

# Vault Intelligence



## Investor Presentation

September 2019

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# Vault Intelligence



Vault develops Workforce Performance Technology that delivers significant productivity returns and efficiencies while providing for 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 **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.

## Product Suite



Vault Enterprise



Vault Solo



Solo Drive

1 Million+ Workers Protected

400+ Enterprise Customers

30 + Industry Sectors

8 Countries

# Vault Intelligence ASX: VLT



## Board of Directors

<b>Ross Jenkins</b>	Non Executive Chairperson
<b>David Moylan</b>	Managing Director
<b>Robert Kirtlan</b>	Non Executive Director
<b>David Rose</b>	Executive Director

## Trading Information

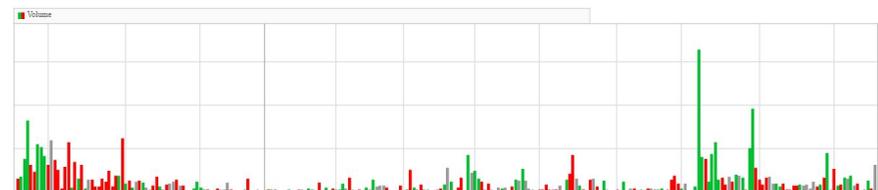
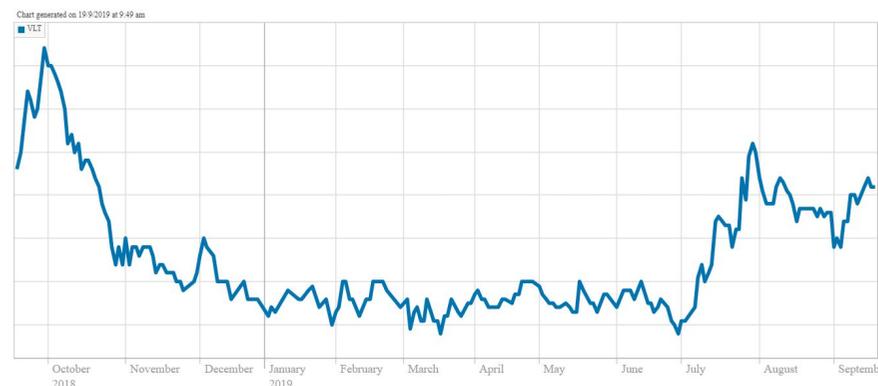
Stock code	<b>VLT</b>
Share price <sup>1</sup>	<b>\$0.31</b>
Ave daily trade	<b>216,000</b>
VWAP 15 days	<b>\$0.27</b>
Shares quoted on ASX	<b>102.9m</b>
Options exp. mid 2019-23	<b>7.3m</b>
Cash reserves <sup>2</sup>	<b>\$2.8m</b>
Market cap (undiluted) <sup>1</sup>	<b>\$32m</b>

<sup>1</sup> As at 20 September 2019  
<sup>2</sup> As at 30 June 2019

## Top 10 Shareholders

1	MERRILL LYNCH (AUSTRALIA) NOMINEES PTY LIMITED	11,212,200	10.89%
2	MR DAVID MOYLAN	8,017,484	7.79%
3	CITICORP NOMINEES PTY LIMITED	5,721,364	5.56%
4	BLUESPIRE CAPITAL PTY LTD	4,401,248	4.28%
5	GINGA PTY LTD	3,500,000	3.40%
6	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	3,087,260	3.00%
7	MORGAN STANLEY AUSTRALIA SECURITIES (NOMINEE) PTY LIMITED	2,499,192	2.43%
8	NEW FRUGALITAS FUND LIMITED	2,071,702	2.01%
9	MR THOMAS ENSMANN	2,036,327	1.98%
10	MR JAN MICHAEL GEESINK	2,000,000	1.94%
		<b>44,546,777</b>	<b>43.28%</b>

## Share Price Performance 12 Months



# 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
- **\$1.8M new CARR for Solo** in last four 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** and **protection**
- 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 development remain a leader in sector
- Enhanced quality controls

