



DAMSTRA

Protect Your World

Investor Day Presentation
27 April 2021

www.damstratechnology.com



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AGENDA

1 Trading performance and strategy

2 Enterprise Protection Platform

3 Platform demonstration

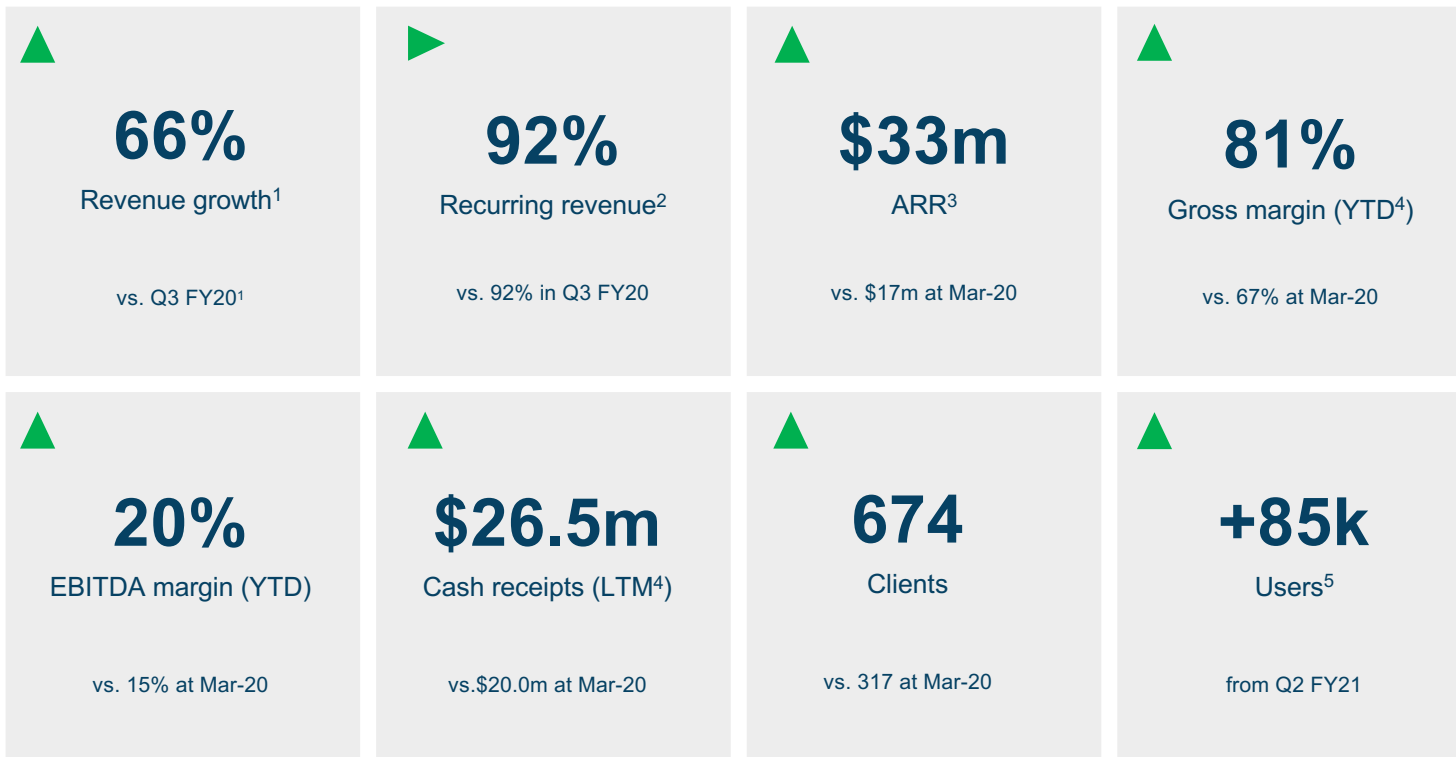
4 North America update

Key financial and operating metrics at Q3 FY21



D A M S T R A

Strong quarterly performance, with significant revenue growth, record ARR, higher margins and increasing users



