

The Next Wave Quarterly Newsletter

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InfoWave Group Moves into *the Next Wave* of Growth

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Chairman's Message



Dear Customers, Partners and Employees,

It is with great pleasure for me to share with you the first issue of InfoWave Group's quarterly newsletter. We believe that the newsletter is a good way for us to communicate with you our thoughts, successes and vision on a regular basis.

Over the years, InfoWave has achieved significant growth, as our brand, products, solutions and services continued to be recognized for their reliability and quality in the global marketplace. I am glad to say that we have weathered the recent global financial crisis well because of your strong support.

Today, we have grown to become a leading info-comm technology group providing communications engineering, telecommunications, application software, consulting and outsourcing services to the region's leading businesses and governments.

For instance, we are now a registered Singapore government supplier, qualified to bid in the highest financial limit category of S10 for projects including computer related hardware, software and services; communication and navigation systems; electronic components; and consultancy services that are worth more than S\$30 million.

Our success is the result of our continuous effort to stay ahead by constantly investing in research and development, attracting and retaining talents, and forging close relationships with our customers and partners in every business which we participate in.

To take us into the *next wave* of growth, our group which now includes InfoWave Telematics, InfoWave Consulting, Autoscan Technology, InfoHub Solutions, Info-Sanctuary, MavenTree Technology, SmartBus and Blueberry Telecom, are helmed by a team of experienced senior management executives.

I am very pleased to share with you that under the leadership of our senior management team and excellent execution of our staff, we have successfully expanded our core capabilities to include design and development of a wide range of telematics and wireless equipments, implementation and management of integrated real-time supply chain management, corporate performance management, and enterprise security solutions; and provision of a wide portfolio of telecommunications offerings.

I believe 2010 will be an exciting year for us as we prepare to scale new heights. We will continue to provide strategic and visionary solutions for our customers; strengthen our portfolio of products, broaden our customer and partner base geographically in new industry sectors.

On behalf of the board, we want to acknowledge the great work performed by our staff and partners, and thank our customers for their invaluable feedback and support. We would also like to thank our shareholders for their continued faith and confidence in our ability to take InfoWave into the future.

I would like to take this opportunity to wish all our customers, partners, shareholders and employees a Blessed Christmas and a Happy New Year.

Yours sincerely,

Mr. Chay Yee Meng
Chairman and Group CEO
InfoWave Pte Ltd

New Initiatives

Green for Good

Recognizing the growing demands and trends for green ICT worldwide, InfoWave is committed to investing in research and development, and delivering info-comm technologies and best practices that drive business growth and cost savings by reducing energy consumption and carbon emissions. We believe by staying at the forefront of innovation will help to drive our business forward, and provide our customers with the necessary advantages to compete in the global marketplace.

Expanding into world markets today demands that info-comm technology companies like InfoWave go green. But going green is no longer simply about recycling old desktop computers. It's about improving productivity and organizational efficiency, minimizing risks and increasing customer value. With green info-comm solutions, users will now be able to respond faster, streamline operations and automate manual tasks.

InfoWave acknowledges that the green trend is likely to stay and we can help businesses in the transport and logistics industries meet their green targets through the use of telematics technologies like GPS, GIS, route optimization systems, and fleet management solutions, and in the process, reduce fuel consumption and improve cost and fleet efficiency.

Excerpts from one of Mr. Chay Yee Meng's recent interviews with one of the local news dailies on December 3, 2009.

Marketing with Vision

The new calendar year will see the launch of some new and exciting marketing initiatives.

For a start, we will be unveiling our new corporate website in the first quarter of 2010. The new website will provide visitors with information about our Group's corporate mission, vision, values, identity, strategic direction and core capabilities, and reinforce our position as the leading provider of track-and-trace, supply chain management, corporate performance management, enterprise security, and telecommunications products, solutions and services in the global marketplace. In the same period, we will also be unveiling a new look for our telematics website.

For the rest of the year, we are planning to participate in global tradeshows like LogiMAT (Germany), RFID World Asia (Singapore), Commercial Vehicles (Middle East), CeBIT (Australia), and European Taxi Fair (Germany). We believe these exhibitions are good platforms for us to unveil our business plans, showcase our capabilities, meet with our customers and partners, and increase awareness for our products, solutions and services.

