

tracesafe

健康与安全可穿戴设备

TSF:CSE

投资者报告2021

免责声明

Information Contained in this Presentation

This presentation is a summary description of Tracesafe Inc. and its business and does not purport to be complete. When we refer to “Tracesafe” in this presentation, it means Tracesafe Inc. together with its wholly-owned subsidiary, Tracesafe Technologies Inc., unless the context otherwise requires. This presentation is not, and in no circumstances is to be construed as, a prospectus, advertisement or offering of securities. No securities regulatory authority or similar authority has reviewed or in any way passed upon this document or the merits of Tracesafe’s securities. Except where otherwise indicated, the information contained in this presentation has been prepared by Tracesafe and there is no representation or warranty by Tracesafe or any other person as to the accuracy or completeness of the information set forth herein. Except as otherwise stated, information included in this presentation is given as of the date hereof. The delivery of this presentation shall not imply that the information herein is correct as of any date after the date hereof.

Forward-Looking Information

The information contained herein contains “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995 and “forward-looking information” within the meaning of applicable Canadian securities legislation. “Forward-looking information” includes, but is not limited to, statements with respect to the activities, events or developments that Tracesafe expects or anticipates will or may occur in the future, including the role of technology in COVID-19 re-openings, adoption of the Tracesafe technology by governments and private enterprises and its suitability and role in contact tracing and location services, the market for our products and services and the fees and commission we can charge for our products and services, business development activities, the costs to deploy our products, and our projected size of, and use of proceeds from, any financing. Forward-looking information and statements are based on the then current expectations, beliefs, assumptions, estimates and forecasts about Tracesafe’s business and the industry and markets in which it operates. Forward-looking information and statements are made based upon numerous assumptions and although the assumptions made by Tracesafe in providing forward-looking information or making forward-looking statements are considered reasonable by management at the time, there can be no assurance that such assumptions will prove to be accurate. Forward-looking information and statements also involve known and unknown risks and uncertainties and other factors, which may cause actual results, performances and achievements of Tracesafe to differ materially from any projections of results, performances and achievements of Tracesafe, including, without limitation, the prevalence of COVID-19 and any treatment and vaccines developed therefor, government and societal re-opening plans, the declaration of any mandatory government lock-down, shutter-in-place or similar orders, general economic conditions and competition and such other factors described in Tracesafe’s annual information form for the year ended December 31, 2019, and its other publicly filed documents, as available on SEDAR at www.sedar.com. Although Tracesafe has attempted to identify important factors that could cause actual results to differ materially from those contained in the forward-looking information or implied by forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. There can be no assurance that forward-looking information and statements will prove to be accurate, as actual results and future events could differ materially from those anticipated, estimated or intended. Accordingly, readers should not place undue reliance on forward-looking statements or information. Tracesafe undertakes no obligation to update or reissue forward-looking information as a result of new information or events except as required by applicable securities laws.

External Information

Where this presentation quotes information or statistics from any external source, it should not be interpreted that Tracesafe has adopted or endorsed such information or statistics as being accurate. Additionally, some of the information presented herein is based on or derived from statements by third parties, has not been independently verified by or on behalf of Tracesafe, and no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or any other information or opinions contained herein, for any purpose whatsoever.

No Investment Advice

This presentation is not, and is not intended to be, an advertisement, prospectus or offering memorandum, and is made available on the express understanding that it does not contain all information that may be required to evaluate, and will not be used by readers in connection with, the purchase of or investment in Tracesafe’s securities. This presentation accordingly should not be treated as giving investment advice and is not intended to form the basis of any investment decision. For additional information concerning Tracesafe or its business, readers are referred to SEDAR at www.sedar.com. It does not, and is not intended to, constitute or form part of, and should not be construed as, any recommendation or commitment by Tracesafe or any of its directors, officers, employees, direct or indirect shareholders, agents, affiliates, advisors or any other person, or as an offer or invitation for the sale or purchase of, or a solicitation of an offer to purchase, subscribe for or otherwise acquire, any securities, businesses and/or assets of Tracesafe, nor shall it or any part of it be relied upon in connection with or act as any inducement to enter into any contract or commitment or investment decision whatsoever. Readers should not construe the contents of this presentation as legal, tax, regulatory, financial or accounting advice and are urged to consult with their own advisers in relation to such matters.

