



POWERMATIC DATA  
SYSTEMS LTD  
8<sup>th</sup> September 2016

# Corporate Presentation



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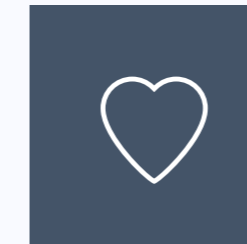
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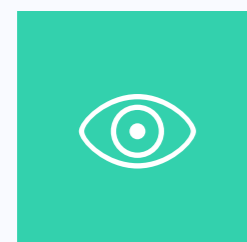
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# Corporate Overview

# COMPANY HISTORY

## BRIEF HISTORY OF POWERMATIC DATA SYSTEMS LTD

### BEGINNING

**1985**

Founded in 1985 as a distribution company in Singapore and Asia

### INCORPORATION OF SUBSIDIARIES

**1986**

Compex Systems was incorporated to develop and market networking products

**1991**

Powermatic Distribution was incorporated to distribute mass market computer peripherals

### LISTED ON SGX

**1992**

Listed on Singapore Exchange (Main Board) on the strength of providing LAN connectivity products

### WIRELESS CONNECTIVITY

**2002**

Launched our propriety wireless connectivity products

Factory was set up in China to handle the manufacturing

### NOW

**2016**

Wireless connectivity business is our main revenue and profit driver.



# KEY PERSONNEL

## Dr. Chen Mun

**Chairman / CEO (Spearheading R&D)**

- Ph.D from Imperial College University of London.
- 40 years experience in networking and wireless engineering.

## Chang Qiang

**Chief Technology Officer**

- B.Eng in Electrical Engineering (Si Chuan University).
- 25 yrs of experience in hardware design in Compex.
- Specialize in Radio Frequency technology.

## Yaw Thiam Teng

**Chief Software Officer**

- B.Eng in Electrical Engineering (NUS).
- 25 years of experience in software design in Compex
- Specialize in software driver and kernel development.

## Katherine Ang

**Executive Director (Spearheading Operations)**

- Obtained a Diploma from Singapore Polytechnic
- Vast experiences as senior management in various MNC IT companies.
- 35 years of experience in management.

## Molly Chua

**Chief Financial Officer**

- B.Acc (NUS), MBA (University of Hull), CPA
- Work in several MNC companies in senior positons.
- 30 years of experience in accounting and finance.

## Remy Liaw

**Sales Account Manager**

- B.Sc in Computer Science (Tunku Abdul Rahman University)
- 10 years of experience in sales and marketing.





# Financial Overview



# Key Financial Indicators – FY2016

\$2.8  
Million

## Profit After Tax

As of 31 March 2016

\$1.8  
Million

## Dividend Payout

For FY2016

\$15.5  
Million

## Revenue

For the twelve months  
ended 31 March 2016

\$47.2  
Million

## Net Assets

As of 31 March 2016

8.1  
Cents

## Diluted Earnings per share

For the twelve months  
ended 31 March 2016

\$1.36

## Net Asset value per share

As of 31 March 2016

6%

## Return on Equity

For the twelve months  
ended 31 March 2016



# Balance Sheet Highlights

	S\$'000	FY2016	FY2015	FY2014	FY2013	FY2012
Current assets		24,808	21,833	21,958	21,255	23,403
Non-current assets		27,133	28,786	25,722	26,639	26,861
Current liabilities		4,783	3,689	3,646	3,206	4,996
Total equity		47,158	46,930	44,034	44,688	45,268
Cash and cash equivalent		21,066	18,068	18,749	17,531	20,238
<b>Investment property at carrying value</b>		<b>19,628</b>	<b>19,605</b>	<b>18,608</b>	<b>18,667</b>	<b>18,860</b>
<b>Investment property at fair value</b>		<b>34,000</b>	<b>35,000</b>	<b>35,000</b>	<b>32,400</b>	<b>33,000</b>
Net asset per share based on property at carrying value (\$)		1.36	1.35	1.26	1.28	1.30
Net asset per share based on property at fair value (\$)		1.76	1.79	1.73	1.68	1.70