1. Q3 FY21 revenue of \$6.9m, versus Q3 FY20 revenue of \$4.2m

2. Based on a review of revenue sources that recur annually

3. Annual Recurring Revenue. Recurring portion of exit month revenue on an annualised basis

4. Year To Date, Last Twelve Months

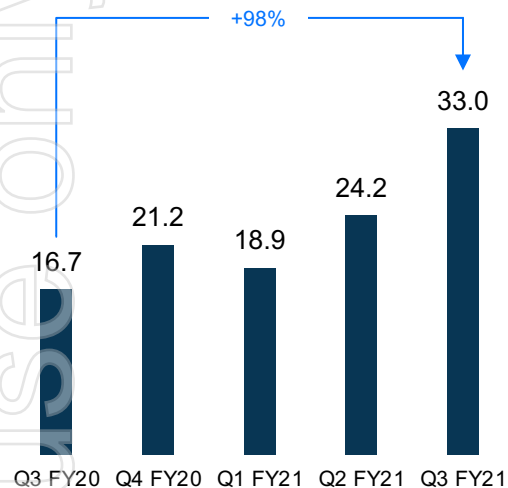
5. 689k users at Mar-21, vs 427k users at Mar-20

Q3 saw a continuation of growth across key metrics

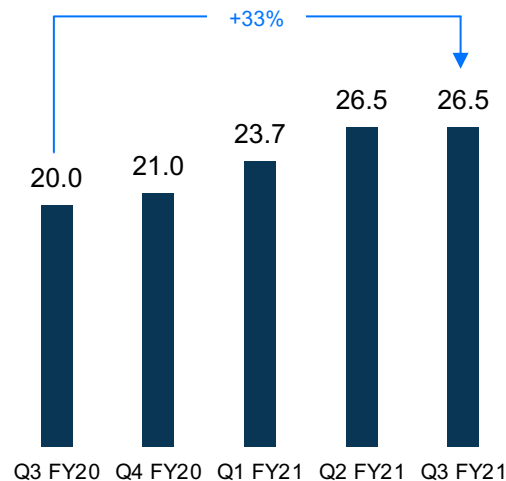


D A M S T R A

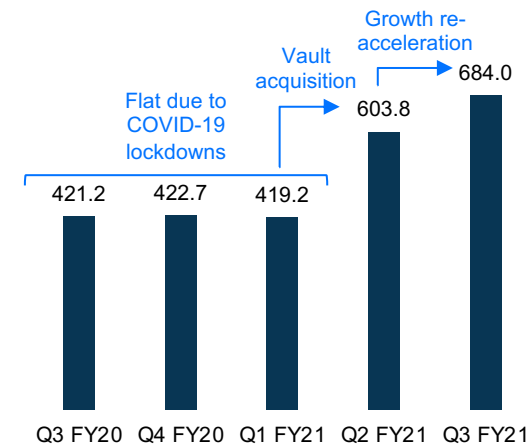
ARR (\$m)



Increasing cash receipts (LTM \$m)



Re-accelerating growth in users ('000)



Multiple growth options driven via different strategies and routes to market. Organisational resources designed to implement the strategy



Geography

North
America

Strong pipeline of material opportunities in existing and new verticals

UK

Commercial decision on opportunity to be made in Q4, scale is >10,000 users + hardware

