Pro-health Water Technologies
Pro-health Water Technologies is solving the water problems of the world by producing enhanced mineral water and smart water that can be customized for all industries.

Milestones & Business Team

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Pro-health Water Technologies

2001-2017
- Research and Development of Water Technologies
- Incorporation of Company

2018
- Intangible Asset Audit
- Invitation for Talent Program in Wuhan

2019
- Joint Development with Ngee Ann Polytechnic Centre of Innovation (EWTCOI) on enhanced prototype

Pro-health Water Technologies History

2001-2019

Chew Soo Yan, NTU, Computer Eng, 1997

- ❑ **Pivoted into Water Technologies for 20 years and achieved water technology breakthroughs.**
- ❑ Succeeded in producing high-end conditioned water mass production in an overseas water plant.
- ❑ Produced richest potable mineralized water with minimal environmental impact.

Janet Lee, Certified CMFAS Financial Advisor

- ❑ 25 years of experience in capital markets, banking & finance and accounting in leading securities firm in Singapore.

Bill Ho, Chartered Accountant, 1999 and Certified Sustainability Reporting

- ❑ 25 years of experience as Finance Director, CFO and General Manager Asia Pacific based in Singapore, China and Australia.

Lynn Wong, Masters of Commerce, Curtin University of Technology, 1998

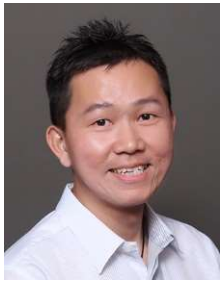
- ❑ 18 years of experience overseeing Finance, Marketing, Business Development, Public Relations in three listed companies.

Development Team @ Centre of Innovation

EWT COI
NGEE ANN POLYTECHNIC

Dr Jason Tang

- Technology Development
- Method Development
- Molecular Biology
- Microbiology



Mr Gerard Tee

- Water & Wastewater Treatment Technology
- MBR, UF, MF Filtration System Design
- Process Instrumentation
- Membrane Product Characterisation & Design
- Applied Membrane Surface Modification

Mr Liong Yin Chun

- Software Design and Development
- ASP.NET, C#, C++ Programming
- Net Framework
- MS SQL
- PICBASIC Programming on Microchip

Mr Goh Yong Wah

- Design of Electronic Circuit
- PCB Layout Design and Hardware Fabrication
- Programming in C on Microchip PIC Circuit Control

Mr Joel Tang

- Air-Conditioning and Refrigeration
- Solar Energy Technology
- Piping Systems Design
- Mechanical Drafting and Design

Mr Maung Tin Win

- Water and Wastewater Treatment
- Industrial Solvent Recycling
- Analytical Chemistry

Mr Akhil Kothari

- Mechanical & Process Engineering
- 3D CAD Design/ Modelling
- Product & System Design
- Fluid Dynamics CFD Simulations

Why is Smart Water a Good Investment?

- ✓ **“Water is life’s matter and matrix, mother and medium. There is no life without water.” – Albert Szent-Gyorgyi, M.D. Discoverer of Vitamin C**
- ✓ **Consumers today expect more than ever from water to food that support their health and well-being.**
- ✓ **Food Companies want to value add to their products to win over their competition.**
- ✓ **Increasing levels of environmental toxic exposure affecting nature water.**

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Pro-health Water Technologies

What is our Proprietary Tech / Expertise? Unfair Advantage?

- ✓ **We Provide Precision Engineering for the degree of hardness in Water.**
- ✓ **First-in-the-World Technology quoted by Intellectual Property Office of Singapore's IP ValueLab.**
- ✓ **Technologies are supported by Singapore's Centre of Innovation and validated by Enterprise Singapore.**
- ✓ **We Produce Different Mineral Composition up to Seven Minerals, revolutionizing water components for Alkalinity and Salinity which the technologies have wide applications.**

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Pro-health Water Technologies

Why is Singapore a Great Commercial Platform for Smart Water?

- ✓ **Enterprise Singapore provide guidance through Enterprise Development Grant (EDG) for our Innovative Startup.**
- ✓ **Singapore hosts an ecosystem that experiment with new ways to solve the most challenging problems in the world. We chose Singapore to create, test and export innovative solutions to Asia and beyond.**
- ✓ **Initial Coin Offering (ICO) or token sales to raise funding. It is governed by MAS and prove successful for several ICOs in Singapore.**

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Pro-health Water Technologies

Why Investors like Smart Water as an Investment?

