

Vault Intelligence



Investor Presentation

September 2019

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Vault Intelligence



Vault develops Workforce Performance Technology that delivers significant productivity returns and efficiencies while providing for the safety, security and protection of workforces.

Vault technology empowers modern businesses with **two platforms (Vault Enterprise and Solo)** which are enhanced through **mobility and wearables** to deliver measurable increases in **workforce management and performance**. Vault has developed **capabilities** in its newest **technology** ecosystem known as **Solo**.

Vault has undertaken rapid expansion since listing on the ASX in 2016 and now has 60+ staff across offices in Melbourne, Perth, Sydney, Auckland, Christchurch, Singapore and Hong Kong.

1 Million+ Workers Protected

400+ Enterprise Customers

30 + Industry Sectors

8 Countries

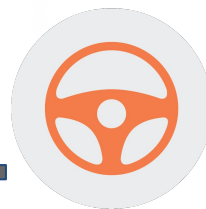
Product Suite



Vault
Enterprise



Vault
Solo



Solo
Drive

Vault Intelligence ASX: VLT



Board of Directors

Ross Jenkins	Non Executive Chairperson
David Moylan	Managing Director
Robert Kirtlan	Non Executive Director
David Rose	Executive Director

Trading Information

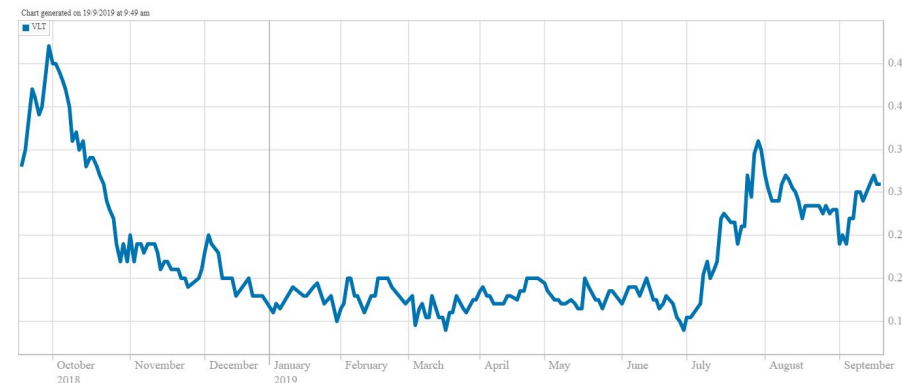
Stock code	VLT
Share price ¹	\$0.31
Ave daily trade	216,000
VWAP 15 days	\$0.27
Shares quoted on ASX	102.9m
Options exp. mid 2019-23	7.3m
Cash reserves ²	\$2.8m
Market cap (undiluted) ¹	\$32m
<small>¹ As at 20 September 2019</small>	
<small>² As at 30 June 2019</small>	

Top 10 Shareholders

1	MERRILL LYNCH (AUSTRALIA) NOMINEES PTY LIMITED	11,212,200	10.89%
2	MR DAVID MOYLAN	8,017,484	7.79%
3	CITICORP NOMINEES PTY LIMITED	5,721,364	5.56%
4	BLUESPIRE CAPITAL PTY LTD	4,401,248	4.28%
5	GINGA PTY LTD	3,500,000	3.40%
6	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	3,087,260	3.00%
7	MORGAN STANLEY AUSTRALIA SECURITIES (NOMINEE) PTY LIMITED	2,499,192	2.43%
8	NEW FRUGALITAS FUND LIMITED	2,071,702	2.01%
9	MR THOMAS ENSMANN	2,036,327	1.98%
10	MR JAN MICHAEL GEESINK	2,000,000	1.94%

44,546,777 43.28%

Share Price Performance 12 Months



Company Highlights



Leadership in Large Addressable Market

- Solo opens **\$25.6B addressable market**
- **Distinct advantage** in workforce performance
- Significant **data** captured for business intelligence & analytics

Strong CARR Growth

- **82% growth** in FY19 to \$6.2M, target CARR of \$10M in FY20
- **\$1.8M new CARR for Solo** in last four months
- Large sales in new markets; Singapore and USA

High Customer Retention

- **>95% customer retention** with 'sticky' products
- **>400 Enterprise Customers**
- Used in **8 countries** with **Vault Staff** in **AU, NZ** and **Singapore**

Market Leader

- **Only B2B** offering **worker performance** and **protection**
- Full stack solution, satisfies acute customer problems
- **Market leader** in NZ and broad penetration in AU

Partner Ecosystem

- Partnerships with **Samsung, Telcos** and Leading **System Integrators** for product development and sales
- Extended partnerships in **Mental Health** and **Wellbeing**
- **Sales** partners in Asia, United Arab Emirates, AU and NZ

Rapid Development

- Flexible development remain a leader in sector
- Enhanced quality controls

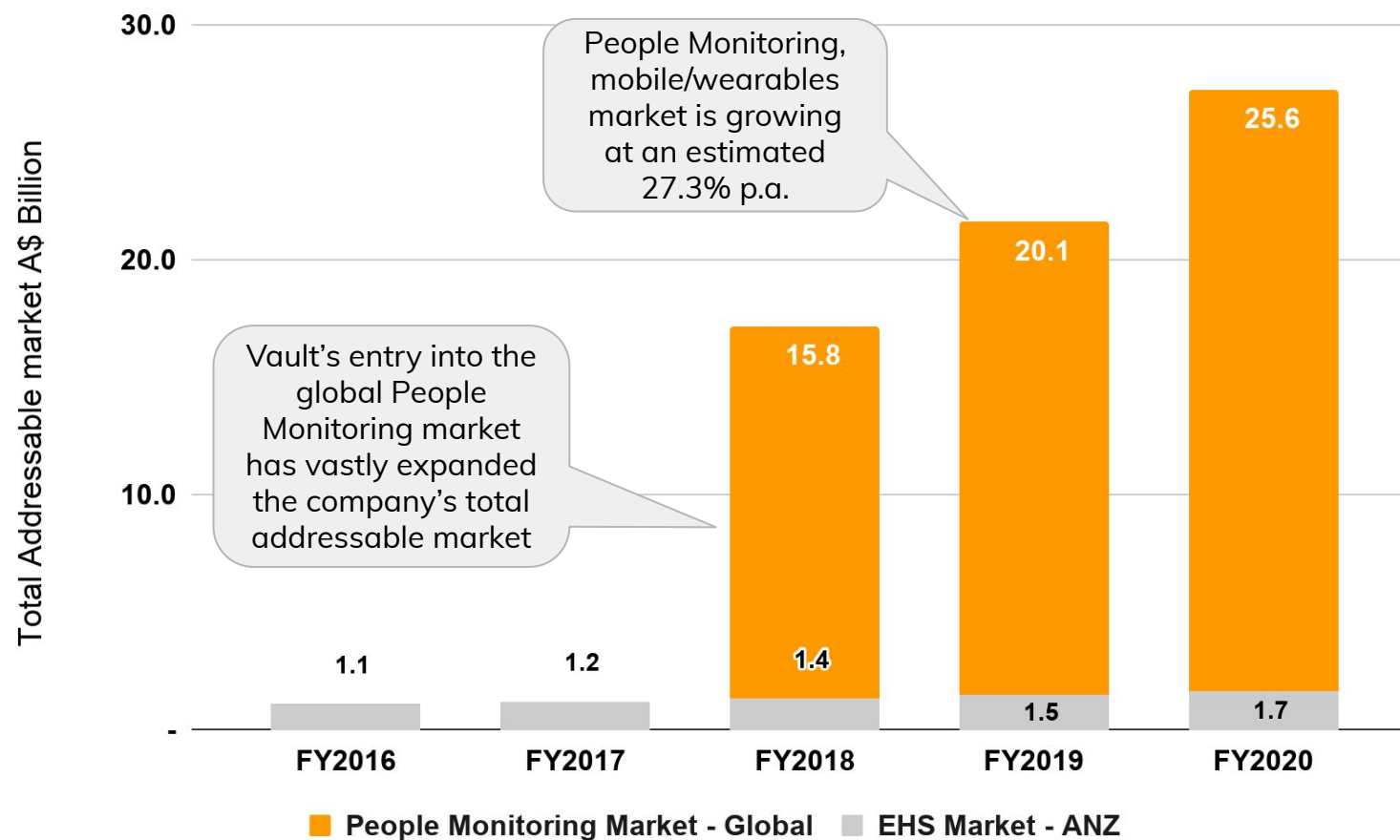
Addressable market of an estimated \$25.6 bn in FY20 is based on a report by Mordor Intelligence which forecasts global market size and growth.

