



Investor Presentation
Business Update 25 Sep 2023

DRIVING INNOVATION
WITH PURPOSE

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- This presentation has not been examined or approved by the SGX-ST and the SGX-ST assumes no responsibility for the contents of this presentation, including the correctness of any of the statements or opinions made or reports contained in this presentation.
- 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

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Company
Overview



iWOW



OUR VISION



**A smarter, greener & safer world through
innovation in wireless technology**

We are a technology provider specializing in integrated wireless IoT solutions & telecommunication infrastructure.

OUR PORTFOLIO



SMART NATION

Monitoring of prisoners-on-parole & youths-at-risk through electronic ankle tags
Tracking of seniors' safety and well-being



SMART BUILDING

Improving productivity of facility management and helping building owners uncover unconscious waste in utility consumption



SMART INFRASTRUCTURE

Building telecommunication infrastructure within buildings and across cities.

ALERT ALARM SOLUTION

since
2018

keeping seniors who live
alone safe



ELECTRONIC
MONITORING SOLUTION

since
2014

helping ex-offenders &
youth-at-risk re-integrate
with their families



TRACE TOGETHER TOKEN

2020-22

protecting communities &
businesses in a pandemic



1

SMART
NATION

2

SMART BUILDING



smart electricity meter



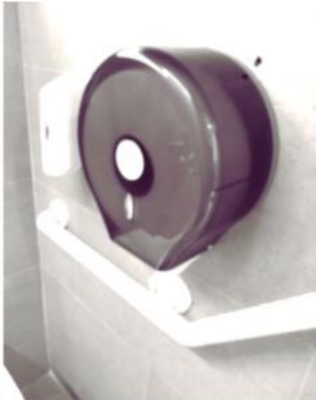
smart water meter



smart soap dispenser

smart toilet roll sensor

smart smell sensor



3

SMART INFRASTRUCTURE



Public WIFI
(wireless AP/
Routers / firewall
/ backend
servers)

CCTV & TECH REFRESH
for Data Centers



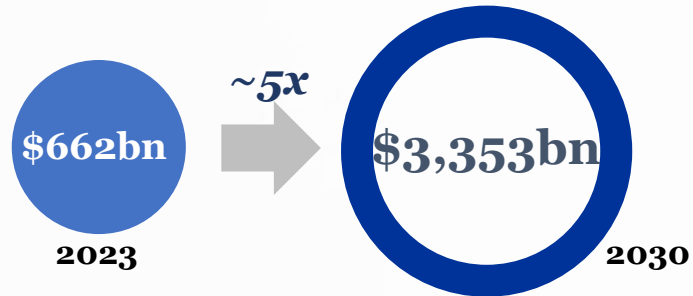
Wireless Infrastructure
tetra radio

3G/4G/5G base-stations
CCTV surveillance system
IT Infrastructure
(servers,routers, switches, etc)

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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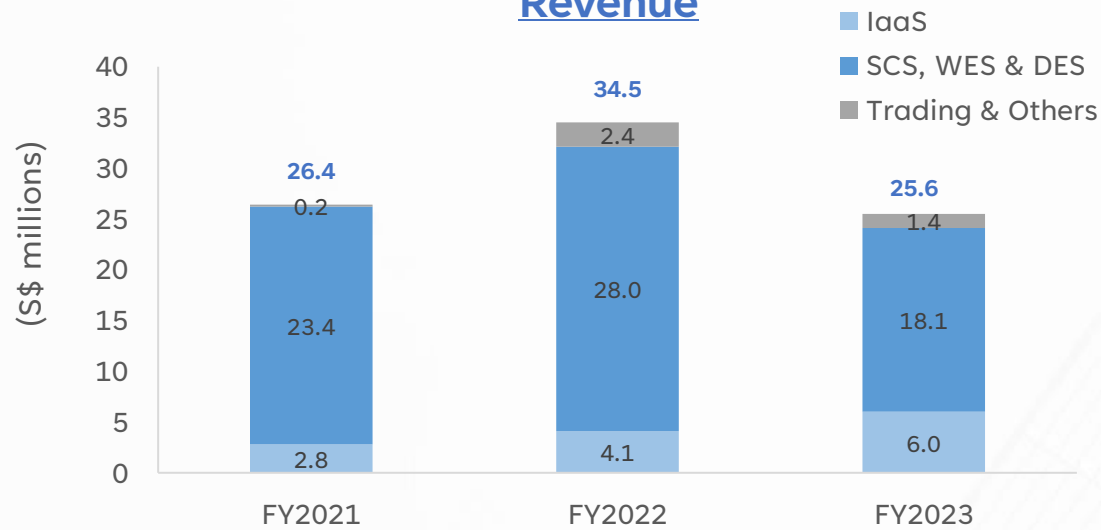
FY2023
Financials



