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21 October 2016

The Manager
Market Announcements Office
Australian Securities Exchange
Exchange Centre
20 Bridge Street
SYDNEY NSW 2000

IBOSSES PRESENTATION TO THE 7TH AUSTRALIAN ANNUAL MICROCAP INVESTMENT CONFERENCE

iBosses Corporation Limited (ASX: IB8) ("**iBosses**") is pleased to share with shareholders the presentation that was given at the 7th Australian Annual Microcap Investment Conference in Melbourne on Wednesday, 19 October 2016.

About iBosses

iBosses Corporation Limited is an internationally recognised corporation that is dedicated to inspiring and leading potential entrepreneurs in their pursuit of success through individually-tailored training programs.

With a vision to be the global leading provider of Entrepreneurship Training and Development, iBosses' services include Entrepreneurship Training, Entrepreneurship Mentorship, Entrepreneurship Licensing and an Entrepreneurship Digital Platform. These services are intended to nurture, groom and grow successful entrepreneurs via iBosses Global Platform.

Established in 2014, iBosses Corporation Limited is based in Australia, and has expanded to include multiple centres located in Singapore (iBosses Private Limited), Hong Kong (iBosses Hong Kong Limited) and Malaysia (YES Academy Licensee). iBosses has been registered as a member of the Franchising and Licensing Association (Singapore) – FLA Singapore – iBosses.

For further information please contact:

Patrick Khor, Chief Executive Officer
iBosses Corporation Limited
T: +613 9510 8309

Rod North, Managing Director,
Bourse Communications Pty Ltd
T: (03) 9510 8309, M: 0408 670 706
E: rod@boursecommunications.com.au

iBosses Corporation Limited
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iBosses

Turn your Passion into Success

iBosses Corporation Limited (ASX: IB8)

Company Presentation to the 7th Australian Annual Microcap Investment Conference in Melbourne on 19th October 2016

A member of

FLA SINGAPORE Franchising and Licensing Association (Singapore)

ASX

Founder & Group CEO

Dr Patrick Khor

- PhD in Entrepreneurship from University of South Australia
- Serial entrepreneur, author, entrepreneurship mentor, entrepreneur in residence at Temasek Polytechnic, international speaker, investor
- Former CEO of Machine Intelligent Systems International Pte Ltd where he has overseen the successful design and development of a tracking system for the Singapore Police Force
- Founded a multi-regional educational corporation PATH Education which was sold for $14.4 million
- Leading entrepreneurship coach and mentor with 15 years of valuable experience and numerous ventures
- Successfully mentored more than 20 start-up companies

Capital Structure

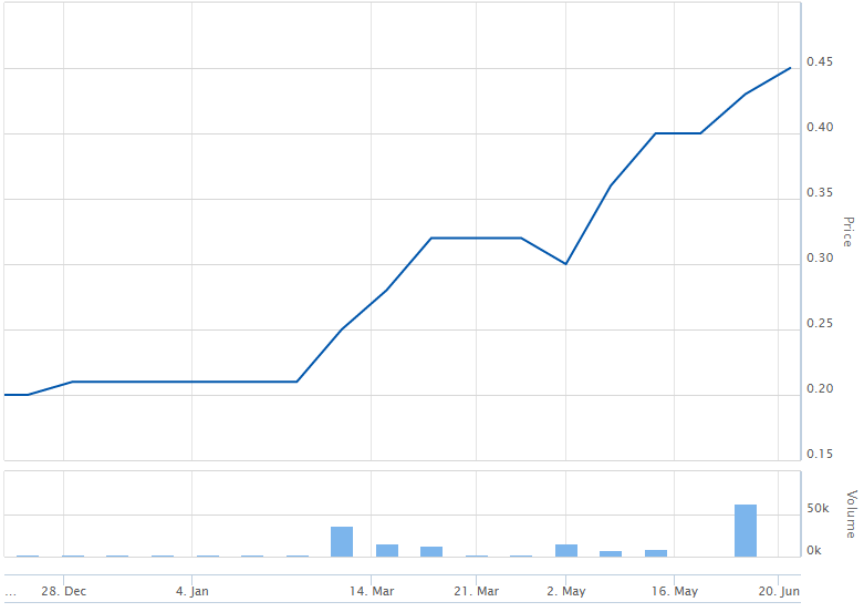
Trading Information

- ASX Code - IB8
- Number of shares on issue - 113.69M
- Share price at as today - $0.45
- Market Capitalisation - **$51.16M**
- Cash as at 31 December 2015 - $1.432M

Major Shareholders

- Inkey Investment Ltd – 66.31%
- Wong Kwok Kei – 14.073%
- Triple Fortune International Ltd – 5.058%

IB8 share price performance since listing on ASX



iBosses KPI

VALUATION

AUD 51.16m
(Market Cap) listed on
Australian Securities Exchange
Main Board (ASX – iB8).

NETWORK

21 Locations across
Singapore (2), Australia (3),
Malaysia (4), Philippines (1),
Hong Kong (2), China (9)

PORTFOLIO

iBosses
RC9, CIO Global,
Yes Academy, SD Perfume,
I-World Technology

INTELLECTUAL PROPERTY

Trademarks

CHANNEL

129,694 Fans
Facebook
Twitter
Instagram

RESEARCH

iBosses Entrepreneurship
Maturity Model™
PhD in Entrepreneurship
Entrepreneurship Book

iBosses KPI

DIGITAL PLATFORM

i-Learning
i-Transport
i-Retail
i-Exchange
i-CRM
i-LMS

EDUCATION

iBosses Certified Digital Age CEO
iBosses Certified Digital Age CFO
iBosses Certified Digital Age CIO
iBosses Certified Digital Age CMO
iBosses Certified Digital Age Entrepreneur
iBosses Certified Digital Age Mentor
iBosses Certified Licensee
iBosses Certified Digital Age Millionaire
52 Digital Age Entrepreneurship courses
182 Digital Age Technology certificate
5,000 qualifications recognised by :
- more than 95% universities in UK -
- over 700 universities worldwide -

Board of Directors & Management Team

Board of Directors

- Mr Lau Kay Heng, Steven – Chairman (Non-Executive)
- Mr Rod North – Deputy Chairman (Non-Executive)
- Ms Piah Buey Yeo – Director (Non-Executive)