The forecast FY20 CARR of \$10m is a 67% increase on FY19 and is based on the company achieving a 82% y.o.y increase in CARR in FY19

Market Opportunity

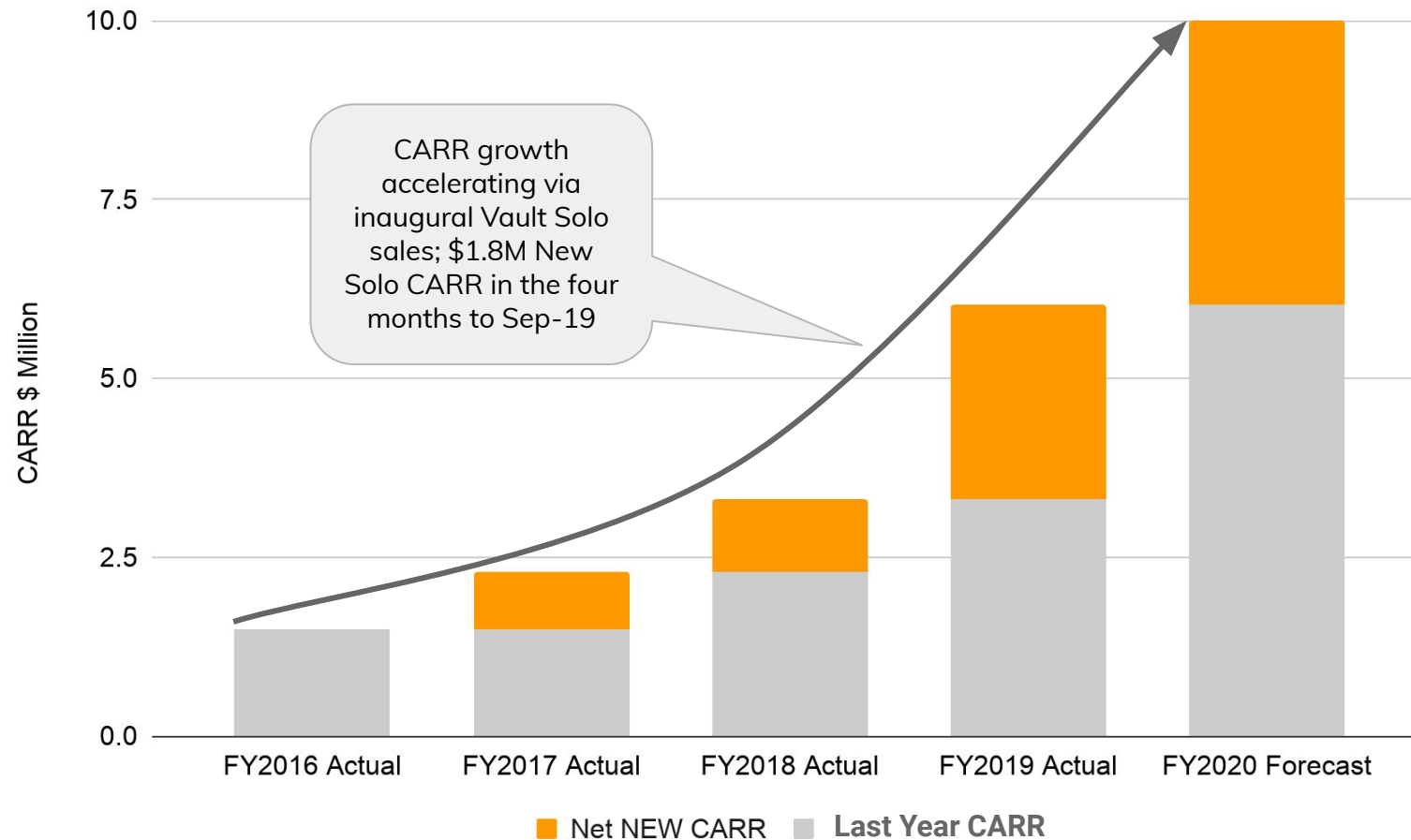


Vault is a leading SaaS business operating in a massive and rapidly expanding \$25.6 billion global market.



Estimates of the People Monitoring - Mobile and Wearable market is sourced from a report by Mordor Intelligence which forecasts global CAGR to 2023 at 27.3%. Estimate of the EHS market in Australia & New Zealand (ANZ) is derived and estimated by VLT from a report by "MarketandMarkets" forecasting global CAGR to 2022 of 11.1%.

Proven Track Record



CARR is defined as the Annual Recurring Revenue of all active subscription services (as at defined date) being delivered by Vault, plus, the future committed annual recurring revenue (as at defined date via either a signed contract, signed heads of agreement or other supporting documentation to confirm terms) of subscription services yet to commence. Future committed annual recurring revenue is measured as the total committed contract value divided by the contract term measured in years.

The forecast FY20 CARR of \$10m is a 67% increase on FY19 and is based on the company achieving a 82% y.o.y increase in CARR in FY19

Customer Overview



Vault is being used by some of the world's biggest and best known brands across a range of industries

Construction



Transport



Services



Logistics



Entertainment



Manufacturing



Government



Energy



Shipping Ports



Education



Food/Beverage



Retail



1 Million+ Workers Protected

400+ Enterprise Customers

30 + Industry Sectors

8 Countries

Vault IQ

Board Directors



Ross Jenkins

Non Executive (Chair)

Ross was appointed a director of Vault 13 July 2018 and appointed chair on 21 March 2019. Ross has over 30 years in the technology sector in executive roles including CFO/COO of Xero.