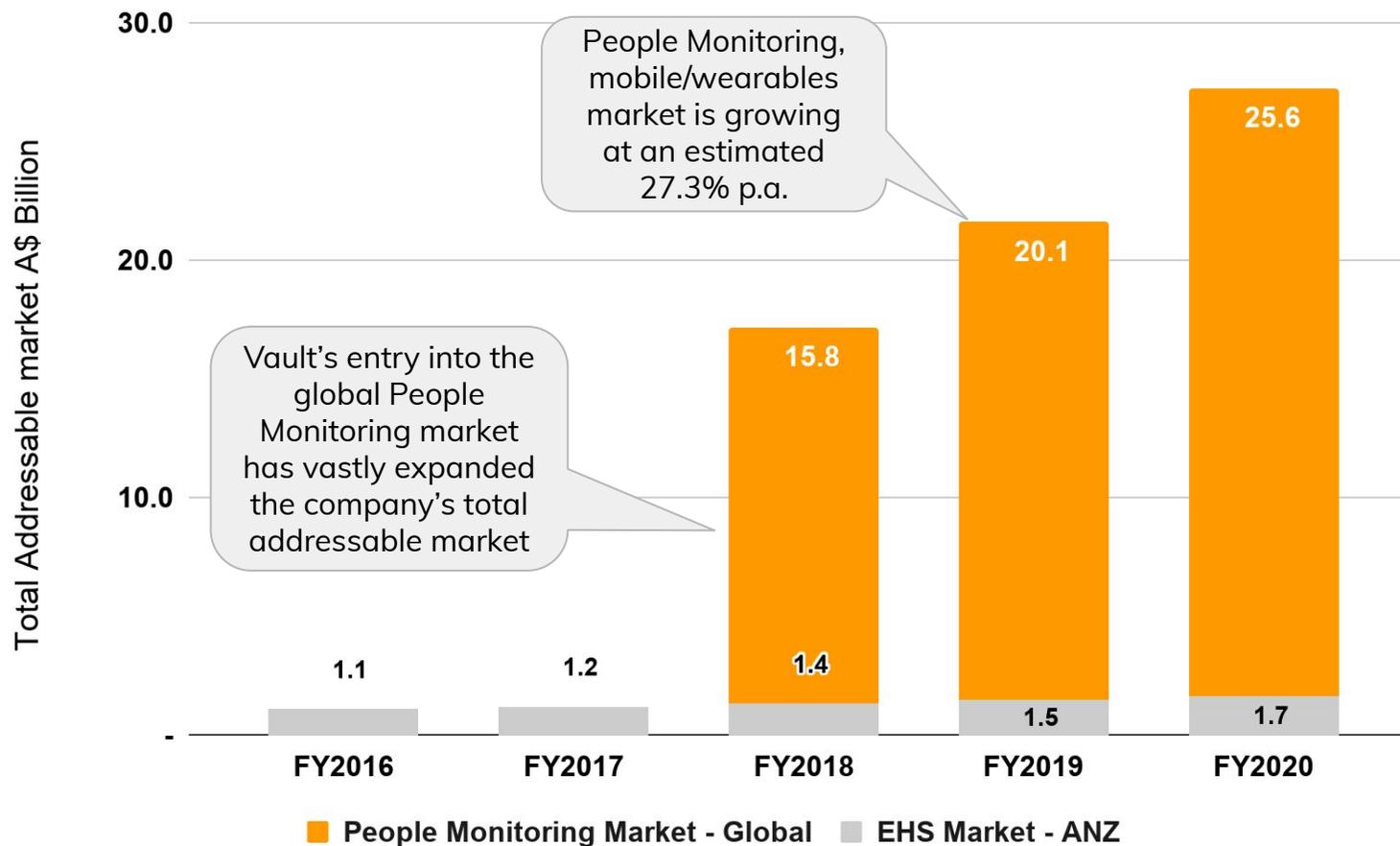
Addressable market of an estimated \$25.6 bn in FY20 is based on a report by Mordor Intelligence which forecasts global market size and growth.