Going International

Over the past 12 months, InfoWave has travelled to countries like Egypt, Vietnam, Thailand, Malaysia, and the Philippines in search of new business and partnership opportunities overseas. We believe that it is important for us to prepare ourselves for the economic upturn by continuing to internationalize.

As part of our strategy to create long-term sustainability and growth, we have actively participated in mission trips, industry seminars and business matching sessions organized by government agencies such as International Enterprise (IE) Singapore, SPRING Singapore, and the Infocomm Development Authority (IDA) to help us expand our network into international markets.

So far, the local government agencies have been instrumental in supporting us through partnership and capability development programmes including Singapore Israel Industrial Research and Development Fund, International Capability Development Programme and Technology Innovation Programme amongst others.

Product Roadmap

Planning for Success

We believe that having a strategic roadmap for the development phase can increase the potential for success for us. In the new calendar year, we will be launching a new series of telematics and supply chain management products and solutions to the marketplace.

InfoWave Telematics Roadmap

Waveon 838 Mobile Data Terminal (Expected launch in March 2010)

Waveon 838, a third generation mobile data terminal (MDT) from InfoWave Telematics, embodies the company's modular approach to system design.

Waveon 838 features a main display unit, a distributed control unit, an advanced ARM processor, multiple I/O interfaces, CANBus interface and an audio codec in one single device.

The level of technology sophistication that InfoWave has achieved with Waveon 838 will enable fleet owners to meet their demanding operational and fleet management needs effectively including automated taxi booking and dispatch software, graphical navigation and mapping software, and even location-based advertising services.

Waveon 618e Mobile Data Acquisition

Waveon 618e is an advanced vehicle tracker featuring real-time monitoring of vehicular assets with over-the-air firmware upgrade flexibility, designed to bring benefits to fleet managers in their daily operations.

Besides providing real-time tracking, Waveon 618e also offers various solutions possibilities including vehicle immobilizer, CANBus, fuel sensor, RFID, WiFi, driver ID, vehicle start health check, and polygon geofence, amongst others.

Waveon Dispatch Device Application (Expected launch in May-June 2010)

Waveon Dispatch is a device application that is designed with the aim of helping fleet owners to locate vehicles, send out job orders, as well as manage the lifecycle of their vehicle fleet.

What is unique about Waveon Dispatch is that it offers system integrators and fleet owners great functionality, and reduces the time and resources needed for the implementation for a complete system by 40%. So instead of spending time to build a device application and a communications module, interested system integrators and fleet owners can now jumpstart the development of the web-based solution with Waveon Dispatch.

Autoscan Technology Roadmap

In line with our philosophy of embracing new and proven technology to provide quick return on investment for our customers, Autoscan Technology will be introducing Service Oriented Architecture (SOA) to our flagship product, ATLAS™ Supply Chain Management solution.

Although we have several new customers adopting our solution in the past year, it is important for us to embrace technology which allows our customers better integration to their legacy applications and new software which may be introduced to their environment.

With the new underlying technology, it will provide a cost efficient model for small and medium sized businesses to embrace our ATLAS™ solution to manage their warehouses, container yards, transport planning and tracking of their assets. This technology will enable us to provide Software as a Service (SaaS).

The full development cycle is expected to be completed in 12 months' time and we will be sharing the beta release with our current customer base and rolling out individual products over the next 12 months.

WAVEON™ InfoWave
Mobile Data Acquisition 618e
Transportation and Logistics

The integrated use of telematics and electronics technology with sensors and mobile communication solutions, has put automotive on the next level of automation.

Fleet Management
Real-time monitoring of fleet assets, including location, status, and vehicle health, enables fleet managers to optimize the use of their assets and reduce the risk of downtime. This includes monitoring fuel consumption, engine hours, and vehicle health, as well as providing real-time alerts for maintenance and safety issues.

Driver Tracking
Real-time monitoring of driver behavior, including speed, acceleration, and braking, helps fleet managers to improve driver safety and reduce the risk of accidents. This includes monitoring driver hours, fatigue, and distraction, as well as providing real-time alerts for unsafe driving.

Cost-Effective Logistics
Real-time monitoring of vehicle location and status, enables fleet managers to optimize their routes and reduce the risk of delays. This includes monitoring traffic conditions, weather, and road closures, as well as providing real-time alerts for potential delays.

