



Investor Presentation

FY2022 Financial Results

30 JUNE 2022

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- 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 Updates
- Business Updates
- Strategies/ Investment Merits

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Company
Overview



iWOW



HOMEGROWN IOT TECHNOLOGY COMPANY

Business Description

- iWOW is a homegrown Singapore technology provider specializing in offering comprehensive IoT solutions
- Our products and services are used by various government agencies and large corporates in Singapore
- Our Group utilizes open and proprietary wireless communication technologies to create customized IoT offerings for our customers

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, aging and resource constrained world

iWOW at a glance

Who we are



- Our Group is a technology provider specialising in offering **vertically integrated solutions** which utilise **wireless communications technologies** to connect devices and sensors to cloud-application servers for a variety of applications
- **Blue chip clientele** including reputable organisations and blue-chip enterprises such as well as various government agencies

Why we win



- **Well-positioned** through **differentiated, innovative and customized product offerings**, including **end-to-end IoT solutions**, to capture the **robust tailwinds and megatrends** disrupting the productivity deadlock, empowering sustainable growth through technology, and leveraging on the demographic tailwinds of the region

Key Attributes



Strong visible Order Book

c. S\$56.0m

*Contracted Order Book
(as of 29th June 2022)*



Robust Financials

S\$34.5m / S\$5.0m¹

FY2022A Revenue / Adj. Net Profit

c. 181%

FY2020A-22A Revenue CAGR









Tangible Growth Opportunities

Expansion of IoT solutions and across overseas markets...



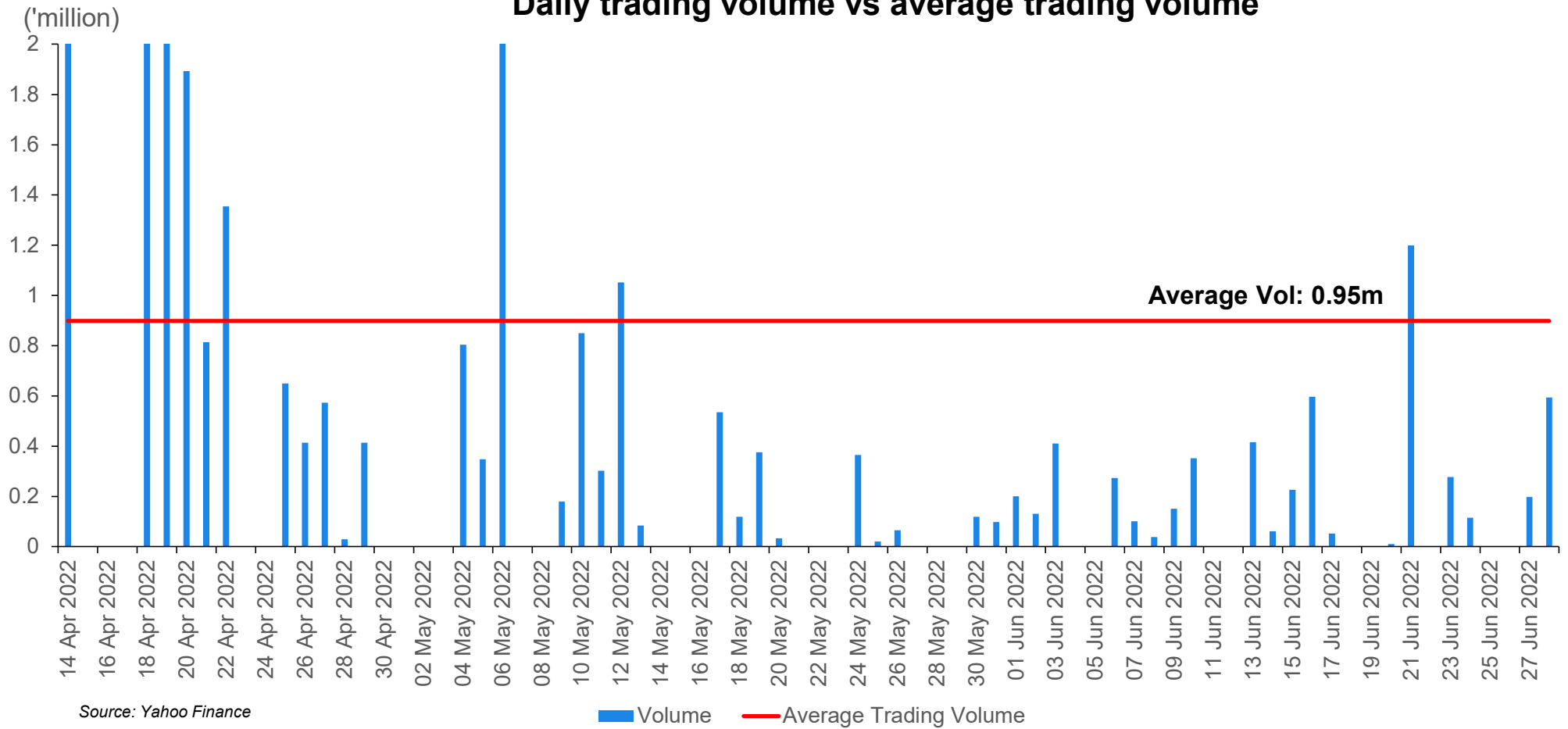
...leveraging sector tailwinds, enabling technology (5G) and megatrends