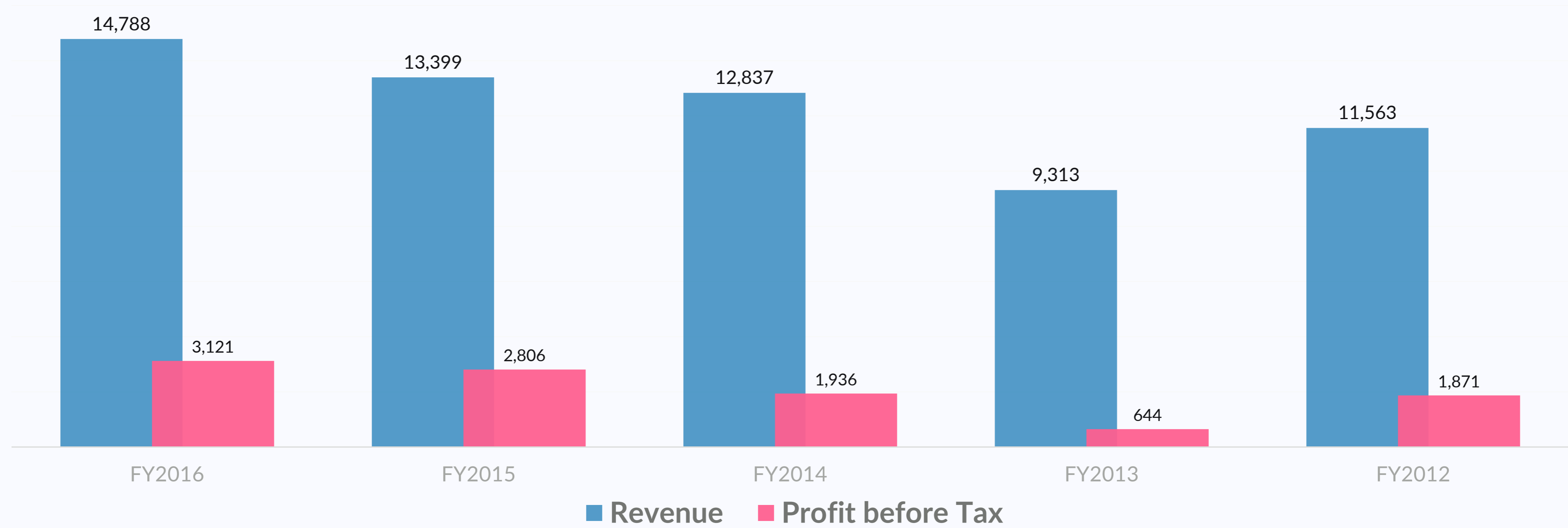
# Dividend Track Record

Consistent paying out of dividends to shareholders

	FY2016	FY2015	FY2014	FY2013	FY2012	FY2011	FY2010
Dividend per share (adjusted for share consolidation)	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05	\$0.05