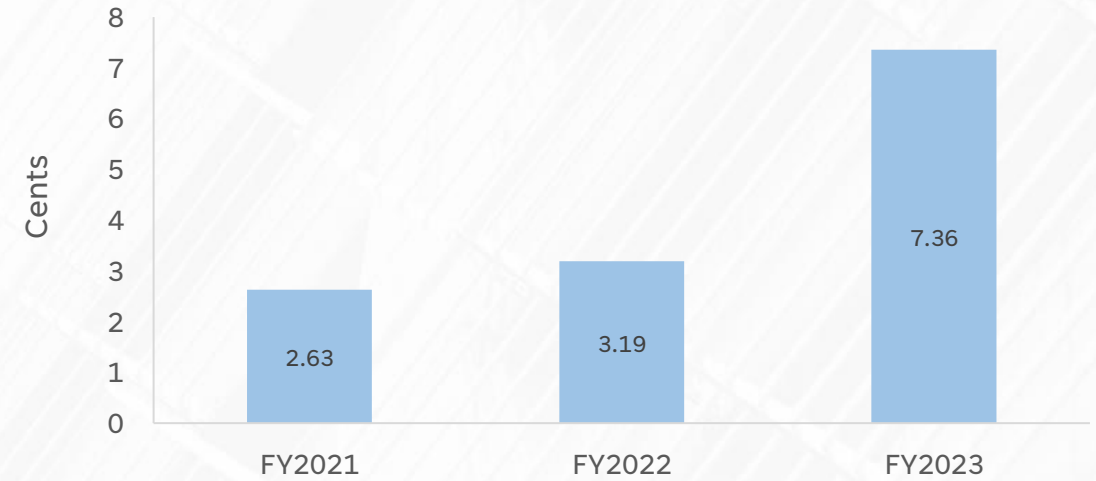
iWOW

Financial Highlights

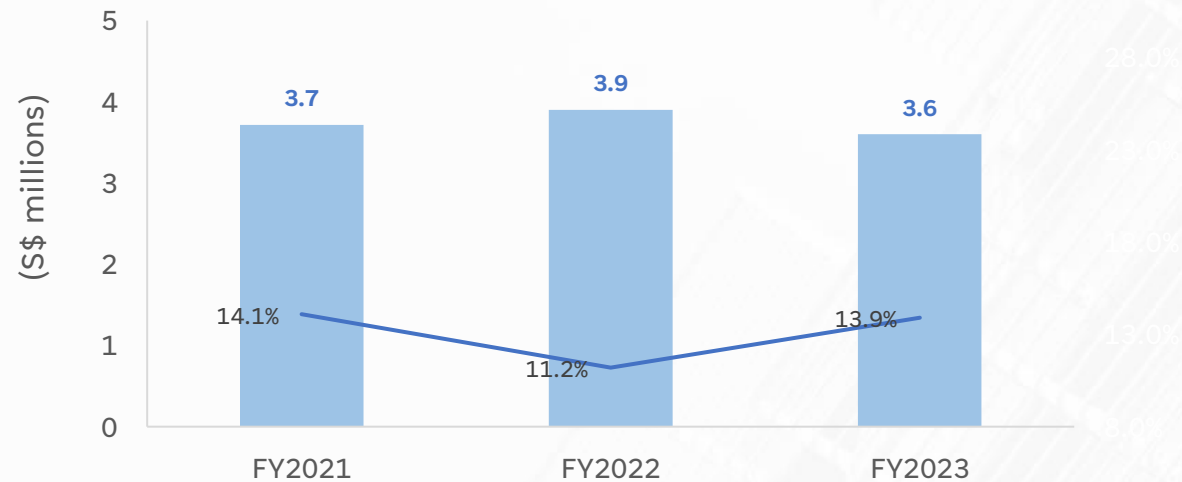
Revenue



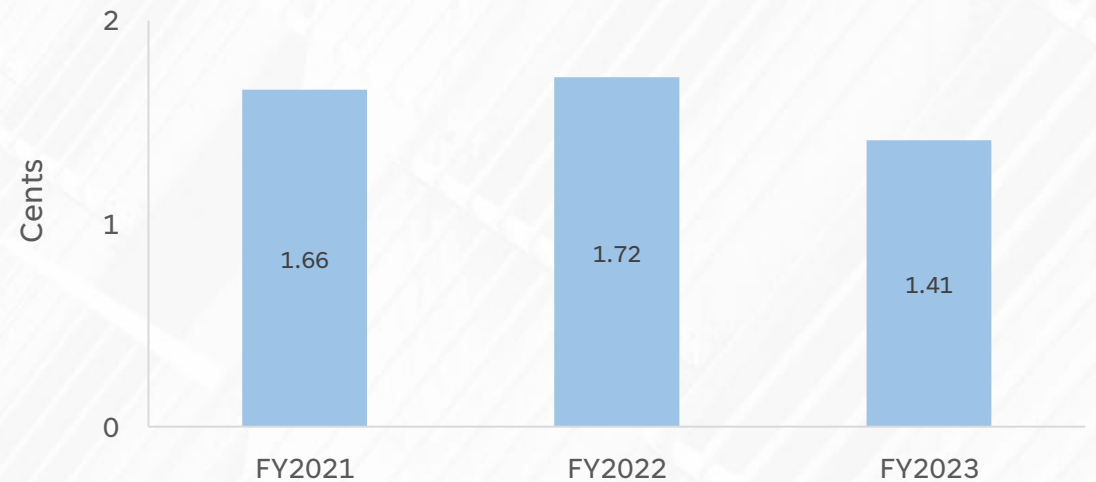
Net Asset Value per share ¹



Net Profit & Net Profit Margin



Earnings per share ¹

