



**Investor Presentation  
Business Update  
26 July 2024**

***INSPIRING THE WORLD OF WIRELESS***

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# 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**



**“Buddy of Parents” / BOP Button**



**Smart Metering**



**Electronic Monitoring Solution**



**5G and WiFi infrastructure**

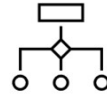
# WHY CUSTOMERS CHOOSE iWOW



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



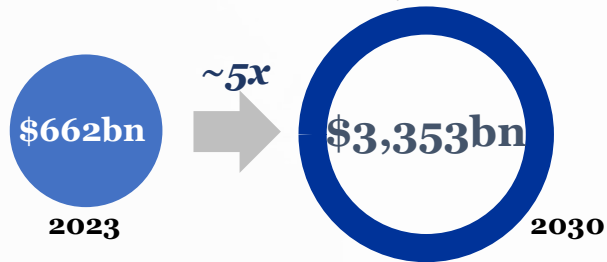
## Industrial



# 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 <sup>1</sup>
- Global smart city revenue is forecasted to reach **US\$241 billion** by 2025 <sup>2</sup>
- Singapore Government plans to spend up to **SG\$3.3 billion** in ICT in 2023 <sup>3</sup>

## Proliferation of enabling technologies

- Advancement in new wireless technology standards such as **5G** and low-power wide area connectivity networks (e.g. **LoRaWAN** and **NB-IoT**) 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 <sup>4</sup>, Singapore is ranked 7<sup>th</sup>, 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 <b>Metering solutions</b>	Project Fees
		Alarm Alert System ("AAS")	Deployment of <b>Alarm Alert System solutions</b> with <b>iWOW Developed Hardware</b>	Product Sales
IoT-as-a-Service ("IaaS")		Smart Metering	Operation & Maintenance of our <b>Smart Metering solutions</b>	Recurring based on a subscription model
		Alarm Alert System ("AAS")	Operation & Maintenance of our <b>Alarm Alert System solutions</b>	
		Electronic Monitoring System ("EMS")	Deployment and operation of our <b>Electronic Monitoring System solutions</b> with <b>iWOW developed hardware</b>	
Smart City Infrastructure ("SCI")		Wireless Engineering Solutions ("WES")	Deployment and Maintenance of <b>telecommunication network infrastructure</b>	Project Fees
		Datacomm & Enterprise Solutions ("DES")	Deployment and Maintenance of <b>in-building wireless connectivity solution</b>	Recurring operations & maintenance fees

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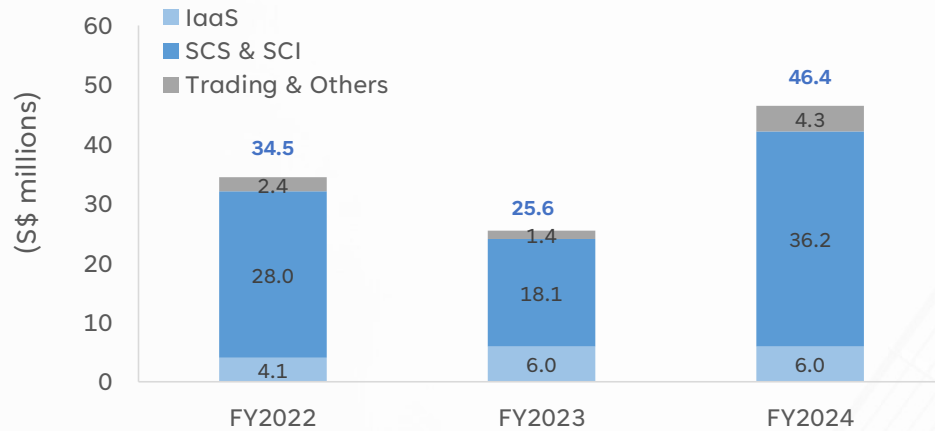
FY2024  
Financials



