



# Sensestek Solutions Limited

Company introduction

2020-08



# Sensestek, who we are?

- HK company, founded in 2019
- Recognized by Hong Kong Science Park as technological start-up
- IoT & Blockchain sensing devices' development
- Smart Cities and Logistics solutions



# Nowadays IoT solutions **BUG**

- Device hackable
- Data hackable
- Missing data
- Short range
- High power consumption
- Difficult to install



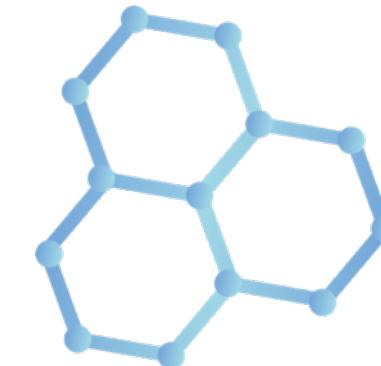
# Our Core Technology



Highly Encrypted  
IoT Hardware



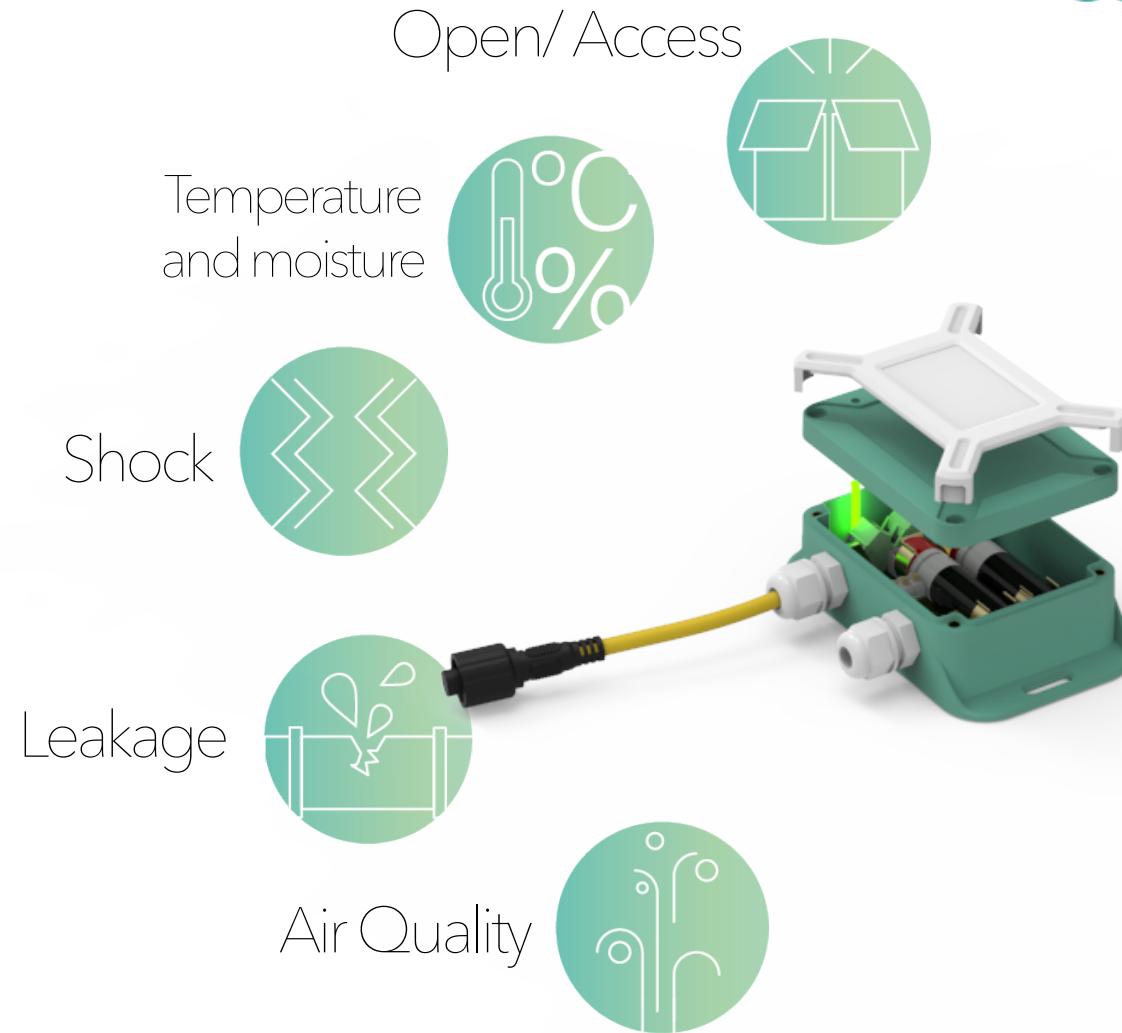
Blockchain  
embedded



Proprietary  
MESH  
infrastructure

# Our Device Family

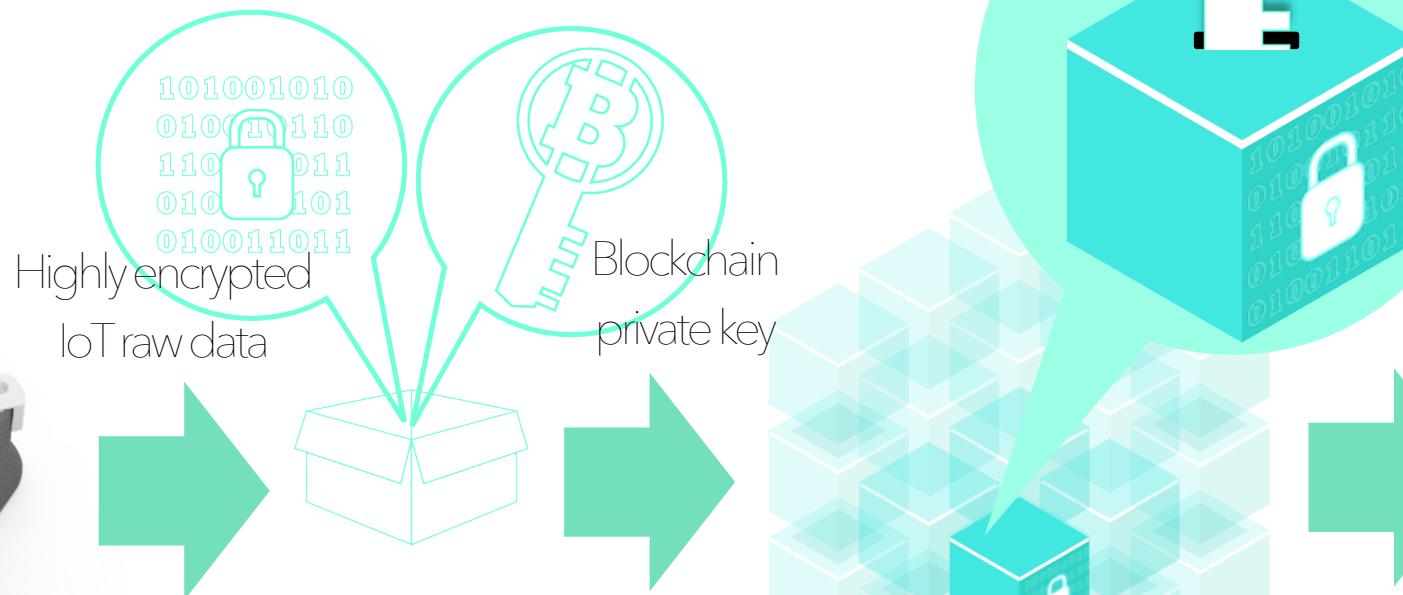
IoT device  
with  
sign chain key



# The Tru-IoT mechanism



Sensing  
Device

