

# The IOT Group

EVERYTHING IS CONNECTED



Ardent Resources Ltd – ASX AWO

# Internet of Things (IoT) - Metrics

Widely considered the next step in the evolutionary process of the Internet

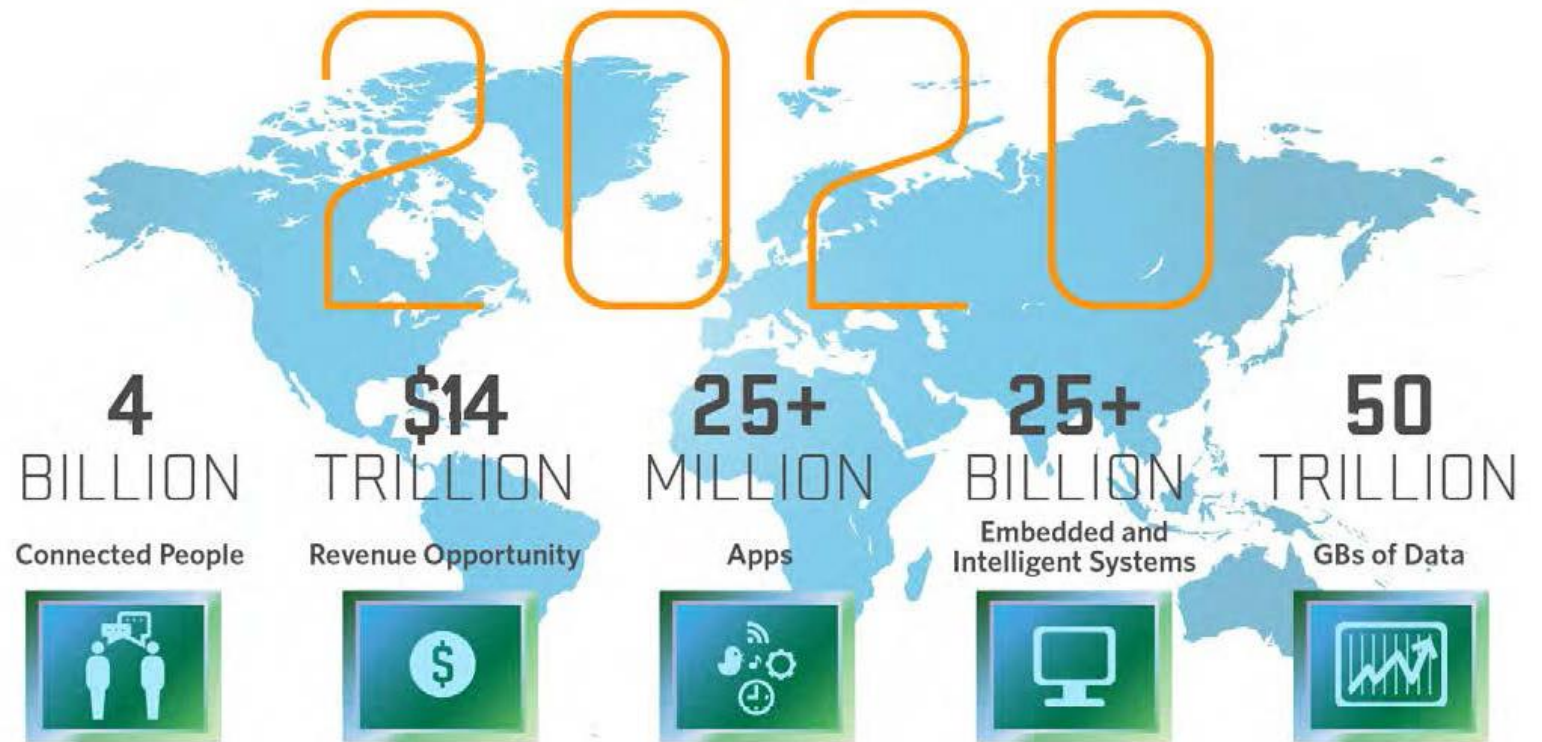
*The Global IoT Market is expected to reach more than triple its current value, topping \$US778 billion by 2019*

