

tracesafe

健康與安全可穿戴設備

TSF:CSE

投資者報告2021

免責聲明

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團隊

可穿戴技術、軟件和擴展全球銷售團隊方面的專家



Wayne Lloyd

首席執行官 (Tracesafe Inc.)

Wayne是一位活躍於科技並購領域的技術企業家，擔任多家科技和金融技術初創公司的投資者、交易員、董事會成員和顧問。



Dennis Kwan博士

首席執行官

作為從衛星系統到集成電路的無線產品設計專家，在領導團隊方面具有獨特的優勢。擁有衛星通信的博士學位和超過20項專利。



Gordon Zeilstra

首席收入官

曾在SAP、Taleo和Monster.com工作過，花了25年時間與新成立的科技公司合作，協助他們建立全球形象、銷售和交付的優勢。曾幫助消費者和B2B科技公司轉變為價值10億美元的品牌。



Suresh Singamsetty

首席技術官

Suresh是軟件、網絡、VOIP、雲和低功率無線方面的專家。曾與Dennis共同創立了Martian Watches，並在Transilica擔任董事。擁有計算機科學碩士學位和超過20項專利。



**健康和安全現在是業務的
關鍵。**

我們是如何做到的——我們的解決方案



ImSafe

檢疫管理

政府使用的自我隔離計劃。

- ✓ 隱含地跟蹤GPS位置
- ✓ 單一外形：防篡改腕帶



AllSafe

連絡人追蹤，企業安全

企業、場館、郵輪用來進行連絡人追蹤。

- ✓ 無位置（近距離追蹤）。
- ✓ 多種形式：夾子、掛繩、腕帶、卡片/



研發

Motion Labs

人類活動識別

各組織用於瞭解人員和資產的流動。

- ✓ 無位置追蹤
- ✓ 多種形式：夾子、掛繩、腕帶、卡片/

我們是如何做到的——我們的技術

硬件

全面、靈活、可擴展的健康和安全設備

可穿戴設備



- ✓ 我們的可穿戴設備使用低功率的BLE相互通信
- ✓ 有各種不同的外形尺寸
- ✓ 耐用、成本效益高、容易管理
- ✓ 已被部署到互聯工人的用例中，包括追蹤連絡人、執行社交疏遠和隔離管理

網關



- ✓ 我們的網關從可穿戴設備收集數據並上傳到雲端
- ✓ 可以部署在沒有LAN/Wi-Fi連接的偏遠地區
- ✓ 耐用、成本效益高、容易管理
- ✓ 可集成到信息亭、旋轉門、閘門中。

軟件

客戶控制的、靈活的、醫療級的隱私和安全平臺

應用

可作為網絡應用，在iOS和安卓上使用

- ✓ 用於向個人管理可穿戴設備和建立網關
- ✓ 大多數使用情況下不需要應用程序
- ✓ 用戶可以提交他們的聯繫信息、健康和狀況
- ✓ 可在所有主要平臺上使用，也可作為一個網絡應用程序使用

雲計算

可由我們或客戶託管

- ✓ 可在企業內部和雲端部署分佈
- ✓ 內置員工健康和狀況分析
- ✓ 用於合作夥伴整合的靈活API
- ✓ 符合通用數據保護條例(GDPR)和當地隱私法規
- ✓ 醫療級安全

我們是如何做到的--我們的合作夥伴

由於我們的合作關係，我們已經與一些世界上最大的品牌建立了聯繫。



整合的好處

- 新的銷售渠道
- 更多銷售人員
- 更多服務和實施資源
- 更多產品功能
- 更加穩固的整體解決方案
- 更廣泛的地域覆蓋
- 更大的合規性覆蓋範圍

成功故事



政府

香港

我們的監測解決方案可以迅速擴展，滿足政府和香港數萬人的需求。我們通過與政府機構的深度協調和整合、快速部署和嚴格的供應變化管理贏得了香港的合同。



醫療保健

新加坡衛生部

衛生部通過新加坡ST工程公司訂購了TraceSafe的新網關+腕帶形式的技術來管理社區自我隔離。他們分發給所有需要社區隔離的人



企業

Boustead Projects
(建築)

TraceSafe 贏得了新加坡國家創新挑戰獎，獲獎項目是“促進防疫安全、智能和綜合管理工地和勞動力的數字工具”，該項目是與Boustead Projects合作在建築工地部署的。