Australian
construction

Increasing user's numbers due to infrastructure investment in Australia



Vertical

Healthcare
&
Aged care

Mobility scaling up and new client opportunities available

Agriculture

NZ industry-wide solution being explored

Ports

Build upon recent SE Asia success



Product & Channels

Workflows

Pilots have proved successful; now implementing at an ERP level for key clients

Channel
partners

~40 partners, targeting 12 industry verticals

SME
clients

Continual expansion into the mid-market



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North America update

EPP Agenda

2. PROTECTING ORGANISATIONS

People, Places, Assets and Information

4. THE FUTURE OF PROTECTION

A new future of business performance and risk mitigation



1. DAMSTRA

Our focus



3. PROTECTION ROADMAP

The modular EPP platform build



5. TECHNOLOGY

The building blocks of Enterprise Protection



Damstra is a global provider of enterprise protection solutions

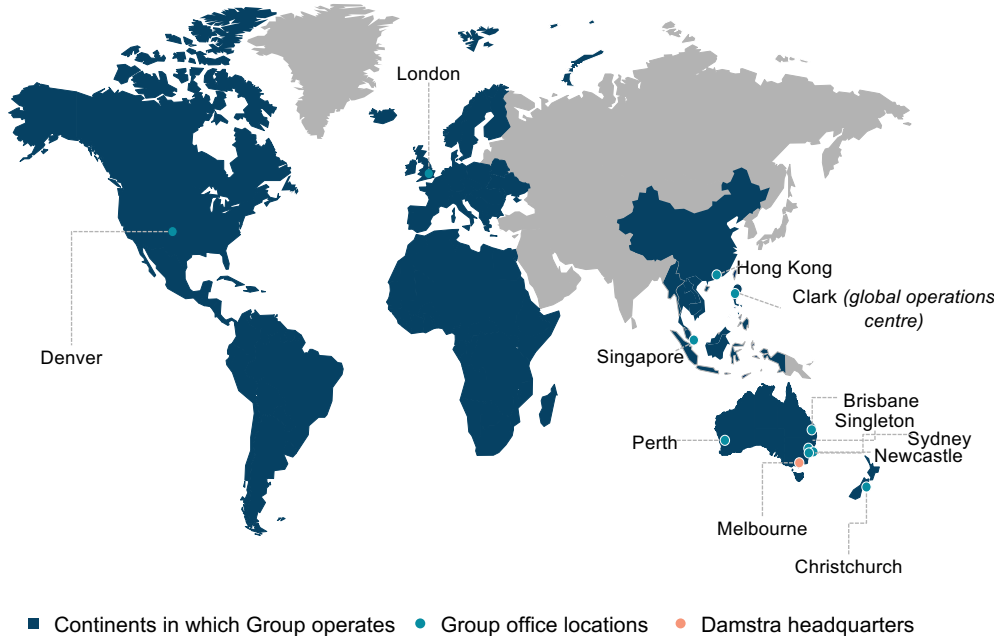


Serving the mining, construction, energy, utilities, government, education, food and beverage, aviation, sports, retail, healthcare and waste industries around the world.

11
countries¹

674
clients

689k
registered licences²



11
offices

~200
employees

~90
R&D staff

1. Countries where Damstra products are used

2. Estimated as at 26 April 2021

Proven.

More than —

- 3,700,000 time/attendance hours per month
- 250,000 drug and alcohol tests per month
- 110,000 alerts and notifications per month
- 1,000 product features annually

GLENCORE



NEWMONT
GOLDCORP™



JOHN
HOLLAND

FREMANTLE
DOCKERS



AECOM

Keppel Offshore
& Marine





Workforce



Company mobilisation



Employee mobilisation



Verification



Time and attendance



RFID solution



Mobile login & logout



Tracing of workers



Deep integration with digital forms



Lone worker solution (Solo)



Deep group management & alerts



Learning



Learning management



Course editor



Deep integration with Workforce



Expanded course library



Skills matrix & training needs analysis



Access



Fixed and mobile access terminals



Drug & alcohol testing



Visitor management



Evacuation management



Facial recognition



Temperature detection



Covid-19 event solution



Safety



Prestart and toolbox talks



Digital forms and flows



Template form and flow building



Damstra Safety



Satellite



Wearables: Apple Watch & Omate



Assets



Plant management



Equipment management



Equipment calibration



RFID solution



Asset management and maintenance



Deep integration with digital forms



Workspace booking management



Predictive



Reports



BI tools



Predictive analytics

EPP Agenda

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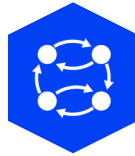
The building blocks of Enterprise Protection



PEOPLE



PLACES



ASSETS



INFORMATION

Focused.