Non-Solicitation

This presentation is not an offer of securities and is not an offer to sell or solicitation of an offer to buy any securities of Tracesafe nor shall it form the basis of, or be relied upon in connection with any contract for purchase or subscription.

团队

可穿戴技术、软件和扩展全球销售团队方面的专家



Wayne Lloyd

首席执行官 (Tracesafe Inc.)

Wayne是一位活跃于科技并购领域的技术企业家，担任多家科技和金融技术初创公司的投资者、交易员、董事会成员和顾问。



Dennis Kwan博士

首席执行官

作为从卫星系统到集成电路的无线产品设计专家，在领导团队方面具有独特的优势。拥有卫星通信的博士学位和超过20项专利。



Gordon Zeilstra

首席收入官

曾在SAP、Taleo和Monster.com工作过，花了25年时间与新成立的科技公司合作，协助他们建立全球形象、销售和交付的优势。曾帮助消费者和B2B科技公司转变为价值10亿美元的品牌。



Suresh Singamsetty

首席技术官

Suresh是软件、网络、VOIP、云和低功率无线方面的专家。曾与Dennis共同创立了Martian Watches，并在Transilica担任董事。拥有计算机科学硕士学位和超过20项专利。



健康和安全现在是业务的关键。

我们是如何做到的——我们的解决方案



ImSafe

检疫管理

政府使用的自我隔离计划。

- ✓ 隐含地跟踪GPS位置
- ✓ 单一外形：防篡改腕带



AllSafe

联系人追踪，企业安全

企业、场馆、邮轮用来进行联系人追踪。

- ✓ 无位置（近距离追踪）。
- ✓ 多种形式：夹子、挂绳、腕带、卡片/



研发

Motion Labs

人类活动识别

各组织用于了解人员和资产的流动。

- ✓ 无位置追踪
- ✓ 多种形式：夹子、挂绳、腕带、卡片/

我们是如何做到的——我们的技术

硬件

全面、灵活、可扩展的健康和安全设备

可穿戴设备



- ✓ 我们的可穿戴设备使用低功率的BLE相互通信
- ✓ 有各种不同的外形尺寸
- ✓ 耐用、成本效益高、容易管理
- ✓ 已被部署到互联工人的用例中，包括追踪联系人、执行社交疏远和隔离管理

网关



- ✓ 我们的网关从可穿戴设备收集数据并上传到云端
- ✓ 可以部署在没有LAN/Wi-Fi连接的偏远地区
- ✓ 耐用、成本效益高、容易管理
- ✓ 可集成到信息亭、旋转门、闸门中。

软件

客户控制的、灵活的、医疗级的隐私和安全平台

应用

可作为网络应用，在iOS和安卓上使用

- ✓ 用于向个人管理可穿戴设备和建立网关
- ✓ 大多数使用情况下不需要应用程序
- ✓ 用户可以提交他们的联系信息、健康和状况
- ✓ 可在所有主要平台上使用，也可作为一个网络应用程序使用

云计算

可由我们或客户托管

- ✓ 可在企业内部和云端部署分布
- ✓ 内置员工健康和状况分析
- ✓ 用于合作伙伴整合的灵活API
- ✓ 符合通用数据保护条例(GDPR)和当地隐私法规
- ✓ 医疗级安全