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

# Market Opportunity

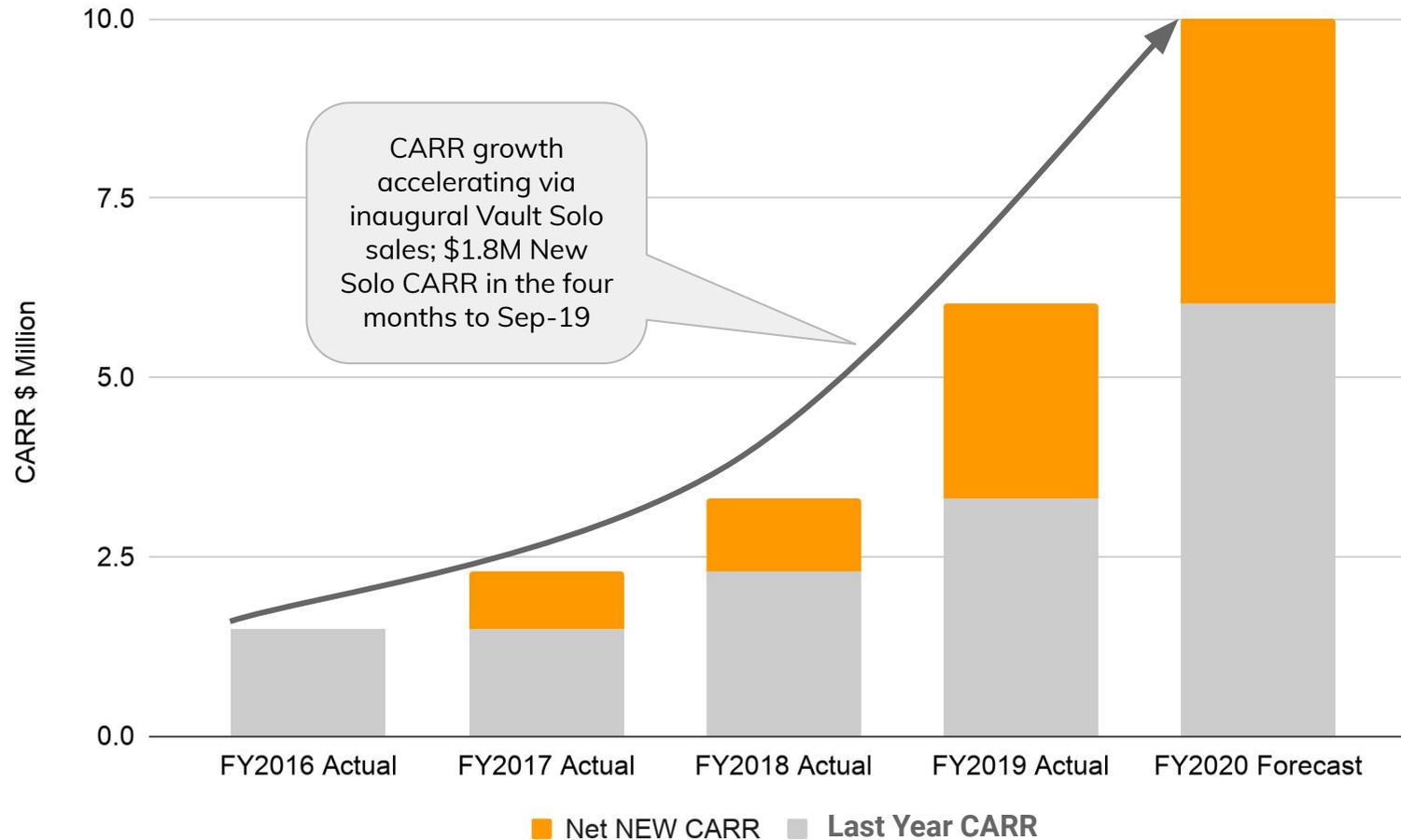


Vault is a leading SaaS business operating in a massive and rapidly expanding \$25.6 billion global market.



Estimates of the People Monitoring - Mobile and Wearable market is sourced from a report by Mordor Intelligence which forecasts global CAGR to 2023 at 27.3%. Estimate of the EHS market in Australia & New Zealand (ANZ) is derived and estimated by VLT from a report by "MarketandMarkets" forecasting global CAGR to 2022 of 11.1%.

# Proven Track Record



CARR is defined as the Annual Recurring Revenue of all active subscription services (as at defined date) being delivered by Vault, plus, the future committed annual recurring revenue (as at defined date via either a signed contract, signed heads of agreement or other supporting documentation to confirm terms) of subscription services yet to commence. Future committed annual recurring revenue is measured as the total committed contract value divided by the contract term measured in years.

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

# Customer Overview



Vault is being used by some of the world's biggest and best known brands across a range of industries

## Construction



## Transport



## Services



## Logistics



## Entertainment



## Manufacturing



## Government



## Energy



## Shipping Ports



## Education



## Food/Beverage



## Retail



1 Million+ Workers Protected

400+ Enterprise Customers

30 + Industry Sectors

8 Countries

# Vault IQ

## Board Directors



**Ross Jenkins**

### Non Executive (Chair)

Ross was appointed a director of Vault 13 July 2018 and appointed chair on 21 March 2019. Ross has over 30 years in the technology sector in executive roles including CFO/COO of Xero.

Ross is an experienced director in the technology sector, having led a number of high growth technology companies. A pragmatic strategist with a focus on customer experience and smart execution to deliver long term growth and business success.

Ross holds a Bachelor of Commerce (BCA) at Victoria University of Wellington and is currently an Executive Director of The Instillery, and chairs the Board of Earshot Earphones.



**Robert Kirtlan**

### Non Executive

Robert has a background in accounting, finance and management involving public and private companies prior to working for major investment banks in Sydney and New York. During this period, he was principally involved in arranging debt and equity globally for junior and mature resource companies.

Since 2011, he has been working and investing in a range of emerging resource and technology companies.



**David Moylan**

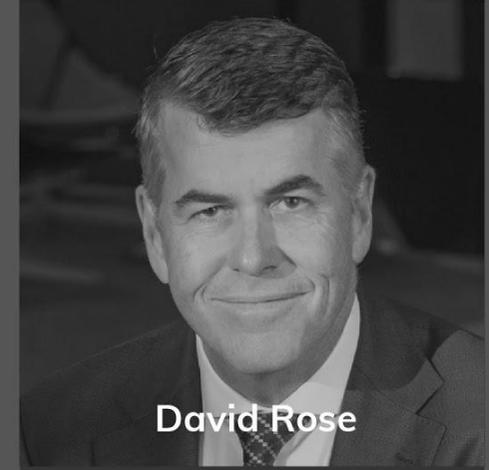
### Managing Director

Vault MD and Founder  
Global safety and risk professional

Appointed Director of Safety and Risk for the Australian Army (20 years service as a commissioned officer)

Senior Risk and Compliance Executive - Shell Exploration China

Masters Degree in Strategic Management plus Bachelor degrees in Business and Industrial Hygiene



**David Rose**

### Executive Director

Senior Management/Executive roles at Optus and Suncorp, and more recently served as Chief Information Officer at both Watpac and Opteon

Masters of Science degree (UNSW) and an MBA (AGSM)

Over 20 years of leadership and management experience in development/execution, merger & acquisition, sales/business development, technology management, innovation, risk management, digital transformation and information security



**David Moylan**

### Chief Executive Officer

Vault MD and Founder  
Global safety and risk  
professional

Appointed Director of Safety and  
Risk for the Australian Army (20  
years service as a commissioned  
officer)

Senior Risk and Compliance  
Executive - Shell Exploration  
China

Masters Degree in Strategic  
Management plus Bachelor  
degrees in Business and  
Industrial Hygiene



**David Rose**

### Chief Operating Officer

Senior Management/Executive roles  
at Optus and Suncorp, and more  
recently served as Chief Information  
Officer at both Watpac and Opteon

Masters of Science degree (UNSW)  
and an MBA (AGSM)

Over 20 years of leadership and  
management experience in  
development/execution, merger &  
acquisition, sales/business  
development, technology  
management, innovation, risk  
management, digital  
transformation and information  
security



**Paul Cullinan**

### Chief Financial Officer

14 years experience working in  
rapidly growing businesses in  
executive roles including CEO of  
Sumo Energy, CFO of Nimble  
Money and founding CFO of  
iSelect

Co-founder of online health  
insurance business, health.com.au

Masters in Applied Finance &  
Bachelor of Commerce at  
University of Melbourne and  
professional Chartered Accounting  
qualifications from CA - ANZ



