



Investor Presentation
Business Update 8 Dec 2023

DRIVING INNOVATION
WITH PURPOSE

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- The contact person for the Sponsor is Mr Jerry Chua, Evolve Capital Advisory Private Limited, at 138 Robinson Road, # 13-02 Oxley Tower, Singapore 068906 telephone (65) 6241 6626.

AGENDA

- Company Overview
- Financial Overview
- Business Updates
- Strategies/Investment Merits



iWOW

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Company
Overview



iWOW

ABOUT iWOW

Established since 1999, iWOW Technology is a Singapore based technology solutions provider specialising in integrated wireless IoT solutions offered as a service and telecommunications infrastructure.

Our Vision

A smarter, greener, and safer world through our innovations in wireless technology solutions.

Our Mission

To provide innovative IoT solutions for an increasingly urbanised, ageing and resource constrained world.

Our Achievements

2018 – United Nation Global Compact’s “Corporate Sustainability Award” for its work that enabled its Smart Metering solutions to uncover unconscious wastage.

2021 – DEMark Award for its industrial design for TraceTogether Token.

2022 – Listed in Singapore Stock Exchange (SGX:NXR)

Government Supplier Registered

EPU/CMP/10 – Computer Related Hardware, Software, and Services

EPU/LAB/30 – Laboratory Equipment and Accessories

EPU/SER/19 – Service (Data Entry, Supply of Manpower)

BCA Registered Communication and Security Systems Grading L6



SPECIALIZED IN SMART CITY SOLUTIONS



SMART TRACKING



SMART BUILDING



SMART INFRASTRUCTURE



Alarm Alert System



TraceTogether Token



Smart Metering



5G and WiFi Infrastructure



Electronic Monitoring Solution



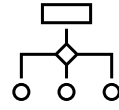
WHY CUSTOMERS CHOOSE iWOW



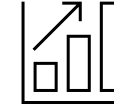
Established reputation and strong track record of over 20 years



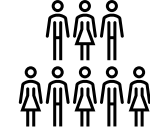
Unique ability to provide proven end-to-end and a wide range of IoT Solutions



Committed and highly experienced founder and management team



Strong financial growth supported by robust order book.



In-house R&D, productions and operational capabilities to provide totality solutions.

OUR CLIENTELE

Government



Utilities



Commercial



FMCG



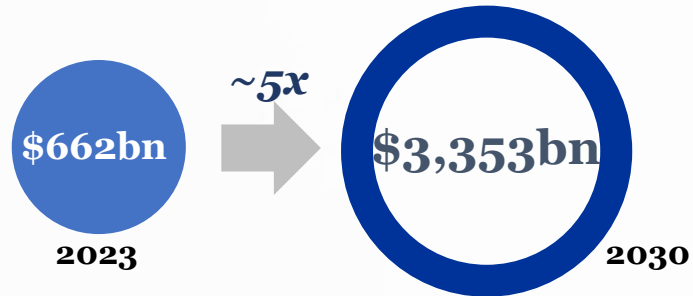
Industrial



Well-positioned to ride the post-covid digitalisation wave

Increasing demand for IoT solutions

Global IoT industry



- Global IoT market value is expected to reach **US\$3.35 trillion** by 2030 ¹
- Global smart city revenue is forecasted to reach **US\$241 billion** by 2025 ²
- Singapore Government plans to spend up to **SG\$3.3 billion** in ICT in 2023 ³

Proliferation of enabling technologies









- Advancement in new wireless technology standards such as **5G** and low-power wide area connectivity networks (e.g. **LoRaWAN** and **NBIOT**) have enabled communications with low latency, increased security and enhanced efficiencies.
- Advancement in **Cloud Computing, Big Data** and **Artificial Intelligence** have accelerated digital transformation momentum in all sectors.