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WAVEON™ InfoWave
Mobile Data Acquisition 618e
Enabling Defense and Security

Defense and Security is the capability to access the country and its assets from a range of mobile devices, including mobile phones and tablets. The ability to access the country and its assets from a range of mobile devices, including mobile phones and tablets, is a critical aspect of defense and security.

Custom Response to Threats
The ability to respond to threats in real-time, including the ability to track and identify threats, is a critical aspect of defense and security. This includes monitoring for threats, such as cyber attacks, and providing real-time alerts for potential threats.

Threat Detection and Response
The ability to detect and respond to threats in real-time, including the ability to track and identify threats, is a critical aspect of defense and security. This includes monitoring for threats, such as cyber attacks, and providing real-time alerts for potential threats.

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A Solution Approach to Waveon 618e Vehicle Tracker

Management Team

New Senior Management Structure

We have recently announced a series of changes to senior management roles and responsibilities, aimed at having a sharper focus on operating performance and technology.

Mr. LING Wee Seng SVP, Group Corporate Marketing & BD

Ling currently holds several portfolios with the Group. He has overall responsibility for developing and growing the Group's business across all industries worldwide with particular focus in the Defence, Homeland Security, Distribution & Retail, Travel & Leisure, and Logistics & Transportation industries.

Concurrently, Ling is also the Managing Director of InfoWave Telematics BU, InfoWave Consulting - Security & Technology Solutions BU, and InfoHub Solutions where he leads the sales, business development, product development, support, and services functions of the businesses.

Ling has more than 25 years of industry and consulting experience.

Mr. Maurice SEE Managing Director, Autoscan Technology

Maurice has 20 years of experience in the IT industry specializing in ERP, B2B, and CPM solutions. His area of expertise includes streamlining and automating business processes and transforming corporate strategy into performance management frameworks.

Maurice currently serves as Managing Director of Autoscan Technology with responsibility for all aspects of the performance and operations of the business in Singapore, Malaysia and China. In this role, he leads sales, business development, product development, support, and services functions.

In his other portfolio as the Senior Vice-President of InfoWave Consulting - Corporate Performance Management BU, Maurice guides his team in bringing new business intelligence and corporate performance management solutions to market.

Mr. LOH Choon Seng Managing Director, Info-Sanctuary

Choon Seng has more than 15 years of management experience in leading engineering and ICT companies. These include general management, sales and marketing, quality assurance and system engineering.

Choon Seng joined in August 2006 as Managing Director of InfoWave Telematics BU before taking up his new role as the Managing Director of Info-Sanctuary in August 2009.

In this new role, Choon Seng leads his team in implementing intelligent homeland security and defence solutions for government agencies in the region.

Mr. Peter HOON Managing Director, SmartBus

Peter has more than 32 years of management experience in leading engineering and manufacturing companies in Singapore, Hong Kong, Taiwan, China, Thailand, Europe and the United States in areas such as general management, sales, marketing, and distribution.

Peter currently serves as Managing Director of SmartBus with responsibility for all aspects of its intelligent transport management business across the Asia Pacific region.

Ms. Cassidy NG Managing Director, Blueberry Telecom

As Managing Director, Cassidy spearheads the sales and marketing function of the business across the Asia Pacific region. Cassidy has more than 15 years of experience in the telecommunication business and has successfully built strong relationships with Tier 1 and 2 operators worldwide.



Year in Review

Key Project Wins

As a leading info-comm technology group, we position ourselves amongst the top players worldwide. With this international focus, it allows us to meet industry trends and upcoming challenges with carefully implemented strategies that secure our place in the market. In this issue, we will share with you the key project wins we have achieved for the past 12 months.

InfoWave Telematics

Successful Delivery of Waveon 738P for Sharjah Public Transport Corporation

InfoWave Telematics has successfully completed delivery of 4,000 units of its Waveon 738P MDTs to ST Electronics (Info-Comm Systems) Pte Ltd ("STEE-InfoComm"), as part of the Taxi Dispatch and Management Project for Sharjah Public Transport Corporation in Sharjah, United Arab Emirates. The MDTs will support STEE-InfoComm's award-winning cetrac® iCab automated taxi booking and dispatch system to offer automated booking and intelligent data mining to assign the most suitably available taxis to customers in the shortest possible time via wireless technologies.