Ross is an experienced director in the technology sector, having led a number of high growth technology companies. A pragmatic strategist with a focus on customer experience and smart execution to deliver long term growth and business success.

Ross holds a Bachelor of Commerce (BCA) at Victoria University of Wellington and is currently an Executive Director of The Instillery, and chairs the Board of Earshot Earphones.



Robert Kirtlan

Non Executive

Robert has a background in accounting, finance and management involving public and private companies prior to working for major investment banks in Sydney and New York. During this period, he was principally involved in arranging debt and equity globally for junior and mature resource companies.

Since 2011, he has been working and investing in a range of emerging resource and technology companies.



David Moylan

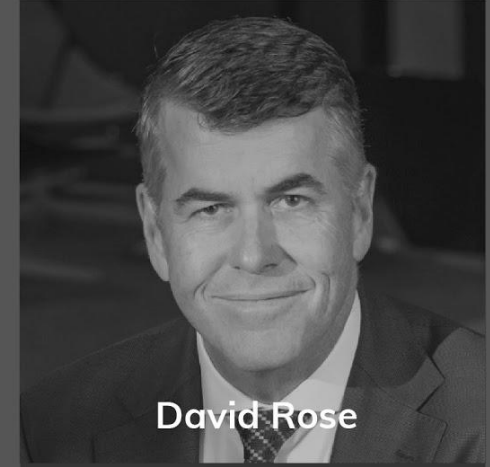
Managing Director

Vault MD and Founder
Global safety and risk professional

Appointed Director of Safety and Risk for the Australian Army (20 years service as a commissioned officer)

Senior Risk and Compliance Executive - Shell Exploration China

Masters Degree in Strategic Management plus Bachelor degrees in Business and Industrial Hygiene



David Rose

Executive Director

Senior Management/Executive roles at Optus and Suncorp, and more recently served as Chief Information Officer at both Watpac and Opteon

Masters of Science degree (UNSW) and an MBA (AGSM)

Over 20 years of leadership and management experience in development/execution, merger & acquisition, sales/business development, technology management, innovation, risk management, digital transformation and information security



David Moylan

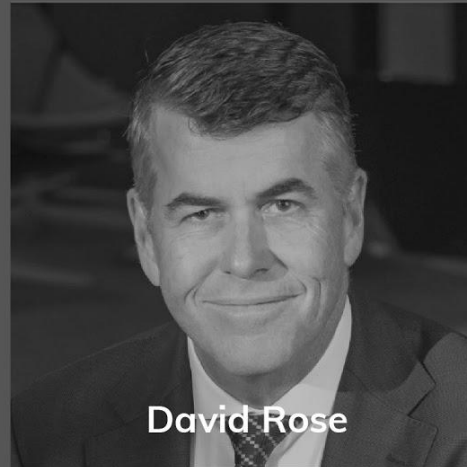
Chief Executive Officer

Vault MD and Founder
Global safety and risk
professional

Appointed Director of Safety and
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years service as a commissioned
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Senior Risk and Compliance
Executive - Shell Exploration
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Masters Degree in Strategic
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Chief Operating Officer

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at Optus and Suncorp, and more
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Over 20 years of leadership and
management experience in
development/execution, merger &
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transformation and information
security



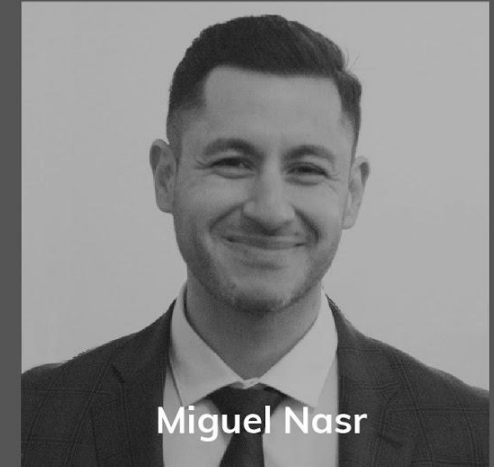
Paul Cullinan

Chief Financial Officer

14 years experience working in
rapidly growing businesses in
executive roles including CEO of
Sumo Energy, CFO of Nimble
Money and founding CFO of
iSelect

Co-founder of online health
insurance business, health.com.au

Masters in Applied Finance &
Bachelor of Commerce at
University of Melbourne and
professional Chartered Accounting
qualifications from CA - ANZ



Miguel Nasr

Chief Product Data Officer

Founder of Telstra's M2M/IoT, and
Data Insights Product divisions

Held Senior roles in the
Telecommunications, Healthcare,
Education and Automotive sectors

Extensive experience with
commercialisation of emerging
technologies - IoT / AI / Big Data

Contributing member of the IoT
Alliance Australia

Degrees in Computer Science and
Engineering (Mechatronics)