Our key products and services

Segment	Product / Solution	Description	Nature of revenue
Smart City Solutions (“SCS”)	 Smart Metering	Deployment of Smart Metering solution	<p>Project Fees</p> <p>Product Sales</p>
	 Trace Token	Design and supply of the contact tracing solution and Trace Token	
	 Alarm Alert System (“AAS”)	Deployment of Alarm Alert System solution with iWOW Developed Hardware	
IoT as-a-Service (“IaS”)	 Smart Metering	Operation & Maintenance of our Smart Metering solution	<p>Recurring based on a subscription model</p>
	 Alarm Alert System (“AAS”)	Operation & Maintenance of our Alarm Alert System solution	
	 Electronic Monitoring System (“EMS”)	Deployment and operation of our Electronic Monitoring System solution with iWOW developed hardware	

Trading liquidity since IPO

Daily trading volume vs average trading volume



Source: Yahoo Finance



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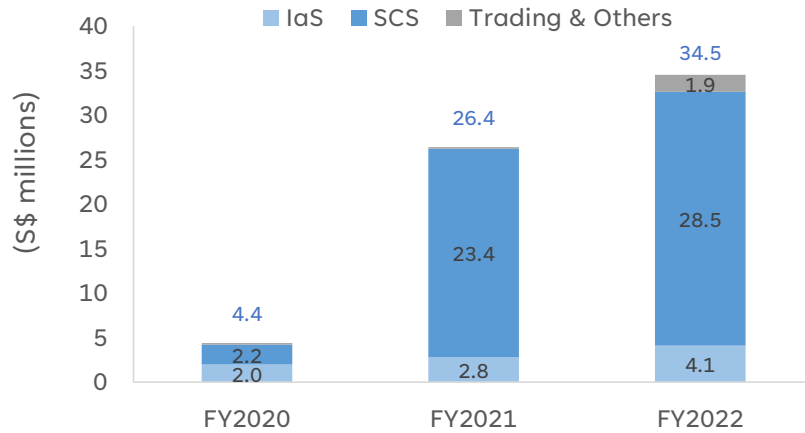
FY2022
Financials



