

出國報告（出國類別：開會）

辦理112年馬來西亞台灣數位產業日
(Taiwan Digital Day)

服務機關：數位發展部數位產業署

姓名職稱：黃珞寧專門委員、陳志豪視察

派赴國家/地區：馬來西亞/吉隆坡、雪蘭莪州

出國期間：112年9月18日至9月21日

報告日期：112年11月7日

摘要

數位發展部數位產業署為協助臺灣數位服務解決方案業者開發新南向國家市場，於112年9月18日至21日率領8家臺灣數位科技廠商與資策會共赴馬來西亞，並於該期程搭配馬來西亞國家智慧展展會期間辦理臺灣數位產業日 Taiwan Digital Day，藉此時機行銷臺灣數位品牌，並蒐集馬來西亞推動數位化現況及潛在需求，期藉此開發未來商機。

另外，除了辦理馬來西亞 Taiwan Digital Day 分享我國智慧解決方案，提高臺灣企業與解決方案國際曝光度，本次行程也安排台灣和馬來西亞廠商及公協會交流、媒合對接及參訪等，探討合作機會。如拜會馬來西亞多媒體暨電腦工業協會 (PIKOM) 及雪蘭莪資訊科技與電子商務理事會 (SIDEK) 等，以利後續協助我國廠商與馬來西亞廠商對接，促進雙方合作與持續探索商機，促成海外輸出。

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出訪目的

馬來西亞是臺灣重要的國際經貿合作夥伴，雙方產業互動合作有著豐碩的成果。2021年，臺灣成為馬來西亞的第五大貿易夥伴，而馬來西亞則為臺灣的第七大貿易夥伴。2022年，臺灣和馬來西亞之間的總貿易額達到370億美元，較2021年的貿易統計數據成長了36%。這代表著儘管受到新冠疫情所造成的經濟壓力，仍因雙方在促進雙邊數位貿易和電子商務的共同發展上有著積極承諾，商業夥伴關係仍然強勁而持續成長。

馬來西亞於2021年宣布「MyDigital」政策作為國家級倡議，期藉該政策帶領馬來西亞轉型為數位驅動、高收入國家和數位經濟的區域領導者，以實現「2030年共享繁榮願景」。馬來西亞除提出國內發展計畫外，近年亦透過臺馬雙邊合作機制持續就智慧製造、數位轉型等議題提出與我方合作之需求。我國擁有許多全球領先的創新高科技應用、設備和解決方案，如人工智慧、5G、物聯網等技術，馬來西亞在臺灣的新南向政策中亦扮演關鍵角色，期盼在現今數位科技趨勢帶來的快速變革中，藉由產業、公協會對接等雙邊合作機制，持續共同開發雙邊市場商機、推動數位創新。

Taiwan Digital Day 活動係針對臺灣具輸出實績及海外發展潛力的數位科技應用解決方案，結合海外公協會或活動，共同倡議數位科技運籌整合發展，提高臺灣企業與解決方案國際曝光度，拓展國際市場。本年度搭配馬來西亞國家智慧展(Smart Nation Expo)期間辦理，此為馬來西亞最大的5G+ AI 物聯網科技盛會，吸引國際重量級企業及數萬買家共襄盛舉，運用展會期間企業匯集特性在展館辦理，以擴大臺灣媒合活動行銷效益，同時掌握馬國最新數位政策及重點領域，共同推動商機。

出訪行程

日期	時間	行程
09/18(一)	09:30	出發 台北桃園機場 BR227
	14:15	抵達 馬來西亞吉隆坡機場
	18:00-20:00	隨行台灣企業交流會
09/19(二)	10:00-11:30	參訪 Fusionex Corp.
	14:00-15:00	馬來西亞國家智慧展新北館開幕茶會
	15:00-17:00	參觀馬來西亞智慧國家展(Smart Nation Expo)
09/20(三)	10:00-11:30	拜會馬來西亞多媒體暨電腦工業協會 (PIKOM)
	13:30-17:30	辦理 Taiwan Digital Day
09/21(四)	09:30-10:00	拜會雪蘭莪資訊科技與電子商務理事會 (SIDEK)
	10:30-11:30	拜會雪蘭莪人力資源發展中心 (SHRDC)
	15:30	出發 馬來西亞吉隆坡機場 BR228
	20:20	抵達 台北桃園機場

訪團成員

一、數位發展部

編號	姓名	職稱	單位名稱
1.	黃珞寧	專門委員	數位發展部數位產業署
2.	陳志豪	視察	數位發展部數位產業署

二、隨隊成員

編號	姓名	職稱	單位名稱
1.	黃瓊雅	策略長	財團法人資訊工業策進會 數位轉型研究院
2.	鄭伊婷	規劃師	財團法人資訊工業策進會 數位轉型研究院

行程紀要

一、參訪 Fusionex Corporation

(一)時間：9月19日(二)上午10時至11時30分

(二)地點：Fusionex Corp.

(三)單位簡介：

1. Fusionex 是馬來西亞 IT 軟體發展及系統整合公司，聚焦於大數據分析、物聯網 (IoT)、人工智慧和深度學習，在亞、歐、美均設有辦事處以執行專案並提供服務。尤其在馬來西亞、印尼、及柬埔寨等國已執行多項智慧城市專案計畫。
2. Fusionex 在商業智慧，大數據分析（包括社群媒體分析）以及資料管理、大數據解決方案等領域，透過不斷的開發與合作進行能量累積，該公司已在資訊軟體方面獲得許多國際認證，並與微軟，惠普，戴爾 EMC，IBM，AWS 和 Avnet 以及數據平台公司如 Horton works 和 Cloudera 均有合作關係。

3. 會議議程：

時間	交流議題
10:00-10:05	雙方開場
10:05-10:15	雙方出席人員介紹、名片交換
10:15-10:20	廠商自我介紹
10:20-11:20	參訪與交流
11:20-11:30	致贈禮品、團體合照
11:30	會議結束

4. 馬方出席人員：

No.	單位	職稱	姓名
1	Fusionex	General Manager, Business Development	CHUANG BOON HUA
2	Fusionex	Senior Manager, Business Development	KATHERINE LIM
3	Fusionex	General Manager, Programme Management	LIM YI YANG
4	Fusionex	Business Development Executive	BERNICE KHOR
5	Fusionex	Business Development	CHIN WEI JEAN
6	Fusionex	Business Development Executive	SHELIN KAM
7	Fusionex	Business Development Executive	NURMARINA BINTI ABDULLAH TAMIN

5. 台方出席人員：

No.	單位	職稱	姓名
1	數位發展部數位產業署-新興跨域組	專門委員	黃珞寧
2	數位發展部數位產業署-新興跨域組	視察	陳志豪
3	資策會 數轉院/國合中心	策略長	黃瓊雅
4	資策會 數轉院/國合中心	規劃師	鄭伊婷
5	伸波通訊(股)公司	執行副總	黃書彬
6	騰雲科技服務(股)公司	策略長	史美圻
7	華電聯網(股)公司	副總	陳俊丞
8	金箍棒智慧物業管理顧問(股)公司	產品經理	曾義傑

6. 談話要點：

- (1) Fusionex 在東協國家已有多項智慧城市計畫執行，也是馬來西亞最重要的系統整合業者之一。台灣在 AI 或數據應用之雲端、商業、或製造業等有許多優質解決方案，希望能透過拜訪強化了解，與 Fusionex 共同拓展更多在東協國家或歐美日商業合作機會。
- (2) 台灣在雲端、數據、及智慧化的解決方案，誠摯邀請 Fusionex 於

明年三月智慧城市展期間訪台，我方將介紹更多優質解決方案，請 Fusionex 提供各項建議，並一起共同合作、運用。

7. 小結：

本次拜訪目的著重在臺馬雙邊企業媒合，促成臺灣廠商與馬來西亞指標性系統整合業者 Fusionex 之間的交流，會中由我方企業代表逐一簡報分享其所提供之智慧解決方案，亦由 Fusionex 進行公司及服務範疇簡介，並透過對話分享促進雙方了解及未來合作機會。

此次透過拜訪 Fusionex，促成臺灣業者與 Fusionex 開展後續的商務洽談，如 Fusionex 對於華電聯網的 AI 分析、及 5G 在智慧交通上的應用如車聯網技術等表達興趣，後續將針對智慧城市及智慧交通系統等應用持續討論；Fusionex 對於金箍棒智慧物業的 JGB 系統的儀表板功能表達興趣，後續金箍棒已提供相關資料予 Fusionex，供其作為可能合作項目的評估；Fusionex 表達在客戶 IoT 資料收集上所遭遇的通訊問題，期待能透過伸波通訊的技術，作為改善通訊的解決方案，後續將安排雙方的技術團隊做細部討論。



圖 1 馬來西亞 Fusionex 參訪合照



圖 2 馬來西亞 Fusionex 參訪交流現況

二、參觀馬來西亞智慧國家展(Smart Nation Expo) 及參與新北館開幕茶會

(一)時間：9月19日(二) 14時至17時00分

(二)地點：Malaysia International Trade and Exhibition Centre

(三)展覽簡介：

1. 2022年馬來西亞智慧國家展共有29國超過500家參展商，此外亦有臺灣、匈牙利、韓國、俄羅斯及新加坡等國家館。
2. 馬國政府於2019年推動「2030共享繁榮新願景」計畫，致力發展數位轉型與工業4.0。其後並於2021年2月19日，啟動「MyDIGITAL」計畫，作為該國發展數位經濟的藍圖。
3. 本年度展會重點為智慧城市相關領域，包括：建築、交通、觀光、教育、製造、能源、金融、及醫療等，為推動新興領域合作重要的科技盛會。
4. 台方出席人員名單：

No.	單位	職稱	姓名
1	數位發展部數位產業署-新興跨域組	專門委員	黃珞寧
2	數位發展部數位產業署-新興跨域組	視察	陳志豪
3	資策會 數轉院/國合中心	策略長	黃瓊雅
4	資策會 數轉院/國合中心	規劃師	鄭伊婷
5	伸波通訊(股)公司	執行副總	黃書彬
6	騰雲科技服務(股)公司	策略長	史美圻
7	華電聯網(股)公司	副總	陳俊丞
8	金箍棒智慧物業管理顧問(股)公司	產品經理	曾義傑

(四)馬來西亞智慧國家展參觀重點記錄：

近年來，馬來西亞積極推動數位基礎建設，實施了政策如「新國家工業4.0」，創造龐大商機。「馬來西亞國家智慧展」(SMART NATION EXPO 2023)為當地最大的5G、智慧技術與應用展，透過本次展覽更了解馬來西亞在5G、智慧城市、工業4.0和新興科技應用方面的最新發展。

我國擁有許多全球領先的創新高科技應用、設備和解決方案，如人工智慧、5G、物聯網等技術，正符合馬國「國家工業4.0政策」所強調的智慧化、數位化技術與應用需求，未來雙方可進一步深化產業合作與發掘商機，讓臺馬的合作朝向互惠雙贏發展。



圖3 參與馬來西亞智慧國家展中的「新北館」開幕

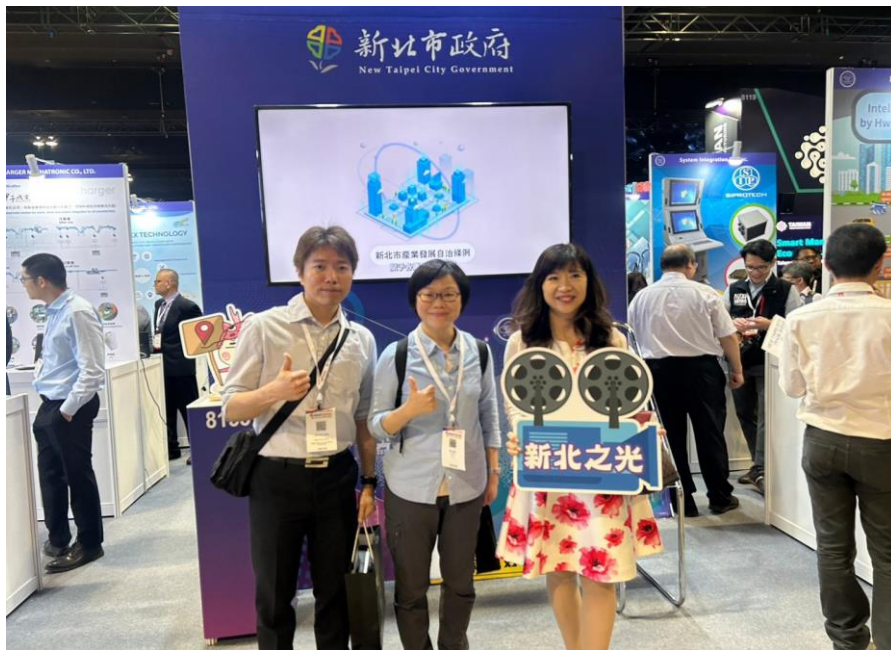


圖4 參與新北館並與新北市經發局盛筱蓉副局長合影



圖 5 馬來西亞智慧國家展現場及交流情形

三、拜會馬來西亞多媒體暨電腦工業協會(PIKOM)

(一)時間：9月20日(三) 10時00分至11時30分

(二)地點：馬來西亞多媒體暨電腦工業協會

(三)單位簡介：

1. 馬來西亞資通訊產業的代表性公協會，擁有超過1,000家以上的活躍會員，會員面向廣大，涵蓋整體 ICT 產品及服務領域，並對馬國資通訊產業營收之貢獻度高達80%。
2. PIKOM 業務涵蓋政策倡議、產業推動、市場研究、人才培育及交流網路，透過參與世界資訊科技暨服務業聯盟 (WITSA) 和亞太資訊服務業組織 (ASOCIO)、亞太資通訊科技聯盟(APICTA)、亞太貿易便捷化與電子商務理事會(AFACT)，並負責辦理多場活動，以協助馬國資通訊產業增加國際參與度。
3. 會議議程：

時間	當日流程
10:00-11:05	雙方開場
10:05-10:15	雙方出席人員介紹、名片交換
10:15-10:20	廠商自我介紹
10:20-11:20	參訪與交流
11:20-11:30	致贈禮品、團體合照
11:30	會議結束

4. 馬方出席人員名單：

No.	單位	職稱	姓名
1.	PIKOM	CEO	Ong Kian Yew
2.	PIKOM	Head of Finance & Administration	Alicia Wong
3.	PIKOM	Head of Industry Development, GBS Malaysia	Sharon Sunita
4.	PIKOM	Manager, Project & Events	Grace Lee

5. 台方出席人員名單：

No.	單位	職稱	姓名
1.	數位發展部數位產業署-新興跨域組	專門委員	黃珞寧
2.	數位發展部數位產業署-新興跨域組	視察	陳志豪
3.	資策會 數轉院/國合中心	策略長	黃瓊雅
4.	資策會 數轉院/國合中心	規劃師	鄭伊婷
5.	伸波通訊(股)公司	執行副總	黃書彬
6.	騰雲科技服務(股)公司	策略長	史美圻
7.	金箍棒智慧物業管理顧問(股)公司	執行長	田智娟

6. 談話要點：

- (1) 本年度5月林副署長訪問馬國時，PIKOM 代表曾提及期盼能在馬來西亞看見更多台灣業者的身影，建議未來可以我方可以定期針對台馬關切議題，邀請雙方廠商進行交流，如資安、雲端及 AI、智慧城市等議題。
- (2) 台灣已建立雲市集平台協助超過4.4萬家企業轉型上雲，且上架方案多在臺灣進行試煉，更有許多業者具國際合作經驗，建議臺馬雙方可在此領域進行合作。

7. 小結：

本次拜訪目的著重在臺馬雙邊企業媒合，促成臺灣廠商與馬來西亞指標性資通訊公協會 PIKOM 之間的交流，會中由我方企業代表逐一簡報分享其所提供之智慧解決方案，期透過 PIKOM 的引路，協助臺灣廠商在當地有更快速的落地發展。

PIKOM 表示其會員在商務上遇到通訊的挑戰等，像是銀行 ATM 數據連線等問題，臺灣業者可透過 PIKOM 尋找合作夥伴，提供相關解決方案。此行，藉由 PIKOM 的會員網絡體系，將可協助臺灣業者開拓當地的人脈關係、尋找供應鏈中的合作夥伴，其中騰雲及伸波通訊預計將申請加入 PIKOM，期透過 PIKOM 連結當地組織，如：購物中心協會、連鎖加盟協會、軟體協會等，亦將可定期參與 PIKOM 活動，提高公司產品及解決方案曝光率。



圖 6 馬來西亞 PIKOM 拜會交流現況



圖 7 馬來西亞 PIKOM 參訪合照

四、辦理 Taiwan Digital Day

(一)時間：9月20日(三) 13時30分至17時00分

(二)地點：MY9會議室, Malaysia International Trade and Exhibition Centre

(三)簡介：

1. 針對臺灣具優勢及輸出實績的數位服務解決方案，結合海外公協會(如各國 IoT 協會、軟協等)及馬來西亞智慧國家展(Smart Nation Expo)活動，辦理臺灣數位產業日(Taiwan Digital day)，倡議數位科技運籌整合服務發展，提高臺灣企業與解決方案國際曝光度，並協助我國廠商與馬來西亞廠商對接，促進雙方合作與發掘商機，促成海外輸出。
2. 辦理 Taiwan Digital Day，以實體形式進行展示及媒合介接，邀請馬方代表分享系統整合與智慧服務之商機，由臺灣隨行企業代表以英文簡報其解決方案，同步辦理 B2B 商洽活動增加合作機會。

3. 會議議程：

時間	當日流程
13:30~14:00	活動報到
14:00~14:10	貴賓致詞
14:10~14:15	貴賓合照
14:15~14:30	馬來西亞系統整合的在地發展與商機
14:30~15:50	台灣智慧解決方案分享
15:50~16:00	中場休息
16:00~17:00	商洽交流
17:00	活動結束

4. 馬方出席人員名單：

No.	單位	職稱	姓名
1.	MDEC	Head- Foreign Digital investment, Digital Investment	Kamelinder Singh
2.	MDEC	Foreign Digital investment Lead	Tommy Yeoh
3.	MATRADE	Deputy Director, E&E, ICT and Machinery Section	Siti Azlina Ali Hanafiah
4.	MATRADE	Manager, E&E, ICT and Machinery	Tengku Nural Tengku Asri

		Section	
5.	MATRADE	Assistant Manager, China & Northeast Asia Section	Nursyafiqah Adlina Mohd Arshad
6.	MATRADE	Assistant Manager, China & Northeast Asia Section	Ainul Zahra Ahmad Razei
7.	PIKOM	CEO	Ong Kian Yew

5. 台方出席人員名單：

No.	單位	職稱	姓名
1.	數位發展部數位產業署	專門委員	黃珞寧
2.	數位發展部數位產業署	視察	陳志豪
3.	駐馬台北經濟文化辦事處	經濟組組長	章遠智
4.	駐馬台北經濟文化辦事處	經濟秘書	章凱婷
5.	資策會 數轉院/國合中心	策略長	黃瓊雅
6.	資策會 數轉院/國合中心	規劃師	鄭伊婷
7.	新呈工業(股)公司	董事長	陳泳睿
8.	騰雲科技服務(股)公司	策略長	史美圻
9.	來毅數位科技(股)公司	總經理	林欣怡
10.	遠創智慧(股)公司	副總	吳忠潔
11.	遠創智慧(股)公司	專案經理	邱俊吉
12.	華電聯網(股)公司	副總	陳俊丞
13.	華電聯網(股)公司	產品經理	游昀臻
14.	康舒科技(股)公司	副理	莊傳儼
15.	伸波通訊(股)公司	執行副總	黃書彬
16.	金箍棒智慧物業管理顧問(股)公司	執行長	田智娟
17.	金箍棒智慧物業管理顧問(股)公司	營運長	蔡承彰
18.	金箍棒智慧物業管理顧問(股)公司	海外業務經理	楊博翔
19.	金箍棒智慧物業管理顧問(股)公司	產品經理	曾義傑

6. Taiwan Digital Day 成果說明：

今年度邀集包括遠創智慧、新呈工業、康舒科技、華電聯網、騰雲科技、金箍棒物業管理、來毅數位科技、伸波通訊等8家臺灣廠商，搭配馬來西亞國家智慧展(Smart Nation Expo)展會期間，於9/20辦理「臺灣數位產業日 Taiwan Digital Day」，與馬來西亞十多家企業與公協會進行交流，涵蓋系統整合、智慧零售、智慧物業、智慧商務等領域，藉此分享我國智慧解決方案，

活動吸引現場近百人參與，國內外新聞媒體露出超過20則，於活動期間同步推廣數位金卡，獲馬來西亞數位科技相關從業人員廣大回響。

透過活動辦理，促成臺灣業者與馬來西亞廠商多項合作洽談，如馬來西亞電商系統品牌 SiteGiant 與騰雲已針對智慧零售解決方案，開展後續的商務洽談、伸波通訊與馬來西亞公協會 Myaia (Malaysian Autonomous Intelligence & Robotics Association) 針對5G Private Network，雙方已開始接洽並研討未來在馬來西亞推動5G 企業專網的可行性與市場需求、金箍棒物業管理也與新加坡商 Elec.Net 已針對智能開關面板的導入議題，開展後續的商務洽談。



圖 8 與會來賓聆聽臺灣企業代表介紹公司及服務方案



圖 9 臺灣數位產業日 Taiwan Digital Day 貴賓合照



圖 10 推廣我國數位金卡交流現況



圖 11 臺灣數位產業日現場商洽交流現況

五、拜會雪蘭莪資訊科技與電子商務理事會(SIDEC)

(一)時間：9月21日(四) 09時00分至 10時00分

(二)地點：雪蘭莪資訊科技與電子商務理事會 (SIDEC)

