VER 1.9cuk

LEO TECH CONSULTING
SUMMARY OF COMPANY PORTFOLIO

Leo Tech was founded as a software R&D house in 2010, with 4 people in Singapore. Today the team has grown to over 100 there and in London, working on all kinds of projects - complex risk management systems dealing with thousands of critical transactions per second, wearable apps and mobile games… We work with all kinds of people: governments around Asia, multinationals, local startups and even NGOs.

To support this the team has grown to include over a dozen nationalities, with disciplines beyond world class coding to include consultancy, design, testing, security, infrastructure and 24/7 support. Professionalism and curiosity are what we look for in a growing team of over 100 specialists, following agile and waterfall methodologies, new offices opened recently in Yangon and London.

As well as the usual design-build-deliver projects, we own products (a video sharing network for example, an e-wallet for developing economies) invest resources in return for equity, while still working on rapid development and prototyping for startups and global brands like Visa and Blackberry.

SOFTWARE AND I.T. SERVICES
STARTUP STUDIO
VENTURE BUILDER

Clients & Ventures

- Crowdo
- Blackberry
- Visa — undisclosed
- The Monetary Authority of Singapore
- Click2View Pte Ltd
- IBIZ Capital Pte Ltd
- Singapore Bikes
- Globetrekker Challenge
- MyFitnessWallet Pte Ltd
- Source Central
- Fourcast
- Shobo

London office opened Q3 2015

Myanmar

Cambodia

India

Israel

Singapore

- Yangon City Development Committee
- Myanma Computer Company Ltd
- ConnectNPay
- Athena Case Management System
- Our Health Mate

SOFTWARE AND I.T. SERVICES

End to end consultancy from developing your idea, developing the product, launching it and taking care of the infrastructure through a 24/7 service desk. Rapid prototyping to cloud hosting for small business, governments and multinationals like Visa and Blackberry.

STARTUP STUDIO

We provide our resources in return for equity. Everything from office space, growth hacking and mentoring through to help with fundraising -but our main contribution is software and IT services. A hybrid of incubator, accelerator and VC.

VENTURE BUILDER

Ideas that come from within Leo Tech are turned into products and businesses in their own right. A trending video and social sharing app, tracking tools for homeowners and property investors, a network of fintech products connecting the unbanked and affluent to financial institutions and ecommerce in Myanmar.

> *Leo Tech* *works with startups to give them the support they need to accelerate the growth of their business. From ideation through MVP to ongoing development, we can work on a cash, equity or equity-cash basis.*

Our clients rely on us to deliver a high quality, consistent and dependable service no matter what the project. Powered by a team of technical experts, we maintain a strong position as a respected vendor, never undertaking a project where we cannot fully deliver the best results. The following are a few examples of existing projects that have been completed by **Leo Tech**.

RECENT AND RELEVANT PROJECTS

SOFTWARE AND I.T. SERVICES

Yangon City Development Committee

A public sector project, but this time in Myanmar rather than Singapore. Given the success and evident expertise shown in the MYWALLET Plus, **Leo Tech** was asked by YCDC to take residential and business ownership data, cross reference that with address.

information and occupier details to produce a cutting-edge, unified billing system for the largest city council in Myanmar.

As well as developing the technical and software infrastructure, **Leo Tech** was also responsible with finding (and integrating with) printer hardware up to the task of producing millions of Water, Land, Sewage and Electricity bills for households and businesses across the city each month.

Following on from this massive contract, YCDC gave Leo Tech a 15 year exclusive on handling its digital payments through its ConnectNPay brand. More on ConnectNPay later in this document.

Crowdo

Crowdo (formerly Crowdonomic) is Asia's most well-known crowdfunding platform, and has recently begun developing a series of whitelabel solutions for third parties.