Confluence of megatrends

- Megatrends which are shaping the global economy represent positive tailwinds for the IoT industry:
 - **Urbanisation**
 - **Aging Population**
 - **Sustainability**
- Singapore is at the forefront of these megatrends through its **Smart Nation program**. According to IMD's Smart City Index 2023 ⁴, Singapore is ranked 7th, making it the **top Asian city**.



Key Products & Services

Segment	Product / Solution	Description	Nature of revenue
Smart City Solutions ("SCS")	 Smart Metering	Deployment of Smart Metering solutions	Project Fees Product Sales
	 Trace Token	Design and supply of the contact tracing solution and Trace Token	
	 Alarm Alert System ("AAS")	Deployment of Alarm Alert System solutions with iWOW Developed Hardware	
IoT as-a-Service ("IaaS")	 Smart Metering	Operation & Maintenance of our Smart Metering solutions	Recurring based on a subscription model
	 Alarm Alert System ("AAS")	Operation & Maintenance of our Alarm Alert System solutions	
	 Electronic Monitoring System ("EMS")	Deployment and operation of our Electronic Monitoring System solutions with iWOW developed hardware	
Smart City Infrastructure ("SCI")	 Wireless Engineering Solutions ("WES")	Deployment and Maintenance of telecommunication network infrastructure	Project Fees
	 Datacomm & Enterprise Solutions ("DES")	Deployment and Maintenance of in-building wireless connectivity solution	Recurring operations & maintenance fees

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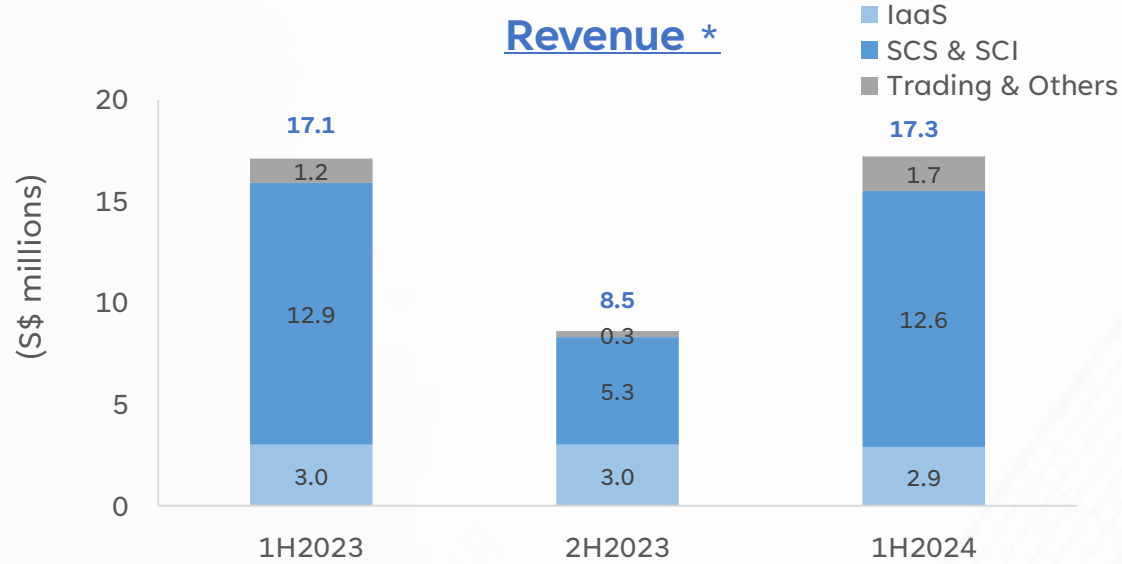
FY2024-1H
Financials



