

tracesafe

Health & Safety Wearables

TSF:CSE

Investor Presentation 2021

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Team

Experts in wearable tech, software, and scaling global sales teams



Wayne Lloyd

CEO (Tracesafe Inc.)

Wayne is a technology entrepreneur active in tech M&A. He serves as investor, trader, board member, and advisor to several technology and fintech startups.



Dr. Dennis Kwan

CEO

Dennis is uniquely positioned to lead the team as an expert in wireless product design from satellite systems to integrated circuits. Dennis holds a Ph.D. in Satellite Communications and over 20 patents.



Gordon Zeilstra

Chief Revenue Officer

Formerly of SAP, Taleo and Monster.com, Gordon has spent 25 years working with start-up tech firms to assist in building their global profile, sales and delivery excellence. He has helped transform both consumer and B2B tech companies into billion-dollar brands.



Suresh Singamsetty

Chief Technology Officer

Suresh is an expert in software, networking, VOIP, cloud and low power wireless. He previously co-founded Martian Watches with Dennis and was a Director at Transilica. Suresh holds a Masters degree in Computer Science and over 20 patents.



**Health & safety are now
business essential.**

How we do it – our solutions



ImSafe

Quarantine Management

Used by governments for self isolation programs.

- ✓ Implicitly tracks GPS location
- ✓ Single formfactor: tamper-proof wristband



AllSafe

Contact Tracing, Enterprise Safety

Used by businesses, venues, cruise ships to perform contact tracing.

- ✓ Location-less (proximity tracking)
- ✓ Multiple form-factors: clip, lanyard, wristband, card/



R&D

Motion Labs

Human Activity Recognition

Used by organizations to understand movement of people & assets.

- ✓ Location-less tracking
- ✓ Multiple form-factors: clip, lanyard, wristband, card/

How we do it – our technology

Hardware

Comprehensive, flexible, and scalable health & safety devices

Wearables



- ✓ Our wearables communicate with each other using low-power BLE
- ✓ They come in a variety of form-factors
- ✓ Durable, cost efficient, and easy to administer
- ✓ Have been deployed for connected worker use cases, including contact tracing, social distancing enforcement, and quarantine management

Gateways



- ✓ Our gateways collect data from wearables and upload them to the cloud
- ✓ Can be deployed in remote areas without LAN/Wi-Fi connectivity
- ✓ Durable, cost efficient, and easy to administer
- ✓ Can be integrated into kiosks, turnstiles, gates.

Software

Customer-controlled, flexible, and medical-grade privacy & security platform

Applications

Available as a Web app,
on iOS and Android

- ✓ Used for administering wearables to individuals and to set up gateways
- ✓ No app required for majority of use cases
- ✓ Users can submit their contact details, health & safety status
- ✓ Available on all major platforms and as a Web app

Cloud

Can be hosted by us or
by customer

- ✓ On-premise and cloud deployable distribution
- ✓ Built-in employee health & safety analytics
- ✓ Flexible API for partner integrations
- ✓ Compliant with GDPR and local privacy regulations
- ✓ Medical-grade security

How we do it – our partners

Thanks to our partnerships, we already have a foot in the door with some of the world's biggest brands.



Integration benefits

- New sales channels
- Additional sales personnel
- Additional service & implementation resources
- Additional product functionality
- Stickier overall solution
- Broader geographic coverage
- Greater compliance footprint

Success stories



Government

Hong Kong

Our monitoring solution was rapidly scaled to meet the needs of the government and tens of thousands of people in Hong Kong. We won the contract for Hong Kong with deep coordination and integration with government agencies, rapid deployment and tight supply change management.



Healthcare

Singapore
Ministry of Health

The Ministry of Health via Singapore's ST Engineering has ordered TraceSafe's new gateway + wristband form-factor technology to manage community self isolation. They distribute to all who require community quarantine.



Enterprise

Boustead Projects
(Construction)

TraceSafe won the Singapore National Innovation Challenge award for a "Digital Tool to Facilitate a COVID-Safe, Smart and Integrated Management of Worksite and Workforce," for deployment on construction sites in partnership with Boustead Projects.



