

# Vault Intelligence

ASX:VLT

Investor Briefing  
14 May 2020



# Agenda

- Vault Overview
  - Focus and Purpose
- Product Lines - Enterprise and Solo Platforms
  - Industry & Technical Megatrends
  - Enhanced product capability
- Operational Update
  - Focus areas
  - Targeting Sectors
  - Sales cycle and Q4
  - Key Contract Initiatives and progress
- Financial Update & Strategy
  - Results & Performance
  - Cash Driven Initiatives
- Questions?



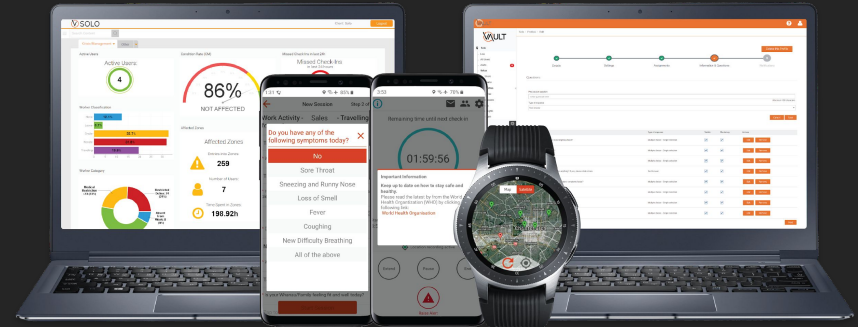
# Vault Business

Vault are specialists in the development of boutique **workforce performance and protection technology**

The business has two sophisticated enterprise platforms known as Vault Enterprise and Vault Solo.

The two platforms provide significant capabilities that enables business to efficiently manage, locate, connect, communicate, protect and drive workforce performance.

Enhancement to the platforms is provided through smart mobility and wearable technology, providing critical data points to optimise decision making.



# Vault Enterprise

Vault Enterprise is a fully integrated enterprise level platform built on international quality, risk and safety standards. It enables and empowers organisations and businesses across the globe to reduce risk, solve governance issues, stay compliant, engage people, and protect assets.



## 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 Register
- Risk Register Review



## Assets

- PPE
- Plant/Equipment
- Substances
- Transport



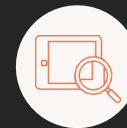
## People

- Claims
- Clients
- Contracted Workers
- Training
- Third Party/Visitor
- Volunteers
- Workers
- Vault Contractor



## Compliance

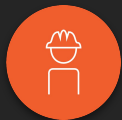
- Compliance Observations
- Documents
- Health Surveillance
- Environment
- Skills Matrix
- Vault Audit
- Vault Check



## Mobility

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

# Vault Solo Ecosystem



## Lone Worker

Mobile-Based, Check-ins, Interval reporting & location, Duress/Panic Alarms, Workflows supporting Geofenced zones



Workforce  
Management



Self-Monitoring  
Command  
Center



3rd party  
Emergency  
Response  
Integrations



Crisis & Event  
Management



Driver  
Behaviour &  
Activity  
Monitoring



Incident  
Detection  
(i.e. Falls,  
Collisions)



Location-based  
Notification and  
Workflows



Precision  
locating  
Beacon  
Technology



Bespoke  
Aged Care  
Wearable



Mental  
Health &  
Wellbeing



## Data Insights

Integrated BI tool available to produce a suite of standard reporting dashboards using real time data

Customisable reports and dashboards specific to customer's implementation and needs to capture and report valuable trends and benchmarking



# Vault Solo Megatrends

Identifying and staying ahead of the trends  
and embracing the demands of business and  
advancing technology

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

Predictive analytics through Artificial Intelligence (AI) and Machine Learning (ML)

**Mental Health & Wellness** is getting prioritised

Wearables, wellness and fatigue, biometrics, duress and response

**An ageing workforce & population**

Business Continuity impacts - locate, connect, protect, perform (COVID-19 Crisis)

**Blurred work & home boundaries**

**Mobile Technology adoption**

**Smart spaces & cities**

Smart cities market size is expected to grow from USD 308.0 billion in 2018 to **USD 717.2 billion by 2023**, at a Compound Annual Growth Rate (CAGR) of **18.4%**

**The rise of Automation & Smart Robots**

**The rise of the Digital Twins**

**Augmented Reality and Augmented Analytics**

Pushing information and decisions to the edge, particularly IoT

# Operational Update

## Strategy and Focus

### Strategic Focus Areas:

- **Sales and Organic Growth**
  - Lead generation campaigns for pipeline growth
  - Direct sales and partner enablement
  - Tighter segment targeting and enhanced customer value propositions
  - Leveraging partners
- **Execution of Contracts**
  - Rapid deployment
  - Partner processes, technology integration and training
  - Simplified contracting and commercial options
- **Cash**
  - Conversion of CARR to Revenue/Cash
  - Expenditure review and tightening

