

15 December 2015

## Velpic Signs Off Stellar 2015 With Major New Client Wins

### *Continues Nationwide Customer Expansion*

#### **Highlights**

- Velpic signs contracts with major new clients including: Queensland Mitchells Services, Supercheap Storage, Karridale Group and KSJV, a joint venture between SCEE & Kentech
- New clients include Velpic's first franchise owner, Sydney based Supercheap Storage, validating Velpic's ability to roll-out uniform training standards to multiple franchise business owners
- Velpic will receive SaaS subscription fee revenue for platform access, Pay Per View fees for each lesson completed and professional services fees for initial implementation
- Nationwide customer expansion further bolstered, with growing presence on East Coast of Australia

**Velpic Group** (ASX:VPN) ('Velpic' or the 'Company') is pleased to announce it has signed up a variety of new clients from across Australia in various industries to its unique cloud-based video eLearning platform, further underscoring the Company's recent nationwide expansion.

The new clients including - Queensland Mitchell Services, Supercheap Storage, Karridale Group, KSJV – will use the Velpic platform to train new and existing staff, ensuring all employees and management are current with their induction and safety practices, along with business operations.

Included among the new clients is Velpic's first franchise owner, Supercheap Storage, which opens an opportunity to roll out the platform to the franchise national network.

The new client wins also build on the Company's customer expansion strategy, which was recently bolstered through the appointments of Business Development Managers in Queensland and Victoria, and the relocation of the National Business Development Director to Sydney to drive NSW sales (*see ASX announcement 10 December 2015*).

As a SaaS (Software-as-a-Service) platform, Velpic will receive revenues from a subscription fee for providing access to its eLearning platform, along with pay per view (PPV) fees for each lesson completed and professional service fees for implementation.

#### **Velpic Chief Executive, Russell Francis, commented:**

*"Velpic is pleased to welcome these new clients to our e-learning platform, particularly as the Company focuses on expanding its footprint across Australia. The new client wins, in conjunction with the recent expansion of our business development team to the East Coast, are a signal of our rapid growth and transitions Velpic from a start-up company, to a mid-sized enterprise with a nationwide presence. Moreover, our growing blue-chip client base provides strong validation of our cloud-based eLearning platform technology."*

### Queensland Mitchells Services

Velpic is pleased to highlight its growing Australian East Coast customer base, with a new client agreement with Queensland Mitchells Services (ASX: MSV). MSV will use Velpic's eLearning technology platform as an induction tool for new and existing staff and will develop the content for its induction lessons in-house.

MSV is one of Australia's leading drilling contractors and has a strong record of delivering safe, efficient and proactive drilling services to the global exploration, mining and energy industries.

### Supercheap Storage

Supercheap Storage is the Company's first franchise client, and will utilise Velpic's eLearning platform to train its NSW based franchise owners. This represents another big win for Velpic and demonstrates that the Company's platform has application to both staff and business owners. Supercheap Storage provides storage services across Australia with 20 locations nationally and operates from 8 locations in NSW.

### Karridale Group

Leading West Australian based construction and maintenance contractor Karridale Group have signed up to Velpic's e-learning platform to provide training to their staff. The Karridale Group specialises in process plant and non-process infrastructure and has completed site construction and maintenance on projects ranging from \$0.5-\$50M throughout Australia.

### KSJV

KSJV has recently signed to the Velpic platform. KSJV is a 50:50 joint venture between leading electrical and instrumentation services provider, SCEE and renowned industrial services provider, Kentech who were recently awarded a \$50m contract to perform electrical installation services works at the Australia Pacific LNG project on Curtis Island, Queensland.

**\*\*ENDS\*\***

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### **About the Velpic Group**

The Velpic Group consists of two related entities: Velpic, a cloud-based video e-Learning platform, and Dash Digital, a brand technology agency.

Velpic has developed a unique online platform that provides a scalable, cloud-based training, induction and education solution for businesses. The platform has been over two years in development, and allows businesses to create their own training lessons and distribute them to staff and contractors, who can access the Velpic Platform on all devices including mobile phones and tablets.

The cloud-based platform has global potential and is set to disrupt the traditional Learning Management System (LMS) marketplace.

Velpic has an extensive list of ASX 200 clients using the platform, and the Velpic Group has achieved revenue of approximately \$2m over the past 12 months.

Dash Digital is a full service digital branding, marketing, web and app development organisation that seamlessly blends creative and development talents across all disciplines – visual design, print graphics, websites, software development and online marketing.

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