

RELEASE // 31.01.17

# Xped Limited



ASX:XPE

## Presentation Release

Xped Limited (**ASX: XPE**) (“Xped” or “the Company”) is pleased to release the attached Xped presentation being used for business development and investor meetings.

## ABOUT XPED

Xped is an Australian Internet of Things (“IoT”) technology business. Xped has developed revolutionary and patent protected technology that allows any consumer, regardless of their technical capability, to connect, monitor and control devices and appliances found in our everyday environment. It’s as simple as two people shaking hands. By enabling the Internet of Things, Xped’s ADRC platform will bring benefit to Manufacturers, Retailers, Service Providers and Consumers.

At Xped, we’re **Making Technology Easy Again**

## FOR MORE INFORMATION:

**Contact Xped Limited**  
ABN 89 122 203 196  
Level 6, 412 Collins Street  
Melbourne VIC 3000

T 03 9642 0655  
F 03 9642 5177  
E [info@xped.com](mailto:info@xped.com)  
[www.xped.com](http://www.xped.com)



## CORPORATE ENQUIRIES:

Cameron Low  
T 03 9225 5389  
E [ir@xped.com](mailto:ir@xped.com)

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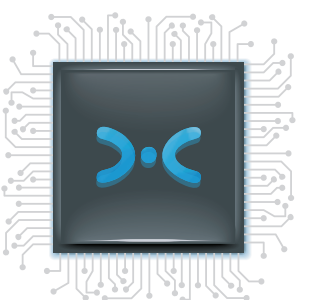
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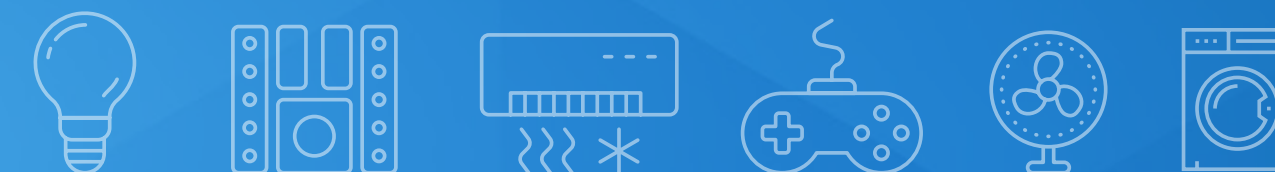
# Strategy, Focus and Growth - Update

**XPED COMPANY PRESENTATION**  
VERSION 1.0 // FEBRUARY 2017

xped



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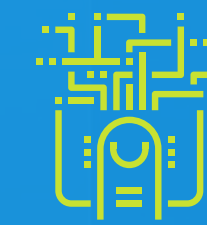
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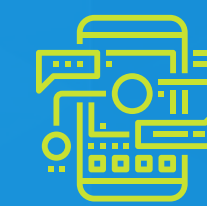
# WHO IS XPED?



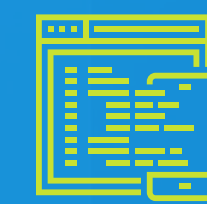
Xped is a technology and solutions provider that is focused on IoT infrastructure. By enabling the Internet of Things, Xped's Infrastructure Platform (XIP) will bring benefits to manufacturers, retailers, service providers and consumers.



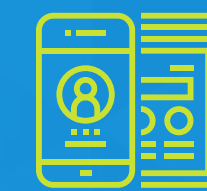
**Tap:** Device discovery, provisioning and interoperability



**Xped App:** Device browser that delivers command and control to the end user



**RML:** Device description language based on XML



**Gateway software:** Business logic, rules engine, notifications and device management solutions

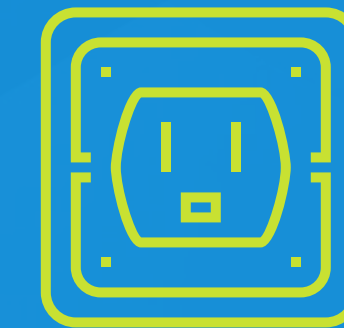
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# INTERNET OF THINGS



The Internet of Things (IoT) is about connecting electronic devices (Things) to each other and to people; so that these Things can communicate and exchange data, and people can interact with either the Things or the Data.

**Things are** anything and everything that has an on/off switch and some form of connectivity.



# POTENTIAL VALUE OF THE IoT

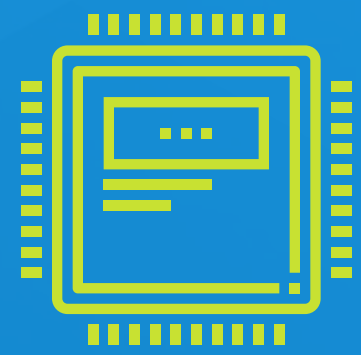
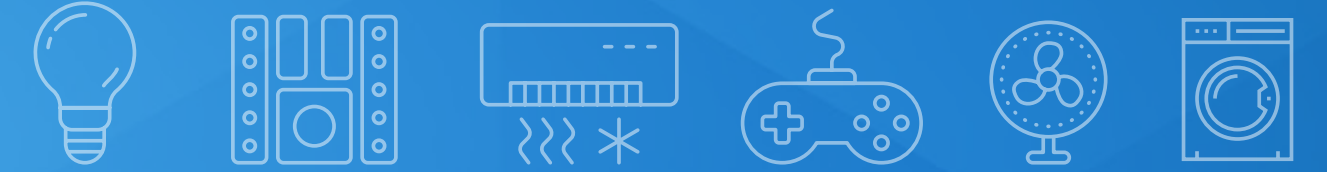


9 business segments give us a cross-sector view of a total potential impact of **\$3.9 - 11.1 Trillion per year from 2025.**

Source: 'The Internet of Things: Mapping the Value beyond the Hype', McKinsey Global Institute June 2015.

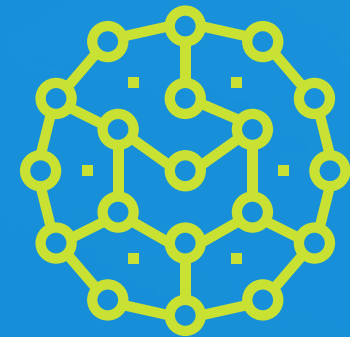
<b>Home</b>	Chore automation and security	<b>\$200B-350B</b>
<b>Human</b>	Health and fitness	<b>\$170B-1.6T</b>
<b>Factory</b>	Operations and equipment optimisation	<b>\$1.2T-3.7T</b>
<b>Retail</b>	Point of sale and inventory management	<b>\$410B-1.2T</b>
<b>Buildings</b>	Security and energy	<b>\$70B-150B</b>
<b>Transportation</b>	Logistics and navigation	<b>\$560B-850B</b>
<b>Cities</b>	Public health and transportation	<b>\$930B-1.7T</b>
<b>Worksite</b>	Operations, health and safety optimization	<b>\$160B-930B</b>
<b>Vehicles</b>	Autonomous vehicles and maintenance	<b>\$210B-740B</b>

# IOT REVENUE STREAMS



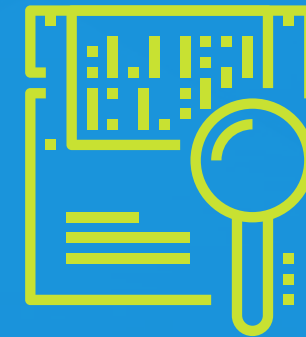
## Hardware

Selling connected devices and gateways that collect data



## Infrastructure

Command and control, aggregating, securing and delivering the data



## Analytics

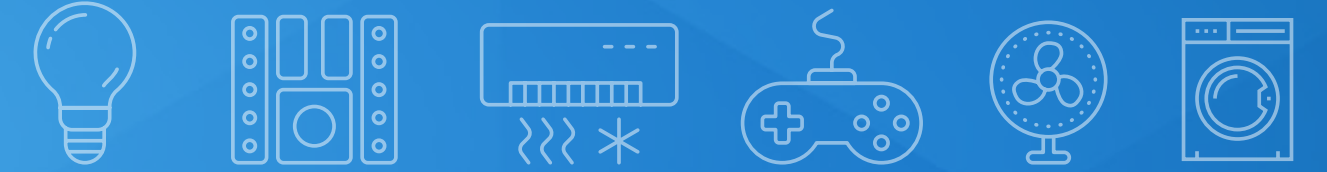
Providing access and insights to 3rd parties

## DATA MONETIZATION

- > Rich Media Advertising
- > IoT Vendors and e-Commerce
- > Insurance and Service Companies
- > Data Companies
- > Network Operators

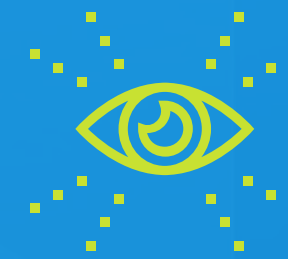
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# OUR VISION

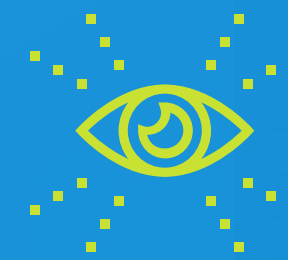


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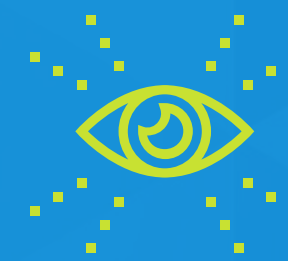
Accelerate IoT deployment and monetization for partners through simple, innovative, and user experience driven solutions.



