

PRESS RELEASE

TOTM Technologies' 1H2023 revenue jumps 112% to S\$16.9 million

- **1H2023 GP and GPM of S\$3.6 million and 21.0% respectively**
- **1H2023 loss of S\$4.5 million, a 10.3% improvement year-on-year**
- **Global digital identity solutions market size is projected to experienced double-digit annual growth from US\$27.9 billion in 2022 to US\$70.7 billion by 2027**
- **Eyeing opportunities in Asia Pacific and MENA to deliver national identity, digital identity and e-kyc solutions**

SINGAPORE, 14 January 2023 – TOTM Technologies Limited. (“**TOTM Technologies**” or the “**Company**” and, together with its subsidiaries, the “**Group**”) is pleased to announce that the Group’s revenue for the half-year ended 30 November 2022 (“**1H2023**”) has more than doubled year-on-year to S\$16.9 million.

The revenue was derived from the provision of technical support to Indonesia’s Ministry of Home Affairs, maintenance of Indonesia’s current biometric national identity system as well as projects to provide biometric identification and surveillance systems to the Indonesian law enforcement agency.

Mr Pierre Prunier, CEO and Executive Director of TOTM Technologies, said, “**Our half year results show that we can simultaneously drive growth and profitability. We have narrowed our overall loss for the period significantly on the back of cementing our leadership position in the burgeoning Indonesian market. This is just the beginning of greater things to come as we continue to scale the Group’s business sustainably in Indonesia while building up a robust project pipeline in the Middle East, Africa (MENA) and Asia Pacific.**”

During the period under review, the Group recorded project costs of S\$12.9 million in tandem with higher revenue while project staff costs increased S\$0.5 million year-on-year. Legal and professional fees paid to professional firms decreased 24.7% year-on-year to S\$2.1 million for 1H2023, which were largely one-off in nature, mainly due to corporate exercises undertaken during the period under review. In addition, the Group recorded depreciation and amortisation expenses of S\$2.9 million for 1H2023 mainly due to the amortisation of intangibles resulting from the acquisition of InterBIO and GenesisPro. Other expenses incurred was approximately S\$1.5 million mainly due to the increase in operating cost for the business expansion of the Group.

As a result of the above, the Group’s net loss attributable to shareholders narrowed from S\$5.7 million for 1H2022 to S\$4.5 million for 1H2023.

The Group’s balance sheet remained healthy with cash and bank balances of S\$15.1 million as at 30 November 2022.

Outlook

In the digital world, methods used to prove identity in the physical world cannot provide the same level of security as countries digitalize and the number and importance of end-to-end online transactions grow. In order to achieve a truly inclusive digital transformation, digital ID systems, which allow people to prove their officially recognized identity online without requiring physical interaction, have become a crucial enabler. According to MarketsandMarkets, the global digital ID solutions market size is projected to grow from an estimated value of US\$27.9 billion in 2022 to US\$70.7 billion by 2027, recording a CAGR of 20.4% from 2022 to 2027¹. Emerging regions such as Asia Pacific and MENA offer several untapped and explored opportunities in the digital ID solutions market. Asia Pacific is expected to grow at the highest CAGR during the forecast period as the public and private sector enterprises in this region are continuously investing in advanced digital identity solutions to improve their business processes and the overall productivity and to counter increasing cyberattacks and identity-related frauds and thefts.

“Having the ability to prove who you are goes beyond a basic human right. Individuals with officially recognised identification can access essential services, from opening a bank account to gaining formal employment and receiving welfare payments, more easily. Leveraging artificial intelligence and biometric technologies, we endeavour to deliver a secure, frictionless and delightful user experience throughout the identity verification and authentication process for our partners and clients. With our solutions and track record, I think we are in the sweet spot to tap the fast-growing Asia Pacific and MENA digital identity solutions markets.” added Mr Prunier.

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¹ Digital Identity Solutions Market by Offering (Solutions and Services), Solution Type (Identity Verification, Authentication), Identity Type (Biometric and Non-Biometric), Deployment Mode, Organization Size, Vertical and Region - Global Forecast to 2027, <https://www.marketsandmarkets.com/Market-Reports/digital-identity-solutions-market-247527694.html>



About TOTM Technologies Limited

TOTM Technologies Limited (“**TOTM Technologies**” or the “**Company**” and together with its subsidiaries, the “**Group**”) is a leading integrated solutions and services provider in identity management and biometric technology.

Leveraging on its strong execution experience and the robust technology platforms from strategic technology partners, the Group’s solutions have been applied to leading public and private projects across North America, Europe, Middle East, Asia Pacific, Latin America and Africa. Totm Technologies also manages and maintains one of the largest biometrics National ID databases in the world with approximately 200 million enrolled citizens.

The Group’s platforms are based on core, multimodal technologies, such as face, finger and iris biometrics, which are listed in the top tier of the National Institute of Standards and Technology (“**NIST**”) benchmarks. The Group is looking to expand its coverage to medical insurance, healthcare, banking electronic payments, transport, and telecommunications-related applications in the commercial sector.

The Company was listed in August 2015 on the Catalist Board of the SGX-ST.

For more information, please visit www.totmtechnologies.com

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This press release has been reviewed by the Company’s sponsor, SAC Capital Private Limited (the “Sponsor”). It has not been examined or approved by the Singapore Exchange Securities Trading Limited (the “SGX-ST”) and the SGX-ST assumes no responsibility for the contents of this press release, including the correctness of any of the statements or opinions made or reports contained in this press release.

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