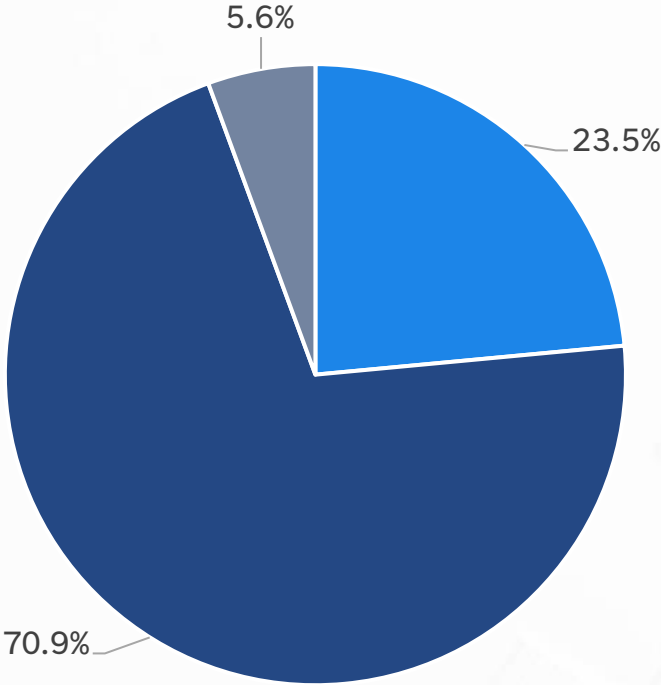


¹ For illustrative purpose, the pre-placement issued & fully paid ordinary shares of 224,430,260 as at 31 Mar 22 is assumed to have been issued as at FY2021.

* Figures may not add up due to rounding.