### COVID-19 Period Update

- **Operational Positioning**
  - Well prepared - staff redeployed to working from home prior to the lock down
  - Efficient use of technology and streamlining of processes
- **Opportunities accelerating**
  - Shortened sales cycle
  - Sales Pipeline well positioned for significant growth

# Initiatives

## Targeted Sectors

Vault is focused on expanding our presence within key industry verticals and has broad segment campaigns underway in Australia and New Zealand with more specific campaigns into selected targets in Asia and USA

**70k+**

**Health Businesses**

Hospitals, aged care,  
disability services,  
community health

**14k+**

**Government  
Entities**

Municipalities, Local,  
State and Federal

**149k+**

**Banking &  
Finance  
Companies**

Banks, financial  
institutions, insurers

**54k+**

**Transport &  
Logistics  
Companies**

Includes post,  
distribution, long  
haulage, couriers

**129k+**

**Infrastructure  
Organisations**

Includes rail, ports  
and construction

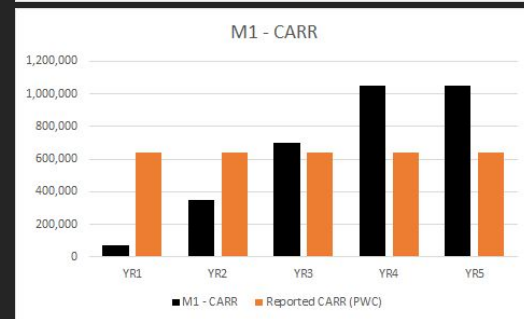
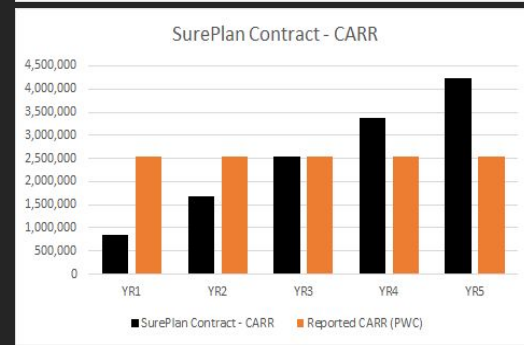
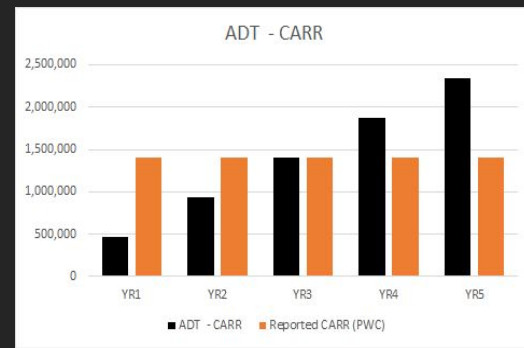
\*Numbers represent specific sector and segment volume targets in chosen markets



# Key Contracts

## Delivering Results in Q4

- New large contracts take ~6 to 9 months to be fully planned, provisioned, integrated and collateral finalised
- Three most recent major contracts now delivering or set to deliver cash and revenue in Q4
  - **ADT (Security and Protection)**
    - Solo is now fully integrated into monitoring centres and will deliver sales Q4 and ongoing
  - **SurePlan (Fleet Management)**
    - Major sales being progressed in Aus and NZ, will deliver and accelerate signings in Q4
  - **M1 (Singapore Telco)**
    - Year 1 license commitment achieved four months ahead of schedule. Client has indicated desire to accelerate rollout in Q4 to achieve 7x Year 1 commitment
- Total Contract Value (TCV) for ADT, Sureplan and M1 is \$22.9m over the 5-year term of the contracts
- PwC has reviewed and verified CARR definition, calculation and process in January 2020, including full review of material contracts and values