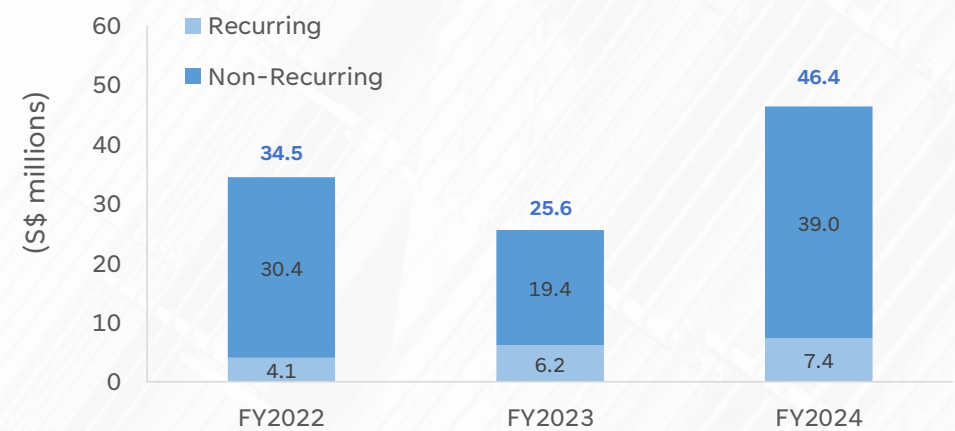
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# Financial Highlights

