

Vault Intelligence

ASX: VLT

121 Conference
Hong Kong
June 2018



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* Projections for ARR are based upon current ARR and new ARR in contracted sales, together with continuing sales momentum at the level achieved in that quarter. The Company believes this is reasonable as it has experienced a substantial lift in sales and the sales pipeline over the prior nine months. The Company believes the sales pipeline will continue to generate new sales at this level (AUD400k - AUD500k 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.

The Vault Story...

“To be the go to brand globally for Risk and Safety Technology”

Elevator Pitch

Vault is an industry leading safety technology company that develops software to improve the management of safety, risk and related compliance issues for business

Capabilities

- ✓ *Class leading end to end risk & safety platform*
- ✓ *Totally responsive platform down to phone level*
- ✓ *Brilliant apps that fully integrate into platform*
-
- ✓ *Open configurable platform with unlimited*

Who We Are

What We Do

Why Choose Us

Why We Succeed

Value Proposition

- ✓ *Proven system built by industry professionals*
- ✓ *Mobility and app capability second to none*
- ✓ *Provide genuine Return On Investment (ROI)*
- ✓ *The speed and ease to deploy the system*
- ✓ *Evolving technology capabilities*

Competitive Advantage

- ✓ *Our own Internal Agile development Environment*
- ✓ *Dedicated & professional customer success team*
- ✓ *First class enterprise sales team and strategy*
- ✓ *Unrivalled customer base across 30 industries*
- ✓ *Strong and committed R&D capability*











Vault Product Suite

Vault 3 Enterprise Platform



Governance
Risk
Compliance
Assets
People
(36 Modules)
Future
AI Analysis
Blockchain
Web Hooks







-  **Vault Check**
Inspection App
-  **Vault Notify**
Reporting App
-  **Vault Audit**
Auditing App
-  **Vault Solo**
Lone Worker Mobile App
-  **Vault Solo Watch**
Lone Worker Smartwatch App
-  **Vault Business Intelligence**
Customisable Report Writer
-  **Vault Contractor Service**
Contractor Management Portal
-  **API's**
Third Party Plugins

Vault Business Platform



Management
Dashboard
Reporting
Registers

Future
AI Analysis

-  **Vault Check**
Inspection App
-  **Vault Notify**
Reporting App
-  **Vault Audit**
Auditing App
-  **Vault Solo**
Lone Worker Mobile App
-  **Vault Solo Watch**
Lone Worker Smartwatch App
-  **Vault Contractor Service**
Contractor Management Portal

Vault Customer Snapshot

22k+
Mobile App Users

830+
Businesses

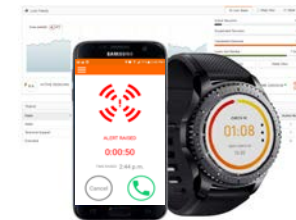
30+
Industry Sectors

400+
Enterprise Customers

1m+
Workers Protected



Immediate Key Catalysts



A snapshot of some of our key drivers and deliverables – first three quarters 2017/18

<ul style="list-style-type: none"> ✓ Addressable Australian market size ~A\$1Bn (Australian Bureau of Statistics metrics, 2015 company data by turnover and employees) 	<ul style="list-style-type: none"> ✓ Record cash receipts (~\$2.9m)
<ul style="list-style-type: none"> ✓ Record new ARR contracted for First 3Q of FY 17/18 (~\$1.25m) ✓ ARR growth at ~70%pa 	<ul style="list-style-type: none"> ✓ FY Second half sales historically stronger
<ul style="list-style-type: none"> ✓ Sales pipeline \$20m and increasing; up 600% in 12 months 	<ul style="list-style-type: none"> ✓ Targeting industry vertical opportunities with Telcos
<ul style="list-style-type: none"> ✓ Software delivers ROI for customers 	<ul style="list-style-type: none"> ✓ Major strategic alliances now in place
<ul style="list-style-type: none"> ✓ Highly regulated environment with compliance increasing 	<ul style="list-style-type: none"> ✓ Disruptive next generation mobile IoT in play
<ul style="list-style-type: none"> ✓ High long term customers retention; 96% 	<ul style="list-style-type: none"> ✓ Completed development of open enterprise platform
<ul style="list-style-type: none"> ✓ South East Asia - Initial Sales completed; more POC underway 	<ul style="list-style-type: none"> ✓ Market penetration to increase with Vault 3 release
<ul style="list-style-type: none"> ✓ China momentum - Initial Sales completed; more POC underway ✓ China V3 Enterprise Platform launch by September 2018 ✓ Chinese market is massive 	<ul style="list-style-type: none"> ✓ Launching global digital sales for apps

Vault Intelligence Macro Catalysts

Strategic

- Process underway to secure global SaaS experience at Director level
- Global partnerships and alliances
- Strategic sales and marketing initiatives now being executed to drive business to next level
- Upgrading and refinement of PR / IR campaigns