*Market set to be dominated by Smart Watches*

*Industry set for explosive growth*

*CAGR of ~32%*

Source: Technavio, Global IoT Market 2015-2019



Mario Morales, IDC

# The IoT (Internet of Things) Group

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- The IoT Group is an emerging innovation and technology delivery business at the forefront of the rapidly growing IoT industry.
- The IoT Group has a **broad** portfolio of products; with the Viper and Intervision in market and many under development with significant competitive advantages (e.g. Products are **network compatible and work without OS limitations**).
- A component of its core strategy seeks to take existing technology & innovation, add functionality, improvements and market niche specific components then deliver at affordable prices through its distribution systems.
- Distribution agreement in place with cell phone and wireless products distributor **BrightStar** (owned by \$100 billion telecoms conglomerate Softbank).
- Products already being stocked by Coles, national roll out through all stores. Over 6000 units shipped.
- Agreements have been signed or are being negotiated with affiliates and distributors in all States of Australia.
- Agreements signed for Japan and the United States, and agreements currently being negotiated for Indonesia, West Africa, New Zealand, Nepal, Bangladesh and Pakistan.
- Revenue currently being generated via sales of smart watches, pre orders & Intervision subscriptions.



INTRODUCING THE

# VIPER

AN **ALL IN ONE** PHONE SMART WATCH

- Outdoor Konnect focuses on sales and distribution of affordable Wearable Devices and accessories
- We leveraged the experience and connections of our PR team **M+C Partners** off the back of the sectors newsworthiness and the markets trends
- Market test sold-out in days at selected Coles stores
- Currently available in-store at all Coles Supermarkets Stores – Over 6000 Units Shipped
- Extensive media coverage over the past few months including a feature on Channel 9 News nationally
- Additional percentage of revenue also generated from SIM card telco use



# Smartwatches Currently Being Launched\*

- GPS + GSM location tracking
- Smartphone **App** available from app marketplaces
- **Web-app** for PC use
- **GEO-Fencing**: set up safe zones, notifying parents when they leave / enter
- **SIM** enabled for 2-way communication



**Play  
time**  
BY OK

- **Bluetooth** Smartwatch – with notification push
- **At-a-glance**: turns screen on when you look at it
- Fitness & Health – built in **heart rate monitor** with **blood oxygen** sensor + **pedometer**, etc.
- Changeable **bands** for variety of styles and colours

**STEEL  
SERIES**





## ROAM - SELFIE DRONE

- **Full-HD 360 degree camera** takes stunning high definition videos & pictures
- **SIM** enabled & direct **Wi-Fi** tethering for connecting to your smartphone (or smartwatch)
- **Collapsible** for ease of transportation
- **Follow-me** function (using advanced object recognition)
- Map **Pin-drop** search & record function
- **Intelligent-sensing technology**: Collision avoidance, hover and stay, panoramic capture, return to sender, stream to social media, automatic stabilization
- Fly up to **300 feet**, up to **35km/h** and from **30-60 min.**
- **Voice-control** through paid App\*
- **Multi-tether** allows you to connect multiple drones to one device for a cinematography effect\*

\*Functions to be developed after launch / only available through secondary paid upgrades



- Internet based television networks with a focus on ethnic and multicultural communities within Australia and New Zealand.
- Business already has more than 2,000 subscribers.
- The IoT Group intends to dramatically increase the Intervision customer base.
- Intervision's difference is that it provides a content platform for vertical markets including ethnic and multicultural groups, and soon to include hobbies, trades, gaming and gamers, education and public access.
- Intervision will sell and distribute its content world wide
- Intervision to also sell Smart set-top boxes and Apps to allow the business to grow – the Intervision content will be available on any smart TV's, phones and tablets.
- **Additional revenue streams** advertising and sponsorship revenue which will begin Q1 2016.
- Potential to spin out business

## THE FUTURE OF TV IS HERE!

Bringing the Worlds Greatest TV Channels to your living room!

Watch TV through your  
Internet Connection,  
Simple as that!

[INTERVISIONDIRECT.COM](http://INTERVISIONDIRECT.COM)

No Satellite Dish needed!  
Simply connect the Intervision  
TV Box to your TV and watch your  
favourite channels and movies.



We have a Full Range of International Channels to connect!

Our channel packages are packed with your favourite Movies, Live Sports, News, hit Soap Operas, and Family Entertainment with packages to suit your language!

# Sales & Distribution

IoT Group's Traditional (Bricks & Mortar) distribution channels include but are not limited to:

- Brightstar Corporation (non-exclusive) providing the group with access to over 100 countries & over 40,000 retailers worldwide as well as facilitating logistics and simplifying terms
- Other signed non-exclusive Sales & Distribution agreements / terms include:
  - Japan, the world's third largest consumer electronics market
  - USA, the world's largest consumer electronics market
  - Indonesia, the world's fifth fastest growing economy

The IoT Group also markets & distributes online and is currently implementing an end-to-end digital strategy to supplement traditional distribution channels & enhance consumer awareness.