On the largest areas of business investment and risk

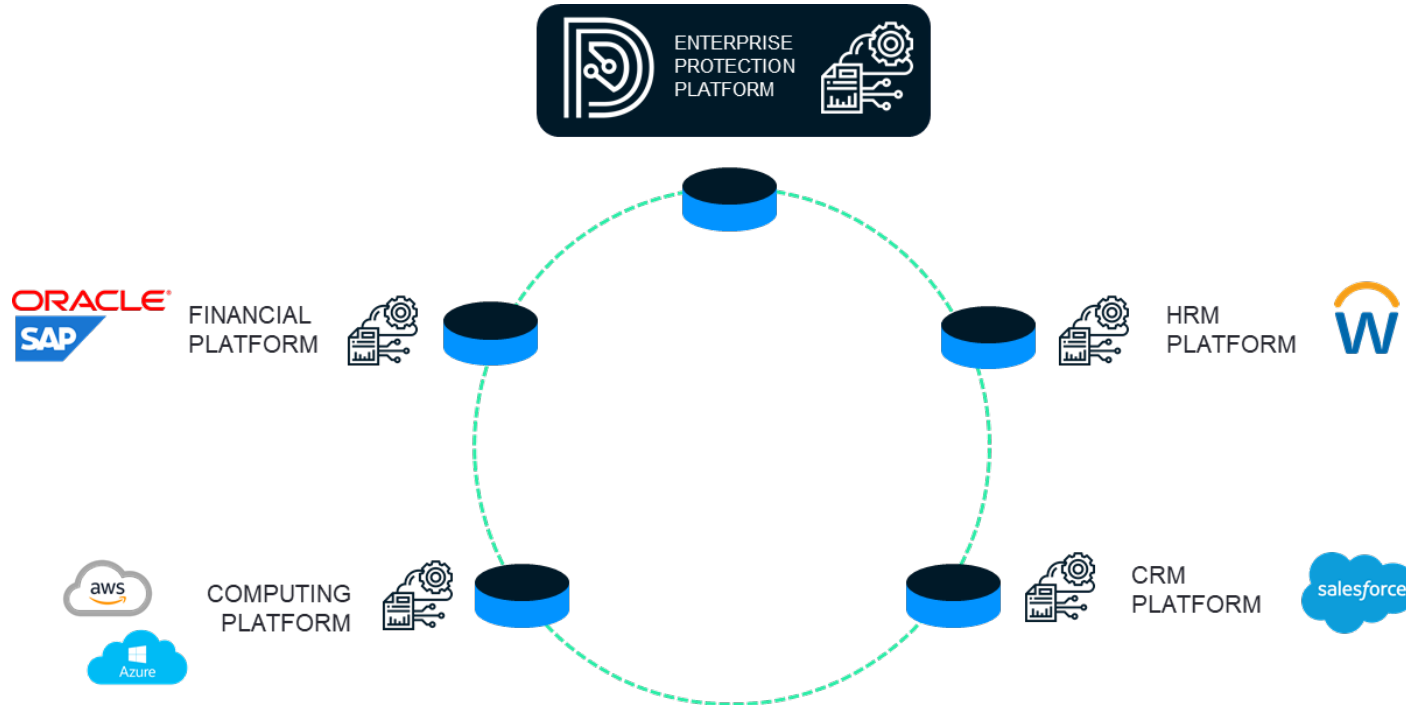
Protection.

- Protect organisations from unnecessary and unforeseen business risks
- Focus on protecting human resources, workplace safety, investment in assets
- Through Damstra's resource orchestration solutions – qualify, monitor, improve & fuse
- Ensuring prepared people, safe workplaces, connected assets and accessible information
- Creating zero harm environments



EPP is positioned in the enterprise software stack








Sits alongside and integrates with other leading enterprise platforms

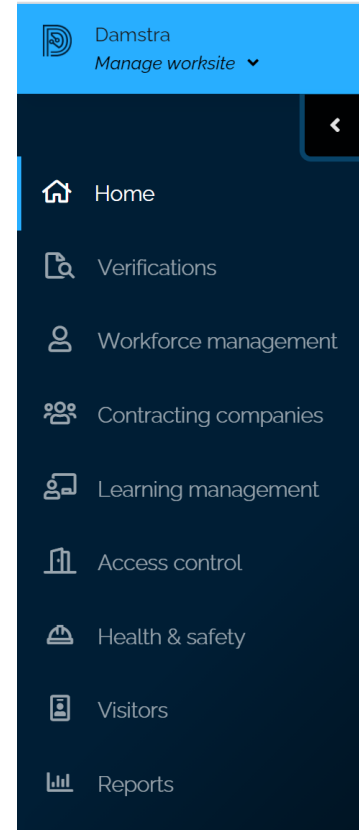


EPP Hub integrates all Damstra modules and products

DAMSTRA HUB

Gateway to protecting your world

	Investment area		Risk protection		Products and modules
	People		Prepared People		Workforce management Learning management Virtual reality
	Workplaces		Safe Places		Access control Digital forms Damstra Safety and incident management Solo connected worker
	Assets		Connected Assets		Asset mobilisation Asset management RFID and IoT
	Information		Accessible Information		Reporting User BI tools Predictive analytics