我们是如何做到的--我们的合作伙伴

由于我们的合作关系，我们已经与一些世界上最大的品牌建立了联系。



整合的好处

- 新的销售渠道
- 更多销售人员
- 更多服务和实施资源
- 更多产品功能
- 更加稳固的整体解决方案
- 更广泛的地域覆盖
- 更大的合规性覆盖范围

成功故事



政府

香港

我们的监测解决方案可以迅速扩展，满足政府和香港数万人的需求。我们通过与政府机构的深度协调和整合、快速部署和严格的供应变化管理赢得了香港的合同。



医疗保健

新加坡卫生部

卫生部通过新加坡ST工程公司订购了TraceSafe的新网关+腕带形式的技术来管理社区自我隔离。他们分发给所有需要社区隔离的人



企业

Boustead Projects
(建筑)

TraceSafe 赢得了新加坡国家创新挑战奖，获奖项目是“促进防疫安全、智能和综合管理工地和劳动力的数字工具”，该项目是与Boustead Projects合作在建筑工地部署的。



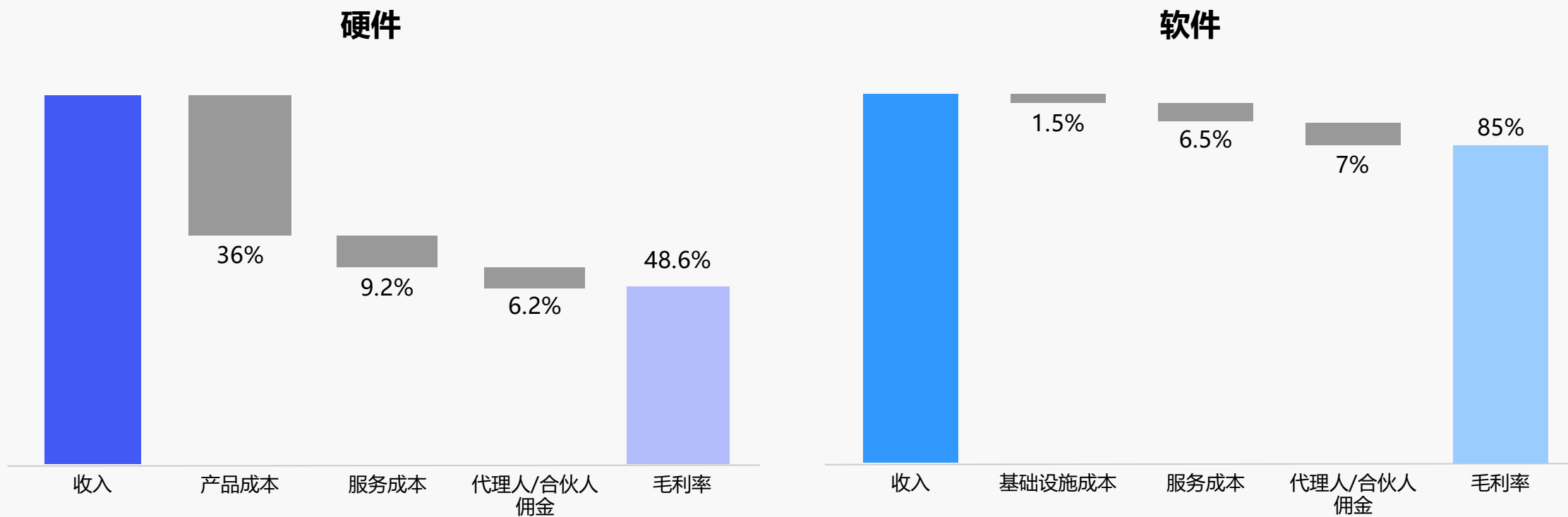