**Originally forecasted to sell 2,500 units in 2015.  
Currently over 6,000 units shipped**



**Key targeted Australian retailers**



**Key targeted International retailers**



# Other Information

Products in late stages of development include:

- Internet Doorbell:
  - answer your door from anywhere in the world on your smartphone or smartwatch
  - Voice & Video combination
  - 2-factor security
- Connected Home Automation Suite:
  - Control your entire home from your smartphone or smartwatch
  - Unify your digital profile and content
  - Save on energy and utilities
  - Series of affordable packages to unify disparate home automation devices

The IoT Group plans to release Q1 2016 and will also seek to establish an IoT Innovation Hub



# P & L of IOT Group

This historical consolidated income statement has been derived from the audited financials of OK IOT Group Pty Ltd from date of incorporation to 30 September 2015.

	Period ended 30 Sept 2015
	\$
Sales revenue	282,350
Less: Cost of sales	-205,309
Gross profit	77,041
Less expenses:	
Consulting	85,842
Depreciation & Amortisation	37,115
Legal expenses	20,388
Marketing	89,920
R&D expenses	21,992
Rent	26,709
Repairs and maintenance	20,952
Salaries and other employment costs	139,523
Other operating expenses	43,460
Loss for the period	408,860

# Pro Forma Balance Sheet after Capital Raising of AWO/IOT Group

	Balance Sheet after Capital Raising
<b>CURRENT ASSETS</b>	
Cash and cash equivalents	5,449,044
Trade and other receivables	180,199
Inventory	34,544
<b>TOTAL CURRENT ASSETS</b>	<b>5,663,787</b>
<b>NON-CURRENT ASSETS</b>	
Intangible assets	2,661,549
Other assets	10,000
Property, plant and equipment	180,166
<b>TOTAL NON-CURRENT ASSETS</b>	<b>2,851,715</b>
<b>TOTAL ASSETS</b>	<b>8,515,502</b>
<b>CURRENT LIABILITIES</b>	
Trade and other payables	285,108
<b>TOTAL CURRENT LIABILITIES</b>	<b>285,108</b>
<b>TOTAL LIABILITIES</b>	<b>285,108</b>
<b>NET ASSETS</b>	<b>8,230,394</b>
<b>EQUITY</b>	
Issued Capital	8,539,158
Share option reserve	100,096
Accumulated losses	-408,860
<b>TOTAL EQUITY</b>	<b>8,230,394</b>

The balance sheets of Ardent Resources and IOT Group have been combined together with a capital raising of \$5M to provide a Pro Forma balance on completion of the transaction.

# Board and Senior Management

## **Richard Woods - B Comm. LLB (UNSW) GMQ (QGSM) MIntBus&Law (USYD) MAICD – Chairman**

After completing a Bachelor of Law and a Bachelor of Commerce at the University of New South Wales, Richard Woods worked for 4 years as a solicitor at Allen Allen & Hemsley. He progressed to Associate Director at Bain & Company and then to Director at County Natwest where he worked in Mergers and Acquisitions and Equity Capital Markets. Richard's career has given him a broad exposure to International Business, Corporate Strategy and Equity and Debt Financing and he has participated as an investor, arranger and advisor in numerous management buyouts and start-up companies (he has personally invested in over 40) and has 25 years experience as a non Executive Director and more recently as a Chairman. He also holds a Graduate Diploma in Management from AGSM and Masters of International Business and Law at Sydney University.

## **Simon Kantor - Director & Chief Executive Officer**

Simon has over 12 years of experience in the high-tech industry. During his early career, Simon worked on projects, testing, correcting and developing optimisation solutions for major Australian corporations including Westpac Bank, Macquarie Bank, Commonwealth Bank, NSW Rail and the Department of Community Services. Throughout his career, Simon pursued innovative and disruptive technology, which led him to attend Haifa University in Israel, where he completed his Bachelor of Computer Science while working at IML Tech Co. During his time at IML, Simon worked with Google to develop Google Labs (now known as Google Apps) and Microsoft assisting in the deployment of their global network cloud platform (now known as Microsoft Azure). Simon brings to the IoT team a breath of experience and understanding of the drivers of the "Internet of Things" sector.