Work with device manufacturers, service providers and retailers to deliver compelling user experiences based on Xped technologies.



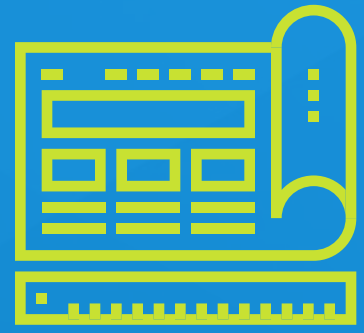
Monetize our technology via licensing, revenue share and API metering.



Seamlessly, safely and securely move data across our platform.



# XPED OFFER SOLUTIONS FOR:



OEM's



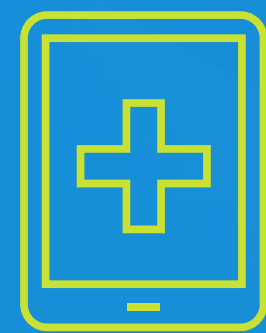
Retailers



Builders



Service  
Providers

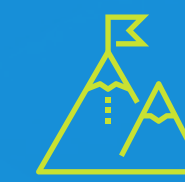


Healthcare  
Providers

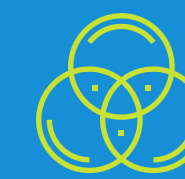


Property  
Management

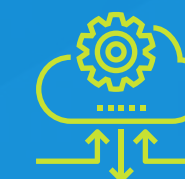
## COMPETITIVE ADVANTAGE



**IoT architecture:** The highest level of interoperability



**Unique UI/UX:** Simple to learn and easy to use



**Cloud:** Novel cloud / client architecture for data monetization

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# CHANNEL PARTNERS



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## Channel Partners

-  **SILICON VENDORS**
-  **ODM'S**
-  **OEM'S**
-  **TELCOS / MSOS**
-  **INSTALLER NETWORKS**
-  **PROPERTY MANAGEMENT**

## Associated Partners

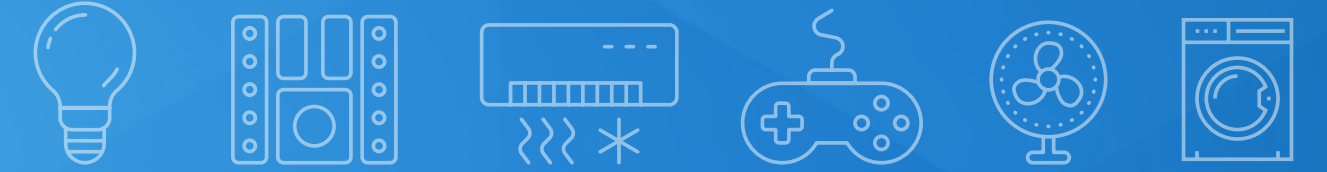
-  **OPEN CONNECTIVITY FOUNDATION™**
-  **TELINK SEMICONDUCTOR**
-  **Microsoft**
-  **JCT**
-  **Shenzhen Lenze Technology Co.,LTD**
-  **Complex Semiconductor (HK) Co.,LTD**
-  **V**
-  **General member of Intel® Internet of Things Solutions Alliance**

## Target Partners

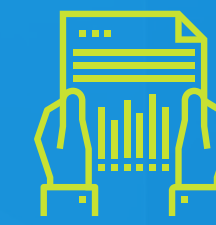
-  **ESPRESSIF**
-  **Target**
-  **MATTEL**
-  **BEST BUY**
-  **Rockchip**  
瑞芯微电子
-  **TELSTRA**
-  **GRACO**
-  **hansen yuncken**

**Disclaimer:** Companies and logos above are target partners only and are not necessarily indicative of any existing partnership.

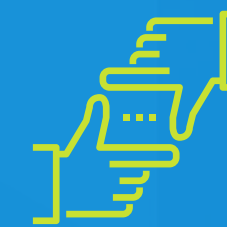
# ACCELERATED GROWTH STRATEGY



Accelerated growth to be achieved by joint venture partnerships and acquisitions of well established companies that will allow us to release our platform, and expand our brand and profile in the market place to provide an end to end solution for all smart devices.



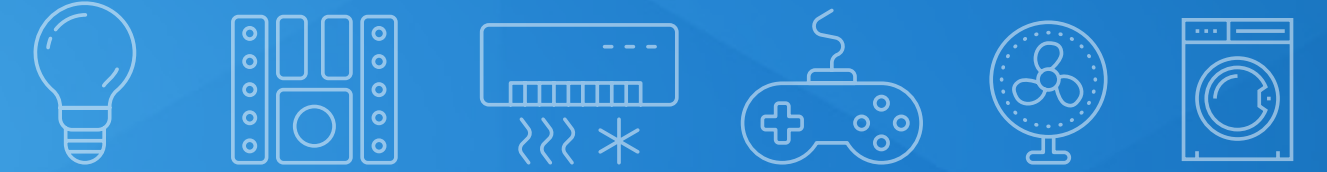
Acquisition of companies that help us establish footholds in the IoT marketplace for multiple vertical segments. We will lead with Health (JCT Healthcare), Home and Building.



Partnering with industry leaders (Intel, Telink, Complex Semiconductor) to enhance their products and services with Xped's Infrastructure Platform (XIP).

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# EVALUATION CRITERIA



An acquisition or partner candidate must meet all three of the following criteria to be considered:



## 1 Channel

Access to a channel or establish a foothold in a new market segment.



## 2 Knowledge

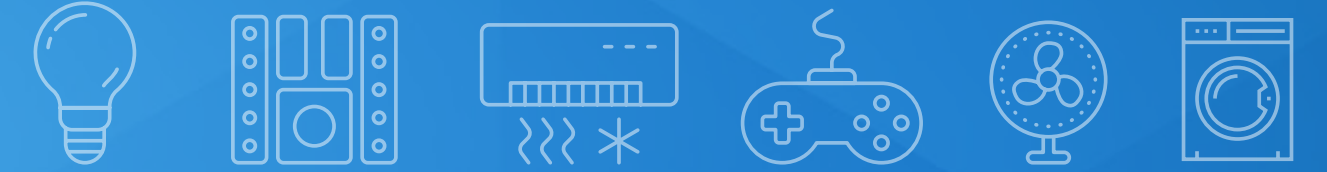
Implement XIP into existing use cases; deep understanding of market segment use cases and business models.



## 3 Technology

Value-add technology to the Xped platform to create the best seamless user experience possible for the end customer or consumer.

# WHY JCT ACQUISITION



Established in 2002, JCT Healthcare is the manufacturer of Assistive Technology and Nurse Call Systems to provide total control over the end to end solutions delivered.

# JCT

**Health IoT Market expected to reach \$163 Billion by 2020:**

**Target markets:** Hospitals, Independent Living Facilities, Home Care, Aged Care

**Existing technology:** Nurse Call Solution, NuCAMS Messaging Software, API Integration

**Channel access:** Provides established foothold in Health for expansion of Xped's technologies

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# THE TELINK AGREEMENT



Telink is a cost-competitive fabless IC design house that develops highly integrated low power radio-frequency and mixed signal system chips for IoT applications.

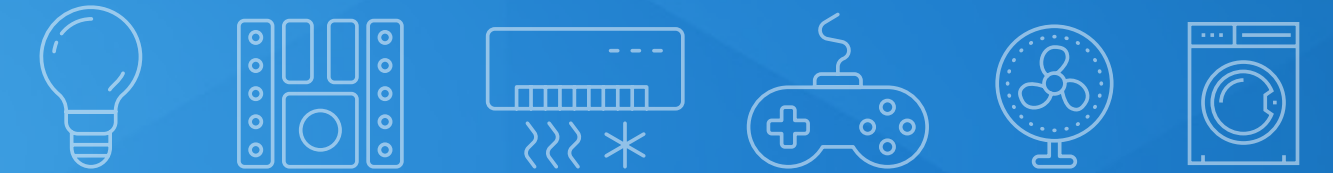


**Current technology:** 2.4Ghz RF SoCs  
- Bluetooth, Zigbee, Thread, 6LoWPAN, Homekit, Analog ICs - resistive/capacitive/ electromagnetic touch control

**Current partners:** GE, Intel, Apple, Skyworth, MediaTek, Lenze

**Agreement:** Channel partner agreement for Xped Platform, Licensing of ADRC Proxy firmware for Bluetooth SoCs, Joint development of new SoCs

# THE LENZE AGREEMENT



Lenze sells under their own brands and also produce OEM products for worldwide distribution including The Walt Disney Company. Total Lenze sales exceeded 100 million devices in 2016.