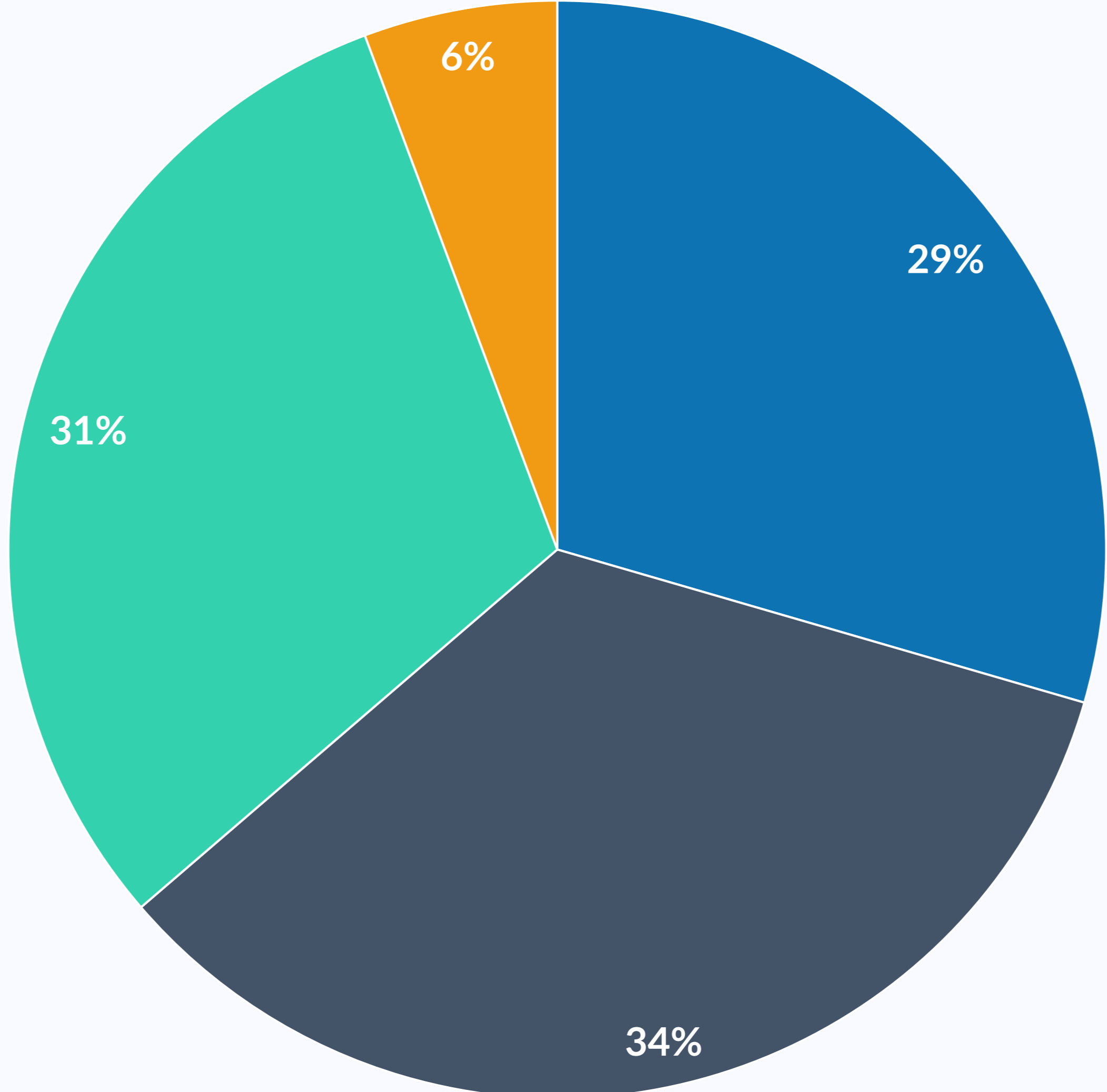
# Wireless Connectivity Products



\$S'000	FY2016	FY2015	FY2014	FY2013	FY2012
<b>Revenue</b>	14,788	13,399	12,837	9,313	11,563
<b>Profit before tax</b>	3,121	2,806	1,936	644	1,871



# Key Markets



■ USA ■ Asia ■ Europe ■ Others





**Core Business**



## A Legacy of Knowledge and experience

- Headquarters in Singapore since 1987
- Specializes in providing OEM, ODM and JDM for wireless solutions

## Strategic Locations

- Presence in **North America** – sales and marketing
- Manufacturing plant situated in **Suzhou, China**
- Easy access to engineering resources and wide selection of components
- Shortens the time to market, enhancing our competitiveness

# WHAT WE DO



## Product Design & Manufacturing

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Design and manufacture wireless connectivity devices.



## Wireless Connectivity Hardware

Design innovative high performance wireless radio modules, embedded boards and antennas.



## Wireless Connectivity Software

Develop wireless OS, network management systems and proprietary wireless drivers to power our hardware.



## Partnership with Key IC Manufacturers

Partnership with Qualcomm Atheros (QCA), Skyworks, Murata, Epson etc. Recently appointed by QCA as Authorized Design Centre. Qualcomm is listed on NASDAQ (USD90B Market Cap.)





# PROBLEMS WE SOLVE

## Hardware Capabilities

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Joint development with customers to provide solutions to meet their requirements.

## Software Capabilities

Develop customized wireless OS, Network Management Solutions and wireless drivers to meet customers' requirements.