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EPP roadmap overview



DAMSTRA

		Focus	FY21 – FY22					
			April	May	June	July	Aug	Sept
 EPP Hub	Integrations web platform	Safety	Learn	Solo	Workflows			
	Mobile		Worksite user app & integrations			Worker app & integrations		
 Prepared People	Worksite	Induction bookings	Toolbox	Cross-platform feature parity				
	Contracting companies			Company management	Company mobilisation			
	Learning	Deep integration			Predictive learning triggers			

EPP roadmap overview (continued)



DAMSTRA

Focus	FY21 – FY22					
	April	May	June	July	Aug	Sept
Solo	Video recording		Integration			
	Device feature parity					
HSE – Digital Forms	Deep integration			Damstra Safety mobile app		
HSE – Safety	Integrate Damstra – Vault Enterprise, API build, UI/UX refresh			Integration of Damstra Safety clients in EPP		
Access Control	Live terminal updates					
Assets	Plant mobilisation		UI/UX refresh of other modules		IoT RFID	
Analytics	Reports					
	User BI tool			Configurable dashboards		

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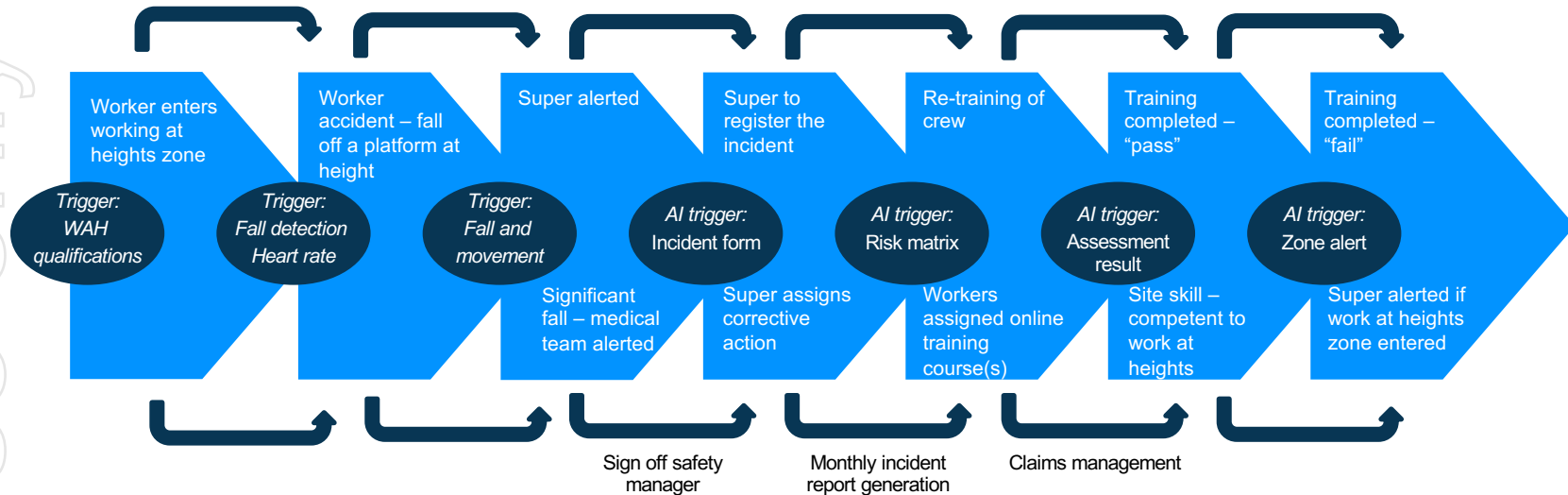