**Miguel Nasr**

### Chief Product Data Officer

Founder of Telstra's M2M/IoT, and  
Data Insights Product divisions

Held Senior roles in the  
Telecommunications, Healthcare,  
Education and Automotive sectors

Extensive experience with  
commercialisation of emerging  
technologies - IoT / AI / Big Data

Contributing member of the IoT  
Alliance Australia

Degrees in Computer Science and  
Engineering (Mechatronics)

# Product Range



## V3 Enterprise Platform

V3 Enterprise



Vault Notify



Vault Audit



Vault Check



Contractor Management



## Solo Platform

Solo



SoloDrive

Wearable



Mobile



Mobile



Platform



Platform

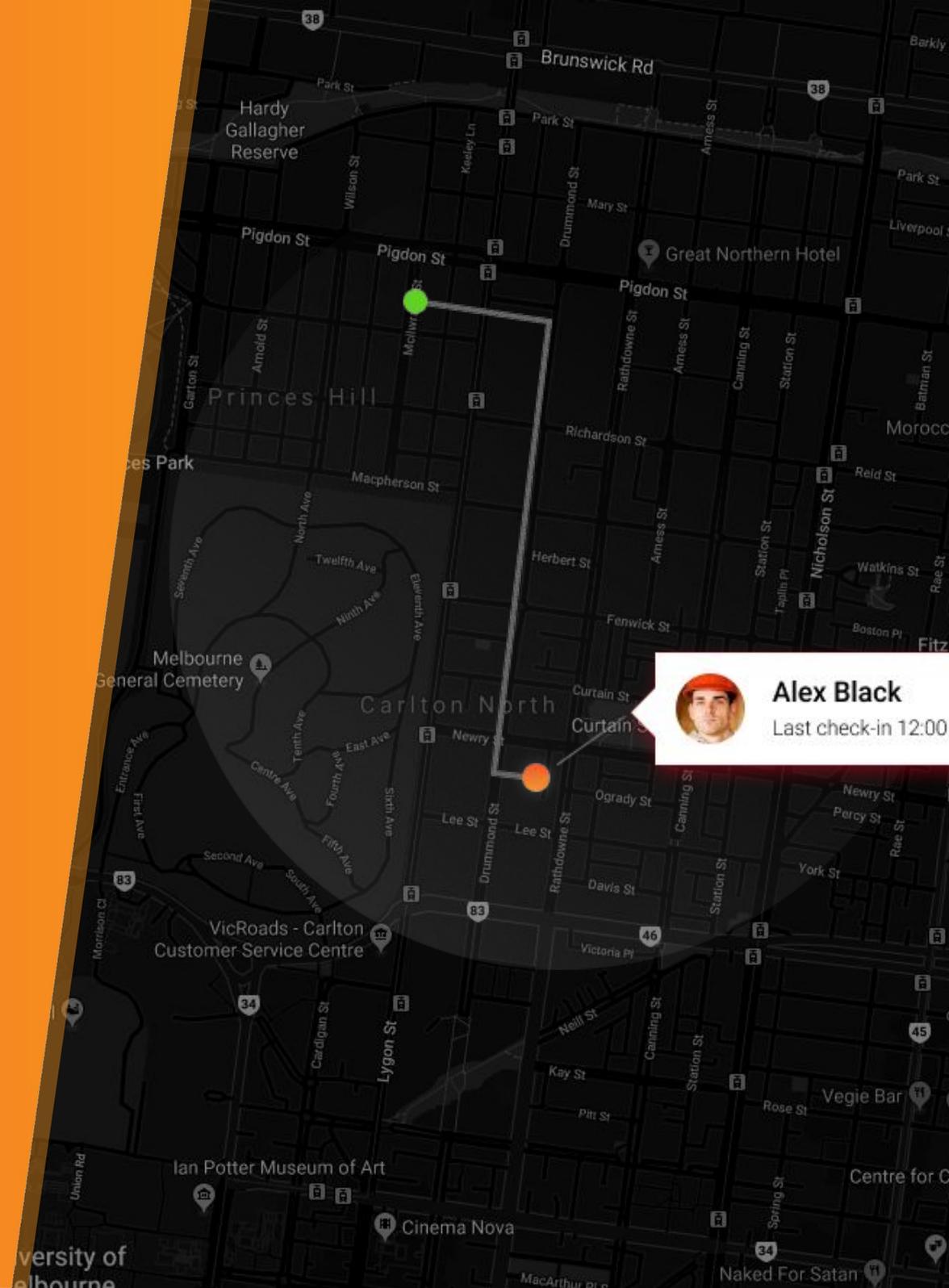


# Vault Solo

Solo is designed to uniquely monitor, manage and protect workforces including the conduct of driver behaviour analysis through advanced telematics. Solo also provides the capability at the same time to deliver significant productivity and performance efficiencies for workforces.

Solo has three distinct front runner capabilities that are unrivalled globally.