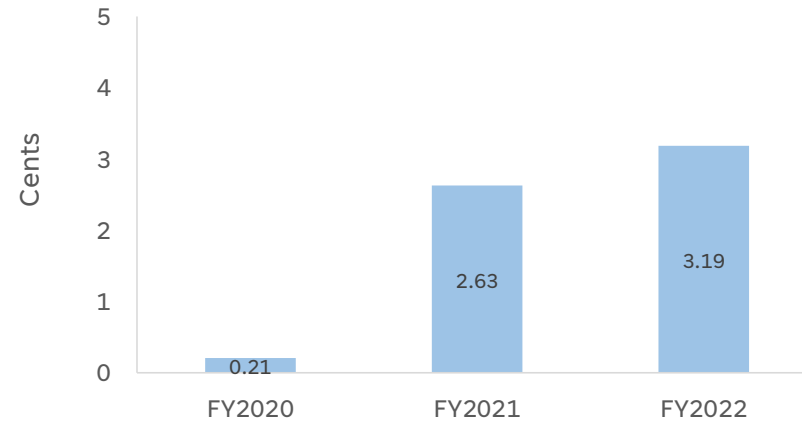
iWOW

Financial Highlights

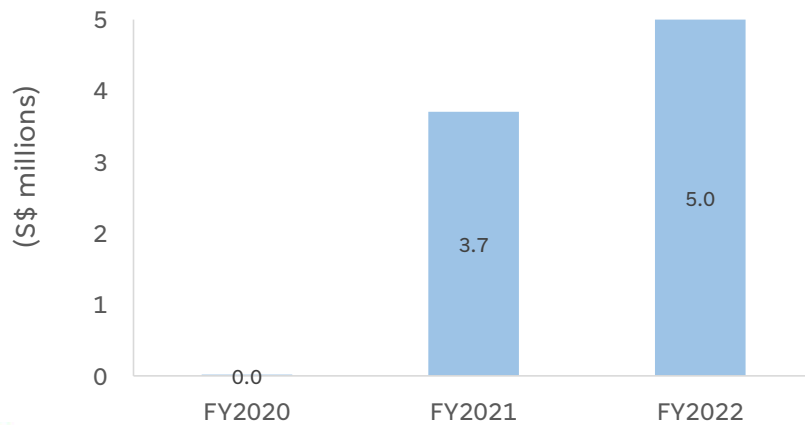
Revenue



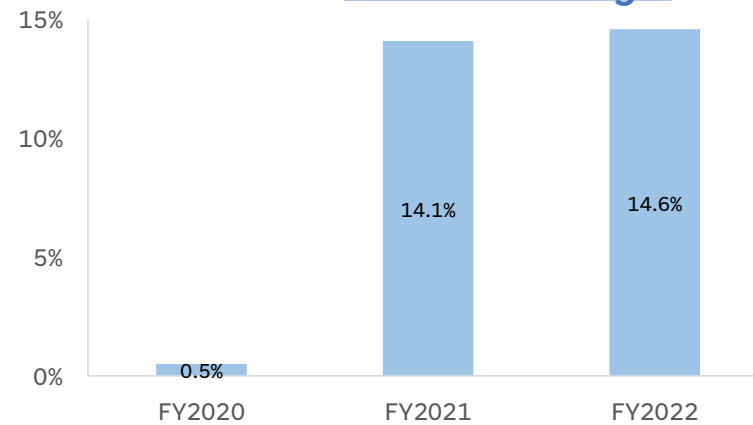
Net Asset Value per share



Net Profit ¹



Net Profit Margin ¹



¹ FY2022 Net Profit and Net Profit Margin computed after adjusting for one-off listing expenses of S\$1.2 million

Financial Highlights – P&L

S\$'000	<u>laS</u>		<u>SCS</u>		<u>Trading & Others</u>		<u>Total</u>	
	FY2022	FY2021	FY2022	FY2021	FY2022	FY2021	FY2022	FY2021
Revenue	4,052	2,814	28,051	23,442	2,429	166	34,532	26,422
Other operating income	67	102	155	436	2	3	224	541
Changes in inventories & raw materials used	(837)	(299)	(22,237)	(18,195)	(1,344)	(160)	(24,418)	(18,654)
Employee benefits expense	(1,089)	(994)	(1,470)	(1,386)	(21)	(20)	(2,580)	(2,400)
Amortisation & depreciation expense	(881)	(704)	(228)	(438)	(2)	(6)	(1,111)	(1,148)
Other operating expenses	(321)	(210)	(492)	(176)	(5)	(2)	(818)	(388)
Finance costs	-	-	(277)	(301)	(3)	(1)	(280)	(302)
Profit before income tax	991	709	3,502	3,382	1,056	(20)	5,549	4,071
Income tax expense (<i>unallocated to segments</i>)	-	-	-	-	-	-	(506)	(356)
Net profit 1	991	709	3,502	3,382	1,056	(20)	5,043	3,715
<i>Net profit 1 %</i>	<i>24.5%</i>	<i>25.2%</i>	<i>12.5%</i>	<i>14.4%</i>	<i>43.5%</i>	<i>-12.0%</i>	<i>14.6%</i>	<i>14.1%</i>
Listing expenses (<i>unallocated to segments</i>)	-	-	-	-	-	-	(1,177)	-
Net profit 2	991	709	3,502	3,382	1,056	(20)	3,866	3,715
<i>Net profit 2 %</i>	<i>24.5%</i>	<i>25.2%</i>	<i>12.5%</i>	<i>14.4%</i>	<i>43.5%</i>	<i>-12.0%</i>	<i>11.2%</i>	<i>14.1%</i>