场馆

世界青年冰球锦标赛

TraceSafe帮助600多名参与者（球员、工作人员和媒体）在埃德蒙顿举行的世界青年冰球锦标赛上完全专注于比赛，而不是新冠病毒

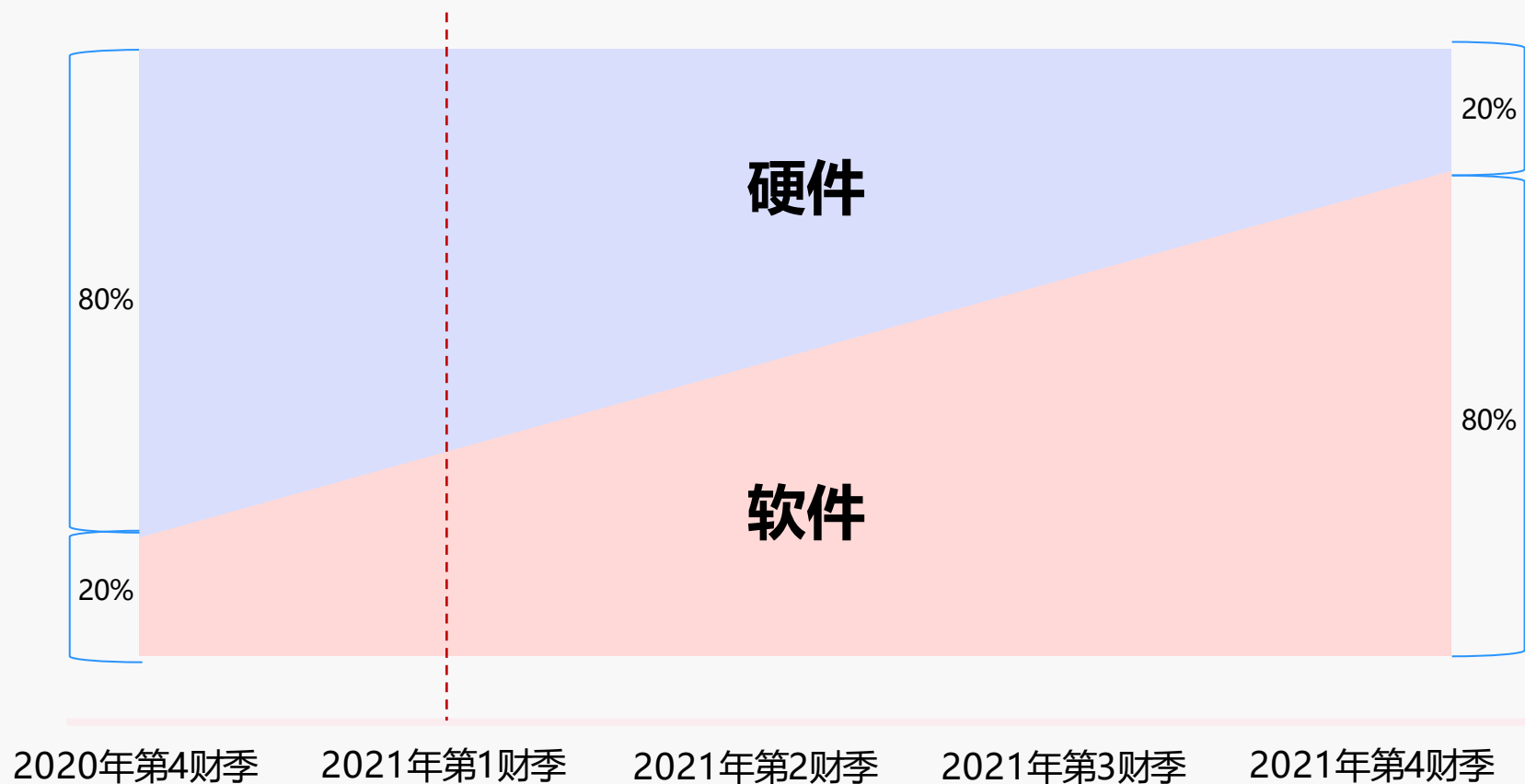
单位经济学

由于我们在工程和制造方面的突破，我们的平均硬件销售价格提高了10倍。



收入转化

TraceSafe正在转变收入模式。目前的目的是将软件即服务（SaaS）的收入提高到80%以上。



市场规模



\$10亿

检疫管理



\$230亿

企业联系人跟踪



\$600亿

企业可穿戴技术¹

2019-2025年期间，全球企业可穿戴设备市场的复合年增长率预计将超过41%¹

¹ ABI Research预测，2022年企业可穿戴设备的收入将超过600亿美元
<https://www.abiresearch.com/press/abi-research-forecasts-enterprise-wearables-will/>