- ✓ **Water of Clean and Green Technologies that are being Embraced.**
- ✓ **Great IRR's for Equity and Development Type Investors.**
- ✓ **Investors Enjoy a Great Return with Minimal if any Involvement.**

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Pro-health Water Technologies

We negotiate Water Purchase Agreements, Lease and Contracts

- ✓ **We Provide All Contracts as Pay-as-Per-Use in Our All Inclusive Package.**
- ✓ **We negotiate the Water Purchase and / or Technology Licensing Agreements to Guarantee Your Returns.**
- ✓ **We Provide the Water Lease and All System Maintenance & Support.**

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Pro-health Water Technologies

Smart Water Offers Turnkey Solutions and Guaranteed Results

- ✓ **We can Custom Tailor the Smart Water to Client's Needs**
- ✓ **We Design, Engineer, Install and Maintain the Smart Water Systems – We Do it All**
- ✓ **We Give our Clients Results and Returns – Enjoy Low Risk, Great Returns**

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Singapore Mandates Regarding Smart Water

- ✓ **Singapore is facing a major challenge in its water security in the next 50 years. Currently, Singapore gets about half of its water from neighbouring Malaysia.**
- ✓ **We are aligned with Singapore's goal to produce 30% of its nutritional needs by 2030 by producing more vegetables, fruit and protein sources for food security.**
- ✓ **The coronavirus outbreak indicates a need to combat infectious disease outbreaks with health alternative.**

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Pro-health Water Technologies

Operation and Maintenance by Smart Water Technologies

- ✓ **We Monitors Your Smart Water System 24/7 and Provides Maintenance/Repair.**
- ✓ **Your System is Closely Monitored Daily to Assure Maximum Water Output.**
- ✓ **Parts are Stocked and Uptime is Guaranteed as Part of the Package.**

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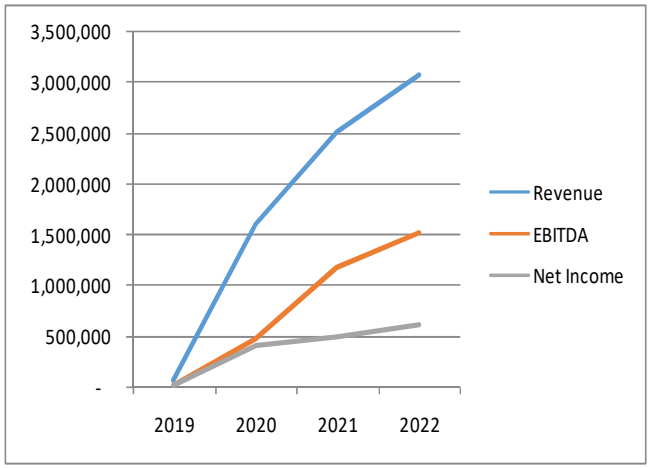
Pro-health Water Technologies

Traction: KPI metrics and Forecast from 2019/2020

Pro-health Water Technologies	2019	2020	2021	2022
Revenue	60,000	1,600,000	2,500,000	3,060,000
COGS	33,063	700,000	800,000	900,000
Gross Revenue	26,937	900,000	1,700,000	2,160,000
(Gross Margin %)	45%	56%	68%	71%
SG&A	6,000	420,000	520,000	648,800
EBITDA	20,937	480,000	1,180,000	1,511,200
(Operating Margin %)	35%	30%	47%	49%
Net Income	18,000	400,000	500,000	612,000
(Net Margin %)	30%	25%	20%	20%

US$1 billion (yr 2000)