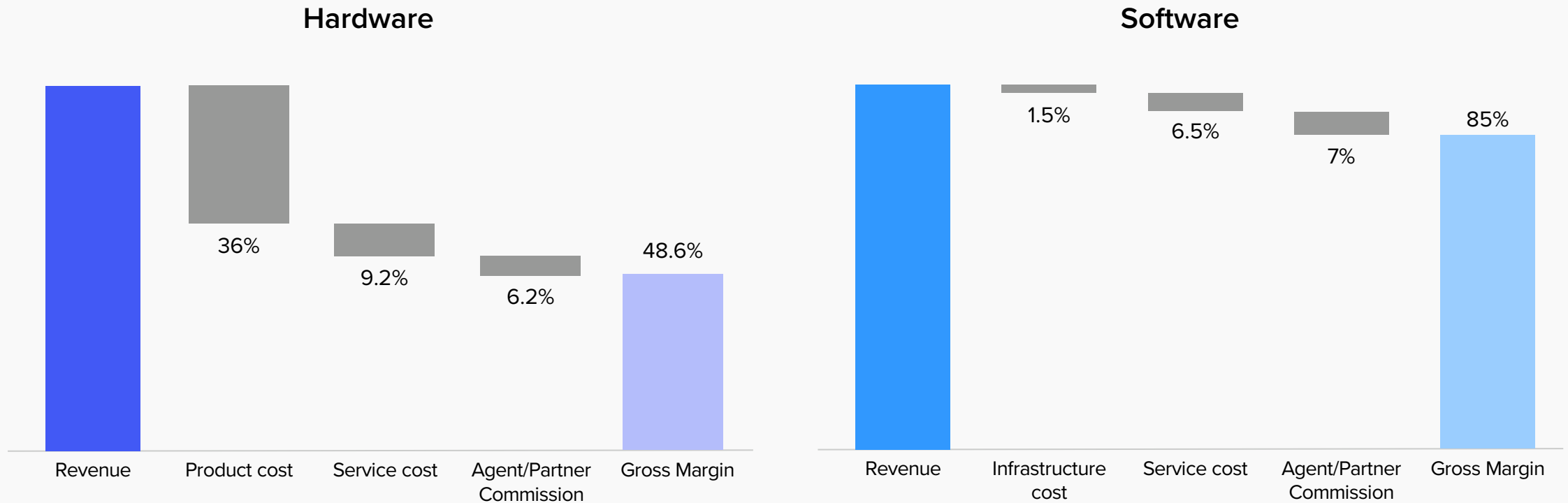
Venues

World Juniors Hockey
Championship

TraceSafe helped over 600 participants: players, staff and the media to stay 100% focused on the game — not COVID-19 — at the World Junior Hockey Championships in Edmonton.

