

22 October 2019

## Vault Secures five year, multi-million dollar Solo Contract with leading security company ADT Security

Vault Intelligence Limited (**ASX:VLT**) (**Vault** or **the Company**), a leading software provider in the workforce performance industry is pleased to announce a significant contract with ADT Security New Zealand (**ADT**) for Vault Solo.

- ✔ **ADT** has committed to a five (5) year contract for Vault Solo. Total Contract Value (TCV) is a **minimum A\$6.8M** with a minimum of **A\$1.36M CARR<sup>1</sup>** (Contracted Annual Recurring Revenue)
- ✔ Following this success, Vault remains confident of meeting market guidance of a minimum of **A\$10M CARR by end of FY20** as **CARR** already stands at **A\$8.3M**
- ✔ Vault Solo continues to generate extraordinary growth, with new contracts worth over **A\$14M** delivered in the past **four months** and a number of significant global opportunities in the pipeline

Vault Solo is a powerful standalone workforce management ecosystem that uses mobility and IoT devices, including the Samsung Galaxy watch, is designed to protect, secure and manage workforces, while providing businesses with tangible productivity returns and efficiencies.

**David Moylan, CEO and Managing Director** at Vault said, “This agreement is further evidence of the tremendous capability and potential of Solo, particularly in the security sector. We are delighted to be working with ADT and look forward to exceeding ADT expectations so that we extend beyond Australia and New Zealand.”

**Gerhard Venter, Director ADT Security Services**, said, “The Vault Solo solution is fantastic and will enhance our existing portfolio of products that help keep people and property safe.”

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<sup>1</sup> Note that all CARR included in this announcement is recognised in Q2 FY20

**ADT Security** is a leading security company in New Zealand, providing security systems for homes and businesses, offering 24/7 monitored burglar alarms, the latest smart security and lifestyle technology, CCTV systems, monitored smoke detectors and more. We've been providing residential, small business and commercial customers with round the clock protection, detection and peace of mind, keeping people, homes, business property and assets safe.



Ends.

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### About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS business specialising in the development of workforce performance technologies to deliver significant productivity benefits to organisations, whilst managing the risk, safety, security and protection of their workers.

Vault Technology empowers modern businesses with two enterprise leading platforms (Vault Enterprise and Vault Solo), which are enhanced through mobility and IoT wearables to deliver tangible benefits in workforce performance and protection.

Vault delivers its enterprise-level software, mobility and wearable solutions to 1,000,000+ people across 30 industries and various parts of the world.

Further information on how Vault technology can assist in managing, protecting and improving the efficiency of your workforce can be found at [www.vaultintel.com](http://www.vaultintel.com).

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### 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



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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 a result of new information, future events or results or otherwise.

