

Investor Presentation

July 6 2017

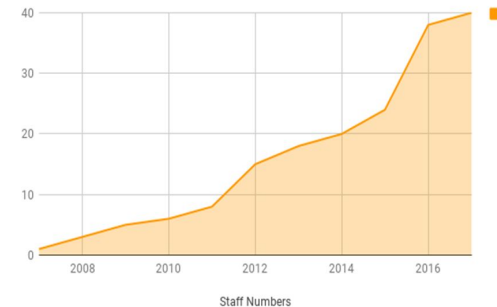


Financial & Operational Snapshot of the Year



- Annualised Recurring Revenue (ARR) growth up 57% on previous Financial Year
- Record final quarter for company for new contracts and ARR
- Enterprise Sales focus and strategy in AUS/NZ rewarded
- Several new large accounts
- Three new Apps developed
- New Enterprise UI/UX nearing completion
- Apps converted to Chinese and being trialled
- Developing new disruptive mobile technology
- Significant strategic alliances formed
- Reseller and Partner program showing immediate returns

Vault Staff Growth



Snapshot of the Final Quarter



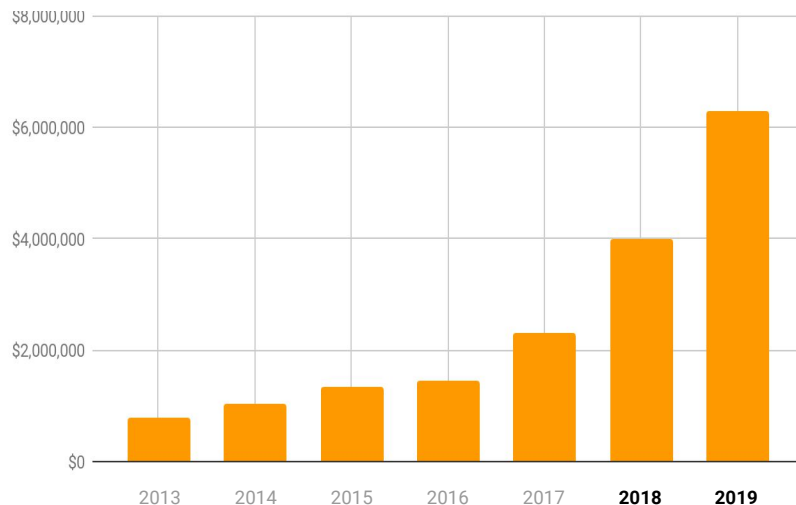
- Record quarter in number of new contracts and ARR
- 20 new contracts with 3 key new customers
- New ARR totals AUD430k
- 22% increase in total ARR achieved in Q4
- Three year contracted value of new sales in Q4 AUD1.48m
- Based on 95% customer retention rate, expect contracts to deliver post initial 3 year term
- Invoiced for the Quarter – AUD800k
- Refinement of sales strategy paying dividends
- Rapid advancement of major strategic alliances
- Proof of concept (POC) trials in multiple locations



Focus - Annualised Recurring Revenue (ARR)

- In its transition to becoming a 'Software as a Service' (SaaS) business, Vault has become one of the first adopters of the new AASB 15 - 'Revenue' accounting standard. Revenue from software services is to be recognised over the service period of the contract.
- ARR represents the annual value of all software subscriptions currently under contract.
- Vault has adopted the ARR as the key metric for measuring performance within the business as it demonstrates ongoing sustainable revenue and/or increasing customer contracts.
- For example, for a 3 year subscription deal signed at the start of April for \$10,000 per month, Vault will have added \$120,000 ARR. However in its end of year June financial statements, income from this deal will only show \$30,000, being 3 months of service provided at \$10,000.