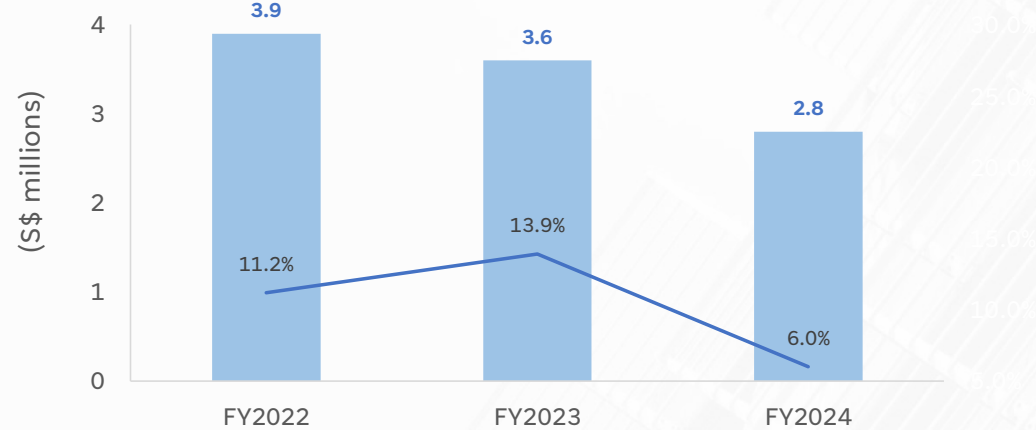
## Revenue \*



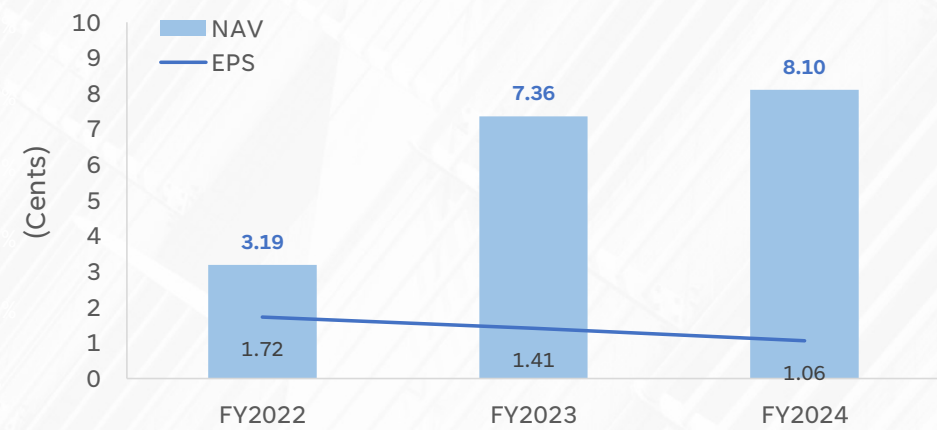
## Revenue



## Net Profit & Net Profit Margin



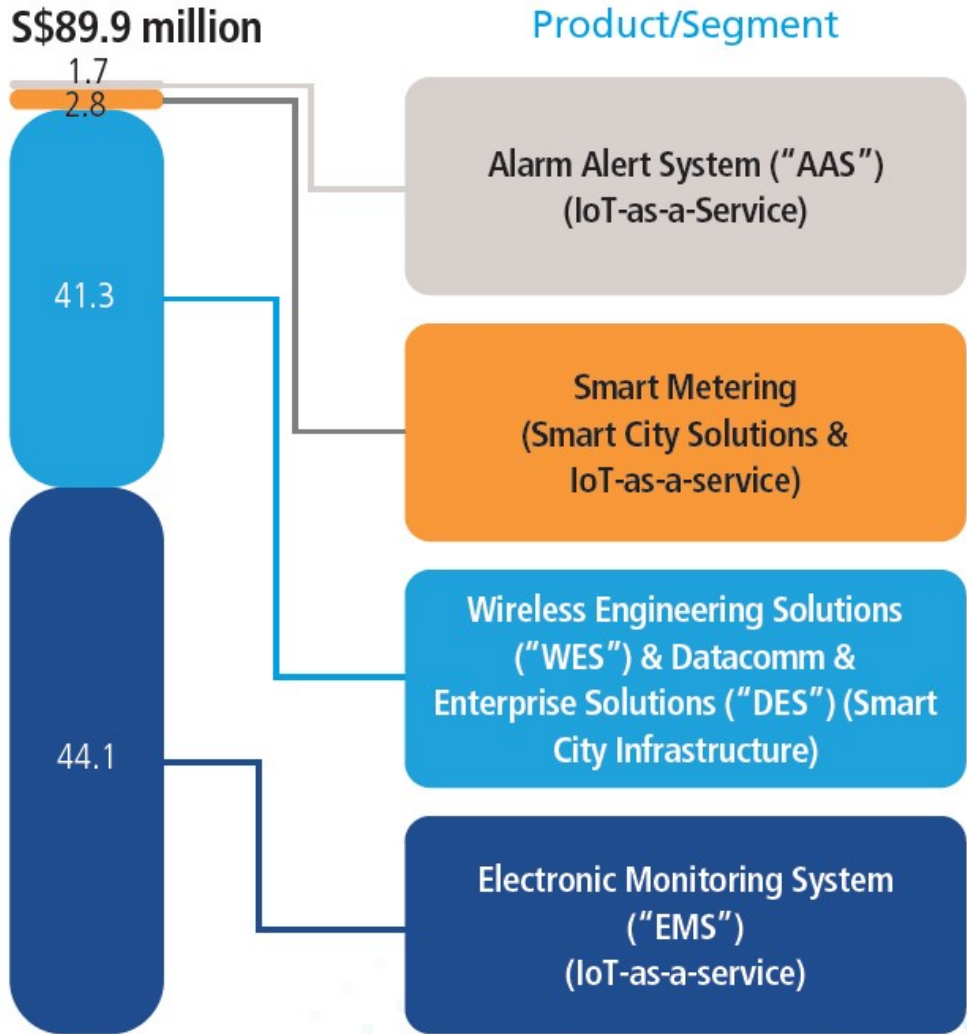
## Net Asset Value & Earnings per share <sup>1</sup>