(三)單位簡介：

SIDEC 為雪蘭莪州投資促進機構下子公司，其職責推動雪州成為為東協數轉型中心，並設定四項重要目標：1. 培育雪州數位人才，縮小數位落差；2. 加速州新創企業成為區域科技標誌；3. 賦能雪蘭莪企業和中小企業數位化；4. 鼓勵雪蘭莪數位投資和新興技術。

(四)會議議程：

時間	當日流程
9:00-9:05	雙方開場
9:05-9:15	雙方出席人員介紹、名片交換
9:15-9:30	廠商自我介紹
9:30-9:55	參訪與交流
9:55-10:00	致贈禮品、團體合照
10:00	會議結束

(五)馬方出席人員名單：

No.	單位	職稱	姓名
1.	SIDEC	Chief Operating Officer	Loo Chuan Boon

(六)台方出席人員名單：

No.	單位	職稱	姓名
1.	數位發展部數位產業署	專門委員	黃珞寧
2.	數位發展部數位產業署	視察	陳志豪
3.	資策會 數轉院/國合中心	策略長	黃瓊雅
4.	資策會 數轉院/國合中心	規劃師	鄭伊婷
5.	伸波通訊(股)公司	執行副總	黃書彬
6.	騰雲科技服務(股)公司	經理	曾煥堯
7.	金箍棒智慧物業管理顧問(股)公司	執行長	田智娟
8.	金箍棒智慧物業管理顧問(股)公司	營運長	蔡承彰

(七)談話要點：

1. 數位產業署整合臺灣智慧學習產業，透過與國際官方、民間組織及當地通路商合作，推動跨域合作及數位轉型；與Google及微軟合作提供高中生AI課程，也與AIT有人才培育合作計畫，雙方可以互相分享經驗與討論可合作方向。
2. 台灣積極推動AI發展，包括擬定「台灣AI行動計畫」發展以「產業AI化」、「AI產業化」為雙核心主軸建構AI技術應用平台—AI Hub，集結台灣AI專家與演算法、AI雲端運算資源、AI導入案例與解決方案，並建構產品上架審查機制、產品分級認證制度。有興趣可以進一步提供資料共同討論合作。

(八)小結：

本次拜訪目的著重在臺馬雙邊企業媒合，促成臺灣廠商與SIDECE之間的交流，會中由我方企業代表逐一分享其所提供之智慧解決方案，其透過SIDECE的引路，協助臺灣廠商在當地有更快速的落地發展。

SIDECE表示該組織已成立第5年，主要協助政府為新創公司及中小型企業數位化轉型及推動智慧城市相關專案，目前雪蘭莪州計畫需求，公共交通管理數位化需要借鑑他國的解決方案和經驗，伸波通訊表示可針對智慧交通提供解決方案，如偵測車流量、規劃路線等5G在交通智慧上的應用。

透過SIDECE可幫助業者尋找當地適合的商務拓展夥伴、建立完善的當地廠商合作協銷的生態體系、能與當地新創公司有溝通交流的平台、了解馬來西亞當地的數位相關產業就業市場情形，更在人員訓練與招募工作上取得明確的資源，後續騰雲、金箍棒物業及伸波通訊預計將派員參加近期的SIDECE的相關主題講座，進一步了解馬來西亞在地法規及可運用政府資源。

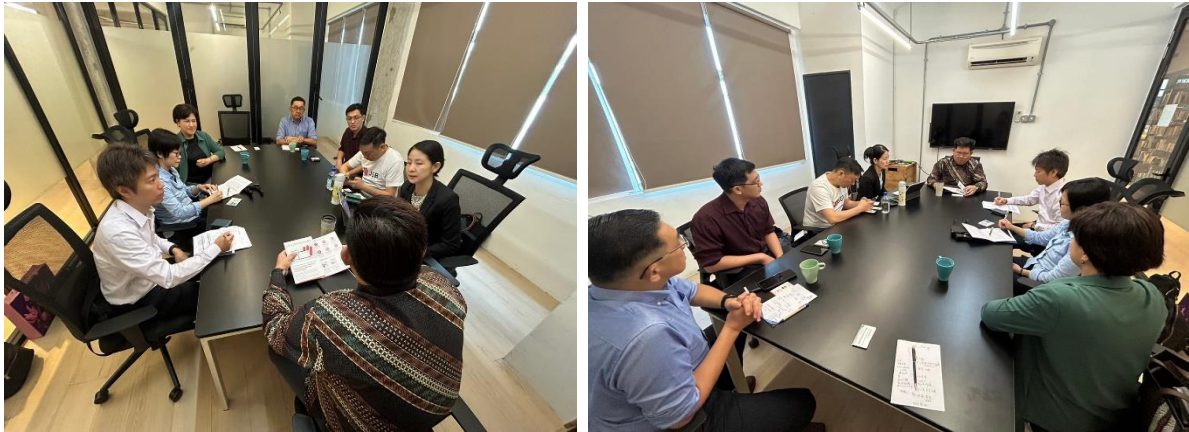


圖 12 馬來西亞 SIDEC 商洽交流現況



圖 13 馬來西亞 SIDEC 參訪大合照

六、拜會雪蘭莪人力資源發展中心（SHRDC）

(一)時間：9月21日(四) 10時30分至 11時30分

(二)地點：Selangor Human Resource Development Centre

(三)單位簡介：SHRDC 同為雪蘭莪州單位，是由政府和產業於1992年成立的非營利培訓人才發展中心，旨在為馬來西亞人提供適當的技能，為公司和企業建立可持續性的高影響力人才儲備，SHRDC 提供一系列從基本技能到產業標準製造、數位化等多種技能課程。

(四)會議議程：

時間	當日流程
10:30-10:35	雙方開場
10:35-10:45	雙方出席人員介紹、名片交換
10:45-11:00	我方廠商介紹
11:00-11:20	參訪與交流
11:20-11:30	致贈禮品、團體合照
11:30	會議結束

(五)馬方出席人員名單：

No.	單位	職稱	姓名
1.	SHRDC	Executive Director	Teh Sook Ling
2.	SHRDC	Head of Malaysian Smart Factory (MSF) 4.0	Dr. Chua Wen-Shyan

(六)台方出席人員名單：

No.	單位	職稱	姓名
1.	數位發展部數位產業署	專門委員	黃珞寧
2.	數位發展部數位產業署	視察	陳志豪
3.	資策會 數轉院/國合中心	策略長	黃瓊雅
4.	資策會 數轉院/國合中心	規劃師	鄭伊婷
5.	伸波通訊(股)公司	執行副總	黃書彬
6.	騰雲科技服務(股)公司	經理	曾煥堯
7.	金箍棒智慧物業管理顧問(股)公司	執行長	田智娟
8.	金箍棒智慧物業管理顧問(股)公司	營運長	蔡承彰

(七)小結：

本次討論著重在促成 SHRDC 與臺灣廠商之間的交流及分享。SHRDC 表示該組織的合作對象有兩種，一種是 Participant，一種是 Solution Partner。Participant 會向 SHRDC 尋求提供合適的解決方案和人力資源培訓，SHRDC 會透過數位科技協助客戶提高產能和改善營運效益。關於 Solution Partner 部分，伸波通訊表示會提供5G 專網解決方案和技術支援，協助 SHRDC 建立技術技能水平，同時可以借助 SHRDC 的 MSF 平台推廣智慧工廠4.0的5G 專網和垂直運用。

後續伸波通訊將參加 SHRDC 所舉辦的 Malaysia Smart Factory 的案例分享會，希望能進一步了解目前馬來西亞協助中小企業在數位轉型上可達到的層級和未來商機空間。騰雲、金箍棒物業亦表示透過 SHRDC 在人員訓練與招募工作上，對於企業長期在馬來西亞當地公司的業務發展將有重要影響，對於台灣中小企業的海外發展有莫大的助益。



圖 14 馬來西亞 SHRDC 商洽交流現況



圖 15 馬來西亞 SHRDC 參訪大合照

結論

112年「系統整合國際輸出與全球鏈接拓展計畫」主要任務之一為打造我國數位服務國際品牌知名度，針對臺灣具優勢及輸出實績的數位服務解決方案，結合海外公協會及活動(Smart Nation Expo)，辦理臺灣數位產業日(Taiwan Digital day)，倡議數位科技運籌整合服務發展，提高臺灣廠商與解決方案國際曝光，協助國際輸出。

數位發展部數位產業署於9月率領8間臺灣數位科技廠商共赴馬來西亞，包括遠創智慧、新呈工業、康舒科技、華電聯網、騰雲科技、金箍棒物業管理、來毅數位科技、伸波通訊等廠商，搭配馬來西亞智慧國家展(Smart Nation Expo)展會期間，辦理「臺灣數位產業日 Taiwan Digital Day」一場，與馬來西亞企業與公協會進行交流，交流主題涵蓋系統整合、智慧零售、智慧物業、智慧商務等領域，藉此分享我國智慧解決方案，活動吸引現場近百人參與，國內外新聞媒體露出超過20則，於活動期間同步推廣數位金卡，獲馬來西亞數位科技相關從業人員廣大迴響。

透過本次活動辦理，促成臺灣業者與馬來西亞廠商多項合作洽談，如馬來西亞電商系統品牌 SiteGiant 與騰雲已針對智慧零售解決方案，開展後續的商務洽談；亦促成國內跨業結盟，如騰雲與金箍棒針對地產管理、共同開發東南亞的智慧物管，其他同行業者與馬方可能合作項目持續追蹤協助。

訪馬期間亦參訪 Fusionex、PIKOM、SIDEK 等公司與機構，促成媒合台馬產業商機洽談，包括 Fusionex 對於華電聯網的 AI 分析、及5G在智慧交通上的應用如車聯網技術等表達興趣，後續將就智慧城市及智慧交通系統等應用持續討論。

心得與建議

一、心得：

- (一)在臺灣廠商方面，臺灣的數位產業於海外拓展時常遇到的問題，如與當地政府關係建立不易，不易打開當地人脈、人才取得與訓練不易、及當地商務拓展夥伴尋找不易等。本次透過數位發展部數位產業署與資策會的引介，參訪 Fusionex、PIKOM、SIDEK 與 Taiwan Digital Day 的舉辦等，讓臺灣廠商與當地的公協會與企業有近距離的接觸與互動，進一步了解當地市場需求，亦協助促成了多項未來合作的機會，往後可持續舉辦類似的交流，提升我國數位轉型解決方案導入當地的機會，掌握新南向國家數位轉型商機。
- (二)在馬國方面，鑒於全球供應鏈短缺及通貨膨脹導致成本持續上升，馬國低廉製造成本的環境亦已不復存在，馬來西亞政府近年迫切尋求新的經濟成長動能，陸續推動新的發展計畫，其中包括：「2030年共享繁榮願景」計畫、「第十二大馬計畫」(12th Malaysian Plan, 2021-2025) 之「MyDigital」數位經濟藍圖，引導馬國未來產業朝向數位化、智慧化技術和應用方向發展、及吸引投資並創造優質工作機會。

二、建議：經我方觀察後，綜整後續的推動策略方向與項目建議如下：

- (一)在馬來西亞朝向智慧化的趨勢下，智慧城市成為重要的發展領域。目前，馬來西亞在東南亞國家中智慧城市的發展位居第二，僅次於新加坡，馬國在未來將持續加強技術實力和產業競爭力，期望發展的重點方向如數位科技、智慧交通、智慧城市等，均是臺灣的優勢所在，臺灣廠商有切入市場之契機，期盼透過臺馬產業合作更加密切，促進雙方經濟繁榮，讓臺馬的合作朝向互惠雙贏發展。
- (二)馬來西亞數位經濟機構(MDEC)、馬來西亞電腦及多媒體業公會(PIKOM) 、及馬來西亞對外貿易發展機構 (MATRADE) 長期以來支持臺灣數位及科技產業的密切互動，已有良好的互動默契並累積產業合作基礎，未來將以過往的成果為基礎，推廣臺灣優質的智慧服務與應用，促進各領域的數位升級及永續發展為目標。

檢附相關資料

本次同行的臺灣廠商介紹：

1. 來毅數位科技(股)公司 Lydsec Digital Technology Co., Ltd

來毅數位科技的Keypasco 著重於以多因素身分認證為中心的零信任架構解決方案，經由綁定自己的設備，同時收集設備特徵值以及地理位置作為認證依據，結合獨特 PKI 分散專利和雙通道的驗證機制，並搭配智慧風險管理引擎來強化網路使用者的身分安全。無論是 API 網路平台或企業內部網路，Keypasco 都能完整保護存取身份的安全。同時來毅數位科技的 Keypasco 也已經獲得全球16國專利，目前朝向全球銷售方向佈局，除了臺灣有研發總部外，在美國,日本,荷蘭,瑞典都設有分公司，積極拓展國際市場。

2. 伸波通訊(股)公司 Wave-In Communication

伸波通訊是以軟體為主的 5G 物聯網系統整合公司，並運用領先的通訊技術協助企業數位轉型、提升產業韌性。伸波通訊具有實際的5G 專網部署經驗，並已在業界獲得高度認可。提供以 MPP（大規模並行處理）為基礎的大數據分析平臺 XiNOS 與 AIoT 技術，目前已部署多家電信業者的網路，可用於運營管理化、網路管理以及進階的大數據分析，協助企業營運改善。

伸波通訊解決方案四大業務：

- (1) 5G 企業專網系統整合
- (2) sDAS 室內分散式天線系統
- (3) AIoT 電信級數據分析平台
- (4) XR/VR 數位內容虛實整合

3. 騰雲科技服務(股)公司 Turn Cloud

騰雲科技為提供一站式客、商、金流雲端解決方案，協助百貨商場等業者進行數位轉型方案建置。其核心技術包含雲端運營管理架構、生成式 AI、支付金融科技、線上線下數位行銷工具等，其提倡跨工具的整合模組化方案，以創造新消費體驗為本協助場域進行數位競爭力的建置。目前於東南亞市場由日立解決方案與 VINX 進行代理銷售，相關方案已獲國際認可，於馬來西亞更已服務當地三井商場、誠品等數位運營架構實

施。

4. 金箍棒智慧物管 JGB Smart Property

JGB Smart Property 主要針對包租代管業、仲介業或資產管理公司，提供一站式雲端租屋管理系統，包括上架物件、VR 遠端看房、線上簽約、自動對帳、租客管理、修繕管理、智慧 IOT 設備的串接服務，皆可以在 JGB 的雲端平台上操作。JGB 的雲端租屋管理系統，目前支援4國語系（中英越泰）、12國幣別（包含 MYR）、3國語系租賃合約都能自由切換，目前在臺灣、越南、泰國及馬來西亞等地皆有物管公司採用，並且持續增加中。

5. 新呈工業(股)公司 Everbiz Industrial

新呈工業公司成立於 1990 年，曾獲得臺灣政府頒發的眾多獎項，最初從事線束加工，現已發展成為綠色數字化領域的開拓者。新呈工業公司是臺灣 IPC 首屆工業質量標準指導者，並率先使用碳指紋來協助綠色供應鏈合作夥伴節約能源和減少碳足跡，為客戶提供有關利用線束減碳力量的全面培訓，不僅推動了銷售額的增長，也成為可持續發展和收入增長的催化劑。

新呈工業的綠色供應鏈合作夥伴和客戶共同成長，利用新呈工業公司開發平台，打造由可持續製造成就和定義的未來。

6. 遠創智慧(股)公司 FETC International Co.

遠創智慧是全球領先的電子收費與智慧交通解決方案專家，承襲其母公司遠通電收近 20 年的建置營運經驗，特別是在高速公路電子收費系統領域，憑藉技術、營運、服務與商業模式的創新，以及積極創造 ETC 生態系，遠創智慧為亞太地區和全球客戶提供多方位的智慧交通、智慧停車、智慧城市的解決方案和優質服務。此外，自 2017 年起，遠創智慧將在臺灣研發的技術與營運經驗分享給馬來西亞政府及道路營運商，協助相關顧問案件與建立 POC 測試案例，同時共同討論在高速公路導入多車道自由流的規劃。

7. 康舒科技(股)公司 AcBel Polytech Inc.

康舒科技成立於 1981 年，包含電源供應產品、智慧綠能服務，以及電動動力解決方案三大事業體，服務據點從臺灣擴展至亞洲以及歐美地區。

為響應全球 2050 淨零排放目標，康舒科技提供智慧綠能服務，從太陽光電電廠的建置、綠電平台的設立及智慧電表與智慧電網的建立並提供企業用戶綠電轉供服務，未來將

搭配儲能技術，以達到智慧能源聚合調度及多元化能源發展為目標。

近年來康舒科技憑藉數十年的電源供應基礎，成功切入電動車領域，透過串聯臺灣在地電動車關鍵零組件供應鏈，成為全球電動車產業不可或缺的一環。

8. 華電聯網(股)公司 HwaCom Systems Inc.

華電聯網專注在資通訊領域，近年跨入智慧交通產業。本此 Smart Nation 展主推兩大類：資通訊設備管理 Cyber Monitor 智慧網路監控管理軟體與 Fiber Monitor 智慧監控光纖線路的軟硬體設備，分別24小時全時段監控網路連線及光纖網路狀況，確保不斷線，保障生產力與營運韌性。另外，華電作為與交通部共同制定臺灣智慧交通規範的廠商，提出以人工智慧和CV2X為基礎的智慧交通解決方案，重點在提升效率、安全和管理。系統提供了監控車流量、透過綠燈帶提升效率，以及 CV2X 車聯網提供重要車輛優先通行與自動駕駛車輛測試。

馬來西亞多媒體暨電腦工業協會(PIKOM)介紹簡報



ABOUT PIKOM

PIKOM, THE NATIONAL TECH ASSOCIATION OF MALAYSIA, is the association formed in 1986, representing the technology (TECH) industry in Malaysia. Its membership currently stands at more than 1,000 active companies involved in a whole spectrum of TECH products and services which command 80% of the total TECH business in Malaysia.

VOICE OF THE MALAYSIA TECH INDUSTRY

As the Voice of the Tech Industry, PIKOM embraces the task of growing the size and capabilities of the TECH industry in Malaysia by creating opportunities for its members as well as all Malaysians to capture the benefits offered by advances in TECH

We are the bridge to regional & global ICT bodies as well:



APICTA
Asia Pacific ICT Alliance
AWARDS

WITSA
World Innovation, Technology
and Services Alliance

ASOCIO
Reimagining the Digital Era

PIKOM & Chapter Programmes



PIKOM Core Programmes	PIKOM Leadership Summit	PIKOM Unicorn Tech Awards & Dinner	Research & Publications	Academy	Members Meet	My.IT Magazine
Chapter Core Programmes	GBS Malaysia	Cybersecurity	Ecommerce	VIC	CIO	Women In Tech
	GBS Asia Awards	Training	PIKOM Ecommerce Fair	PitchIN	Education Trip	Mentorship
	GBS Summit	Conference	#MYCYBERSALE	SEA Dragon	Forum	Coaching
Supporting Programmes / Special Interest Groups	Charity Golf, Raya & CNY, Government Relations, International Engagements, Future Digital					

PIKOM Members



PIKOM CIOs



Our Council

OFFICE BEARERS



ELECTED COUNCILORS



APPOINTED COUNCILORS



ADVISORS



✦ Principal Office Bearers are elected annually
 ✦ 8 elected councilors on two-year terms

✦ 6 appointed councilors on annual terms
 ✦ Advisors are appointed annually

PIKOM Signature Events

Current Signature Events



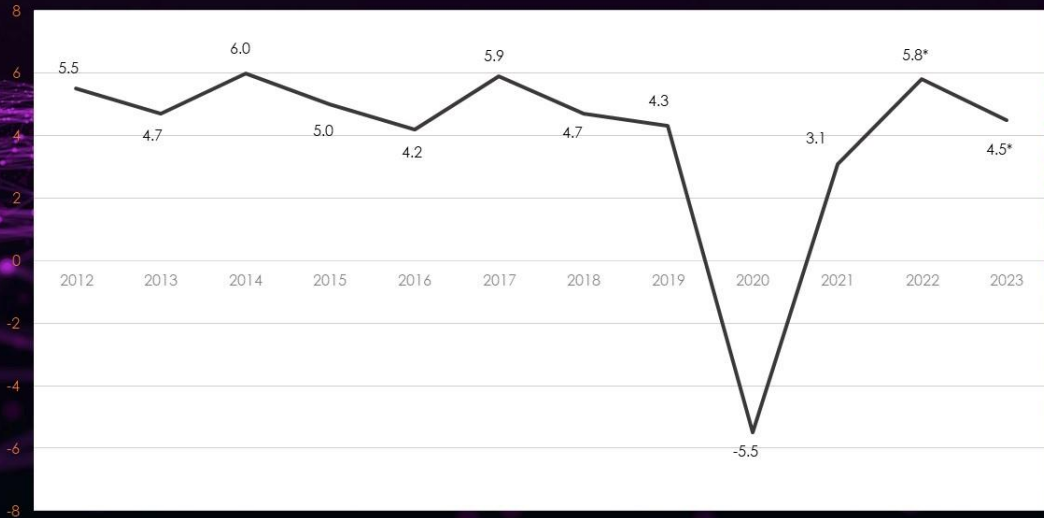
Past Signature Events



CHAPTER 1

Economic Review & Outlook

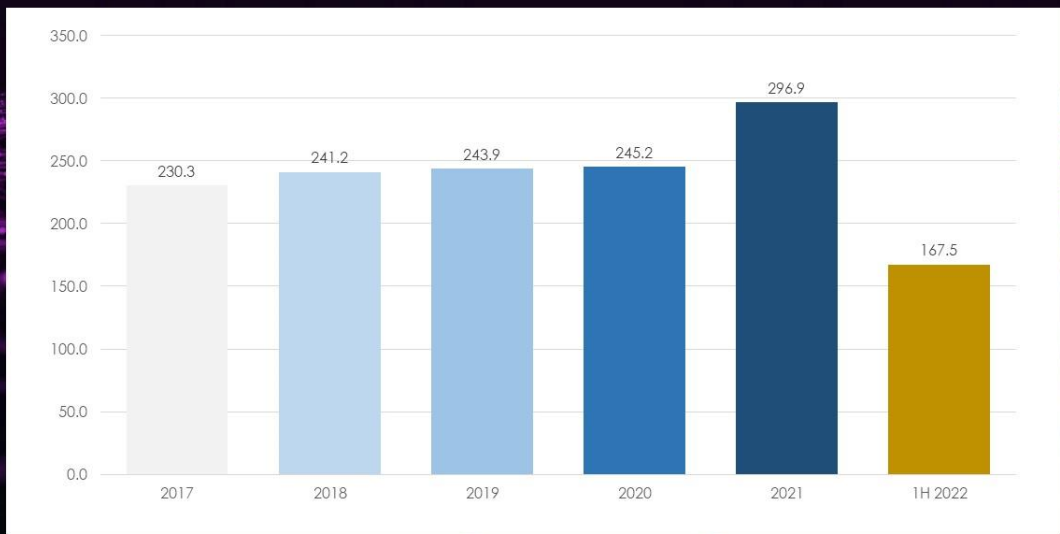
Malaysia's GDP Growth Rate (%) 2012 - 2023