**License ADRC technology** and Xped Infrastructure Platform

**Xped to develop** Apps for both Lenze and Lenze OEMs

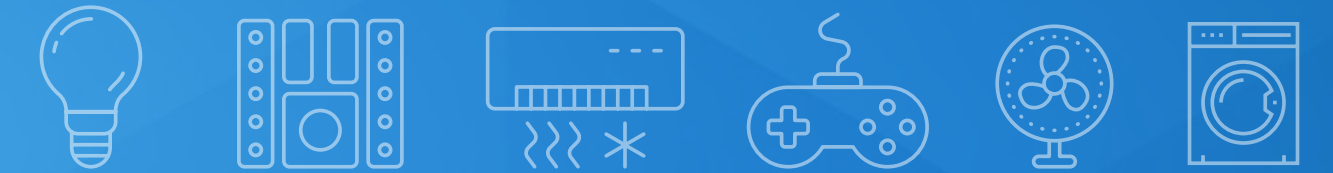
**Forecast** 200 million device sales in 2017

**Telink** partner

**Lenze consumer devices** include Smart Locks, Smart Lights, Bluetooth Car Audio and Fitness Equipment

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# VALUE PROPOSITION



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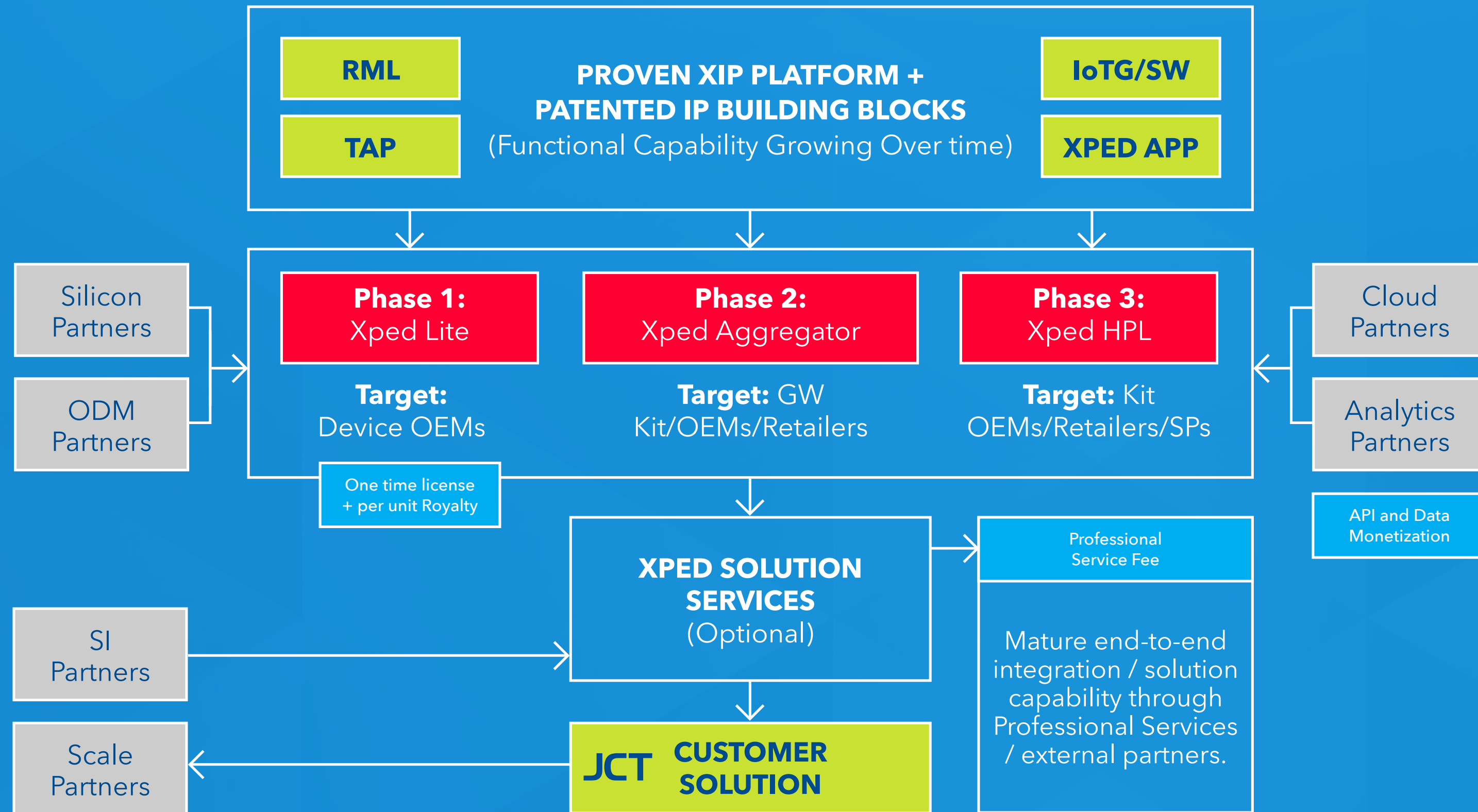
	SILICON VENDORS	ODMS	OEMS	SERVICE PROVIDERS	3RD PARTY SERVICES
<b>REVENUE STREAM 1</b> > Once time licensing > Per unit royalties > Maintenance Contracts					
<b>REVENUE STREAM 2</b> > Professional Services > Monthly Contracts					
<b>REVENUE STREAM 3</b> > API Management > API Metering					



# PATH TO REVENUE



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## Start with what we have:

- > JCT Pipeline
- > Professional Services Pipeline
- > Si and ODM Partners

## Expand the Value Prop:

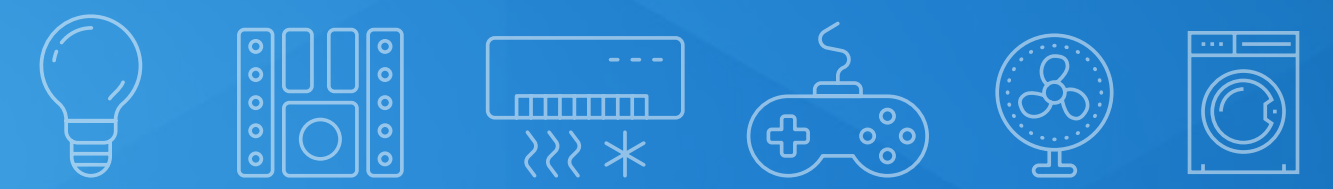
- > Health / Building / Home
  - JCT: Lightsview, Vital Xense, Xped Aggregator