Management Team

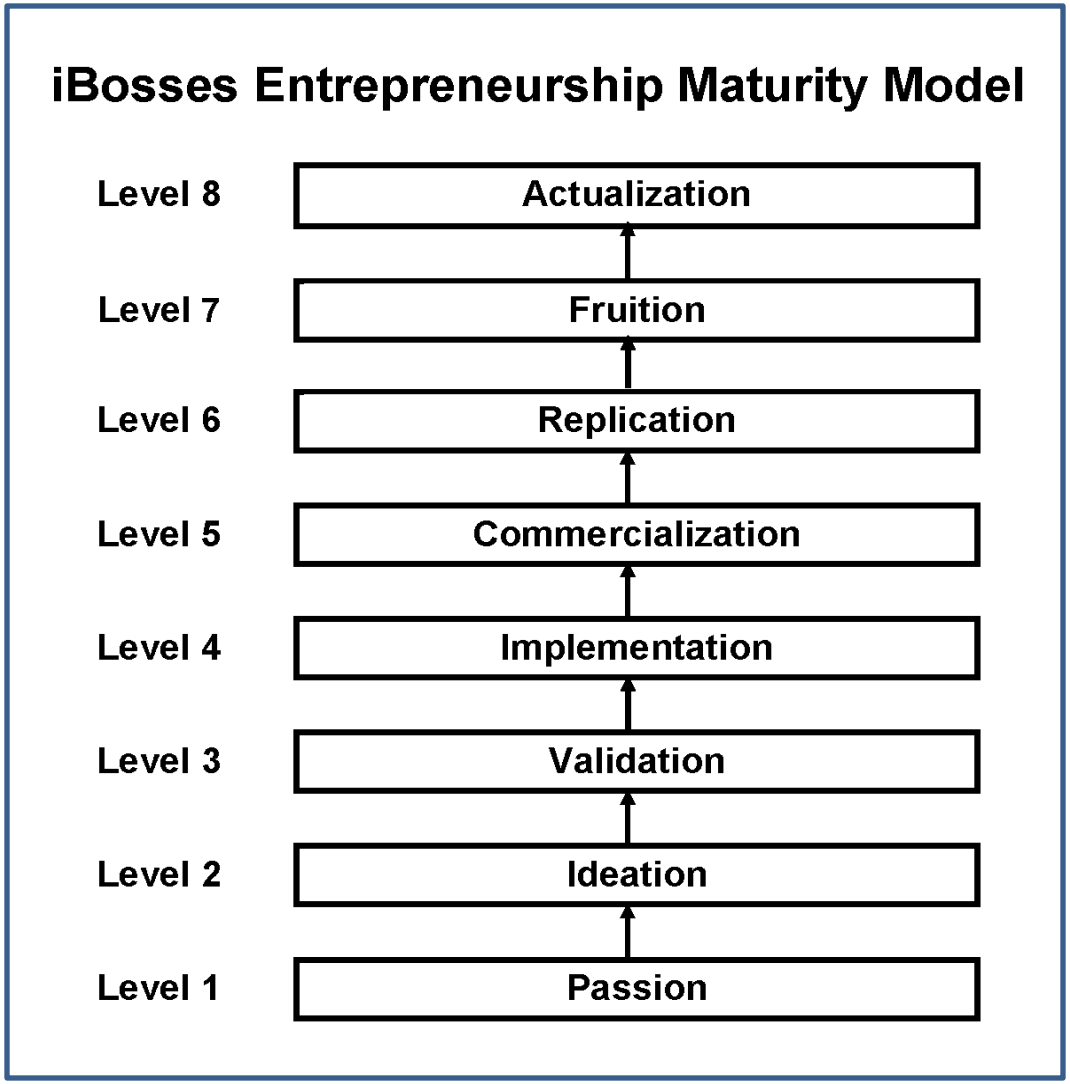
- Mr Koh Chow Yee – CFO
- Mr Timothy Wai – COO / CIO
- Mr Benny Tan – Investment Director
- Mr Rocky Wong – Regional Director (Artrepreneurship)
- Mr Paul Ong – Operations Manager
- Mr Ranford Neo – Business Development Manager
- Mr Kingsley Peh – iBosses Ambassador

iBosses Trademarks

iBosses

i博士

艾博士



iBosses Methodology
Entrepreneurship Maturity Model™

8 Level 8 Actualization

- Go on to become a serial entrepreneur, entrepreneur mentor, entrepreneur researcher, author, investor and/or an acclaimed international speaker.
- The exciting journey of entrepreneurship doesn't end here, so keep on creating!

7 Level 7 Fruition

- Cash out your business start-up and exit the market by selling them to big companies.
- Consider going for IPO (Initial Public Offering) for your business.

6 Level 6 Replication

- Replicate your business in other market segments as it has been proven to be a cost effective route for business development.
- Permit more units of your business to be opened in a shorter time.
- Give you a competitive edge against your competitors.

5 Level 5 Commercialization

- Secure a steady flow of customers and revenue in order for the business to be sustainable.
- Consider productions, distributions, marketing, sales and customer support for your business during this stage.
- Is also crucial for penetrating your business into foreign markets.

4 Level 4 Implementation

- Implement your business ideas.
- Guide you to cope with the most common issues when implementing your idea.
- Ensure implementation is coupled with a unique selling proposition.

3 Level 3 Validation

- Validate your business ideas before launching the goods and services.
- Help you tap on various markets around the world.
- Reach out to countries in various regions to validate your business ideas.

2 Level 2 Ideation

- Crystallise your ideas and passion.
- Develop, evaluate and scale new business models.
- Communicate to potential investors and customers how you will execute your plan.

1 Level 1 Passion

- Identify your true passion.
- Help drive your business forward in the face of overwhelming odds.

iBosses Methodology
Entrepreneurship Maturity Model™

Level 1: Passion

When an entrepreneur faces challenges and falls on hard times, it is the **passion** and commitment that ultimately get the business through to the other side

Level 2: Ideation

Our **ideation** process helps to discover a scalable and repeatable business model that generates sustainable revenue

Level 3: Validation

If you do not **validate** your business idea before investing time and money, there is a strong possibility that you may launch something no one wants

Level 4: Implementation

An idea **implementation** method is a blueprint to get customers and entrepreneurs running with a specific product or service

Level 5: Commercialization

At **commercialization** stage, business will be required to develop a marketing plan, determine how the product will be supplied to the market and anticipate barriers to success

Level 6: Replication

A well-planned business **replication** program permits multiple units to be opened simultaneously, gaining the competitive edge on any would-be competitors

Level 7: Fruition

It is the main objective for entrepreneur to bring an idea from concept to **fruition** as a way of "cashing out”

Level 8: Actualisation

Once entrepreneurs have achieved **actualisation**, they have attained the status of successful entrepreneurs

iBosses Revenue Model

Level 7 to 8

Upstream

(Successful entrepreneurs)