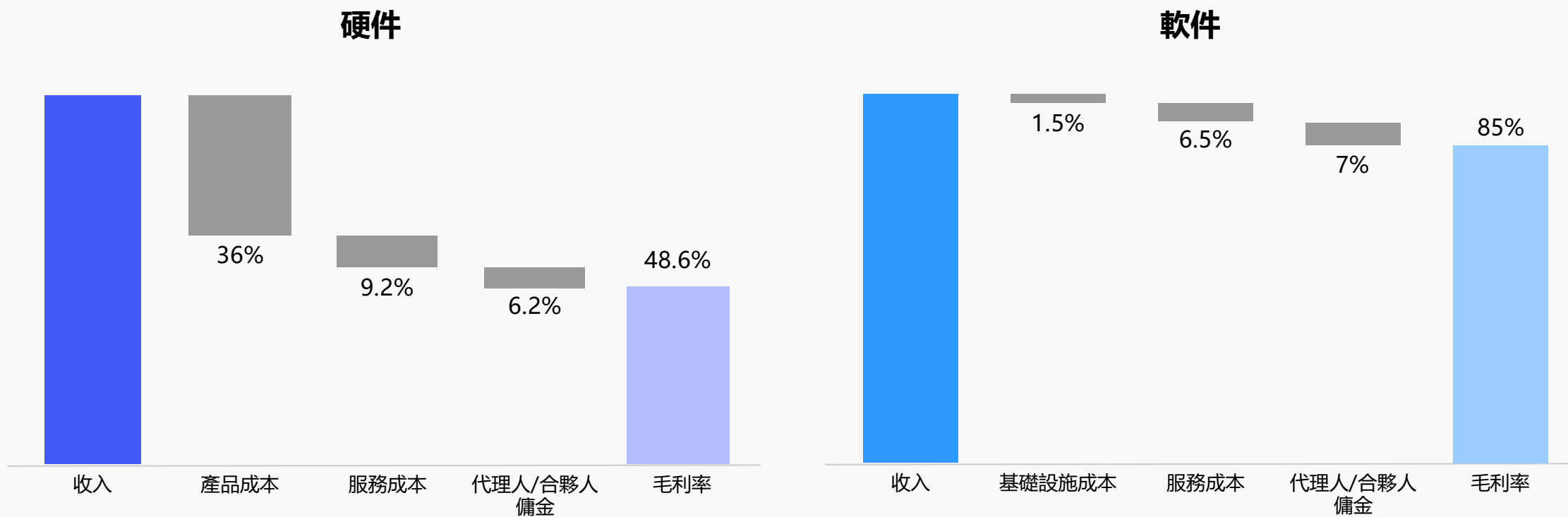
場館

世界青年冰球錦標賽

TraceSafe幫助600多名參與者（球員、工作人員和媒體）在埃德蒙頓舉行的世界青年冰球錦標賽上完全專注於比賽，而不是新冠病毒

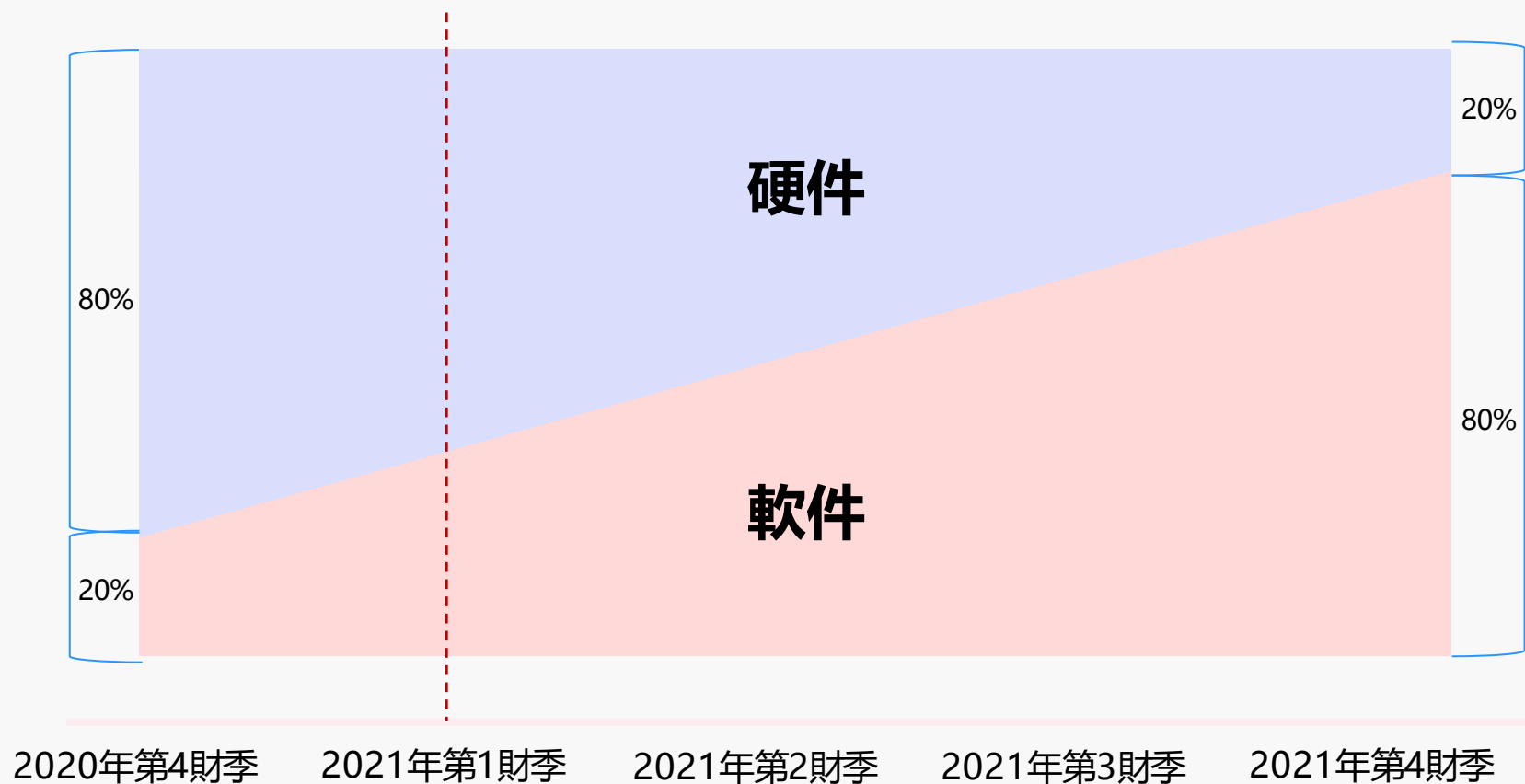
單位經濟學

由於我們在工程和製造方面的突破，我們的平均硬件銷售價格提高了10倍。



收入轉化

TraceSafe正在轉變收入模式。目前的目標是將軟件即服務（SaaS）的收入提高到80%以上。



市場規模



\$10億

檢疫管理



\$230億

企業連絡人跟蹤



\$600億

企業可穿戴技術¹

2019-2025年期間，全球企業可穿戴設備市場的複合年增長率預計將超過41%¹

¹ ABI Research預測，2022年企業可穿戴設備的收入將超過600億美元
<https://www.abiresearch.com/press/abi-research-forecasts-enterprise-wearables-will/>