Dividends

FY2022 Dividends ¹

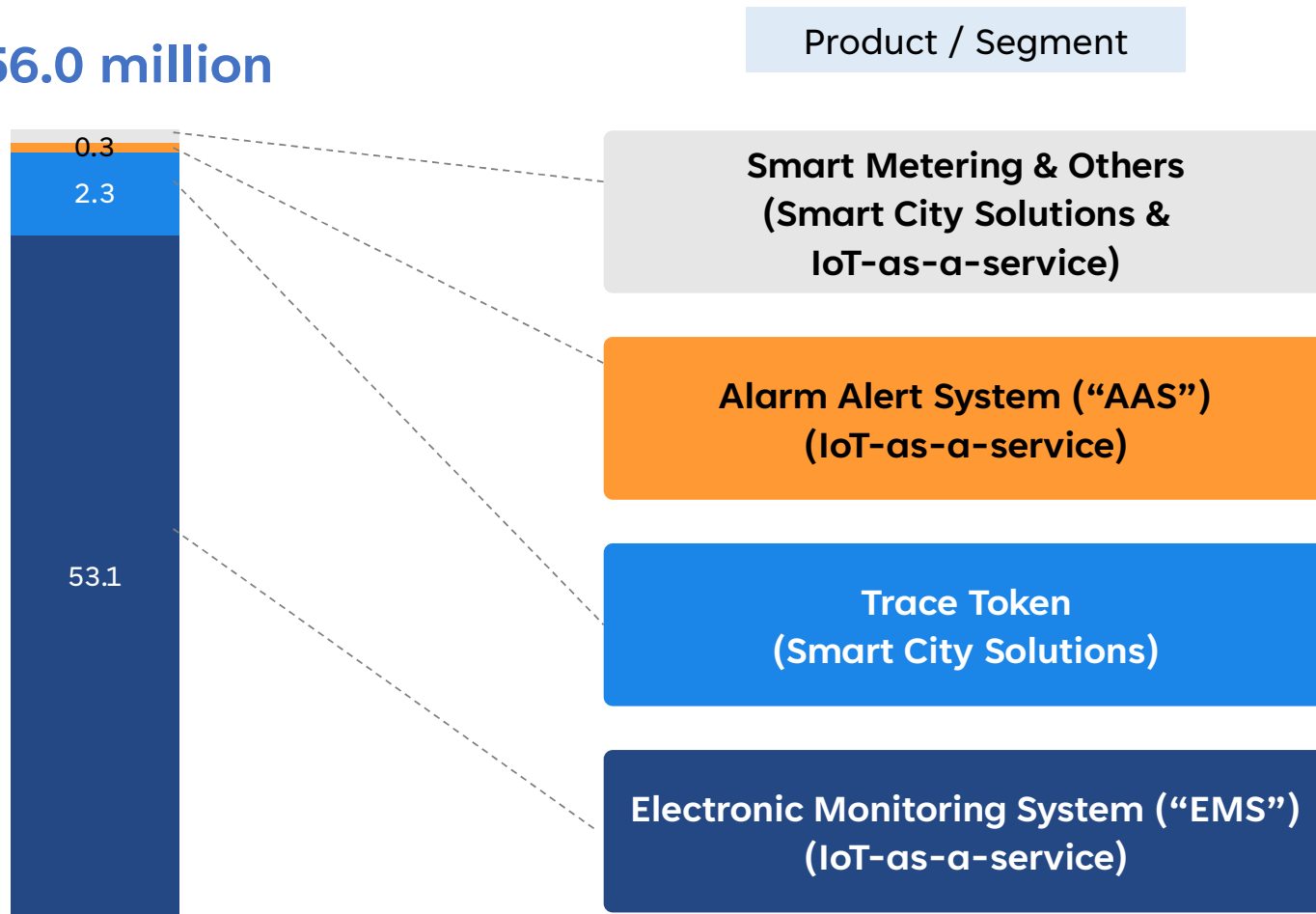
Final dividend of 0.36 cents per share

- **The Board intends to recommend distributing a Final Dividend to reward shareholders for participating in its growth**
- **The Final Dividend is subject to Shareholders' approval at the forthcoming AGM**
- **Translate to a dividend payout of 23% of FY2022's net profit**

¹ Investors should note that the Company does not have a fixed dividend policy. Please refer to the section entitled "Dividends" in the Company's offer document dated 6 April 2022 for further details.