- iBosses Licensing Program

Level 4 to 6

Midstream

(Active entrepreneurs)

- Mentorship through upfront equity payment OR performance-based equity ownership

Level 1 to 3

Downstream

(Mass entrepreneurs)

- Paid Seminars & Workshops (Example: National University of Singapore)
- Digital Age Millionaire Program

Services for Mass Entrepreneurs
iBosses Training Services

- Digital Age Millionaire+CEO Programme
  - ✓ 52 Entrepreneurship courses
- 182 IT Professional certificates
- Top ACCA Preparation program
- 5,000 qualifications recognised by:
  - ✓ more than 95% universities in UK
  - ✓ over 700 universities worldwide

Services for Mass Entrepreneurs
Digital Age Entrepreneur + CEO Programme

Be mentored by:

Dr. Patrick Khor
Founder, iBosses Pte. Ltd.

built an international, fast-growing technology training and education company which was acquired in 2006 by a public -listed company for S$15m

founded iBosses which turned from a $100,000 startup to a **$23.6 million listed company** in less than a year

iBosses™

mentored more than 20 companies and startups successfully using **iBosses Entrepreneurship Maturity Model**:

Mr. Kingsley Peh
Gen Y Entrepreneur

Co-founded The Sample Store, Singapore's 1st and **leading Online Tryvertising platform**. They **exited with an acquisition** by Singapore Post Limited in 2013.

Mr. Alvin Soh
Gen Y Entrepreneur

Founded **Supernova Group Pte. Ltd.** and was applauded by the media as the **youngest feature film producer** in Singapore to produce and release feature films in mainstream cinemas

Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
1	Digital Age Business Environment
2	Digital Age Marketing Strategy and Planning
3	Building Digital Age Dream Team
4	Operation Management for Digital Age Enterprise
5	Entrepreneurial Finance
6	Managing Innovation and Commercialization
7	Digital Age Start-up Management
8	Organizational Behavior
9	Business Program language - Python
10	Developing World Class Website using WordPress

Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
11	Mobile App Development
12	Digital Technologies for Business
13	Digital Transformation in Sales Management
14	Developing Digital Age Business Plan
15	Modern effective Leadership
16	Strategic Management
17	Project Management in the Digital Age
18	Electronic Commerce
19	Modern Business Systems Analysis and Design
20	Business Information and Security

Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
21	Enterprise Office Management
22	Mind Maps for Business
23	Digital Technologies
24	Digital Communication
25	Educational Technology
26	Visualizing Technology
27	Engineering Mind
28	Total Quality Management
29	Modern Engineering Economics
30	Management Information System

Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
31	Modern Database Technology
32	Business Data Networks
33	Modern Consumer Behavior
34	Excellent Customer Service
35	Integrated Marketing Strategy
36	Building Brand in the Digital Age
37	Modern Advertising Strategy
38	Market Development Framework
39	Building a Marketing Plan
40	The Fashion Game

Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
41	Health Information Technology
42	Building for a sustainable future
43	The Rise of Gen Y Entrepreneurs
44	Social Media Marketing
45	Agile Software Requirements
46	Business Model Innovation
47	Customer Relationship Management
48	Franchising & Licensing
49	International Business Expansion
50	Initial Public Offering (IPO)

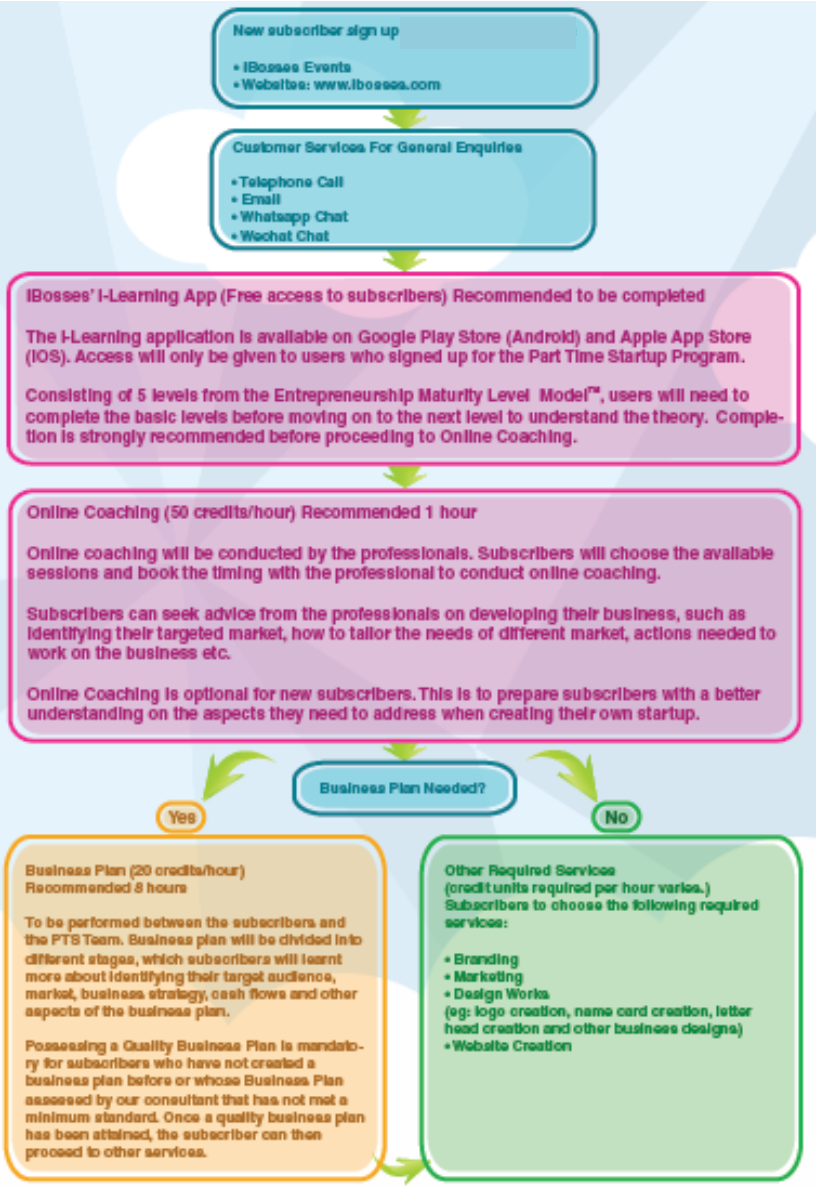
Digital Age Millionaire+CEO Programme
Program Structure