5. TECHNOLOGY

The building blocks of Enterprise Protection



Working at heights – core protection process and branching



Product modules



Solo



Safety



Learning



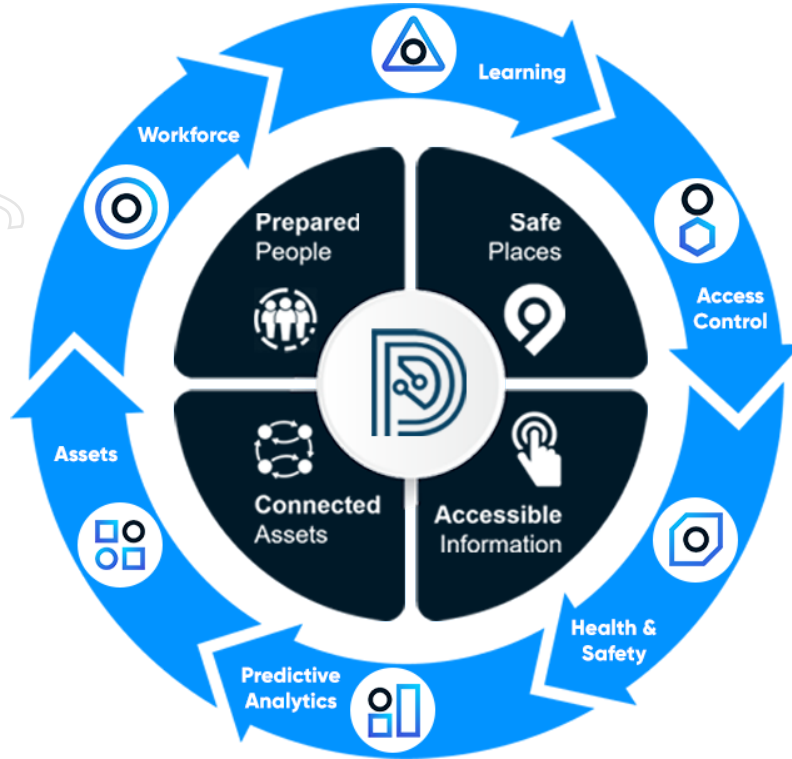
Workforce



Digital form



Predictive analytics – AI and ML



- Robust workflow engine driven natural flows and efficiency between organisational layers to ensure protection of organisations
- AI at inflection points between organisational layers for increased efficiency and effectiveness
- Predictive safety analytics to uncover high-risk areas within the operating environment to take action to prevent incidents before they happen

Journey toward AI-driven protection



D A M S T R A

For both enterprise and mid-market segments

Increasing
breadth of
protection



INFORMATION

Enterprise reporting

Metrics configuration

Forecast utilisation

Scenario building

AI-based data loading

Machine learning

OHS predictive metrics

Predictive AI workflow risk management



ASSETS

Asset tracking in real time

Asset and people integration

Asset access optimisation

RFID and Solo integrated

Diagnostics analytics

Predictive Maintenance

Digital Twins And IoT

Predictive AI asset workflow optimisation



PLACES

Touchless sign-on / access

Forms expansion

Touchless site access

Seamless hardware / wearables

Audio/video distress

Satellite

Movement tracking, productivity, location-based notification

Predictive workflows supporting geo-fencing



PEOPLE

Skill gaps analytics

Worker scheduling

Predictive learning

FIFO scheduling

Predictive fatigue management

HRM functionality

AI-driven inductions

Employee verification

Realtime predictive scheduling & training workflows

Increasing depth of protection

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Damstra API v1 OAS3

damstra.v0.yaml

Damstra API

Servers
http://localhost:4010/api/v1

company Company is the top level entity

GET	/company/{id}	Get a company detail, including its relationship
PUT	/company/{id}	Update Company
PATCH	/company/{id}	Patch Company

note Note on Company

GET	/company/{id}/notes	Get note(s) of a company.
GET	/employee/{id}/notes	Get note(s) of an employee.
GET	/employee/{id}/notes/{note_id}/download	Download employee note file

subcontractor Company subcontractor

GET	/company/{id}/subcontractors	Get company subcontractors
POST	/company/{id}/subcontractor	Create a subcontractor
DELETE	/company/{company_id}/subcontractor/{id}	Delete a Subcontractor from a company

document Company, branch and employee can be related to document

World-class technology and infrastructure

- Data integration capabilities – APIs are designed using modern standards. Using OpenAPI enables innovation by empowering clients
- Delivering the cutting edge of AI & ML, integrations, wearables, business intelligence, IOT, facial recognition and security
- Continuing our aggressive digital agenda and total commitment to protecting and orchestrating people, places, assets and information



