

January 15<sup>th</sup>, 2018

## ANNUAL LETTER FROM THE PRESIDENT & CEO

Customers, Colleagues and Friends,

2017 was a transformational year at eCompliance. Our user base grew by 158% and, on average, our customers reported an incident rate reduction of over 50%. We've seen numerous eCompliance customers achieve national award recognition for their thought leadership, and many have also received promotions to national or international leadership positions. Thanks to your success and continued feedback, eCompliance has become the world's largest cloud safety software platform, supporting the elimination of incidents in over 20 countries and has been able to create a Safety Nerd Community that engages and unites safety leaders from around the world. We couldn't be more proud of everything our customers have accomplished in 2017 and are excited to continue to build the community in 2018.

On average, safety outcomes have been stagnant for the last 25 years. In fact, in December, **OSHA reported** an increase in fatalities in 2016. Our community can do better for the 50+ million people in North America that work in hazardous environments every day. We're committed to one thing, supporting the Safety Nerd Community to eliminate 1 million incidents by the end of 2020. And we're well on our way! Based on the incident rates reported by our customers, our community has eliminated 238,000 workplace incidents and that number is growing exponentially.

When the frontline workforce participates, outcomes improve because we make better decisions from solid EHS data and we focus our organization's energy on the highest priority activities that truly make a difference.

We're proud of our many other accomplishments in 2017. Our team has more than doubled in size. Additionally, we released Safety Intelligence, the first business intelligence tool specifically designed for safety professionals (it's about time!). Lastly, we hosted our inaugural Safety Summit, called NXT: the Future of EHS. If you're interested in next year's event in Scottsdale, AZ sign up for early access information at [www.ecompliance.com/nxt2018/](http://www.ecompliance.com/nxt2018/)

In 2018 we look forward to going even further for the Safety Nerd Community. We formed exciting new partnerships with Microsoft and Telus to advance our thoughts on mobile and predictive analytics. Additionally, we're planning some awesome new product advancements based off the contributions from our users of over two-hundred million leading indicators and the best technology of our 2017 acquisition of **Field ID**.

Our team recognizes that technology supporting workplace safety is only one piece of the puzzle, but by continuing to integrate user feedback and engaging with leading companies, our customers will benefit from the continuous improvement loop that spans hundreds of companies and millions of daily decisions. We always welcome your ideas and feedback, so **contact us** anytime!

We hope you and your team had a safe and prosperous 2017 and we look forward to continuing to support the Safety Nerd Community in 2018.



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**Adrian Bartha**  
Chief Executive Officer



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**Josh LeBrun**  
President & COO