Module	Topic
51	Mergers & Acquisitions
52	Cloud Enterprise resource planning

Services for Mass Entrepreneurs
iBosses Startup Services

Other services:

Surveys & Research	Prototyping	Product Development
Sourcing	Data Entry	Finance/Accounting Advice
Payroll Issuance	Customer Feedback Management	



iBosses Track Record
Milestones in Mentoring Programmes

- **Path Education Group - sold for SGD 15 million**
  - ✓ a multi-regional educational corporation
  - ✓ co-founded by Group CEO Dr Patrick Khor and Group COO Beatrice Chan

- **EK Media & Samplestore.com - sold for SGD 1.2 million**
  - ✓ the first and leading Singapore tryvertising platform
  - ✓ co-founded by Kingsley Peh and mentored by Dr Patrick Khor

- **Edifice - sold for SGD 2.7 million**
  - ✓ a web hosting and solutions company excels in the IT industry
  - ✓ founded by Eddie Lee and mentored by Dr Patrick Khor

- **Supernova Media - sold for SGD 6.45 million**
  - ✓ the period drama “Kampong Ties” was nominated for Best Drama and Best Screenplay at Stars Award 2012
  - ✓ founded by Alvin Soe and mentored by Dr Patrick Khor

iBosses Track Record
Milestones in Mentoring Programmes

- **Adler Hostel - valuation at SGD 3 million**
  - ✓ a luxury hostel which merges the sophistication and comforts of a hotel with the social and economical benefits of a hostel
  - ✓ founded by Adler Poh and mentored by Dr Patrick Khor

- **Fashory - valuation at SGD 3 million**
  - ✓ a transparent app for contemporary women by providing them with the perfect outfit for every occasion in their lives
  - ✓ founded by Emmy Teo and mentored by Dr Patrick Khor

- **RC9 Group - valuation at SGD 10 million**
  - ✓ believes in a successful vehicle sharing economy where transportation is made transparent and investable
  - ✓ iBosses spots the potential and purchases 30% RC9 shares
  - ✓ iBosses brings in new investor with valuation at SGD 10 million
  - ✓ co-founded by Lim & Png and mentored by Dr Patrick Khor

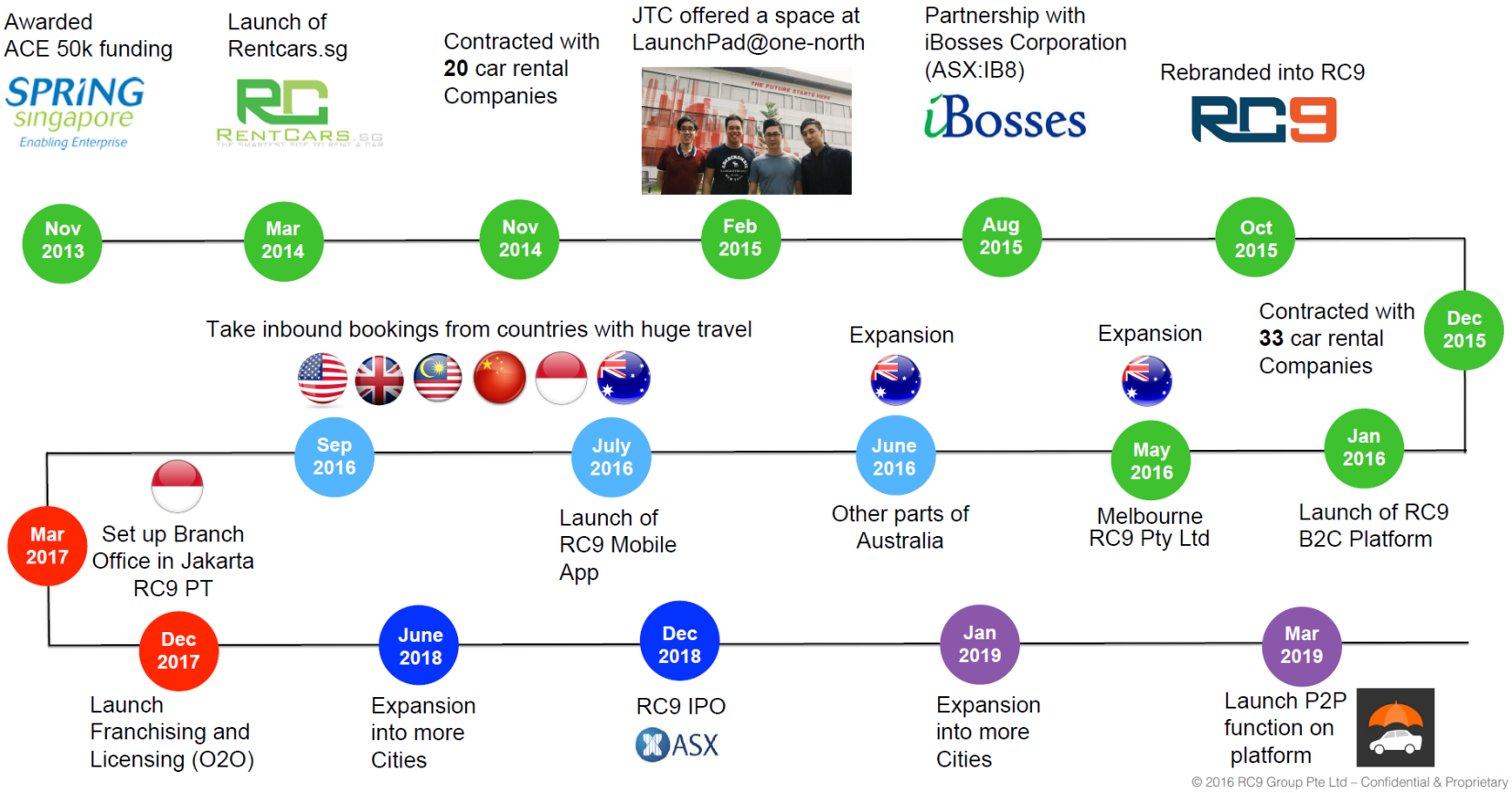
- **Yes Academy - valuation at SGD 10 million**
  - ✓ a fully licensed college offering Diploma
  - ✓ iBosses purchases 30% YES shares at valuation of SGD 2 million
  - ✓ estimated latest market valuation for YES is SGD 10 million
  - ✓ co-founded by Wyatt Yap and mentored by Dr Patrick Khor

