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Key financial and operating metrics at Q3 FY21



Strong quarterly performance, with significant revenue growth, record ARR, higher margins and increasing users



Q3 FY21 revenue of \$6.9m, versus Q3 FY20 revenue of \$4.2m

Based on a review of revenue sources that recur annually

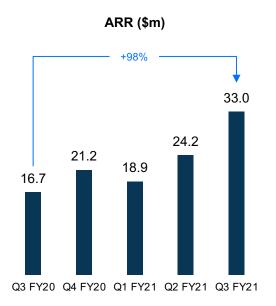
Annual Recurring Revenue, Recurring portion of exit month revenue on an annualised basis

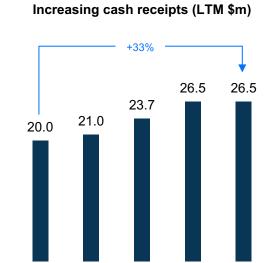
Year To Date, Last Twelve Months

⁶⁸⁹k users at Mar-21, vs 427k users at Mar-20

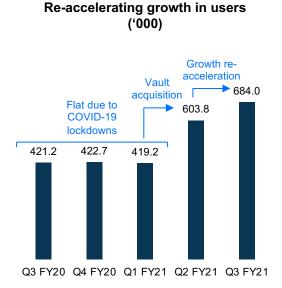
Q3 saw a continuation of growth across key metrics







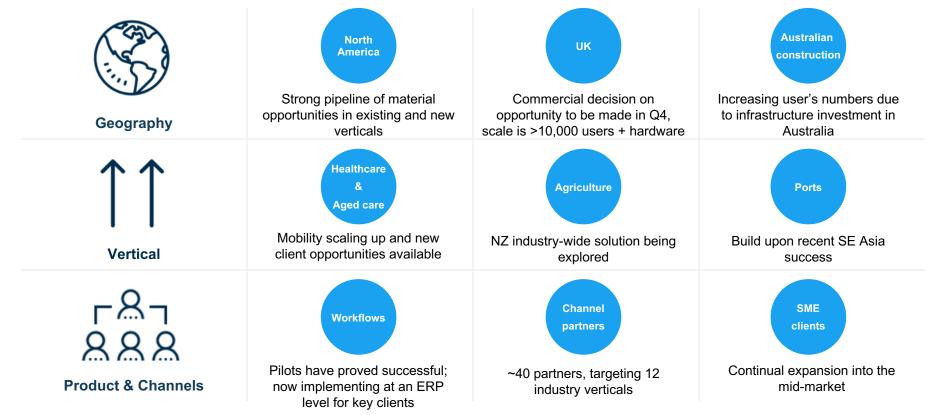
Q3 FY20 Q4 FY20 Q1 FY21 Q2 FY21 Q3 FY21



Growth Strategy



Multiple growth options driven via different strategies and routes to market. Organisational resources designed to implement the strategy





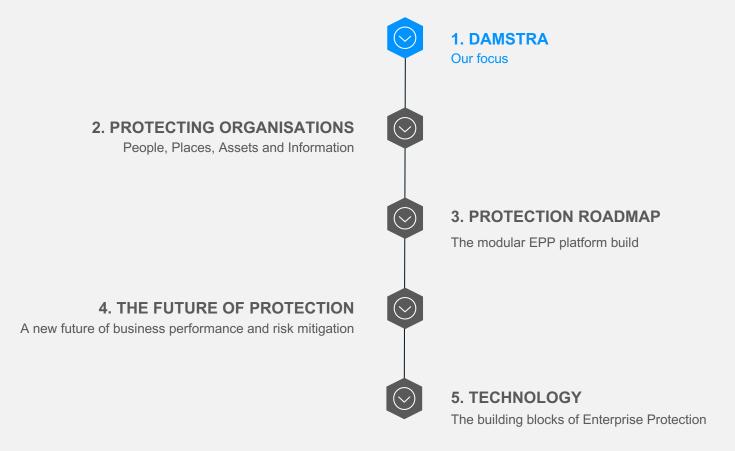


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EPP Agenda



Damstra is a global provider of enterprise protection solutions



Serving the mining, construction, energy, utilities, government, education, food and beverage, aviation, sports, retail, healthcare and waste industries around the world.



^{1.} Countries where Damstra products are used

^{2.} Estimated as at 26 April 2021

Supporting the operations of a diverse client base



Proven.