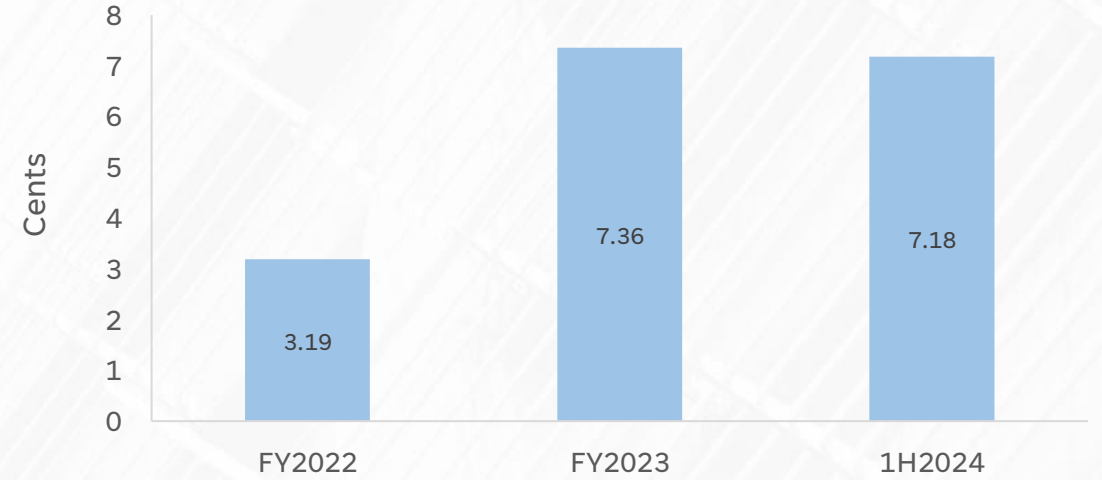
iWOW

Financial Highlights

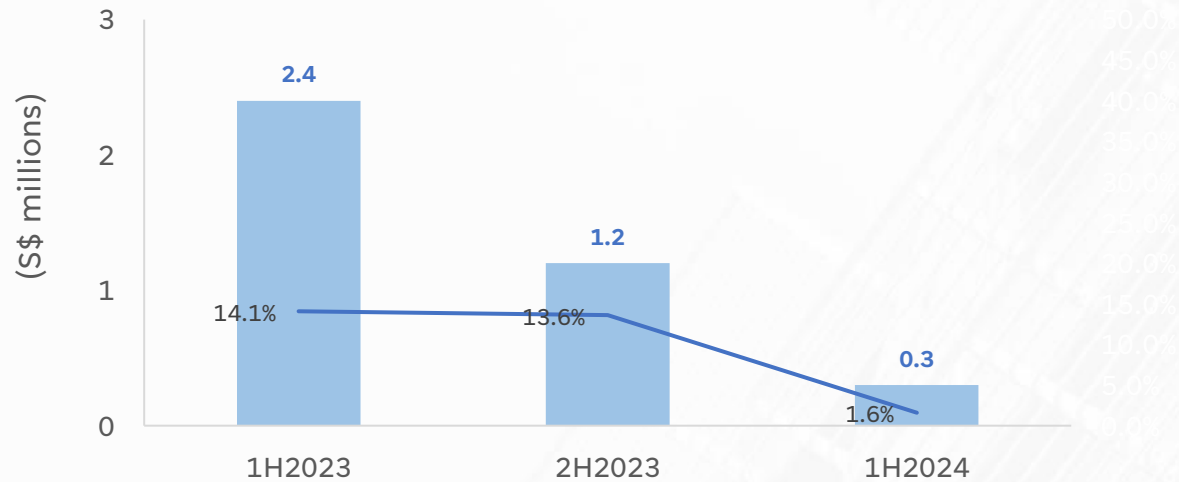
Revenue *



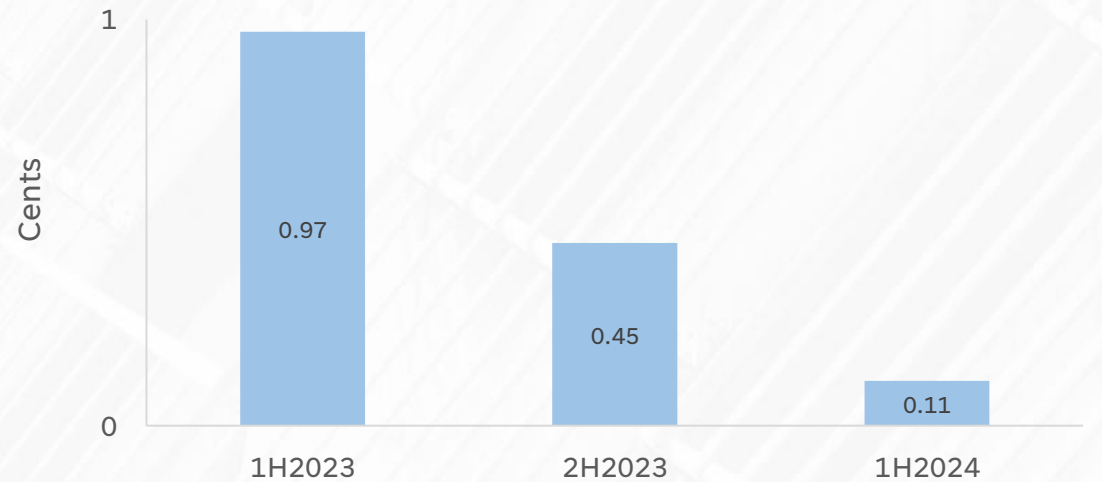
Net Asset Value per share ¹