iBosses Post-IPO Achievement
Supernova Media

- **iBosses service to Supernova**
  - ❖ Entrepreneurship Mentorship to Mr Alvin Soe
  - ❖ Advise Business model enhancement and/or transformation for the existing new digital-age economy
  - ❖ Provide technology consultation service
  - ❖ Advise on the timing of the IPO/M&A, taking into consideration, inter alia, the prospects of the Company, the general market condition and prevailing market sentiments;
- **Result**
  - ❖ **Supernova has sold for SGD 6.45 million**

iBosses Post-IPO Achievement
RC9 Group Pte Ltd

Moving Ahead

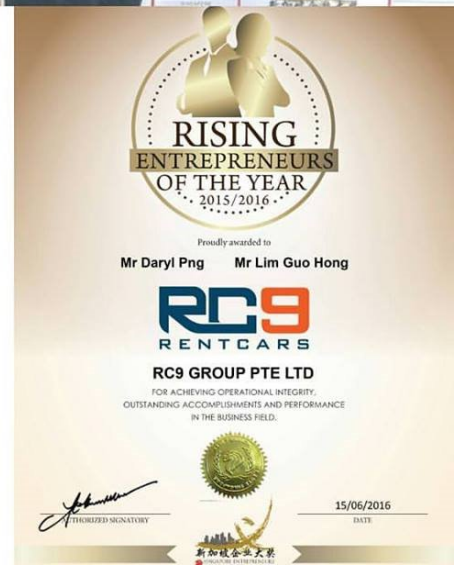


- **Result**

❖ **iBosses 10% of RC9 Share at valuation of SDG 10m**

iBosses Post-IPO Achievement
Rising Entrepreneurs of the Year 2015-16

- **The entrepreneur of RC9 has awarded as one of the Rising Entrepreneurs of the Year 2015-16**



iBosses Network & Licensees

iBosses Network across 21 locations across:

- Singapore (2)
- Australia (3)
- Malaysia (4)
- Philippines (1)
- Hong Kong (2)
- China (9)

iBosses Licensees:

- Malaysia (1)
- Australia (1)
- Philippines (1)
- China (2)

iBosses Global Network
iBosses Flagship Centre

iBosses Centre @ Paya Lebar Square

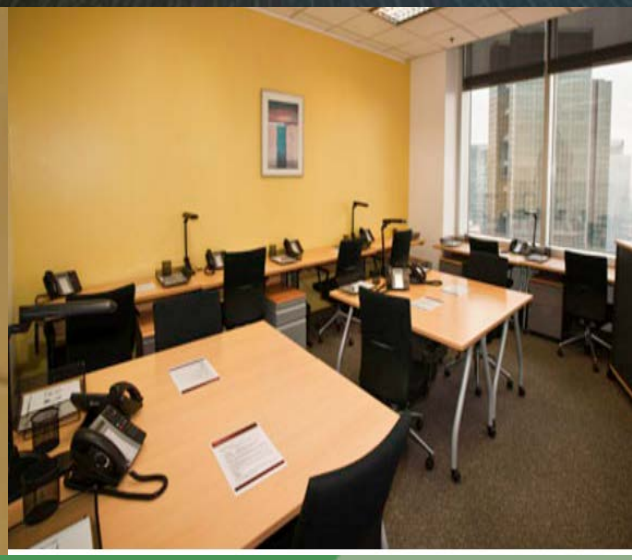
iBosses Institute @ Tanjong Pagar (CBD)

iBosses Australia Centre

iBosses Malaysia Centre

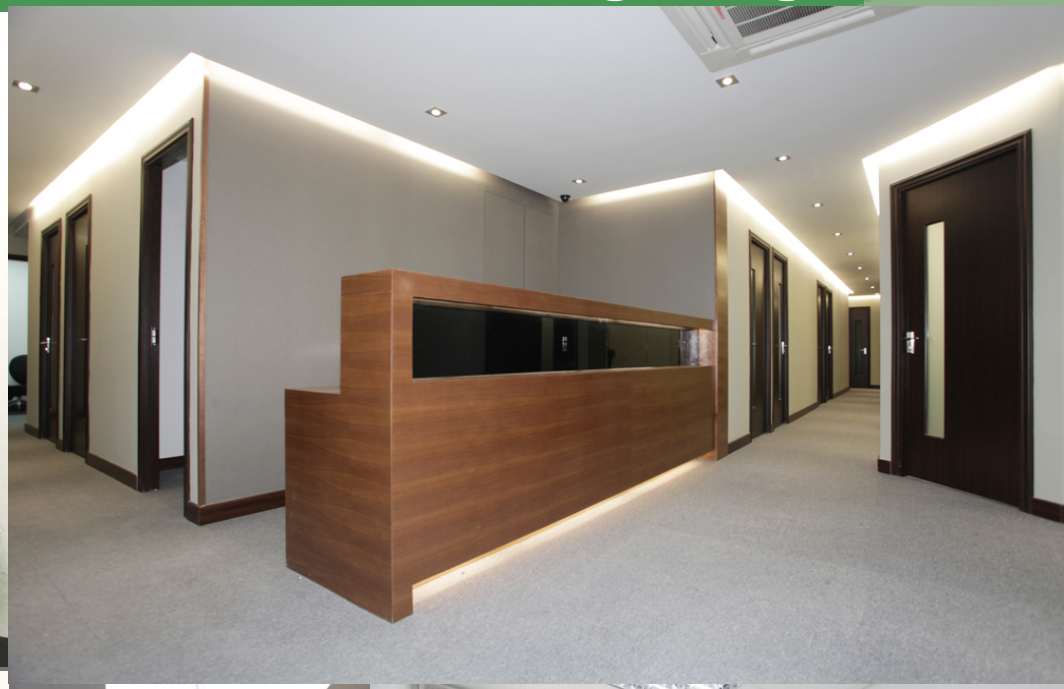
iBosses

iBosses Philippines Centre



iBosses

iBosses Hong Kong Centre

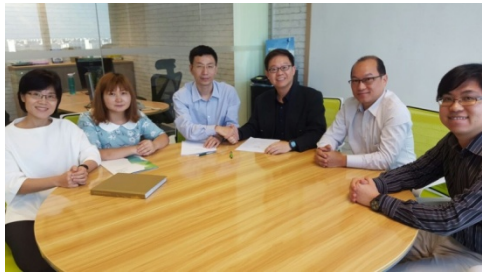


iBosses Licensing Agreement in Australia

- iBosses signed Licensing Agreement for Australia with Tandem College on 5 July 2016. Tandem will trade as **Minerva College** (RTO 90284):
  - Since 2000, it delivers training and professional development services to:
    - Individuals: to improve their career opportunities
    - Organisations: to improve their performance and quality
  - In 2015, it was granted delegation of authority by ASQA:
    - a reward for 15 years of high quality delivery and compliance
    - with industry leading completion rates
  - Recently, it has launched SMARTMOOV – a whole new way of learning:
    - an education program and platform with embracing technology
    - a new mobile, micro learning experience
    - suit how students want to learn today. Embracing technology and delivering

iBosses Licensing Agreement in China Fujian

- iBosses signed Licensing Agreement for China, Fujian Province, on 7 July 2016 with Professor Liu Qiang An:



❖ Academic Professional:
- Master's Degree in Politics and Economics
- Doctorate of Accounting
- Conferred Professorship in Finance from Beijing University Department of Economics
- Lectured at the University of Xiamen

❖ Passionate Entrepreneur:
- Founder of Tian Ying Financial Corporate Advisory in China:
- Focuses on advising Chinese companies on public listing in overseas capital markets, fund raising, corporate restructuring, financial control systems, ERP systems, corporate internal control system

❖ Experience:
- Possesses vast experience in the financial sector
- Written and published several books in China

iBosses Global Network
Portfolio Companies

- **Yes Academy, Malaysia**
  - iBosses has acquired 30% shares of YES in 2015
  - YES, established in 1997, aims to offer quality and affordable education of higher learning on selected fields of specialisations
  - YES is a fully licensed college and offers diploma programs in Design, IT, Business and Accounts
  - iBosses will create a new study model with YES to enrich the course content and advance the programs to meet the global entrepreneurship trend, such as Diploma in Artrepreneurship, Diploma in IT (New Age Entrepreneurship), etc

- **RC9 Group, Singapore**
  - iBosses has acquired 30% shares of RC9 Group in 2015
  - RC9 (formerly Rentcars), established in 2013, is focused on being the leading personal transportation for everyone in the ASEAN Region. RC9 connects people through great vehicle sharing and rental experiences
  - RC9 strongly believes in a successful vehicle sharing economy where transportation is made transparent and investable
  - Being a strategic partner with RC9, iBosses will coach and mentor RC9's management team to capitalise on the billion-dollar transportation industry in Asia

iBosses Global Network
Portfolio Companies

- **I-World-Technology, Malaysia**
  - iBosses has acquired 30% shares of I-World-Technology in 2016
  - I-World, established in 1997, a leading instructor-led IT and Technology training centre in Malaysia
  - I-World-Technology provides 182 IT Professional certification preparation training
  - I World group is committed to providing training which is relevant to market demands for the employment of IT professionals
  - The Group's programmes range from individual courses which focus on a single technology, to course packages which combine multiple technologies

- **CIO Global, Singapore**
  - iBosses has acquired 30% shares of CIO Global in 2016
  - CIO Global (formerly 24HourLab), established in 2014, is focused on 24HourLab which is an entity focusing on digital capability development including websites, mobile applications, eCommerce platforms. By leveraging on the comprehensive libraries from Drupal, Joomla and their add-ons, it continued to be successful in developing digital platforms with the small and medium sized businesses (SME) in Southeast Asia
  - CIO Global mission is to provide Entrepreneurs valuable IT knowledge, experience, technology, leadership capability to produce significant results

iBosses Mentorship Clients
SD Perfume Pte Ltd

- **SD Perfume, Singapore**
  - ❖ iBosses has acquired 30% shares of SD Perfume in 2016.
  - ❖ A Fast Growing Revolutionary Company in the O2O Perfume market
  - ❖ 5 Companies under SD Perfume Holdings
  - ❖ 6 Singapore Outlets currently
  - ❖ Expanding overseas to Cambodia & Malaysia

SD PERFUME
www.SDPerfume.sg

iBosses

Turn your Passion into Success

Latest Events

Entrepreneurship Forum 2015

- Entrepreneurship Forum 2015
  - ✓ organised by the School of Business, Temasek Polytechnic
  - ✓ held on 5 December 2015, Saturday

- Our Group CEO Dr Patrick Khor
  - ✓ honoured to be invited as the speaker
  - ✓ shared his entrepreneurship experiences with the final year students from the School of Business & the School of IT

Youth Entrepreneurship Symposium 2015

- Youth Entrepreneurship Symposium 2015
  - ✓ the biggest entrepreneurship event in June 2015
  - ✓ held in National University of Singapore (NUS)

- iBosses Group CEO Dr Patrick Khor & iBosses Ambassador Kingsley Peh
  - ✓ honoured to be invited as the guest speakers
  - ✓ inspired the audience with their successful entrepreneurship stories

Young Innovators Event 2016

- Young Innovators Event 2016
  - ✓ held in Hong Kong
- iBosses Group CEO Dr Patrick Khor
  - ✓ honoured to be invited by Mr Ricky Wong to attend the event
- Mr Ricky Wong
  - ✓ the Managing Director of Wheelock Group
  - ✓ one of the biggest property groups in Hong Kong

International Investment Guide Series 2015

- International Investment Guide (IIG) Series 2015
  - ✓ IIG and Shanghai Daily are international media partners
  - ✓ specializes in production of country features
  - ✓ they gain access to world leaders, shaping the future of a country in both government and business
- iBosses Group CEO Dr Patrick Khor
  - ✓ honoured to be invited to share his own insights and perspectives on the current developments happening in Singapore towards upgrading the Singapore-China relation.

iBosses

Turn your Passion into Success

Media Coverage

Media Coverage
iBosses in the News

WORKING LIFE

Gen Y entrepreneurs and their skilled seniors make a good team

By ARIEL LIM

TENSION between the old and young at the workplace is not uncommon.

At one end, the older worker may see his young co-worker as too raw and inexperienced to take on major responsibilities.

At the other extreme, the younger worker may view his older colleague as being too set in his ways to adapt to a changing environment.

Move away from the stereotypes, said Dr Patrick Khor, founder and group chief executive of iBosses, a company that mentors and trains entrepreneurs. There is no reason why they cannot work together and complement each other, noted Dr Khor, who focuses on Generation Y entrepreneurs, or those aged 18 to 35, as well as silver entrepreneurs, or those nearing retirement.

His book, iBosses: The Rise Of Gen Y Entrepreneurs, was published last year.

Each group has its own strengths, and working together can help the team avoid pitfalls, he added.

According to Dr Khor, the typical Gen Y entrepreneur is passionate, young and committed: "They have energy, they have passion and of course they have ideas."

Sometimes too many, said Dr Khor, who regularly advises young entrepreneurs to "narrow down and focus".