* Forecast – The 2022 forecast represents the average between BNM's projection of 5.3 – 6.3%

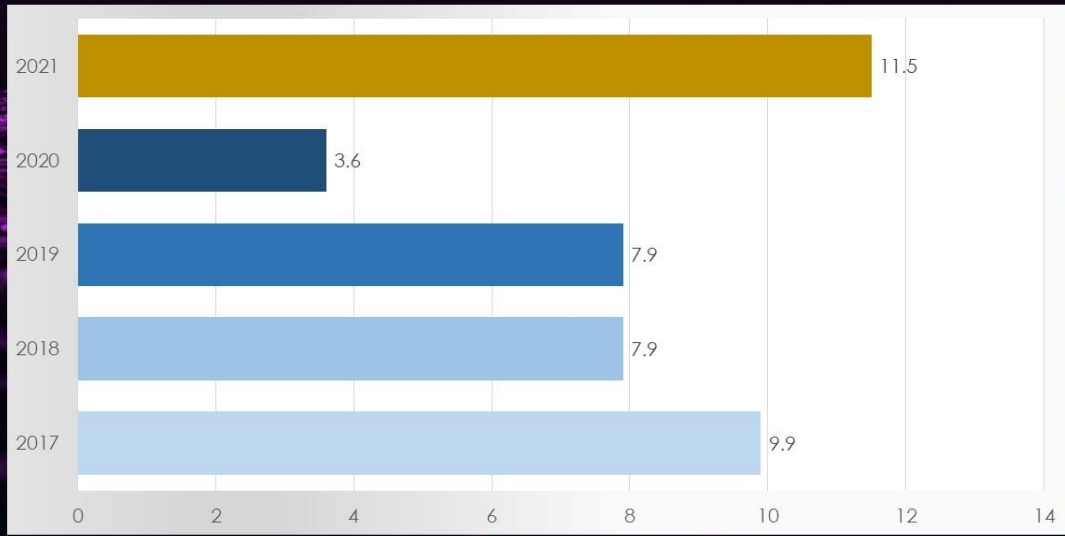
Sources: DOSM, BNM, WB

Annual Exports (USD billion) 2017 – 1H 2022



Sources: DOSM, MITI, MATRADE

FDI Net Inflow (USD billion) 2017 - 2021



Source: DOSM

Inflation Rate / Forex / Unemployment Rate



Sources: DOSM, BNM

Malaysia Economy Growth Forecast 2022

Official 8.7%



BNM	5.3 – 6.3%
OECD	6.1%
ADB	5.8%
WB	5.5%
IMF	5.1%

PIKOM's PROJECTIONS

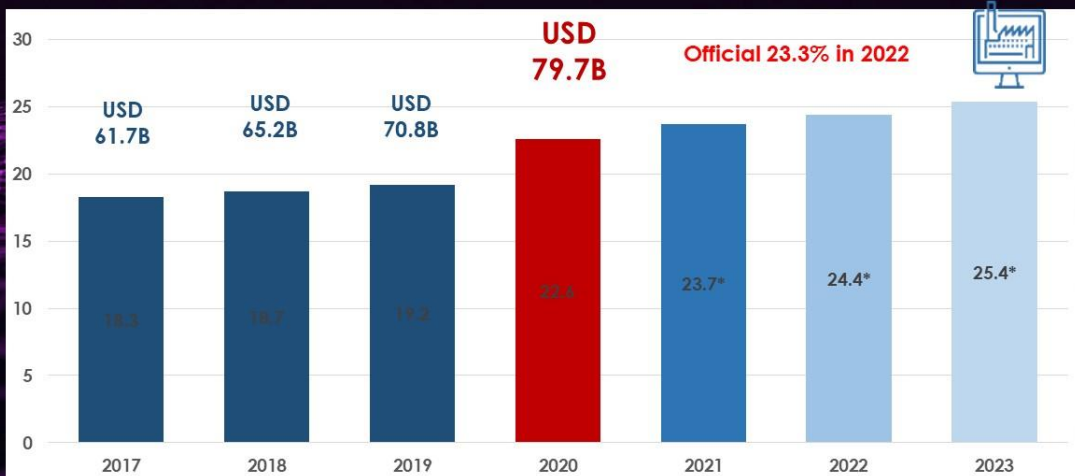
METRIC	2022 FORECAST	AGAINST 2021
GDP	5.5% – 6.0%	↑
Domestic Demand	4.5% - 5.0%	↑
Exports	15% - 20.0%	↑
FDI	> USD441.3 B	↑
Unemployment	3.0%	↓
Crude Oil Prices (annual average)	US\$105 / barrel	↑
Currency	US\$1 = RM4.3	↑
Inflation	3.0%	↑
OPR	2.75%	↑
National Debt (% of GDP)	65% - 70%	↑

PIKOM's Estimates

CHAPTER 2

Digital Economy Review & Outlook

Share of Digital Economy to National Economy (%) 2017 - 2023

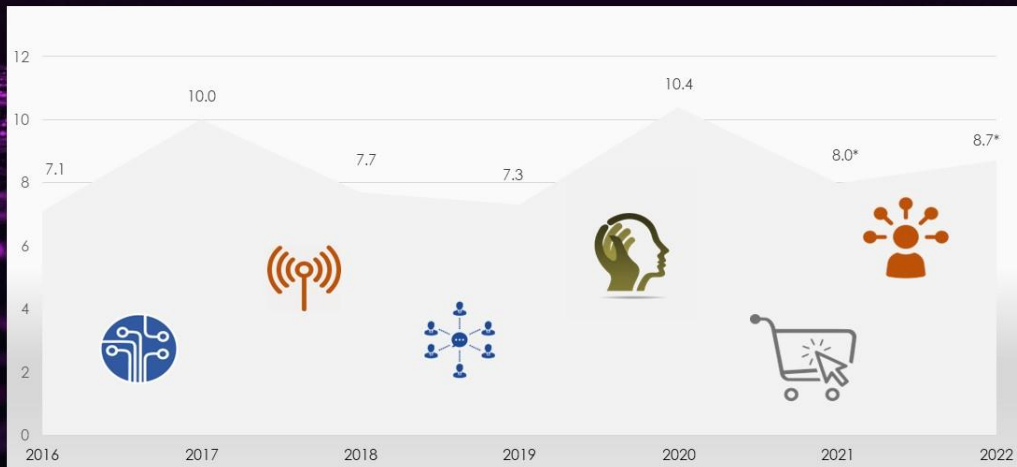


The forecast for 2021 – 2023 were determined with the following approach: First, we extrapolated the growth of the digital economy using geometric mean as the basis of calculation. Next, we projected the growth of the national economy using confirmed data (2021) and forecasts for 2022 (BNM) and 2023 (World Bank). The share of the digital economy is then the size of the digital economy as a proportion of the national economy.

*Forecast

Source: DOSM & PIKOM Estimates

Growth of Digital Economy (%) 2016 - 2022



*The forecasts for 2021 and 2022 are calculated using the geometric mean.

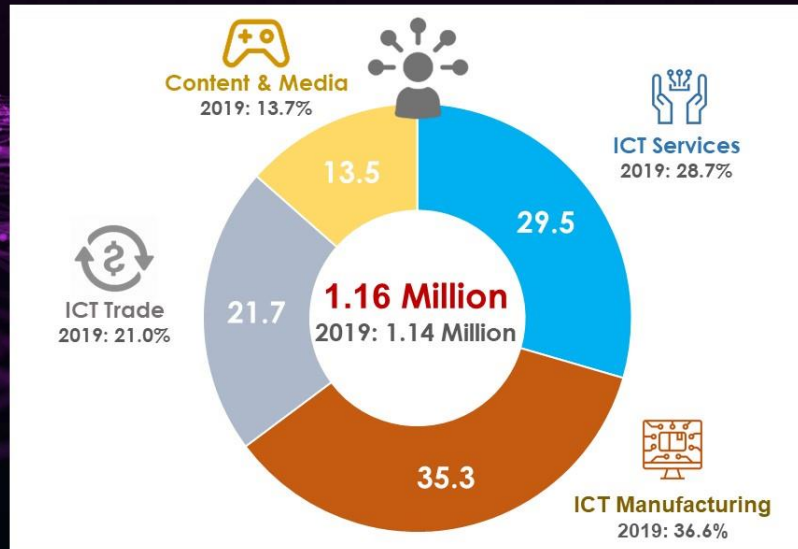
Source: DOSM & PIKOM Estimates

Digital Exports Versus Digital Imports (% difference) 2016 - 2020



Source: DOSM

Share of Employment by Digital Sub-Sectors 2020



Source: DOSM

PIKOM's PROJECTIONS

METRIC	2022 FORECAST	AGAINST 2021
 Share of GDP	24.4%	↑
 Growth Rate	8.7%	↑
 eCommerce	15% - 20.0%	↑
 Exports	7.0%	↑
 Employment (by growth rate)	2.0%	=

PIKOM's Estimates

CHAPTER 3

Digital Employment & Salary Trends





Growth Rates of Average Monthly Salaries of Digital Professionals (%) 2011 - 2023



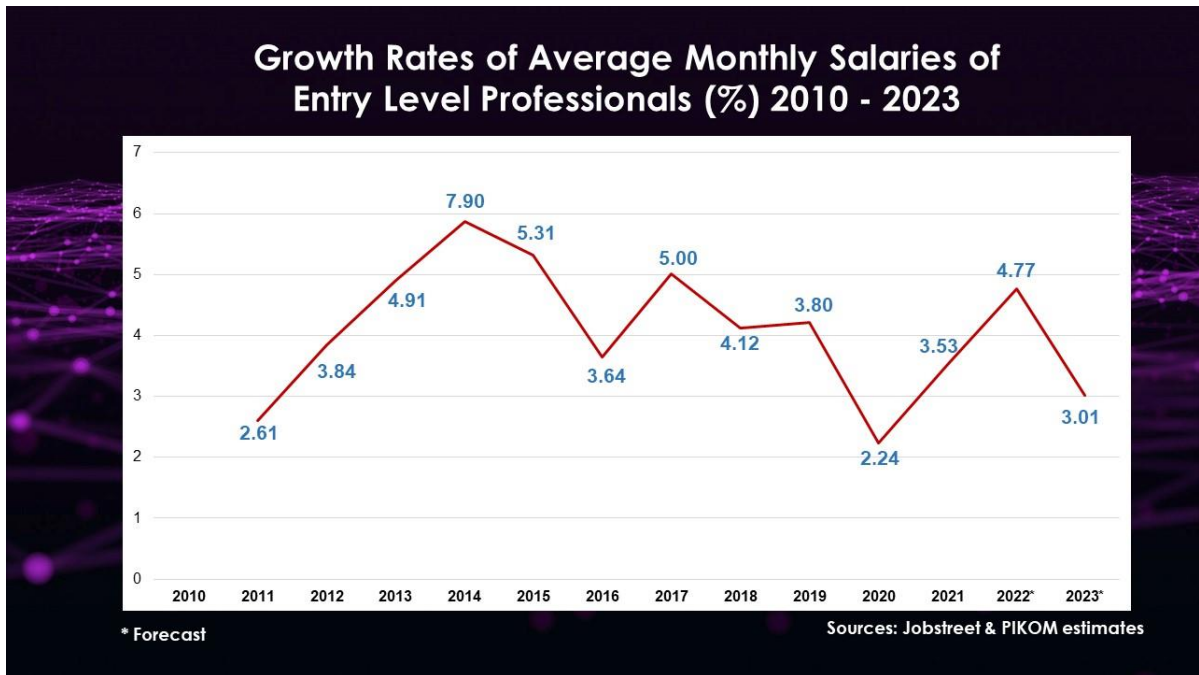
* Forecast

Sources: Jobstreet & PIKOM estimates

Top Paying Industries for Digital Professionals (Average Monthly Salaries)

2020		2021	
	Electrical & Electronics USD3183.4		Computer / Information Technology (Software) USD2852.3
	Telecommunication USD2742.3		Consulting (Business / Technical) USD2647.3
	Oil / Gas / Petroleum USD2735.4		Oil / Gas / Petroleum USD2579.7
	Science & Technology / Aerospace / BioTechnology USD2726.9		Computer / Information Technology (Hardware) USD2577.3
	Contact Centre / IT-enabled Services / BPO USD2717.2		Property / Real Estate USD2508.9

Source: Jobstreet



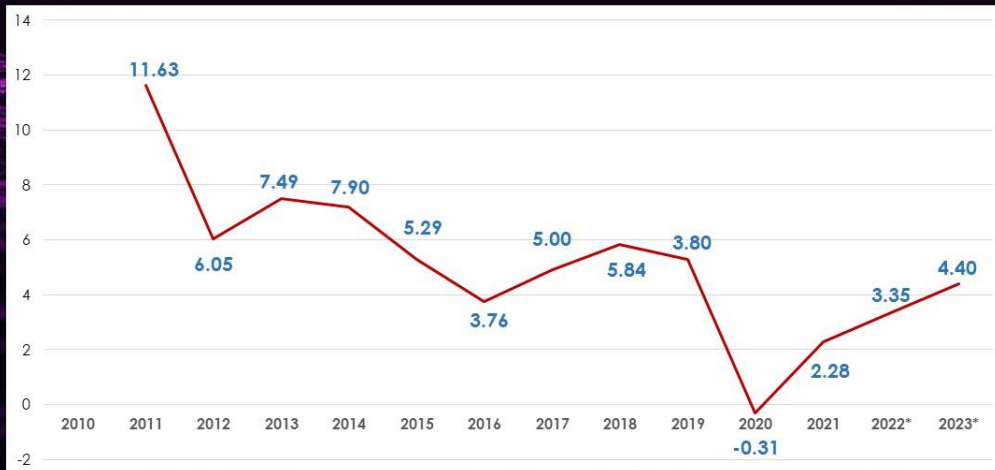
Growth Rates of Average Monthly Salaries of Junior Executive Professionals (%) 2010 - 2023



* Forecast

Sources: Jobstreet & PIKOM estimates

Growth Rates of Average Monthly Salaries of Senior Executive Professionals (%) 2010 - 2023



* Forecast

Sources: Jobstreet & PIKOM estimates

Growth Rates of Average Monthly Salaries of Manager Level Professionals (%) 2010 - 2023



* Forecast

Sources: Jobstreet & PIKOM estimates

Growth Rates of Average Monthly Salaries of Senior Manager Professionals (%) 2010 - 2023



* Forecast

Sources: Jobstreet & PIKOM estimates

Average Annual Salaries of Digital Professionals in Cybersecurity (USD) 2022

Job Position	Average	1 – 3 Years	>7 Years
CISO	51,708	36,008	64,815
Director	43,592	30,223	54,731
Security Engineer	37,356	26,473	46,634
Security Manager	33,082	23,444	41,298
Security Specialist	32,668	23,150	40,781
Security Analyst	32,473	23,013	40,538
Intelligence Analyst	29,881	21,114	37,332
Incident Handler	29,016	20,563	36,223
Security Consultant	24,489	17,856	30,296

*As of 9 August, 2022

Source: SalaryExpert

Average Annual Salaries of Digital Professionals in AI and Data Science (USD) 2022

Job Position	Average	1 – 3 Years	>7 Years
Software Engineer Machine Learning	34,992	24,654	43,754
Data Scientist	34,111	21,206	42,618
Engineer AI	31,343	22,115	39,191
AI Specialist	30,055	30,223	37,580
Data Analytics Engineer	29,318	20,927	36,540
Data Analyst	28,024	19,860	34,984
Analyst Automation	25,106	17,817	31,341
Data Analytics Developer	22,891	16,339	28,529

*As of 9 August, 2022

Source: SalaryExpert

Benchmarking Malaysia's Digital Salaries by Job Category Against Selected Countries in PPP Currency, 2022

Indicator : \$PPP Currency Based	Country	UAE	Kuwait	Qatar	Saudi Arabia	Singapore	New Zealand	Australia	Canada	United Kingdom	USA	Hong Kong
Currency		BENCHMARK RATIOS UNDER PPP FACTOR ADJUSTED										
Technology positions	Typical Income Bracket	1.85	2.02	2.03	2.12	1.94	1.51	1.75	1.94	1.39	2.44	1.73
Managerial positions	Typical Income Bracket	1.65	1.84	2.09	2.04	1.76	1.14	1.31	1.41	1.10	1.74	1.47
C-Level positions	Typical Income Bracket	2.03	2.13	2.36	1.92	1.57	0.69	0.79	0.84	0.82	1.05	1.54
Overall	Typical Income Bracket	1.85	2.00	2.16	2.03	1.76	1.11	1.28	1.40	1.10	1.74	1.58

Indicator : USD Currency Based	Country	Malaysia	Thailand	Indonesia	Philippines	Japan	South Korea	India	China	Brazil	South Africa	
Currency		BENCHMARK RATIOS UNDER PPP FACTOR ADJUSTED										
Technology positions	Typical Income Bracket	1.00	1.33	0.62	0.62	1.23	1.96	0.72	1.63	1.41	1.37	
Managerial positions	Typical Income Bracket	1.00	1.44	0.62	0.71	0.98	1.47	0.90	1.30	1.25	1.37	
C-Level positions	Typical Income Bracket	1.00	1.54	0.54	0.74	0.66	0.89	0.94	1.31	1.22	1.08	
Overall	Typical Income Bracket	1.00	1.44	0.59	0.69	0.96	1.44	0.86	1.41	1.29	1.27	

Source: Payscale

THANK YOU

Contact us

PIKOM
THE NATIONAL TECH ASSOCIATION OF MALAYSIA
 E1, Empire Damansara
 No 2, Jalan PJU 8/8A Damansara Perdana
 47820 Petaling Jaya, Selangor, MALAYSIA
 T: +6(03)7622 0079 F: +6(03)7622 4879
 E : info@pikom.org.my W : www.pikom.org.my

STRICT & CONFIDENTIAL

LYDSEC

Lydsec Digital Technology

Keypasco MFA

Your devices - as unique as your DNA

Winner of SelectUSA 2022 Cybersecurity Pitching Session

2022

OUR SUCCESSFUL STORY- TO BE THE LEADER OF IAM TECH

- Lydsec was founded in 2012 and developed multi-factor authentication solution with Keypasco AB from Sweden.
- Lydsec acquires Keypasco security business in 2019.
- Maw-Tsong Lin, SVP & advisor of Lydsec and the founders of the company Todos, which was acquired by Gemalto in 2010.
- Todos has developed hardware tokens since 1987 for the e-banking market.

Todos products are today still used by a large number of banks due to its good security.

- By 2010, 75 banks and 20 million devices had been delivered.

Over 30 years experiences in authentication tech research & development





Keypasco Multi-Factor Authentication Service with de-identification technique and Anonymity

Taiwan Headquarters. Established in 2012	4 Subsidiaries California, Gothenburg, Tokyo, and Den Haag	Keypasco MFA Major Product
10 M+ Users Over 10 M End-users have been using Keypasco MFA	18+ Partners 18+ Global Partners In the 16 Countries	10+ Industries 10 Banks, Govt., Enterprises, Gaming, Smart Health ... etc.
68 Certificates Granted 68 certificates for 5 patents in 16 Countries	6+ Standards GDPR, Fido UAF, Fido2, PSD2, ISO 27001, ZeroTrust...etc.	9 Int'l Awards Granted Champion of 2022 SelectUSA in Cybersecurity

We design "any device can be part of your digital identity" make "Your Device ID as unique as your DNA" so you can "Secure by Your Own Device"

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LYDSEC + KEYPASCO TEAMS

Taiwan

Cheng-I Lin



CEO and Founder

Master of Int'l Mgt, PSU, US
 Master of Hydraulic and Ocean Engineering, NCKU, TW
VP of Taiwan Information Security Association
ID Authentication Expertise

Cindianne Lin



GM and Co-Founder

Master of HR Mgt, NCU, TW
HRM & Authentication Expertise

Sean Chang



CTO

Master of Science, NTUST, TW
Security Architect & Authentication Expertise

Sweden

Maw-Tsong Lin



Sr. VP

Master of Naval Architect, Chalmers, SE
Founder & CEO of Keypasco & Todos AB
Hardware & Software Authentication Expertise

Lars Andren



CPO

Master of Science, Chalmers, SE
Cybersecurity & Blockchain Expertise, CISSP

US

Dr. Phillip Chang



Sr. Advisor

UC Berkeley BS Applied Math; Stanford MS Operations Research; UEWM PHD Chinese Medicine.
Co-founder of Ayla Networks; SVP of Broadweb acquired by Trend Micro

Japan

Tadashi Aoyagi



Vice President

Master of Int'l Mgt, PSU, US
Co-founder of BlueGreenGroup; Director of Japan Operation of EBIX

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PRODUCT PROS



Users' oriented

- Privacy protect
- No more password management
- User Friendly



High security level of identity verification

- De-identification technology
- Split private key management
- Personalized private key
- Prevent cyber attack efficiently from MitM, MitB, Phishing, Hijacking, Remote control...