Order Book (as of 29th June 2022)

S\$56.0 million



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Business
Updates



iWOW

ALARM ALERT SYSTEM

Completed Phase 2 (consisting of 32 HDB blocks as well as ubin and southern islands)



SMART METERING

Supporting PUB trial to test NB-IoT technology for water metering

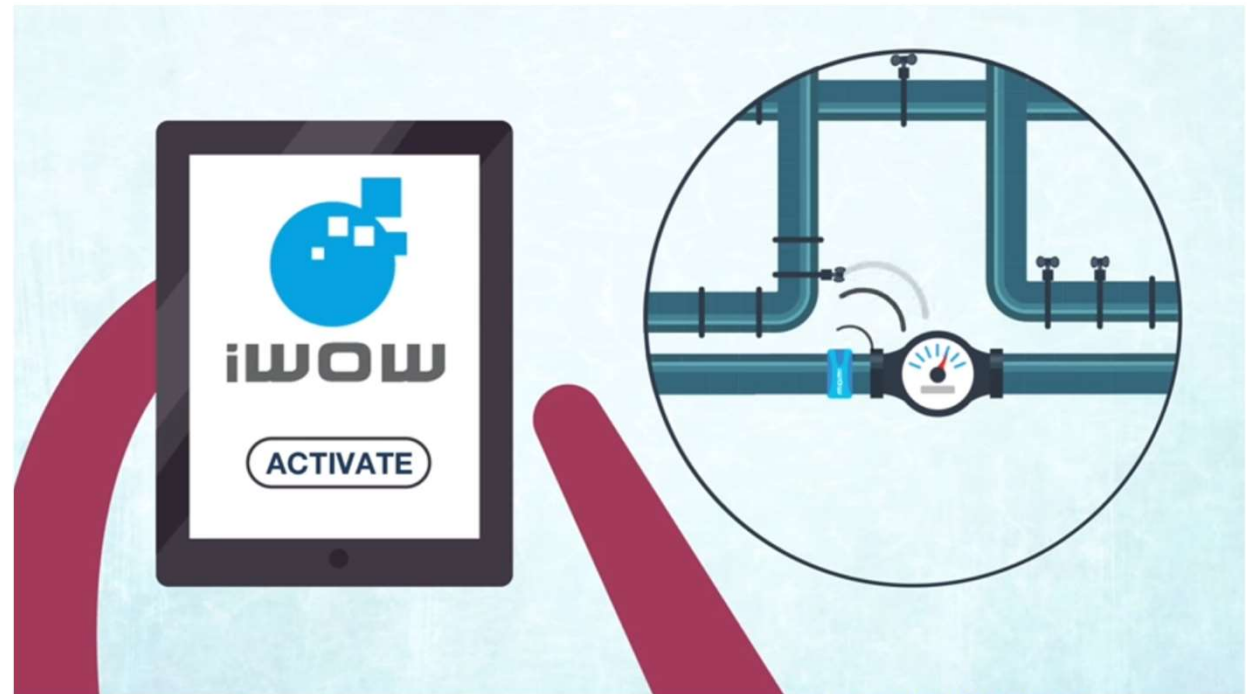
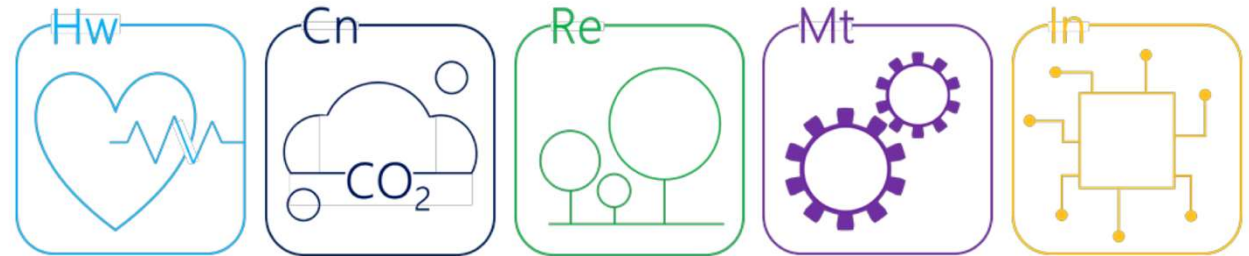
Upgrading our smart metering solution to better support new GREENMARK 2021 certification