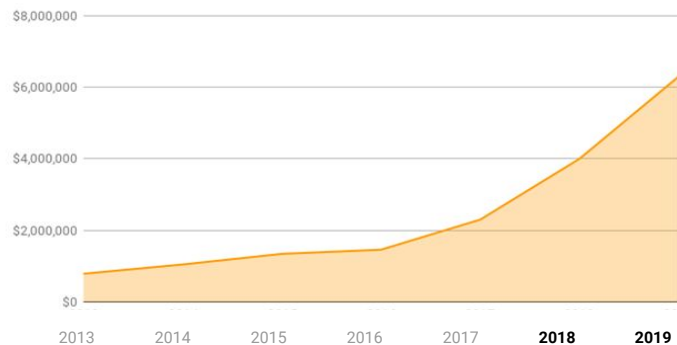
Vault Annualised Recurring Revenue (1)



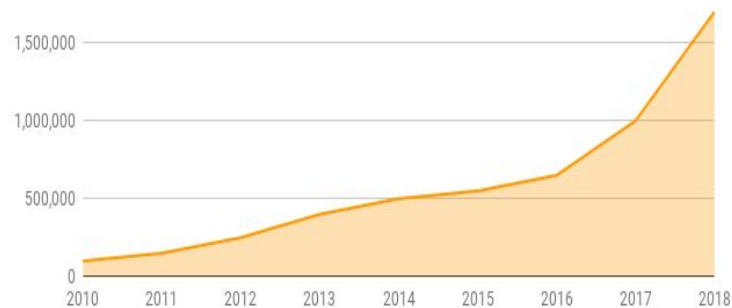
Key Metrics



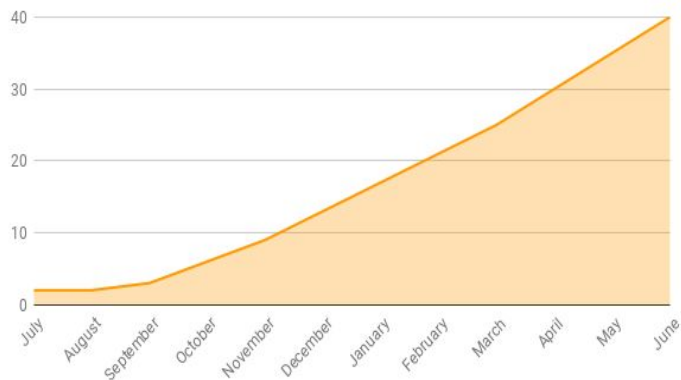
Annualised Recurring Revenue ⁽¹⁾



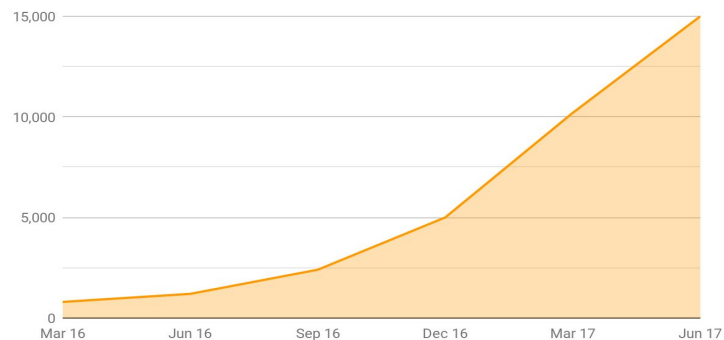
People Protected By Vault



Vault Partner Growth



Vault App User Growth



Product Suite and Roadmap



Quality Management (2018)

Business Intelligence



Vault Core

Governance
Risk
Incidents
Compliance
Substances
Emergency Management
Plant & Transport
People
Contractors/Companies
Training
API's



Mobile Apps & Services

Audit
Check
Notify
Solo 1 & 2 (Q3/4 2017)
Forms (Q3 2017)
Touch (Q3 2017)
Defect (2018)

Vault Services

Learning Management (Q2 2017)
Contractor Portal (Q2/3 2017)
API's (Q2/3/4 2017)

Risk Management: ISO 31000, AS/NZS 4360
Safety: ISO 45000, OHSAS 18000, AS/NZS 4801, 4804
Environment: ISO 14000
Auditing: ISO 19011
Quality: ISO 9001

Vault Intelligence listed on the ASX in July 2016, providing the capacity to deliver a raft of new services in 2017/18.