- Full lone worker capability operating on S3 Galaxy Watch
- Combined worker and driving protection in one app
- Advanced fall detection covering 21 types of falls



# Solo Wearable



## 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



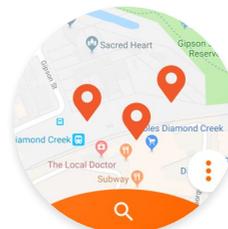
Duress / Panic Alert



Fall Detection



Check-Ins, Messages & Notifications



Team & Individual Views

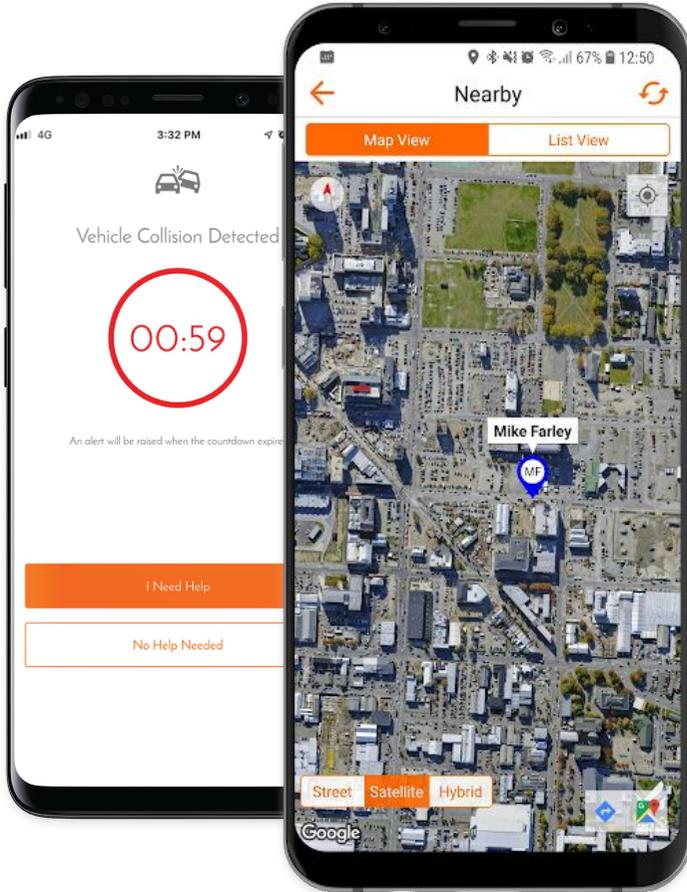


Biometrics



Configurable Profiles

# Solo Mobile



Mobile Capability:  
• Android & IOS

Interval Check Ins



Geofence Zones



Biometrics



Configurable Profiles



Reports/History



Session Information



Driver Behaviour