GREEN MARK 2021



CERTIFICATION STANDARD





JAPAN SMART CITY TRADE SHOW

29 Jun- 1 Jul 2022



5th Government & Public Sector Week Japan

June 29(Wed) - July 1(Fri), 2022

Tokyo Big Sight, Japan

Exhibiting Info Request (free)

iWOWはスマートシティ/ホームの設計・開発・納入実績をシンガポールから日本市場に展開します



iWOWはスマートシティ/ホームの設計・開発・納入実績をシンガポールから日本市場に展開します



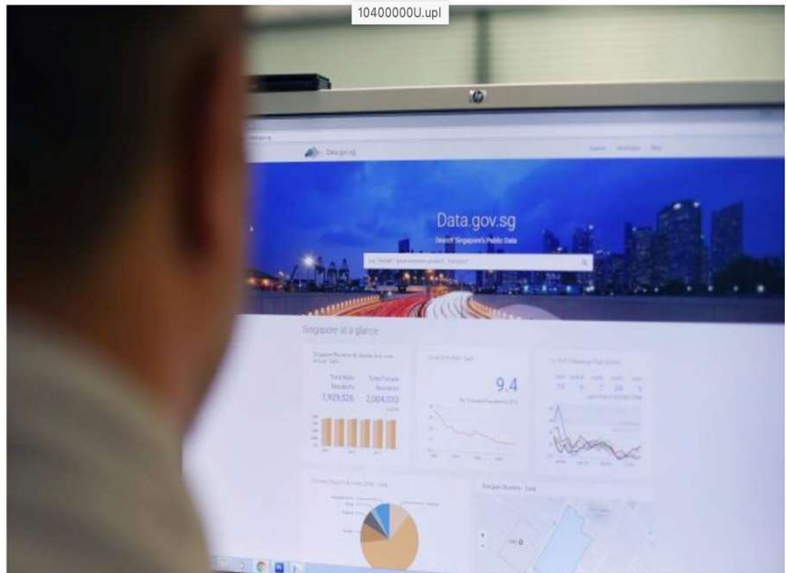
Laser-focused on opportunities arising from increased government & business spending in digitalization & eldercare

Government to spend S\$3.8b in ICT in FY2022; 80% of contracts open to SMEs

Community care sector to get \$18m under new initiative to drive digital efforts: AIC

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Almost 70 per cent - or S\$2.6 billion - of the government's infocommunications technology spending in FY2022 will go towards building new applications and upgrading existing ones, GovTech said. PHOTO: LIANHE ZAOBAO



Delivering growth by riding the 3 megatrends

Megatrends	Growth drivers	Actions we are taking
<p>#1 Rapid Urbanization Challenges dealing with crime and disease as more people live more closely than ever before</p>	<p>Strong government spending promoting digitalization across both public and private sectors will drive demand for our Smart City solutions.</p>	<ol style="list-style-type: none"> 1) Developing new IoT solutions for endemic management. (TBA) 2) Working closely with government agencies to be ready for new digitalization opportunities they are launched.
<p>#2 Aging Population Challenges faced by seniors hoping to live actively and independently through their silver years</p>	<p>Strong government spending promoting digitalization of the elder care sector will drive demand for our eldercare related IOT solutions.</p>	<ol style="list-style-type: none"> 1) Developing new IOT solution for eldercare. (TBA) 2) 2) Exploring overseas opportunities through trade shows and joint marketing with local partners.
<p>#3 Sustainability Challenges faced by businesses and families in an increasingly resource constrained world</p>	<p>Clear and concrete sustainability targets laid out in the Singapore GREEN PLAN (eg. sustainability reporting, mandating government buildings to lead in sustainability targets) as well as the re-launch of GREENMARK 2021 certification will drive demand for our sustainability focused IOT solutions.</p>	<ol style="list-style-type: none"> 1) Upgrading our smart metering solution to better support GREENMARK 2021 criteria and sustainability reporting as defined by the Singapore GREEN PLAN. 2) Expanding & re-organizing our teams to be ready to scale.