Autoscan Technology

Implement ATLAS Container Yard Management Solution for Integrated Logistics Provider

Autoscan Technology is pleased to announce that The Sea-Shore Group, a leading integrated logistics provider, will be implementing the web-based ATLAS Container Yard Management Solution for its container depot operations in Singapore. The solution, which is integrated with on-board mobile data terminals, will enable container forklift drivers to receive instructions and update central office when jobs are completed.



Autoscan Technology Implements ATLAS Warehouse & Asset Tracking Solution for Integrated Resort in Singapore

Autoscan Technology has been awarded with a contract to implement its ATLAS Warehouse and Asset Tracking Solution for one of the Integrated Resorts (IRs) in Singapore.

The evaluation process took about 2 months before the IR concluded that the ATLAS solution offered the best combination of technology and application flexibility. This is important because as a new establishment, flexibility is key - business processes may change over time as the business evolves.

With assets valuing millions of dollars, choosing the right solution with minimal human intervention is critical in ensuring that there is no pilferage and asset inventory value is constantly accurate.

Another key requirement during the evaluation phase was the ability to efficiently integrate with key systems including POS and ERP.

Year in Review

InfoWave Consulting – CPM BU

Clarity 6 & FSR Win for Ministry of Finance

InfoWave CPM BU is pleased to announce a Clarity 6 and FSR win for one of the departments under the Ministry of Finance (MOF). The solution will support the MOF department in fulfilling its mission of delivering excellent accounting and financial services to the Singapore public service by automating its reporting process, simplifying weekly and monthly collection of data from various agencies and enhancing XBRL analysis capabilities.

Implement IBM-Cognos Controller Financial Consolidation System for Integrated Logistics Provider

InfoWave CPM BU has successfully clinched a contract from CWT, a leading warehousing and container trucking services provider, to implement IBM-Cognos Controller, which is a web-based financial consolidation system that offers built-in calculations and out-of-the-box standard reports.

Blueberry Telecom

Bilateral Agreement Inked with Bangladesh Telco

Blueberry Telecom has signed a bilateral agreement with Bangladesh Telecommunications Company (BTC) to exchange traffic through each other's network infrastructure. Under this bilateral agreement, a submarine cable (with a capacity of 155Mbps) from Bangladesh to Singapore is used to ensure consistent voice quality and performance.

With this arrangement, Blueberry Telecom is able to provide direct voice service into Bangladesh for InfoWave and its customers and suppliers, while BTC is able to exchange traffic into other countries like Singapore, Australia, Indonesia, Malaysia, Philippines, Saudi Arabia, and the United Arab Emirates.



InfoWave Consulting – InfoHub

Successful Delivery of Stock Take & Control System for Ministry of Manpower

InfoHub Solutions has successfully implemented a new stock take and control system for the Ministry of Manpower using RFID technology. Unlike the conventional stock take system, which was time-consuming and cumbersome, the new RFID inventory system offers real-time inventory visibility, improves stock take accuracy and reduces manpower resources by up to 80%.

Secure e-Barge Project with Oil Major

InfoHub Solutions has recently secured a project with an oil major to provide a customized, web-based system that allows marine oil refueling barges to receive and process orders electronically via on-board mobile devices connected to the mobile network. Implemented as an ASP offering, the system will go "live" in 2010 and replace the manual process of collecting, processing and confirming orders. The system is expected to be deployed in more than 100 barges across 18 countries over a 4-year period.

MavenTree Technology

Implement Web Order Request System for Leading Aerospace Company

MavenTree Technology has secured its third project from its aerospace client to implement a Web Order Request System for one of its European subsidiaries. The system will enable the subsidiary and its customers to access stock, repair and exchange information in the SAP system via the Internet. As part of the project, MavenTree Technology will be providing its integration middleware and professional services.

Secure Architecture Consultancy Project with Ticketing Service Provider

MavenTree Technology has clinched a contract with a leading ticketing service provider to provide architecture consulting services to replace its legacy ticketing system. This award clearly demonstrates the client's trust in MavenTree's competency and capability in system architecture and software development.

To learn how our suite of products and solutions can help you in your business, please email info@infowave.sg.