## Scale and Monetize APIs:

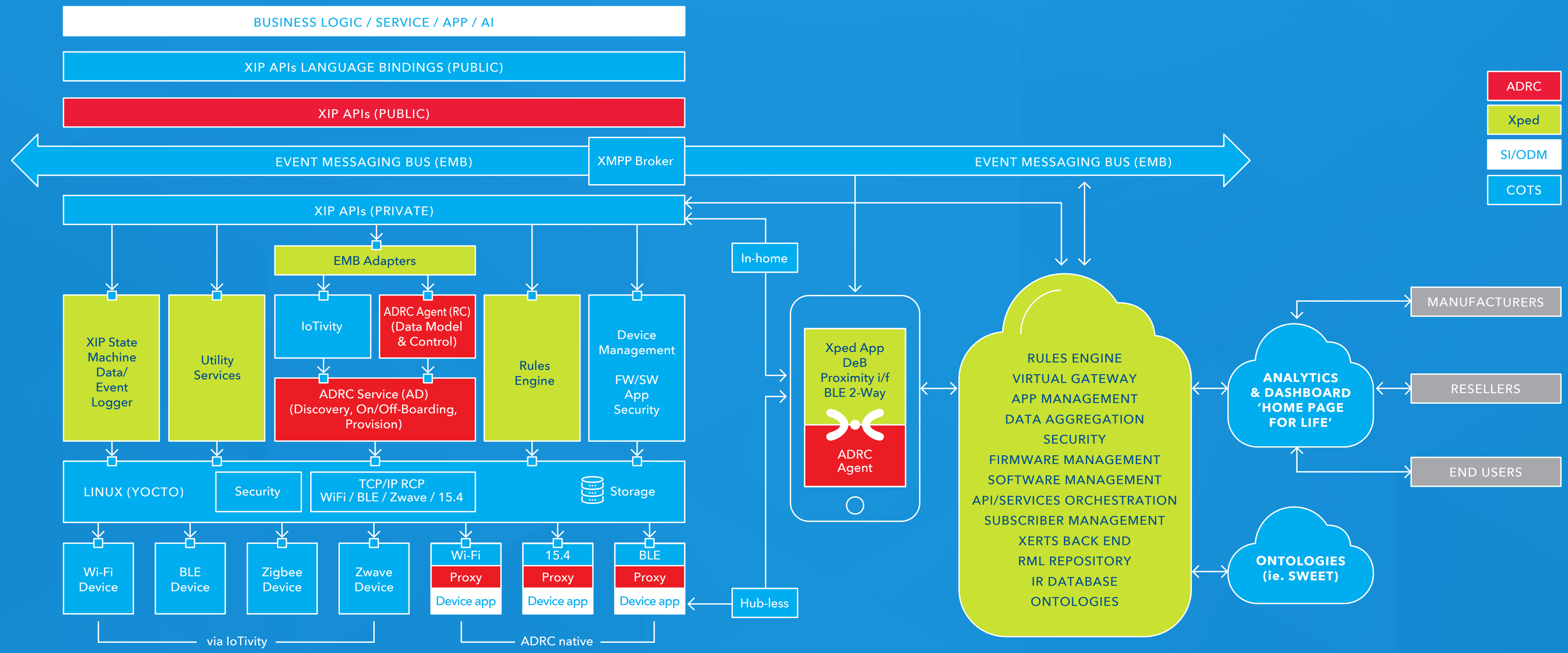
- > Home Page for Life
  - Cloud Services, API Management



# XPED INFRASTRUCTURE PLATFORM



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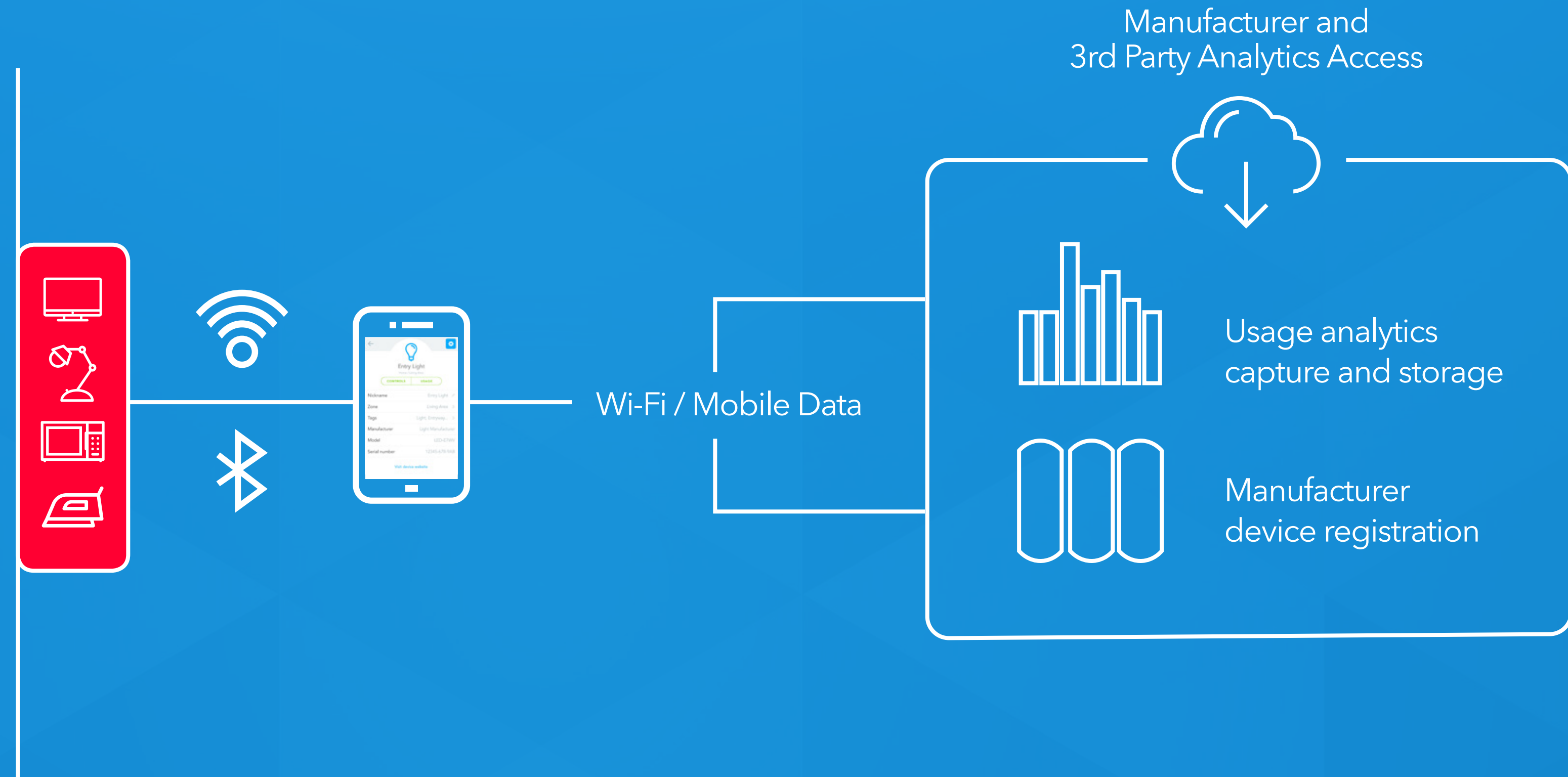
- ADRC
- Xped
- SI/ODM
- COTS

# XIP LITE: VIRTUAL GATEWAY



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- > ADRC Compliant WiFi/BLE Devices
- > RML Translation WiFi/BLE Devices
- > Home Health and Smart Home IoT/Android Apps
- > Freemium Model