Vehicle Collision



Duress / Panic Alert



Alerts, Messages & Notifications



Team & Individual Views

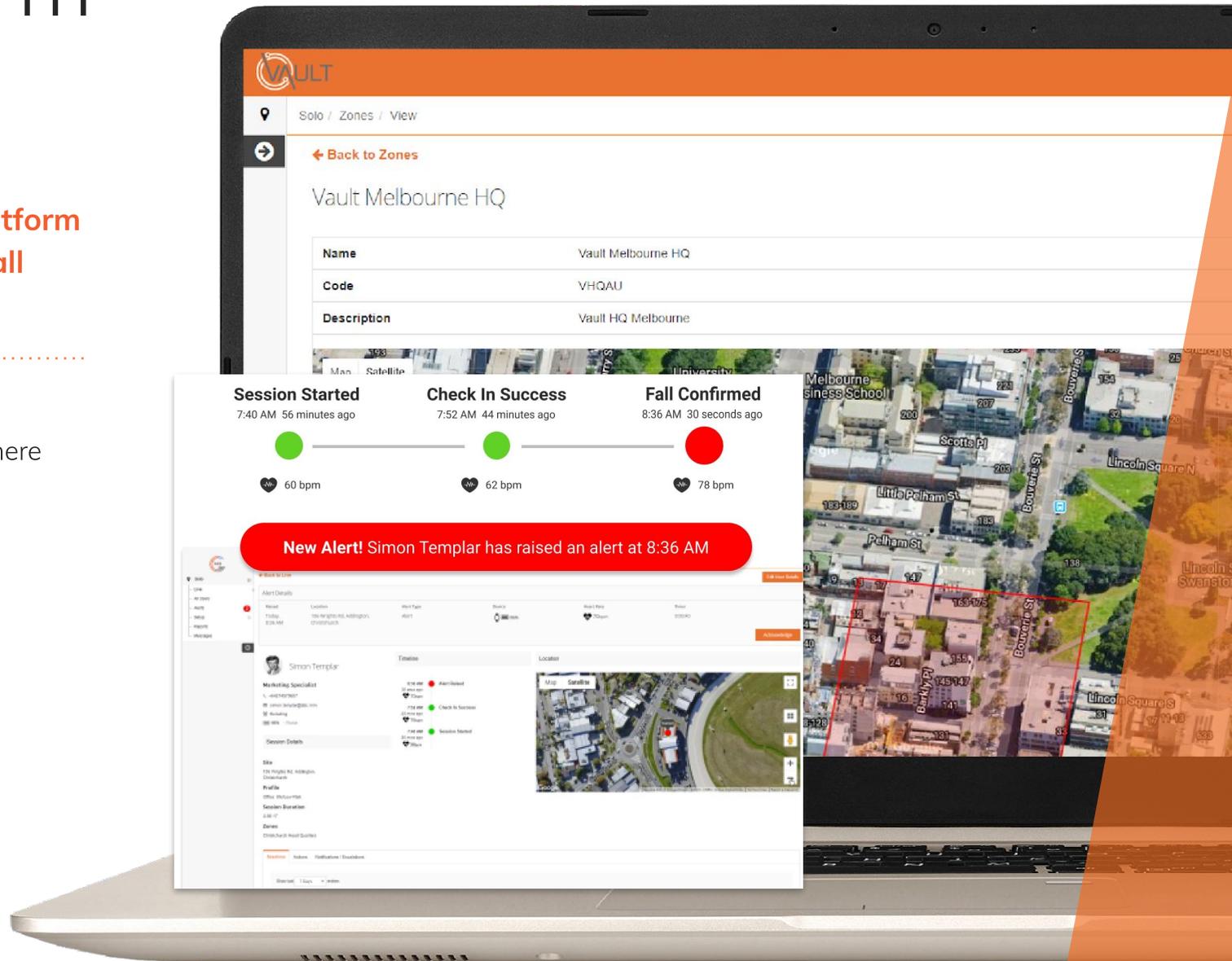


Solo Live Platform Access

# 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



One system, one place for complete workforce safety & protection

# SoloDrive

Telematics

Driver Behaviour

Vehicle Collision



Location



Braking

0

Hard Acceleration

0

SPEEDING

HARD BRAKING

HARD ACCELERATION



Vehicle Collision Detected

00:59

An alert will be raised when the countdown expires

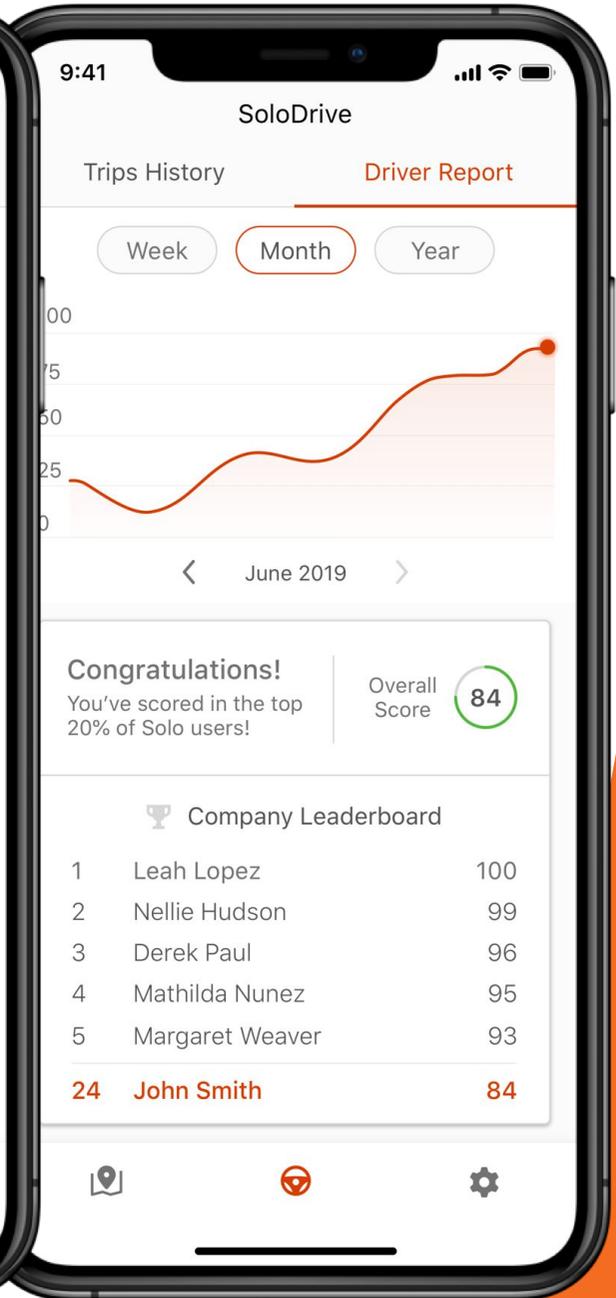
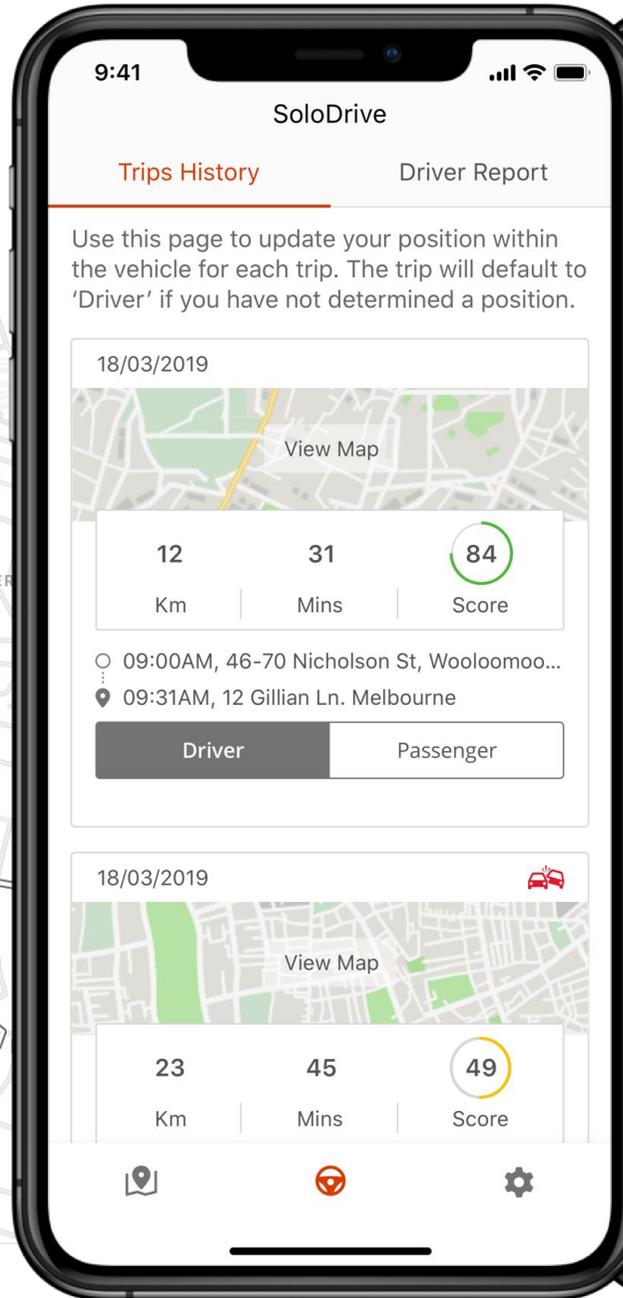
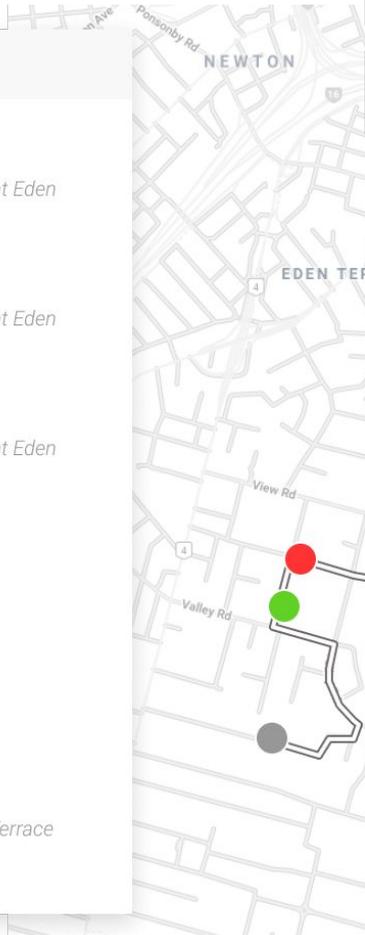
I Need Help

