

8 March 2016

## VELPIC SIGNS NEW ENTERPRISE CLIENTS

### Sustained Client Growth Momentum on East and West Coast

#### Highlights

- Velpic secures a number of new enterprise clients including major companies Cargotec, NRW and Southern Cross Electrical Engineering
- New client wins provide strong validation of Velpic's value proposition
- Consistent with growth strategy to continue National expansion across Australia and increase market penetration

**Velpic Ltd** (ASX: VPC) ("Velpic" or the "Company") is pleased to advise it has signed a number of new enterprise clients to its unique cloud-based video eLearning platform, representing continued growth of the Company's presence across Australia following the recent expansion of the national sales team.

The new clients come from across Australia and a range of industries including heavy industry, engineering, resources, hospitality and retail. The list below represents some of the clients Velpic has recently secured.

#### **Cargotec**

Is a global provider of cargo-handling machinery for ships and ports and has over 11,000 employees working in over 100 countries. Cargotec has signed to Velpic's platform for its Victorian based operations.

#### **NRW Holdings**

The Company has signed mining and civil contractor NRW to its eLearning platform. With nearly \$800 million in annual revenue, ASX-listed NRW delivers its services to Australia's resource and infrastructure sectors.

#### **Southern Cross Electrical Engineering (SCEE)**

Established for more than 30 years, SCEE is a provider of specialised electrical and instrumental services within the resources industry in Australia and overseas. SCEE's workforce currently totals around 1,000 employees with recruitment continuing.

Velpic Limited  
ABN 65 149 197 651

243 Hay St Subiaco WA 6008  
t 1800 463 828 f (08) 6160 4445  
e info@velpic.com velpic.com

For personal use only

The nationwide uptake of Velpic's eLearning platform demonstrates the value proposition of the product and follows the appointments of a national enterprise sales team to drive the growth of enterprise clients Australia wide.

Velpic is to receive revenues from a subscription fee for providing access to its eLearning platform, professional service fees for implementation, and will receive pay per view (PPV) fees for each lesson completed.

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

*"Following the appointment of Business Development Managers across Australia its fantastic to see the Company continuing to expand its footprint nationally, with new clients in New South Wales, Victoria and Western Australia. Every new client provides further validation of the strength of our product, as we continue to position ourselves as the leading player in the Learning Management Systems market place."*

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

**For further information, please contact:**

**Investor queries:**

Russell Francis  
CEO – Velpic  
+61 8 6160 4455  
russell@velpic.com  
[www.velpic.com](http://www.velpic.com) - for product information  
[www.velpiclimited.com](http://www.velpiclimited.com) - investor relations

**Media queries:**

Fran Foo  
Director  
Media and Capital Partners  
+61 416 302 719  
fran.foo@mcpartners.com.au

**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 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, and Velpic already has an extensive list of ASX 200 clients using the platform.

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.

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.