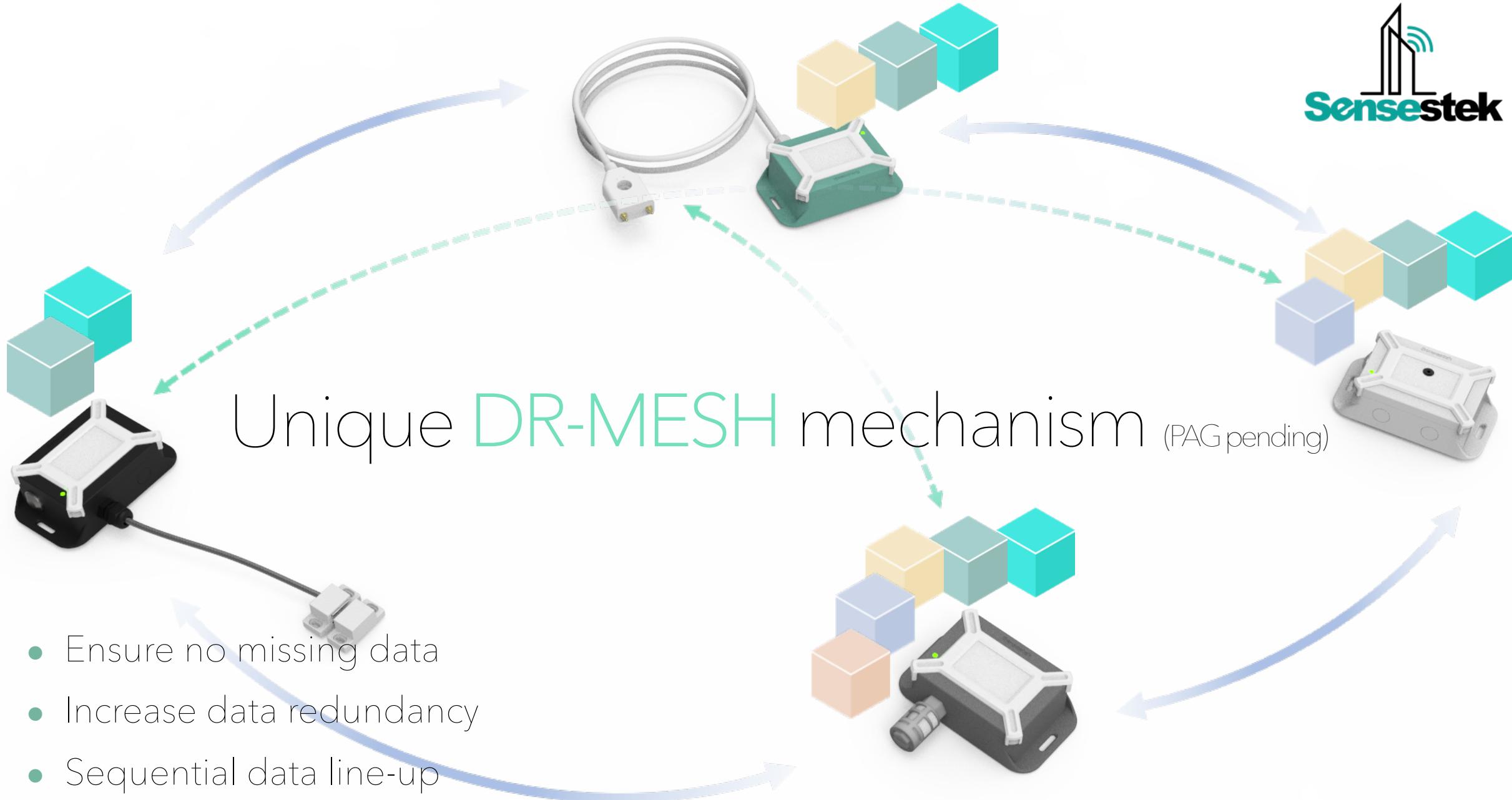


Hashing

Block

Signed block,  
decrypted and  
visualize

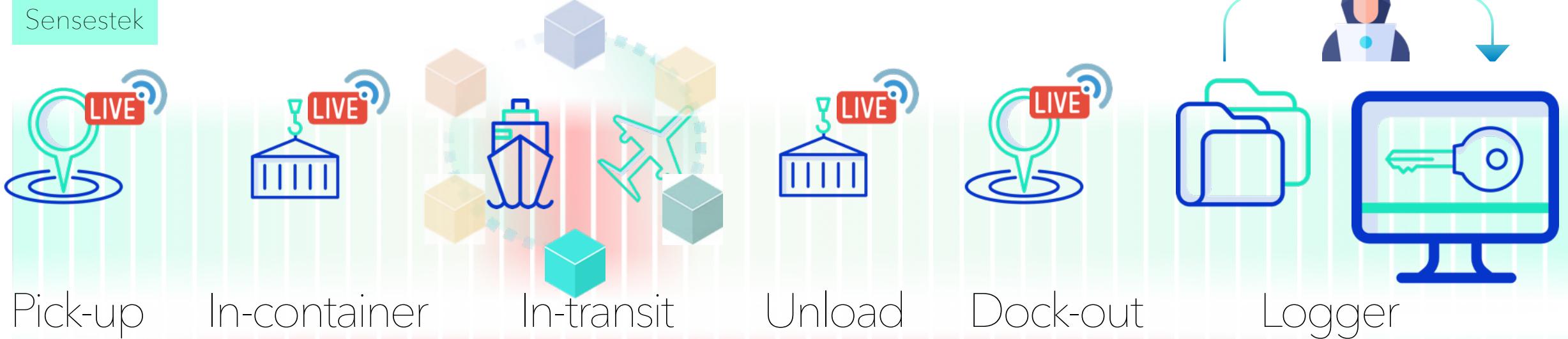
Our Dashboard



# In-transit traceability, Sensestek vs the others



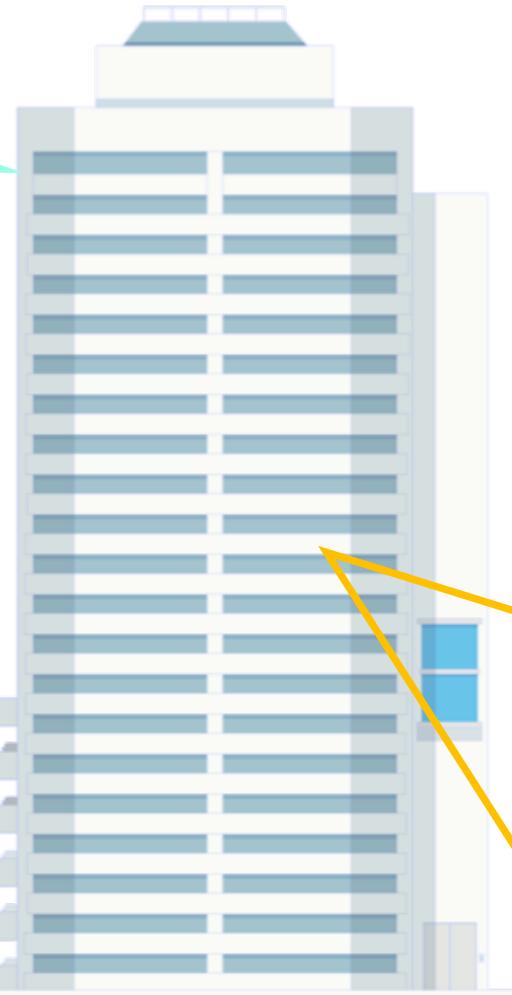
Sensestek



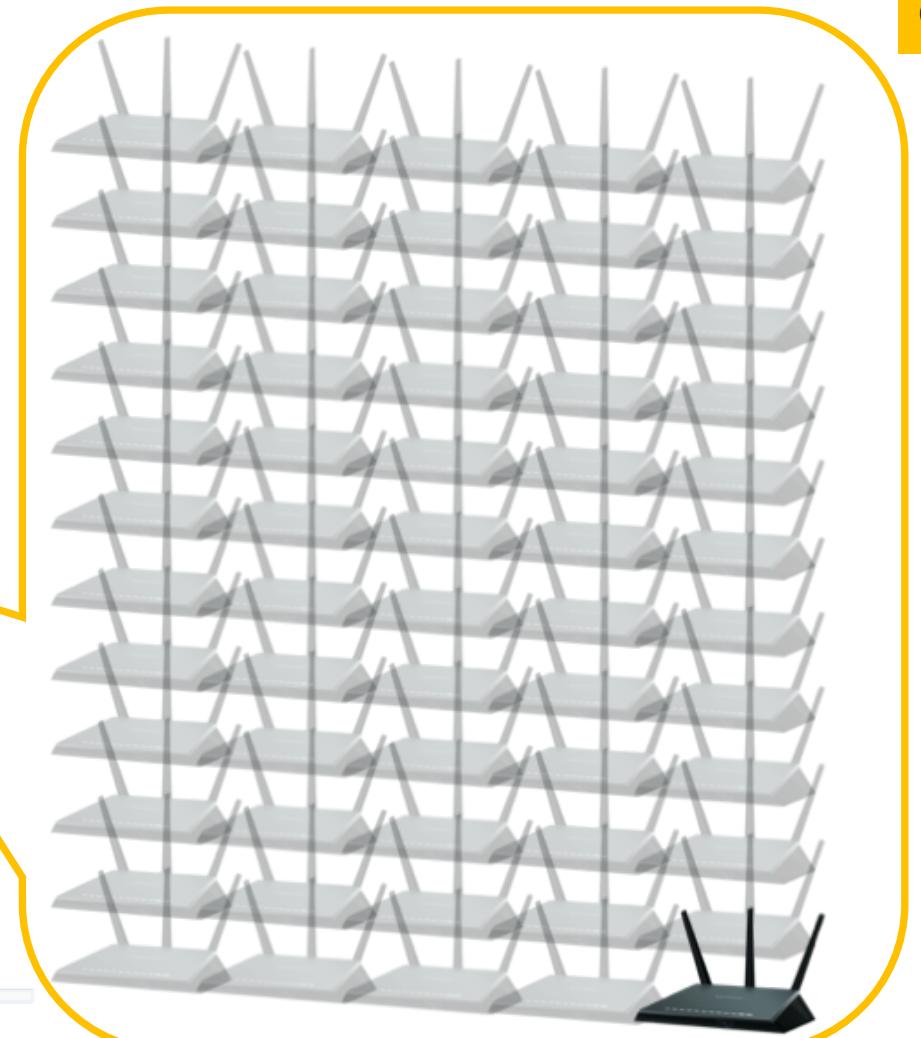
Others

# Strong coverage ability, Sensestek vs the others

Sensestek



Others



Commercial building, 40 floors