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Strategic rationale

- Large market size, highly fragmented competition
- Increasing safety regulations, with no similar integrated software offerings – opportunity to capture first-mover market share with unique and compelling EPP offering
- Availability of partners to generate qualified leads and increase market presence
- Product selection(s) allows for no touch partner channel



Market opportunity (# organisations)¹



Manufacturing – 11k+



Construction – 3k+



Education – 2k+



Utilities – 2k+



Government – 1k+



Energy – 0.4k+



Mining – 0.4k+

Multiple routes to market have been established

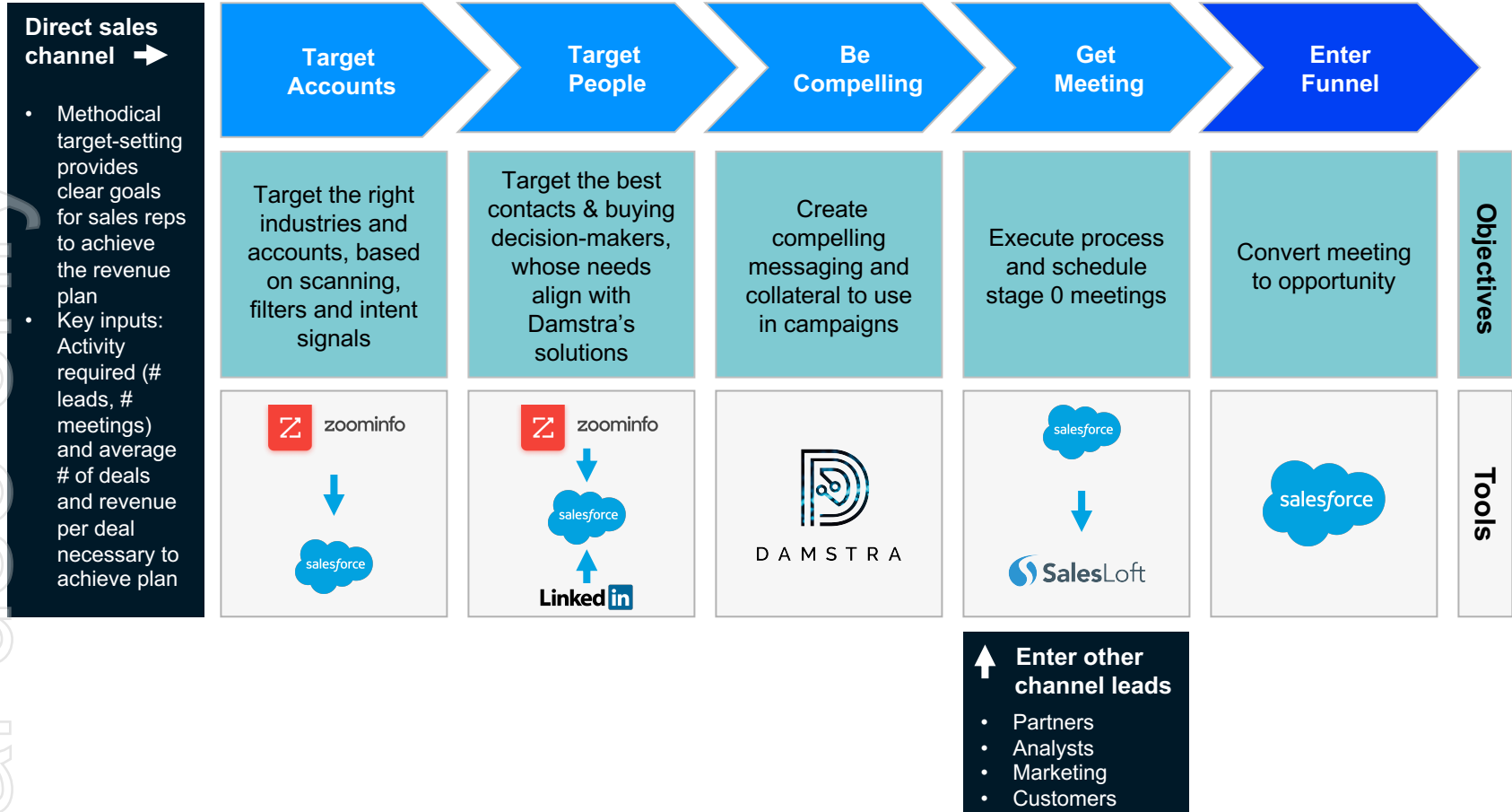
Channels

Channel	Description
Referral agents	Long term customer relationships
Advisory board members	Software industry and vertical market expertise
Business analyst community	Verdantix, Gartner, SEP
Referral service partners	Damstra extends partner service centric portfolio
Resellers	GIA, Zivaro, Mission First
Solution extension partners	Microsoft, AWS, Oracle, Workday
Vertical industry SI/Other	Aged care, Asset management, etc

Partner portfolio

Partner	Strategy
 Government Acquisitions	Government buying vehicles
 Frostbyte Consulting	EH&S expertise in North America, EMEA and Australia
 Mission First Consulting	Government buying vehicles
 SEC Security Executive Council	Comprised of >4,000 safety/security executives globally
 TORCHSTONE	Safety executives Fortune 1000
 VERDANTIX	Industry thought leaders
 ZIVARO	Commercial and government presence and buying vehicles

Targeted approach to developing the sales funnel



Sample of the growing pipeline

Select opportunities resulting from meetings held in March 2021

Account Name	Industry	Revenue	Lead Source	Status
Mining company	Mining	\$800M	Business Development	Smaller company, currently using homegrown systems
Mining company	Mining	\$1.1B	Business Development	Interest in paperless forms on MSHA approved underground device
Mining company	Mining	\$1.2B	Business Development	Strong interest, next steps, deeper dive
Global studio	Entertainment	\$8.0B	Consulting Partner	Back to work, evaluating options
Mining company	Mining	\$2.5B	Business Development	No immediate interest, keep in touch