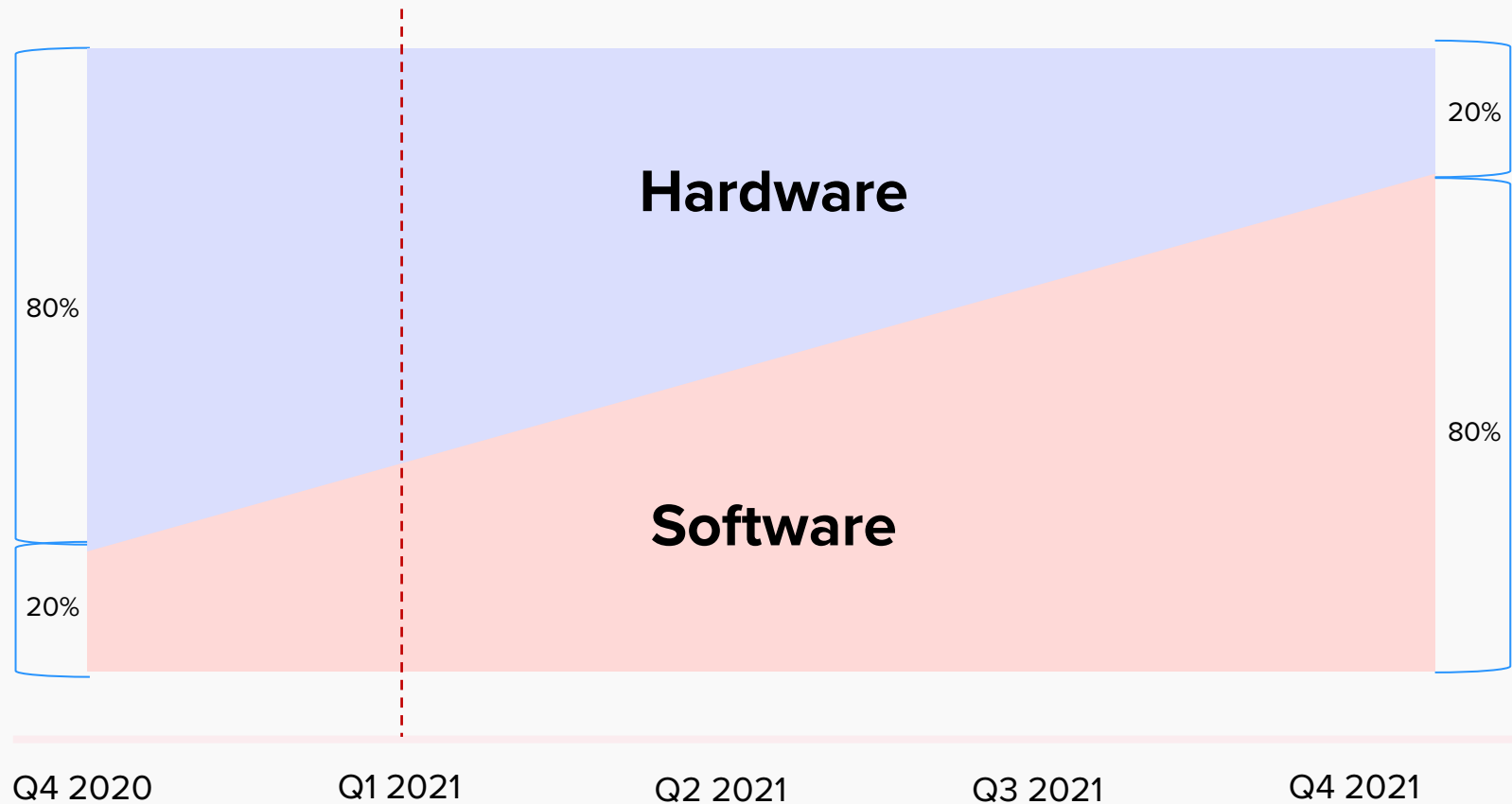
Unit economics

Thanks to our engineering & manufacturing breakthroughs we have been able to increase our average hardware sales price by 10X.



Revenue transformation

TraceSafe is in the process of transforming its revenue model. The current goal is to move to 80%+ of our revenue from software as a service (SaaS).