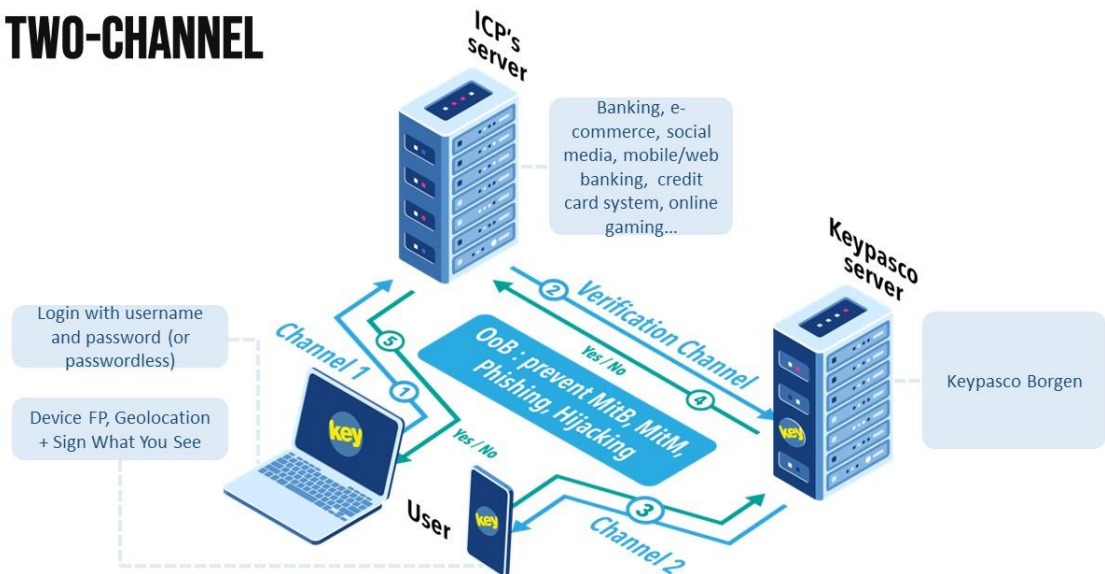
High qualities of Technical & Service Support

- Web service API
- Cloud and On-premise
- Cross platform, OS, Commercial Software, high integration
- Comply with regulations requirements: GDPR, PSD2, Financial Institutions Security Control Operation Standards for Electronic banking, etc.
- FIDO2 and UAF certified
- Easy to upgrade and maintain

Your Device ID, as unique as your DNA



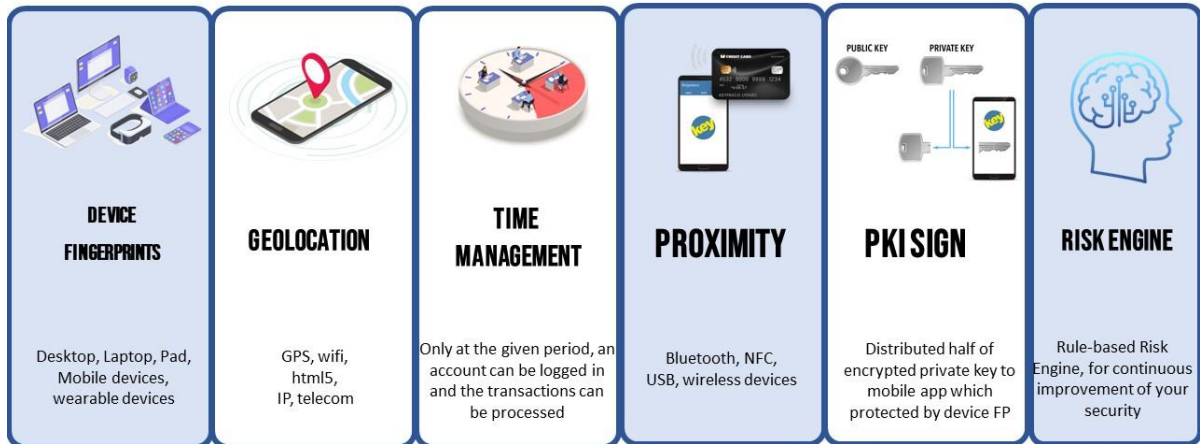
TWO-CHANNEL



Your Device ID, as unique as your DNA



PASSWORDLESS SOLUTION - KEYPASCO MFA



Your Device ID, as unique as your DNA



ADVANTAGE

One-Stop-Services



Support various devices and browsers

- Desktop/ Laptop, Mobile Devices
- Wearable Devices, Browsers

Support Cloud and On-premises

- AWS, GCP, Azure
- Banks/ Enterprise on-premises

Support Multi-Accounts to Multi-Devices

- One Device to Multi Accounts
- One Account to Multi Devices

Support various DB

- MSSQL, Oracle
- Postgresql, DB2

Support various systems versions

- Windows 7+, Mac OS 10.8+
- Linux Ubuntu 14.04+
- Android 2.3.3+, iOS 8+
- IE 11+, Chrome 56+, Safari 8+, Firefox 64+

Support FIDO Standard

- UAF, Fido 2 Server
- Face Client, Keypasco Client

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LYSEC DIGITAL TECHNOLOGY

GLOBAL PATENTS

All 5 patents are granted in US, Japan, Taiwan, Korea. Some of them approved in EU, China, Singapore. Totally 16 countries with 68 patents certificates.

1. **Device Fingerprint and two-channel authentication method:** Bring user's own device as unique authentication device through a two-channel structure. **Security by Your own device**
2. **Proximity:** User's own devices (wearable computing) in close position to each other as unique identity to enhance security. **Internet of Things**
3. **Central stored PKI solution:** Only decrypted half private key distributed to mobile app that is protected by device FP. **PKI on open platform without distributed credentials**
4. **Dynamic URL:** Authentication structure supporting Dynamic and flexible URL for multi ICP to multi IDP (ID Provider) through same Client/app. **Security on your terms**
5. **Key Management and System:** Only encrypted half private key distributed to mobile app that is protected by device eigenvalues. To enhance the private key protection on an open platform. **Split PKI private key**

Lydsec Patents Distribution Graph



Your Device ID, as unique as your DNA



KEYPASCO AWARDS FOR INNOVATION

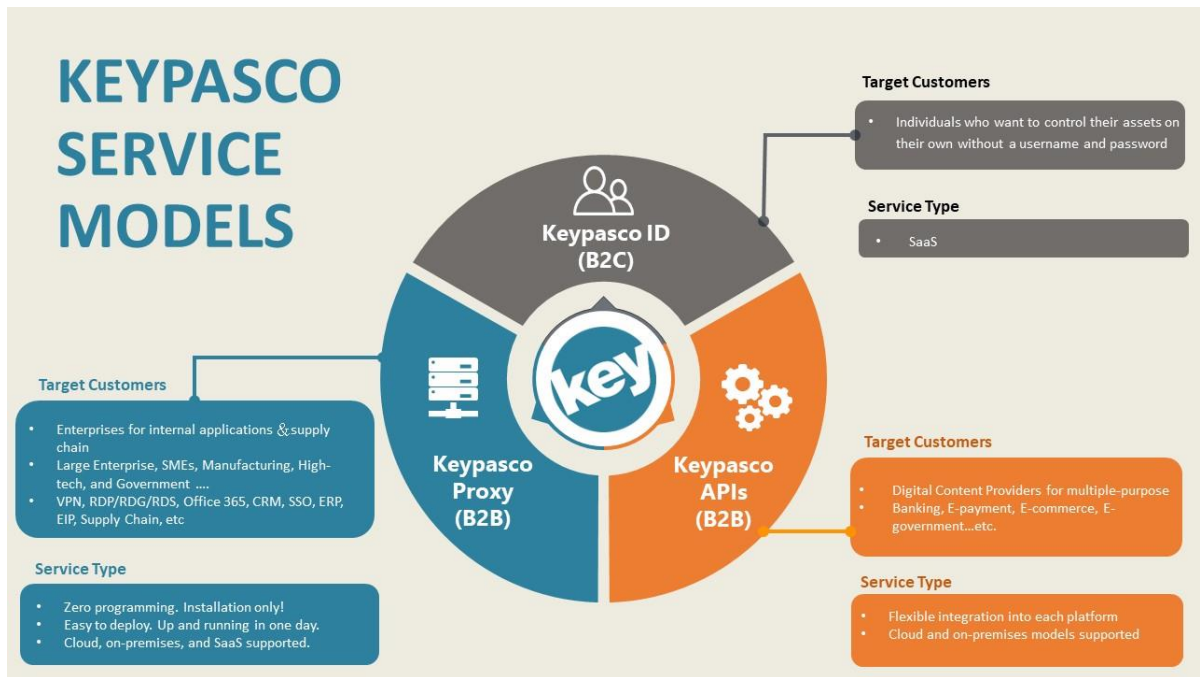
1. 2022 SelectUSA Summit, 1st Place of Cybersecurity Pitching Session.
2. 2020 Most Revolutionary Internet Security Company – Scandinavia”
3. 2019 Taipei Startup Demo Day Award: Rainmaker and Mr. Popularity for Innovation
4. 2019 AWS Cloud Challenge Top Ten
5. 2017 Internet Security Provider of the Year 2017: Most Innovative Multi-Factor Authentication Technology from GDS
6. 2016 Contactless & Mobile Awards: Payment Security/Keypasso PKI Sign feature
7. 2016 Red Herring Europe Award: Innovation and Sound Business Model for its Keypasso Multi-Factor Authentication
8. 2014 APICTA Merit Awards in Lydsec Bao for Securely Managing Accounts: Financial Field
9. 2014 Frost & Sullivan New Product Innovation Leadership Award: Secure Multi-Factor Authentication Solution



Your Device ID, as unique as your DNA

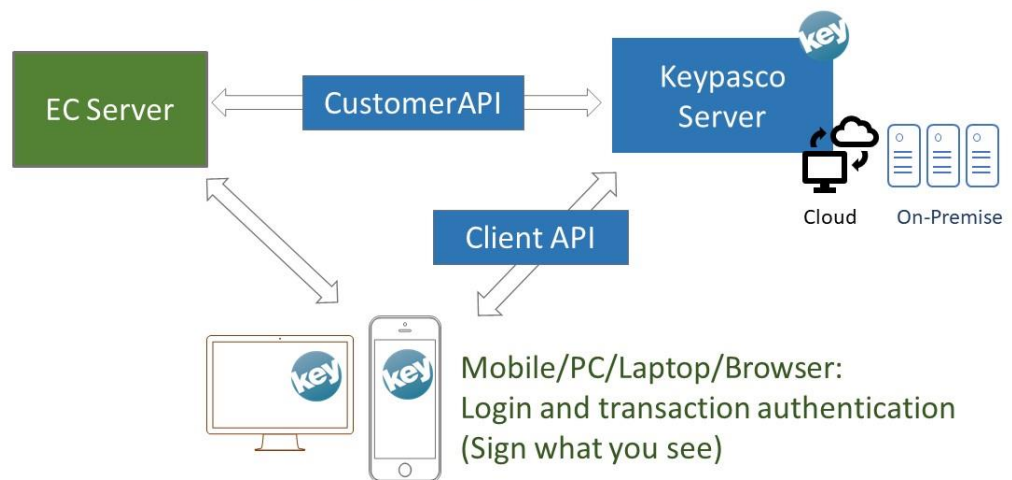


KEYPASCO SERVICE MODELS



API Model

(System Structure)



Use Case-app: Checkout



If the user uses PC vakten:

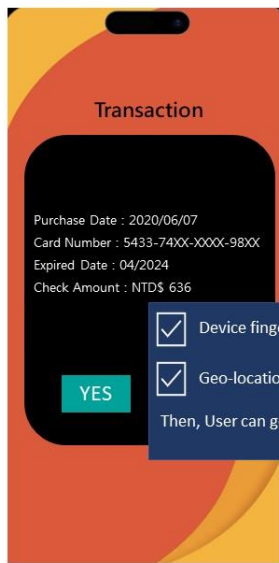
- Device fingerprints of PC
- Geo-location

Then, the user can get "task" which the message popsups on PC screen.



OR

The user can use app which has integrated Keypasco SDK to verify transaction



Device fingerprints

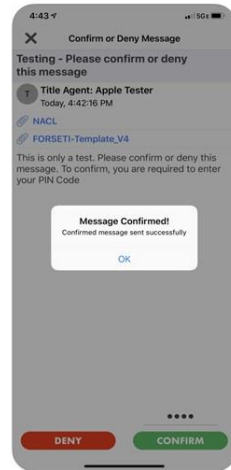
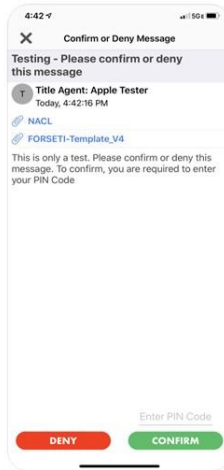
Geo-location

Then, User can get "task"

Your Device ID, as unique as your DNA



Use Case : real estate



- ❖ All message is encrypted and kept in Keypasco Server
- ❖ Message undeniable

key Sending message

key Sign What You See

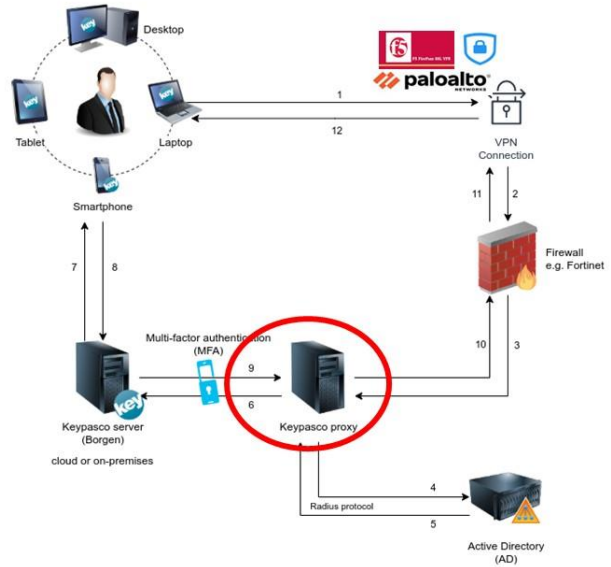
key Message confirmation

Your Device ID, as unique as your DNA



Proxy Model

Having Keypasco MFA as additional authentication



System Structure

© LYSEC

LYSEC DIGITAL TECHNOLOGY

MORE FLEXIBLE FEATURES OF PROXY SERVER

Keypasco Proxy
Multi-Factor Authentication Portal

Login

Username:

Password:

Domain:

Remember my account

Please read "User Security Regulations"
[VPN User Security Regulations](#)

Language:

Device Management

Time Management

Geo-location Management

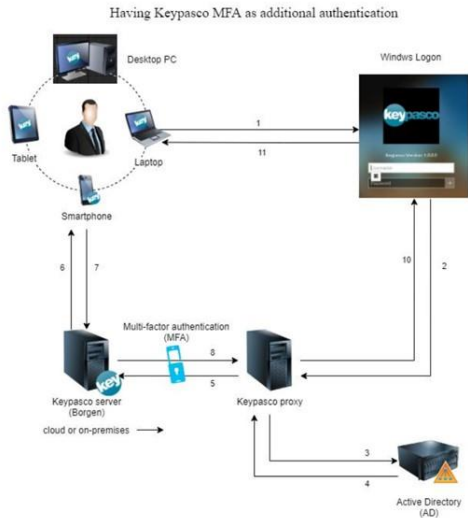
Multi-layers Verification

Historical logs

Your Device ID, as unique as your DNA

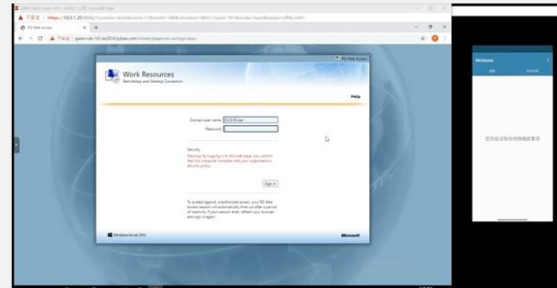
keypasco
© LYSEC

USE CASE : WINDOWS RDP / RDS / RDG

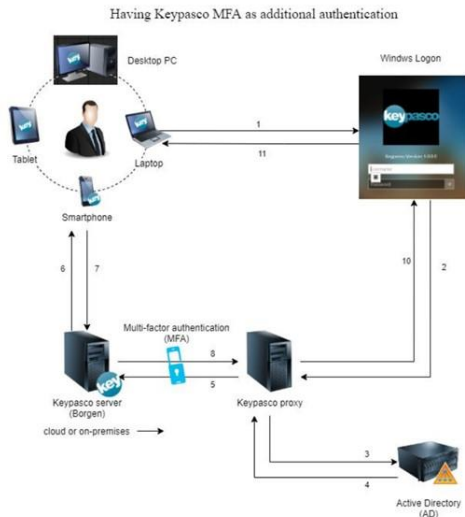


Your Device ID, as unique as your DNA

Sign What You See

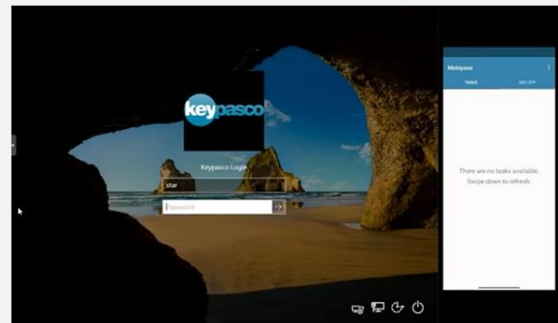


USE CASE : WINDOWS LOGON

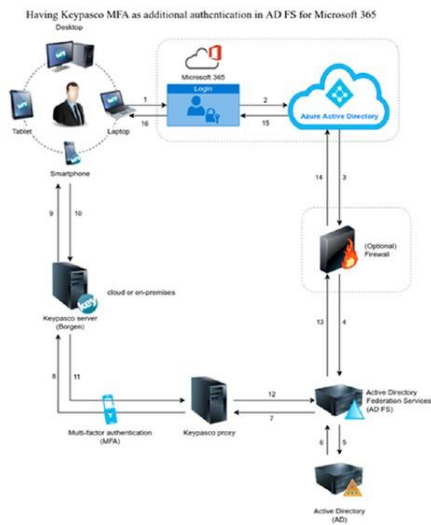


Your Device ID, as unique as your DNA

Sign What You See



USE CASE : 0365 (PASSWORDLESS)

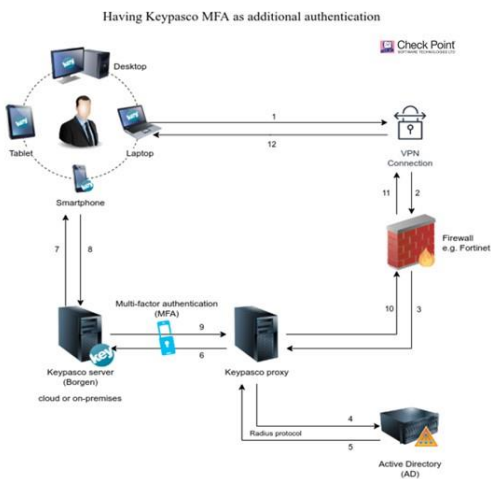


Your Device ID, as unique as your DNA

Sign What You See

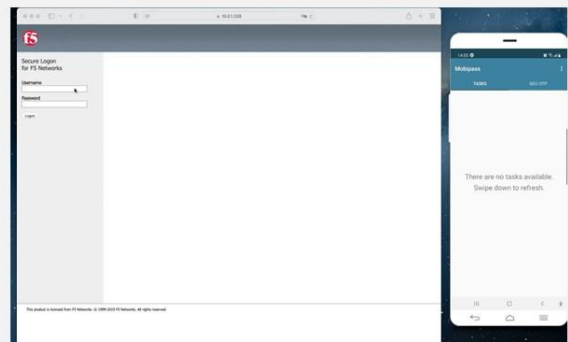


USE CASE : FIREWALL VPN



Your Device ID, as unique as your DNA

Sign What You See





THANKS!

Does anyone have any questions?

Cindianne Lin

cindianne@lydsec.com +886 2 2346 3366



伸波通訊(股)公司 Wave-In Communication 介紹簡報



WAVE-IN Company Introduction

Robin Hwang
Executive Vice President

September 2023

5G專網智連萬物，伸波開創無限可能
Intelligent Connectivity, Infinite Possibilities with Private 5G



Embrace 5G and Beyond with our Customized and Innovative Solutions

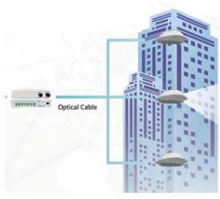


ABOUT OUR COMPANY.



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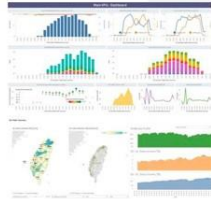
Wave-in SOLUTIONS



Fiber-based sDAS

INDOOR COVERAGE

The Slim Distributed Antenna System is a cost-effective solution for indoor 5G signal coverage, resolving 5G frequencies poor propagation and maximizing 5G applications indoor. Wave-In sDAS is often utilized in elevators, parking lots, basements and more.



AIoT & Data Analytics

INTERNET OF THINGS

XINOS, a big data analysis platform based on MPP (Massively Parallel Processing), is deployed by several telecommunication network operators in Taiwan and is a proven carrier-grade tool for operation optimization, network management, and advanced big data analysis.