Product Range



V3 Enterprise Platform

V3 Enterprise



Vault Notify



Vault Audit



Vault Check



Contractor Management



Solo Platform

Solo



SoloDrive

Wearable



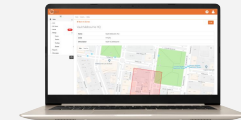
Mobile



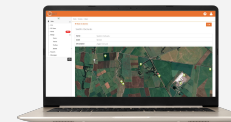
Mobile



Platform



Platform

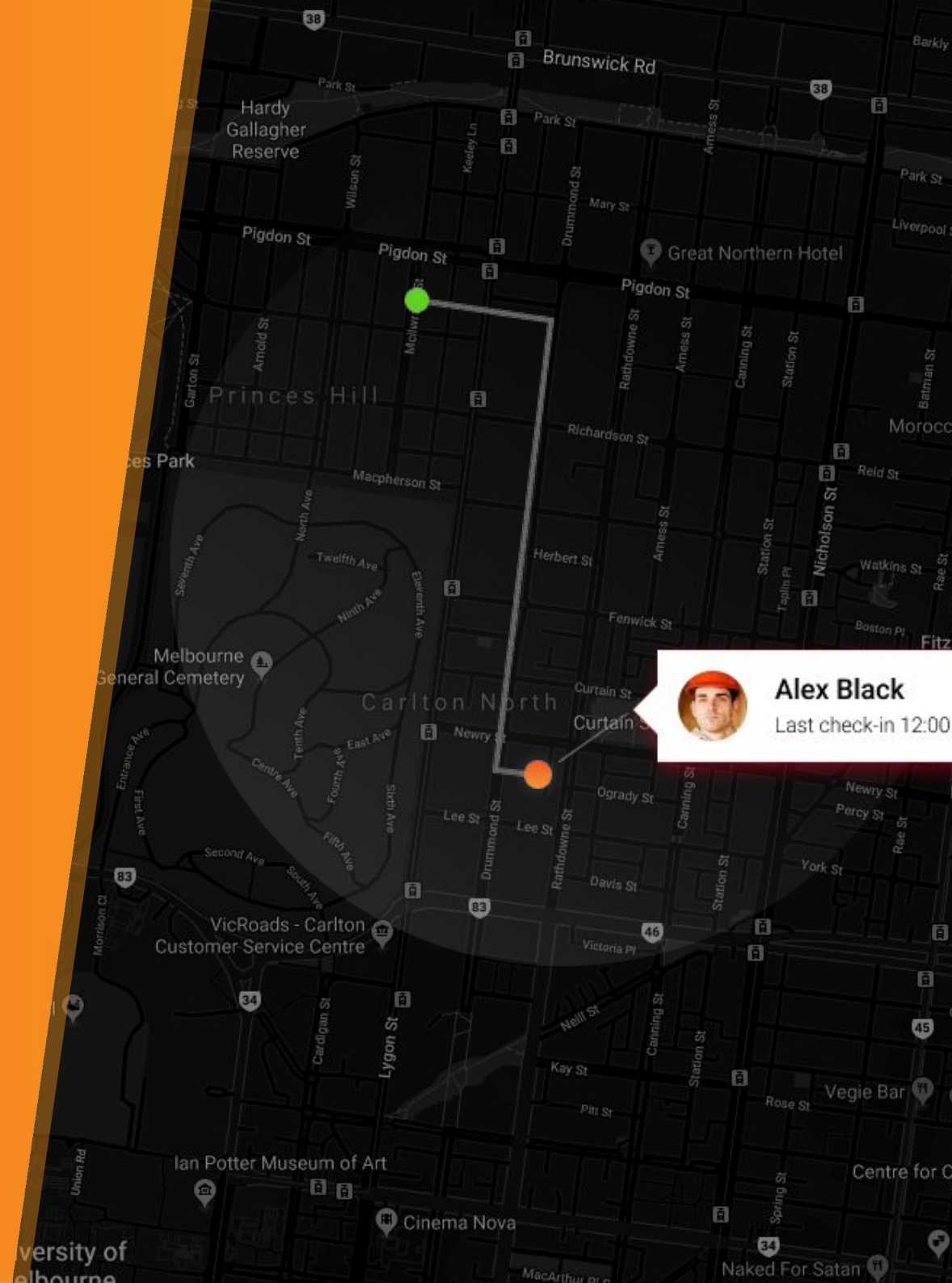
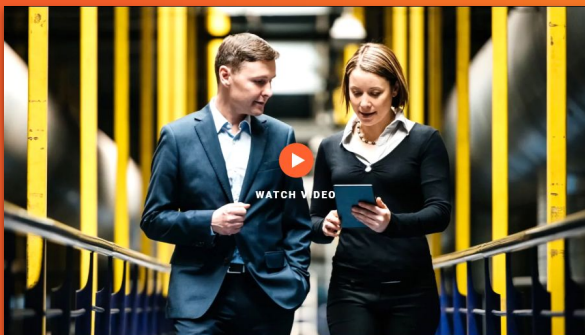


Vault Solo

Solo is designed to uniquely monitor, manage and protect workforces including the conduct of driver behaviour analysis through advanced telematics. Solo also provides the capability at the same time to deliver significant productivity and performance efficiencies for workforces.

Solo has three distinct front runner capabilities that are unrivalled globally.

- Full lone worker capability operating on S3 Galaxy Watch
- Combined worker and driving protection in one app
- Advanced fall detection covering 21 types of falls

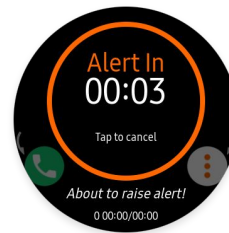


Solo Wearable

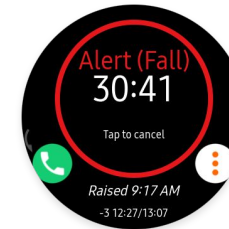


Samsung Galaxy Smartwatch

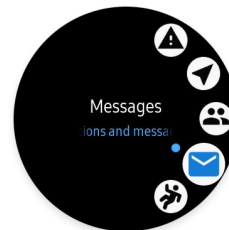
- E-Sim - No phone needed
- Smartwatch - calls, texts, and emails
- Ruggedised - IP68
- Customised watch faces
- Agnostic - IOS & Android
- Over the Air (OTA) Updates



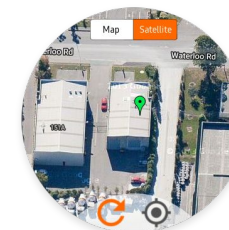
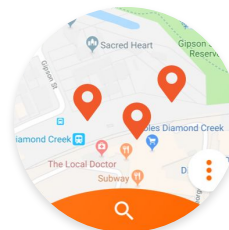
Duress / Panic Alert



Fall Detection



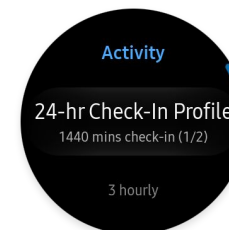
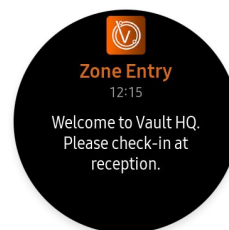
Check-Ins, Messages & Notifications



Team & Individual Views

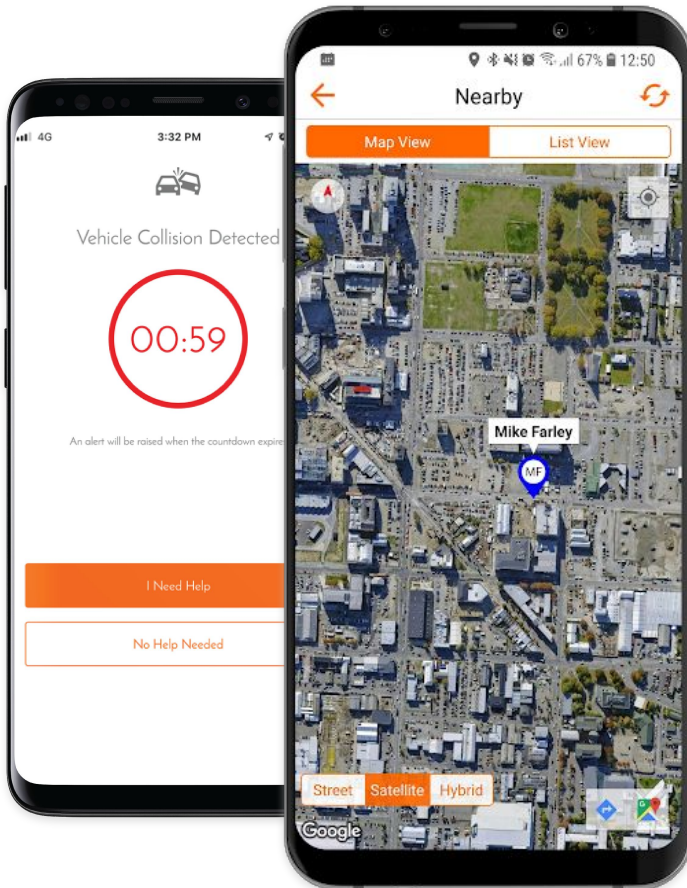


Biometrics



Configurable Profiles

Solo Mobile



Mobile Capability:

- Android & iOS

Interval Check Ins



Geofence Zones



Biometrics



Configurable Profiles



Reports/History



Session Information



Driver Behaviour



Vehicle Collision



Duress / Panic Alert



Alerts, Messages & Notifications



Team & Individual Views

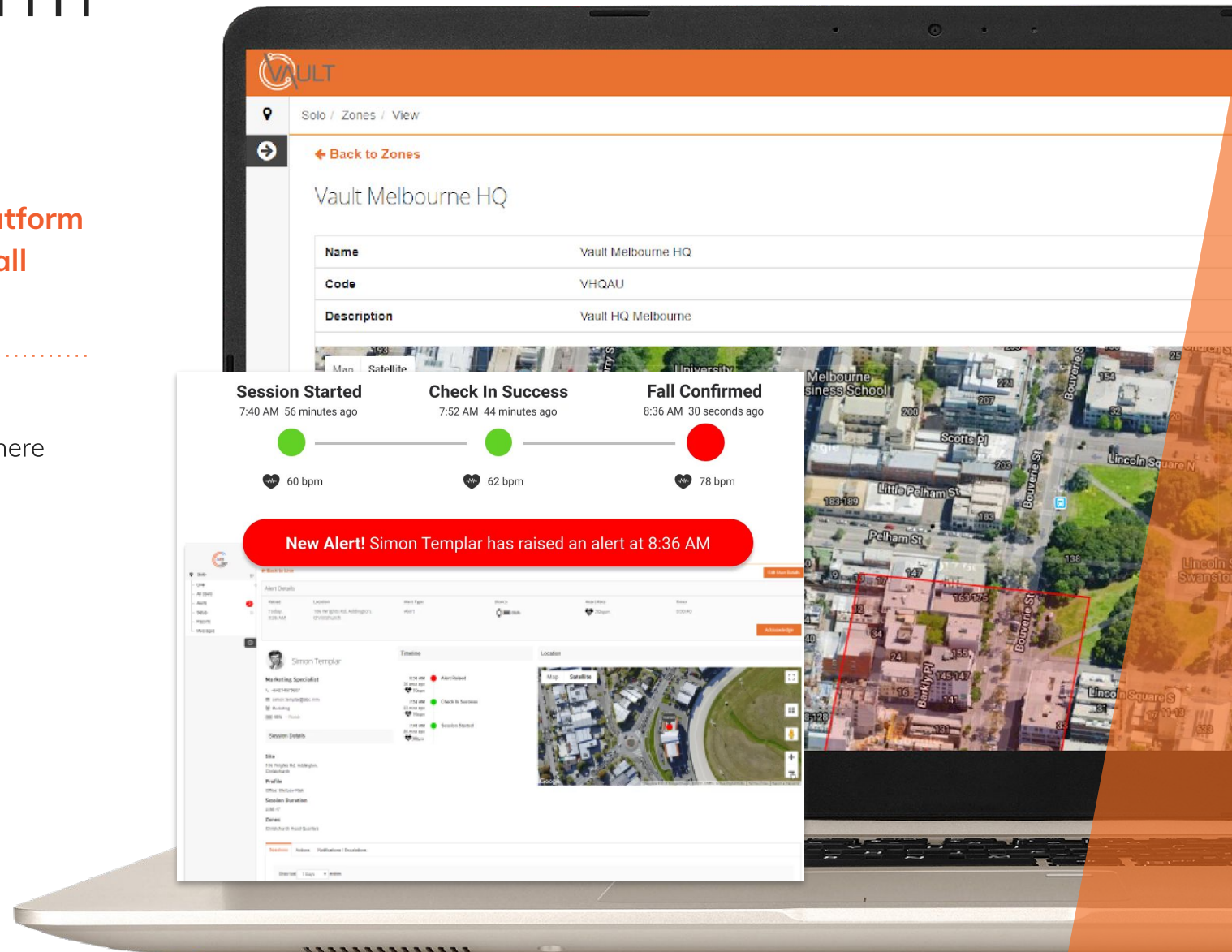


Solo Live Platform Access

Solo Platform

A powerful enterprise level platform provides real time visibility of all workers location

- Visual Metrics and Notifications
- Manage and View People Anywhere
- Instant Alerts / Escalations
- Defined Safe / Exclusion Zones
- Configurable Profiles
- Individual and Team Messaging
- Business Rules to Create Profiles
- Event / Incident Management