新冠疫情后的收入增长

新冠疫情



关注新冠疫情健康和安 全

- 快速部署到企业环境中获取客户

新冠疫情后



更深入的行业特定产品

部署的客户群推动了行业特定的产品路线图，以改进：

- 录用
- 健康
- 质量和效率
- 工作场所特定危险



发展我们的销售、合作 关系和客户成功团队

- 招聘行业销售专家
- 增加战略销售推荐和合作伙伴的数量
- 巩固我们的集成和API技术能力

企业可穿戴设备的下一波浪潮



安全

消除工作区特有的危险对企业来说至关重要。可穿戴设备可以让员工对自己的环境保持警惕。

录用

可穿戴设备通过奖励和环境通知让员工参与进来，丰富了员工的工作体验。

健康

身心健康可以降低健康风险、员工病假和组织的医疗费用。

生产力

监控员工的生理反应可以在绩效下降时提供休息建议，从而帮助提高生产率。

*有关特定设备和企业可穿戴使用案例，请参见附录1。

TraceSafe Inc.

13

tracesafe

融资路线图



股票结构

已发行股份	35,838,512
业绩股票	2,550,000
股票总数	38,388,512

TSF:CSE

预留发行 (业绩里程碑)	23,803,260
股票期权	2,350,000
认股权证	4,893,947
经纪人认股权证	215,850
包括业绩里程碑	69,435,719

新闻报道

新冠疫情产生了对检疫跟踪技术和可穿戴安全技术的需求

[阅读更多](#)

香港正在给抵达的旅客佩戴电子腕带来进行新冠病毒检疫。

[阅读更多](#)

Atmosic超低功耗蓝牙®连接解决方案延长了TraceSafe AllSafe腕带的电池寿命和范围

[阅读更多](#)

又有两个国家进入 TraceSafe高级试点阶段

[阅读更多](#)

可穿戴技术防御对阵世青赛中的新冠病毒

[阅读更多](#)

TraceSafe与新加坡大型建筑公司签署协议，在整个项目现场部署其位置管理技术

[阅读更多](#)

TraceSafe与Tritan Software合作进行医疗运营管理

[阅读更多](#)

路透社：新加坡计划为所有人提供可穿戴的病毒追踪设备

[阅读更多](#)

BuzzFeed News



The Washington Post



联系方式

Wayne Lloyd 首席执行官,
TraceSafe Inc.

+1 (604) 629 9975
invest@tracesafe.io
tracesafe.io

tracesafe

健康和安全的可穿戴设备

TSF:CSE

附录1：企业可穿戴设备的下一波浪潮

部位	设备类型	环境数据	性能数据	
			用户数据	应用程序
头部	安全帽 警报器	盲点、 近距离、GPS	身体运动、抬高	身体状况（耐力），大声警报，工作场所优化
腕部	腕带	空气温度、压力、 近距离、GPS、声音/噪音	身体运动	身体状况（整体健康、耐力）、 能量消耗、群体动态、 生产力、跌倒检测
			身体温度	身体状况、情绪（员工健康）
			血氧、血压	身体状况（耐力），预防跌倒
			心率变异/血容量脉冲	情绪（员工健康）、 身体状况（整体健康）、 预防跌倒
			皮肤电活动	情绪（员工健康）
胸部	夹子、背心	湿度、光线、气体、 紫外线、GPS	身体运动	跌倒检测、身体状况（耐力）、 生产力、群体动态
脚部	鞋底	GPS、近距离	身体运动	身体状况（整体健康、耐力）、 能量消耗