Net Profit & Net Profit Margin



Earnings per share



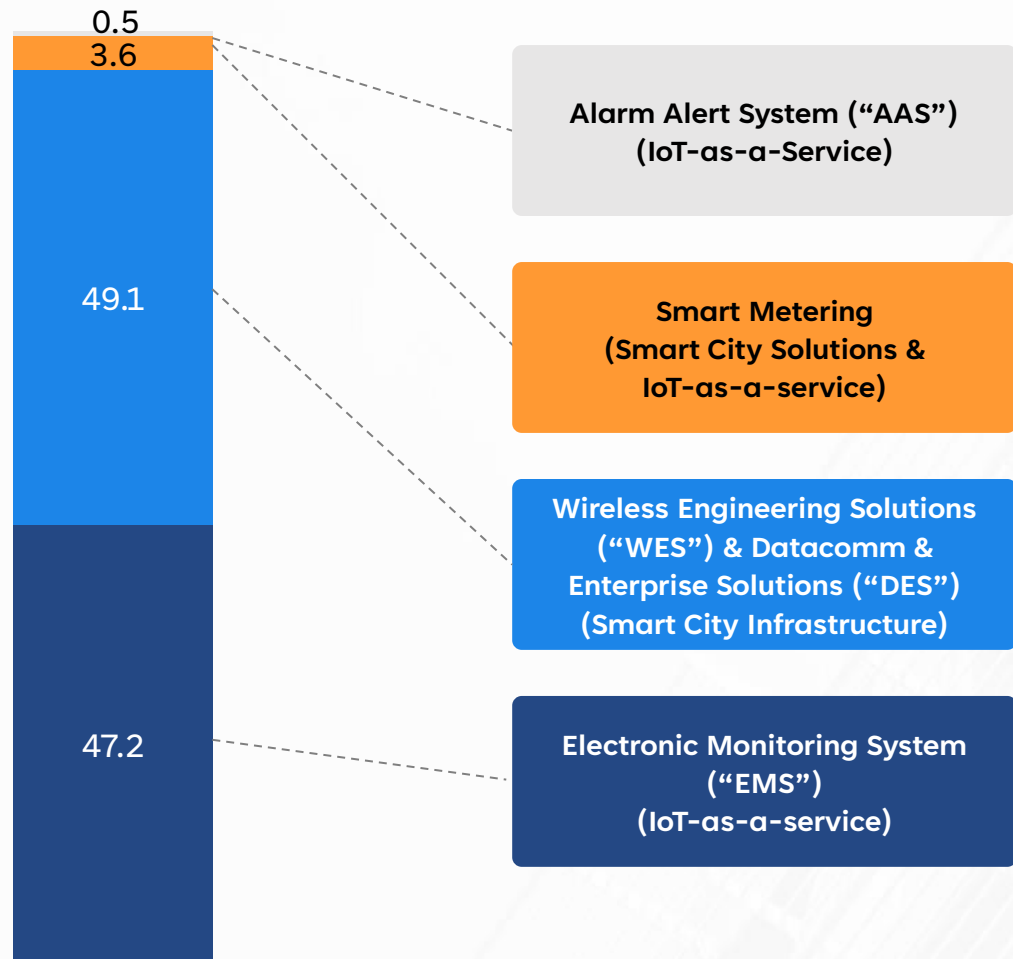
¹ A final exempt (one tier) dividend of S\$737,000, in respect of FY2023, was paid out in 1H2024.