## Meeting Stringent Requirements

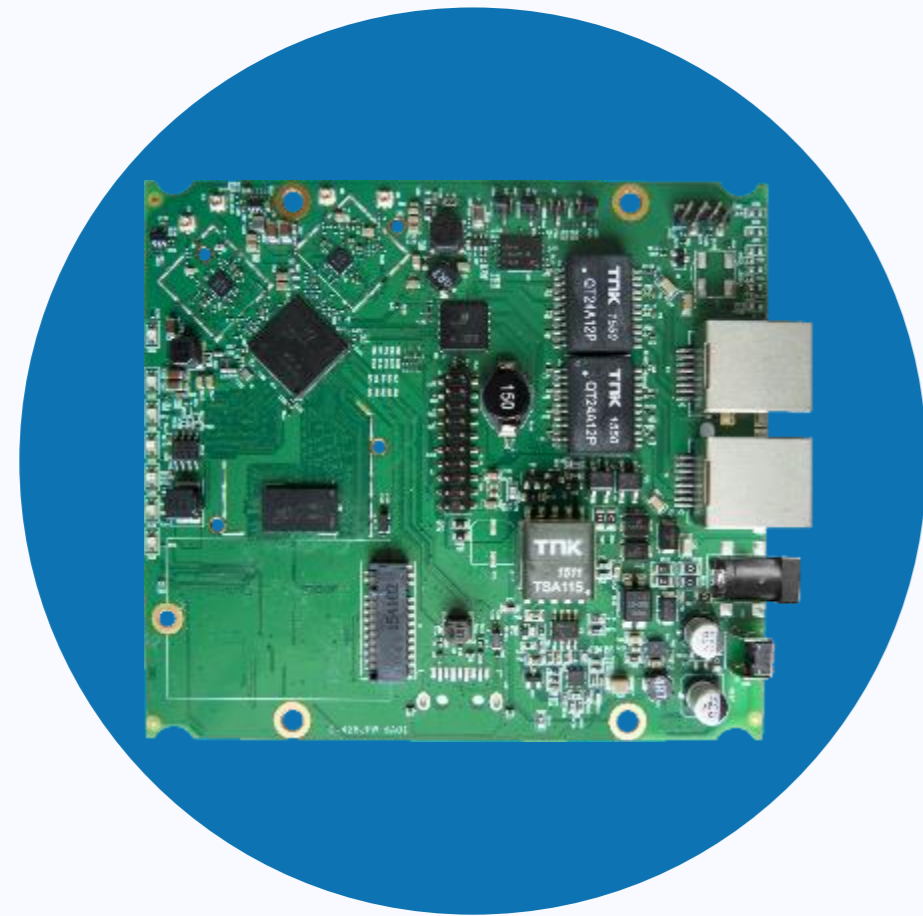
Capable of meeting strict wireless engineering and design requirements from Fortune 500 Companies.

## Shorter Time to Market

Wireless devices and software are designed to be readily implemented and customizable to customers' individual needs for shorter time to market.

# PRODUCT RANGE

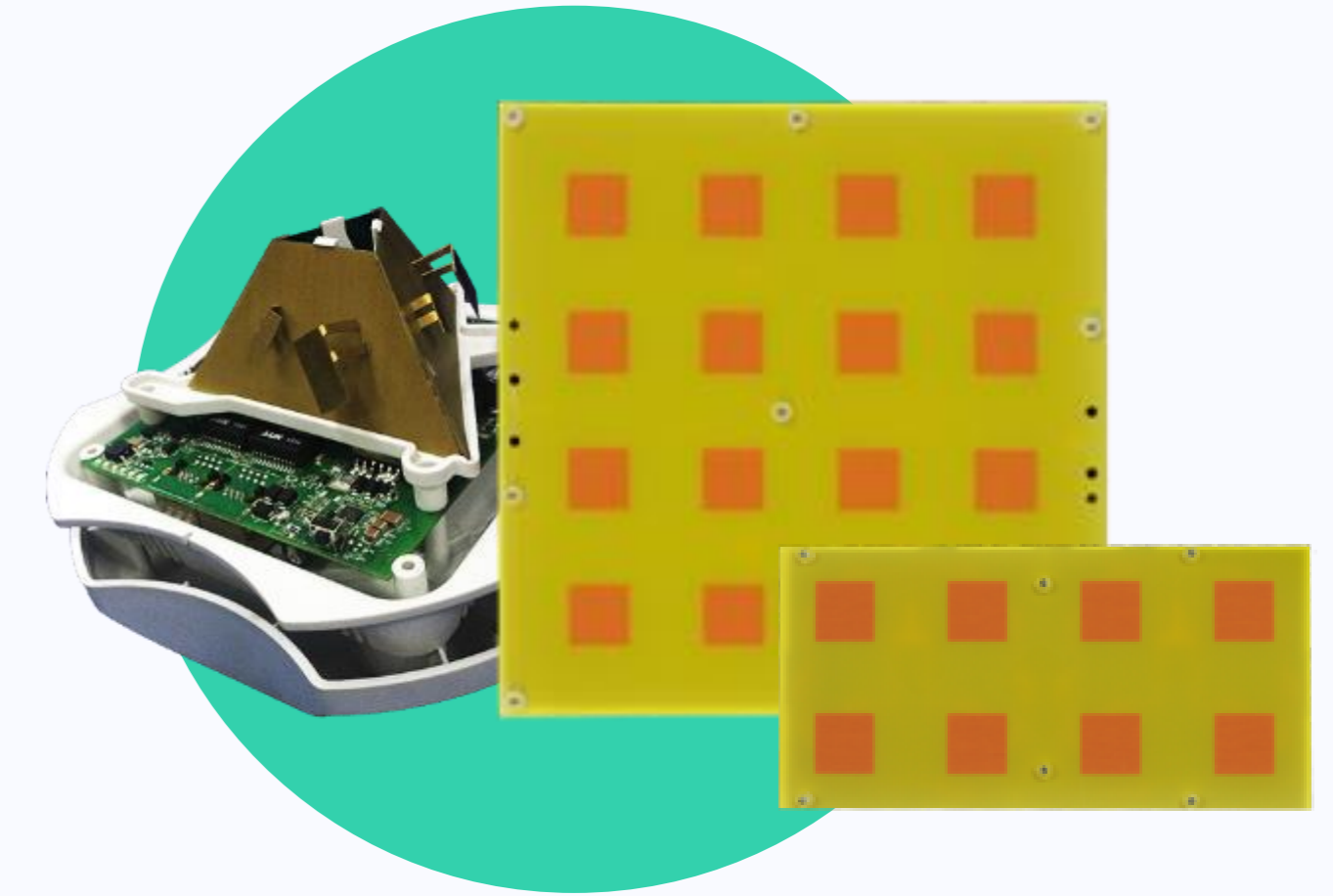
Hardware Complex Systems Design and Manufacture