The World Wildlife Fund's Earth Hour launched a crowdfunding site to foster conservation projects and earlier this month the multimillion dollar telco, StarHub used Crowdo's system to launch a site supporting technically innovative entrepreneurs – crowdtivate.com. As well as working with Crowdo to develop new features and customers **Leo Tech** provides an enterprise grade and globally scalable technical infrastructure, supported by a 24/7 Service Desk.

You'll know these brands,
but not what we do for them…

Starting out in software R&D, we've found that many companies value our discretion. That's great for attracting interesting projects, but not so great for our product portfolio. But among the companies we work with, here are a couple we're at least allowed to mention.

Blackberry

Referred work to **Leo Tech** ahead of the launch of their latest generation of smartphones in 2013. The project is under NDA but was based on **Leo Tech** developing the Blackberry version of a highly successful iPhone application on behalf of the original iPhone developer who lacked the resources to deliver a Blackberry-compatible one.

Working on referral from Blackberry, another project brought us a project that had overwhelmed the original contractors: producing a game simultaneously launched on web, Blackberry, iOS and Android. They saved face, and we took care of all of it.

Visa
undisclosed

Visa's Singapore HQ is one of the organisation's two hubs for innovation - the other in San Francisco.

In a deal two years in the making (grinding through NDAs and legal paperwork) **Leo Tech** is now their only so-called 'Master Partner' in the whole of Asia. They work as third party talent responsible for innovation consultancy and rapid prototyping of disruptive technologies.

INFRASTRUCTURE, SUPPORT & SECURITY

In order to support our growing range of software projects, we're also asked to design, build and maintain infrastructure all over the region. We have a dedicated security team and a 24/7 service desk offering first, second and third line report. Here are some examples of what they can be used for:

Monetary Authority *of* Singapore

We didn't design the site, but we are responsible for updates and site availability. Infrastructure hosting, security, 24/7 monitoring and periodic content updates for the goverment's Singapore Foreign Exchange Market Committee website.
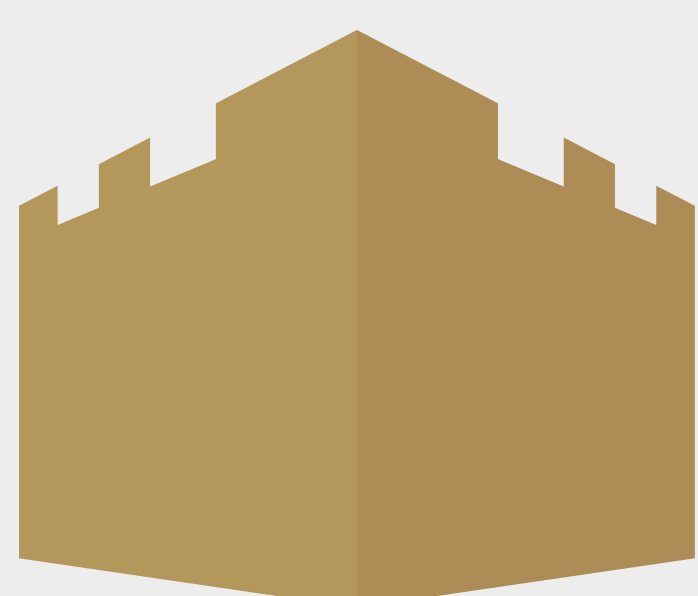
Click2View Pte Ltd

Website hosting (similar to the work **Leo Tech** does for MAS) but in this case for one of Asia's leading video production and marketing agencies.

IBIZ Capital Pte Ltd

A Hedge Fund for whom **Leo Tech** provides server and security infrastructure. With its world class infrastructure team **Leo Tech** is able to meet the requirements of the financial sector here in Singapore: the kind of security, speed, high availability, and customisable setup not offered in standardised mass market providers.

Singapore Bikes

Singapore Bikes provide information and a forum for bikers living in Singapore. Today it has become one of the biggest internet forums in the region with approximately 100,000 members and attracts both local and regional users.

Leo Tech transitioned the site from an older infrastructure platform to a new one that has higher assured connectivity speeds, both local and international, while proactively monitored through our 24/7 Service Desk that continuously monitors and updates the system dealing with issues even before they are requested by the client.

