



# Vault Investor Update

## AGM - Sydney

23<sup>rd</sup> November, 2018



# The market, the challenge and the prize

- Vault influenced by two markets - EHS and IoT/Wearables
- “MarketsandMarkets” forecast the global **Environment, Health, and Safety (EHS) market** size to grow from USD 4.36 Billion in 2017 to USD 7.38 Billion by 2022, at a Compound Annual Growth Rate (**CAGR**) of **11.1%** during the forecast period.
  - The major factors driving the growth of the EHS market are stringent **guidelines and regulations** by government and federal bodies, and **rising awareness** about EHS among employees and organizations.
  - The **analytics services** segment is expected to grow at the highest CAGR during the forecast period.
  - The **energy and utilities vertical** is expected to hold the largest market size during the forecast period.



## Wearables Market

- Vault's entry into the wearable market in collaboration with Samsung and their **Galaxy smart watch**.
- Mordor Intelligence states the **global smart wearable market** was valued at USD 8.312 billion in 2017, and is expected to reach USD 35.36 billion by 2023, registering a CAGR of 27.29% over the forecast period of 2018-2023.

# Achievements and Positioning

- Enhanced presence across Australia, New Zealand Asia and China
- Creation of a separate SaaS business line with launch of Vault Solo
- New enhanced Enterprise Platform, V3, launched and gaining momentum
- Record new Contracted Annualised Recurring Revenue (CARR) growth of 44% YoY
- Record total cash receipts up 22% on previous year to \$4.02m
- Expanding sales pipelines across all products and regions
- Enterprise sales focus and strategy in AUS / NZ has continued to deliver strong sales results for the Company
- First China sales of the Company's checklist App as well as conversion of the new V3 platform to Chinese now completed and available for market
- The Company's push into the lucrative wearables market gathered strong momentum with the collaborative agreement with Samsung on their e-sim enabled Galaxy watch and Vault Solo



# Key Metrics

## Contracted ARR



- CARR total as at 30 Sep 18 - \$3.73m
- CARR Forecast at end FY 18/19 - \$6.0m
- CARR set to increase from:
  - V3 growth and momentum
  - CV3 - China sales to commence this FY
  - Solo revenue from direct sales, Telcos and Resellers
  - Direct digital sales from Solo



# Key Metrics

## Cash Receipts

Total Cash Receipts

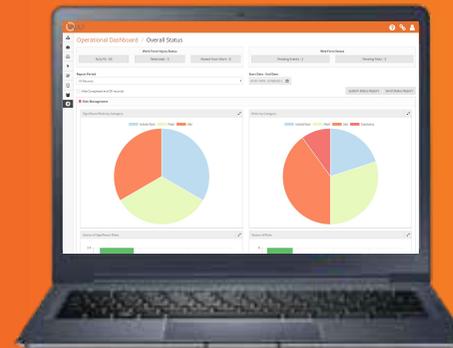


- Cash receipts currently growing at 10% Quarter on Quarter
- Continued growth expected from:
  - Lift in V3 and Solo sales
  - Larger Telco sales from Solo will see 12 month upfront payments
  - Majority of China CV3 sales will see up to 70% of 3 year contracts paid upfront

# Product Range



Vault Enterprise V3 & CV3



Vault Notify



Vault Audit



Vault Check



Vault Contractor Management



Vault Solo Platform - Mobile - Wearable



# Enterprise Platform

The most intelligent way for large scale businesses to manage risk, health and safety responsibilities.

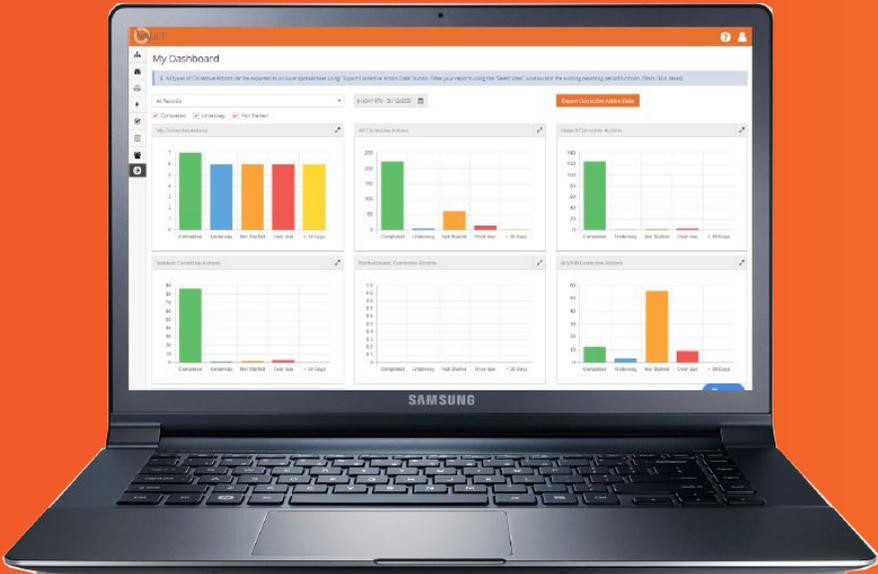
- Class leading User interface
- Clean look and intuitive
- Latest web technologies
- Fully responsive to mobile phone
- Configurable dashboards and reporting
- Open Platform for 3rd party integration