Wireless Embedded Boards



Wireless Radio Modules



Wireless Antennas



Indoor Wireless Access Points

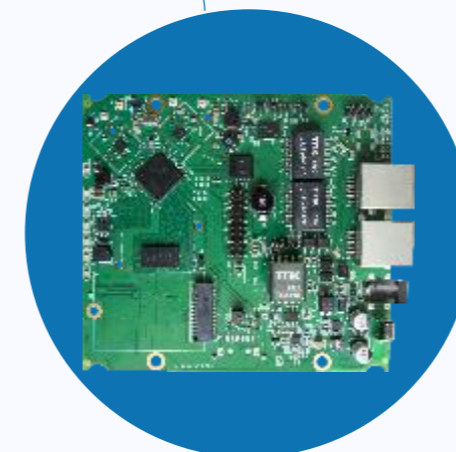
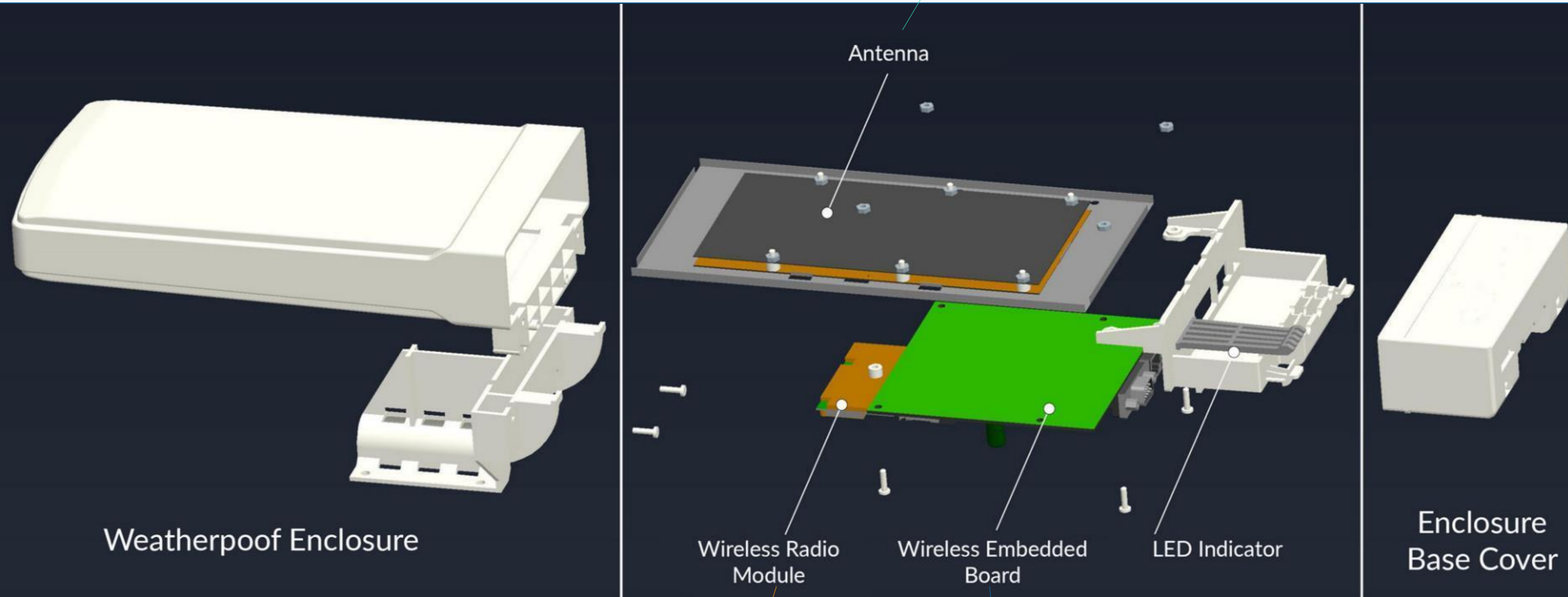
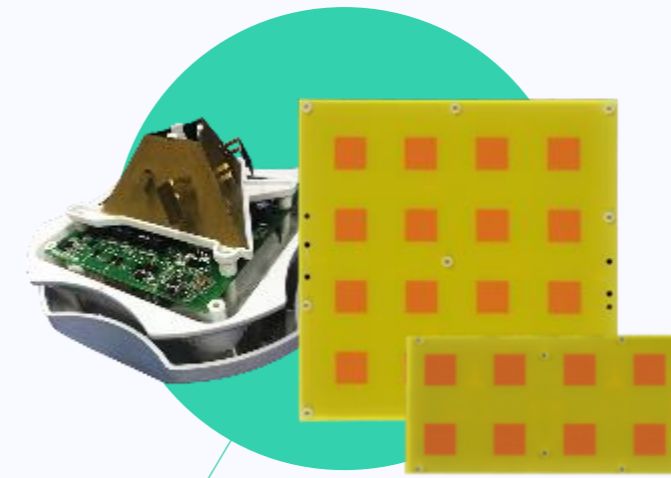