More than —

- 3,700,000 time/attendance hours per month
- 250,000 drug and alcohol tests per month
- 110,000 alerts and notifications per month
- 1,000 product features annually







































Modular product offering





Workforce



Learning

Deep integration with

Expanded course library

Skills matrix & training

needs analysis

Course editor

Workforce



Access



Safety



Assets



Predictive

Reports

BI tools



Company mobilisation







Plant management



Equipment management



Equipment calibration



RFID solution



Asset management and maintenance



Deep integration with digital forms

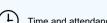


Workspace booking management



Employee mobilisation





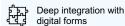


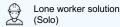


RFID solution







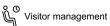


Deep group management & alerts























Template form and flow building













Predictive analytics

EPP Agenda



Protecting their key investments





PEOPLE



PLACES



ASSETS





On the largest areas of business investment and risk



Protection.

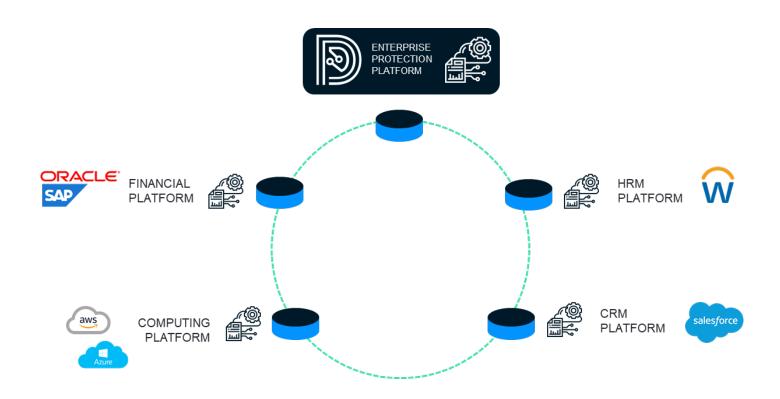
- Protect organisations from unnecessary and unforeseen business risks
- Focus on protecting human resources, workplace safety, investment in assets
- Through Damstra's resource orchestration solutions – qualify, monitor, improve & fuse
- Ensuring prepared people, safe workplaces, connected assets and accessible information
- Creating zero harm environments



EPP is positioned in the enterprise software stack

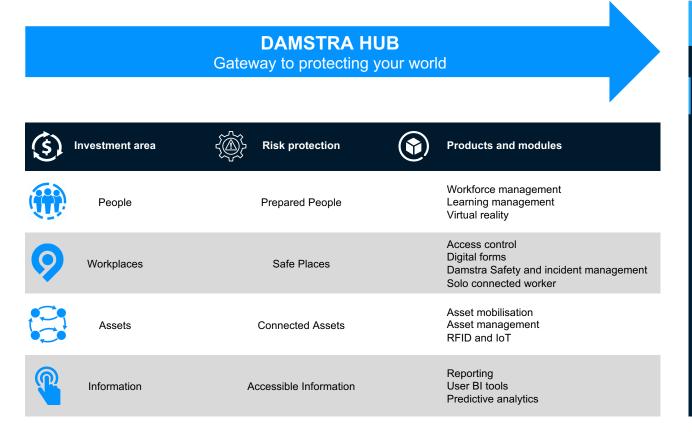


Sits alongside and integrates with other leading enterprise platforms



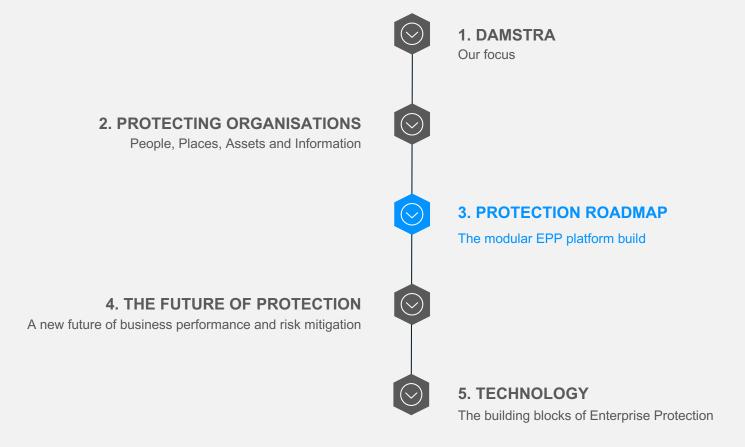
EPP Hub integrates all Damstra modules and products