No Help Needed

# SoloDrive

## Timeline

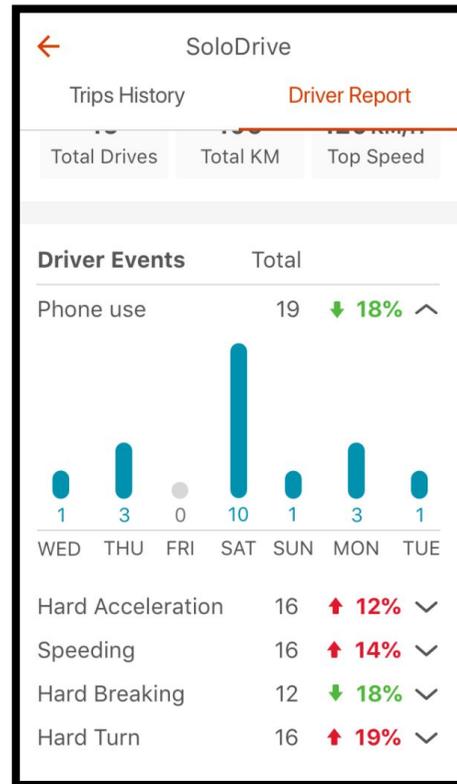
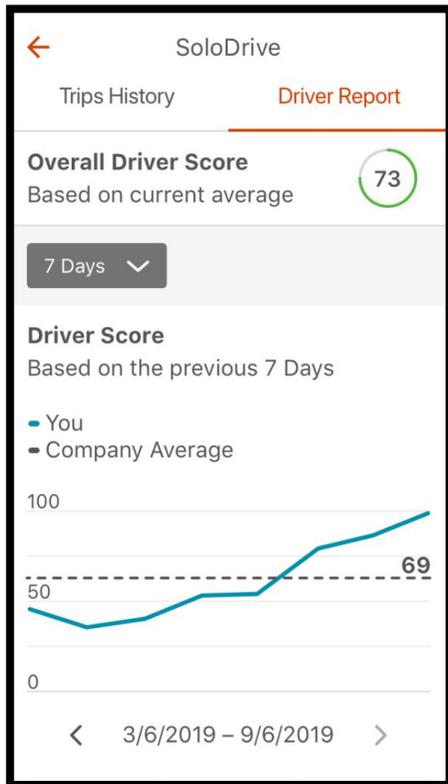
- 7.41 AM**  
1.08 hours ago
**Ended Session**  
*Near Valley Road, Mount Eden*
- 7.21 AM**  
1.28 hours ago
**Alert - Cancelled**  
*Near Valley Road, Mount Eden*
- 7.20 AM**  
1.29 hours ago
**Alert Raised**  
*Near Valley Road, Mount Eden*
- 7.05 AM**  
1.44 hours ago
**Phone Use**  
*Normanby Road*
- 6.59 AM**  
1.50 hours ago
**Sent Notification**
- 6.49 AM**  
2 hours ago
**Session Started**  
*Near Boston Rd, Eden Terrace*



# SoloDrive Driver Report



SoloDrive provides drivers with unprecedented feedback to help drivers understand key driving behaviour trends and insights



Team | Global

Rank	Driver	Score
1	Graeme J	89
2	Jade S	88
3	Laura S	79
4	Michelle R	78
5	Camilla F	69
6	Nic J	69
7	Miguel N	68
8	Chris H	67
9	John K	66
10	Stephen L	56
23	Michael G	72

**Past Trips** 3/6/2019 – 9/6/2019

Date	Distance	Duration	Location	Action
9/6/2019	10km	30min	10 Balmoral Cres Surrey Hills	Go to Trip
8/6/2019	10km	30min	10 Balmoral Cres Surrey Hills	Go to Trip
7/6/2019	10km	30min	10 Balmoral Cres Surrey Hills	Go to Trip
6/6/2019	10km	30min	10 Balmoral Cres Surrey Hills	Go to Trip
6/6/2019	10km	30min	10 Balmoral Cres Surrey Hills	Go to Trip

