



H2 2021 Overview



Optimizing Energy™



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About TrickleStar

- Lean ▶ 24 staff. 8 Key Management Personnel (as of February 2022)



Bernard Emby
CEO



Gunananthan
Nithyannantham
COO



Andrew Ang
CFO



Jon Lanning
VP Sales



Stephan Constant
VP Sales



Krishnan Sinnappan
CTO



Yap Saw Cheng
Executive Secretary
to the Board,
Head of Admin and
Human Resources



Alyssia Yu
Logistics & Systems
Manager

- **Best in class** systems
 - ERP ▶ SAP B1
 - CRM ▶ Microsoft Dynamics
 - Microsoft Office
- **Manufacturing**
 - Contract manufacturing in China, Malaysia, and Vietnam
 - 3 additional Contract Manufacturers in 2021

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About TrickleStar

- Founded in 2007, TrickleStar is a “green- tech” company, with a mission to be the world leader in the design and supply of simple, easy to use electric load control products that reduce energy consumption, improve people’s lives and help electric utilities manage grids more efficiently ▶ hence the tagline “**Optimizing Energy**”
- A portfolio of energy-optimizing solutions including:
 - Advanced PowerStrips + Surge Protectors
 - Wi-Fi Smart Thermostat
 - Wi-Fi Water Heater Controller
 - DryerSaver
 - Advanced Keyboard
 - Li-on Battery Power Stations
- Headquartered in Kuala Lumpur, Malaysia and listed in Singapore on the SGX-Catalist market; primary sales are focused in the USA and Canada, with plans to expand sales internationally
- TrickleStar products are included on the list of approved products for energy efficiency programs in more than 20 states in the USA and Canada, including Massachusetts, California and South Carolina



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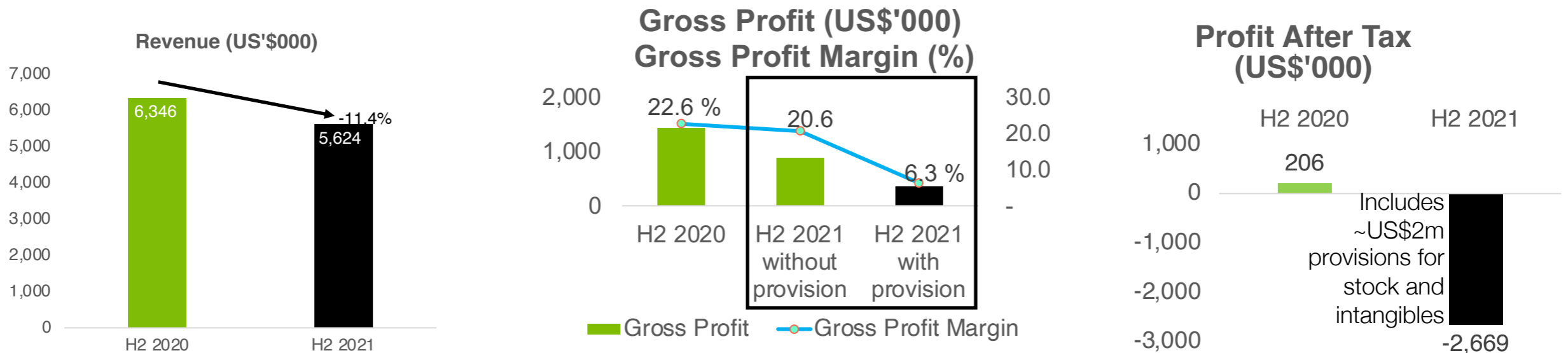




Financial Highlights

US\$'000	6 Months		Year Ended 31 December				
	H2 2021	H2 2020	2021	2020	2019	2018	2017
Revenue	5,624	6,346	11,288	12,850	14,525	12,841	10,322
Gross profit	352	1,437	1,796	3,204	3,879	4,468	3,529
(Loss)/Profit before tax	(2,148)	99	(1,874)	669	251	2,313	476
(Loss)/Profit after tax	(2,669)	206	(2,394)	713	175	1,968	647
Net (loss)/profit attributable to shareholders	(2,669)	206	(2,394)	713	175	1,968	647
(Loss)/Earnings per share (US cents)	(3.23)	0.25	(2.90)	0.87	0.23	2.95	0.97
Gross profit margin	6.3%	22.6%	15.9%	24.9%	26.7%	34.8%	34.2%
Net profit margin	(47.5%)	3.2%	(21.2)%	5.5%	1.2%	15.3%	6.3%