STARTUP STUDIO

Leo Tech aims to be part of the most interesting, most successful projects on the internet –but sometimes they don't exist yet. We help them happen by stepping away from 'Design-Build-Deliver' and instead partnering with these projects –often startups- either as a joint venture or providing resources in return for equity.

Globetrekker Challenge Pte Ltd

Globetrekker was founded by a group of entrepreneurs, fresh from an exit having established and sold Australia's largest workplace health services company.

The system improves workforce health in a system combining mobile, wearables and gamification as participants are issued with wearable devices to track activity (steps, calories burnt) throughout an 8 week challenge as teams compete to go further, faster. Or perhaps just take the stairs more often.

Taking payment in the form of cash, equity and (of course) a pilot trek for all **Leo Tech** employees Globetrekker was cashflow positive soon after launch with a customer list including Allianz, PWC and Disney with hardware partnerships including wearable brand, Misfit.

OurHealthMate

While their business is entirely internet based, if you speak to OurHealthmate.com's founders they'll say that they're a healthcare company: allowing expat Indians to find and pay for healthcare for their families back home, while providing doctors and clinics with a fresh revenue stream and powerful tools such as Electronic Medical Records.

Leo Tech met them when their staff were mentoring startups as part of the JFDi accelerator project. OurHealthMate had just lost one of their team and asked Leo Tech to fill the gap and join as their technical co-founder in return for equity.

In the year taking responsibility for their IT roadmap (from design, architecture through to hosting), **Leo Tech** has given their two man team space in its offices and **Leo Tech's** CEO has even led their seed round. They're now at six staff in Singapore, over a dozen in India and their customer base has grown from 6 doctors to over 12,000 serving millions of patients. An expansion into the Philippines in partnership with a multinational Pharma company is currently underway.

Multinationals use OurHealthMate as a company perk for its expat employees to take care of their families back home.

Myanma Computer Company Ltd

An overseas joint venture with Myanmar's oldest and most successful IT company to provide a fast, secure, convenient system for paying utility and other bills in Myanmar called MYWALLET Plus - an example of a partner who comes to **Leo Tech** with a problem, and no definition of the solution.

Leo Tech has licensed to MCC a fast, secure, convenient eWallet system available on iOS, Android and Web to pay multiple utilities, mobile contracts and even school fees. On a revenue share basis, they are responsible for the technology (the IP of which they own and license to MCC) and integration with credit cards, banks, a face-to-face agent system, terminals and even scratchcards.

In a largely unbanked market MCC is inundated with merchants looking to offer the system to their customers - and while they handle operations in Myanmar, **Leo Tech** is looking for similar licensees and partners in new markets and territories around the world.

Source Central

Looking at another investment, the founder of Source Central Pte Ltd was a referral who came to us with an idea for a product - and like OurHealthMate.com exchanged equity for our joining as technical co-founder.

Working in the world of investment funds he'd found that an accepted pain point was the lack of standardised, accurate, comparable data. More often than not the industry uses a library of paper prospectuses which arrive through the post – surely there's a better way to automate this? Providing technical expertise, and even marketing advice and office space, **Leo Tech** has supported a business which would never have otherwise started – and within weeks became a system managing hundreds of billions of dollars in assets.

SHOBO

SHOBO is very easy to learn, but difficult to master. Games never repeat themselves, and an average game takes only about 3 minutes from start to finish.

In SHOBO part of the skill comes in guessing your opponent's next move, and every decision is deadly. Strategy and Agility. Intellect and Domination. How you play, how you survive, is up to you!

Originated by Boaz Lavie and initially developed by Roshumbo Games, a highly successful version of the game was briefly released on Facebook. Years later, with a new set of features from Singapore developers, **Leo Tech**, you can take on friends and strangers alike on iOS and Android.