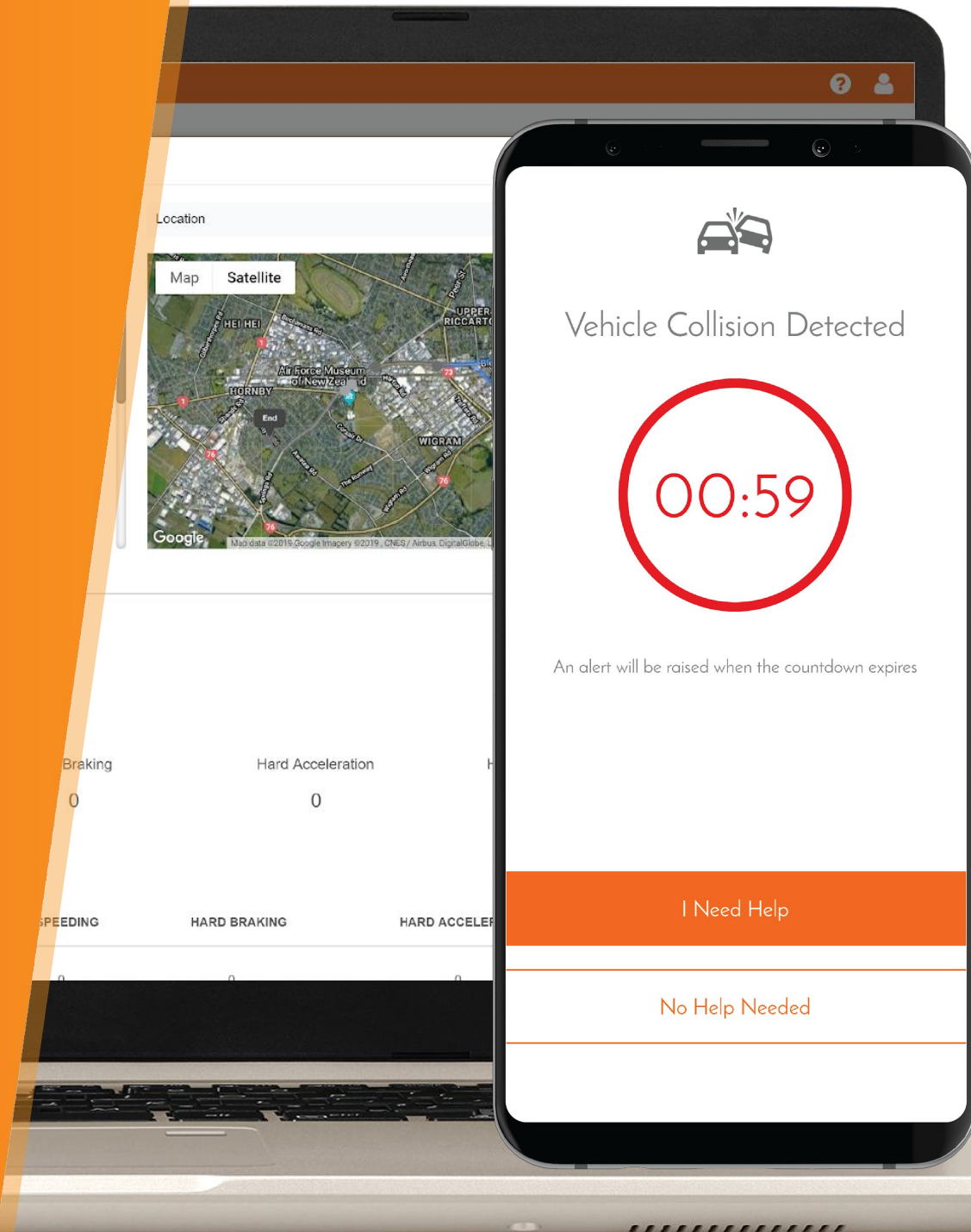
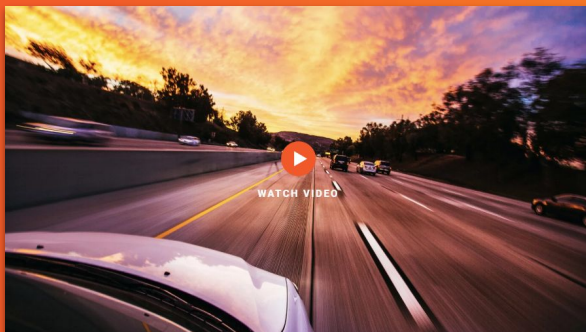
One system, one place for complete workforce safety & protection

SoloDrive

Telematics

Driver Behaviour

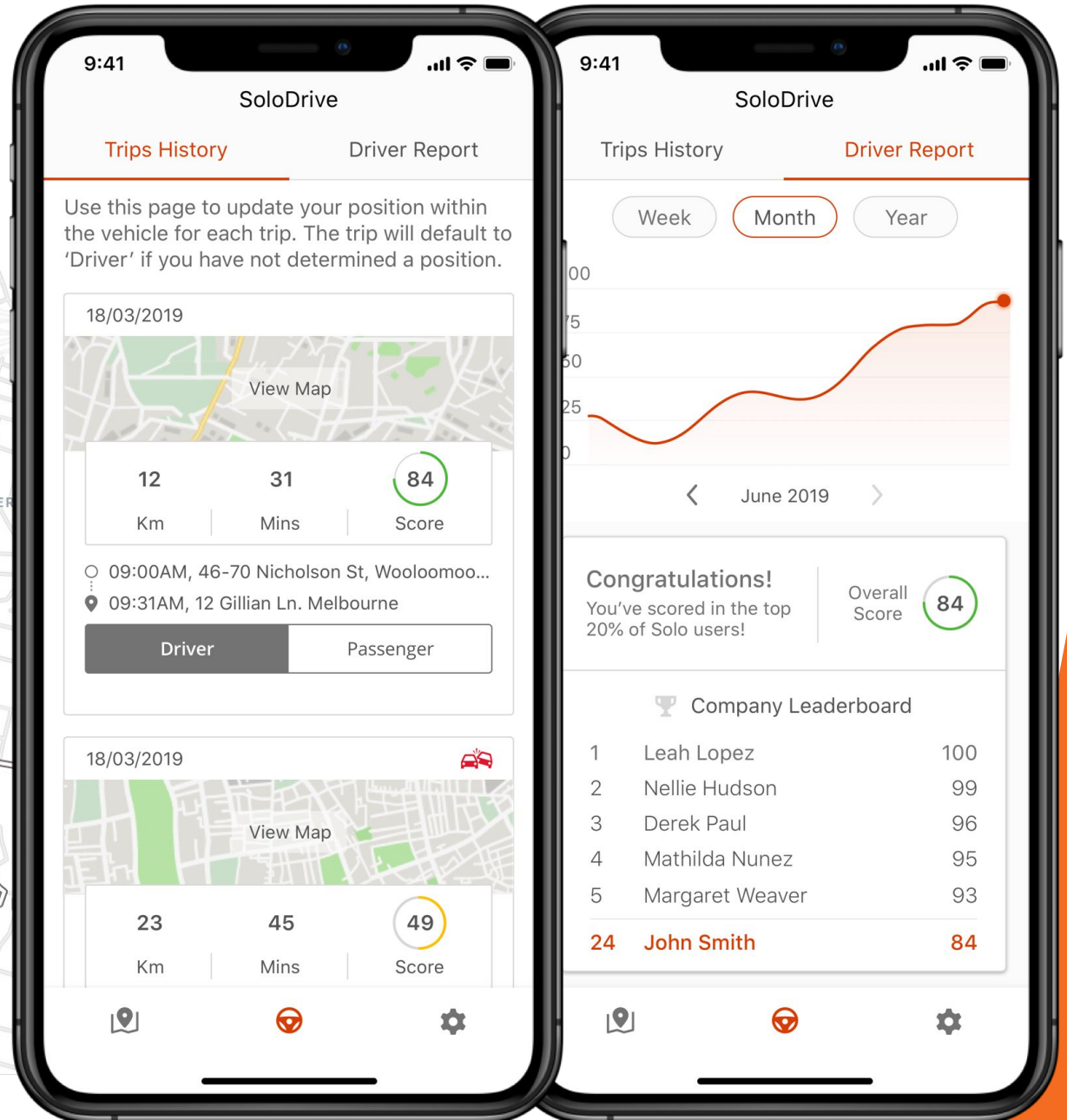
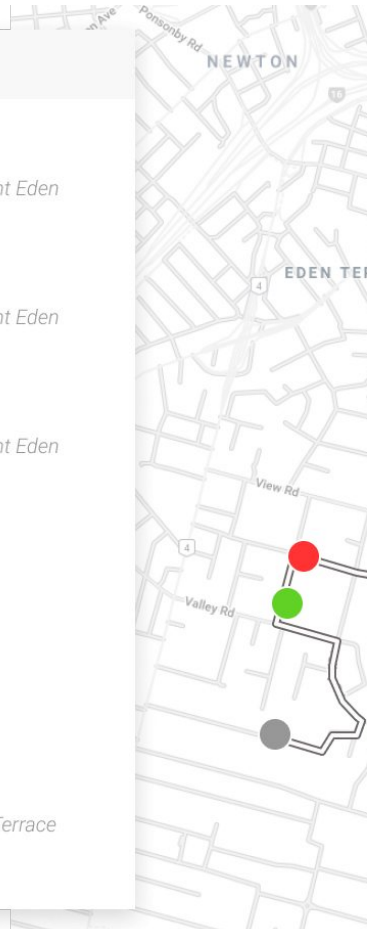
Vehicle Collision