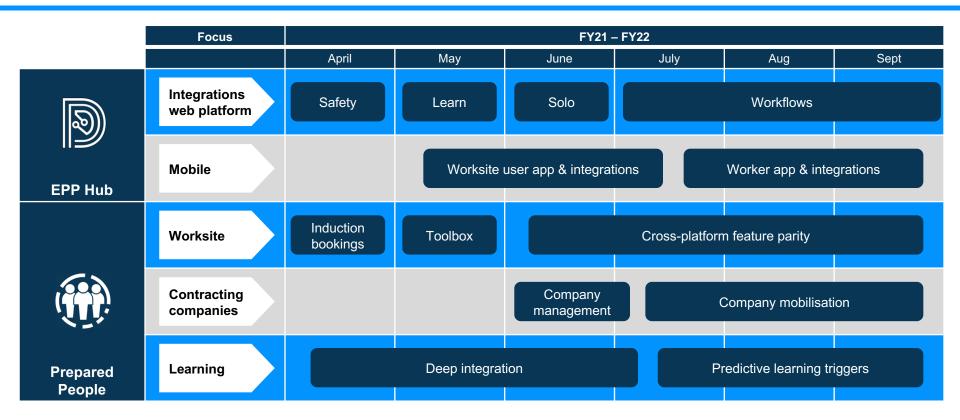


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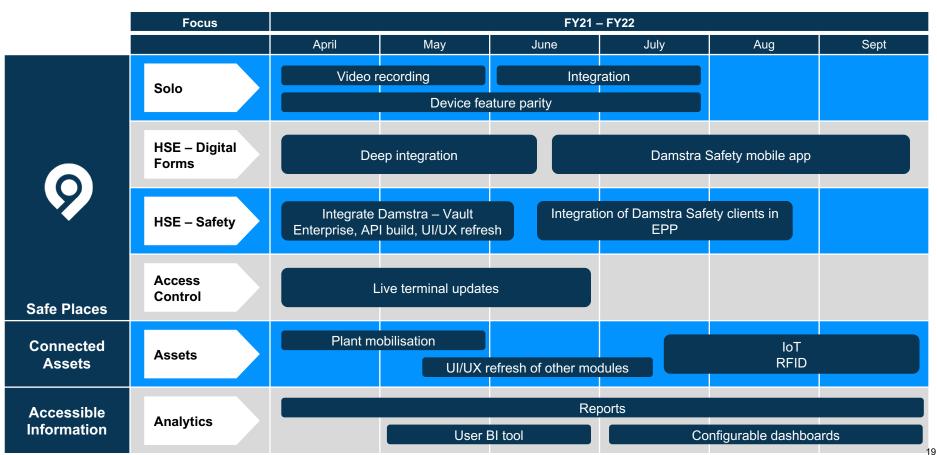
EPP roadmap overview



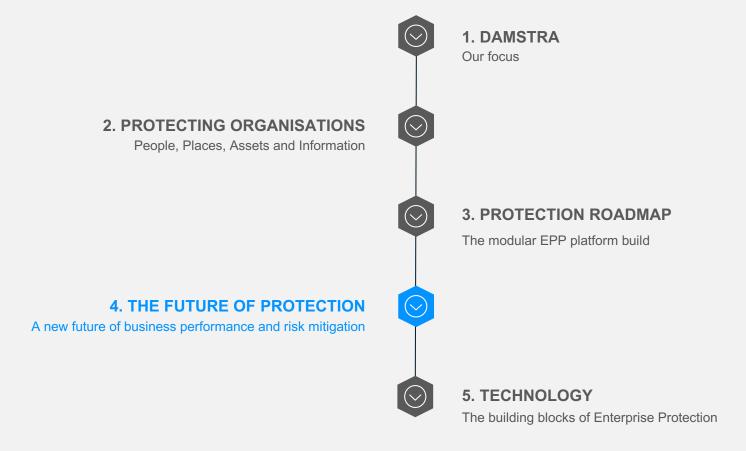


EPP roadmap overview (continued)