VENTURE BUILDER

" *Our biggest investment so far, ConnectNPay is the umbrella brand covering some of the financial tech that we've developed, sold and licensed to the outside world, primarily focussed on Myanmar. It's comprised of three components which we believe will help us form the collaborations which will shape eCommerce there and in other emerging markets.* "

ConnectNPay

</> 🔒

Digitised record and systems. As described earlier in this document, the Yangon City Development Council, commissioned us along with in-country partners Global Wave to move their systems from paper ledgers and siloed departments to record business and residential ownership data so as to coordinate billing for things like Land, Sewage and so on. This in turn reduces errors, fraud etc. We were even responsible for finding the appropriate printer hardware to create a system which now produces something like 10 million bills per year, and reduces the billing cycle from 62 days to 6.

M-payments. MYWALLET plus is a mobile wallet specified by and developed for MCC Group in Myanmar. We license the technology to them and are looking at partners in other markets to deploy a variation on this underlying system.

Secure interface layer. Partly to support the expansion of MYWALLET plus we've created an ecosystem which allows other players to connect and collaborate. The idea is to provide a secure system to allow other wallets, payment systems, institutions, vendors and of course, customers in as frictionless environment as possible.

We've signed agreements with a number of Myanmar banks, the first that we can talk about being CB Bank which will be giving its mobile banking customers access to the ConnectNPay network and MYWALLET plus eWallet in the coming weeks. AYA Bank in Myanmar has recently signed with us and we're working on integrations so that all their services: online, phone or over the counter have access to the ConnectNPay network. Further, YCDC have given us a 15 year exclusive on handling their digital payments.
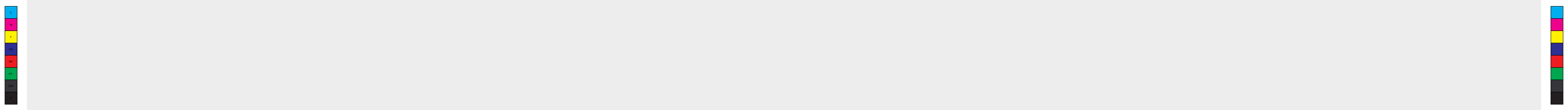
Rather than produce a closed network we intend to collaborate allowing other merchants and payment gateways (even other eWallets) to connect. We're already in talks to develop support for top-up cards, kiosks, epos, more banks and have our eyes on additional territories.