新冠疫情後的收入增長

新冠疫情



關注新冠疫情健康和安 全

- 快速部署到企業環境中和獲取客戶

新冠疫情後



更深入的行業特定產品

部署的客戶群推動了行業特定的產品路線圖，以改進：

- 錄用
- 健康
- 質量和效率
- 工作場所特定危險



發展我們的銷售、合作 關係和客戶成功團隊

- 招聘行業銷售專家
- 增加戰略銷售推薦和合作夥伴的數量
- 鞏固我們的集成和API技術能力

企業可穿戴設備的下一波浪潮



安全

消除工作區特有的危險對企業來說至關重要。可穿戴設備可以讓員工對自己的環境保持警惕。

錄用

可穿戴設備通過獎勵和環境通知讓員工參與進來，豐富了員工的工作體驗。

健康

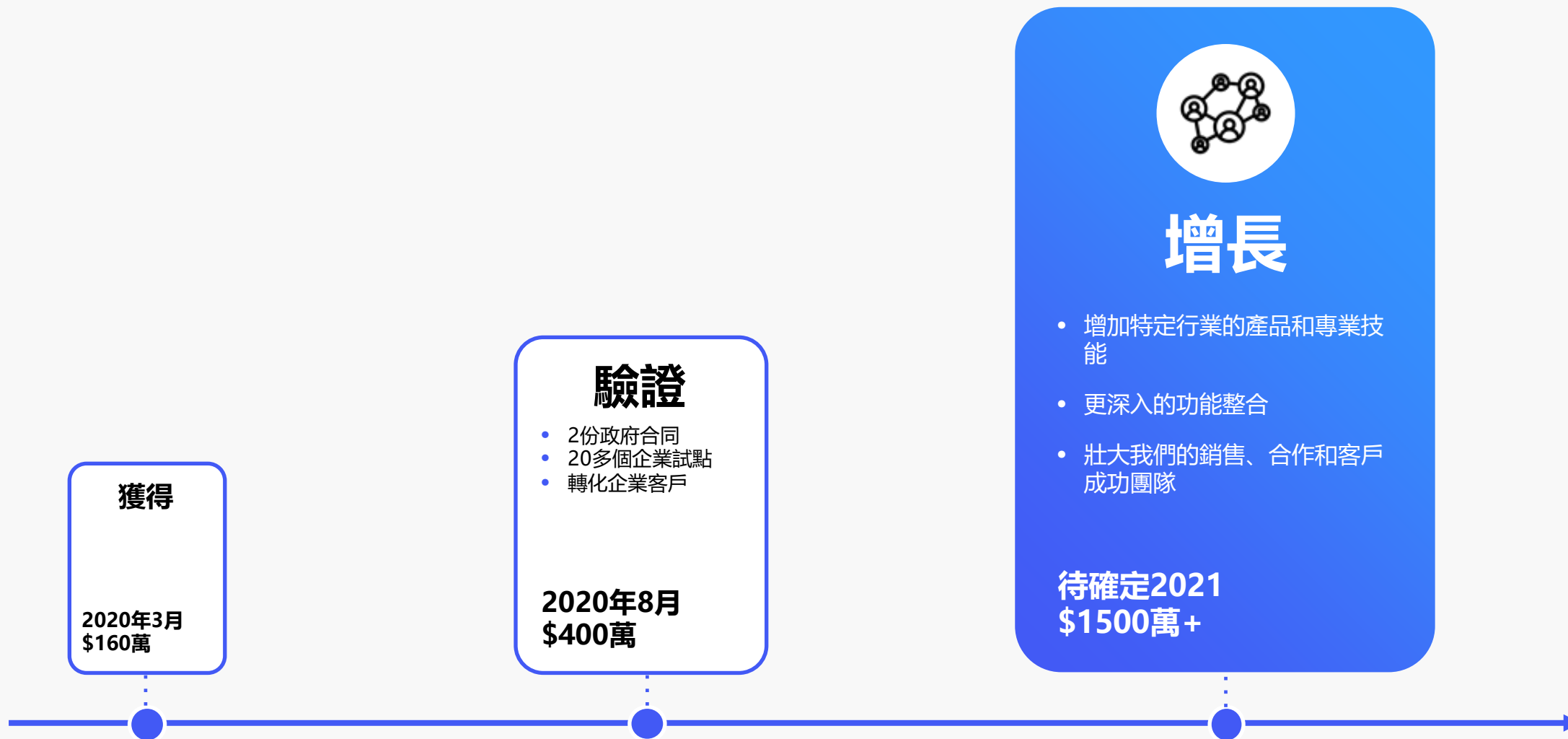
身心健康可以降低健康風險、員工病假和組織的醫療費用。

生產力

監控員工的生理反應可以在績效下降時提供休息建議，從而幫助提高生產率。

*有關特定設備和企業可穿戴使用案例，請參見附錄1。

融資路線圖



股票結構

已發行股份	35,838,512
業績股票	2,550,000
股票總數	38,388,512

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預留發行 (業績里程碑)	23,803,260
股票期權	2,350,000
認股權證	4,893,947
經紀人認股權證	215,850
包括業績里程碑	69,435,719

新聞報道

新冠疫情產生了對檢疫跟蹤技術和
可穿戴安全技術的需求

[閱讀更多](#)

又有兩個國家進入 TraceSafe 高級試點
階段

[閱讀更多](#)

TraceSafe 與 Tritan Software 合作進行
醫療運營管理

[閱讀更多](#)

香港正在給抵達的旅客佩戴電子腕
帶來進行新冠病毒檢疫。

[閱讀更多](#)

可穿戴技術防禦對陣世青賽中的新
冠病毒

[閱讀更多](#)

路透社：新加坡計劃為所有人提供可穿
戴的病毒追蹤設備

[閱讀更多](#)

Atmosic 超低功耗藍牙® 連接解決方案
延長了 TraceSafe AllSafe 腕帶的電池壽
命和範圍

[閱讀更多](#)

TraceSafe 與新加坡大型建築公司簽署協
議，在整個項目現場部署其位置管理技
術

[閱讀更多](#)

BuzzFeed News



The Washington Post



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附錄1：企業可穿戴設備的下一波浪潮

部位	設備類型	環境數據	性能數據	
			用戶數據	應用程序
頭部	安全帽 警報器	盲點、 近距、GPS	身體運動、抬高	身體狀況（耐力），大聲警報，工作場所優化
腕部	腕帶	空氣溫度、壓力、近距、 GPS、聲音/噪音	身體運動	身體狀況（整體健康、耐力）、能量消耗、群體動態、生產力、跌倒檢測
			身體溫度	身體狀況、情緒（員工健康）
			血氧、血壓	身體狀況（耐力），預防跌倒
			心率變異/血容量脈衝	情緒（員工健康）、身體狀況（整體健康）、預防跌倒
			皮膚電活動	情緒（員工健康）
胸部	夾子、背心	濕度、光線、氣體、紫外線、GPS	身體運動	跌倒檢測、身體狀況（耐力）、生產力、群體動態
腳部	鞋底	GPS、近距	身體運動	身體狀況（整體健康、耐力）、能量消耗