# Demo

## Vault Enterprise V3

Vault Enterprise V3 & CV3



# Vault Solo

*Protecting tomorrow's future*



# SOLO

VAULT



# Vault Solo

Solo is a powerful workforce management ecosystem designed to protect and manage workforces, and in particular lone workers, while adding time saving and efficient productivity tools to complement the core product across a variety of mobility devices including wearables.



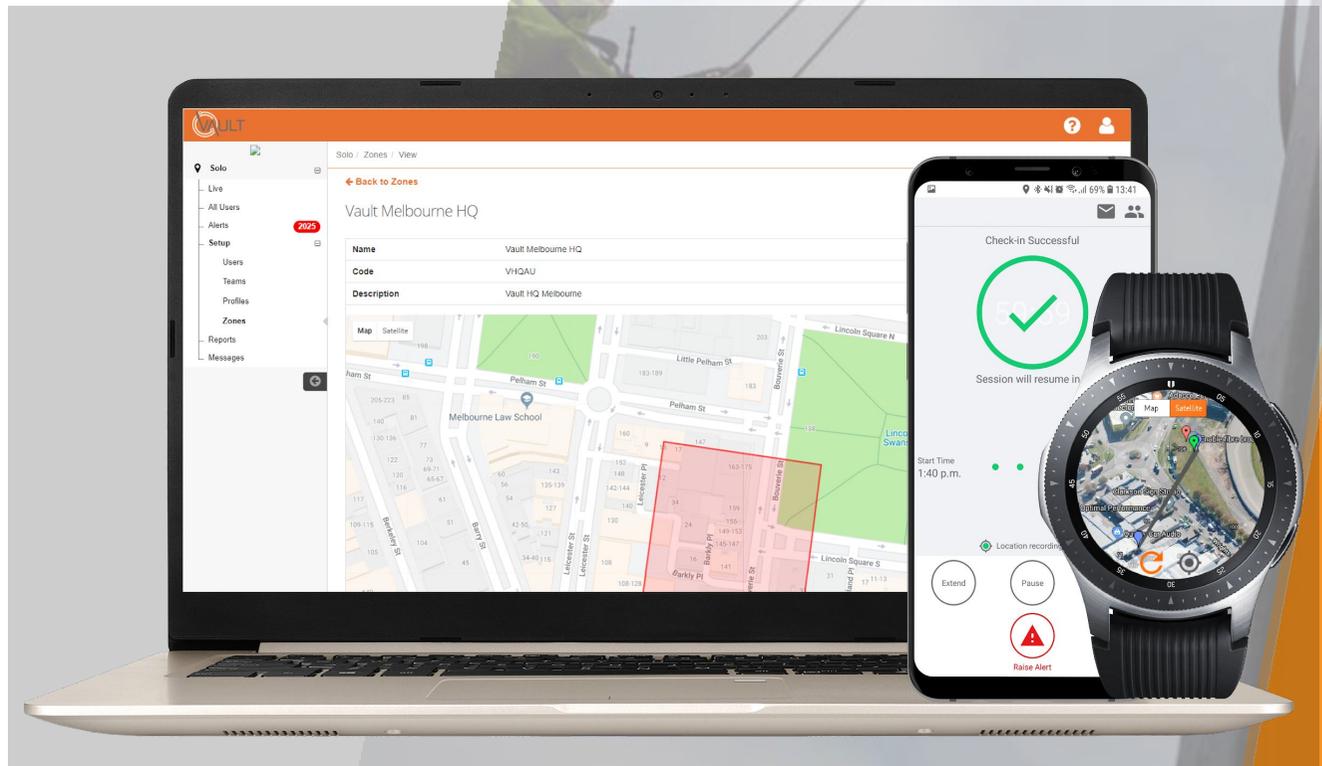
Solo Platform



Solo Mobile

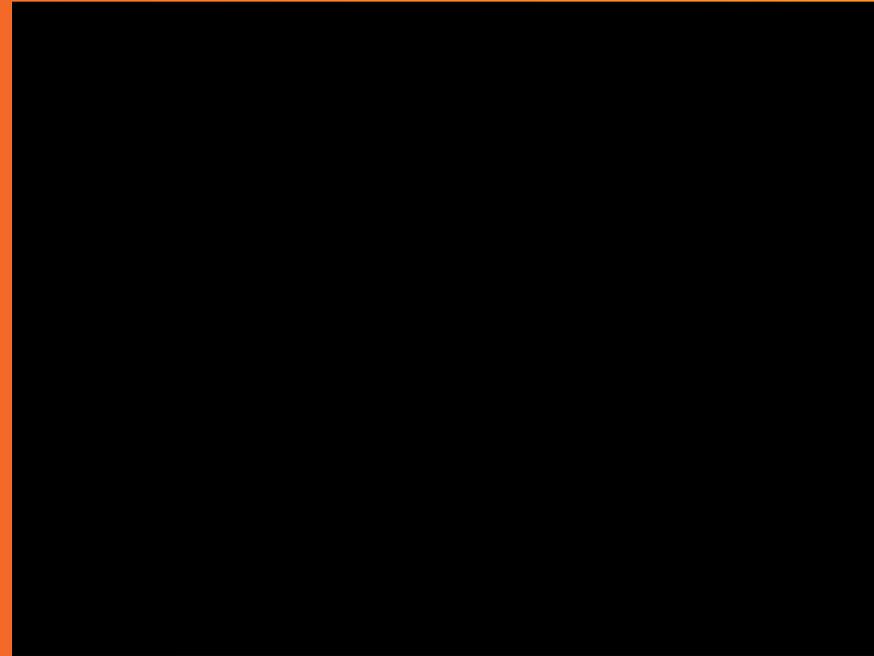
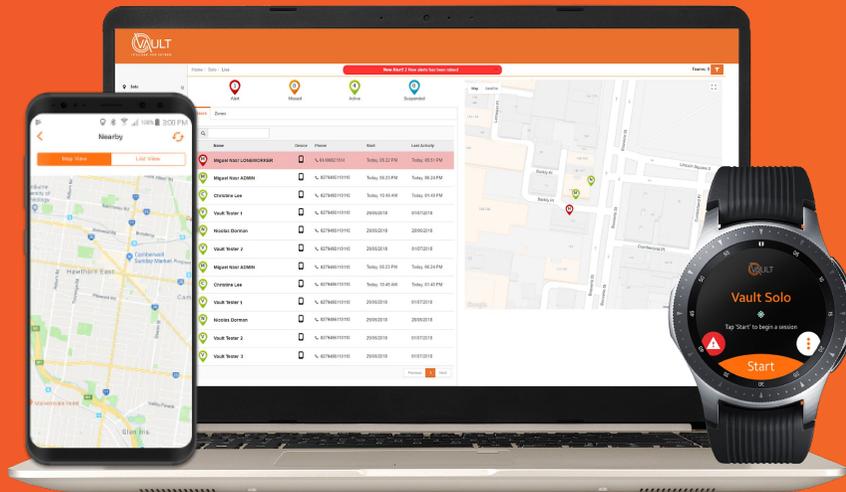


Solo Wearable



# Demo Solo

Vault Solo Platform - Mobile - Wearable



# Vault Solo/Samsung Galaxy Watch

## SAMSUNG



### Ready to Deliver

- **Evolving markets** with Tenders now aimed at what Solo delivers
- **Swelling Salespipe** of opportunities
- **Major partners**, telcos and Resellers in place
- Significant trials for **material size contracts** underway
- **Aggressive Road Map** for enhancing capabilities

# Back to basics - why Invest in Vault!

## EHS Market:

- 11.1% CAGR
- Over 3.4B workers across the globe require protection with 786M in China, 163M in US, 12.9M in Australia and 2.6M in NZ
- Governments globally are committing companies to greater regulatory and compliance requirements as it relates to safety of their workers
- Current methods and processes for many organisations are paper-based, disjointed, inefficient and ineffective
- Technology disruption is affecting all businesses and is in the hands of all workers now

## Vault:

- Full-stack integrated solutions for all safety requirements within organisations - available and in use now
- Over 400 customers across 2000+ sites currently protected by Vault
- Active with solutions in use in China, Australia and NZ - rapid growth and enormous untapped opportunity
- Technology leader with customer-led design on products to ensure maximum utility, use, customer benefits and retention
- Broad and committed partners to drive growth
- Strong balance sheet and committed to further R&D, innovation and disruption - Internationally recognised IoT leader now engaged to represent Vault
- Big Data being generated by Vault and Solo has significant untapped value

*“Thank you for your attendance and ongoing support and commitment”*

Afterwards Discussion:

Balcon by Tapavino  
17 Bligh Street Sydney

1pm to 3pm



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\* Projections for ARR are based upon current ARR and new ARR in contracted sales, together with continuing sales momentum at the level achieved in that quarter. The Company believes this is reasonable as it has experienced a substantial lift in sales and the sales pipeline over the prior fifteen months. The Company believes the sales pipeline will continue to generate new sales at this level (AUD400k - AUD500k ARR per quarter). The Company has a sophisticated sales management system which provides substantial detail on how the sales process is progressing in terms of sales progress and this together with sales team experience is utilised in assessing the likelihood of future contracts closing.