ConnectNPay.com
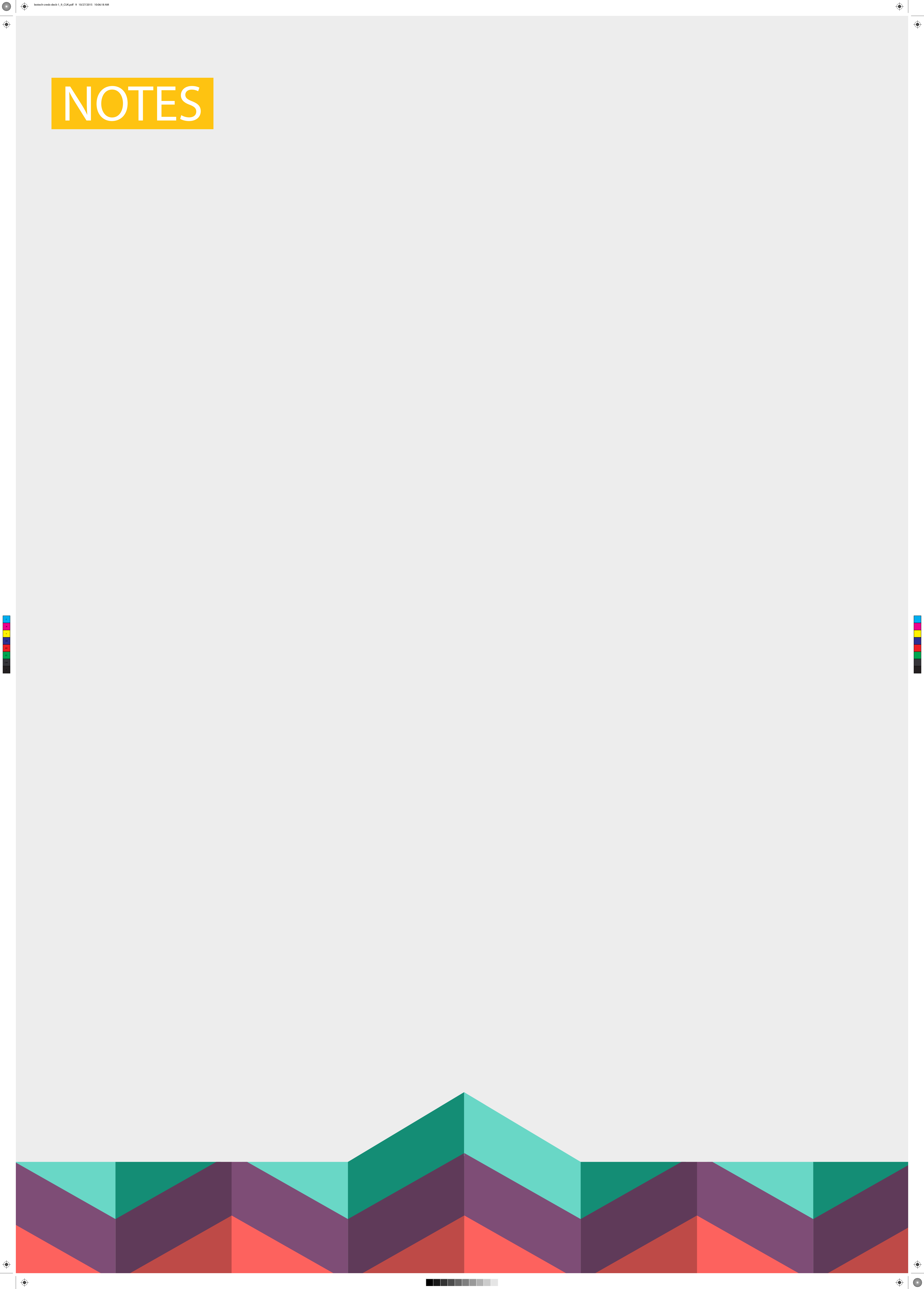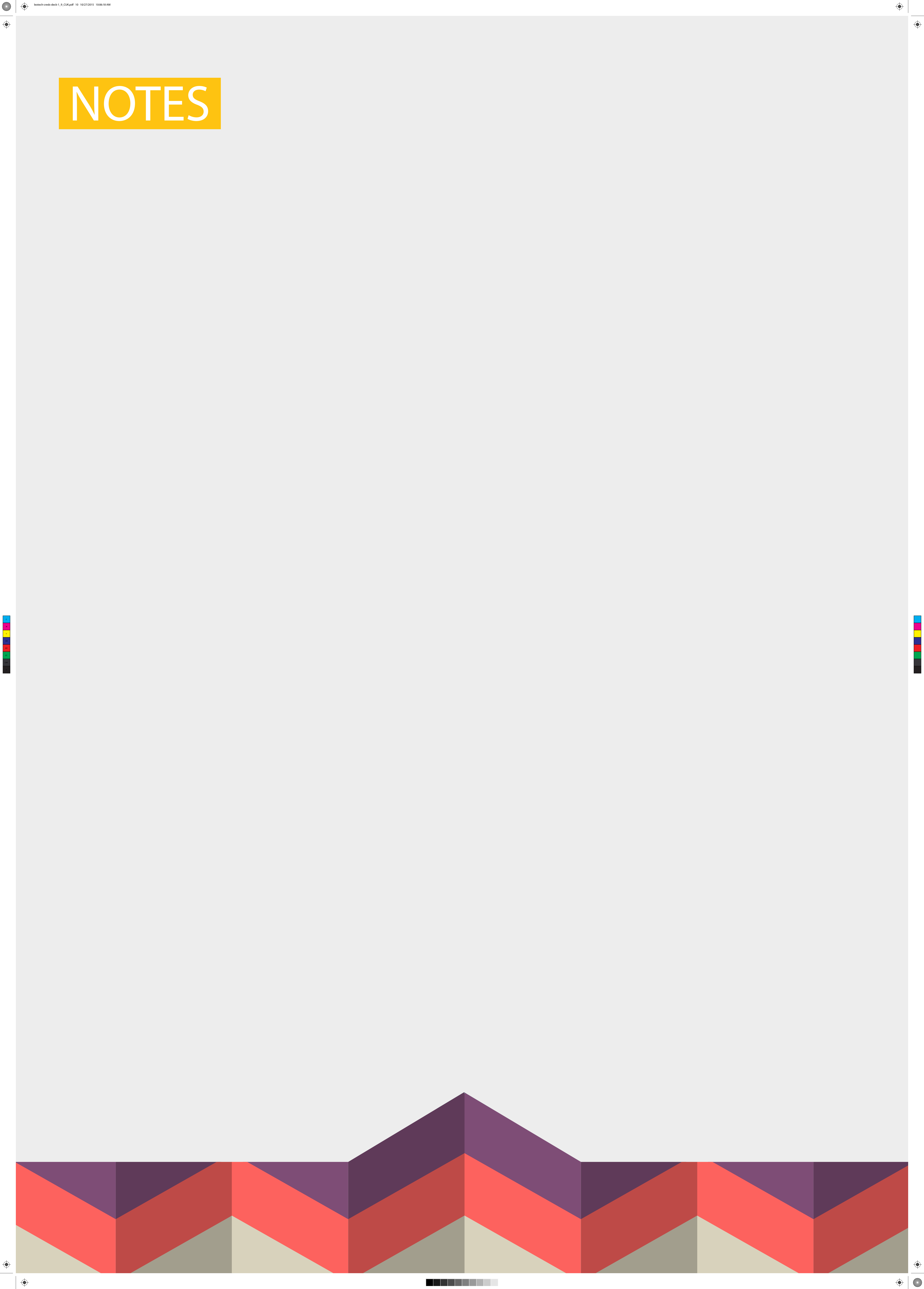
NOTES

