



## VLT Update



25 November 2019

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# Vault Introduction

**Vault develops Workforce Performance Technology to deliver significant productivity returns and efficiencies whilst ensuring 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 **distinct global leading 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



**Vault  
Enterprise**











**Vault  
Solo**



**Solo  
Drive**

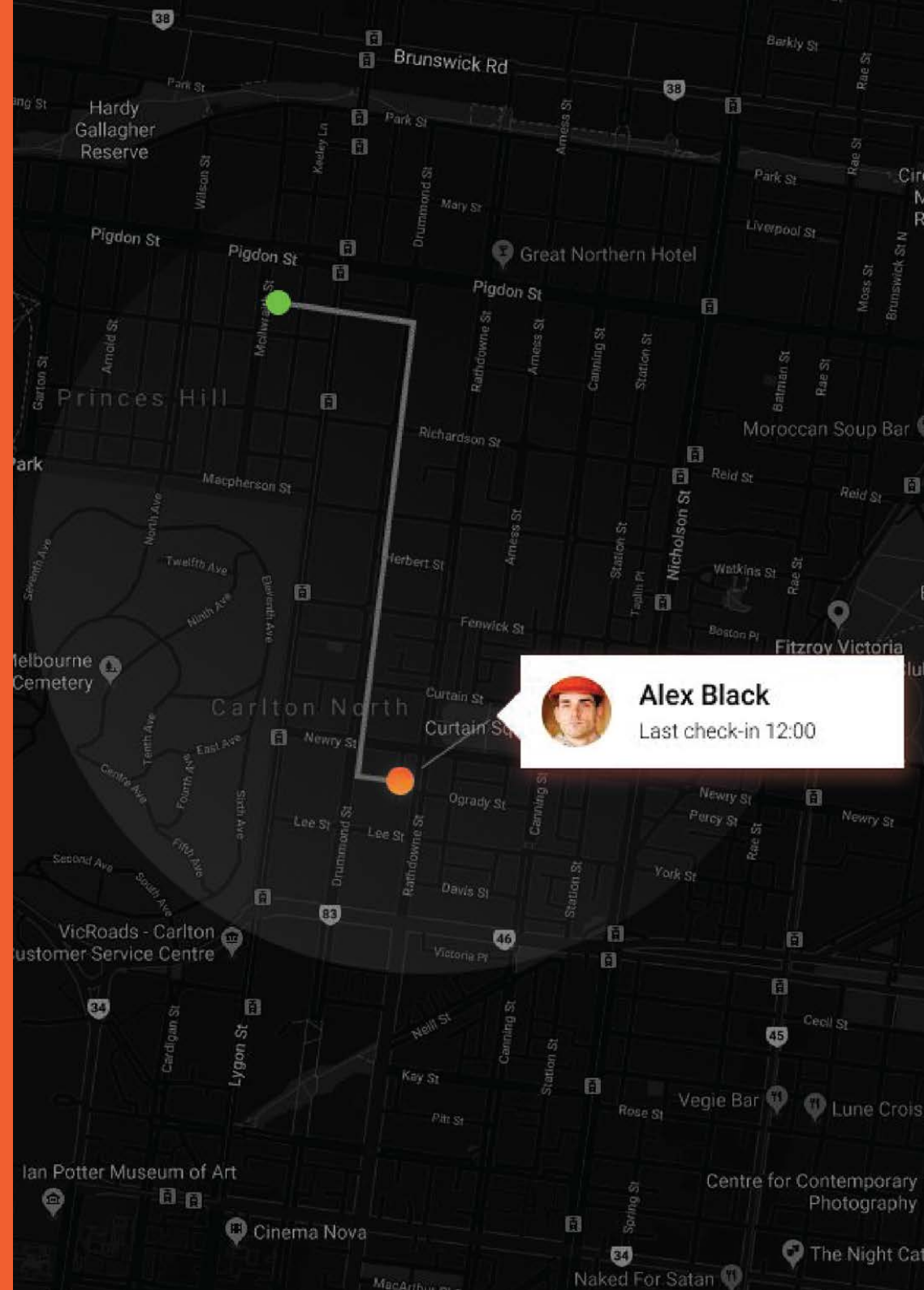
# Product Range

Vault Enterprise		Vault Solo	
EHS Enterprise Platform		Solo	SoloDrive
<u>Vault Enterprise V3 &amp; China V3</u>		<u>Wearable</u>	
<u>Vault Notify</u>		<u>Mobile</u>	
<u>Vault Audit</u>		<u>Platform</u>	
<u>Vault Check</u>			
<u>Contractor Management</u>			