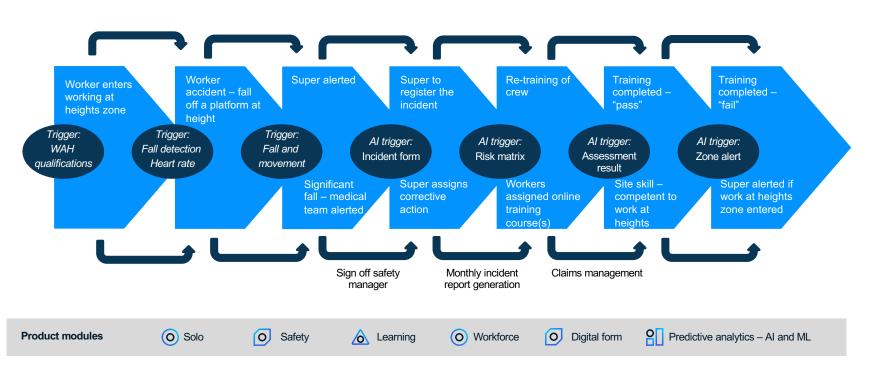
EPP Agenda



Digital transformation of protection



Working at heights – core protection process and branching



Driven by intelligent workflows & Al



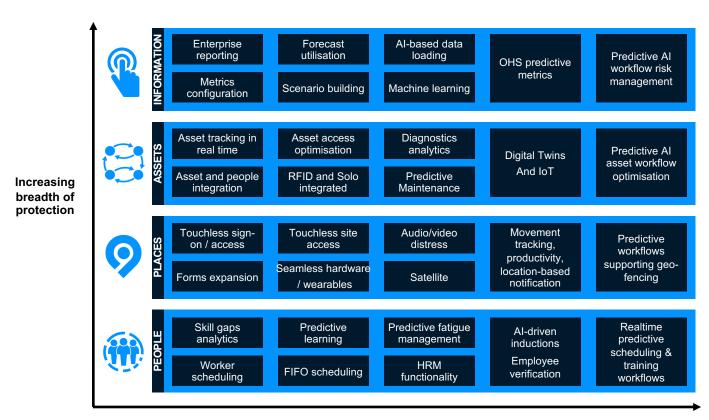


- Robust workflow engine driven natural flows and efficiency between organisational layers to ensure protection of organisations
- Al at inflection points between organisational layers for increased efficiency and effectiveness
- Predictive safety analytics to uncover high-risk areas within the operating environment to take action to prevent incidents before they happen

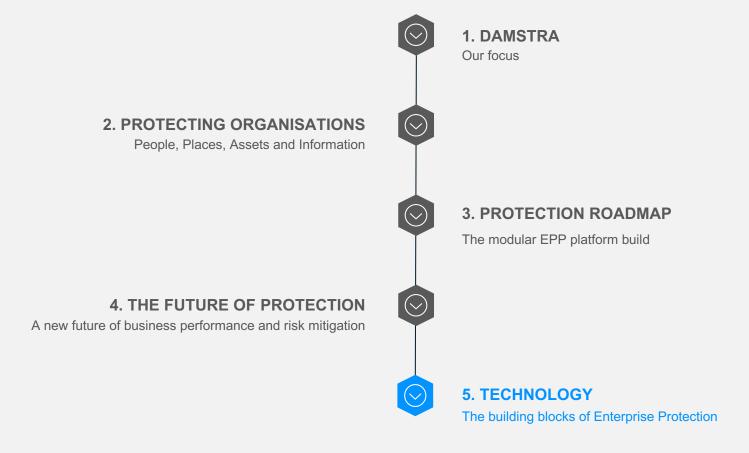
Journey toward Al-driven protection



For both enterprise and mid-market segments

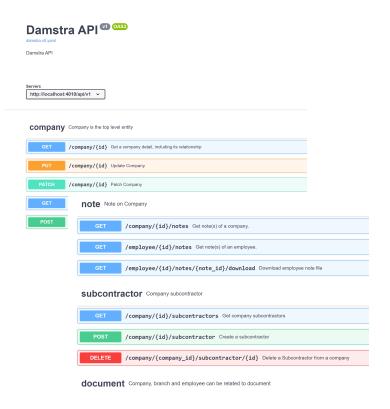


EPP Agenda



Third-party integrations enabled by OpenAPI's





World-class technology and infrastructure

- Data integration capabilities APIs are designed using modern standards. Using OpenAPI enables innovation by empowering clients
- Delivering the cutting edge of AI & ML, integrations, wearables, business intelligence, IOT, facial recognition and security
- Continuing our aggressive digital agenda and total commitment to protecting and orchestrating people, places, assets and information





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The US market represents a core growth opportunity



Strategic rationale

- Large market size, highly fragmented competition
- Increasing safety regulations, with no similar integrated software offerings – opportunity to capture first-mover market share with unique and compelling EPP offering
- Availability of partners to generate qualified leads and increase market presence
- Product selection(s) allows for no touch partner channel



