

20th November 2018

Vault Positioned to Deliver Strong Results and Reaffirms Previous CARR Market Forecast

Vault Intelligence Limited (**ASX: VLT**) (**Vault** or **the Company**), the leading SaaS business delivering solutions in the Risk and Safety Technology sector is pleased to provide an update on Vault Products, Operations and Forecast.

Summary

Vault is now in its strongest position since listing on the ASX and is pleased to reaffirm prior commitments to deliver \$6M of contracted annual recurring revenue (CARR) by the end of FY18/19. This positive assessment is based on the following:

- Record cash receipts (\$1.12m) last quarter and growing at 10% quarter on quarter
- Strong balance sheet, funded and appropriately resourced to successfully deliver sales revenue from the extensive opportunities in the sales pipeline
- Vault Enterprise Version 3 (V3) delivering sales and ARR growth and gaining further momentum with recent enhancements and a healthy sales pipeline
- China Vault Enterprise Version 3 (CV3) now in production mode and ready to drive revenue from the China market
- Sales pipeline and opportunities for Solo growing at an exceptional rate
- Digital sales platform and website ready to launch this quarter to drive global sales from Solo

Vault Enterprise Platform

Vault Enterprise Version 3 (V3), the enterprise level Environmental, Health and Safety Platform has been greatly enhanced over recent months and coupled with an extensive quality assurance and testing regime resulted in a superior, quality product for our customers and the market. Development and associated quality assurance in V3 were complex and extensive, resulting in a period of slower sales but this heavy development period is now complete. As a result, Vault is now seeing a solid lift in sales and opportunities. High profile customers in government, retail, food and manufacturing have been signed in recent months, as well as some of the larger current customers extending their use of V3 with additional penetration



into more sites, stores and businesses, including overseas. This is confirmation of the quality and capability of the product and the anticipated lift in sales expected from the enhanced V3.

China Vault Enterprise Version 3 (CV3), the enterprise level Environmental Health and Safety Platform developed for the China market has been fully language converted and localised, and is now available in production mode for the China marketplace. Strong partnerships and alliances are in place with qualified opportunities being progressed. Multiple proofs of concept are planned with potential to deliver the first material CV3 customer this FY. The company has laid significant groundwork to reach the current position and is taking a cautious and considered approach to secure itself in a lucrative marketplace with a high and mandated demand for the capabilities delivered by CV3.

Vault Solo



Vault Solo (Solo) is a ground breaking workforce management ecosystem designed to protect and manage workforces, and in particular lone workers. It also provides strong return on investment for customers with added productivity tools designed to make life easier and more efficient for business.

Vault in collaboration with Samsung has successfully deployed this capability onto the Samsung Galaxy watch and in doing so has provided Vault access into the lucrative wearables and Internet of Things (IoT) markets. Vault in partnership with Samsung has heavily promoted Solo and the Galaxy watch throughout Asia, Australia and New Zealand and is well poised to enter other larger markets globally.

Response in the marketplace to Solo has been excellent and is evidenced by some early conversions, the amount of trials currently underway, as well as large partnership opportunities being progressed. With early sales conversions having occurred, it is anticipated the uptake will continue in this quarter with strong sales predicted for the upcoming quarters. Several of the opportunities being progressed are material in size and will take time to successfully negotiate however the sales cycle for conversion with Solo is significantly shorter than with V3. The key focus now is to:



- Successfully conclude the large volume of trials underway and convert the rapidly expanding sales pipeline
- Capitalise on the market opportunities being created by Samsung and partnering with telcos in regards to Solo in the lucrative wearables market globally
- Rapidly progress and enhance the capabilities and performance of Solo to enable greater market penetration and positioning

Annualised Recurring Revenue

Contracted Annualised Recurring Revenue (CARR), as restated in the ASX release on 31 October stands at \$3.72m CARR as at 30 September 2018. Despite the restatement, Vault is still focused on and reaffirms its original CARR forecast of \$6m CARR by the end of FY 18/19.

Vault believes with the increased momentum in V3 sales and opportunities, anticipated sales from CV3 in China, launch of the global digital sales platform and revenue from Solo sales that the original forecast of \$6m CARR for FY 18/19 is achievable with strong quarters anticipated in Q3 and Q4 of the financial year.

Ends.

For more information:

Investor Relations
Evy Litopoulos
+61 419 773 505
evy@vaultintel.com

About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS development business specialising in creating solutions in the Risk, Environment, Health and Safety (EHS) sector.

Vault's leading cloud-based systems provide its clients with the benefits of cost savings driven by productivity through the availability of real-time information to monitor, maintain and improve their businesses. Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software and mobile solutions to 400+ companies providing safe work environments for 1,000,000+ people across 30 industries.

To find out more about how Vault solutions can help to minimise risk and boost effectiveness in your workplace, visit www.vaultintel.com

Caution Regarding Forward Looking Statements

This announcement may contain forward looking statements which involve a number of risks and uncertainties. These forward looking statements are expressed in good faith and believed to have a reasonable basis. These statements reflect current expectations, intentions or strategies regarding the future and assumptions based on currently available information. Should one or more risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary from the expectations, intentions and strategies described in this announcement.

Unless expressly stated, the Company does not provide any forecast regarding revenues that may be derived from a particular customer contract, as such revenues are generally dependent upon the extent of the usage of the Company's product suite. Any forward looking statements are made as at the date of this announcement and the Company disclaims any intent or obligation to update publicly such forward looking statements, whether as the result of new information, future events or results or otherwise.

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