Operating Performance – Revenue and Profits



- H2 2021 Revenue dipped by 11.4% YOY to US\$5.6 million, impacted by price competition.
- In particular, we experienced shortages of electronic components and semi-conductors, and a lack of availability of shipping containers and cargo ships.
- Gross profit margin decreased from 22.6% for H2 2020 to 6.3% for H2 2021. H2 2021 included a US\$533k provision against stocks (we are seeing less advanced products moving more slowly even though sales are continuing). Before the provision the GP margin was 15.7%.
- The other main causes of the decrease were higher input component and shipping costs. Price competition compressed margins and we were only able to get some of our main customers to accept price increases later in Q4 2021
- The loss after tax of US\$2.7M was attributable mainly to provisions for stock and accounting provisions of US\$1.5M against the value of our intangible assets (accounting regulations require provisions where there are uncertainties about the timing of commercialisation and future revenue streams).
- The turn from profit to loss was also caused by the lower GP and inflationary pressures that, in particular, hit S&D expenses.
- At the taxation level, we have not recognised a deferred tax asset due to uncertainty as to when the asset may be utilised.

“2021 was the most difficult year for TrickleStar in its history....we have made provisions....and our balance sheet is strong”. Bernard Emby Founder and CEO



Balance Sheet Summary

US\$'000	As at	
	31 December 2021	31 December 2020
Non-current assets	484	1,087
Current assets	8,621	10,361
Cash and bank balances	3,131	3,672
Total Assets	9,105	11,448
Borrowings	500	0
Other current liabilities	2,966	3,449
Non-current liabilities	576	110
Total liabilities	4,042	3,559
Total equity	5,063	7,889
NAV	5,063	7,889
NAV per share (US cents)	6.12¹	9.59²

Note 1 – based on 82,674,915 shares

Note 2 – based on 82,248,254 shares

In H1 2021, TrickleStar arranged a bank loan facility of US\$2.5M to increase financing sources for growth, and also has over US\$2.6M net cash available (of which US\$1.5M secures the bank facility).