Market opportunity (# organisations)¹



Manufacturing - 11k+



Construction - 3k+



Education - 2k+



Utilities - 2k+



Government – 1k+



Energy - 0.4k+



Mining – 0.4k+

Multiple routes to market have been established



Channels

Channel	Description
Referral agents	Long term customer relationships
Advisory board members	Software industry and vertical market expertise
Business analyst community	Verdantix, Gartner, SEP
Referral service partners	Damstra extends partner service centric portfolio
Resellers	GIA, Zivaro, Mission First
Solution extension partners	Microsoft, AWS, Oracle, Workday
Vertical industry SI/Other	Aged care, Asset management, etc

Partner portfolio

Partner	Strategy
Government Acquisitions	Government buying vehicles
Frostbyte	EH&S expertise in North America, EMEA and Australia
Miesion First Consulting	Government buying vehicles
SEC STREET, THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF THE PERSON AND ADDRESS OF THE PERSON ADDRESS OF THE PERS	Comprised of >4,000 safety/security executives globally
TORCHSTONE	Safety executives Fortune 1000
V ERDANTIX	Industry thought leaders
ZVARO	Commercial and government presence and buying vehicles

Targeted approach to developing the sales funnel



Direct sales channel -

- Methodical target-setting provides clear goals for sales reps to achieve the revenue plan
- Key inputs: Activity required (# leads. # meetings) and average # of deals and revenue per deal necessary to achieve plan

Target Accounts

Target People

Ве Compelling

Get Meeting

Enter Funnel

Target the right industries and accounts, based on scanning, filters and intent signals

zoominfo

Target the best contacts & buying decision-makers. whose needs alian with Damstra's solutions

Linked in

Create compelling messaging and collateral to use in campaigns

Execute process and schedule stage 0 meetings

Convert meeting to opportunity

Objectives









Tools

Enter other channel leads

- Partners
- **Analysts**
- Marketing
- Customers

Sample of the growing pipeline



Select opportunities resulting from meetings held in March 2021

Account Name	Industry	Revenue	Lead Source	Status
Mining company	Mining	\$800M	Business Development	Smaller company, currently using homegrown systems
Mining company	Mining	\$1.1B	Business Development	Interest in paperless forms on MSHA approved underground device
Mining company	Mining	\$1.2B	Business Development	Strong interest, next steps, deeper dive
Global studio	Entertainment	\$8.0B	Consulting Partner	Back to work, evaluating options
Mining company	Mining	\$2.5B	Business Development	No immediate interest, keep in touch
Mining company	Mining	\$800M	Business Development	Interested in contractor management
Process manufacturer	Food Processing	\$2.8B	Kronos	Interested, will re-engage in April
Large subcontractor	Commercial HVAC	\$1.5B	Business Development	In forecast - initial proposal, reference checks performed, workshop phase
Equipment Manufacturer	Machine manufacturing	\$2.2B	Business Development	Smaller opportunity – interested in facial recognition and temperature terminals
Mining company	Mining	\$2.7B	Business Development	Interested later in the year – TWMS
Payment processing	Financial Services	\$4.7B	Consulting Partner	Interested in back to work solutions

US advisory board has been established to accelerate US growth



The Board includes senior executives from the technology, mining, and energy industries. Has been established to identify business development opportunities and accelerate organic growth in North America. Advisory Board members Tim Davis, Ray Gogel, Pam Saxton, and Ray Schiavone have more than 120 years of industry experience



Tim Davis

- Developed business transformation and growth strategies for global tech companies
- Workday (1st Account Executive), Adobe and PeopleSoft
- Grew Workday's customer base to over 4,000, with annual revenues over US\$3.6 billion



Ray Gogel

- Leader in utility and energy markets for disruptive technologies to drive transformation and growth
- Currently leads Avanti Enterprises
- Co-founded US Grid Company LLC and worked for Accenture, Nokia, Siemens and IBM



Pam Saxton

- Over 35 years' experience in public and private mining, tech, and money transfer organisations
- Board member of Aquila Resources Inc and Bunker Hill Mining Corp
- Was on the Board of Pershing Gold Corporation listed on the NASDAQ, Toronto, and Frankfurt Stock Exchange



Raymond Schiavone

- Over 20 years as President & CEO of several successful tech companies
- MD of Ranch View Technologies
- Was CEO of Quark Software, President and CEO of Arbortext Inc





THANK YOU



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