

30 June 2020

Re-released 13 July 2020 (as per ASX)

Vault Intelligence Operational Update

Key Customer Signings and Extensions in Multiple Geographies and Segments during Strong Q4 Performance

In response to a request for additional information from the ASX on Vault's release dated 30 June 2020, Vault Intelligence Limited (**ASX:VLT**) (**Vault** or **the Company**) is pleased to re-issue our operational customer update as Vault continues to ramp-up major contracts, generate new signings and extend coverage in all geographies.

Vault is a SaaS Software Technology business specialising in the development of workforce performance technologies to deliver significant productivity benefits to organisations, whilst managing the risk, safety, security, protection and connection of their workers.

Key Highlights

- ✔ **Singapore blue-chip customer M1** (see ASX announcement dated 9 September 2019) has upscaled its subscriptions from 1,000 Solo Licenses to **7,500 Solo licenses** on wearable devices using the **Samsung Galaxy Watch**. Over 2,500 devices were provisioned in June with the ramp-up significantly in advance of the contracted rollout schedule. Whilst the accelerated ramp-up at this stage is not expected to materially impact the previously released Contracted Annualised Recurring Revenue (CARR) of AUD\$580k over the five year term of the contract, M1 is now one of Vault's **largest global deployments** of the **Galaxy Watch**.
- ✔ **MePACS** (part of Peninsula Health, see ASX announcement dated 29 November 2019), executes agreement with Vault and **launches MePACS Solo** into the business-to-consumer (B2C) market for **aged care** with an initial bulk order received. Continued demand is driving new orders as MePACS launches a multi-media campaign with the MePACS Solo watch, **designed specifically for aged care** with several unique features to maximise the safety, protection and connection of the wearer with the **MePACS 24/7 response centre**. Whilst it is considered premature to provide any recurring revenue projections associated with the provision of the MePACS Solo watch at this time, the signing of MePACS is a continuing advancement of the Company's ambitions to expand its customer reach within the aged care sector with MePACS currently providing **response centre services for approximately 40,000 seniors**.

- ✔ **ADT and SurePlan** (see ASX announcements dated 22 October 2019 and 20 November 2019) are experiencing significant pipeline growth across Australia and NZ, with both entities expected to place orders for Vault Solo in Q1 in accordance with the existing CARR guidance for these contracts. Vault Solo alerts and key functional capabilities have now been **fully integrated into the ADT Monitoring Centres**. Vault has also provisioned a **comprehensive management portal** to allow ADT (and other partners) to directly manage provisioning and support of Vault Solo, thereby increasing operational efficiencies and speed for customers.
- ✔ **Vodafone NZ** signs as a **major reseller partner** in NZ with Vodafone front line sales staff and solution architects trained and a **major go-to-market campaign** underway. Whilst it is considered premature to provide any revenue projections associated with the addition of Vodafone NZ as a reseller of Vault Solo, it is considered a significant development in expanding the company's customer reach with Vodafone focused on assisting businesses with their business continuity through the capabilities provided by **Vault Solo**. The initial focus will be aligned to **Vodafone's Top 200 customers**
- ✔ Vault partner **Vita Group** (see ASX announcement dated 8 October 2019) signs up Australian disability care provider **Aruma** with Vault Solo to protect carers in disability care after a successful extended trial. Whilst premature to provide any revenue projections associated with the addition of Aruma as a user of Vault Solo, this is a significant step for **Vault in the Health Sector** and coupled with the rollout into the **aged care vertical** (see MePACS above) establishes a **platform for expansion** in the sector, which is under significant pressure to embrace technology and improve services to consumers following the Royal Commission review in Australia.
- ✔ **Restaurant Brands Limited**, a longstanding Vault customer, extends use of Vault products in the US with commitment to an additional **70 stores in California** to be deployed in Q1 FY21. This will take the total number of Restaurant Brands locations where Vault products are deployed to over **350 stores**. Whilst the additional revenue generated from this expansion is not expected to be material to Vault, it further demonstrates the value Restaurant Brands sees in Vault Products to manage the risk, safety, security and protection of its workers.
- ✔ In addition to the aforementioned significant customer developments, in the quarter Vault **extended agreements** and/or signed **new agreements** with over **30 customers** in the quarter including but not restricted to; **NZ Post, Visy Recycling, HirePool, Sorbent, Asaleo Care, DB Breweries** and multiple councils across NZ & Australia. Whilst it is premature at this stage to provide any revenue guidance associated with these new customer signings, they provide further evidence of the market having embraced the Vault Solo solution to manage risk, safety, security and protection issues in the workplace.

Vault can now confirm that this Q4 sales activity, along with other large contracts previously announced has given the Board confidence to provide FY21 Total Revenue guidance of \$8m. This is a 70% increase on the unaudited Total Revenue of \$4.7m for FY20. Further information will be provided in the Quarterly 4C due before the end of July 2020.

This Announcement was authorised by the Board of Vault Intelligence Limited.

3453-8898-6640v1

Ends.

For more information:

Investor Relations

Simon Hinsley

simon@nwrcommunications.com.au

+61 401 809 653



3453-8898-6640v1

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.

Follow Us On



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

3453-8898-6640v1