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Vault Executes Multi-Million Dollar Contract with SurePlan NZ for SoloDrive

Vault Intelligence Limited (ASX: VLT) (Vault or the Company), a leading software provider in the workforce performance and protection industry is pleased to announce a significant contract with **SurePlan New Zealand** for Vault's **SoloDrive** solution.

- ✓ **SurePlan**, has committed to contract for SoloDrive, which will deliver a minimum Total Contract Value (TCV) of **A\$12.4M** over the five (5) year term of the contract
- ✓ Following this key contract success, Vault can confirm that Vault has already **exceeded** the market guidance of a minimum of **A\$10M CARR** (Contracted Annual Recurring Revenue) by the **end of FY20**. Current CARR for FY20 is approximately **A\$11M**. Vault will provide updated guidance no later than our next quarterly report
- ✓ The SurePlan agreement delivers a minimum of **A\$2.49M CARR**
- ✓ Vault **Solo** continues to deliver **significant growth** with **over A\$26M TCV** in the **last six months**, a **strong and qualified opportunity pipeline** and a number of **marquis customers** now contracted
- ✓ This contract is the **second successive multi-million dollar Solo** deal in the past **four weeks**, further demonstrating global and rapid momentum with a **shortening sales cycle** resulting from leading product with a compelling customer value proposition

Vault's SoloDrive is a powerful Driver Management solution focused on the driving behaviour of the individual, through a smart mobile app, which provides critical data to the individual to manage their own performance but also to the business to assist in education and management. SoloDrive has instant crash detection and alerting, also detecting key driving behaviours known to increase the risk of accident and costs for fleets. SoloDrive collects and provides data to the driver (and the company) on key risk and cost factors including; mobile phone handling, hard driving and speeding. With this knowledge, individuals improve their own driving, making roads safer and delivering demonstrable benefits to the organisations within which they work.

David Moylan, CEO and Managing Director at Vault said, "Driver safety is exceptionally important to Vault so by creating SoloDrive, we have built a smart, intuitive and engaging solution to deliver real protection for drivers and provide significant financial efficiencies for businesses. We are excited to be working with SurePlan as an innovative and pre-eminent company in managing business fleets in New Zealand".

Gordon Brown, CEO of SurePlan New Zealand, said, "The SoloDrive solution is the perfect enhancement for our business as it provides the tools needed to lift the driving performance of fleet drivers, which is our primary strategic objective for all New Zealanders. After a series of trials and great engagement with the broad and responsive Vault team, we know Vault is a great fit as a partner and look forward to us jointly delivering great value to our customers and our companies".

Ends.

For more information:

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About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS business specialising in the development of workforce performance technologies to deliver significant productivity benefits to organisations, whilst managing the risk, safety, security and protection of their workers.

Vault Technology empowers modern businesses with two enterprise leading platforms (Vault Enterprise and Vault Solo), which are enhanced through mobility and IoT wearables to deliver tangible benefits in workforce performance and protection.

Vault delivers its enterprise-level software, mobility and wearable solutions to 1,000,000+ people across 30 industries and various parts of the world.

Further information on how Vault technology can assist in managing, protecting and improving the efficiency of your workforce can be found at www.vaultintel.com.

About SurePlan NZ

Dedicated to creating a safer New Zealand, SurePlan is the largest New Zealand professional fleet risk management company delivering collision, claims and effective risk-reduction solutions. SurePlan been operating in New Zealand since 2003 when Innovation SurePlan and First Assistance joined forces to provide unique, local service to Kiwis. For more information, please visit www.sureplan.co.nz



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