20% to 30%



Financing of Smart Water

- ✓ **Self finance and loans $188,373**
- ✓ **Raised $22,000 from friends Apr 20**
- ✓ **Raised $44,447 from Enterprise Singapore for Capability Development Grant Jun 19, CIP SPRING Grant Aug 18, Market Readiness Grant (MRA) Mar 20 and Enterprise Development Grant (EDG) project completed Jan 20**
- ✓ **Lead Investor – SEEDS Capital**
- ✓ **Built Prototype and Product Jan 20; functional use with 16,000 litres per month 24/7 (est)**
- ✓ **Seeking $500K-$1M Pre-Seed/Seed round @ $1M-$2M valuation**
- ✓ **Use of Proceeds / Roadmap / Goals**
  - **$300-500K: Manpower, Regulatory, Legal**
  - **$200-500K: Product Development, Manufacturing, Marketing, Operations & Business Development**
  - **Get to $1M revenue by end of year**

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Pro-health Water Technologies

Business Strategy of Pro-health Water Technologies

Focus:

✓ **Business Structure**

- Founder 78%,
- Shareholder 1, 0.1%
- Shareholder 2, 0.2%
- Shareholder 3, 0.4%
- Shareholder 4, 0.5%
- Shareholder 5, 0.6%
- Shareholder 6, 0.8%
- Shareholder 7, 1.4%
- Shareholder 8, 1.7%
- Shareholder 9, 2.1%
- Shareholder 10, 3.7%
- Shareholder 11, 4.1%

Shareholders who are also Clients of Pro-health Water Technologies

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Pro-health Water Technologies

Business Strategy of Pro-health Water Technologies

Focus:

1. Business Structure

1.1 Founder 78% & Others

1.2 Streamline Business Operation

2. Business Model Assessment

2.1 Evaluate & Enhance Business Model

2.1.1 Product

3. Resource Audit

3.1 Optimised Operational Performance

3.2 Physical Resources

3.2.1 Distribution Channels

3.2.2 Guan Hin Coffee copi O

3.3 Intangible Resources

3.3.1 Intellectual Property

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Finance Strategy of Pro-health Water Technologies

1. Fund raising

1.1 Grant application: $44,447

1.1.1 Preparing for applications of funding

1.2 Loan: $188,373 + $22,000

1.3 Private equity funding: $500,000 - $1,000,000.

2. Financial Services

2.1 Output

2.1.1 Business Presentation Summary Kit

2.1.2 Investment Termsheet

2.1.3 Grant Applications & Submissions

2.1.4 Valuation Report

2.1.5 IRAS Submission

2.1.6 CPF Submission

2.1.7 Financial Management Reports – monthly or quarterly

2.2 Target Outcome

2.2.1 Determine fair value of company

2.2.2 Diversify funding sources

2.2.3 Maintain balance between risk & returns

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Pro-health Water Technologies

Analysis for 24 Months Cashflow Projection

1. **The Singapore market size for bottled water is S$134 million**
2. **The market projections for the project may be 8,500,000 litres**
3. **The sales forecast is based on assumptions on distribution network as follows:-**
    1. **East**
    2. **West**
    3. **North**
    4. **Central**
    5. **Business District**

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Pro-health Water Technologies