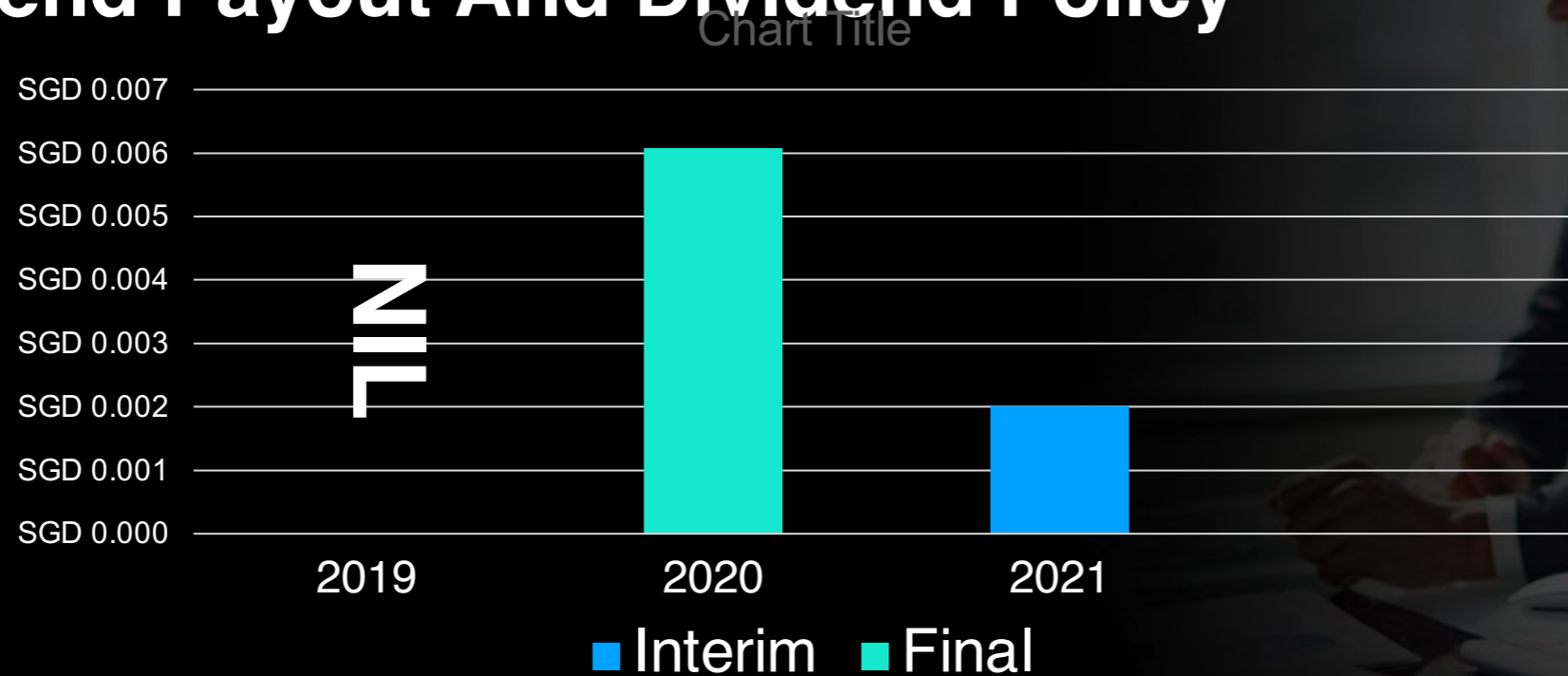


Liquidity And Capital Resources

US\$'000	2H2021	2H2020	FY2021
Net cash generated from operating activities	974	(186)	552
Net cash used in investing activities	(1,022)	(331)	(1,450)
Net cash from/(used in) financing activities	323	(90)	(1,077)
Net change in cash and cash equivalents	275	(607)	(1,975)
Cash and cash equivalents at beginning of financial year	1,407	4,262	3,664
Exchange difference	(59)	8	(66)
Cash and cash equivalents at end of financial year	1,623	3,664	1,623

In H12021, TrickleStar obtained a bank facility of US\$2.5M, which is secured by a US\$1.5M cash deposit.

Dividend Payout And Dividend Policy



High Dividend Policy

Committed to a dividend pay-out of not less than 50% of our Group's **consolidated net profit after tax**, excluding non-controlling interests and non-recurring, one-off and exceptional items, whether as an annual dividend or an interim dividend

Dividend Pay-out

- No dividend for 2019 or interim dividend in 2020 due to negative reserves in holding company
- 2020 final dividend of 0.45 US cents (equivalent to SGD 0.006) per ordinary share
- H1 2021 interim dividend of 0.2 SGD cents (SGD 0.002) per ordinary share

Note: Decision made in 2021 to declare interim dividend in SGD

The Energy Efficiency Industry

- The world has an almost insatiable need for energy colliding with a pressing need to reduce carbon emissions
- “This may sound too good to be true, but the world has a renewable energy resource that is perfectly clean, surprisingly abundant and immediately available. It has astounding potential to reduce the carbon emissions that threaten our plants, the dependence on foreign oil that threatens our security and the energy costs that threaten our wallets. Unlike coal it doesn’t pollute, unlike solar and wind it doesn’t depend on the weather, unlike ethanol it doesn’t accelerate deforestation or inflate food prices, unlike nuclear plants it doesn’t raise uncomfortable questions about meltdowns or terrorist attacks or radioactive waste storage and it doesn’t take a decade to build. It isn’t ‘what if?’ like hydrogen, clean coal and tidal power, it’s already proven to be workable, scalable and cost effective. And we don’t need to import it. This miracle goes by the name **Energy Efficiency**” ¹
- “**Energy Efficiency** is not just the low hanging fruit, it is the fruit that’s lying on the ground” ²
- **Energy Efficiency** is a global opportunity with far reaching implications for energy markets and climate change