Commercial

- Sales growing at ~70%pa, long term ARR
- Global E-commerce capability in development
- Demand generation company to assist with product promotion
- Continue focus on SME market but, improve capability to large corporates

Product

- Chief Product and Data Executive appointed - Melbourne based
- Focus on driving QA of products to highest level
- Full release for new Vault 3 and Vault Solo product lines
- Driven to be smarter and better
- AI a key focus

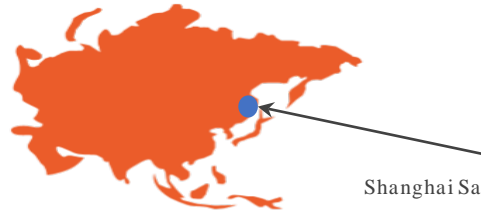
Sales and Marketing

- Finalising 2018 Three Year Strategic Sales & Marketing Plan
- Digital sales and marketing site under development
- Focus on dominating Australian SME market
- Continue drive of sales into China and Southeast Asia markets

Vault International Sales Presence



Perth
Suite 5, Level One, 12-20
Railway Road, Subiaco, WA
Australia
6008



Shanghai Sales Presence



Sydney
Level 25, 88 Phillip St
NSW
Australia
2000



Melbourne
145 - 147 Bouverie St
Carlton, VIC
Australia
3053



Auckland Sales Presence



Christchurch
Level 1, Enable House
106 Wrights Road, Addington
New Zealand
8024

China EHS Landscape



- **New Chinese legislation**

Enterprises are required to assess their individual situation and use information technology to enhance safety management work and risk management. They need to use a digital software management solution for major hazard monitoring, occupational hazard prevention and control, emergency management, general safety and risk control with reporting systems and also to use the system for predicting and warning of potential hazards.

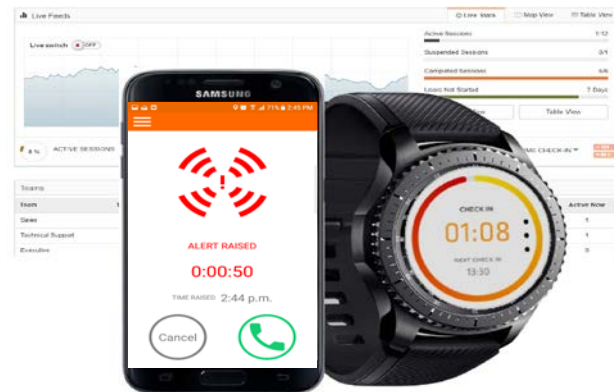
The new law provides that where accidents occur, it is the responsibility of the enterprises to pay the corresponding compensation. Plus, there are fines:
General accident is Yn200,000 - Yn500,000
Major accident is Yn500,000 - Yn10m.
Very serious accidents can attract a fine of Yn10m - Yn20m

- **No competition**

There is no visible competition from Chinese software providers
The Chinese EHS industry is immature and both operating and developing systems to international ISO standards is very difficult
International software systems are an immediate go to solution

- **Massive market**

The Chinese market is difficult to measure due to its infancy
Based upon western markets and their development over the last twenty years, the Chinese market will be measured in the billions of dollars within ten years



China Business Strategy

- Taking a long term approach to development in China

The Chinese EHS market is immature and needs strategic development

Vault has a staged strategic approach to conversion of software, marketing, sales, partners and support

- Software conversion and development

Vault will roll out its easy to use mobile application as the first stage of China development

Vault has been trialling its first App, Checklist, and is looking to do more POC trials which will lead to sales growth

Conversion of the big Vault Enterprise Platform has been language converted and is undergoing QA and localisation, local power group is working with Vault

- Sales and marketing

Initial marketing is being undertaken with just several EHS and industry consultants who understand the opportunity

It is proposed to develop and grow the sales and marketing team over time

- Product support

Initial product support will be provided by Vault or an existing Vault partner located in SE Asia, Vault is now looking to recruit local employees and train local groups to become channel partners and provide support services in conjunction with Vault personnel



Upgraded V3 Enterprise Platform



Key Components

Action

- Upgrade V2 (5 years old) with open enterprise platform

Result

- Class leading User interface
- Clean look and intuitive
- Latest web technologies
- Fully responsive to mobile phone
- Configurable dashboards and reporting
- Open Platform for 3rd party integration

Governance

Dashboards
Business Intelligence
Performance Indicators
Governance
Planner
Process Reviews
Reports
Feedback

Risk

Events
Event Register
Reviews
Emergency
Formal Investigation
JSA/SWMS
Multiple Risk
Assessment
Risk Assessment

Assets

PPE
Plant/Equipment
Substances
Transport

People

Claims
Clients
Contracted Workers
Training
Third Party/Visitor
Volunteers
Workers
Vault Contractor