NOTES

Where the best ideas and minds can flourish homegrown Product Partnerships

As a way of keeping a highly creative team engaged, **Leo Tech** encourages its employees to come up with ideas which they'd like to see developed. In return for providing technical resources, Leo Tech and the employee launch the product as a joint venture. While acting as a testbed for new ideas and techniques, these projects develop unique intellectual property which otherwise would not have been produced.

Invested Interest

InvestedInterest.net is a subscription service for homeowners and property investors to track everything about their properties: store documents, invoices & receipts and then manage expenses and income with a dashboard showing cashflow reports, expenditure and so on.

The system supports multiple countries (so talks about the right kind of currency, tax…) and pricing plans are fully customisable: a monthly fee, a lifetime one-off payment, free trial periods…serving users as Invested Interest or as a customised whitelabel.

Fourcast

Fourcast began life as a video mixing app, and with very little marketing budget it has grown in the past few months into a very promising video sharing network.

Currently available only for iOS, its success has prompted **Leo Tech** to assign resources to produce an Android version in the coming year.

📍 **Leo Tech Consulting**
Ariel House,
74a Charlotte Street,
W1T 4QJ

✉️ london.careers@leotech.com.sg

☁️ http://www.leotech.com.sg/about/careers/

leotech.com.sg

100 Permanent Employees

12.5 Million
Annual Turnover

2015
2014
2013
2012
2011
2010

2015
Overseas Offices

2014
Equity and JV Focus

2013
Expanding client base

2012
Oak Tree launch

2011
Oak Tree development

2010
Established

6
YEARS
RUNNING

2010   2011   2012   2013   2014   2015   2016