5G Private Network

SYSTEM INTEGRATION

As strategic partner of Microsoft Affirmed, ASOCS, and Pegatron, Atayalan, Askey, we provide our clients with global leading solutions and help them to seamlessly scale up to 5G services, while integrating real-life applications to provide customers with value-added services.



Digital Twins

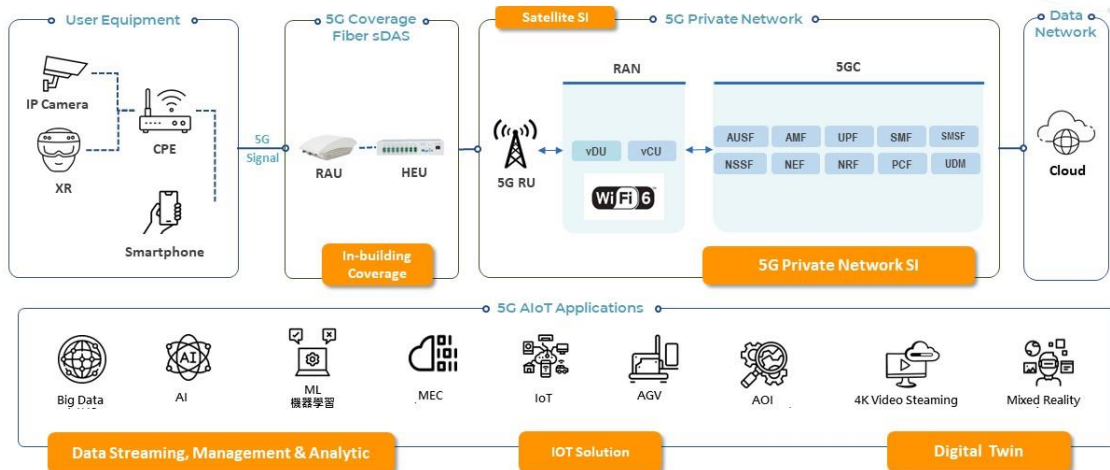
XR Mixed Reality

Facilitating end-to-end 5G applications, with a dedicated team for IoT and Mixed Reality to help our clients to leverage all of the current and future benefits of 5G. Integrating 5G private network and sDAS onto IMR platform, for remote assistance and virtual learning.

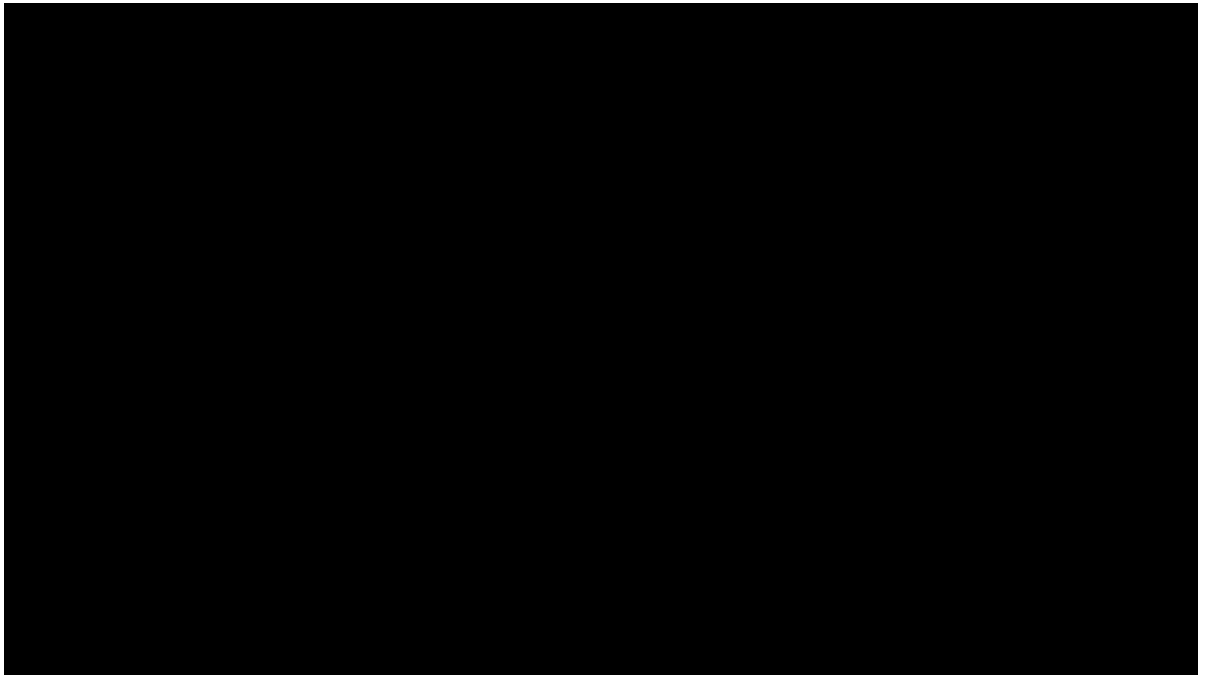
END-TO-END 5G AIOT ECOSYSTEM.

▶ Wave-In helps you reap the full benefits of 5G network.

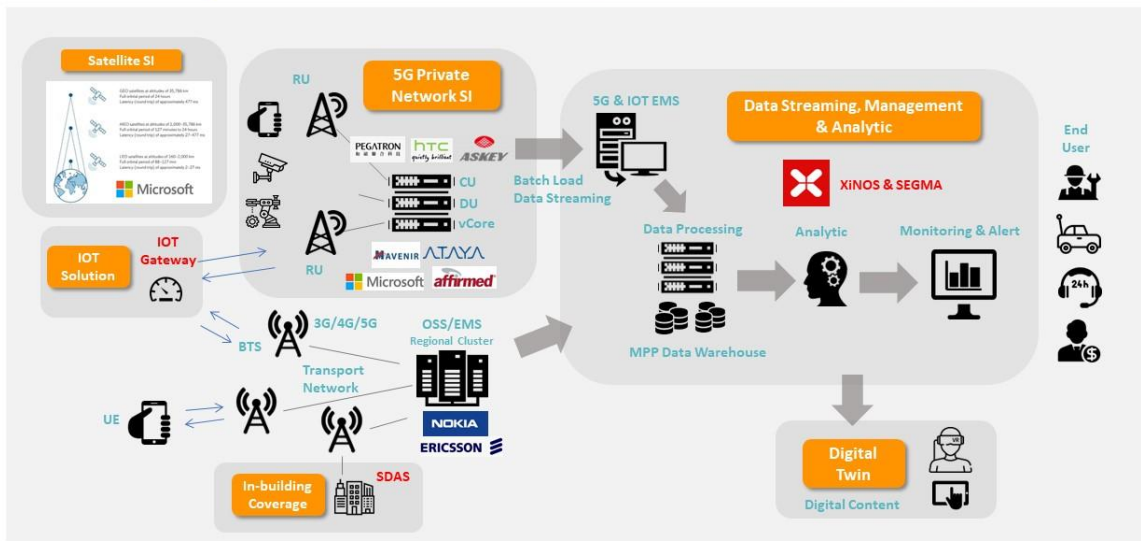
In the 5G and IoT Era, Wave-In Communication creates a complete E2E solution for smart applications, embracing digital transformation.



Solutions and Use Case



Take-away : Wave-in Mobile Network E2E SI Solution



Company Youtube - <https://youtu.be/KkWtIHf6yUA>

Wave-in 申波通訊股份有限公司 WAVE-IN COMMUNICATION INC.

Thank You

8F, No. 322, Neihu Rd., Neihu District, Taipei, Taiwan 114 | Call: +886 2-27953616 | Email: service@wavein.com.tw

Intel PARTNER ALLIANCE | Microsoft Cloud Solution Provider

A Certified Telecommunication Solution Provider

TURNCLOUD new retail · new lifestyle

Turn Cloud Introduction

2023 / 9



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TURNCLOUD GROUP

6870

Service items

- ✓ Enterprise DX Services
- ✓ Fintech/RetailTech/Martech integrated platform
- ✓ Data Science Services

Group Members

- Datarget (AI consultancy)
- TurnPlus (New Retail Applications)
- 騰荻信息 (Beijing 、 Shanghai)
- 騰雲馬來西亞 (SEA)

New Retail · New Lifestyle

Turn Cloud founded in Taiwan in 2016
We are the practitioner/enabler for digital transformation
We provide comprehensive online merge offline solutions for all sorts of commercial facilities, including shopping mall, department store, wholesale store, chain store, ... etc.



Vincent Liang
董事長 Chairman
騰雲科技負責人



張婷婷
執行副總經理
Executive Vice President
共同創辦人兼發言人

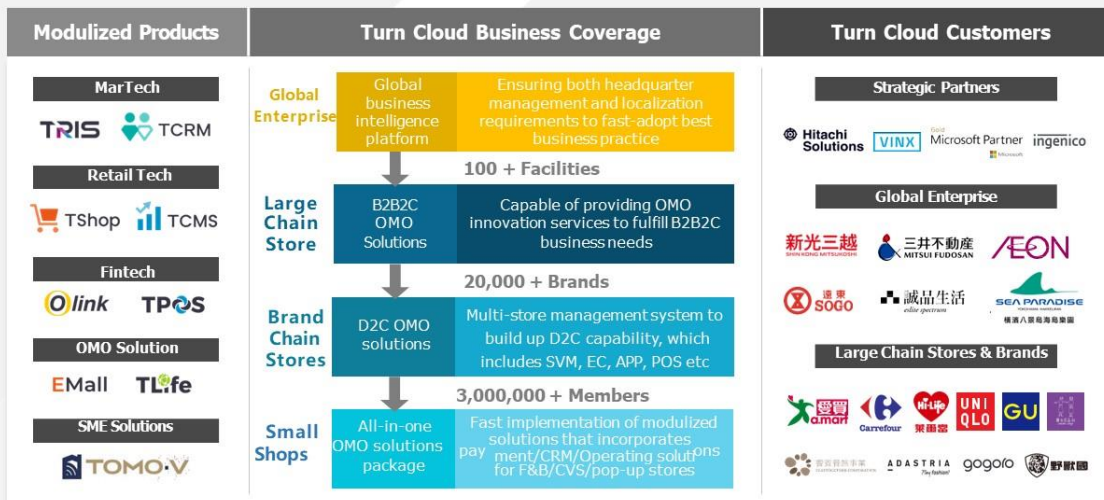
➤ Statistics for Turn Cloud Platform

Transactions Statistics		
Transaction Amount	Transaction Count	Payment terminal
10 Bn+ USD	1Bn+	50K+ (100+ Malls & 5K+ Chainstores)
OMO Solutions Statistics		
APP User	Coupon/Tickets Redeemed	Global Presence
5M+ User	200M+	China Taiwan Hong Kong Malaysia Vietnam Indonesia Japan USA

Data as of 2022

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Reference Cases with comprehensive solutions

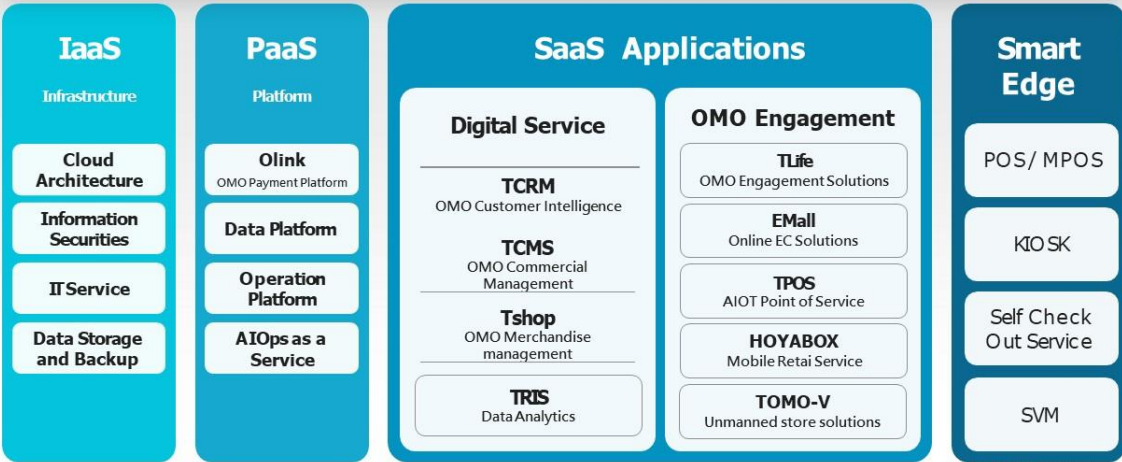


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Tum Cloud Solution as a Services

Fintech + Martech + Retail tech

Digital Transformation Consulting Service : Solution as a Service









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Turn Cloud Solutions



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Turn Cloud Customers

Key Customers		Partners
B2B2C Customers : Department Stores, Malls, Wholesales		International Solution Partners
		
B2C/D2C Chain Stores		
		Gold Microsoft Partner 
		

Key Use Cases

Mitsui Outlet Park Tainan	Carrefour	Elite Spectrum Malaysia
		
Far Eastern Group	AEON South East Asia	
		

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Key Use Cases



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DX Case Sharing — ShingKong Mitsukoshi Enabled mPOS with multiple OMO Capabilities



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Tum Cloud Certifications

- NCCC Payment APP Certification (Level 4)
- Offline Payment Franchise
- E- Invoice
- Delivery Service
- Point of Sale

Multiple Payments

Mobile POS

Management Information

Easy to Use

銀聯和收銀器股份有限公司

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端表設備管理編號	聯卡銀(112)字第 002 號
端表設備型號	APIS 18
交易介面類型	<input checked="" type="checkbox"/> Attended POS <input type="checkbox"/> Unattended POS
端表設備類型	<input checked="" type="checkbox"/> 接觸式 <input type="checkbox"/> 非接觸式
	<input checked="" type="checkbox"/> 整合型 <input type="checkbox"/> 非整合型
EMVCO 認證	EMVCO Contact Level 1 LoA 18143 1222 430 434 BCTS EMVCO Contact Level 2 LoA 2-04569-1-6C-BCTS-0919-4.3h EMVCO Contactless Level 1 LoA 18144 1222 310 31a 31a BCTS
PCI PTS 認證	4-50369

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連絡與資訊管理 蔡承志

2023/03/14

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DX Case Sharing—ShingKong Mitsukoshi

50% increase in revenue during COVID

1. 1.5 Bn/Day for Anniversary Campaign
2. Annual GMV up to 83 Bn
3. 50% growth in terms of revenue
4. Smooth transaction process
5. Paperless Transaction
6. Payment as a Service - SKMPAY

OMO Mobile Commerce

APP & SKM PAY

Department Store Owned EC

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OMO for entertainment industry

TURN CLOUD



Highlights : the first and largest offshore entertainment facility for Japan Seibu Group

八景島水族館 2020年下半年開幕
<https://www.seibu.com.tw/>

- 高運管理系統整合線上售票
- 電子票與開運系統的連動
- 透過QR票統一管理入場
- 錢庫進銷存管理系統連動

自動化·省人化
 線上售票/線下營運管理系統整合, 現場管理及後勤對帳管理更省力。

緩解擁堵
 開通管理: 讓預先購票人員享有優先取票進入, 自避免出現購票人員的等待, 自快速消化人潮, 提升顧客滿意度。

線上售票整合
 票券土庫管理, 到一給商品上下架, 提供線上更豐富的品販售通路並觀察瀏覽動線。

年票會員
 透過會員認證購買高次門票和贈品, 可與目前買上金年票機制串接, 預購之後購買年票使用。

TC Solution

TPOS收銀服務
 包含整合現下多種金流功能提供多種支付方式, 包含信用卡, 第三方支付等

騰雲科技方案對客戶效益

- ✓ 透過擴大門票銷售管道, 可以接近不同的客戶族群。
- ✓ 擴充線上售票, 規劃促銷
- ✓ 對帳功能: 遠程分析可以讓總部隨時掌握銷售狀況

Turn Cloud Smart Retail Solution



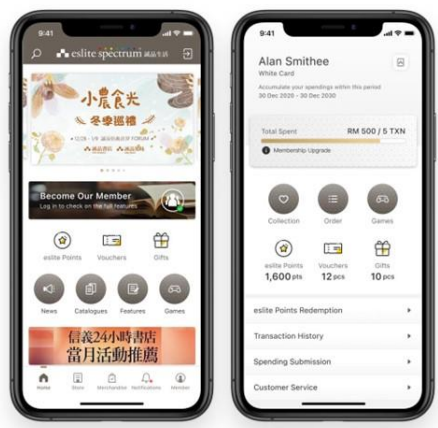
Malaysia Eslite

Project background

The first Eslite store in Southeast Asia, 'Eslite Kuala Lumpur,' opened at the end of 2022 in the Bukit Bintang shopping district, known as the 'Golden Triangle,' in Kuala Lumpur, Malaysia, at The Starhill

Solution

TPOS/ APP / Web
 TCMS/ Tshop / TCRM / Azure



AEON China AEON

Project background

AEON in China has expanded to 22 branches. To meet the future customer demands and accommodate the growth in the number of branches, in August 2022, TCMS 3.0 was officially launched, featuring added debt and credit management functions to address the financial transactions of over 4,000 counters.

Solution

Web / WPOS
TCMS/ OLink/ TCRM
微信小程序 / ㊄



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Mitsui Group OMO DX Solution Implementation

Project background

The Mitsui Group has adopted TC solution for all-in-one shopping mall experience in China/Malaysia/Taiwan. To build up a payment centric loyalty program for the department store, TC team also build up 'MitsuiPay' in Taiwan.

Solution

TPOS/ OLink/ APP / WEB / CallCenter
TCMS/ TCRM / ㊄ / 文管 / SAP / ㊄ / Azure / 設施網路建構



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Farglory Group

Project background

iFG 遠雄廣場為遠雄集團首次跨足流通業的事業體，亦為汐止區唯一的百貨商場，約 200 家品牌入駐。

Solution

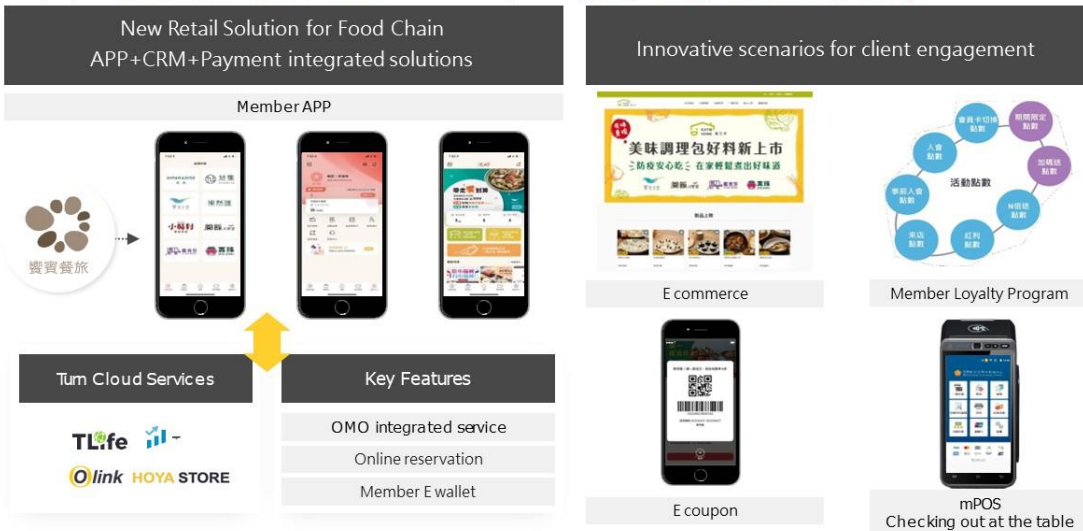
APP / WEB / TDiner
TCRM / OLink / 中台
地端主機



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DX Case Sharing—Food Chain Ecosystem

Deployed **HOYASTORE +OLink +TCRM** + cloud integration (**APP, Wallet, Reservation, POS**)



OMO for restaurant

★ E-menu/Advertisement
Cloud based CMS system

① Order Management System
Online Ordering/ SNS Ordering
Inventory Information & Reporting

② Mobile Ordering
QR code ordering
Multi-language
Loyalty Program

③ In-store Self Service Solution
Kiosk/Payment/Advertisement
Interaction/Loyalty Program
Integration

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Turn Cloud APP Solutions

統一時代百貨台北店

Dream Card
2019統一時代驚喜連發
時代漫遊世界
08/09-10/01
炎夏第三彈
避暑天堂!

1000元 抽
菲律賓度假勝地
雙人來回機票

tigerair
台灣虎航

Hi 點數: 759 Hi 點價值: 3

豐泰千惠
萬足禮盒
即日起至10/09/19
冷泡茶 2瓶
登錄免加購贈

買咖啡 買水 買紙品
我的票券 HiPay 更多功能

i rich
Enriches Your Life
Enriches Your Life
Enriches Your Life

EAT

好饗要google!!
即日起至9/6止
完成會員註冊即可抽!