Vault Enterprise and Mobile solutions can be either standalone or fully integrated.

Vault product strategies are focussed on:

- New services
- Enhanced services
- Mobility
- Open access
- Disruption

Vault Opportunities



Australia

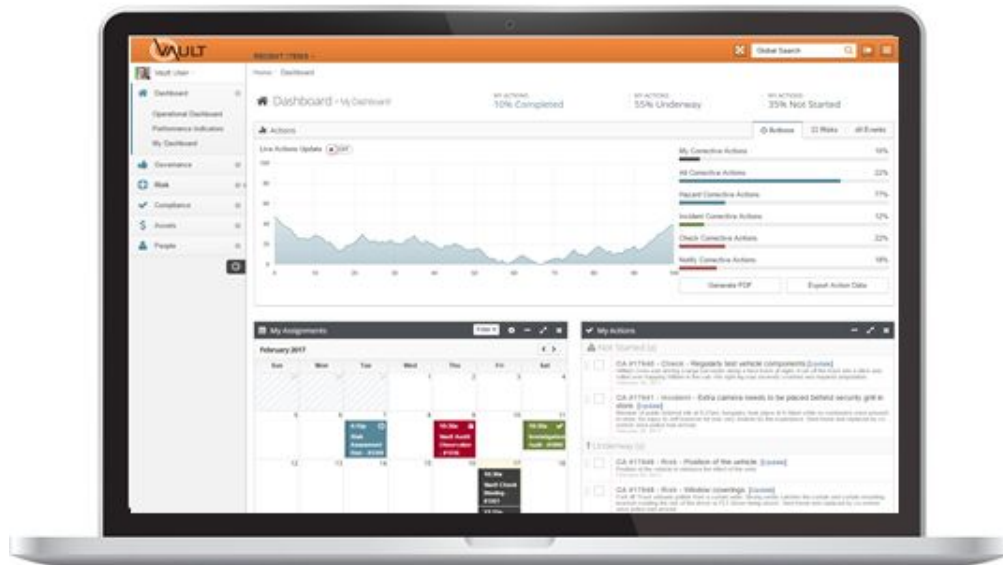
- Major channel partner development
- Pipeline growing exponentially
- Strategic alliances

China & Asia

- Austrade support and opportunities
- Beckwell strategic alliance
- Significant demand
- Proof of Concept underway
- POC trials being conducted in South East Asia

New Zealand

- Major channel partner development
- Government institutional development
- Pipeline growing at record levels
- Alliances locking in



Broad Industry Sector Acceptance



AECOM

CONSTRUCTION



SERVICES



ENTERTAINMENT



GOVERNMENT



SHIPPING PORTS



FACILITIES



FOOD

TRANSPORT



Mercedes-Benz

LOGISTICS



COMMODITIES



ENERGY



EDUCATION



RETAIL



HEALTH



Support and Operations Upgrade



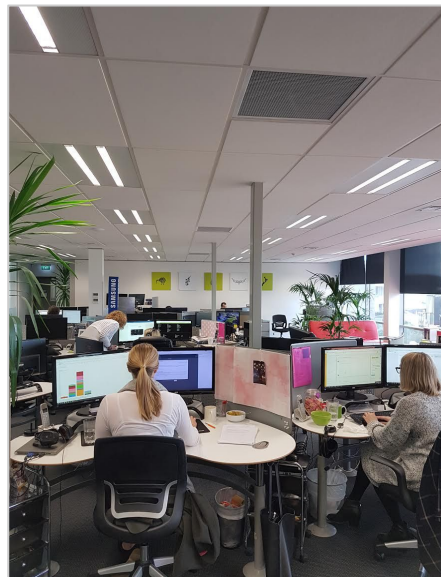
"The bar has been raised by winning..."