# Vault Solo

Solo is a powerful standalone workforce management ecosystem. It has been expertly designed to secure, protect and manage mobile individuals and workforces while providing businesses with tangible productivity returns and efficiencies.

Solo is deployable across a range of mobility devices including wearables such as the Samsung Galaxy watch





# Solo Wearable



Duress / Panic Alert



Fall Detection



Check-ins, Messages & Notifications



Team & Individual Views



Configurable Profiles



Biometrics

## 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



# Solo Mobile



Interval  
Check-ins



Driver  
Behaviour



Geofence  
Zones



Vehicle  
Collision



Biometrics



Duress / Panic  
Alert



Configurable  
Profiles



Alerts, Messages &  
Notifications



Reports /  
History



Team & Individual  
Views



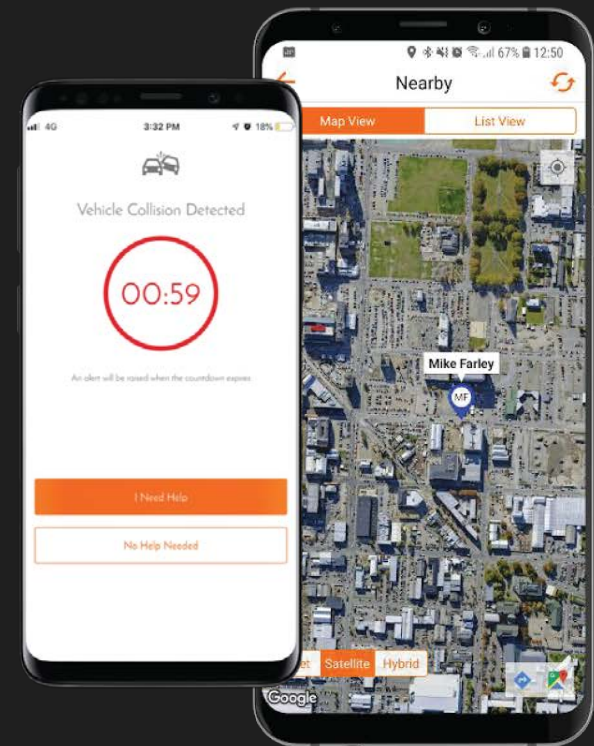
Session  
Information



Solo Live Platform  
Access

## Mobile Capability:

- Android
- iOS



# Solo Drive

### 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

**Trips History** Driver Report

Use this page to update your position within the vehicle for each trip. The trip will default to 'Driver' if you have not determined a position.