Outdoor Wireless Access Points



# PRODUCT EXPANDED VIEW

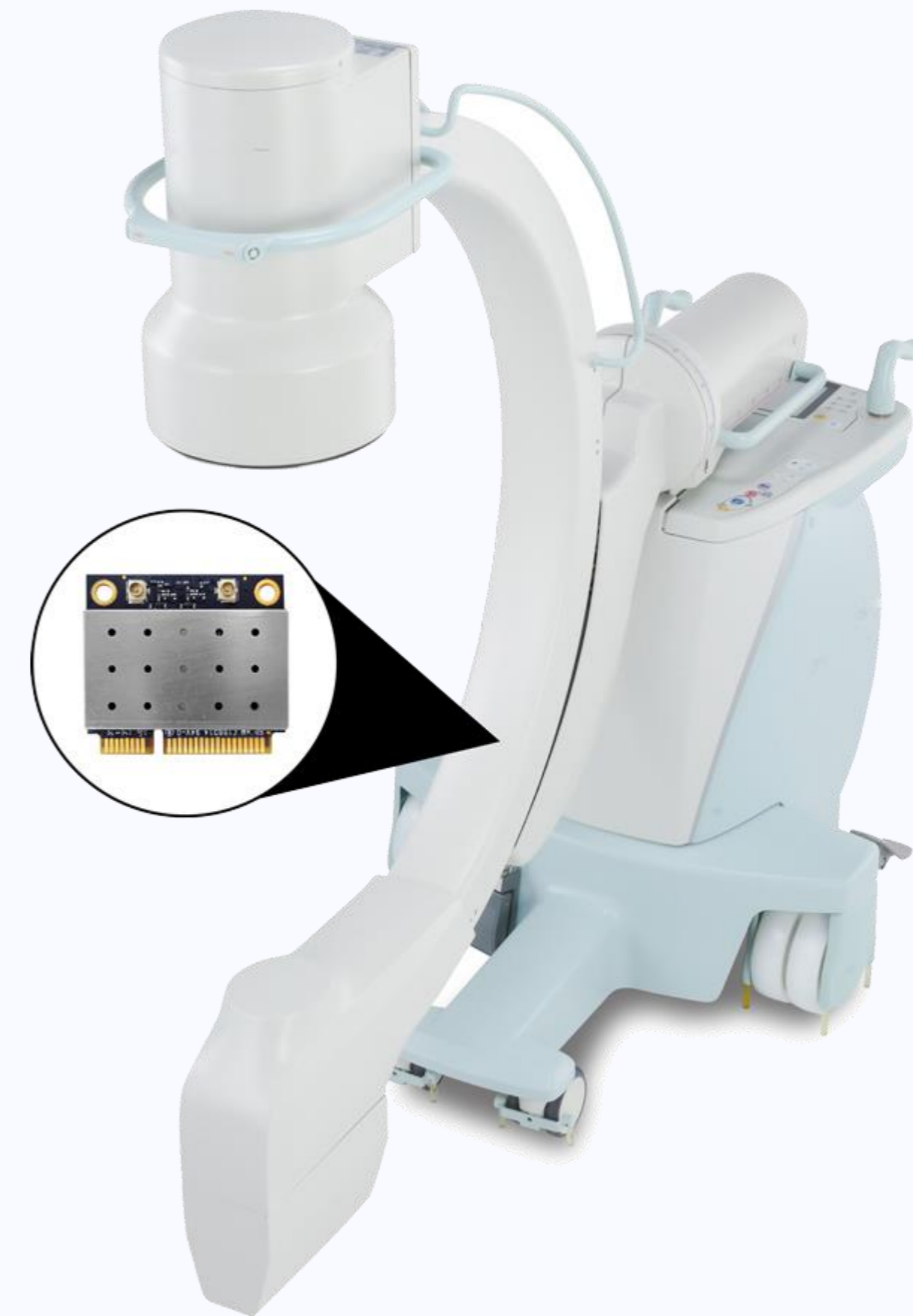
Components for an  
Outdoor Access Point