Ms Teresa Teo, who is in her 50s, founded Dove Doodle, a social enterprise that works with disabled artists. She said the "enthusiasm and energy" of the Gen Y entrepreneurs she has encountered has rubbed off on her, but "feedback has to be really sugar-coated for this group" or their feelings might be hurt, she added.

As young entrepreneurs' edge lies in their mastery of technology, they can use this to reduce the financial risk of starting a business.

For example, they can use technology to develop prototypes and can gather resources through crowdfunding, says Dr Khor.

He cited the example of the smartwatch maker Pebble, which raised US$20 million (S$27 million) within a month through Kickstarter to develop its latest wearable, the Pebble Time.

Young entrepreneurs, however, may lack the nitty-gritty know-how, especially when they seek to expand their business, said Dr Khor.

This is where older entrepreneurs have an edge. Having worked in the industry for decades, silver entrepreneurs can bring with them "specialised skills and experience".

He cited the example of chief financial officers (CFOs). "I think 90 per cent of them (start-ups) cannot afford a full-time CFO," said Dr Khor. But a retired CFO can start a "CFO outsourcing centre" and support "1,000 companies" through technology.

Dr Khor suggested that it may be easier for the old and the young to work together as entrepreneurs than as employees.

In a corporate environment, the issue of seniority may be a hindrance to a fruitful partnership.

But that difference is "not so significant" among entrepreneurs, as long as they have the mindset "that we're all equal regardless of our age and experience".

Mr Alvin Soe, 25, who founded media production company Supernova Group in 2011, said he would "definitely" consider partnering silver entrepreneurs to tap their life experience.

"If we bother to listen, it could save us from many hard knocks in life," he said.

arielim@sph.com.sg

The Straits Times - 8 June 2015

SATURDAY, AUGUST 22, 2015 | THE STRAITS TIMES | BUSINESS C3

Breaking out with a 'disruptive concept'

Local consultancy iBosses looking to raise $5 million in Australian IPO

Rachael Boon

Former engineering lecturer Patrick Khor's newest firm iBosses Corp may be young, but it is planning a bold entry to the Australian Securities Exchange, or ASX.

It launched a prospectus for an initial public offering (IPO) Down Under on Monday, with a public offering of 25 million new shares at 20 Australian cents a share. The plan is to raise up to A$5 million (S$5 million), subject to a minimum subscription of A$2.5 million.

The firm is a Singapore-based training and consultancy set up in August last year. It offers advice, support and solutions to entrepreneurs and start-ups.

Dr Khor, 51, told The Straits Times the idea is to inspire the start-ups iBosses works with: "We are trying to implement a disruptive concept."

The group chief executive noted that most start-ups are familiar with the traditional way of raising funds at different levels – seed, Series A and B and so on – but this discourages a lot of entrepreneurs because it is difficult to find investors in Asia, unlike in Silicon Valley.

Dr Khor said: "We want to show people that with our training and consultancy services, start-up businesses today can systematically grow to a stage whereby an IPO or a trade sale is possible, within a relatively short period of time."

This is done via what the firm calls a maturity level model, which it uses to support start-ups at different stages of growth.

"By growing quickly and going through a listing by ourselves, iBosses wants to set an example of a possible alternative to the traditional Series A or B funding route, which can be more challenging."

The firm plans to build a digital platform – a community where entrepreneurs, investors and other users can showcase start-ups – which also offers resources to such users.

Its staff strength has grown to 20 in a year, with licensees in Malaysia and the Philippines, as well as offices in Singapore, Hong Kong and Adelaide in Australia.

Dr Khor said Australia is a good choice, being welcoming of young firms, especially technology firms and start-ups.

iBosses' deputy chairman Steven Lau, 49, said Australia is the most appropriate market for the IPO, but he does not rule out a secondary listing in Singapore.

"Based on the preliminary response and indication from the market, the company is quietly confident of exceeding the minimum fund-raising amount," the firm added.

Dr Khor started his career as a lecturer at Singapore Polytechnic, covering software engineering and systems development.

He was bitten by the entrepreneurship bug and co-founded Machine Intelligent Systems International in 1993, and MIS Technologies Centre in 1997.

He also founded Path Education Group in 2004, whose business was bought by a public-listed education firm in 2006.

Dr Khor planned to retire after that but "felt compelled to share his experiences and help entrepreneurship grow in Singapore". That was when he took on the role of senior lecturer at Temasek Polytechnic's Entrepreneurship Centre.

Some of the young entrepreneurs under his wing have tasted success. For instance, Mr Kingsley Peh and Ms Elfaine Tan had two websites acquired by SingPost for up to $1.2 million in 2013.

After five years at the polytechnic, he decided to set up iBosses. "People I knew had friends with young kids who were interested in business, and I saw more young people getting interested. They asked for advice and I felt it was a sign that I should start my own company."

Dr Khor now teaches at National University of Singapore occasionally, as iBosses has become a priority.

Mr Lau said the firm's target is to ring the bell in Australia on Sept 30. He wants young firms to dream as big as iBosses: "Don't think you're too small, too early or too young to achieve the dream of running a public-listed company in a world-class stock exchange."

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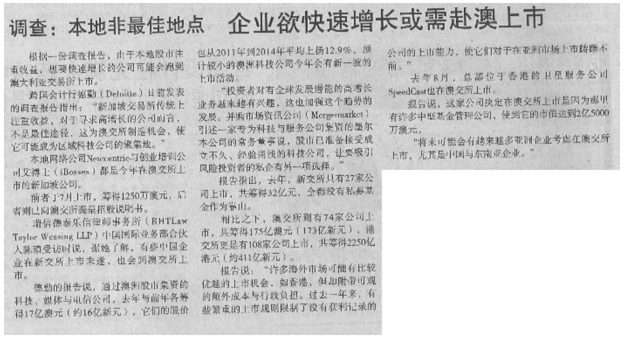
iBosses CEO Patrick Khor feels "compelled to share his experiences and help entrepreneurship grow in Singapore". PHOTO: IBOSSES

ALTERNATIVE PATHS

We want to show people that with our training and consultancy services, start-up businesses today can systematically grow to a stage whereby an IPO or a trade sale is possible, within a relatively short period of time.