18/03/2019

View Map

12 Km   31 Mins   **84** Score

09:00AM, 46-70 Nicholson St, Woolloomoo...  
09:31AM, 12 Gillian Ln. Melbourne

Driver Passenger

18/03/2019

View Map

23 Km   45 Mins   **49** Score

SoloDrive

**Trips History** Driver Report

Week **Month** Year

100  
75  
50  
25  
0

< June 2019 >

**Congratulations!**  
You've scored in the top 20% of Solo users!

Overall Score **84**

**Company Leaderboard**

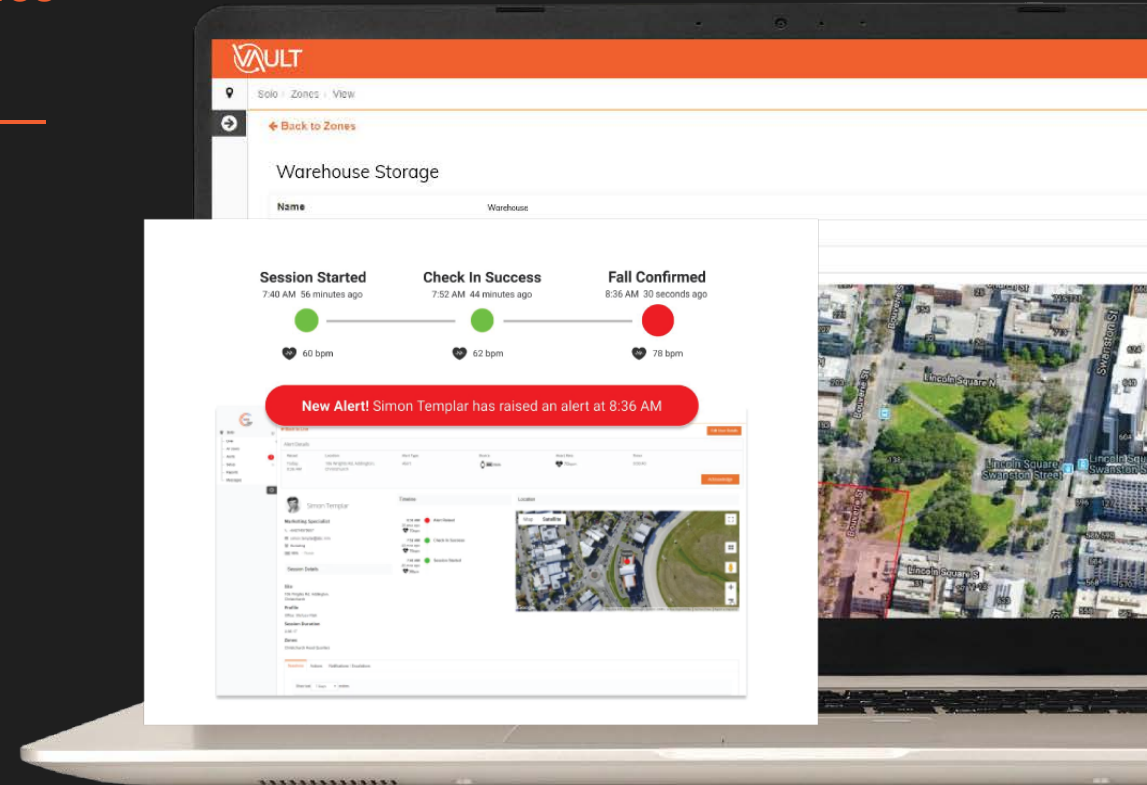
1	Leah Lopez	100
2	Nellie Hudson	99
3	Derek Paul	96
4	Mathilda Nunez	95
5	Margaret Weaver	93
24	<b>John Smith</b>	<b>84</b>