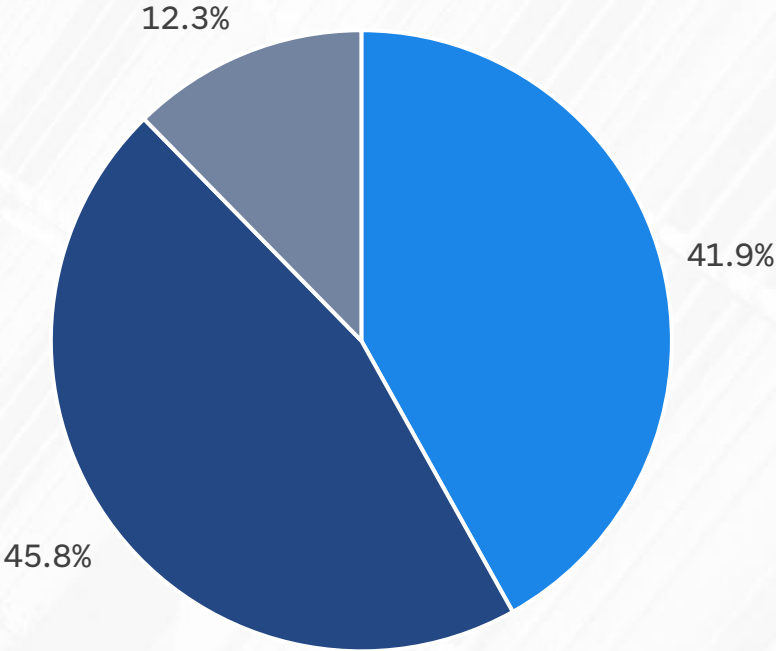
Financial Highlights FY2023

Revenue Breakdown



■ IaaS ■ SCS, WES & DES ■ Trading & Others

PBT Breakdown

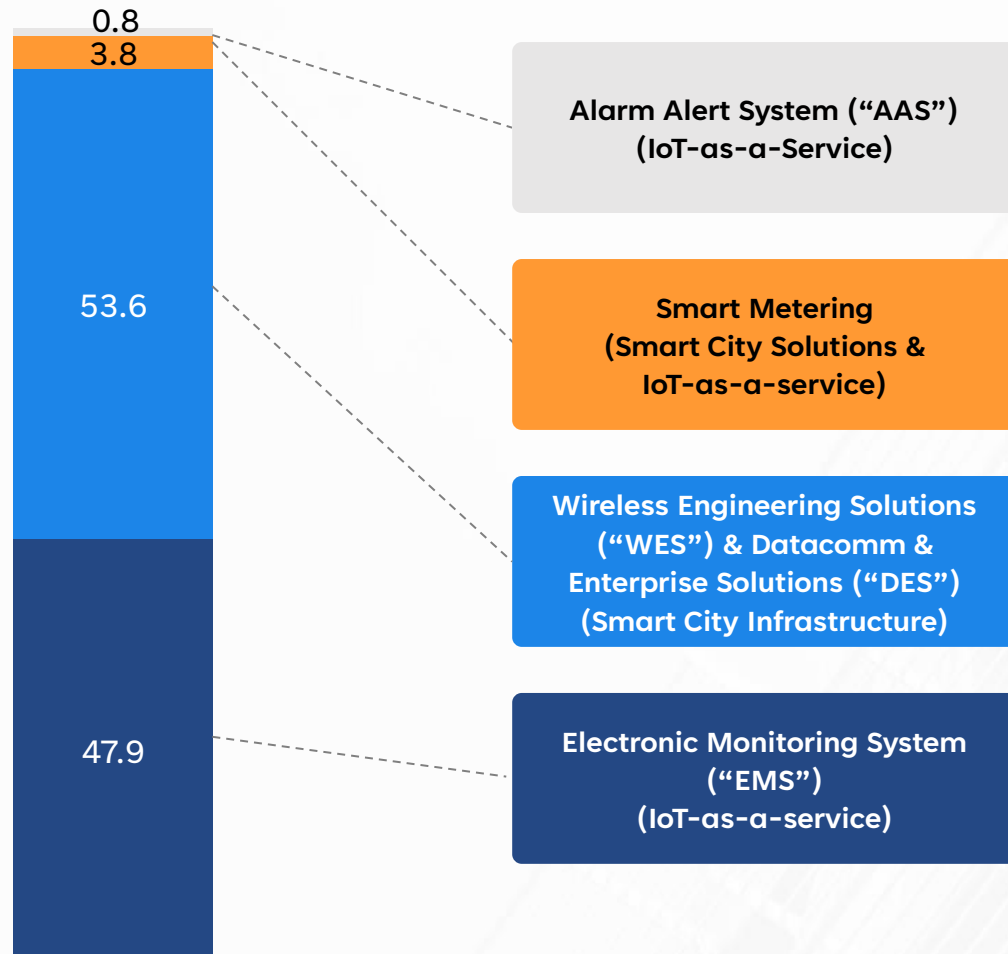


■ IaaS ■ SCS, WES & DES ■ Trading & Others

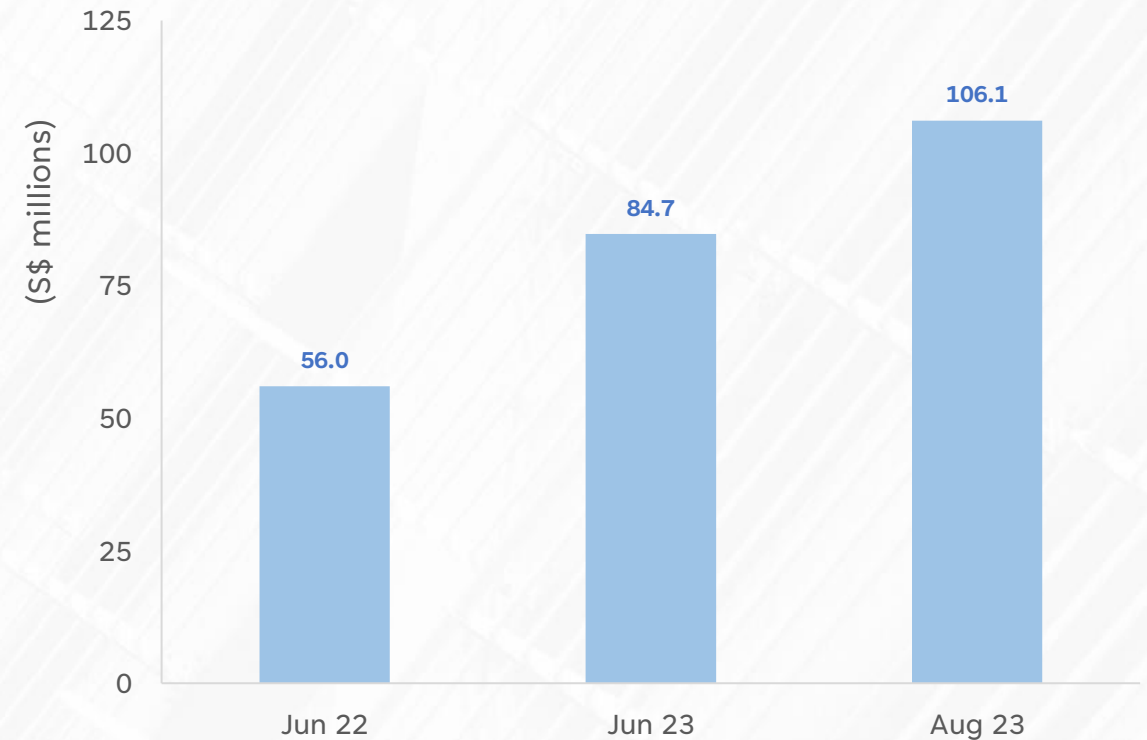
Order Book Growing Strongly

S\$106.1 million

As of Aug 2023



Order Book



☐ Order Book increased to S\$106.1 million as of August 2023, a 25% increase from June 2023.

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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