我的愛吃點數 8 我的優惠券 1

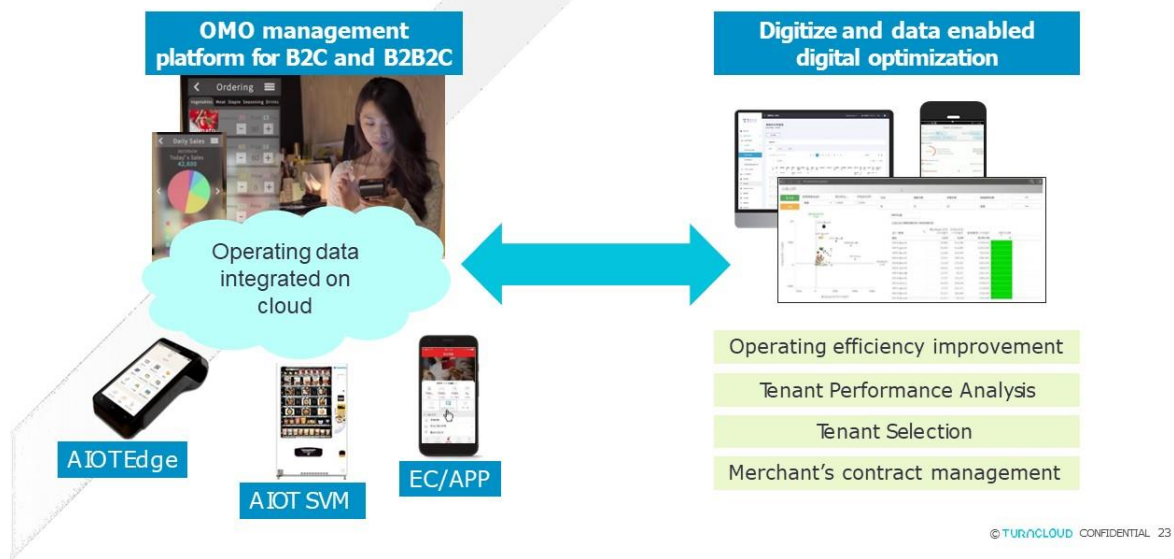
最新消息 了解更多

好饗要google!!
即日起至9/6止
完成會員註冊即可抽!

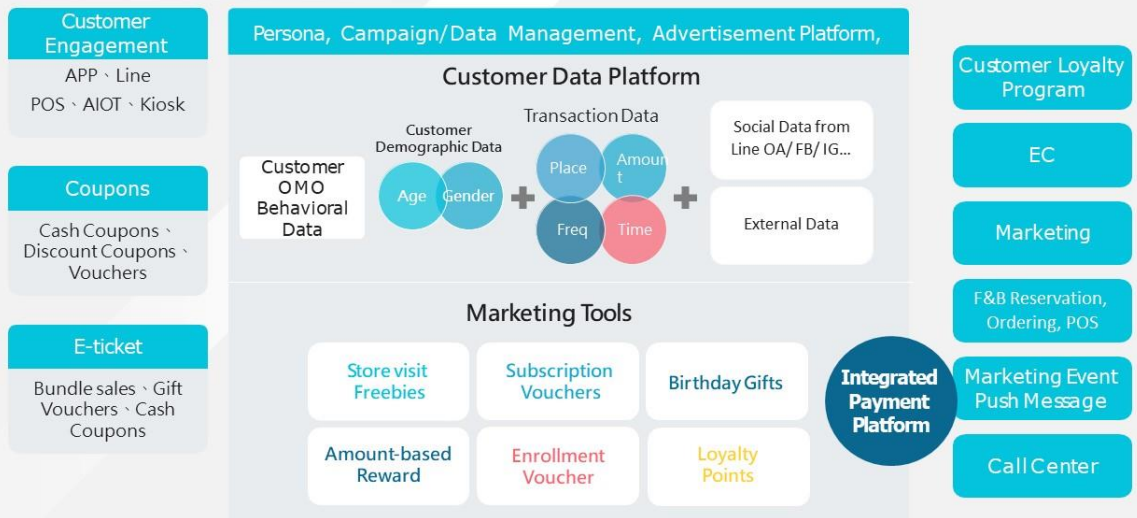
品牌介紹 小遊戲 好康優惠 線上訂位

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Turn Cloud Commercial Management Platform



TURNCLOUD' s OMO Solutions



Smart Vending Machine

All-in-one Payment Solutions



IoT Facility Management. Cloud based real time sales/inventory management

ID	Model	品牌	地址	門戶	銷售額	備用貨品數量/總貨品數量	溫度	備用貨品數量
1	TC08264004	聯華	台北市	聯華信託大樓	2%	47%PC	● 異常	2022-05-18 18:32
2	TC08264004	聯華	台北市	聯華信託大樓	0%	27%PC	● 異常	2022-05-18 18:34
3	TC08264004	聯華	台北市	聯華信託大樓	0%	0%	● 異常	2022-05-18 18:32
4	TC08264004	聯華	台北市	聯華信託大樓	0%	19%PC	● 異常	2022-05-18 18:32
5	TC08264004	聯華	台北市	聯華信託大樓	0%	0%	● 異常	2022-05-18 18:34

METVERSE engagement/transaction enablement



TURNPLUS Management Platform Demo



序號	Model	品牌商	經銷商	門戶	備用貨品	備用貨品數量	備用貨品數量/總貨品數量	溫度	備用貨品數量
1	TC08264004	聯華	聯華	聯華信託大樓	TC08264001	0.2%	0.2%	● 異常	2022-05-18 18:32
2	TC08264100	SUGP	益昌	聯華信託大樓	聯華信託大樓	0.2%	0.2%	● 異常	2022-05-18 18:32
3	BD08260008	聯華	聯華	聯華信託大樓	聯華信託大樓	0.2%	0.2%	● 異常	2022-05-18 18:32
4	BD28260008	聯華	聯華	聯華信託大樓	聯華信託大樓	0.2%	0.2%	● 異常	2022-05-18 18:32
5	TC18260008	聯華	聯華	聯華信託大樓	聯華信託大樓	0.2%	0.2%	● 異常	2022-05-18 18:32
6	TC08264004	聯華	聯華信託大樓	聯華信託大樓	聯華信託大樓	0.2%	0.2%	● 異常	2022-05-18 18:32



序號	Model	品牌	地址	門戶	銷售額	備用貨品數量/總貨品數量	溫度	備用貨品數量
1	TC08264004	聯華	台北市	聯華信託大樓	22%	47%PC	● 異常	2022-11-24 18:43:10
2	TC08263800	聯華	台北市	聯華信託大樓	19%	47%PC	● 異常	2022-11-24 18:43:10
3	TC08263800	聯華	台北市	聯華信託大樓	31%	17%PC	● 異常	2022-11-24 18:43:10
4	TC08263800	聯華	台北市	聯華信託大樓	0%	0%	● 異常	2022-11-24 18:43:10
5	TC08263800	聯華	台北市	聯華信託大樓	0%	0%	● 異常	2022-11-24 18:43:10
6	TC08263800	聯華	台北市	聯華信託大樓	0%	0%	● 異常	2022-11-24 18:43:10
7	TC08264004	聯華	台北市	聯華信託大樓	31%	37%PC	● 異常	2022-11-24 18:43:10
8	TC08264004	聯華	台北市	聯華信託大樓	31%	37%PC	● 異常	2022-11-24 18:43:10

TRIS Intelligence Analytic Platform

- ✓ Providing BI/AI tool for Customer and Operation management purpose
- ✓ Support fact-based real time decision making in Branched and HQ

TURN CLOUD
騰雲 (6870.TT)

Membership Analysis



Performance Analysis



Customer Lifetime Value Analysis



RFM Segmentation



KPI Dashboard



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TURN CLOUD

Thank you.

www.turncloud.com

+886 2 2697 3968



**Your Best Partner
to Manage Rental Property**

Rental Property Management System All-In-One Cloud & Smart Lock solution

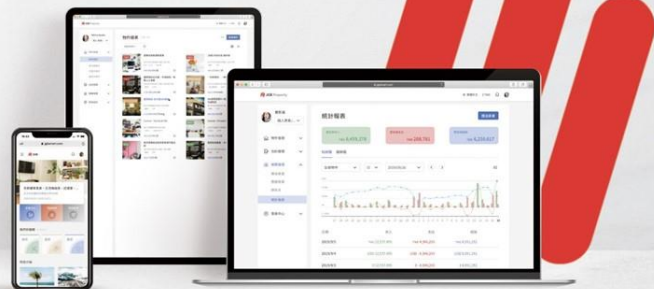
Presented by
Joanna Tien
CEO, JGB Smart Property



www.jgbsmart.com

**Your Best Partner to
Manage Rental
Property**

Rental Property Management System
All-In-One Cloud & Smart Lock solution



Agenda

- 1 Meet Our Promising Team
- 2 Knowing the Real Problem
- 3 Solution & Product
- 4 Market Size
- 5 Go to Market and Customer Acquisition Strategy
- 6 Business Model
- 7 Traction

01 Meet Our Promising Team

CEO & Core Team



Joanna Tien
CEO

Over 8 years of professional experience in global real estate investment for UK, US, JP, AU, VN, China & TW market.

Experience

- The assistant to the President of Want Want group in Shanghai for real estate development
- the manager of International Investment in leading global real estate firm, Savills

Qualification

- License of Real Estate Broker
- Master Degree in Real Estate of Taipei & Aalto University, Finland



Dohan Tsai
COO

Over 15 years of experience in housing asset management with EE background. Familiar with IoT application.

Experience

- 8 years in largest residential agency in Taiwan, Xinyi
- Won award of Best Agent by CAREB

Qualification

- License of Property Manager
- License of Building Manager
- Certificate of technician for interior wiring work
- Certificate of EPCIE IoT Engineer



Abu Yang
CTO

Over 10 years of experience in Internet & E-Commerce industry with affluent know-how of establishing & leading a team from 0-1 and maintenance.

Experience

- B&O (Furniture and Home Accessories)
- Latvi (Fashion E-Commerce)
- FHM (Fashion Magazine)

Qualification

- Frontend & Backend
- Cross border E-Commerce
- AWS
- Online payments solution



5

Team Background

years of 05	Global Real Estate Investment Experience London, New York, Tokyo, Osaka, Shanghai, Vietnam, Melbourne, Vancouver, etc
years of 10	Cloud Service & E-Commerce Experience Cross countries E-commerce capability
years of 15	Property & Facility Management Experience Strong local connections of real estate agents, property managers, and all kind of vendors

Acquired investment of more than 800,000 US dollars from the National Development Fund and Angel investors.

JGB Background

- Broker certificate
- International Certificate
- Residential Administrator License
- Apartment Building Manager License
- Brokerage Salesperson License

has held more than 80 seminars and VIP events
conclude more than 180 overseas real estate investment
with total amount of more than USD 100 million per year.

Cross-border Real Estate Transactions

Handling: London, Vancouver, New Zealand, Melbourne, Brisbane, Tokyo, Osaka, Ho Chi Minh, and more is coming.

02 Knowing the Real Problem



Have you ever been a tenant ?

You may encounter...



Ceiling leakage



Clogged toilet



Broken
air-conditioner



Clogged pipes



Broken
water heater



Mess caused by
the former tenant

Endless communication

with landlords, tenants & vendors



Lots of paper & finance statements

Which tenant ? Which apartment?



Knowing PROPERTY MANAGER PROBLEMs



So many unpaid rental and utility invoices

there's still no system to allow them to pay the bill online. The managers need to spend huge effort to cross check the payment received or not



So many complaints

We know property managers face big challenges! In order to maintain long-term efficiency, property value, and community reputation, property managers must live up to evolving resident expectations. Doing that with limited resources - can be hard.



So many paper works and unorganized data sources

Most Property Management Software are ineffective. Being spread across so many different windows and applications creates easily avoidable mistakes that only add to daily stress!



So much increasing operation costs

In order to maintain good services, more staffs must be hired to cope up with a high expectation. As a result, more payrolls must be paid but the problems are still existing. Can the more manpower OFFER ANY SOLUTIONS?



So many repair orders

A lack of efficient system to notify, remind and register for each repair items. Managers spend so much time in communicating with vendors, tenants, and homeowners.

11

Knowing PROPERTY MANAGER PROBLEMs



Expensive



Lack of oversight and insight



Time-consuming



Inaccessible information



Opaque



Lack of visibility across portfolio

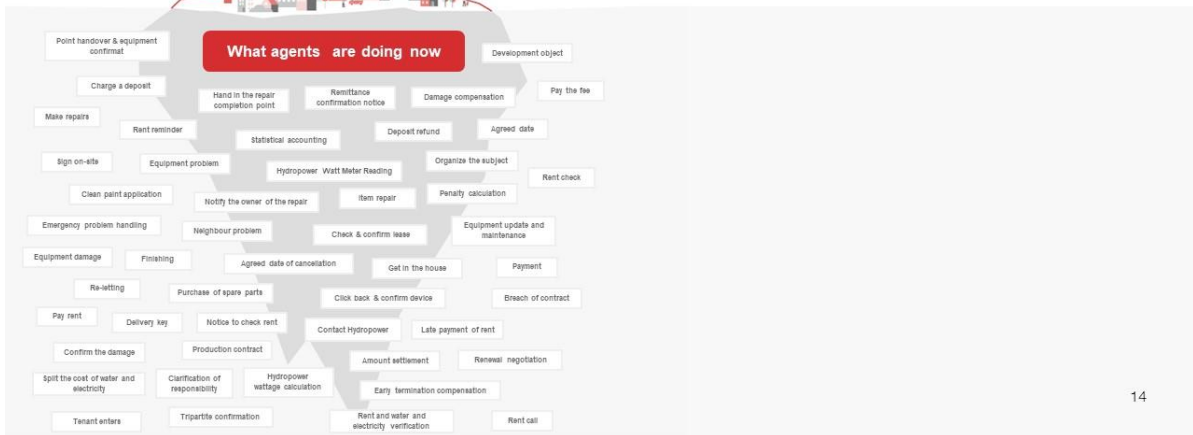
12



**What you see,
Just the tip of the iceberg**



**What you see,
Just the tip of the iceberg**



03 Solution & Product

Enable Management 7–10X Capacity



PMS | Property Management Software

A automation & mobility property management and data analytics platform to efficiently manage and track real estate portfolio data



Save Money

- Reduce total staff count
- Rent out properties faster
- Automated price reference from multiple vendors



Save Time

- Automate repetitive tasks
- Digitize and outsource manual tasks
- Instantly search and lookup data



Promote Transparency

- Access to all your information instantly
- Receive automated reports
- Permission management for tenants

Enable Management 7-10X Capacity

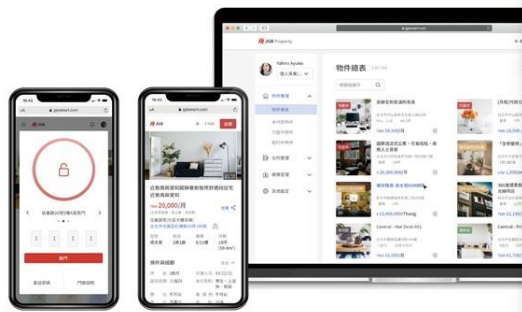
Save Time & Money

Automation & Mobility







17

6 Core Features JGB PMS

Cloud System with Real Time Data Analysis



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 <p>720 VR Property Ads</p> <p>Optimize your listings and online presence to improve the performance</p>	 <p>E Leasing Contract</p> <p>Online smart agreement. Faster & precisely by signing leases on the spot from a mobile device.</p>	 <p>Finance Analysis</p> <p>Support Online & Cash for rental, utilities payment. Cut out the hassle of paper checks and manual data entry</p>
 <p>Tenants & Members</p> <p>Create a repeatable, reliable process to keep tenants satisfied</p>	 <p>Online Repair Orders</p> <p>Solve maintenance issues quickly and efficiently</p>	 <p>Smart Lock, IoT device</p> <p>Automated notice to make the management more easily</p>

The only one company in Taiwan to connect multiple banks & multiple hardware IOTs
 One-stop rental management system



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JGB Targets the Residential Market



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— Target Clients



Rental Property Mngt Firms

small and medium-sized PM firms



Real Estate Agencies

small and medium-sized agencies as first stage

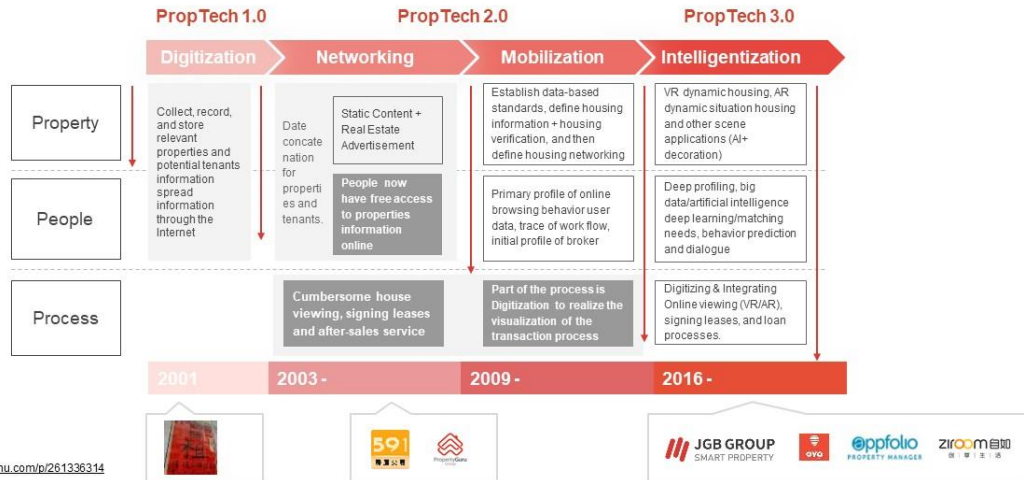
For this industry and rental property segment. It's Lack of transparency. Lack of standardization and automation. Small and medium-sized PM firms are the majority in the market.

21

04 Market Size

PropTech = Property + Technology

We'll exploit the technology to create new solutions for the development of real estate industry. Traditional industries give new life.



<https://zhuanlan.zhihu.com/p/261336314>

Global Property Management Competitor Analysis

Most of the competitors in the market, they do not have residential PMS system in S.E.A. (Southeast Asia) market

Region	US	China	S.E.A.
Population	327,000,000	1,400,000,000	650,000,000
PropTech 2.0 Company (Advertising Platform)	 NASDAQ : ZG 25,780,000,000 USD	 NYSE : BEKE 24,960,000,000 USD	 Valuation (2021) 1,000,000,000 USD
PropTech 3.0 PMS (管理系统)	 NASDAQ : APPF 4,500,000,000 USD	 Valuation (2021) 1,000,000,000 USD	Chance

05 Business Model

Target MARKET size

PMS market for long term residential market in S.E.A. market is promising.



Total Addressable Market

S.E.A. population in leasing market (9% of S.E.A. population 650,000,000)

58,000,000

Serviceable Available Market

Estimate 50% be managed by agency/ corp

29,000,000

PMS annual revenue

1.04 Billion

(29M * USD 3 * 12mths)

Use SaaS Subscription Cloud Service System

Target 90% of small and medium-sized(SME) businesses in the market - high flexibility and fast digital transformation



27

Revenue Model



06 Traction

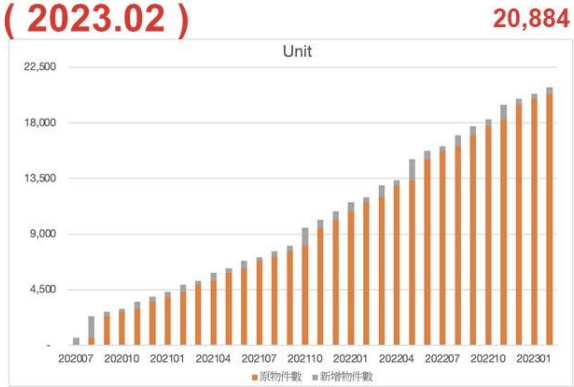
JGB Smart Property



Service & Clients
Taiwan
Vietnam
Philippines
Cambodia
Malaysia
Thailand

Holding Company
Singapore

JGB Customer Massive Growth Performance (2023.02)



	2020	2021	2022 (Until June)	YoY
Monthly PMS fee Per unit	(USD 0.4) TWD 12	(USD 1.5) TWD 45	(USD 2.74) TWD 82.3	3.75
Retention Rate (Paid clients in Aug 2021)			90%	

Comparison of JGB and other competing brands in Taiwan market

Statistics of the number of listings



Source: CHOUSE official website, Airbnb Inc (AIRBNB) income statement

32

Industries, Government, & Academic Awards and Achievements

Highest Honor Gold Award in 2021 d&I awards

The 13th Taipei International Computer Show Innovation Design Award COMPUTEX d&I awards, JGB beat the encirclement of Acer, Gigabyte, Asus, ADATA, AUO and other companies.

Awarded of Taipei Prominent Enterprise Award

Taipei City Government has linked the activities of various entrepreneurial bases in Taipei City, looking forward to showing the new trends and kinetic energy of various industries.

AWS TOP 30 Startups

AWS ITIC Cloud Challenge held by AWS & ITIC, August 2019



Awarded of IAPS AWARD in 2021

IAPS coaches new startups, builds business opportunities such as international links and corporate matchmaking, establishes a complete accelerator ecosystem, and creates investment value.

Young Research Innovation Award from Pan Wen Yuan Foundation

The Pan Wen Yuan Cultural and Educational Foundation commends Chinese Americans who have made contributions to the fields of electronics, information, and communications

Strategic Partner with Acer

Acer AOpen Company SmartBuilding Strategic partners

2020.09.08

JGB was personally visited by President Su of the Executive Yuan. JGB cloud one-stop rental management system can solve the management problems of the rental industry and help the implementation of the national housing justice policy.

2021.01.06

Invited by the Deputy Minister of the Ministry of the Interior, and held an inter-ministerial meeting with the Department of Land Affairs of M.O.I., Construction and Planning Agency, MOI, HURC and the 6 main cities Leasing Associations to discuss how to implement digital cloud management into public housing and lease management industry.



JGB's Customer

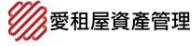
玖樓 9floor | Co-living apartment brand

Co-living Co. Ltd
<https://www.jgbsmart.com/p/9floor/rent/residential>

9floor

9floor was established in 2015, when it was impossible to rent a decent house in Taipei. Their brand spirit is: "House is rented, life is not". 9floor started to renovate 10 old apartments, creating living rooms and kitchens into semi-open spaces similar to cafes. The simple design attracted more than 100 students, office workers, freelancers and foreigners who came to Taipei to seek their dreams. The new property management model has also attracted many homeowners to cooperate and set off a new trend of renovating old houses. The new rental model of "living together" is to hope that it can unite the community and create quality of life in rental housing.