SoloDrive

Timeline

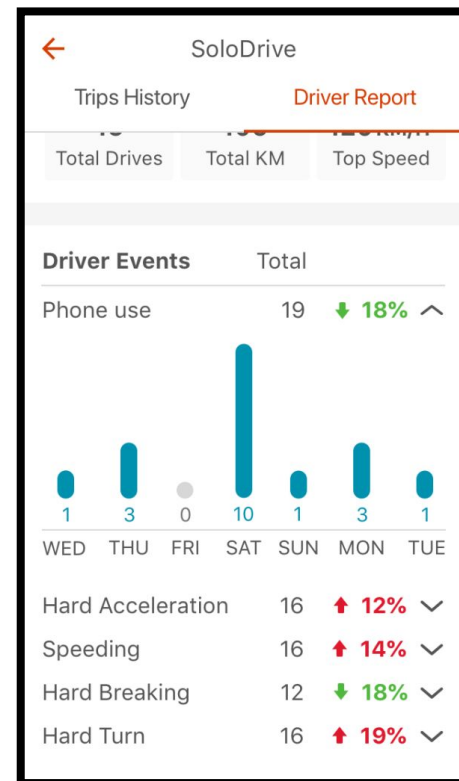
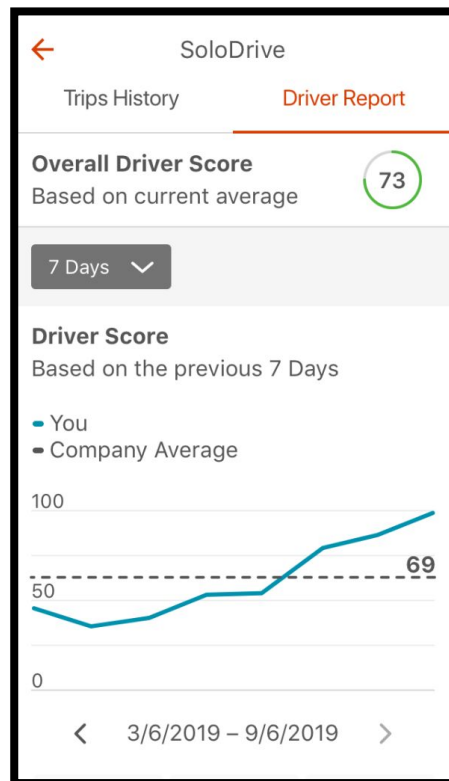
- 7.41 AM** 1.08 hours ago **Ended Session**
Near Valley Road, Mount Eden
- 7.21 AM** 1.28 hours ago **Alert - Cancelled**
Near Valley Road, Mount Eden
- 7.20 AM** 1.29 hours ago **Alert Raised**
Near Valley Road, Mount Eden
- 7.05 AM** 1.44 hours ago **Phone Use**
Normanby Road
- 6.59 AM** 1.50 hours ago **Sent Notification**
- 6.49 AM** 2 hours ago **Session Started**
Near Boston Rd, Eden Terrace



SoloDrive Driver Report



SoloDrive provides drivers with unprecedented feedback to help drivers understand key driving behaviour trends and insights



SoloDrive
Trips History Driver Report Leaderboard

Team Global

🏆 SCORE

1	Graeme J	89
2	Jade S	88
3	Laura S	79
4	Michelle R	78
5	Camilla F	69
6	Nic J	69
7	Miguel N	68
8	Chris H	67
9	John K	66
10	Stephen L	56
23	Michael G	72

SoloDrive
Past Trips 3/6/2019 – 9/6/2019

9/6/2019	Go to Trip
10km 30min	
10 Balmoral Cres Surrey Hills	
8/6/2019	Go to Trip
10km 30min	
10 Balmoral Cres Surrey Hills	
7/6/2019	Go to Trip
10km 30min	
10 Balmoral Cres Surrey Hills	
6/6/2019	Go to Trip
10km 30min	
10 Balmoral Cres Surrey Hills	
6/6/2019	Go to Trip
10km 30min	
.....	
Total Drives	Total KM Top Speed

SoloDrive Reporting & BI



Harnessing the sensors in the smartphones to create driver behaviour insights

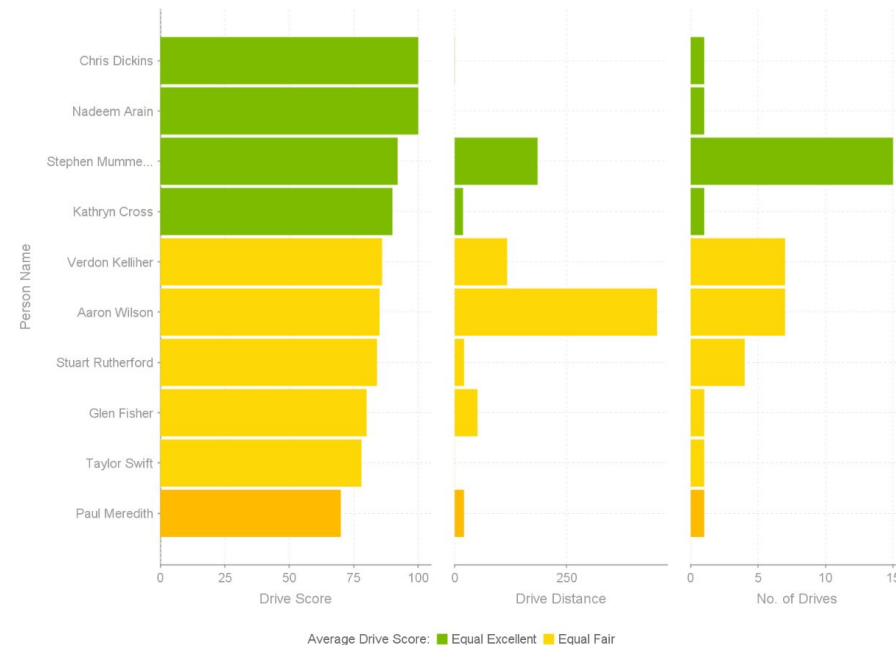
Person Name	Average Drive Score	Total Drives	Total Drive Duration (Hours)	Total Drive Distance (KM)	Total Driving - Phone Use Activities	Total Driving - Speeding Activities	Total Driving - Hard Braking Activities	Total Driving - Hard Acceleration Activities	Total Driving - Hard Turn Activities	Total Vehicle Collision Detected - Help Needed
Chris Dickens	100.00	28	2.93	6.33	0	0	6	6	6	5
Jaicy George	100.00	16	17.60	0.81	0	0	7	7	7	14
Kori Barnett	100.00	2	0.01	0.01	0	0	0	0		7
Noothan Mathew	94.00	6	0.30	5.12	0	0	0	0	2	0
Miguel Nasr MOBILE	85.00	43	2.64	32.98	16	2	23	22	28	19
Natasha Staunton	72.00	10	21.99	165.75	6	3	1	1	4	21