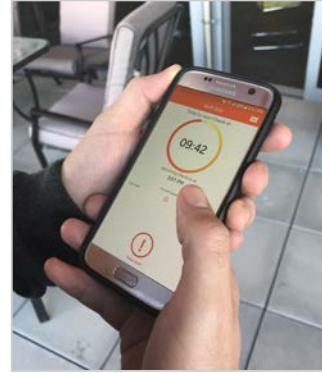
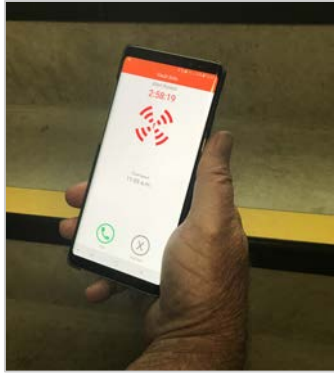
Compliance






Compliance
Observations
Documents
Health Surveillance
Environment
Skills Matrix
Vault Audit
Vault Check

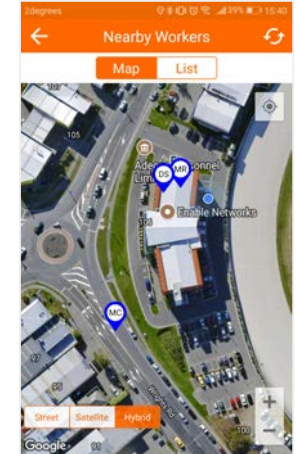
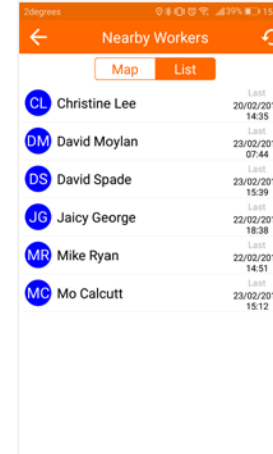
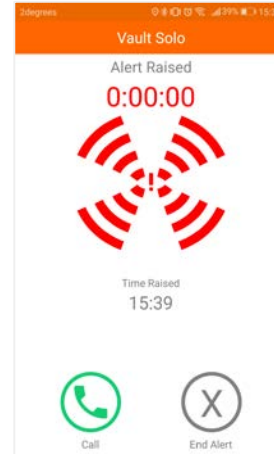
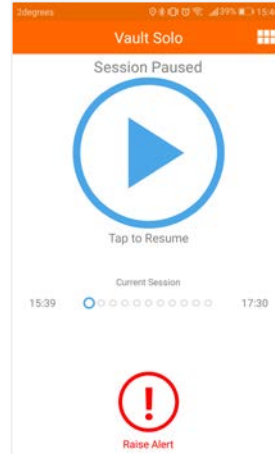
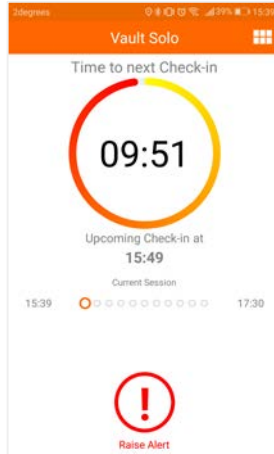
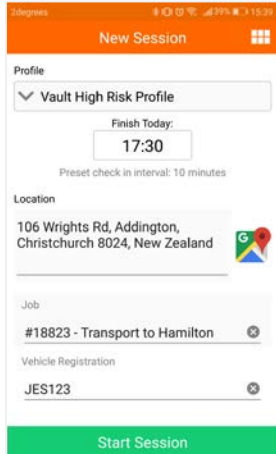
Mobility

Vault 3 Platform
Check
Audit
Notify
Solo App
Solo Watch
Contractor Portal
Live streaming

“Solo App” Tablets and Mobiles



-  All Operating Systems
-  Mobile and Tablet Optimised
-  Cloud Based
-  Online and Offline Use
-  Security of Information

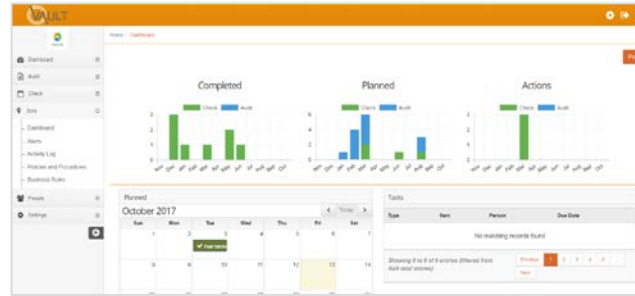


Vault Business Platform

- Targeting SME and non-vault enterprise users
- Digital and direct sales product
- Independent Backend housing all Vault Apps
- Management, reporting and dashboard capability



Vault Audit



Vault Contractor Management



Vault Notify



Vault Check



Vault Solo



Vault Solo App

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