## **Ian Duffell – Director & Business Strategy**

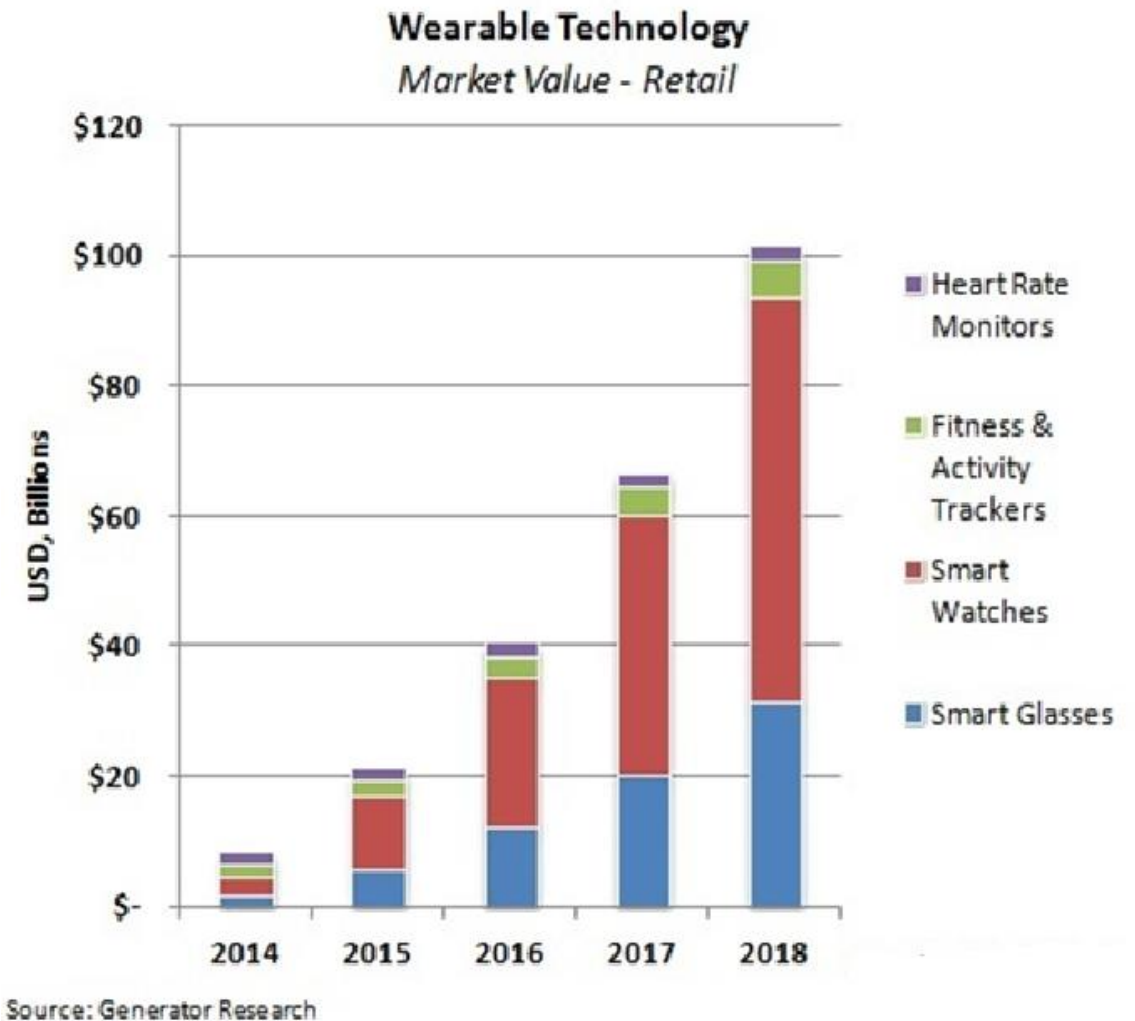
Ian Duffell, is an English businessman with international experience in the Entertainment and Leisure Industries. Initially working in the UK as a Marketing Executive for Sony Corporation with responsibility for launching products such as the Walkman and Compact Disc. Moving into the music industry Ian was appointed as Managing Director of HMV, opening the world's largest music store in 1987. His International career began in 1987 as CEO of Virgin Entertainment Group heading up the company's expansion into the Asia- Pacific region. In 1992 he relocated to the United States of America opening more than 20 Virgin Megastores in a six-year period, including the landmark Times Square, New York City store.

## **Sean P. Neylon - Strategic Business Development**

Sean has completed more than \$100 Million in multinational deals over the past 15 years. He was the founder of two Public Companies such as LibertyOne Ltd and Signature Brands Ltd. The former company reached a market capitalisation of over \$ 1 Billion at its peak and was the darling of the Australian Internet Industry in the late 90's. Sean has global Brand experience, being involved in businesses with people such as Richard Branson, Greg Norman and Olivia Newton John. As Strategic Business Development - Sean will seek out opportunities that will bring growth and value to the group.