* Figures may not add up due to rounding.

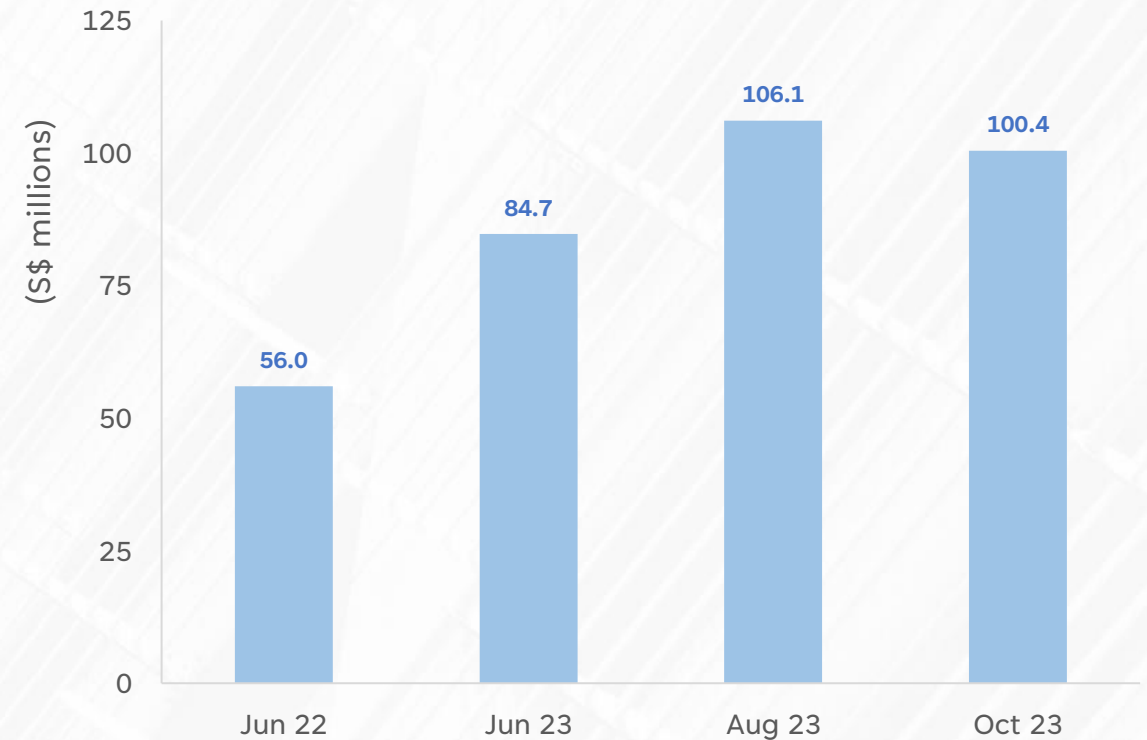
Order Book Growing Strongly

\$100.4 million

As of Oct 2023

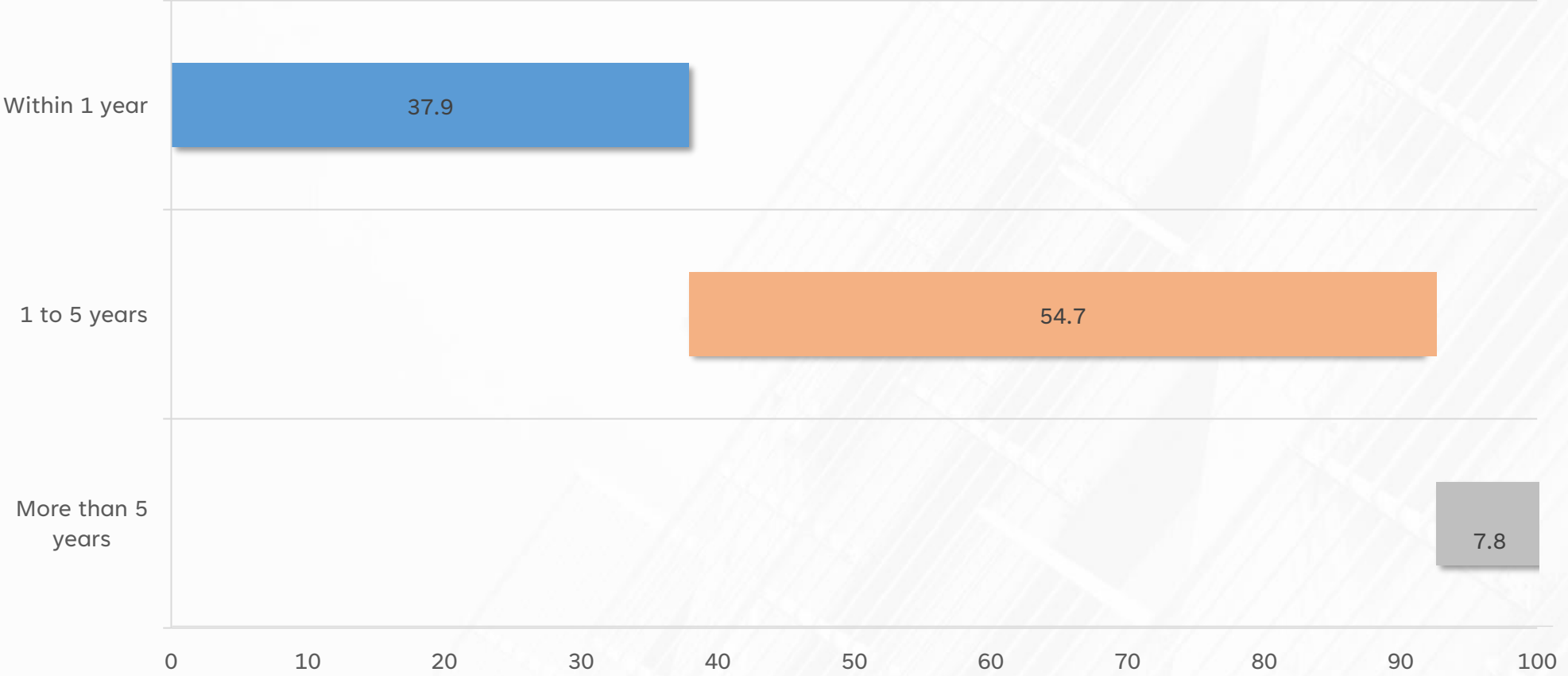


Order Book



Order Book – Estimated Fulfilment Horizon

(S\$ millions)



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Business
Updates



iWOW

Business Updates

Expansion

- ❑ Completed acquisition of Roots Communications Pte Ltd, a leading telecommunication solutions provider and regional value-added distributor, serving telcos and enterprise clients.
- ❑ Incorporated iWOW Malaysia as satellite R&D office