Building relationships as we build our business



Chen Jer Yaw

SVP, Internet of Things
IWOW Technology

Tony Varghese

Product Manager, Sensors & IoT (SIoT)
GovTech

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Strategies &
Investment Merits



iWOW

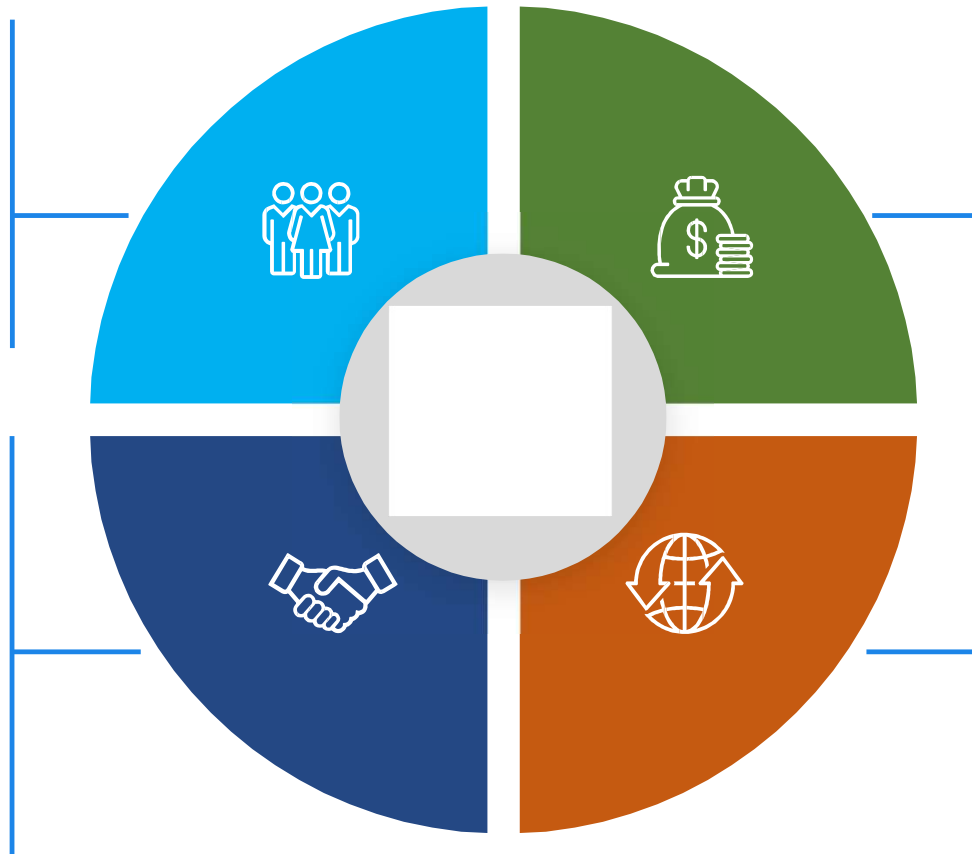
Robust strategic roadmap and use of proceeds...

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 achieving value chain integration in existing markets or to penetrate into emerging markets
- Separate announcements will be made



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

Use of Proceeds (as of 29th June 2022)

	Amount allocated	Amount utilised	Balance
	S\$'000	S\$'000	S\$'000
Enlarging our customer base by engaging both existing B2B customers and expanding our offerings to the B2C segments	1,000	(17)	983
Expanding our market reach by offering out IoT solutions in overseas markets	500	–	500
Enhancing our research and solution development activities to bolster our IoT offerings	1,250	(14)	1,236
Expanding our business through, <i>inter alia</i> , investments, mergers and acquisitions, joint ventures and/or strategic collaborations	1,000	–	1,000
Working capital	1,420	–	1,420
Listing expenses	1,330	(1,313)	17
	<u>6,500</u>	<u>(1,344)</u>	<u>5,156</u>

Investment Merits



Established Reputation And Strong Track Record In IoT Projects



Well-positioned to Capture Robust Tailwinds and Megatrends



Earnings Visibility from Higher-margin, Recurring Subscription Business



Integrated IoT Solutions and R&D Are Key Strengths



Scalable Asset Light Business Model



iWOW

Thank You

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