Total Drives | Total KM | Top Speed

# SoloDrive Reporting & BI



Harnessing the sensors in the smartphones to create driver behaviour insights

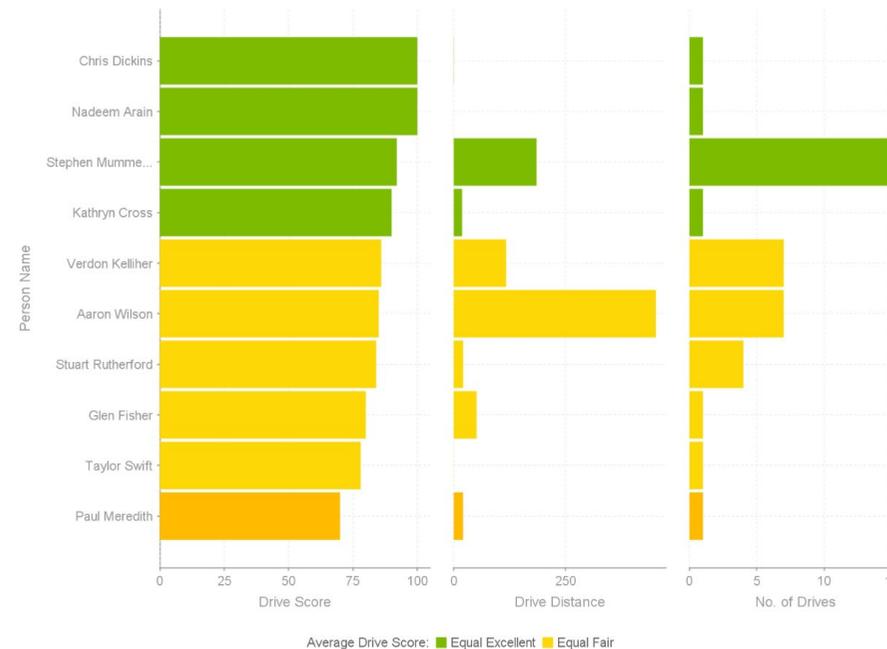
Person Name	Average Drive Score	Total Drives	Total Drive Duration (Hours)	Total Drive Distance (KM)	Total Driving - Phone Use Activities	Total Driving - Speeding Activities	Total Driving - Hard Braking Activities	Total Driving - Hard Acceleration Activities	Total Driving - Hard Turn Activities	Total Vehicle Collision Detected - Help Needed
Chris Dickens	100.00	28	2.93	6.33	0	0	6	6	6	5
Jaicy George	100.00	16	17.60	0.81	0	0	7	7	7	14
Kori Barnett	100.00	2	0.01	0.01	0	0	0	0	0	7
Noothan Mathew	94.00	6	0.30	5.12	0	0	0	0	2	0
Miguel Nasr MOBILE	85.00	43	2.64	32.98	16	2	23	22	28	19
Natasha Staunton	72.00	10	21.99	165.75	6	3	1	1	4	21



Team Name: QA Team

Person Name	Drive Score	Average Drive Score Label	Drive Distance	Sum Distance	No. of Drives
Chris Dickens	100.00	Excellent	0.50m	0.01km	1
Nadeem Arain	100.00	Excellent	0.01m	0.00km	1
Stephen Mummy MOBILE	91.00	Excellent	210.19m	2.10km	18
David Rose	89.00	Fair	249.10m	2.49km	24
Aaron Wilson	85.00	Fair	451.32m	4.51km	7
Stuart Rutherford	84.00	Fair	21.08m	0.21km	4
Glen Fisher	80.00	Fair	50.97m	0.51km	1
Taylor Swift	78.00	Fair	0.24m	0.00km	1
Paul Meredith	70.00	Risky	20.89m	0.21km	1
Verdon Kelliher	55.00	Risky	15.48m	0.15km	1
					59

Average Driver Scores



# V3 Enterprise

V3 is a proven and sophisticated platform with integrated mobility designed to provide businesses an efficient means to manage risk, compliance and safety requirements for a workforce. The cloud-based software drives improved productivity, visibility and efficiency, and empowers businesses with the intelligence to make informed and better decisions.

Department	Sig Hazard	Inherent Risk	Residual Risk	Review Date	Status	Actions
Field Operations	Yes				Not Started	Actions
GE Unit	No				Pending Not Started	Actions
	No				Not Started	Actions
	No				Not Started	Actions
Warehousing	No	15 Significant		29/11/2017	Completed	Actions
Maintenance / Farm ...	Yes	48 High		30/11/2017	Completed	Actions
Logistics	No	30 High	6 Moderate	06/11/2017	Completed	Actions
Sydney BIT	No				Pending Not Started	Actions
Adelaide Ware...	No				Pending Not Started	Actions
ABC Malaysia	Yes	18 Significant	6 Moderate	07/03/2014	Underway	Actions
Geelong	Yes	16 Significant	8 Moderate	28/05/2014	Not Started	Actions
Sydney Wareh...	Yes	12 Significant	3 Low	28/03/2015	Not Started	Actions
Auckland Acco...	No			17/07/2014	Pending Not Started	Actions
Ballarat	Yes	48 High	4 Low	03/07/2014	Completed	Actions

# V3 Enterprise 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 Platform  
Check App  
Audit App  
Notify App  
Solo App  
Solo Watch  
Contractor Portal  
Live streaming



Your People. Our Passion

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

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