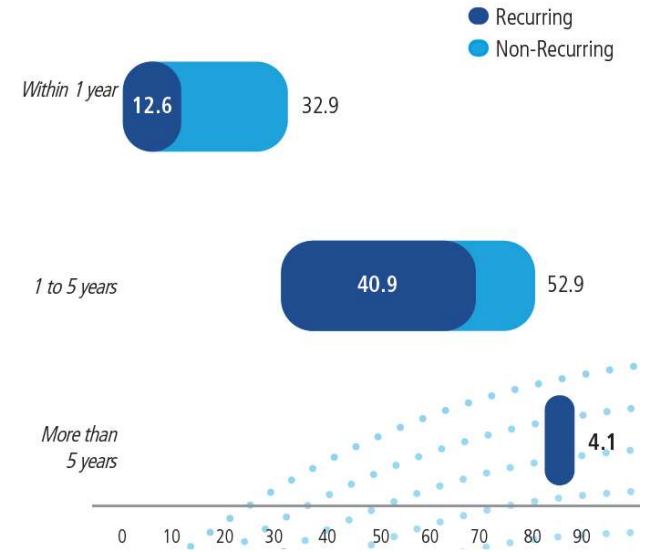
<sup>1</sup> EPS (Adjusted) : The pre-placement issued & fully paid ordinary shares of 224,430,260 as at 31 Mar 22 is assumed to have been issued as at the beginning of FY2022.

\* Figures may not add up due to rounding.

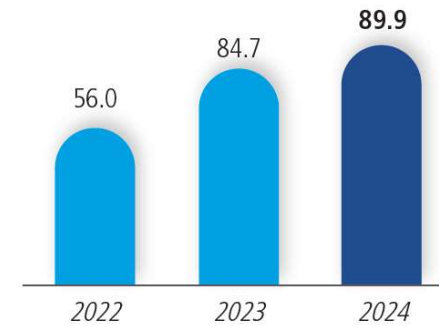
## Order Book (as of June 2024)



## Order Book - Estimated Fulfilment Horizon (S\$ millions)



## Order book (as of 30th June) (S\$ millions)



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Business  
Updates



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# Business Updates

## Research & Development

- ❑ Established a satellite R&D office in Malaysia
- ❑ Progress made in Product Development Roadmaps for:
  - Silver Generation Solutions –
    - Buddy of Parents (“BOP”) Button
  - Electronic Monitoring Tags –
    - Launched “smallest in the world” Wrist Tag
    - Metal Tag in the works
- ❑ Patents:  
Registered 2 design patents & 1 Trademark



## Capability Development

- ❑ Cyber Security & Data Protection :  
ROOTS Communications certified ISO 27001 (global standard for information security management systems) with applicable iWOW Entities in progress to be certified by FY2025.



# Buddy of Parents ("BOP")

- Soft Launch of BOP at Age+ Living Lab.
- Expected ship date Q2/Q3 2024.
- Establishing Retail & B2B sales channels.
- For additional information on BOP, please visit <https://www.buddyofparents.com>.

BOP rides on a proven solution to help seniors age in place safely and providing peace of mind for their next of kin. It consists of:

- 1) **BOP Button** which is a battery operated emergency button with intercom function;
- 2) **BOP Response Centre**, which is a dedicated 24/7 eldercare helpdesk service which ensures prompt assistance for seniors-in-distress; and
- 3) **BOP App**, which provides timely situational alerts to caregivers and/or next-of-kin.



**BOP Pte Ltd launched BOP Button at  
Age+ Living Lab opening ceremony**



[www.iwow.com.sg](http://www.iwow.com.sg)

**bop**  
buddy of parents



Peace of mind when you need it

[Buy](#)

[Learn More >](#)