24 Months Projection of Pro-health Water Technologies

24-Months Financial Projection														
Pro-health Water Technologies														PRJOECTED YEAR 2020/2021
REVENUE	**RATE PER 10 LITRE**	**JAN**	**FEB**	**MAR**	**APR**	**MAY**	**JUN**	**JUL**	**AUG**	**SEP**	**OCT**	**NOV**	**DEC**	**YTD**
Vol by Litres Sold		2,083	2,770	3,685	4,901	6,518	8,669	11,529	15,334	20,394	27,124	36,075	47,980	187,061
Rate		$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$0
Estimated Product Sales		$2,500	$3,324	$4,422	$5,881	$7,821	$10,402	$13,835	$18,401	$24,473	$32,549	$43,290	$57,576	$224,473
Less Discounts for promotion				($221)			($520)			($1,224)			($2,879)	($4,844)
Consultancy, Tech Licensing and Royalty Revenue							$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$3,285,727
Other Revenue (Govt Grants and Loan)					$22,000									$22,000
Net Sales		**$2,500**	**$3,324**	**$4,200**	**$27,881**	**$7,821**	**$479,272**	**$483,225**	**$487,790**	**$492,639**	**$501,938**	**$512,679**	**$524,086**	**$3,527,356**
Labour	$3.68	$767	$1,021	$1,357	$1,805	$2,401	$3,194	$4,248	$5,649	$7,514	$9,993	$13,291	$17,677	$68,917
Ingredients of water & utilities	$0.06	$12	$16	$21	$28	$38	$50	$67	$89	$118	$157	$209	$278	$1,083
Delivery Partners	$3.29	$685	$911	$1,212	$1,612	$2,144	$2,852	$3,792	$5,044	$6,709	$8,922	$11,867	$15,783	$61,533
Packaging	$0.26	$55	$73	$97	$129	$172	$228	$303	$404	$537	$714	$949	$1,263	$4,923
Cost of Goods Sold		**$1,519**	**$2,021**	**$2,688**	**$3,575**	**$4,755**	**$6,323**	**$8,410**	**$11,186**	**$14,877**	**$19,786**	**$26,316**	**$35,000**	**$136,456**
Gross Profit		**$980**	**$1,304**	**$1,513**	**$24,306**	**$3,067**	**$472,948**	**$474,814**	**$476,605**	**$477,762**	**$482,152**	**$486,364**	**$489,086**	**$3,390,900**
Gross Margins		39%	39%	36%	87%	39%	99%	98%	98%	97%	96%	95%	93%	96%
EXPENSES		**JAN**	**FEB**	**MAR**	**APR**	**MAY**	**JUN**	**JUL**	**AUG**	**SEP**	**OCT**	**NOV**	**DEC**	**YTD**
Salaries & Wages		$4,000	$4,000	$4,000	$4,000	$4,000	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$91,750
Marketing	$0.26	$55	$73	$97	$129	$172	$5,228	$5,303	$5,404	$5,537	$5,714	$5,949	$6,263	$39,923
Utilities	$0.53	$110	$146	$194	$258	$343	$456	$607	$807	$1,073	$1,428	$1,899	$2,525	$9,845
Rent	$1.71	$356	$474	$630	$838	$1,115	$1,483	$1,972	$2,623	$3,488	$4,640	$6,171	$8,207	$31,997
Accounting Fees				$800										$800
Depreciation		$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$4,564
General Expenses		$50	$50	$50	$50	$50	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$20,433
Professional Fees		$7,918	$500			$22,000	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$469,668
Secretarial Fees		$315												$315
Travelling Expenses		$50	$50	$50	$50	$50	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$35,600
Other Expenses		$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$600
Total Expenses		**$13,284**	**$5,723**	**$6,251**	**$5,755**	**$28,160**	**$88,531**	**$89,246**	**$90,197**	**$91,462**	**$93,145**	**$95,382**	**$98,359**	$2,373,049
Income Before Taxes		**($12,304)**	**($4,419)**	**($4,739)**	**$18,550**	**($25,093)**	**$384,417**	**$385,568**	**$386,407**	**$386,300**	**$389,007**	**$390,981**	**$390,728**	**$2,685,405**
Income Tax Expense		**($2,092)**	**($751)**	**($806)**	**$3,154**	**($4,266)**	**$65,351**	**$65,547**	**$65,689**	**$65,671**	**$66,131**	**$66,467**	**$66,424**	**$456,519**
NET INCOME		**($10,212)**	**($3,668)**	**($3,933)**	**$15,397**	**($20,827)**	**$319,066**	**$320,022**	**$320,718**	**$320,629**	**$322,876**	**$324,515**	**$324,304**	**$2,228,886**
Net Margins		-409%	-110%	-94%	55%	-266%	67%	66%	66%	65%	64%	63%	62%	63%

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Pro-health Water Technologies