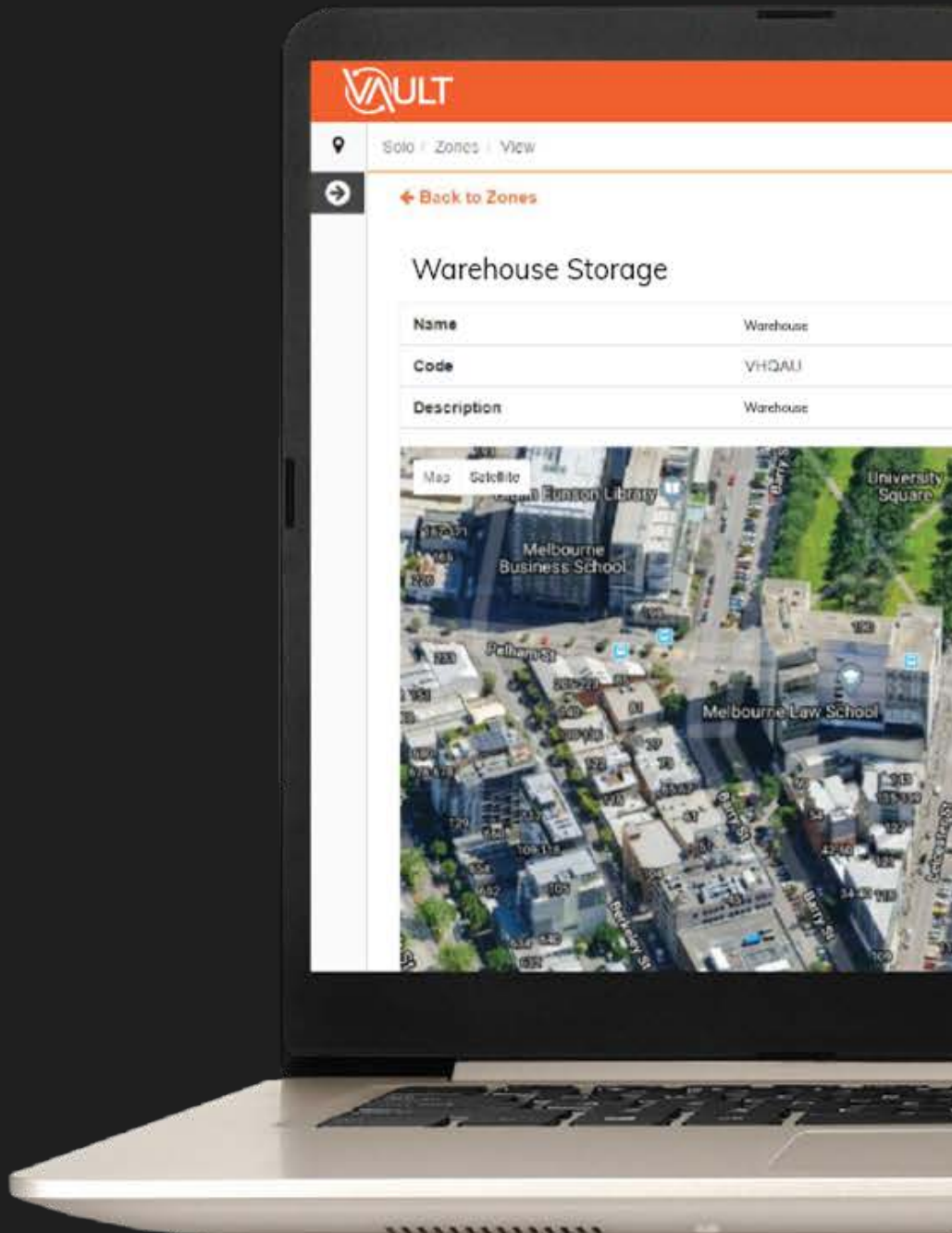


# Solo Platform

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





# Vault Enterprise

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## Enterprise

Vault Enterprise is a standalone sophisticated EHS platform that provides a more intelligent way to manage risk, compliance and safety responsibilities.