# PRODUCT APPLICATIONS

## Healthcare

- Customers integrate wireless connectivity into their healthcare products using our Wireless Radio Modules.
- Healthcare professionals access and share patient data wirelessly and efficiently for better patient care and more effective healthcare services.



\*Images are for reference only

# PRODUCT APPLICATIONS

## Logistics

- We design hardware for logistic service providers to be used as delivery tracking solutions.
- This solution provides accurate real-time location tracking of delivery status.



\*Images are for reference only

# PRODUCT APPLICATIONS

## Security

- Our Outdoor Access Points have been deployed by our customers to provide live feed transmission across long distances for remote surveillance purposes.



\*Images are for reference only

# PRODUCT APPLICATIONS

## Lifestyle

- Our customers deploy our Indoor Access Points in hotel premises to provide Internet connectivity to both guests and staff.



## Home Automation

- Customers integrate our Wireless Radio Modules into their smart home thermostat to control the heating/cooling appliances.



\*Images are for reference only



# PRODUCT APPLICATIONS

## Heavy Industry

- Our Industrial Grade Wireless Radio Modules are designed to work in extreme temperatures and conditions.
- The Wireless Radio Modules have been integrated in smart monitoring systems in various Energy and Mining industries.



\*Images are for reference only





# Our Growth

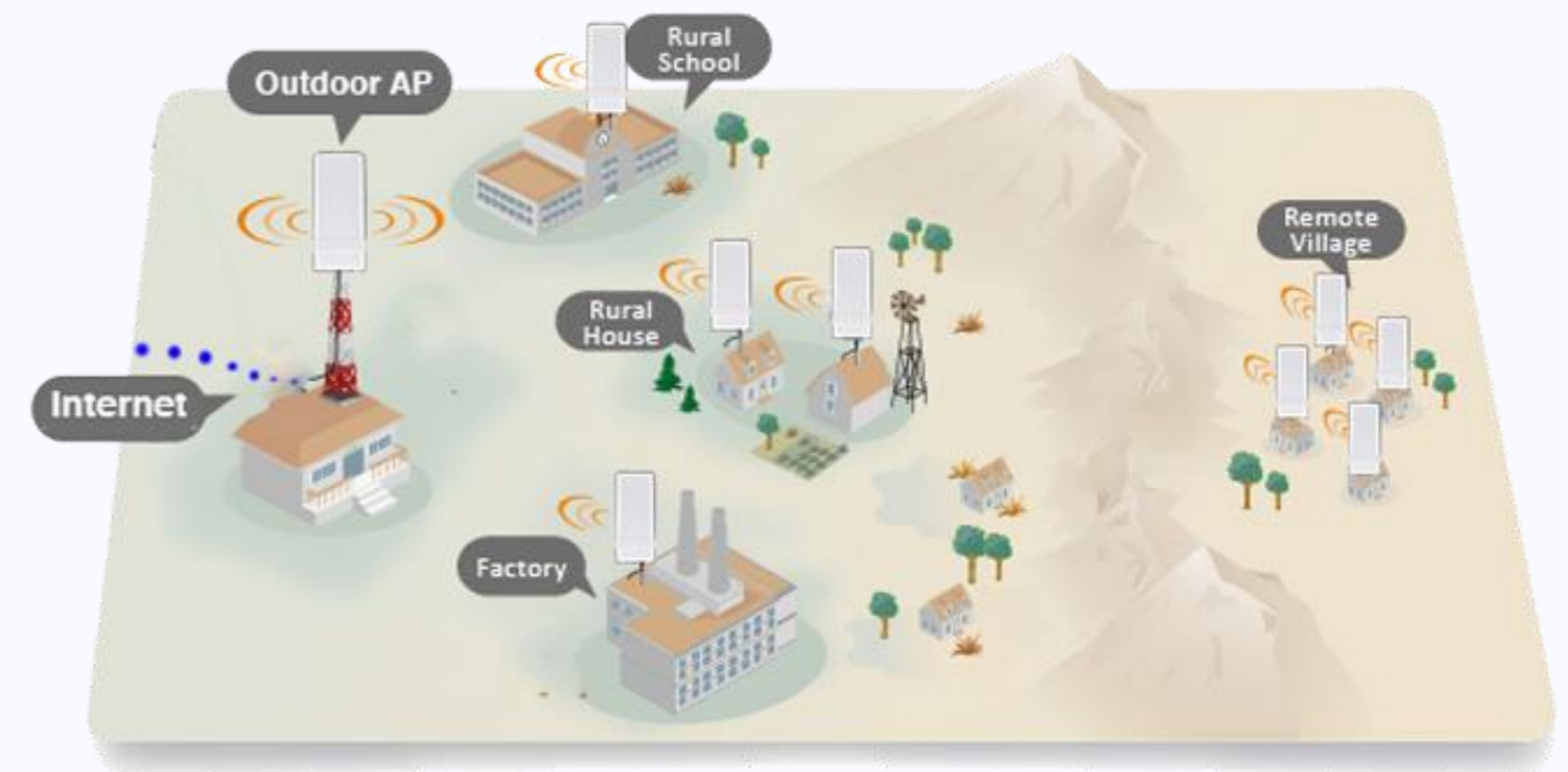
## Wireless Infrastructure in Rural Areas

### Current deployments

- Customers deploy our Outdoor Access Points to provide Internet access to rural areas.