Major Contracts Awarded as announced since Jul 2023

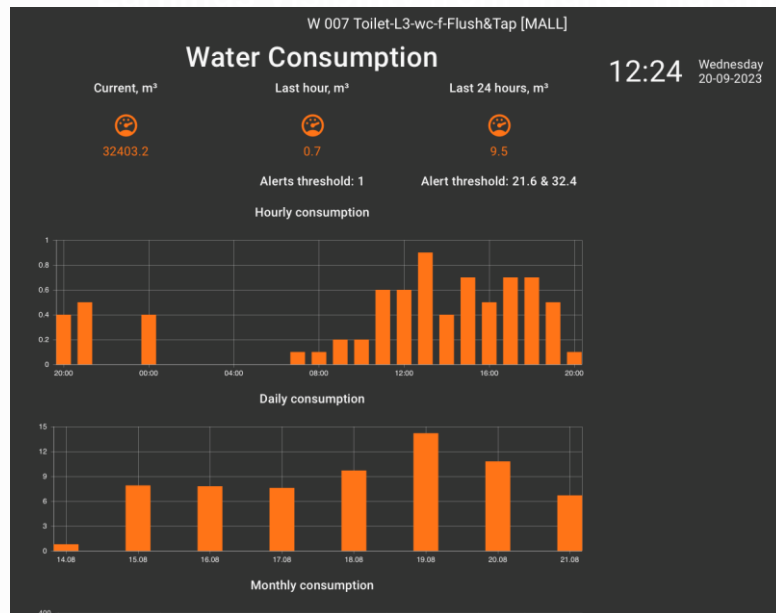
- ❑ S\$20.0 million – Smart City Infrastructure (covering Hardware Installation to be fulfilled over next 12 months with 10-year Maintenance Services)
- ❑ S\$4.8 million – Smart Metering for Leading Commercial Real-Estate Services Provider in support of Utility Billing Service (IoT-as-a-Service for 5 contract, with option for additional 5-year extension)



Business Updates

Research & Development

- ❑ New Personal Alert Button for seniors
- ❑ New Electronic Monitoring Tags for youth-at-risks & high-risk prisoners
- ❑ New Smart Building platform that facilitates the integration of data from smart meters and other IoT sensors



Capability Development

- ❑ Cyber Security & Data Protection : First subsidiary certified ISO 27001 (global standard for information security management systems) with rest of iWOW Group targeted to be certified by 2024.
- ❑ Patent pending for new products



IWOW is keeping our Seniors Safe

Govt unveils plans for better living conditions for seniors, including emergency buttons in more rental flats



Health Minister Ong Ye Kung holding the "wireless alert alarm system" at the NTUC Health Active Ageing Centre on Nov 16, 2023, as National Development Minister Desmond Lee and Acting Transport Minister Chee Hong Tat look on.