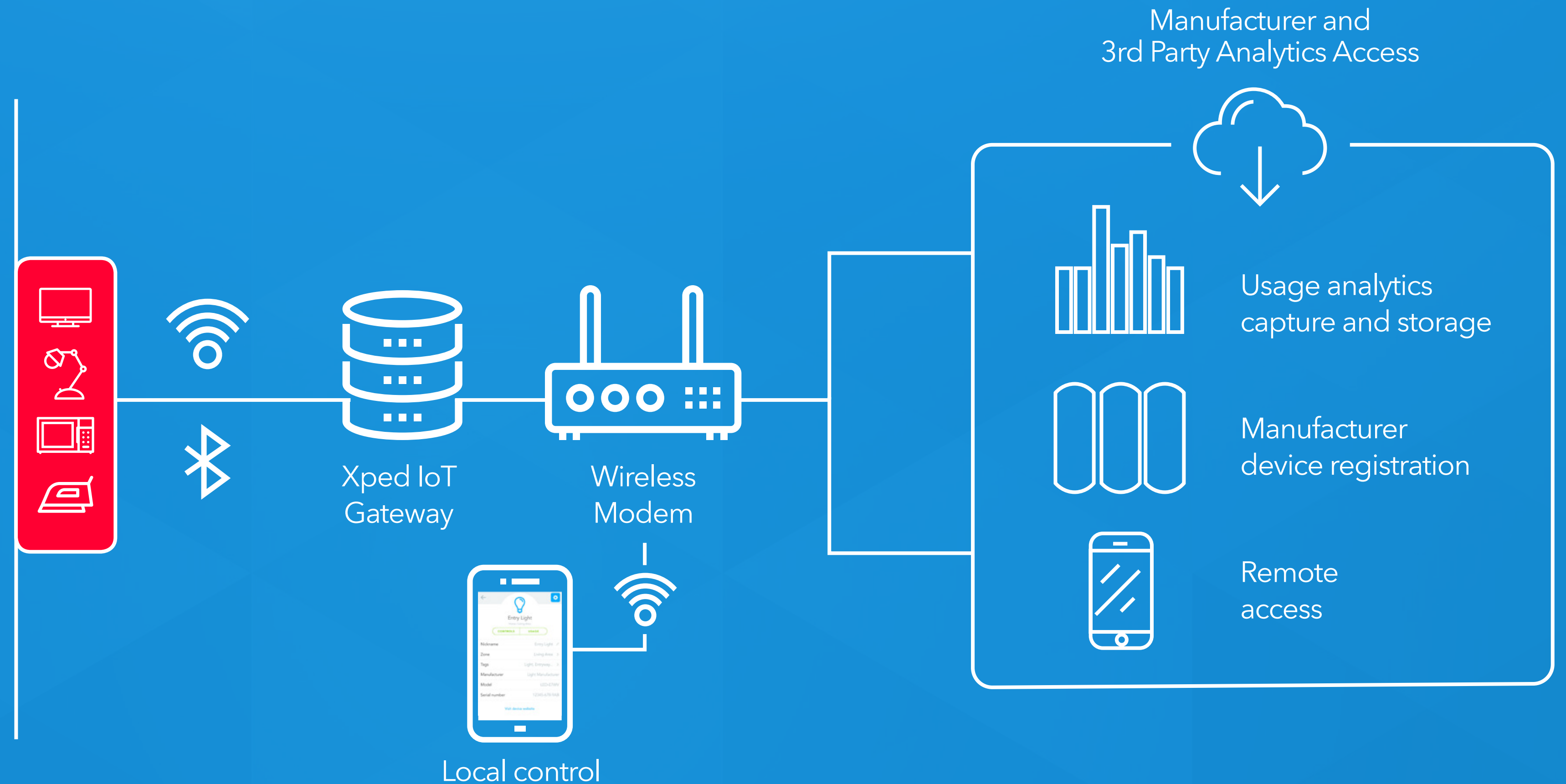


# XIP: GATEWAY SOLUTIONS

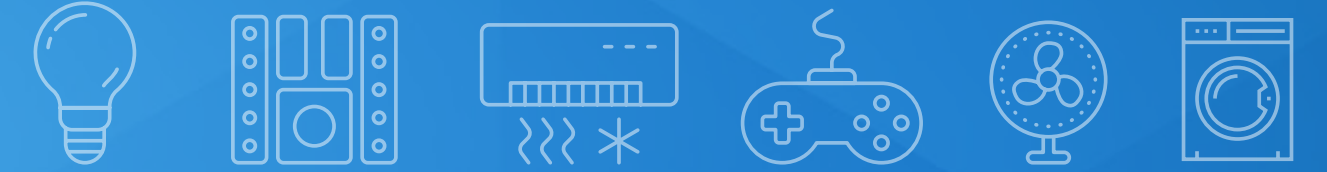


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- > Device support
  - 802.15.4/WiFi/BLE
  - ADRC Compliant
  - Iotivity Compliant
  - RML Translation
- > Use Cases
  - Home Health
  - Pro Health
  - Data Centers
  - Smart Home
- > License Fee with Maintenance



# XIP: HOME PAGE FOR LIFE



XIP will aggregate all aspects of your home or business life:

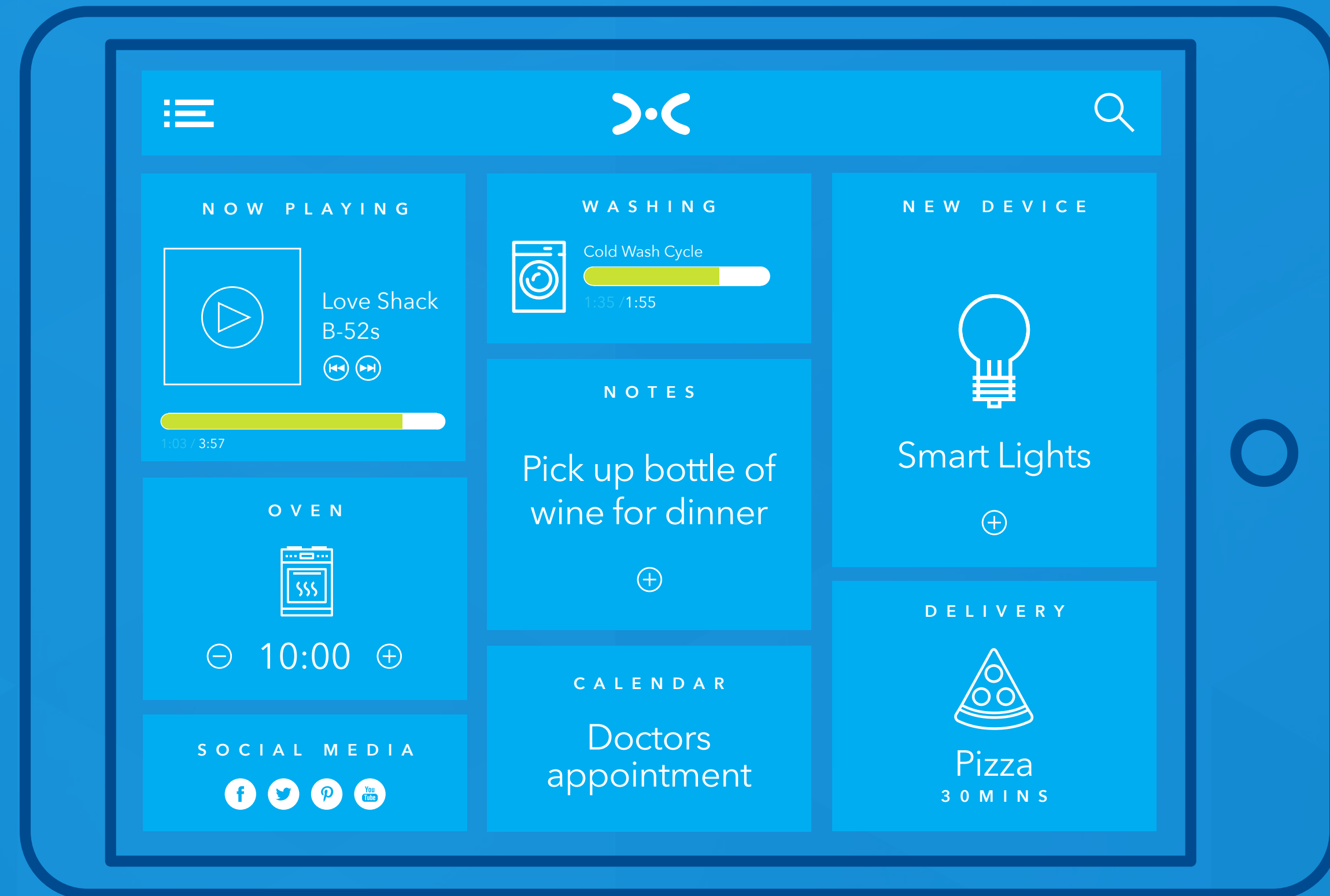
Automation

Security

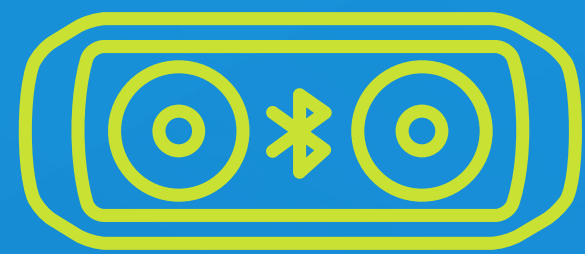
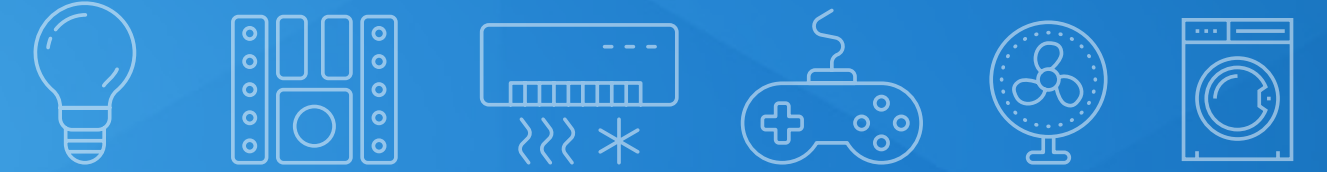
Communication

Schedule

Shopping



# XIP GATEWAY PLATFORMS



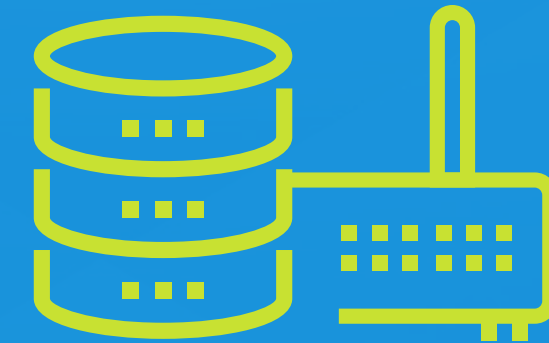
## Smart Speaker

- > WiFi/BLE/15.4
- > Env. Sensors
- > Camera
- > Premium Speaker
- > 6+2 Mic Array



## Consumer Gateway

- > WiFi/BLE/15.4
- > RJ45
- > USB 2.0
- > Cellular
- > Z-Wave Optional



## Industrial Gateway

- > 1 x UART
- > 4 x GPIO
- > 1 x Mini PCIe
- > 2 x 10/100 Ethernet
- > Wall Mount / DIN rails