Team Name: QA Team

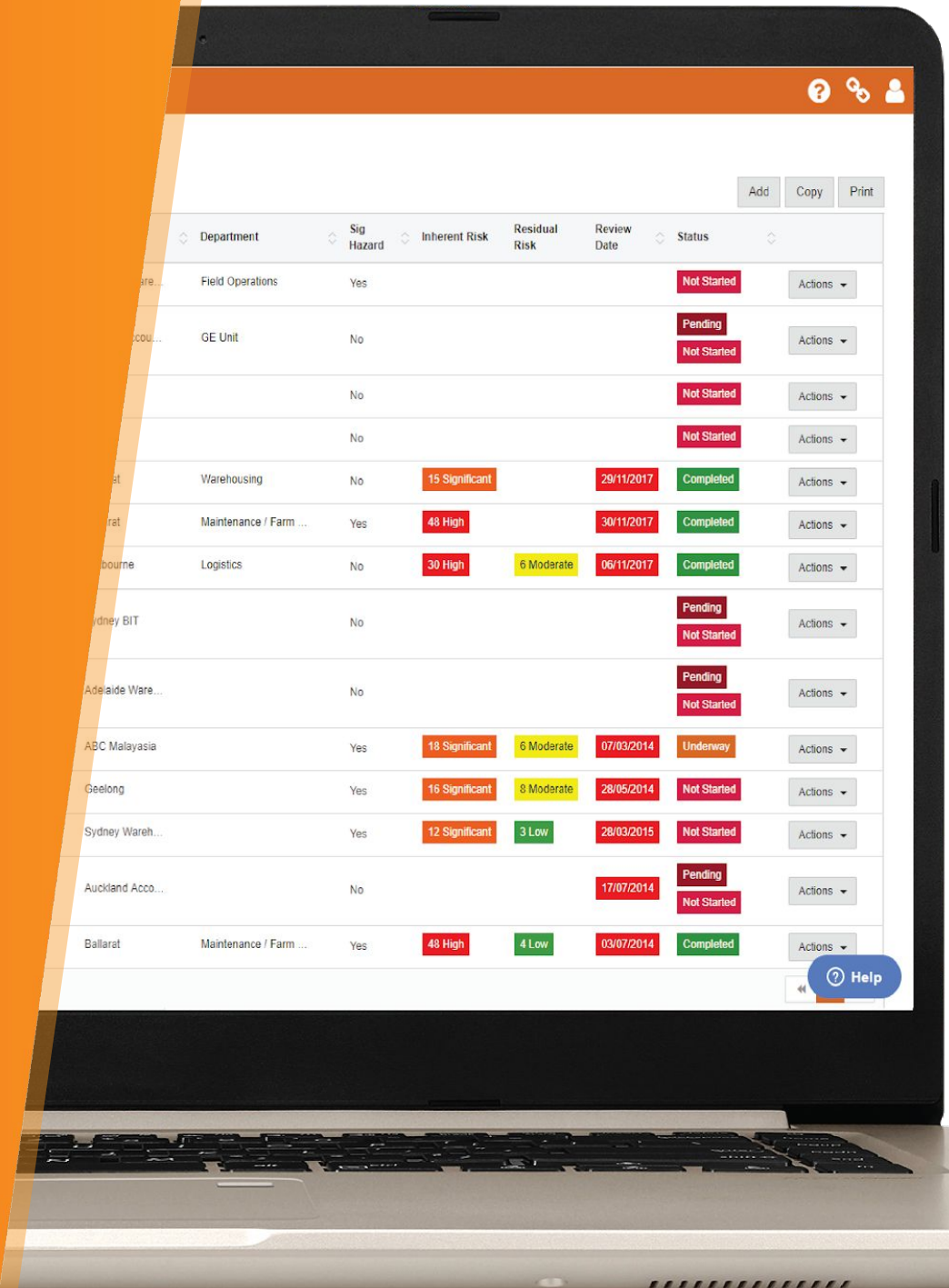
Person Name	Drive Score	Average Drive Score Label	Drive Distance	Sum Distance	No. of Drives
Chris Dickens	100.00	Excellent	0.50m	0.01km	1
Nadeem Arain	100.00	Excellent	0.01m	0.00km	1
Stephen Mumme...	91.00	Excellent	210.19m	2.10km	18
David Rose	89.00	Fair	249.10m	2.49km	24
Aaron Wilson	85.00	Fair	451.32m	4.51km	7
Stuart Rutherford	84.00	Fair	21.08m	0.21km	4
Glen Fisher	80.00	Fair	50.97m	0.51km	1
Taylor Swift	78.00	Fair	0.24m	0.00km	1
Paul Meredith	70.00	Risky	20.89m	0.21km	1
Verdon Kelliher	55.00	Risky	15.48m	0.15km	1
					59

Average Driver Scores



V3 Enterprise

V3 is a proven and sophisticated platform with integrated mobility designed to provide businesses an efficient means to manage risk, compliance and safety requirements for a workforce. The cloud-based software drives improved productivity, visibility and efficiency, and empowers businesses with the intelligence to make informed and better decisions.



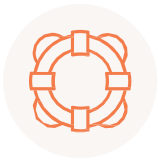
Department	Sig Hazard	Inherent Risk	Residual Risk	Review Date	Status	Actions
Field Operations	Yes				Not Started	Actions
GE Unit	No				Pending Not Started	Actions
	No				Not Started	Actions
	No				Not Started	Actions
Warehousing	No	15 Significant		29/11/2017	Completed	Actions
Maintenance / Farm ...	Yes	48 High		30/11/2017	Completed	Actions
Logistics	No	30 High	6 Moderate	06/11/2017	Completed	Actions
Sydney BIT	No				Pending Not Started	Actions
Adelaide Ware...	No				Pending Not Started	Actions
ABC Malaysia	Yes	18 Significant	6 Moderate	07/03/2014	Underway	Actions
Geelong	Yes	16 Significant	8 Moderate	28/05/2014	Not Started	Actions
Sydney Wareh...	Yes	12 Significant	3 Low	28/03/2015	Not Started	Actions
Auckland Acco...	No			17/07/2014	Pending Not Started	Actions
Ballarat	Yes	48 High	4 Low	03/07/2014	Completed	Actions

V3 Enterprise Components



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
Risk Register Review



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 App
Audit App
Notify App
Solo App
Solo Watch
Contractor Portal
Live streaming



Your People. Our Passion

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