# Smart Buildings' Solution

## Unique Design

- Strong built-in antenna design
- Anti-tamper chipsets
- Multi-functional circuit board
- Battery-operated up to 3 years

Thermocouple



Door access



Temperature & Humidity



Water Leakage Needle



Thermal Occupancy



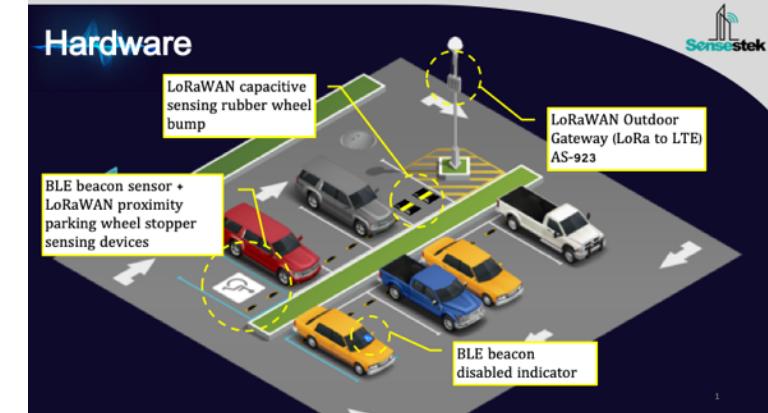
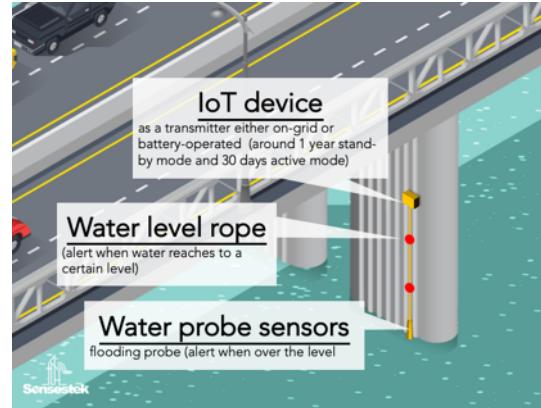
Water Leakage Rope



# Nowadays IoT solutions ~~BUG~~ Now fixed!

- ~~Device hackable~~ (Non-hackable - Anti-tamper devices)
- ~~Data hackable~~ (Data are hashed with blockchain key endorsement)
- ~~Missing data~~ (Proprietary MESH data redundancy mechanism)
- ~~Short range~~ (Latest IoT LPWAN technology)
- ~~High power consumption~~ (Up to 3 years without changing batteries)
- ~~Difficult to install~~ (As simple as to stick-on)