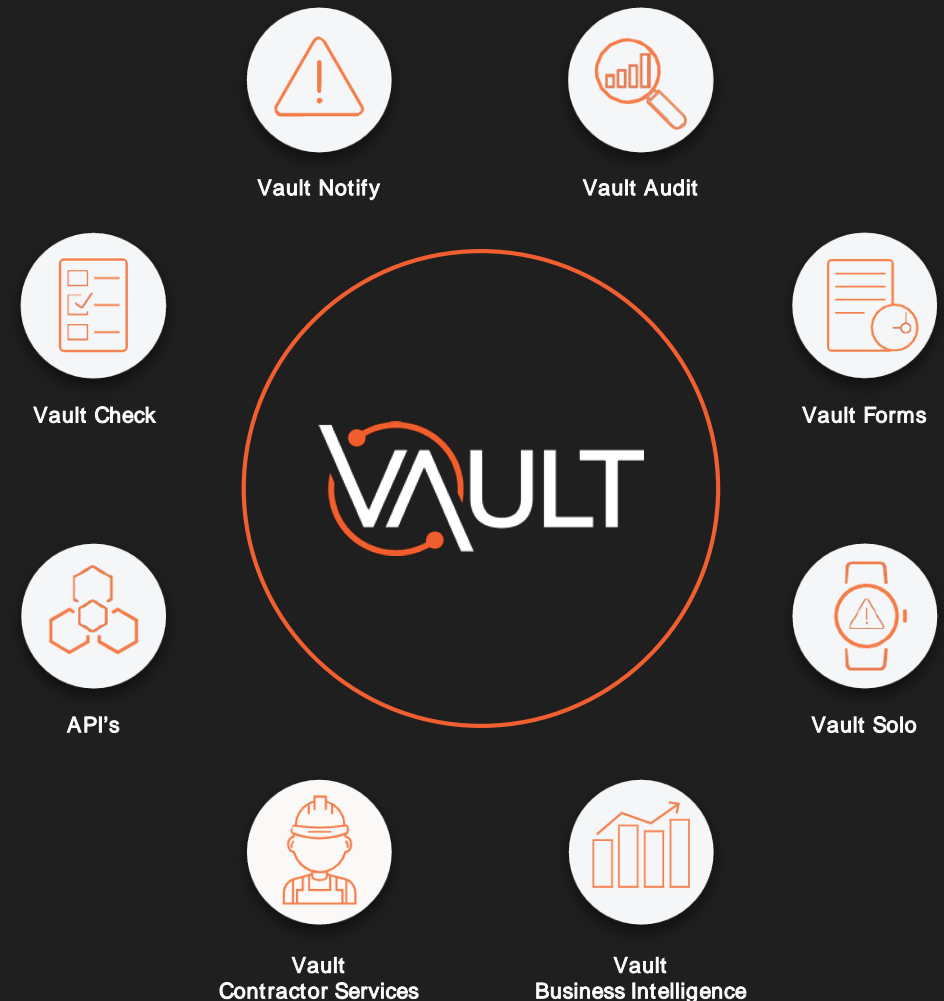
The cloud-based ecosystem enhanced through mobility drives productivity, visibility and efficiency, and empowers businesses with the intelligence to make better decisions.

# Enterprise Platform

Vault Enterprise is a fully integrated enterprise level platform built on international quality, risk and safety standards.

It enables and empowers organisations and businesses across the globe to reduce risk, solve governance issues, stay compliant, engage people, and protect assets.

- 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
- Latest digital media suite to support users and onboarding



# Enterprise Platform Components



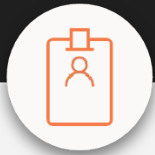
## Governance

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



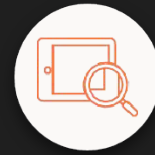
## People

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  
Program  
Check  
Audit  
Notify  
Solo app  
Solo Watch  
Contractor  
Portal  
Live streaming

# 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
- **\$5.8M new CARR** for Solo in last six months; \$10M CARR guidance exceeded in first 6 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, protection, human IoT**
- 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 and large development team to remain sector leader
- 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.