Mining company	Mining	\$800M	Business Development	Interested in contractor management
Process manufacturer	Food Processing	\$2.8B	Kronos	Interested, will re-engage in April
Large subcontractor	Commercial HVAC	\$1.5B	Business Development	In forecast - initial proposal, reference checks performed, workshop phase
Equipment Manufacturer	Machine manufacturing	\$2.2B	Business Development	Smaller opportunity – interested in facial recognition and temperature terminals
Mining company	Mining	\$2.7B	Business Development	Interested later in the year – TWMS
Payment processing	Financial Services	\$4.7B	Consulting Partner	Interested in back to work solutions

US advisory board has been established to accelerate US growth



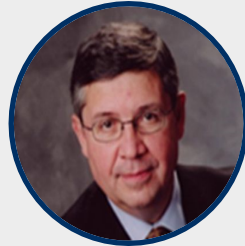
D A M S T R A

The Board includes senior executives from the technology, mining, and energy industries. Has been established to identify business development opportunities and accelerate organic growth in North America. Advisory Board members Tim Davis, Ray Gogel, Pam Saxton, and Ray Schiavone have more than 120 years of industry experience



Tim Davis

- Developed business transformation and growth strategies for global tech companies
- Workday (1st Account Executive), Adobe and PeopleSoft
- Grew Workday's customer base to over 4,000, with annual revenues over US\$3.6 billion



Ray Gogel

- Leader in utility and energy markets for disruptive technologies to drive transformation and growth
- Currently leads Avanti Enterprises
- Co-founded US Grid Company LLC and worked for Accenture, Nokia, Siemens and IBM



Pam Saxton

- Over 35 years' experience in public and private mining, tech, and money transfer organisations
- Board member of Aquila Resources Inc and Bunker Hill Mining Corp
- Was on the Board of Pershing Gold Corporation listed on the NASDAQ, Toronto, and Frankfurt Stock Exchange



Raymond Schiavone

- Over 20 years as President & CEO of several successful tech companies
- MD of Ranch View Technologies
- Was CEO of Quark Software, President and CEO of Arbortext Inc



D A M S T R A
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THANK YOU



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