### Targeted Use Cases:

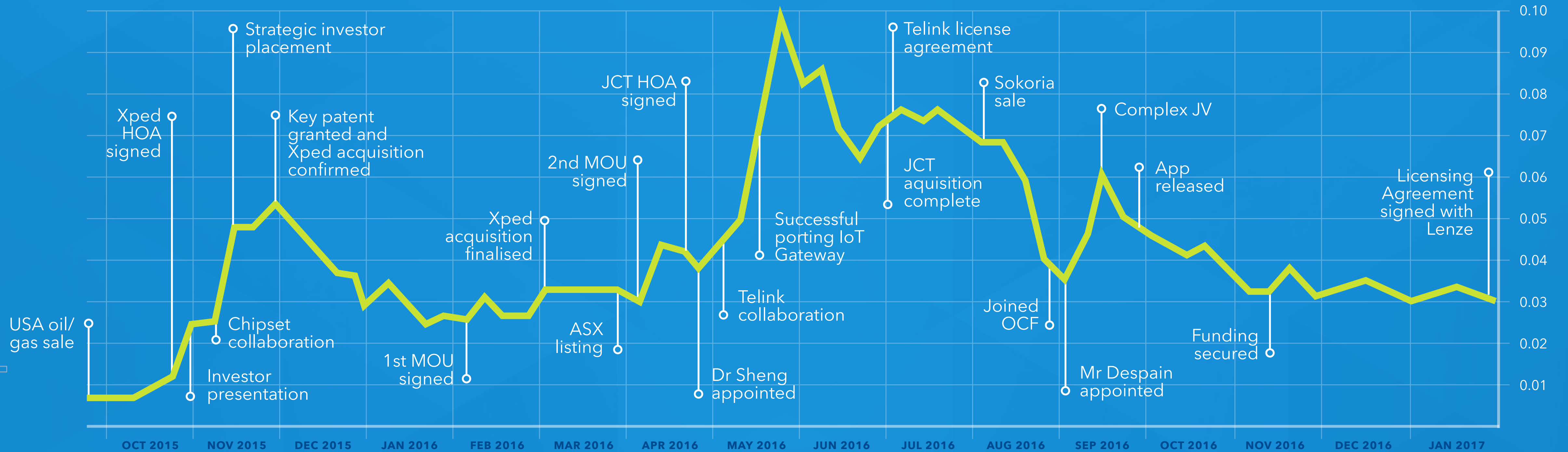
- > Home Health
- > Pro Health
- > Data Centers
- > Smart Home
- > Smart Building

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# SHARE PRICE

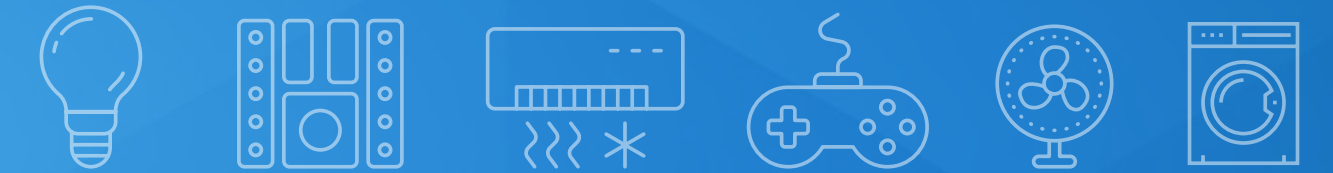


## Share Price Comparison 1 July 2015 - 27 January 2017



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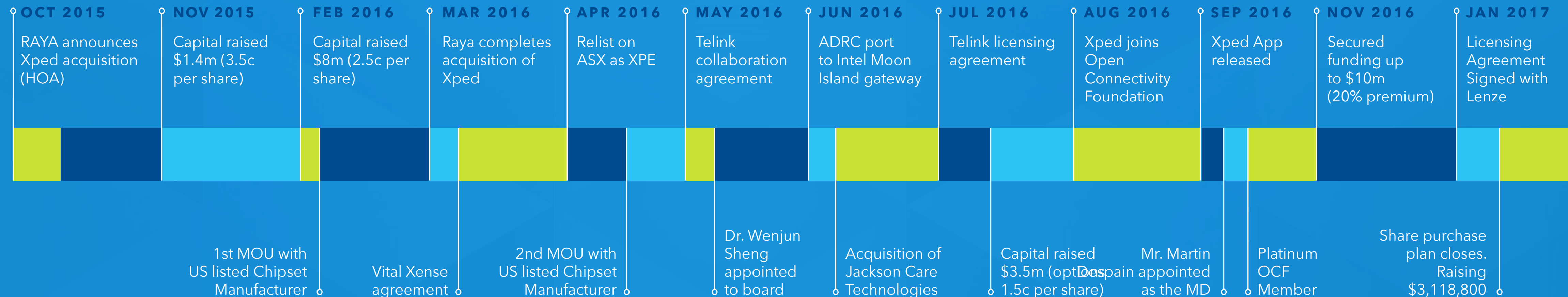
# PROGRESS TO DATE



We've achieved many milestones over the last 12 months.

 Establishment of the management team, structure and partnerships.

 Establishment of strong financial foundations.



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# XPED CAPITAL STRUCTURE



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## CAPITAL STRUCTURE

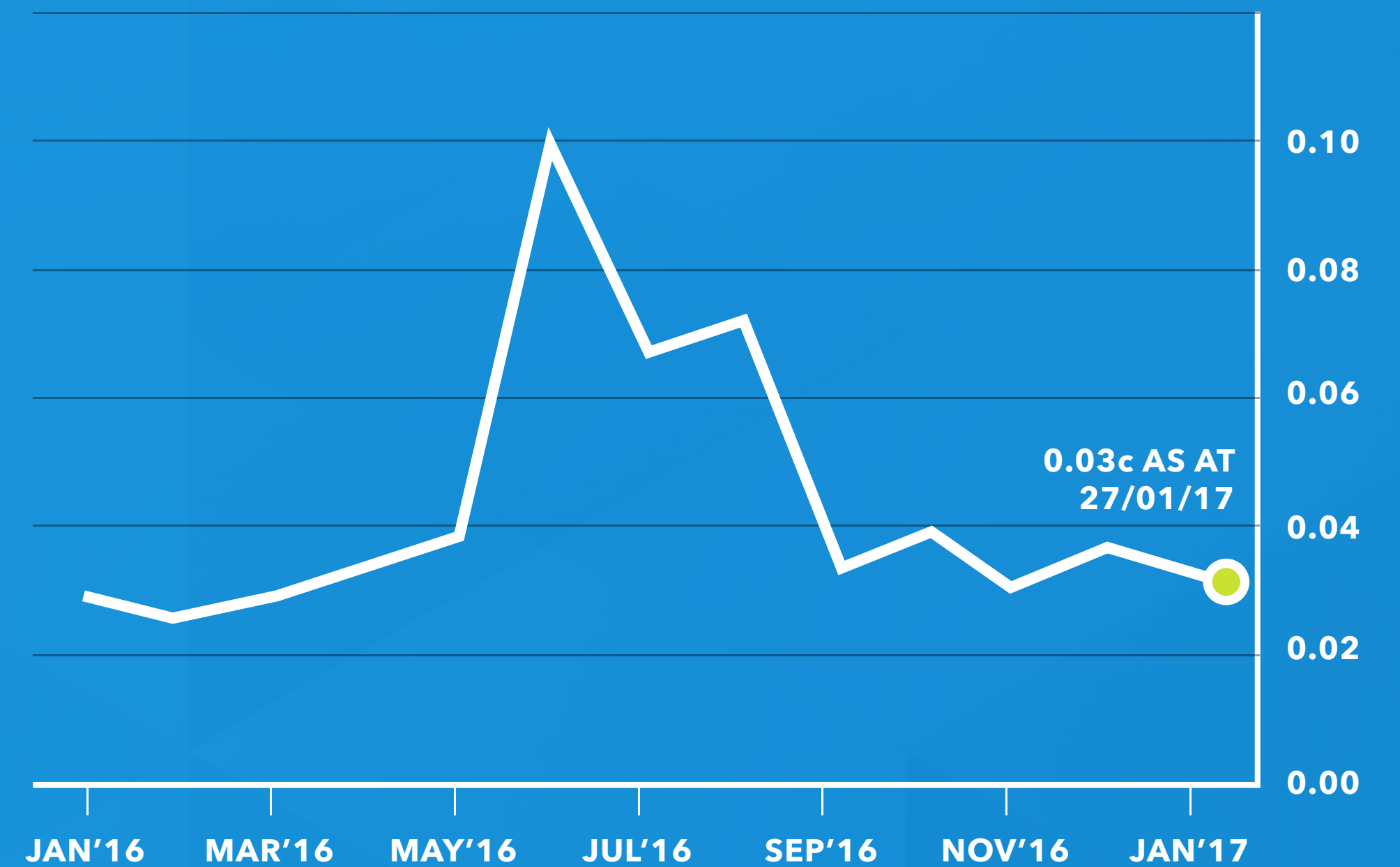
Ordinary fully paid shares	1,706,148,767
Vendor and advisor shares escrowed (Apr 18)	497,081,706
Advisor Shares Escrowed (Sep 17)	10,000,000
Total Shares on Issue	2,213,230,473