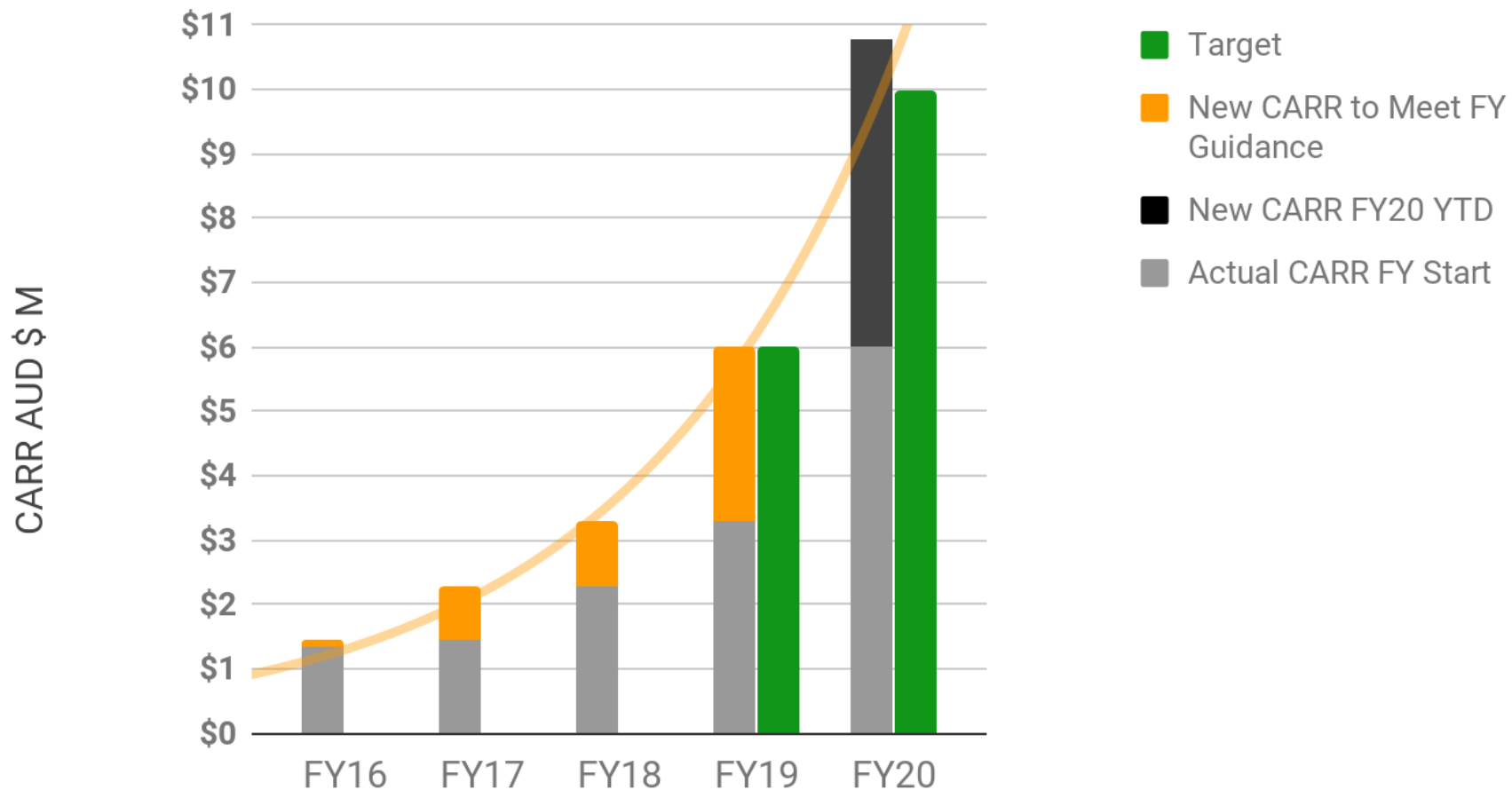
The forecast FY20 CARR of \$10m is a 67% increase on FY19 and is based on the company achieving a 82% y.o.y increase in CARR in FY19