# Wearable Tech – Market Metrics

- Wearable tech market estimated to be worth **US\$22.7 billion** in 2015 rising to **US\$173.3 billion** by 2020
- Market set to be dominated by **Smart Watches**
- Fueled by Growing Demand for Smart Wearables, IDC Forecasts Worldwide Wearable Shipments to Reach 173.4 Million by 2019
- IDC forecasting start-ups to take a large portion of market share from Apple and Samsung over the next 5 years

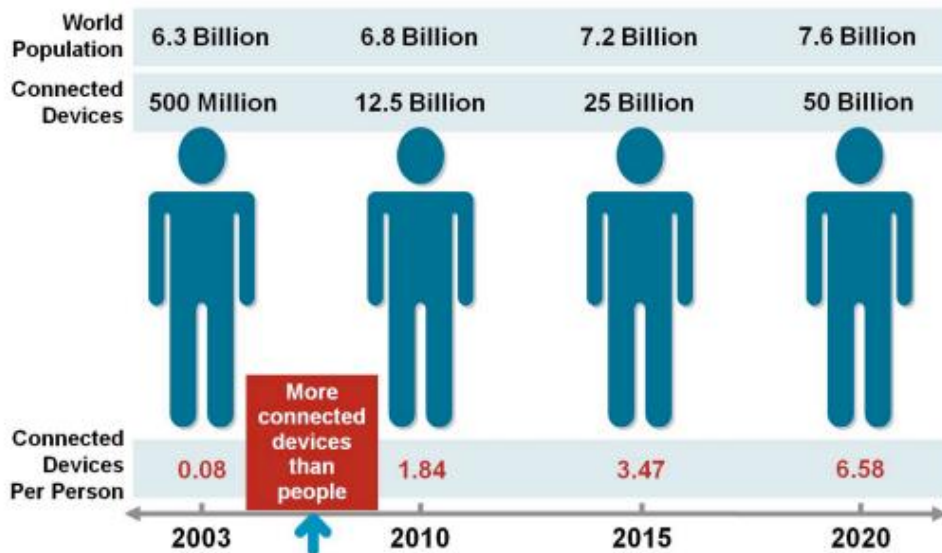


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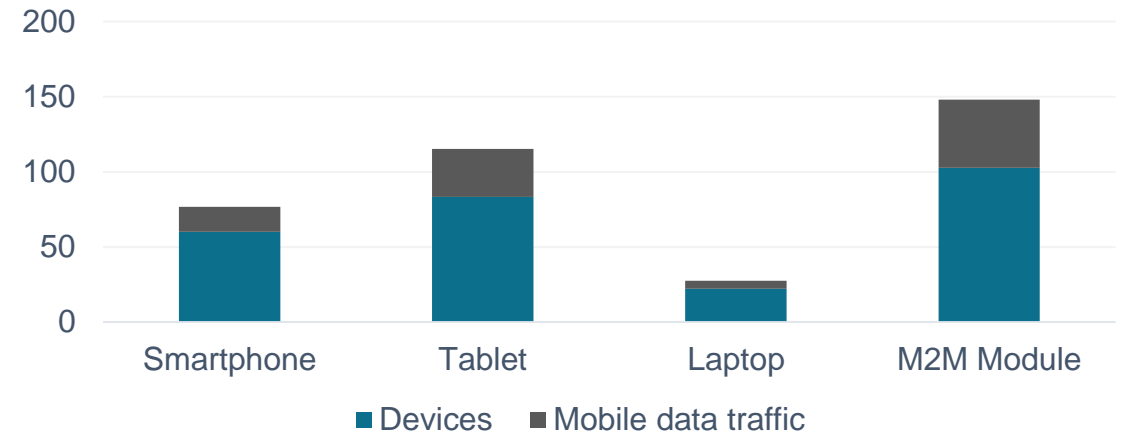
## Cisco Forecasts

Figure 1. The Internet of Things Was "Born" Between 2008 and 2009



- M&A activity in the space estimated to be worth **\$14 billion** in 2014 with this number expected to be substantially higher in 2015 according to 451 Research
- Consumer applications will drive the number of connected things, while enterprise will account for most of the revenue. Gartner estimates that 2.9 billion connected things will be in use in the consumer sector in 2015 and will reach over 13 billion in 2020

## Compound annual growth rate of global units and global mobile data traffic from 2014 to 2019, by device



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Investor Roadshow Presentation October / November 2015

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