Market size



\$1 billion

Quarantine Management



\$23 billion

Enterprise Contact Tracing



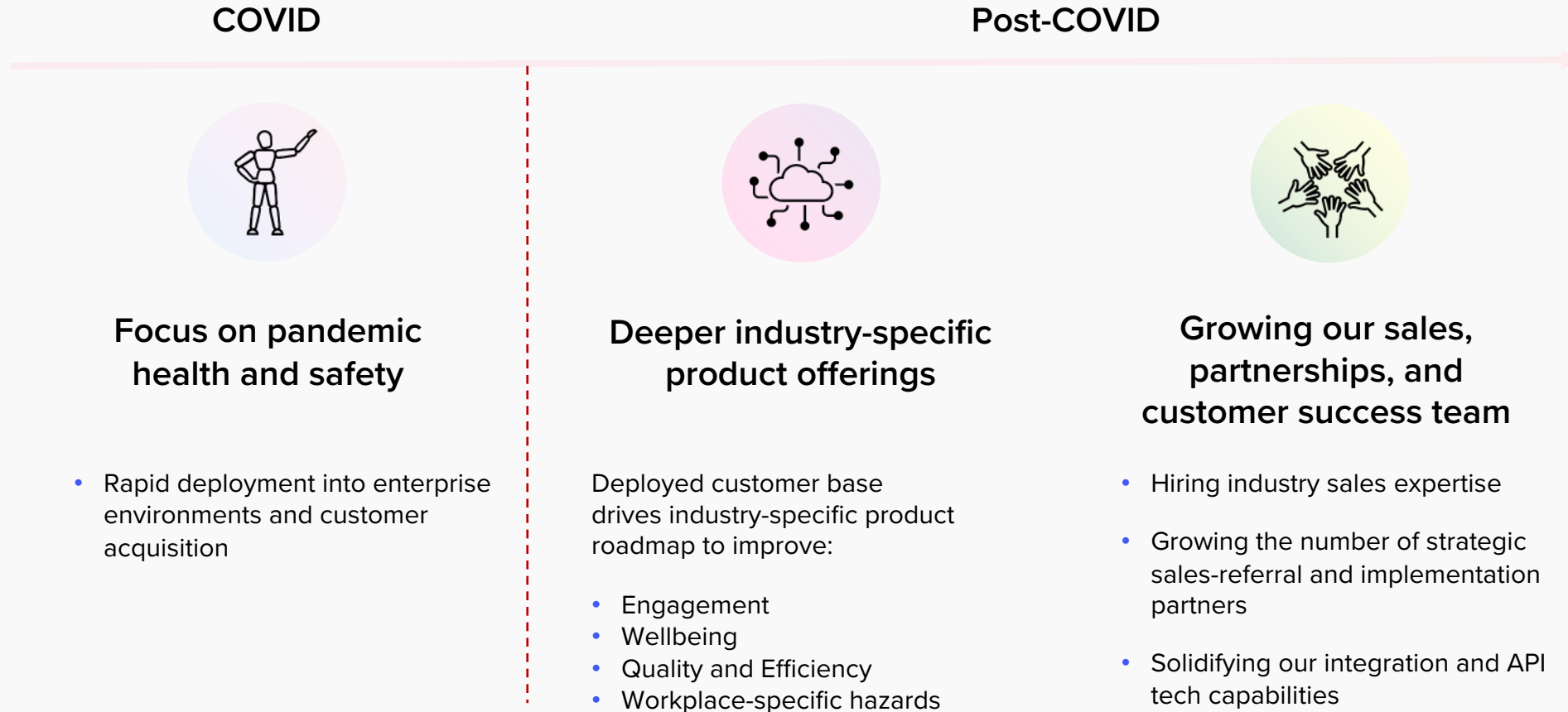
\$60 billion

Enterprise Wearable Tech¹

The global enterprise wearables market is expected to grow at a CAGR of over 41% during the period 2019-2025 ¹

¹ ABI Research Forecasts Enterprise Wearables Will Top US\$60 Billion in Revenue in 2022
<https://www.abiresearch.com/press/abi-research-forecasts-enterprise-wearables-will/>

Post-COVID revenue expansion



Next-wave for enterprise wearables



Safety

Eliminating workspace-specific hazards is crucial for businesses. Wearables can keep employees alert about their environment.



Engagement

Engaging employees through rewards and notifications about their environment, wearables enrich employees' experience at work.



Wellbeing

Physical and mental wellbeing reduces health risks, employee sick leaves, and organization's healthcare expenses.



Productivity

Monitoring employees' physiological responses can help increase productivity by providing break suggestions when performance decreases.

* See Appendix 1 for specific devices and enterprise wearable use cases.

Financing roadmap



Share structure

TSE:CSE

Issued and Outstanding	35,838,512
Performance Shares	2,550,000
Total Shares	38,388,512

Reserved for Issuance (Performance Milestones)	23,803,260
Stock Options	2,350,000
Warrants	4,893,947
Broker Warrants	215,850
Including Performance Milestones	69,435,719

In the News

Covid-19 Pandemic Creating Need for Quarantine Tracking Technology and Wearable Safety Tech
[Read more](#)

Two Additional Countries Enter TraceSafe Advanced Pilot Stage
[Read more](#)

TraceSafe partners with Tritan Software for medical ops management
[Read more](#)

Hong Kong is putting electronic wristbands on arriving passengers to enforce coronavirus quarantine
[Read more](#)

A wearable tech defense vs COVID-19 in world juniors bubble
[Read more](#)

Reuters: Singapore plans wearable virus-tracing device for all
[Read more](#)

Atmosic Ultra-Low-Power Bluetooth® Connectivity Solution Extends Battery Life and Range for TraceSafe AllSafe Wristbands
[Read more](#)

TraceSafe signs agreement with major Singaporean construction firm to deploy its location management technology across project sites
[Read more](#)

BuzzFeed.News



The Washington Post



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Health & Safety Wearables

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Appendix 1: Next wave for enterprise wearables

Position	Device type	Environment data	Performance data	
			User data	Application
Head	Hardhat Siren	Blind spots, proximity, GPS	Body movements, elevation	Physical condition (endurance), loud alerts, workplace optimization
Wrist	Wrist-band	Air temperature, pressure, proximity, GPS, sound/noise	Body movements	Physical condition (overall health, endurance), energy expenditure, group dynamics, productivity, fall detection
			Body temperature	Physical condition, emotions (employee wellbeing)
			Blood oxygen, blood pressure	Physical condition (endurance), fall prevention
			Heart-rate variability / blood volume pulse	Emotions (employee wellbeing), physical condition (overall health), fall prevention
			Electrodermal activity	Emotions (employee wellbeing)
Chest	Clip, Vest	Humidity, light, gas, ultraviolet rays, GPS	Body movements	Fall detection, physical condition (endurance), productivity, group dynamics
Feet	Soles	GPS, proximity	Body movements	Physical condition (overall health, endurance), energy expenditures