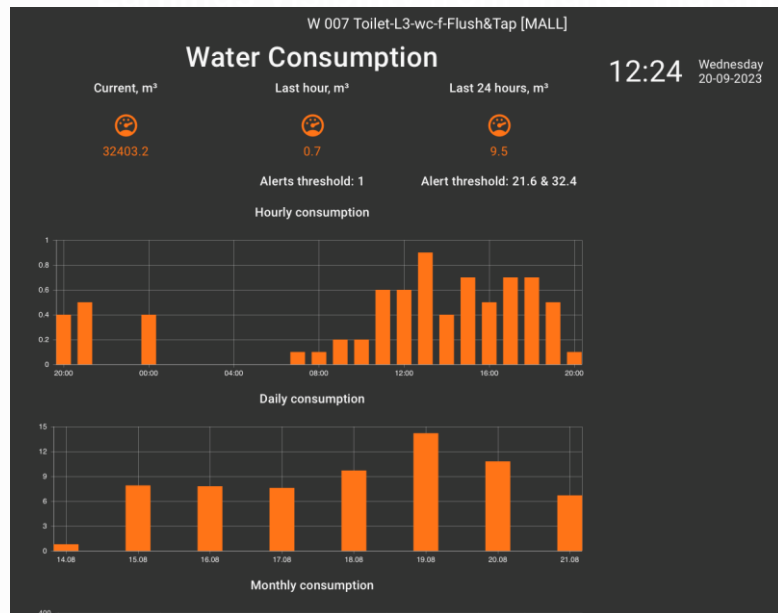
- ❑ S\$20.0 million – Smart City Infrastructure (covering Hardware Installation to be fulfilled over next 12 months with 10-year Maintenance Services)
- ❑ S\$4.8 million – Smart Metering for Leading Commercial Real-Estate Services Provider in support of Utility Billing Service (IoT-as-a-Service for 5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



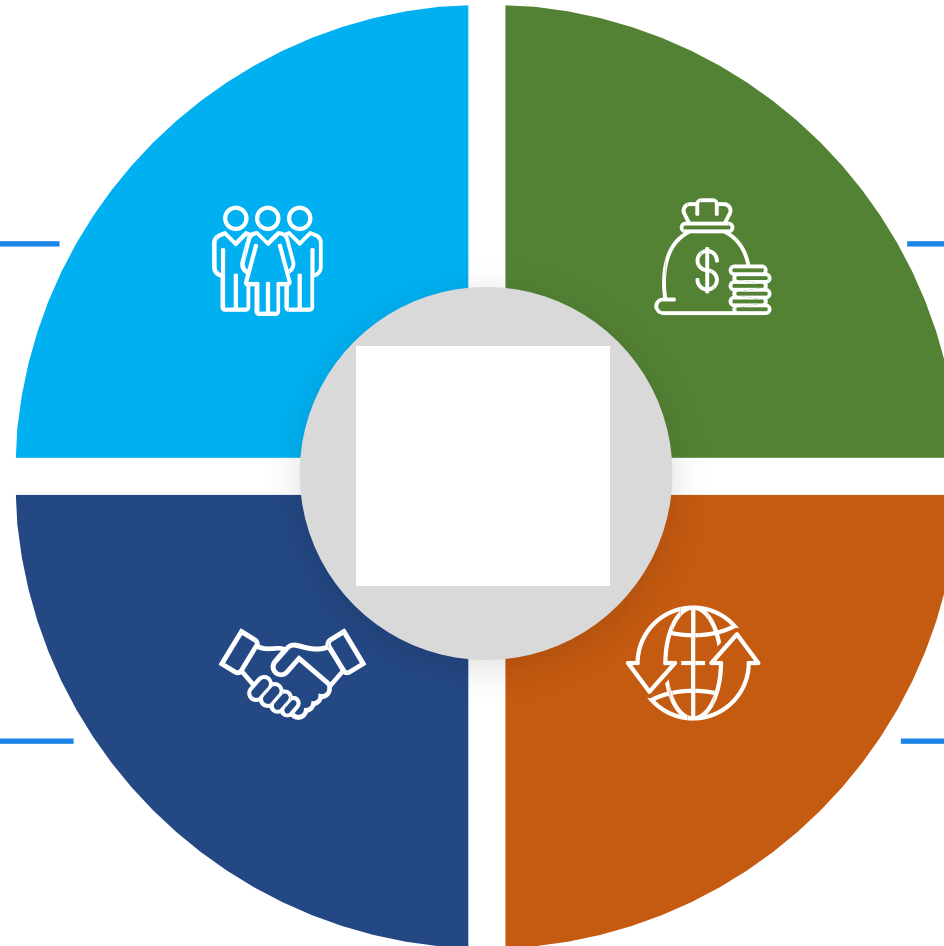
Progress in our strategic roadmap

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

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Strategies & Investment Merits



iWOW

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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