Large Government contracts, Restaurant Brands and others, plus future partnering opportunities with large groups and multinationals"



New Improved Service Levels

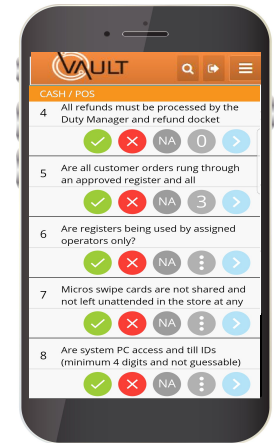
- **Standard**
Existing service
- **Premium**
Faster response times
Reporting
- **Custom**
As required - extended hours,
Hosting and service options
Encryption, DR options



Vault Enterprise Upgrade - New UI/UX Launch



- World class leading User Interface providing improved user experience
- Platform, Modules and Apps fully integrated and reportable
- Fully responsive options allowing access down to mobile phone level
- Business Intelligence fully integrated providing configurable dashboards and reporting



Risk

Safety

Governance

Environment

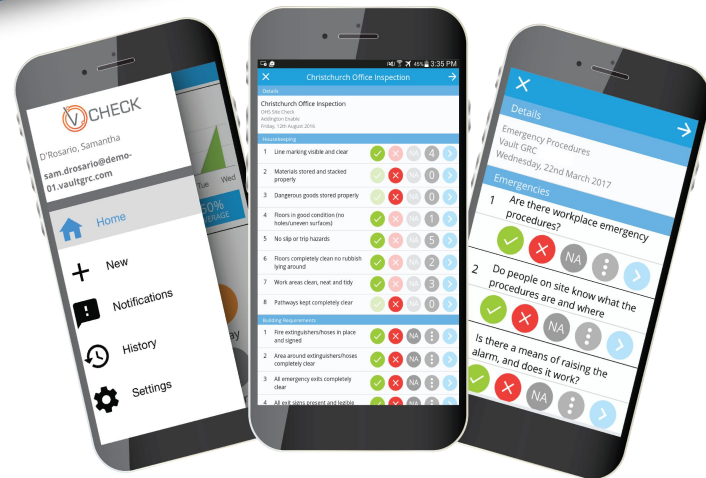
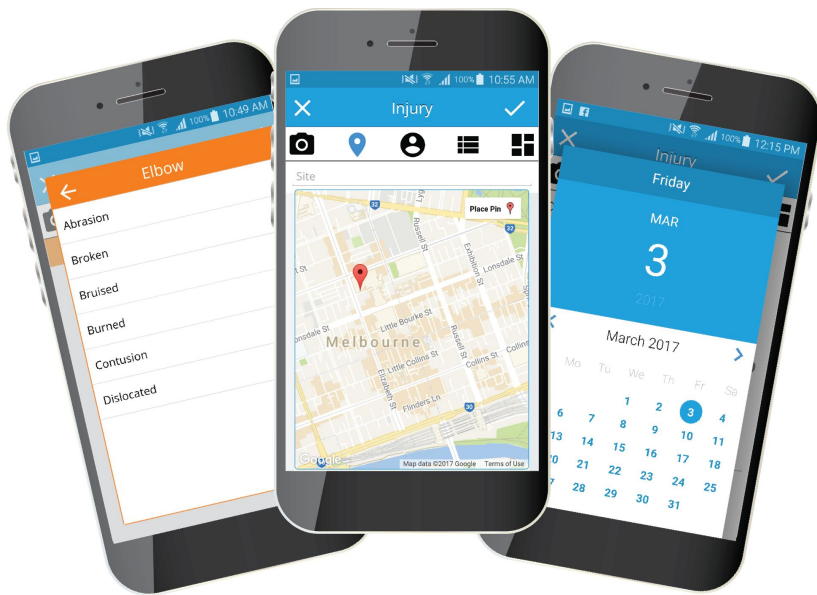
Compliance