Love Rent 愛租屋 is a property management company that manages landlords' properties in the Taichung area.

They are a property management company that provides rental services (brokerage).

The "Love" rental environment brings a loving environment to everyone who is working outside. We are here with a mission to build a loving home for you.



The New Taipei City Housing and Urban Regeneration Center is the first in Taiwan to specialize in social housing operations and urban renewal. Through an entrepreneurial business model and the professionals, it is expected to improve the quality of social housing management operations while driving public and private urban renewal, to meet the vision of "live and work in peace and contentment". To achieve this, the Center became a professional third party to strengthen the coordination and trust between the public and private sectors.





A real estate sales and brokerage company in the Philippines. Engaged in residential and commercial properties, we are committed to providing domestic and international services to make cross-border real estate transactions easier by providing the best solutions and technology to solve remote off-site and on-site transactions. Your investment progress is our success!



RED612 Home | Taipei
Co-Founder Mr. Su

“

The founder of JGB, who has rental industry background and she understands the pain points of this industry very well. Plus her sharp insights, she leverages her expertise to help us to solve a lot of annoying problems.

”

What used to be tough was that I have to sacrificed my leisure time to take potential tenants to view housing, the worst part is blowing me off and it happens quite frequently. After I start using JGB Smart Property, this property management system has definitely upgraded my rental career!

38



Love Rent | Taichung
CEO Ms. Lee

“

It is truly a bless that I can meet JGB Smart Property! I used to answer 170 tenant's phone calls daily, now I just need to communicate with them via this platform, it makes my real estate career much easier!

”

I won't say being a real estate manager is an easy job. There are a lot of tenant problems, and the traditional management ways are not really efficiency. Therefore I am extremely grateful all the features that JGB Smart Property has provided so far.

39

The Only Real Estate Rental System in S.E.A that covers the Integration of the Overall Vertical Industry



Ecosystem

Ecosystem of Home value-added services & e-commerce

Not only create the PMS system,
but also launch a perfect residential ecosystem.



Your Best Partner to Manage the Rental Property

Thanks for your attention.

Contact Us



Joanna Tien, CEO

Joanna.tien@jgbsmart.com
+886 912 873 873
+6 011 5420 5798

www.jgbsmart.com

+886 2 7730 5580

service@jgbsmart.com

6F, No.335, RuiGuang Rd,

Neihu Dist., Taipei City 114, Taiwan



jgbsmart.com



JGB Smart Property



[@jgbsmart](https://www.instagram.com/jgbsmart)





Everbiz Industrial CO., Ltd.

Certifications
IATF 16949 · ISO 9001 · ISO 14001 · ISO 50001 · ISO 27001 · ISO 14064-1 · ISO 14067 · UL · IPC/WHMA-A-620 · IPC J-STD-001 · IPC-A-610

Employees
200s

Skills
Laboratory · Digital Transformation · Smart Manufacturing · Green Supply Chain ...

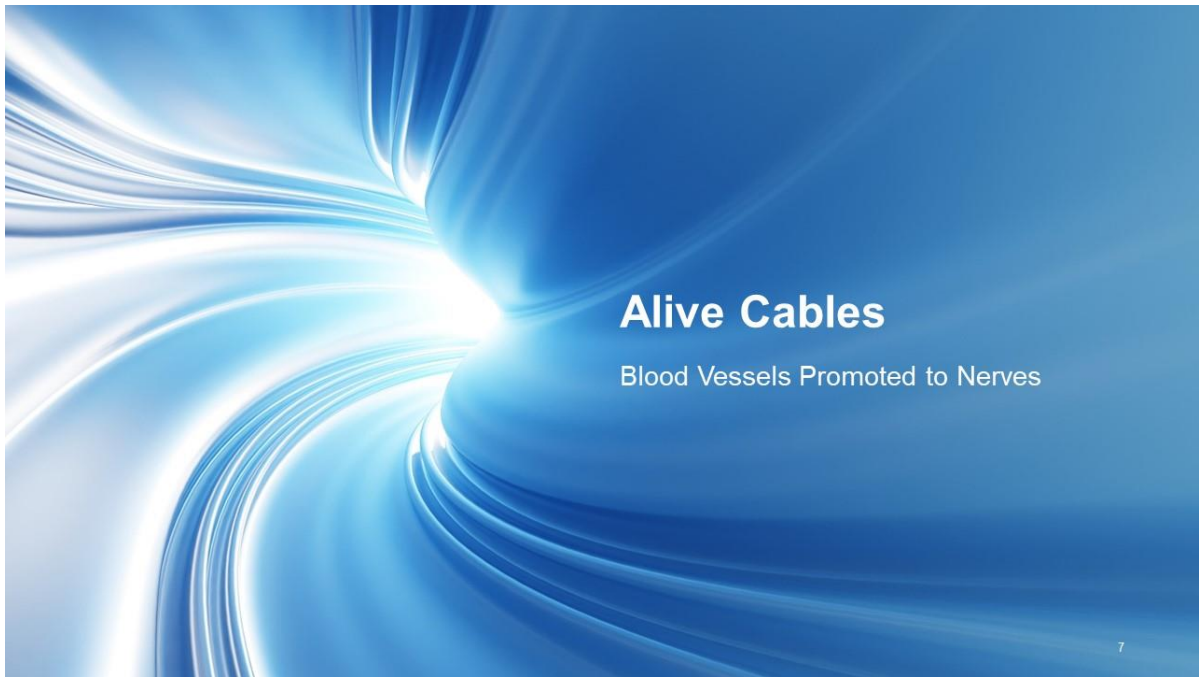
Established
1990s'

Capital
60 Million

Industrial
Vehicle · Medical Equipment · Industry Equipment · Sensor · Military · Video

The infographic features a central circular image of various colored cables and connectors. Surrounding this central image are six circular icons: a yellow circle with a certificate icon for Certifications, a blue circle with a person icon for Employees, a blue circle with a battery icon for Skills, a blue circle with a calendar icon for Established, a yellow circle with a dollar sign icon for Capital, and a blue circle with a folder icon for Industrial.





Wireless Sensing Pain Points

- Signal Interference
 - The signal of the wireless sensor is easily interfered by other wireless devices, resulting in unstable data transmission.
- Energy Costs
 - Wireless sensors have limited battery capacity, and energy consumption management needs to be optimized to extend battery life.
 - Battery-less installations require power, which may not be available at every sensor's point.
- Safety
 - Data transmission from wireless sensors needs to protect privacy and security to prevent hacker attacks or data leakage.
- Cost
 - Electronic devices have many components and are expensive. Even Industrial level units is cost more.
 - The settings are complicated. Once the power is tripped, the device needs to be reset.



9

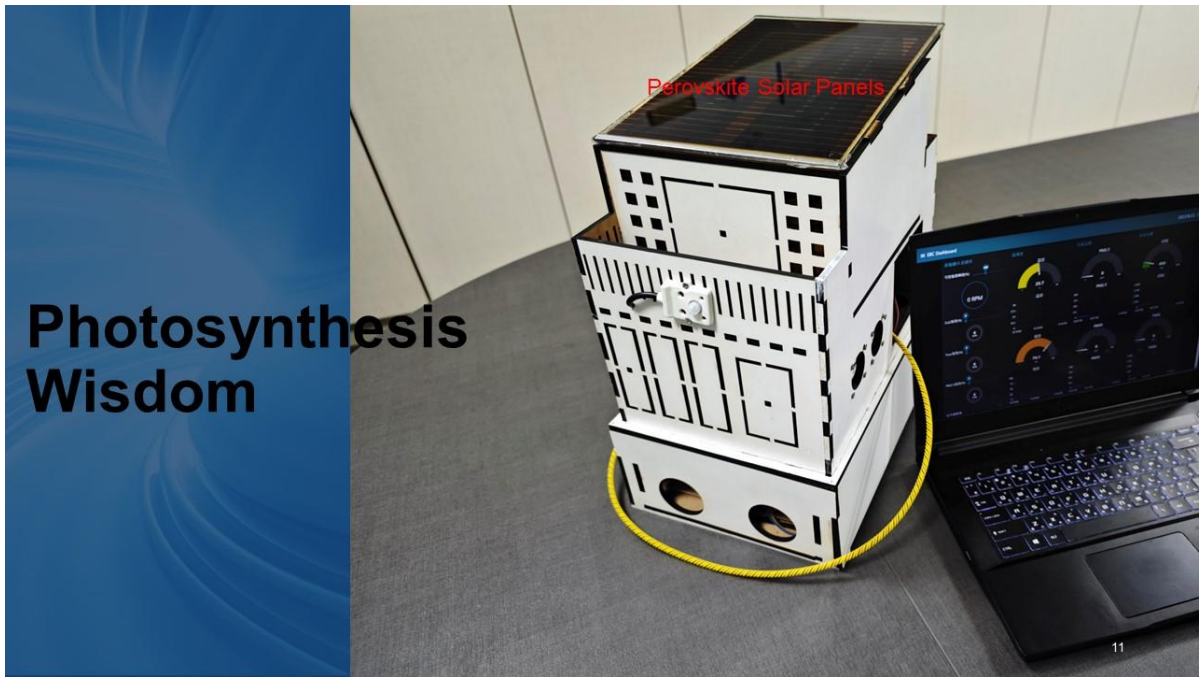
Self-Powered Smart

Light is Wisdom

10

Photosynthesis Wisdom

Perovskite Solar Panels



Dashboard

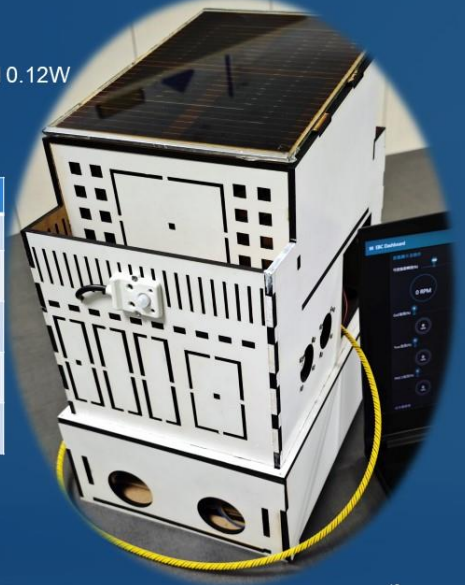


12

Perovskite Application

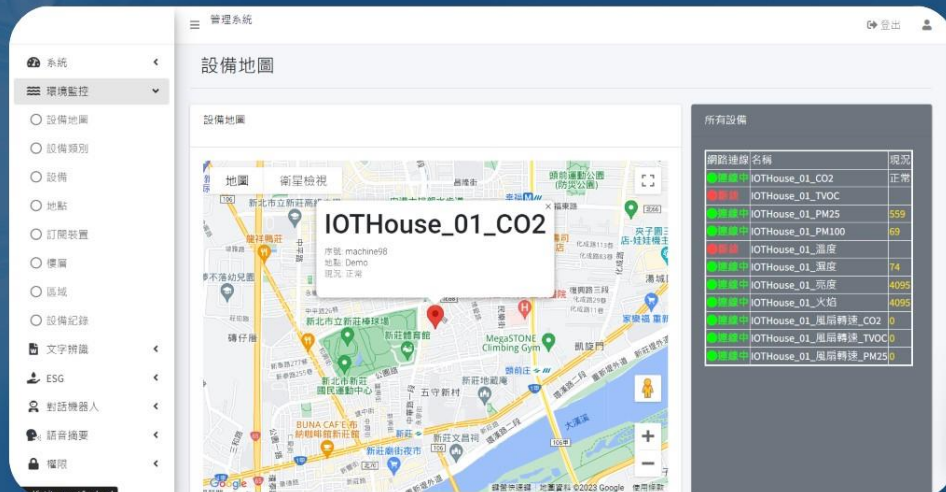
- 30cm x 21cm = 630cm² Perovskite's Panel in 1000 Lux is around 0.12W
- Smart Device Power Consumption is around 1.5 W / Sec

Factory		
Place	Illumination	Pieces
Inspection, Analysis	3000 ~ 1500	7 pcs (2000 LUX) 0.441m ²
Assembly Work, Testing, Detailed Work	1500 ~ 750	13 pcs (1000 LUX) 0.819m ²
General Work	750 ~ 300	25 pcs (500 LUX) 1.575m ²
Packaging, Warehouse	300 ~ 150	125 pcs (100 LUX) 7.875m ²



13

Sensor's Numbers in Cloud



15

Transformers Butler

GPT's mind Assist

Sensor's Numbers in Cloud

The screenshot displays a web-based management system interface. On the left is a navigation menu with options like '系統', '環境監控', '設備地圖', '設備類別', '地點', '訂閱裝置', '儀錶', '區域', '設備紀錄', '文字辨識', 'ESG', '對話機器人', '語音摘要', and '權限'. The main area is titled '設備地圖' and shows a map with a red pin for 'IOTHouse_01_CO2'. A table on the right lists sensor data for various devices.

網路連線名稱	現況
IOTHouse_01_CO2	正常
IOTHouse_01_TVOC	正常
IOTHouse_01_PM25	559
IOTHouse_01_PM100	69
IOTHouse_01_溫度	74
IOTHouse_01_濕度	4095
IOTHouse_01_火焰	4095
IOTHouse_01_風扇轉速_CO2	0
IOTHouse_01_風扇轉速_TVOC	0
IOTHouse_01_風扇轉速_PM25	0

ChatGPT Q&A



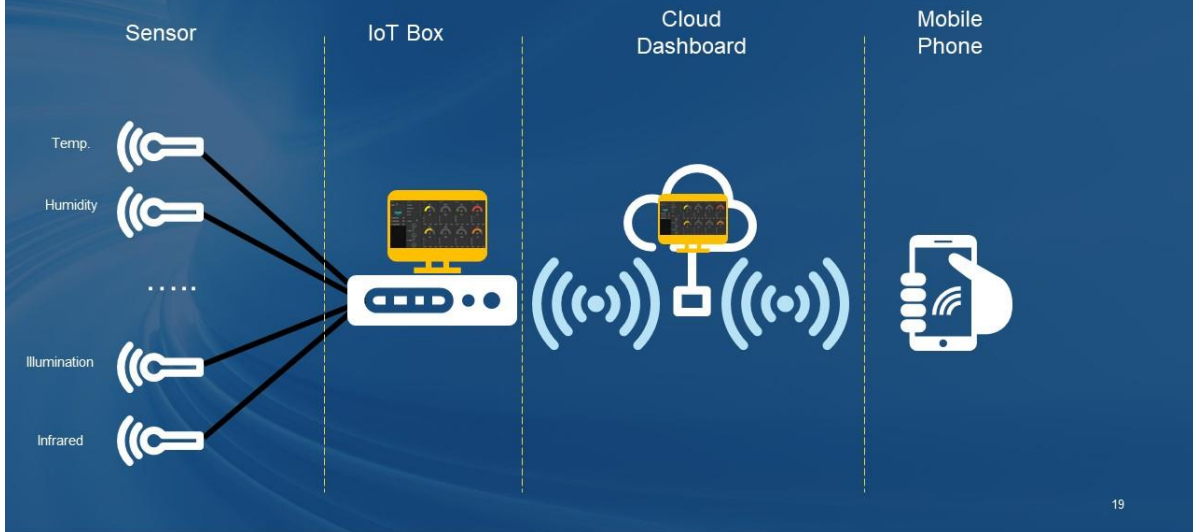
17

System Architecture

How it work?

18

Smart Monitor System Architecture



Sensor's Numbers in Cloud

The screenshot shows a web management system interface with a sidebar menu and a main content area. The main content area displays a map titled "設備地圖" (Device Map) with a specific device highlighted: "IOTHouse_01_CO2". To the right of the map is a table titled "所有設備" (All Devices) listing various sensors and their status.

網路連線名稱	現況
IOTHouse_01_CO2	正常
IOTHouse_01_TVOC	正常
IOTHouse_01_PM25	559
IOTHouse_01_PM100	69
IOTHouse_01_溫度	74
IOTHouse_01_濕度	4095
IOTHouse_01_火焰	4095
IOTHouse_01_風扇轉速_CO2	0
IOTHouse_01_風扇轉速_TVOC	0
IOTHouse_01_風扇轉速_PM25	0

ChatGPT Q&A



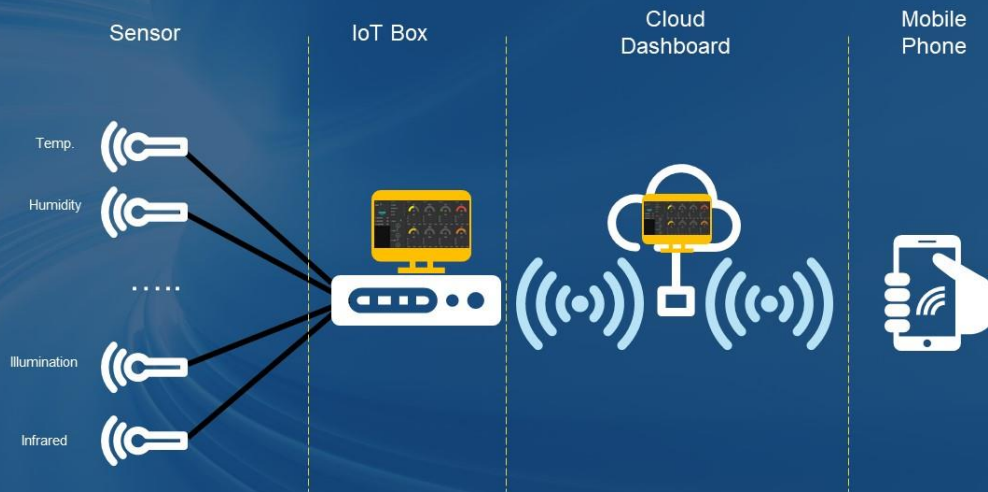
21

System Architecture

How it work?

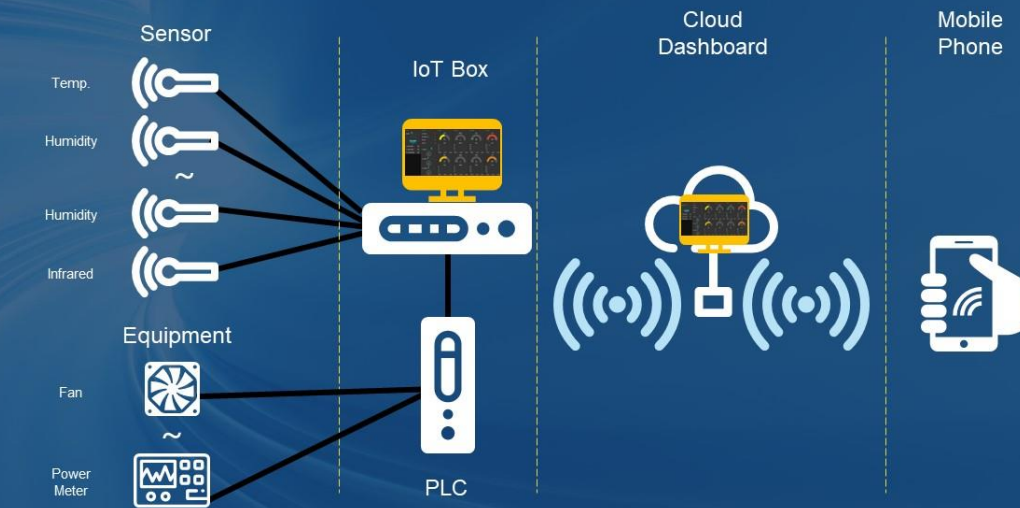
22

Smart Monitor System Architecture



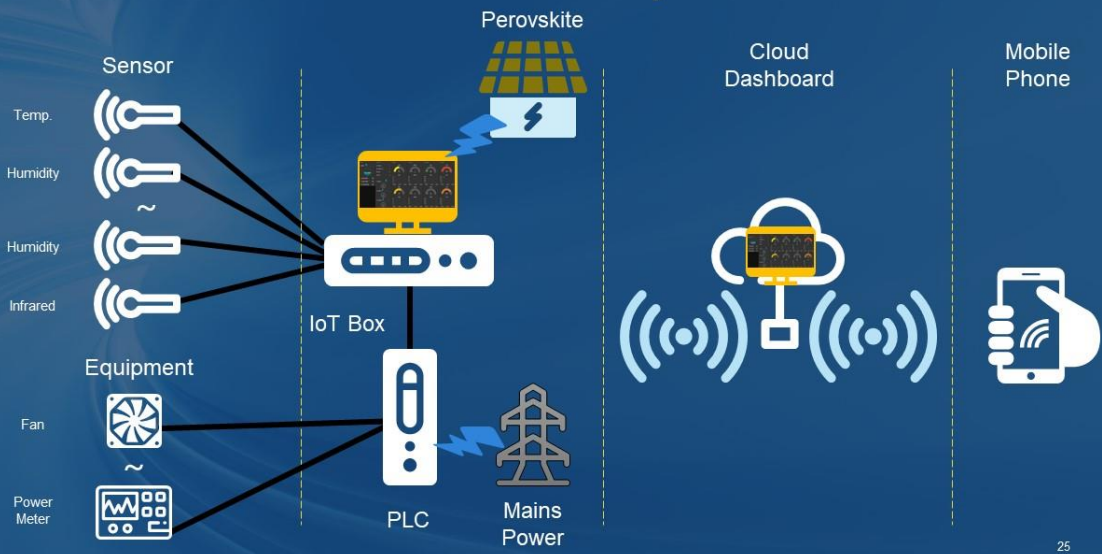
23

Smart Monitor & Control System Architecture



24

Self-Power Smart Monitor & Control System Architecture





Company Profile



FETC Established 2004	2014 RFID MLFF ETC	Core Service TaaS Service PaaS Service
------------------------------------	---------------------------------	---