# Significant Q4 Campaigns

## Vodafone NZ

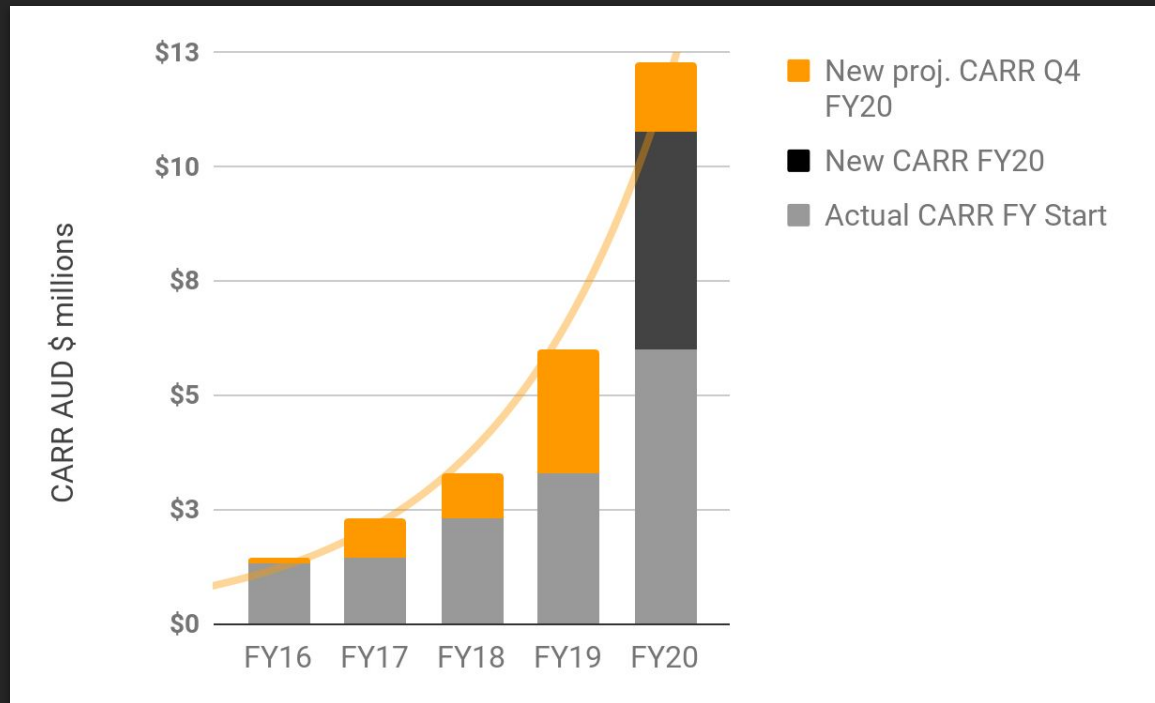
- Major Telco provider in NZ with focus on providing business continuity support and services for their customers
- Selected Solo as their system of choice for their focused campaign and is due to commence in June
- Currently training Vodafone sales executives and solution architects to maximise the opportunity
- Initial campaign will target Vodafone's top 200 customers

## MePACS AUS

- Entry into the Health-Care Vertical with MePACS, Telstra and Samsung with a packaged solution
- MePACS is a leading Personal Alarm Service provider in Australia and is part of Peninsula Health, providing services to over 40,000 customers
- Intent is to launch MePACS Solo watch in May/June
- Soft Launch (<https://mepacs.com.au/solo-watch/>) has seen significant expressions of interest for the MePACS Solo Solution prior to launch
- No contracted annual recurring revenue (CARR) is registered or forecast as any provisioned services will move directly to revenue

# Financial Update

## CARR FY20



- FY20 has seen significant material growth totalling \$5.1m CARR
- VLT is projecting CARR FY20 to reach a minimum of \$12m, resulting in :
  - +100% YoY Growth
  - Exceeding market guidance by \$2M (33%)
- Q3 focus was to ensure key contracts were progressed to deliver cash & revenue through Q4
- COVID-19 period has seen significant generation of opportunities with large volume based demand
- VLT has reviewed & removed discretionary spend within overheads resulting in annualised cost savings of ~\$1M

# Financial Strategy

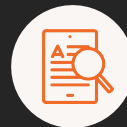
## Closing the Gap - CARR & Cash



Upfront cash & project management fee - 1st 12 months fees upfront as standard



Sales team & executive incentives heavily weighted to cash & revenue



Large CARR contracts now provisioned & will generate rev/cash FY20 Q4



Accelerated Sales Cycles due to economic environment (from 1-2 mths => 2-4 wks)

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### Highlights:

- The business is on target to deliver in excess of 100% YoY growth in CARR
- March 2020 cash burn decreased significantly to \$64k for the month, down 90+% on H1 FY20. This trend has continued into April 2020, with the second consecutive ~\$1m monthly cash collection resulting in a positive cash month
- Q4 FY20 (Apr to Jun) is on target to deliver a cash neutral quarter
- Projected closing cash balances at 30 June 2020 is \$4m+



Thank you for your valuable time and ongoing support

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