DR PATRICK KHOR, group chief executive of iBosses, on its planned listing on the Australian Securities Exchange

Straits Times, 22 August 2015



调查：本地非最佳地点 企业欲快速增长或需赴澳上市

根据一份调查报告，由于本地股市注重收益，想要快速增长的公司可能会跑到澳大利亚交易所上市。

跨国会计行德勤（Deloitte）日前发表的调查报告指出："新加坡交易所传统上注重收益，对于寻求高增长的公司而言，不是最佳途径，这为澳交所制造机会，使它可能成为区域科技公司的聚集地。"

本地网络公司Netccentric与创业培训公司艾博士（iBosses）都是今年在澳交所上市的新加坡公司。

前者于7月上市，筹得1250万澳元，后者则已向澳交所提呈招股说明书。

瑞信德泰乐信律师事务所（RHTLaw Taylor Wessing LLP）中国国际业务部合伙人陈瑱受访时说，据她了解，有些中国企业在新交所上市未遂，也会到澳交所上市。

德勤的报告说，通过澳洲股市集资的科技、媒体与电信公司，去年与前年各筹得17亿澳元（约16亿新元），它们的股价也从2011年到2014年平均上扬12.9%，预计较小的澳洲科技公司今年会有新一波的上市活动。

"投资者对有全球发展潜能的高增长业务越来越有兴趣，这也加强这个趋势的发展。并购市场资讯公司（Mergermarket）引述一家专为科技与服务公司集资的墨尔本公司的常务董事说，股市已准备接受成立不久、经验尚浅的科技公司，让要吸引风险投资者的私企有另一项选择。"

报告指出，去年，新交所只有27家公司上市，共筹得32亿元，全都没有私募基金作为靠山。

相比之下，澳交所则有74家公司上市，共筹得175亿澳元（173亿新元），港交所更是有108家公司上市，共筹得2250亿港元（约411亿新元）。

报告说："许多海外市场可能有比较优越的上市机会，如香港，但却附带可观的额外成本与行政负担。过去一年来，有些繁重的上市规则限制了没有获利记录的公司的上市能力，使它们对于在亚洲市场上市踌躇不前。"

去年8月，总部位于香港的卫星服务公司SpeedCast也在澳交所上市。

报告说，这家公司决定在澳交所上市是因为那里有许多中型基金管理公司，使到它的市值达到2亿5000万澳元。

"将来可能会有越来越多亚洲企业考虑在澳交所上市，尤其是中国与东南亚企业。"

Lian He Zao Bao - 8 September 2015

34 财经

SME 中小企业

创业最佳模式：网络实体业务结合

专门研究Y时代创业者的许松江博士认为，目前的最佳模式是网络与实体业务的结合。他表示，越来越多创业者正在探讨结合网络与实体业务的模式，利用科技解决现实生活中的问题。

Lian He Zao Bao - 4 June 2015

20 Markets Monday

Monday 31 August 2015 The Australian Financial Review | www.afr.com AFR

iBosses' eight steps to success yet to reach $100,000 mark

IPO watch

Rose Powell

A fledgling Singaporean entrepreneur coaching company that is about to float claims starting up a business can be done in eight simple steps, but iBosses is yet to break the $100,000 mark for revenue at its own venture.

The one-year-old start-up is solely focused on growing its customer base and as such says in its prospectus, which has no financial forecasts and limited detail on operating history, that it is "unlikely to introduce any additional primary revenue streams in the future" outside of its mentoring service.

But chief executive Patrick Khor said he did not think the youth of the company would deter investors. "Track record today is a question of effectiveness and not duration," Dr Khor said.

"There are numerous companies that have emerged over the years which many felt came out of the blue. Some of these companies, by the time you hear about them, it is because someone bought them out already.

"Also, we are very new but very interested to show the IPO [initial public offering] path to our clients."

iBosses is offering 25 million shares at 20¢ in a bid to raise up to $5 million and begin trading on the ASX on September 30.

iBosses launched in August 2014 and offers training and coaching for aspiring and early-stage entrepreneurs. The company has a proprietary eight-step model for guiding its clients through business development – from being passionate about an idea to launching a company. It currently offers these courses and consultancy in Singapore and Hong Kong.

Track record today is a question of effectiveness and not duration.

iBosses CEO Patrick Khor

Singapore's start-up scene has undergone a significant transformation since the government began to pour hundreds of millions of dollars into stimulus and support programs for its fledgling tech companies.

The capital raised through iBosses' IPO would be used to expand more aggressively across Singapore and Hong Kong in the coming years, as well as into the Philippines and Malaysia. Dr Khor said iBosses was also keen to establish a presence in Australia to cater to the growing start-up and new-business community.

If the full amount is raised, $1.2 million would be invested in growing the company's new and existing business centres, $1.2 million into exploring and purchasing potential acquisitions, and $1 million into developing iBosses' online offerings.

Deputy chairman Steven Lau said the company had explored listing on a range of exchanges, both locally and in Hong Kong and London, but decided to list on the ASX as it was a well-regulated market that was increasingly popular with Singaporean companies.

"There is a growing trend of our tech and media companies sector going Down Under to list, so we felt that the ASX was the most appropriate for a company of our size; we are a very small start-up and the ASX is good for fast-growing companies," Mr Lau said.

The company is wholly owned by Dr Khor and his immediate family. If the maximum $5 million is raised, they will own 60 per cent of the company.

The offer is not underwritten and the IPO has a minimum subscription of $2.5 million to proceed.

iBosses will list on the ASX on September 30.

AFRGA1 A020 MB

The Australian Financial Review , 31 August 2015

Media Coverage
iBosses in the Media

Brrmedia - 2nd September 2015

CNBC - 15th September 2015

YouTube – 28th September 2015

YouTube – 22th October 2015

iBosses

Turn your Passion into Success

iBosses Group CEO
Dr Patrick Khor

Personal Profile

Dr. Patrick Khor's Profile

Dr. Patrick Khor has been a serial entrepreneur for 15 years.

During which Dr Khor built his company from scratch and developed it into an international fast growing technology and education network. With more than 200 staff and 15 centres located in 7 countries in the Asia Pacific region, his company was merged with a public listed company in Singapore Stock Exchange main board in 2006.

Currently Dr Khor is the founder and Group CEO of iBosses Corporation Limited [ASX: IB8] ("iBosses"). iBosses was successfully listed on the Australian Securities Exchange on Wednesday, 30 September 2015.

Dr Khor is the author of the book entitled iBosses: The Rise of Gen Y Entrepreneurs - The Momentum Behind the New Age of Entrepreneurs. He obtained his PhD - Business & Management in the area of Entrepreneurship from University of South Australia in 2013.

Dr Khor shared his entrepreneurial experience with students as the manager / Senior Lecturer (Entrepreneurship Development) in Temasek Polytechnic and had trained more than 3270 participants in entrepreneurship and successfully mentored more than 20 companies and startups.

Dr. Patrick Khor's Profile

iBosses Group CEO Dr. Patrick Khor is one of the 50 entrepreneurs
in the book 《创业先锋 — 建国50周年特辑》

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