Mobility

Vault Notify, Check & Audit App Suite



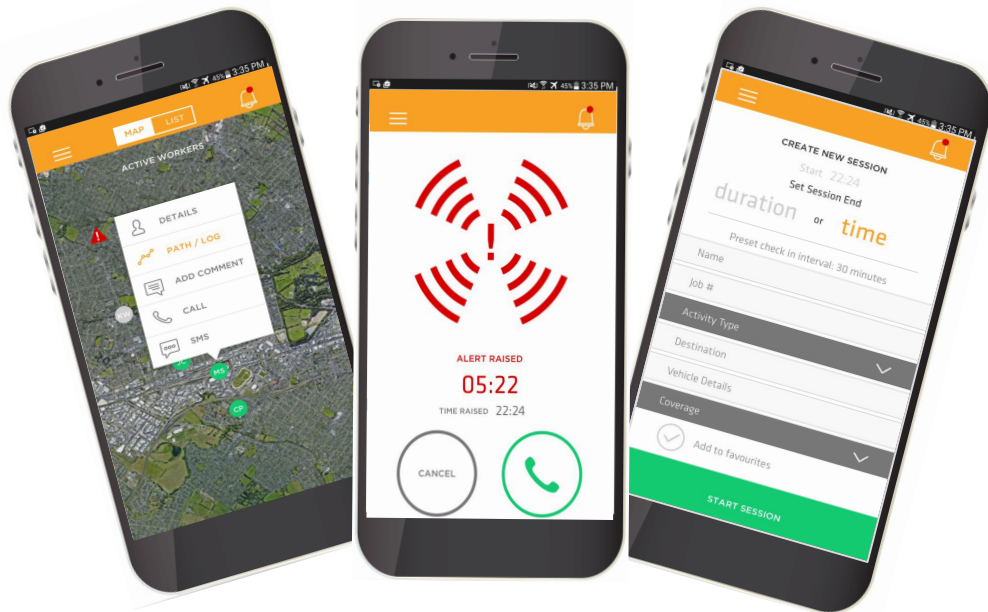
- Continual upgrading of all current Apps
- Three new Apps being prepared for launch



Vault Solo - Lone Worker



The eye in the sky. The Vault Lone worker app provides the ability to manage, monitor, protect, capture information, location details and notifications for company staff and contractors.