- Our devices have been deployed in many regions of Thailand by a large Telco provider, in Scandinavia by a local WISP and villages in India by a major WISP.

### The demand

- Countries are looking at providing wireless Internet infrastructure in rural areas.
- Wireless infrastructure is much more cost effective and easy to deploy compared to fiber optic cables.



\*Images are for reference only

# GROWTH OPPORTUNITIES

## Drone Surveillance

### Current deployments

- Customers integrate our Wireless Radio Modules into unmanned aerial vehicles (UAVs) for monitoring and surveillance purposes.

### The demand

- With increasing popularity of UAVs as surveillance devices this is one of the growth areas which is worth watching.



\*Images are for reference only

# GROWTH OPPORTUNITIES

## Remote Surveillance

### Current deployments

- Customers deploy our Outdoor Access Points together with CCTV systems to monitor streets and traffic conditions.
- Our Outdoor Access Points are used in several stadiums and public parks to provide surveillance monitoring.

### The demand

- Due to increasing security risks globally, the demand for wireless surveillance is expected to increase exponentially.



\*Images are for reference only

# GROWTH OPPORTUNITIES

## Healthcare

### Current deployments

- Our Wireless Radio Modules are integrated into healthcare monitoring devices and deployed by large hospitals
- Healthcare professionals remotely access and monitor patient's vitals and prescribe treatment immediately.

### The demand

- With limited healthcare professionals, wireless medical devices can help boost productivity.
- With the aging population, demand for wireless monitoring of elderly is expected to increase.



\*Images are for reference only

**THANK  
YOU**

# Questions & Answer

