

22 February 2019

Operational Update

Vault Intelligence Limited (**ASX:VLT**) (**Vault** or **the Company**), the leading SaaS business delivering solutions in the Risk and Safety Technology sector is pleased to provide an operational update on key activities within Vault.

Key Points

- Vault is refining its structure to maximise growth
- Vault has appointed a key leadership executive for Australian Sales
- New V3 Enterprise Platform fully deployed and increasing momentum
- Vault recognised in the Verdantix Green Quadrant for Operational Risk Management (ORM), including achieving the highest global rating for integration with wearables

Structure

With the appointment of David Rose as Chief Operating Officer (COO), Vault has restructured the business to improve execution of its growth strategy. Key changes include:

- Release of David Moylan (CEO) from operational activities to drive sales growth through targeting of large enterprise customers and driving strategic opportunities and partnerships. This is already delivering results with further news to follow this quarter
- Implementation of revised sales incentive structure to drive rapid growth and increased revenue as Solo gains strong acceptance and momentum
- Launch of the digital sales capability allowing all customers to procure Vault Solo directly on line. This is supported by automated provisioning and online self-help
- Enhancements to customer support and implementation to drive organic growth through proactive customer engagement
- Establishment of a dedicated research and development (R&D) capability, Vault Lab, to bring leading edge technology into our products and services

New General Manager Sales (Australia) Appointment

In addition to key changes within the business, Vault is pleased to announce the appointment of Stephen Mummery to the role of General Manager Sales (Australia). Stephen is a highly regarded Sales and Business Development Leader who has demonstrated consistent



business growth throughout his career across technology and technology services sales. His most recent experience as the National Business Development Manager (Transport and Logistics) for Samsung adds great value to Vault through his market understanding and his relationships within Samsung. Stephen will be based in Melbourne and commences early March 2019.

Verdantix Recognition

Recently the Verdantix Green Quadrant Operational Risk Management (ORM) Software 2019 report was released. The report is the first ever benchmark of ORM software vendors and provides a detailed comparison of the 17 most prominent software suppliers including Vault.

Vault achieved the highest global rating for integration with wearables. In the report Verdantix states that Vault offers a strong lone worker capability through wearable integration with Samsung, to offer our Vault Solo safety software. This is great news for Vault as the Company delivers tangible outcomes for customers in the management of risk and productivity.

Ends.

For more information:

Investor Relations
Evy Litopoulos
+61 419 773 505
evy@vaultintel.com

About Vault Intelligence Limited

Vault Intelligence Limited (ASX: VLT) is an online/SaaS development business specialising in creating solutions in the Risk, Environment, Health and Safety (EHS) sector.

Vault's leading cloud-based systems provide its clients with the benefits of cost savings driven by productivity through the availability of real-time information to monitor, maintain and improve their businesses. Driven by a passionate team of developers and EHS industry experts, Vault delivers its enterprise-level software and mobile solutions to 400+ companies providing safe work environments for 1,000,000+ people across 30 industries.

To find out more about how Vault solutions can help to minimise risk and boost effectiveness in your workplace, visit www.vaultintel.com

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