

Xped Limited



Company Update

Australian Internet of Things (IoT) technology company, Xped Limited (ASX: XPE) (“Xped” or “the Company”) is pleased to provide this market update regarding further progress and developments since the previous company update released on the 30th November 2018.

Highlights

- Trip to Malaysia scheduled to discuss manufacturing and distribution deal
- Xped smart home system satisfies all Telekom Malaysia Phase-1 requirements
- DiscoverBus smart building product line ready for market launch
- JCT Healthcare revenue up from corresponding period in the previous financial year

Healthcare business

Healthcare business JCT Healthcare (“JCT”), Xped’s 100% owned subsidiary, is a provider of innovative technology solutions for the Healthcare sector. JCT Healthcare develops and distributes its own range of nurse call hardware and software solutions for use across multiple healthcare sectors including hospitals, aged care, disability care and supported Independent Living.

JCT has recently revamped marketing collateral with a range of new sector specific, and solution focussed brochures developed. This was aligned with the launch of the new JCT website in late 2018. These brochures have been distributed through trade shows, Channel Partners, and potential clients. JCT will be attending the Australian Healthcare week in Sydney in March 2019. JCT’s stand will showcase our Nurse Call systems as well as our Independent Living Smart Home solution. NuCaMS™ 1.5 has just been released to new and existing customers. This new version is a culmination of an extensive amount of work undertaken by our in-house developers to meet the evolving needs of Healthcare providers.

JCT Bed Mats released. JCT has developed and released a new bed sensor mat that integrates with our Nurse Call systems and dementia care solution. Initial production run has been delivered and distributed to partners for sales demonstration. These Mats plug directly into our JCT Nurse Call hardware, removing the need for additional hardware.

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JCT BLE Duress solution. JCT has completed the integration of a wearable BLE pendant with the JCT NuCaMS staff app to allow field workers to easily indicate a duress condition.

JCT revenues for the 1st half of FY19 increased from the previous half (Q3&4 FY18) and when compared with the corresponding period from the last financial year (Q1&2 FY18). JCT is forecasting FY19 to have increased revenues when compared with FY18.

Smart home project

Negotiations with Telekom Malaysia over a master services agreement have not progressed. Due to a changed business processes being instigated by the new CEO, the smart home project has recently undergone a Request For Information (RFI) and is about to undergo a Request For Proposal (RFP). Xped participated in the RFI and will be invited to respond to the RFP which is due to be sent out late February.

Xped has completed the development of all smart home Phase 1 requirements requested by Telekom Malaysia and is able to submit a fully compliant solution in its response to the RFP.

Smart building project

Xped has formally released version 1.2 firmware release for the DiscoverBus products. This is a major technical milestone for the company and allows production product to be delivered to market. Product is now scheduled to be shipped to Heuresy in the US, Vital Xense in Singapore and to Eastool in Malaysia.

Xped's Singapore partner Vital Xense, has secured a building for installing a lift monitoring system based on the Xped DiscoverBus products. As a result of a growing concern over aging lifts, there is a move within Singapore to remotely monitor the operation of lifts to pre-empt abnormal operation and failures that could pose a threat to occupants. A successful trial has the potential to open up opportunities for further partnering, funding and roll out. Singapore alone has more than 61,000 lifts and 6000 escalators. Xped is currently working closely with Vital Xense to design which sensors to be installed into this pilot lift, based on the existing DiscoverBus sensors within the smart building range. It is expected that the lift will be fitted out within the next 2-3 months during a regular maintenance schedule.

In the next 2 months Xped will be deploying through Vital Xense, a battery monitoring system for trial in a Singapore based data centre. The devices will monitor the voltage, temperature and current of 50 batteries in one of the battery strings used for backup if grid power fails. Vital Xense will use this installation as a basis for testing and developing an application layer that monitors critical battery parameters such as impedance and state of charge, which are key indicators to predict battery failure.

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Heuresy PST project

The first of the Heuresy Physical Security Token (PST) development boards has been hand built and successful testing has initiated a production run to allow delivery of 5 boards to Heuresy. The completion of this will initiate the second and final tranche of US\$250,000 for the development of the PST.

Legacy issues

The rehabilitation of the Salamander geothermal well near Penola South Australia is complete.

Based on information provided by KS Orka, the Sokoria Geothermal Project in Indonesia has achieved all the conditions required for the NOID. However due to delays by the Indonesian Government responding to requests by KS Orka to proceed, the US \$900,000 payment to Xped has not been made.

Business development

Following the release of the new Smart Home catalogue, Xped is currently working to complete a new website and smart building catalogue within the next 2 months. Once complete, Xped will be positioned to increase efforts in the marketing of its products which will be backed by customer reference sites.

The founders John Schultz and Chris Wood will be travelling to Malaysia next month to discuss manufacturing, distribution and training in the Xped product range with Malaysian manufacturer Eastool Solution Sdn Bhd (Eastool).

Eastool is a one stop solution company that designs, develops and markets RF Tuner Modules, Set Top Box, DTV Antenna, Internet of Thing (IoT) Devices , LED Lighting and other electronic devices. Eastool has a significant presence in Malaysia and presences in Taiwan and Korea.

Eastool intend to fit out their existing factory in Johor with Xped smart building DiscoverBus devices, and a new factory that is currently being refurbished.

Eastool are also in the process of closing deals with two Malaysian property developers to fit out approximately 100 new bungalows and town houses with Xped smart home systems.

The DiscoverBus products deployed to KPMG in Singapore will be a first use of this API, followed by the lift safety monitoring project.

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General

In response to partner requests, Xped has developed an Application Programming Interface (API) to the Xped platform. This API allows partners and their customers to create their own applications, such as dashboards, to remotely monitor their IoT networks. It also allows the data from these networks to integrate into existing third-party software, such as building management systems and more specifically Heating Ventilation and Air Conditioning (HVAC) systems.

Xped continues to manage cash very carefully. Focus is now directed to supporting existing partners to roll out product into their markets and for Xped to establish local partners in Australia.

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