# iWOW is keeping our Seniors Safe

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

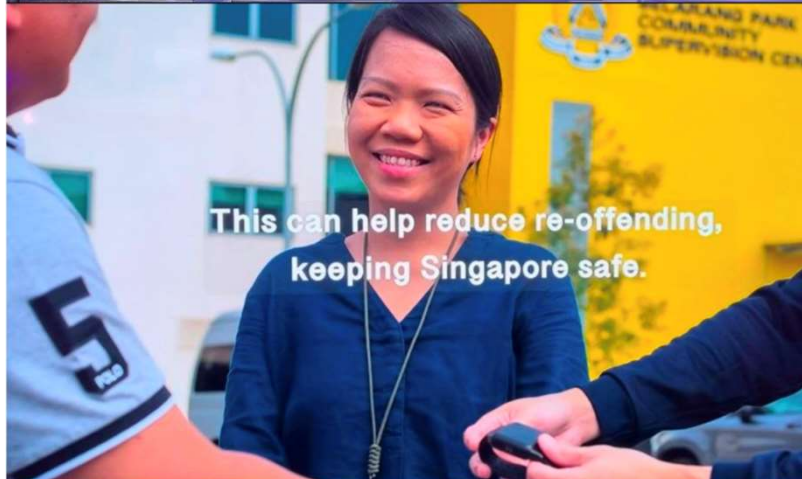


Health Minister Ong Ye Kung holding the "wireless alert alarm system" at the NTUC Health Active Ageing Centre on Nov 16, 2023, as National Development Minister Desmond Lee and Acting Transport Minister Chee Hong Tat look on.



- 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, 2023)

# iWOW is keeping Singapore Safe



Home Team Festival November 2023

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## Strategies & Investment Merits



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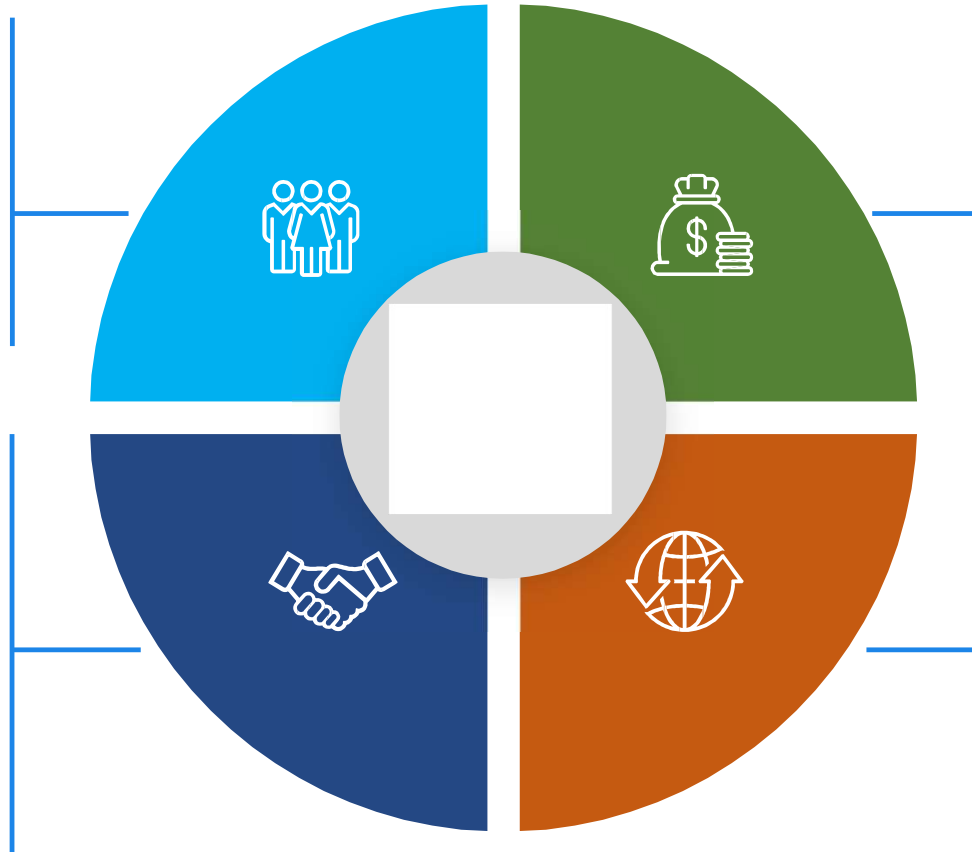
# Progress in our strategic roadmap

## 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**



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Thank You

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