Note 1 Source: Steven Chu, former US Energy Secretary, Time Magazine, “America's Untapped Energy Resource: Boosting Efficiency” January 2009

Note 2 Source: Steven Chu, New Scientist, 27 May 2009



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Energy Efficiency & Demand Response

- State governments and public utility commissions in most US states have implemented Energy Efficiency Resource Standards (“EERS”), which establish specific long-term energy efficiency targets that electric utilities must achieve through amongst others, energy efficiency and demand response programs
- As of July 2020, 28 of 52 states in the USA had adopted state-specific EERS¹
- Annual energy efficiency spending in North America is expected to reach nearly US\$11.3 billion in 2028²
- To meet mandatory savings targets, utilities manage a portfolio of energy efficiency measures, subsidising the cost of energy efficient technologies to commercial, industrial and residential markets including LED lighting, Wi-Fi Smart Thermostats, low flow showerheads and Advanced PowerStrips to name a few
- The new administration in the USA indicates a more aggressive environmental protection policy and approach to reducing carbon emissions

Note 1: Source National Conference of State Legislatures website. ncsl.org

Note 2: Source <https://www.tdworld.com/smart-utility/article/20972375/energy-efficiency-spending-in-north-america-expected-to-reach-us113-billion-in-2028>



Products

Stand-Alone Products

PowerStrips

- T2 APS 
- T1 APS 
- Plugload APS 
- SensorClick 
- GSA PowerStrips 
- Surge Protectors 

USB Motion Sensor 

Energy Monitor 


Power Switch 


DryerSaver 


Advanced Keyboard  **NEW 2022**


Portable Power Station and Solar Panel  **NEW 2022**


Connected Products

Smart Thermostat 

Electric Water Heater Controller 

Portal 

App 

DR Services 

- Next Generation Internet of Things (IoT) Energy Optimization Products for Demand Response Programs

Advanced Keyboard

- Research supported energy savings of 40-70% for desktop PC's
- Global application around the world for commercial, government and residential PC's



USB Type-C to USB
Type-A Adapter



USB Type-C
Connector



Portable Power Station + Solar Panel

- 1500Wh Li-Ion battery solution
- AC or Solar rechargeable
- Provided by utility companies to customers affected by fire safety shutdowns and natural disasters



PowerStation1500



Portable Solar Panel



Wi-Fi Smart Thermostat

- 715 utility programs in the US use smart thermostats
- > 4 million smart thermostats sold annually in the USA



Occupancy Sensor



C-Wire Kit





Wi-Fi Electric Water Heater Controller

- ~39 million stand-alone electric resistance water heaters in the US that can be connected and integrated into utility energy efficiency and demand response programs
- Simple, retrofit solution for all electric resistance water heaters 100-240VAC, also suitable for international markets in Europe and Australasia



TrickleStar® Portal™



TrickleStar® App™





TrickleStar[®] DryerSaver[™]

- ~80 million stand-alone electric clothes dryers in the USA that can be made smart and participate in energy efficiency programs
- Simple, retrofit solution for all electric clothes dryers



Operations





Competitive Advantages

- **Structural** - high barriers to entry due to requirements set by Public Utility Commissions and stringent selection criteria by electric utilities, implementation contractors and energy auditors in the USA for inclusion in approved energy-optimization products list for energy efficiency programs
- **Network** - Strong, well established network of customers in the industry for the provision of energy-optimization products for energy efficiency programs
- **Reputation** – in a risk averse industry, TrickleStar has established an enviable track record in delivering safe, well-built, “Affordable Premium” energy-optimization products
- **Team** - highly experienced, capable team, led by Executive Chairman and Chief Executive Officer, Bernard Emby, with many years of experience in developing and commercialising technology and IoT products
- **Focus** - asset-light business model where TrickleStar develops the brand, intellectual property and manages sales. Sub-contracting with multiple electronic contract manufacturing partners with domain expertise in power electronics, control systems, IoT and battery technologies enables cost effective, high quality products
- **Growth Opportunities** – a solid balance sheet coupled with a new product range is providing a path for international expansion

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Thank you

Investor relations



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