## TOP 5 SHAREHOLDERS

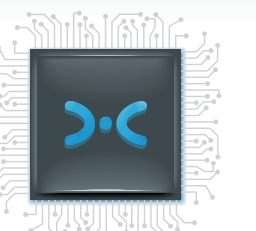
JK Group Australia Pty Ltd	280,576,640
Atlanticx Technologies Pty Ltd	225,465,400
Dalex Pty Ltd	56,154,545
Mr Justin Laurence Barry	29,233,786
Sparke Enterprises Pty Ltd	26,575,000

Source: Automic Registry Services Top Holders Grouped Report as of 27 January 2017

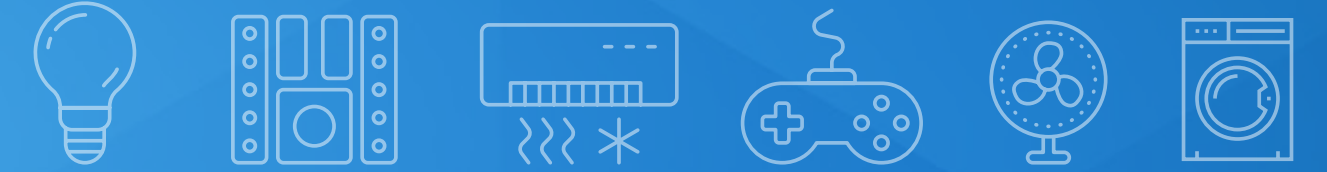
## 12 MONTH SHARE PRICE GRAPH



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# XPED INVESTOR VALUE



Exploding markets for connected home and IoT.

Platform that enables Internet of Things (IoT).

Revenue model with clear path to profitability.

Market and technology leader.

Advanced technology and easy-to-use.

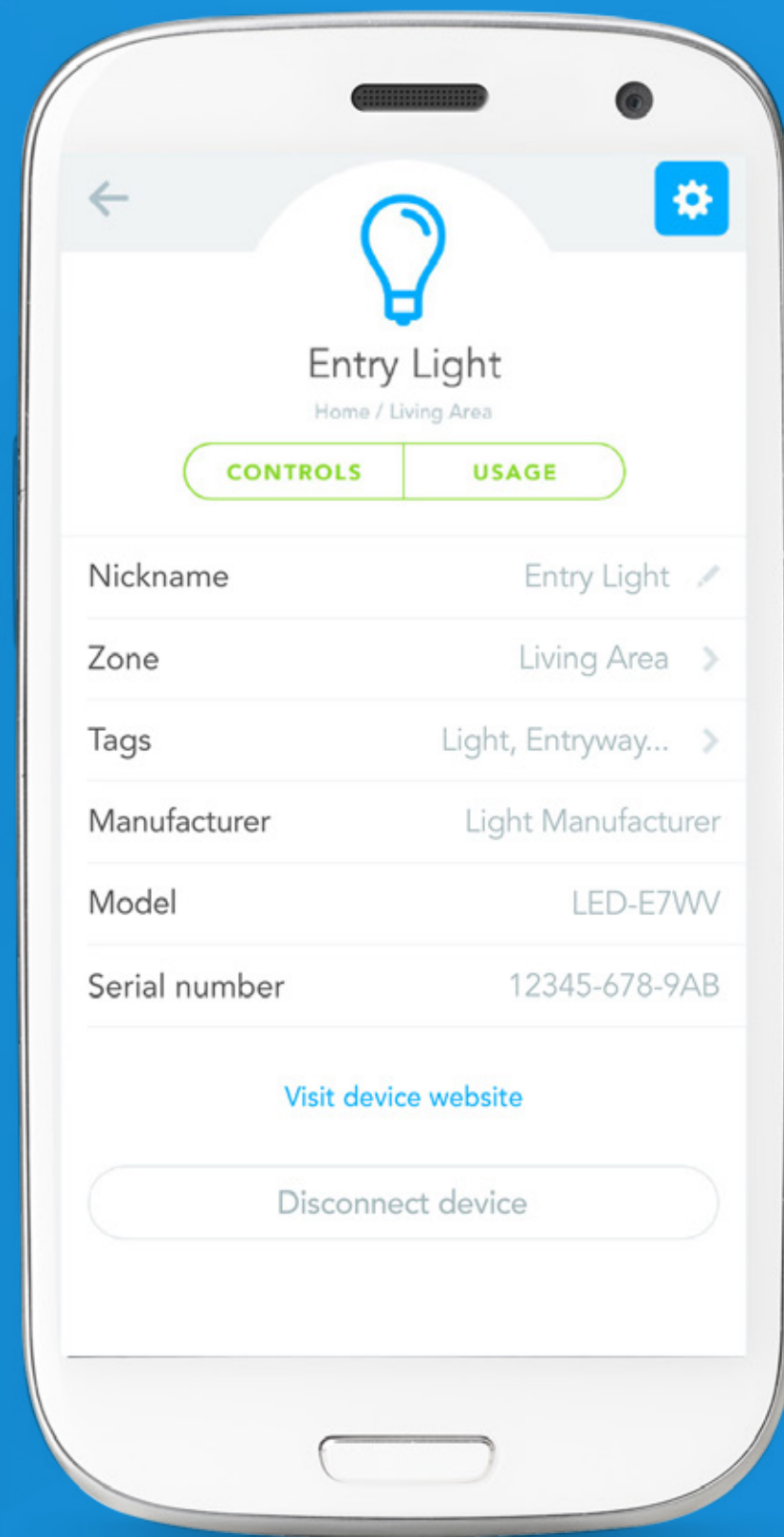
Novel vision for user data monetization.

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# CONSUMER GATEWAY



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## Home Health

### Uses Cases:

- > Vitals Tracking
- > Activity Tracking
  - Movement
  - Diet
  - Medicine
- > Environment

### Devices:

- > Blood Pressure
- > Blood Sugar
- > Scale
- > Pendant
- > Wrist band - Heart Rate / Activity
- > PIR Sensors
- > Contact Sensors
- > Env. Sensors - Temperature / Humidity / pm2.5
- > IP Camera

## Smart Home

### Uses Cases:

- > Automation
- > Energy Management
- > Security / Monitoring
- > Entertainment
- > Environment

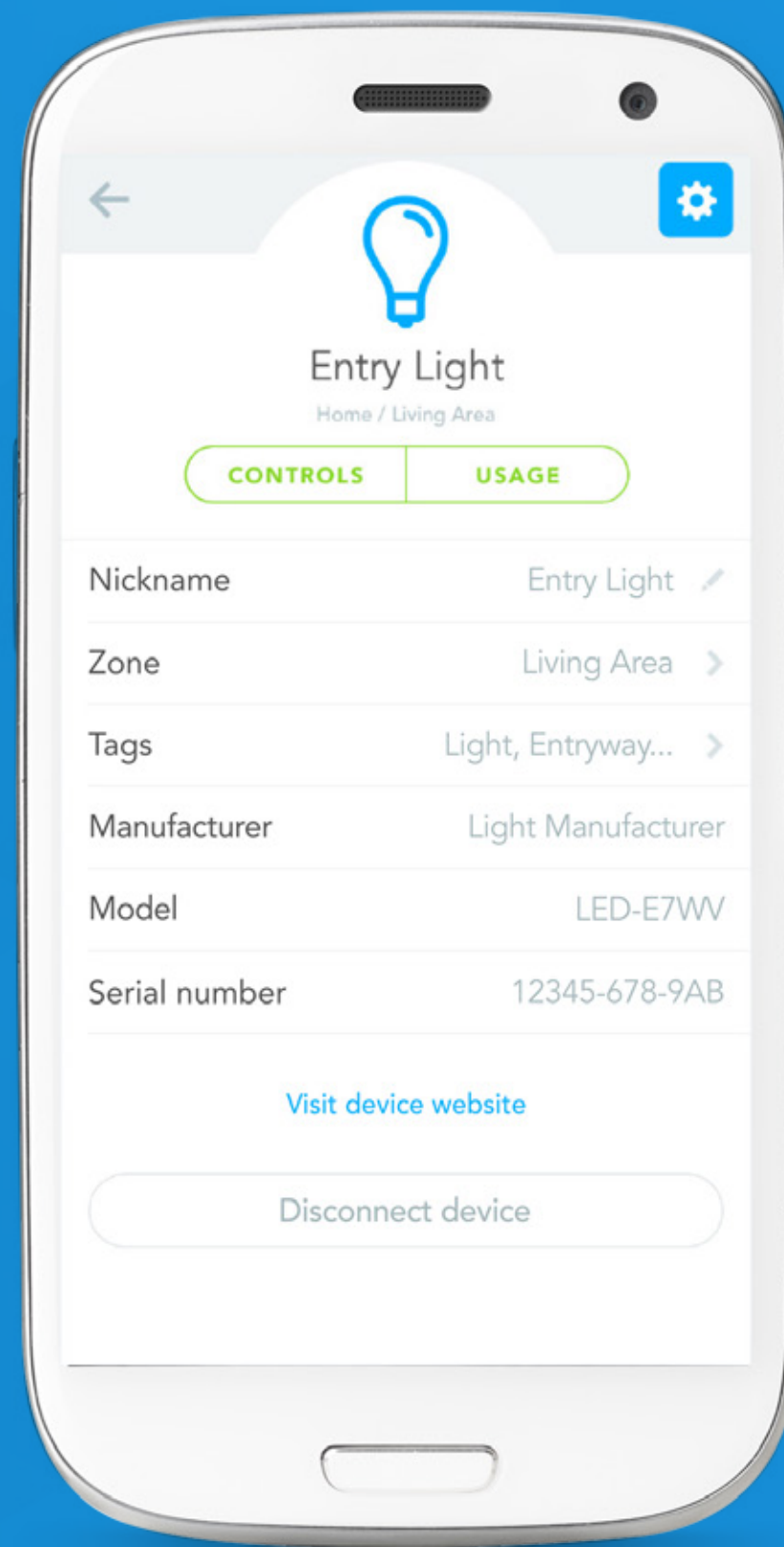
### Devices:

- > PIR Sensors
- > Contact Sensors
- > Lighting
- > Smart Plugs
- > Smart Switches
- > Circuit / Clamp
- > IP Camera
- > Door Intercom
- > Smoke / CO2
- > Smart Locks
- > IR Blaster
- > Thermostat
- > Moisture Sensor
- > Appliances
- > Environmental Sensors
  - Temperature
  - Humidity
  - pm2.5

# ENTERPRISE GATEWAY



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## Pro Health

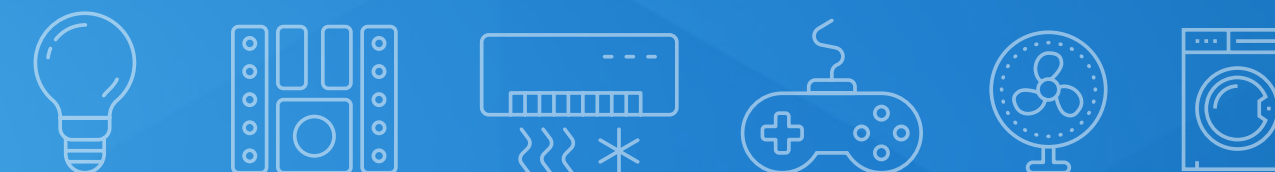
### Uses Cases:

- > Vitals Tracking
- > Activity Tracking
  - Movement
  - Diet
  - Medicine
- > Care-giver Activity
- > Tracking
  - Location
  - Assignments
- > Automation
- > Energy Management
- > Security
- > Monitoring
- > Entertainment
- > Environments

### Devices:

- > Blood Pressure
- > Blood Sugar
- > Scale
- > Pendant
- > Wrist band
  - Heart Rate
  - Activity
- > PIR Sensors
- > Contact Sensors
- > Smart Pill Box
- > Environmental Sensors
  - Temperature
  - Humidity
  - pm2.5
- > SIP Camera
- > Smart Latch
- > Lighting
- > Smart Plugs
- > Smart Switch
- > Circuit / Clamp
- > Door Intercom
- > Smoke / CO2
- > Smart Locks
- > IR Blaster
- > Thermostat
- > Moisture Sensors
- > Appliances

# DISCOVERY HUB



The Discover Bus™ system allows nodes to be connected to a hub over a daisy-chain wired CAN Bus transport layer. Nodes are added by simply plugging them into a hub or each other and immediately become available for control via the device browser app running on a smartphone or tablet.

## HW Components:

- > Gateway
- > Discover Hub
- > Nodes
- > Sub-Nodes



# THANK YOU

## FOR MORE INFORMATION:

### **Xped Limited**

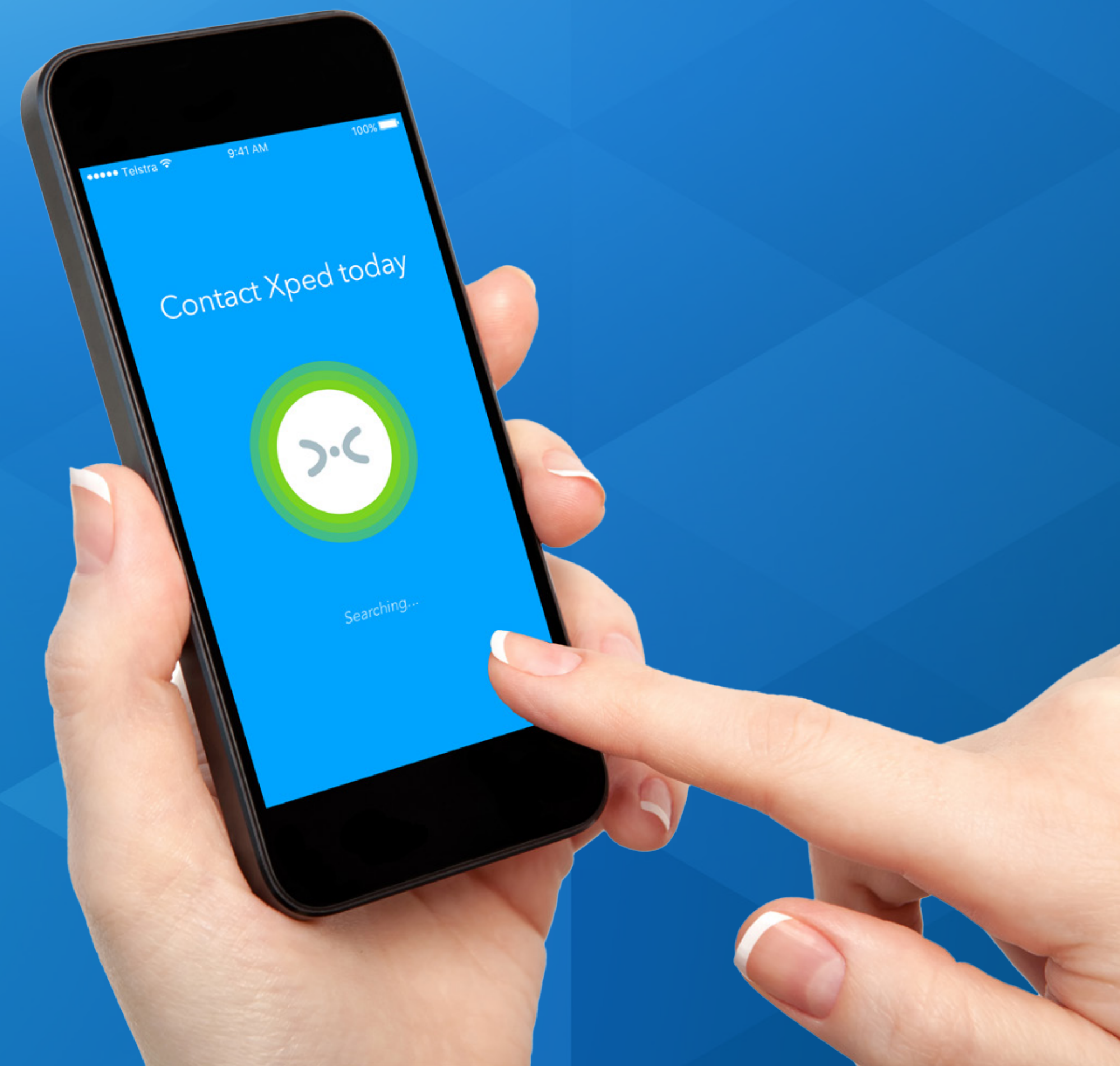
ABN 89 122 203 196  
Level 6, 412 Collins Street  
Melbourne VIC 3000

T +61 3 9642 0655  
F +61 3 9642 5177  
E [info@xped.com](mailto:info@xped.com)  
[www.xped.com](http://www.xped.com)

## CORPORATE ENQUIRIES:

### **Cadmon Advisory**

Cameron Low  
T +61 3 9225 5389  
E [IR@xped.com](mailto:IR@xped.com)



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