# Our Other Projects' Scope

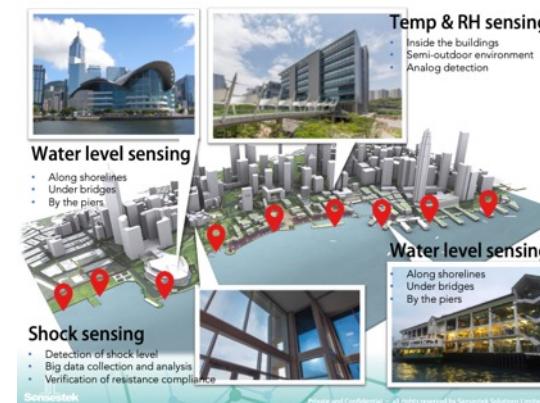


## Waste Management



## Wine Traceability

## Flood sensing



## City Planning



## Cattle Tracking



# Our Business Partners

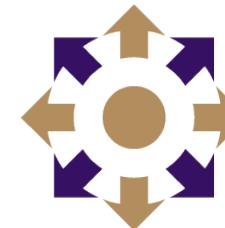


Office of the Government Chief Information Officer  
政府資訊科技總監辦公室

# Our Footprints



**electronicAsia**  
國際電子組件及生產技術展



The Chartered  
Institute of Logistics  
and Transport



[http://ex.hktdc.com/2019/efairdaily/efae\\_easia/day2.html](http://ex.hktdc.com/2019/efairdaily/efae_easia/day2.html)



**ALMC**  
Asian Logistics and  
Maritime Conference  
亞洲物流及航運會議



# Our Founding Team



**Kelvin Wong**  
**Founder and BD Lead**

Kelvin studied Computer Science at Carleton University, Canada and he granted his Master degree in Executive Management at Royal Roads University. He is familiar in operation management and Business Development and he used to operate decent size manufacturing plants, and with full experience in company and product development



**Damon Lau**  
**Engineering Director**

Damon studied Electronics Engineering and mobile application development in Hong Kong. He has fruitful experience in hardware design and layout, integration, supply chain management and DFM experience in RF low to high frequency devices, troubleshooting experience and know-how in system integration including field assessment, conduction of trial and massive deployment

# Our Revenue Model

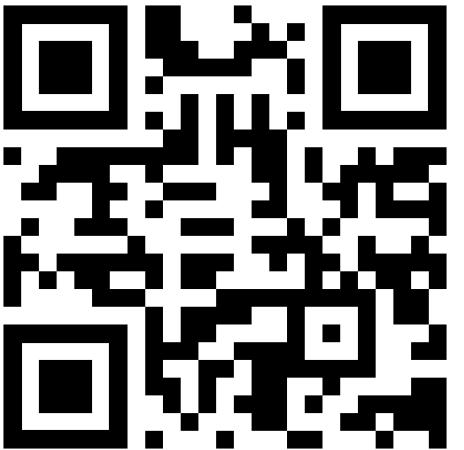
- Products
  - B2B
  - B2C online
- Projects (System integration & NRE)
- Subscriptions (Recurring)
  - Smart Building IOT Portal
  - Proprietary Logistics & Blockchain Portal
  - Commodity Traceability API License Fee

# Our Projection

	2nd Year	3rd Year	4th Year
No. of devices (B2B, B2C online)	5,000	30,000	80,000
@USD50/devices avg. (in USD'000)	250	1,500	4,000
Projects (Smart cities)	20	100	300
Per projects 200 devices + workmanship (~USD18K per project) in USD'000	360	1,800	5,400
Projects (Logistics)	10	50	200
Per project 500 devices + workmanship (~USD25K per project) in USD'000	250	1,250	5,000
UI subscription (USD2.99 / device / month) in HKD'000	500	2,700	8,610
Blockchain & UI subscription (USD8.99 / device / month)	540	2,700	10,780
<b>Total (USD'000)</b>	<b>1,900</b>	<b>9,950</b>	<b>33,800</b>



**Sensestek**  
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