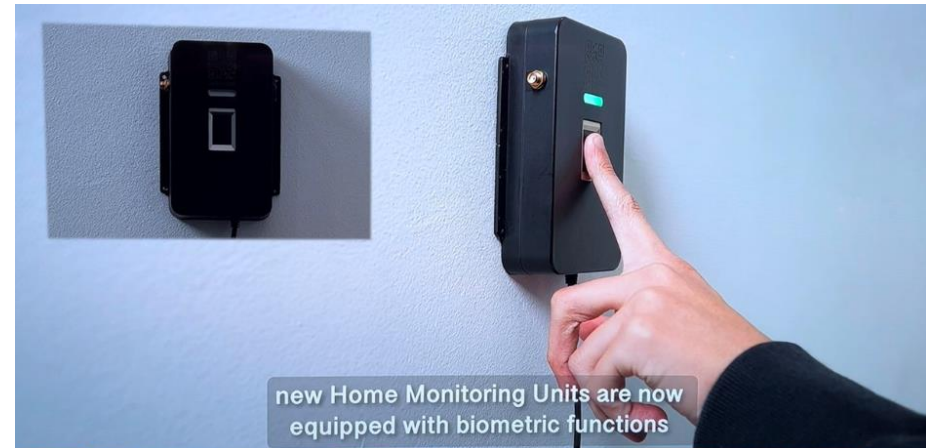
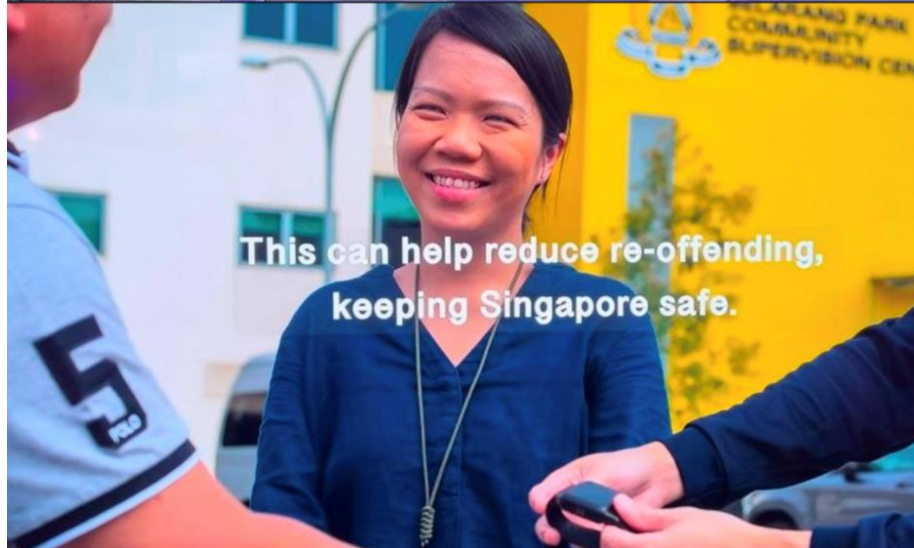
BY RENALD

Published November
Updated November



- About 26,800 seniors living in about 170 public rental housing blocks will have a "wireless alert alarm system" placed in their homes to call for help during emergencies
- The device, installed in 50 rental blocks with "higher concentrations of seniors" since 2019, is a battery-powered red button mounted on a wall and can be placed in various accessible locations in the flat
- About 800 seniors have already received emergency medical care by using the system
- The initiative is part of Age Well SG, a national programme to support seniors to age well in their homes and communities, announced on Thursday (Nov 16)
- The Ministry of Health will also dedicate around S\$800 million from FY2024 to FY2028 to better resource Active Ageing Centres around the country

IWOW is keeping Singapore Safe



Home Team Festival Nov 23

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Strategies &
Investment Merits



iWOW

Progress in our strategic roadmap

Enhancement R&D to bolster our IoT offerings

- Focus on R&D of new products aimed at meeting unmet needs of the Eldercare and Endemic Management
- Separate announcement will be made on product launch

Expansion via investments, M&A, JV

- Target companies that have complementary technological solutions, allowing the Group to expand its offerings to other geographical locations and/or achieve value chain integration in existing markets or to penetrate emerging markets



Expansion of our customer base and product offerings

- Expand and organize our team to not only win and deliver our IoT solutions

Increasing our reach

- Offer IoT solutions in adjacent countries – Japan, Thailand, Malaysia, Indonesia and the UAE
- Target countries with high IoT penetration and digital infrastructure or countries with technology driven policies like Singapore's Smart Nation Initiatives
- Trade shows and joint-marketing with partners

Investment Merits



Strong Track Record In Smart City & Wireless Infrastructure Projects



Well-positioned to Capture Robust Tailwinds and Megatrends



Earnings Visibility from Higher-margin, Recurring Subscription Business



Integrated IoT Solutions and R&D Capabilities Are Key Strengths



Scalable Asset Light Business Model



iWOW

Thank You

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