# CARR Guidance FY20

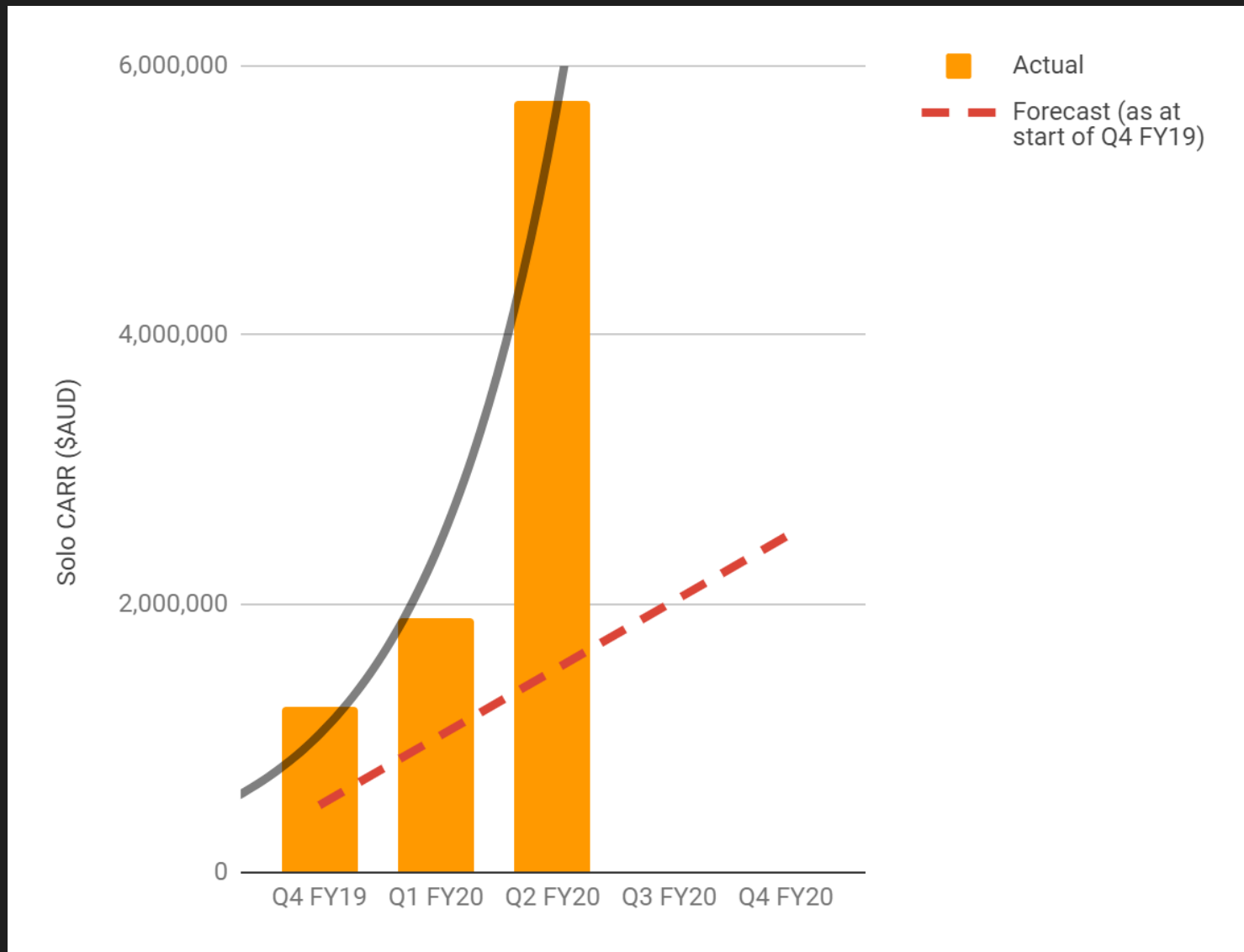
Vault provided initial guidance of a minimum \$10M CARR to be delivered by 30 June 2020. This represented a 67% YoY growth from the previous year which attained a YoY growth rate of 82%.

Vault has, after 5 months in FY20, exceeded the market guidance for FY20 of a minimum \$10M CARR. CARR currently stands at approximately \$11M. Vault will provide the market with a updated forecast for FY20 following the completion of Q2. The forecast guidance is expected to be released to the market prior to the Q2 4C Report being released which is due NLT 31 January 2020.



# Vault Solo Sales Acceleration

Since May 2019 major contracts totalling \$5.8M CARR and Total Contract Value (TCV) of ~\$26M have been executed, demonstrating building momentum for Solo sales.



# Recent Major Contracts

## ADT Security



22 October - ADT committed to a five (5) year contract for the sale of Vault Solo to existing and new customers across Australia and New Zealand.

Total Contract Value (TCV) stands as a minimum **A\$6.8M** with a minimum of **A\$1.36M CARR** (Contracted Annual Recurring Revenue)

- First customers and revenue expected Q2
- ADT Pacific is owned by Johnson Controls - #272 Fortune 500 company operating in 100 plus countries

## SurePlan



19 November - **SurePlan NZ**, has committed to a five (5) year contract for the sale of Solo and SoloDrive.

Total Contract Value (TCV) stands as a minimum of **A\$12.4M** with a minimum of **A\$2.49M CARR**

- First customers and revenue expected Q3
- SurePlan is the largest New Zealand professional fleet risk management company delivering collision, claims and effective risk-reduction solutions and has been operating in New Zealand since 2003



[www.vaultintel.com](http://www.vaultintel.com)