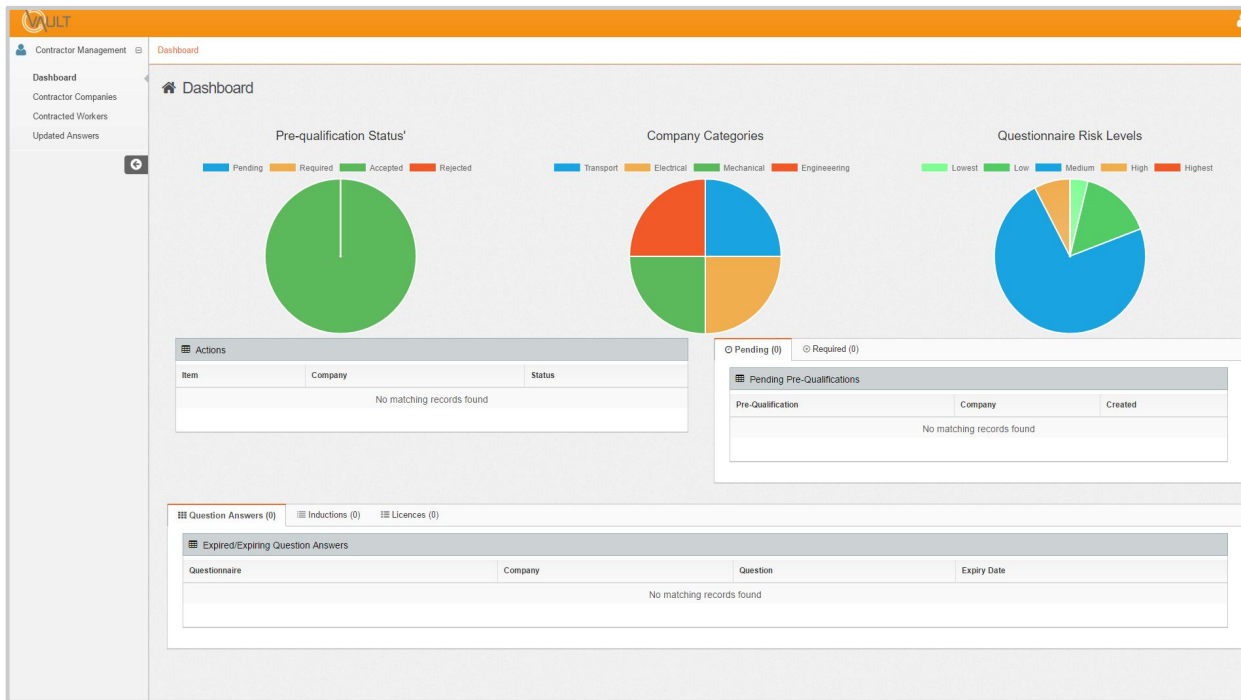


- In App alerting for managers
- Team visibility and management
- Alert and find nearby team members
- GPS tracking/alerting/mapping
- Audible alarms/alerting/escalations
- Distress/panic button
- User configurable check ins

Vault Contractor Service Portal



External Contractor Portal – Self administering by contractors



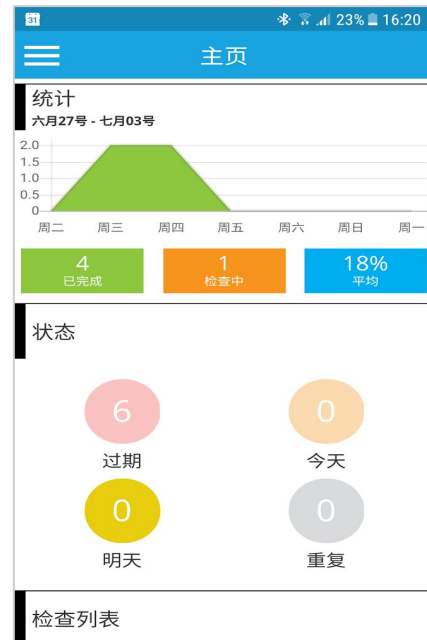
Key Benefits:

- Automation
- Distributed effort
- Real time inductions
- Compliance monitoring
- Integrated with Vault and Apps
- Mobility
- Owner controlled
- Reduced costs
- Unique, one-stop solution
- Significant ROI

Vault Technology and Innovation



- Vault Enterprise and mobile solutions fully integrated or operate stand alone
- Vault Enterprise fully responsive – PC to mobile usability
- Independent platform
- Moving towards open platform with value added plug in partners
- Working on disruptive next generation mobile IoT
- Conversion of apps to Chinese to be followed by Vault Enterprise





CREATING SAFER
WORKPLACES THROUGH
SMART TECHNOLOGY.

www.vaultintel.com

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Note:

¹ Projections for ARR are based upon current ARR and the ARR attained this quarter in contracted sales, together with continuing sales momentum at the level achieved in Q4. The Company believes this is reasonable as it has experienced a substantial lift in the sales pipeline over the prior six months. The Company believes the sales pipeline will continue to generate new sales at this level (AUD400 to AUD500 ARR per quarter) for the next two years as it continues to grow and develop its sales team. The Company has a sophisticated sales management system which provides substantial detail on how the sales process is progressing in terms of sales progress and this together with sales team experience is utilised in assessing the likelihood of future contracts closing.