24 Months Projection of Pro-health Water Technologies

24-Months Financial Projection														
Pro-health Water Technologies														PRJOECTED YEAR 2021/2022
REVENUE	**RATE PER 10 LITRE**	**JAN**	**FEB**	**MAR**	**APR**	**MAY**	**JUN**	**JUL**	**AUG**	**SEP**	**OCT**	**NOV**	**DEC**	**YTD**
Vol by Litres Sold		63,333	83,600	110,352	145,664	192,277	253,805	335,023	442,231	583,744	770,543	1,017,116	1,342,593	5,340,281
Rate		$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$12 per 10-litre	$0
Estimated Product Sales		$76,000	$100,320	$132,422	$174,797	$230,732	$304,567	$402,028	$530,677	$700,493	$924,651	$1,220,539	$1,611,112	$6,408,338
Less Discounts for promotion				($6,621)			($15,228)			($35,025)			($80,556)	($137,430)
Consultancy, Tech Licensing and Royalty Revenue		$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$469,390	$5,632,674
Other Revenue (Govt Grants and Loan)														$0
Net Sales		**$545,389**	**$569,709**	**$595,191**	**$644,187**	**$700,122**	**$758,728**	**$871,417**	**$1,000,066**	**$1,134,858**	**$1,394,041**	**$1,689,929**	**$1,999,946**	**$11,903,582**
Labour	$3.68	$23,333	$30,800	$40,656	$53,666	$70,839	$93,507	$123,430	$162,927	$215,064	$283,884	$374,727	$494,640	$1,967,472
Ingredients of water & utilities	$0.06	$367	$484	$639	$843	$1,113	$1,469	$1,940	$2,560	$3,380	$4,461	$5,889	$7,773	$30,917
Delivery Partners	$3.29	$20,833	$27,500	$36,300	$47,916	$63,249	$83,489	$110,205	$145,471	$192,021	$253,468	$334,578	$441,643	$1,756,672
Packaging	$0.26	$1,667	$2,200	$2,904	$3,833	$5,060	$6,679	$8,816	$11,638	$15,362	$20,277	$26,766	$35,331	$140,534
Cost of Goods Sold		**$46,200**	**$60,984**	**$80,499**	**$106,258**	**$140,261**	**$185,144**	**$244,391**	**$322,596**	**$425,826**	**$562,091**	**$741,959**	**$979,387**	**$3,895,595**
Gross Profit		**$499,189**	**$508,725**	**$514,692**	**$537,928**	**$559,861**	**$573,583**	**$627,027**	**$677,471**	**$709,032**	**$831,950**	**$947,969**	**$1,020,559**	**$8,007,988**
Gross Margins		92%	89%	86%	84%	80%	76%	72%	68%	62%	60%	56%	51%	67%
EXPENSES		**JAN**	**FEB**	**MAR**	**APR**	**MAY**	**JUN**	**JUL**	**AUG**	**SEP**	**OCT**	**NOV**	**DEC**	**YTD**
Salaries & Wages		$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$10,250	$123,000
Marketing	$0.26	$6,667	$7,200	$7,904	$8,833	$10,060	$11,679	$13,816	$16,638	$20,362	$25,277	$31,766	$40,331	$200,534
Utilities	$0.53	$3,333	$4,400	$5,808	$7,667	$10,120	$13,358	$17,633	$23,275	$30,723	$40,555	$53,532	$70,663	$281,067
Rent	$1.71	$10,833	$14,300	$18,876	$24,916	$32,889	$43,414	$57,307	$75,645	$99,851	$131,803	$173,980	$229,654	$913,469
Accounting Fees				$800										$800
Depreciation		$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$380	$4,564
General Expenses		$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$2,883	$34,600
Professional Fees		$62,750	$63,250	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$62,750	$753,500
Secretarial Fees		$315												$315
Travelling Expenses		$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$5,050	$60,600
Other Expenses		$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$50	$600
Total Expenses		**$102,512**	**$107,764**	**$114,752**	**$122,780**	**$134,433**	**$149,815**	**$170,119**	**$196,921**	**$232,300**	**$278,999**	**$340,643**	**$422,012**	$2,373,049
Income Before Taxes		**$396,678**	**$400,962**	**$399,940**	**$415,149**	**$425,428**	**$423,768**	**$456,907**	**$480,549**	**$476,732**	**$552,951**	**$607,327**	**$598,547**	**$5,634,938**
Income Tax Expense		**$67,435**	**$68,164**	**$67,990**	**$70,575**	**$72,323**	**$72,041**	**$77,674**	**$81,693**	**$81,044**	**$94,002**	**$103,246**	**$101,753**	**$957,940**
NET INCOME		**$329,242**	**$332,798**	**$331,950**	**$344,573**	**$353,105**	**$351,728**	**$379,233**	**$398,856**	**$395,688**	**$458,949**	**$504,081**	**$496,794**	**$4,676,999**
Net Margins		60%	58%	56%	53%	50%	46%	44%	40%	35%	33%	30%	25%	39%

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Thank You