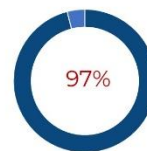
Vehicle Detection Rate



Toll Collectable Rate



Billing Accuracy Rate
















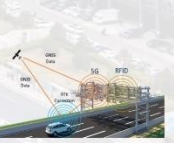


Customer Satisfaction Rate

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Seamless Migration Experience from MTC to MLFF



Toll Plaza Lane-based Tolling		MLFF Distance-based Tolling		RFID Parking	5G / RFID Tolling
Co-exist ETC Services	Co-exist ETC Services	Co-exist ETC Services	Digital Service Platform	Smart Parking Drive-Park-Destination	V2X Vehicle-to-Infrastructure Vehicle-to-People
 MTC	 MTC	 Video Toll ETC	 Video Toll ETC		
 Smart Tag ETC	 Smart Tag ETC	 Smart Tag ETC	 RFID ETC	 RFID	 C-V2X Module RFID
 Taiwan ETC 2006-2010	 Taiwan ETC 2011-2013	 Taiwan ETC 2013	 Taiwan ETC 2014-present	 Taiwan Smart Parking 2016-present	 Taiwan 5G POC 2021-present

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MLFF ETC Benefits_ Throughputs Increase, Less Congestion



Before



After



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MLFF ETC Benefits _ Throughputs Increase



- Free Flow Traffic & Increase Traffic Throughputs
- Carbon Emissions Reduction
- Fuel and Energy Saving
- Travel Time Saving

	2014/01 (the beginning of ETC)	2016/07	Throughput increase
Daily average transactions	13,158,031	16,053,632	+22.0%

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Thailand AI enabled M-Flow ETC



Thailand M-flow Project
First MLFF Gantry in Thailand

FETCi provides
roadside system & back office
RFID MLFF ETC
AI Vehicle Recognition

Thailand MOT supports
M-Flow Implementation
Aims to remove all toll booths



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AI LPR Solution



- ✓ TOR KPI: 90%
- ✓ FETCi > 98.22% (Proved by DoH)
- ✓ Challenges:



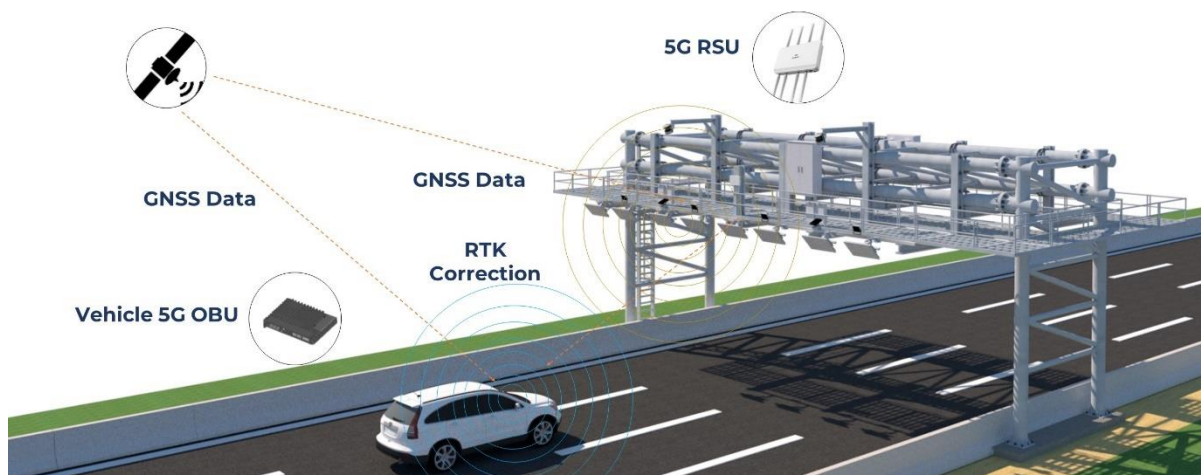
1. Similar Character
2. Province
3. Background Colors

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5G V2X + MLFF ETC Duo Mode Tolling



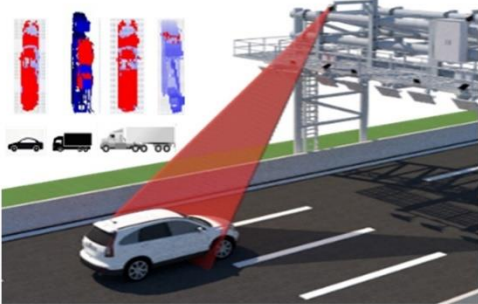
Smart Transportation Innovation



AI Vehicle Classification Solution



LiDAR based Vehicle Classification

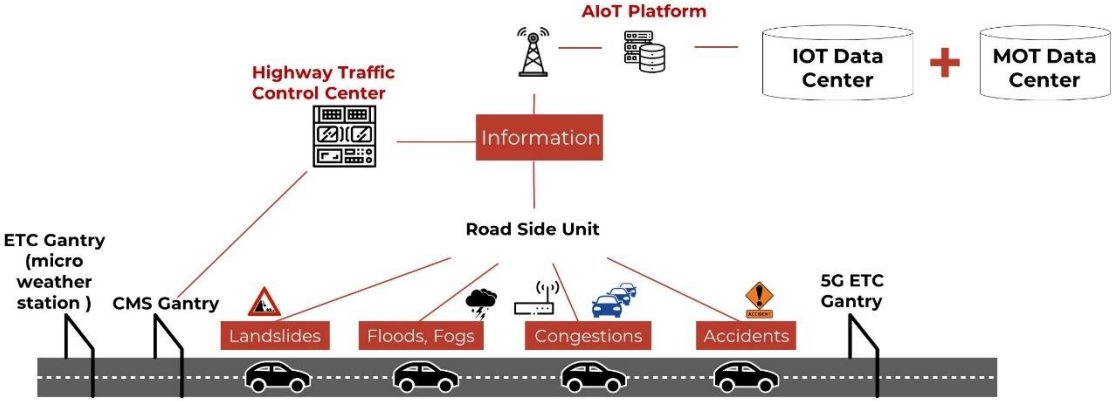


Machine Vision Based Axle Counter



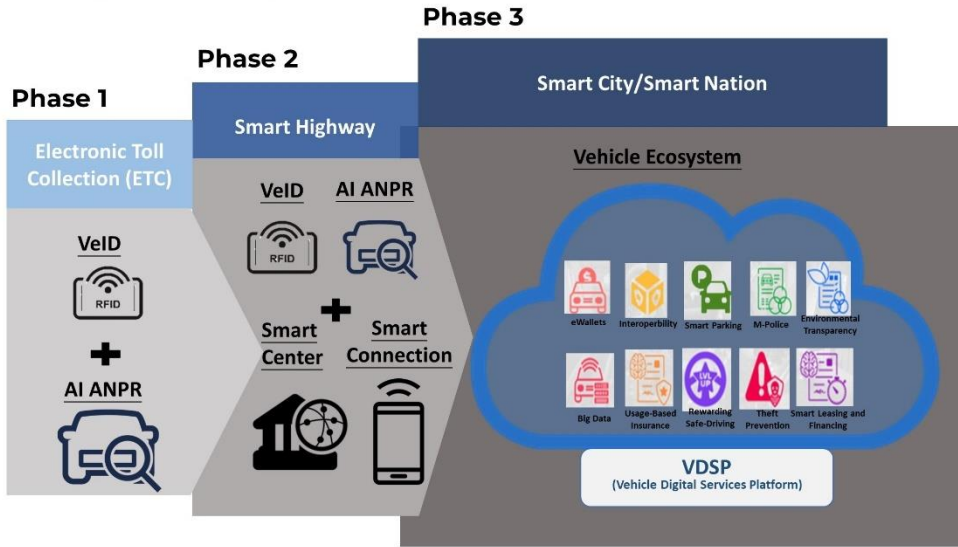
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Building Smart Highway with V2X



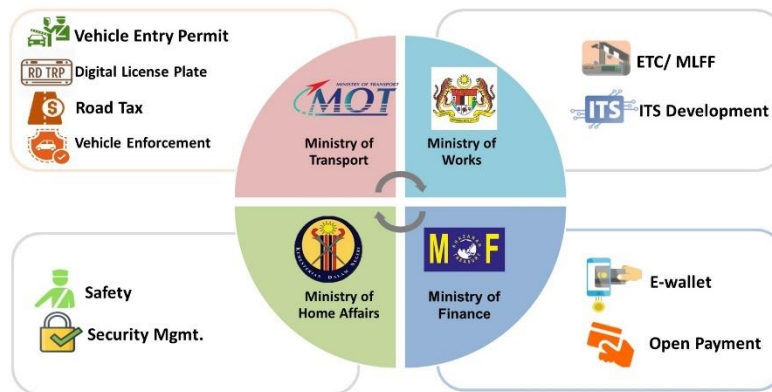
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Road to Digital Malaysia_ From ETC To Smart Nation



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Road to Digital Malaysia



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FETC International Co.,Ltd.

www.fetci.com

Global Headquarters

15F., No.16, Xinzhan Rd., Banqiao
Dist., New Taipei City 220, Taiwan

T +886-2-7710-6666

F +886-2-7717-0015

E Service@fetci.com



ACBEL POLYTECH INC.

Reliable Hybrid AMI (Advanced Meter Infrastructure) Solution

Stan Chuang
Stan_Chuang@acbel.com
2023/9/20



ACBEL POLYTECH INC.

- Since 1981
- One of the leading developers, manufactures and sellers of power management solutions in the world.
- Products: Power Supply Solutions, Smart Green Energy Service, EV Power Solutions



2

Business Visions



- Advanced Technology
- Diversifications
- Strategic Partnerships

EV Power Solutions

Smart Green Energy Service

Power Supply Solutions



3

Taiwan AMI Roadmap (AcBel took 30% market share)



Before 2035, Total 17M smart meters will be installed in Taiwan



4

AcBel in Taiwan

Smart Meter

Delivery Over 1M Smart Meter
Installed 600K until end of 2022

Communication Solution

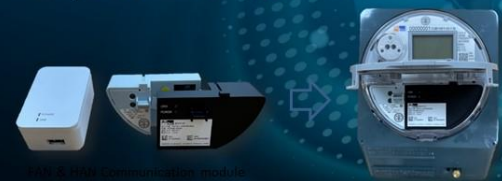
98% meter reading successful rate



AcBel Smart Meter & Communication Solution



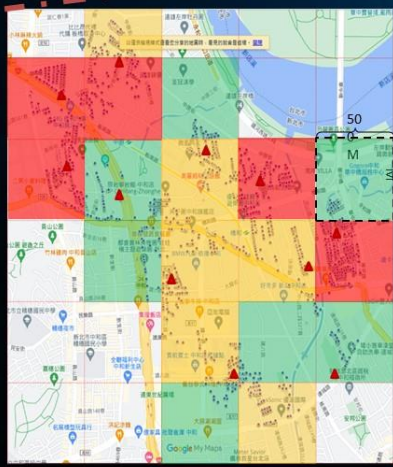
ANSI/IEC Standard Smart Meter



Hybrid Communication Solution
RF/PLC/LTE/NB-IOT/Cat-M1

Site Survey & Network Planning

Deploy Meter site survey and calculate network density.



Survey impact RF signal constructions and power pole location.



Measure and record RF work band signal strength and background noise.

Real case 1:

Bureau of Energy - Smart Meter Pilot Project (2013 Minsheng Dist., Taipei City)



能源局智慧電表先導計畫(民生社區場域)

MV PLC Head End Cabinet
(Mount FTU right side)



FTU-9212
Fiber Access point



PLC HE cabinet



SM62
Main Switch Cabinet

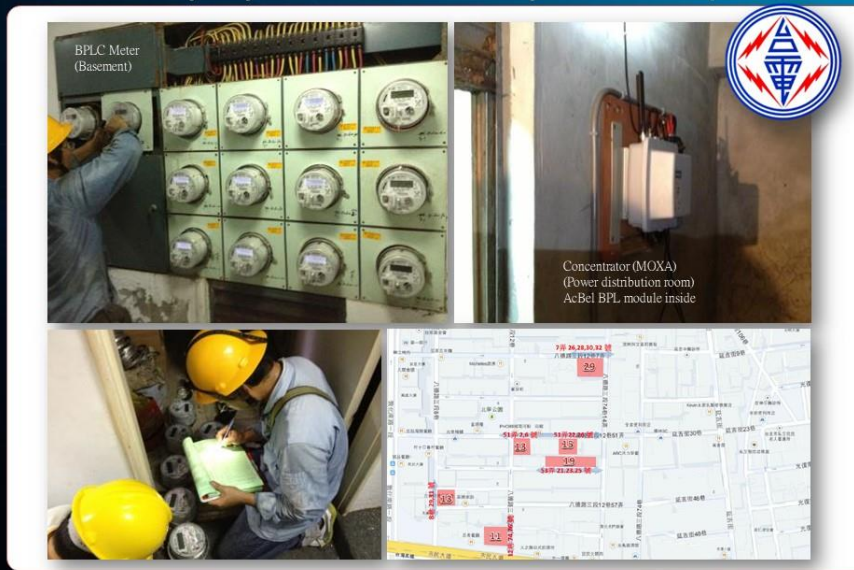


AC Power & Fiber
Cable

PLC Coupling Signal
cable (RG-58AU)

Real Case 2: Taiwan Power Company First AMI Pilot Project in 2013 (3010 Meters)

AcBel



Meter room in basement or each floor in Taipei

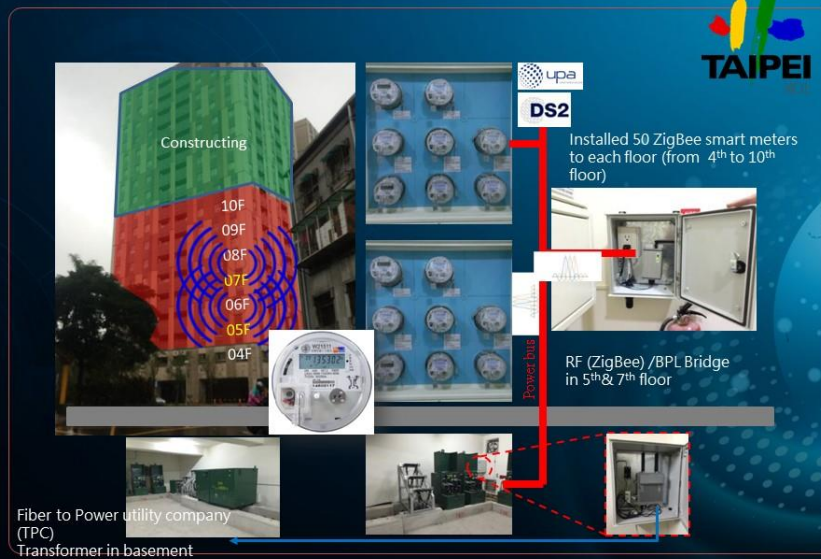
AcBel



Real case 3: Public housing smart meter project in Taipei 2015



Real case 3: Public Housing Smart Meter Project in Taipei 2015



Real Case 4:
AMI System Project in PongHu ,Taiwan
 With all AcBel products include installation and Maintenance.

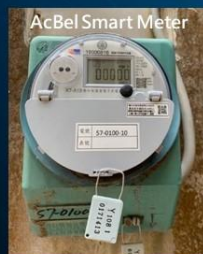


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AcBel Reliable Hybrid AMI Solution



Smart Meter installation



AcBel Smart Meter



AcBel Engineering team

- Since 2019, AcBel has provided **over 1M smart meters** for Taiwan power company.
- At the same time, AcBel provides **communication devices and consultation service** to the Sler around the world.
- AcBel is committed to delivering high-quality products and reliable solutions that meet our customer' s need and satisfaction.



Manufacturing team



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Stan Chuang
Stan_Chuang@acbel.com



Steven Chen

Whatsapp : +886-928235836

Mission of Intelligent Transportation System

Demands from urbanization, economics and surge of EV

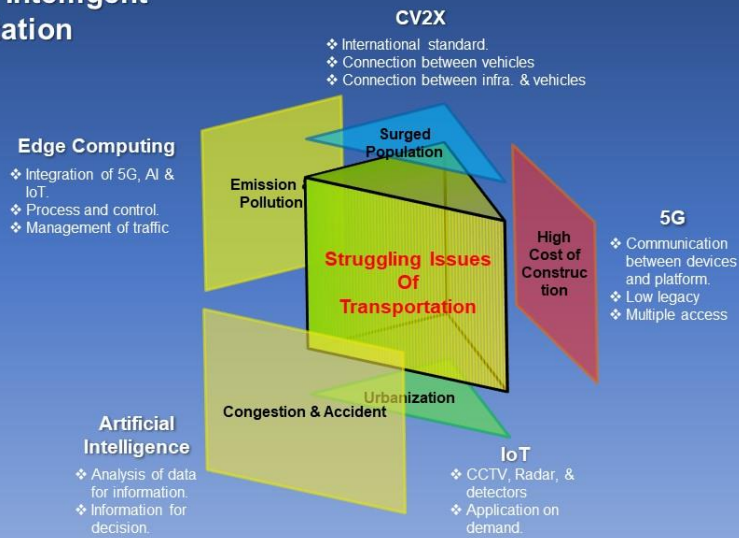
- **Efficiency**
Making traffic moving faster by dynamic monitoring and traffic control.
- **Safety**
Protecting all users, including vehicles and pedestrians from accidents and violation.
- **Management**
Collecting the data by IoT on infrastructure for transportation management.





What is CV2X? (Cellular Vehicle to Everything)

Introduction of Intelligent Transportation



Definition

The automotive industry's future relies on the communication capabilities of vehicles, and the CV2X is an international communication standard of vehicles to lead the industry forward.

CV2X is a relatively new technical standard, which belongs to the 3GPP organization and can operate on the 5.9GHz Intelligent Transportation (ITS) spectrum, including:

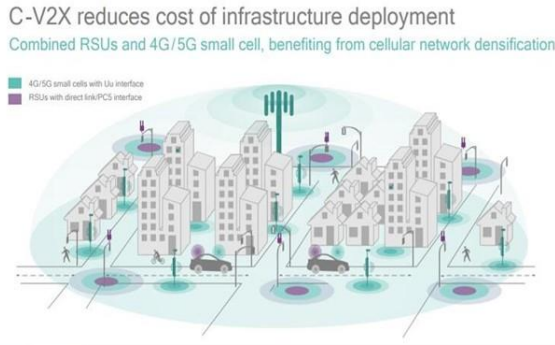
- V2V – Vehicle to Vehicle
- V2P – Vehicle to Pedestrian
- V2N – Vehicle to Network
- V2I – Vehicle to Infrastructure

CV2X is promoted by hundreds of companies, including automakers, mobile operators, semiconductor companies, telecom suppliers, and road operators.

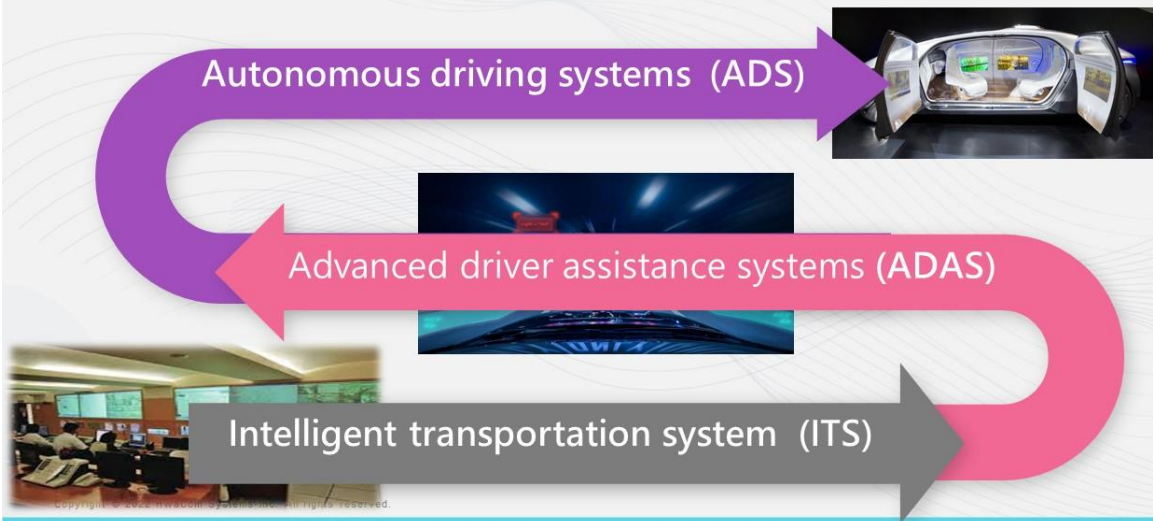
C-V2X reduces cost of infrastructure deployment

Working through RSU and 4G/5G small cell, taking advantage of cellular network and highly compatible to existed infrastructure, it reduces the cost and enhance the performance of transportation.

Leveraging high speed, high reliability and low latency of 5G NR, it delivers real-time management, 3D map and autonomous driving.



ITS is the foundation of ADAS and ADS

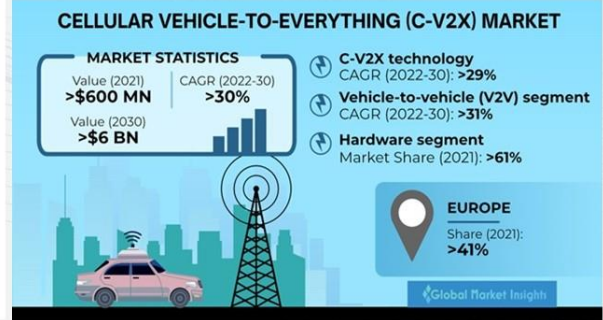
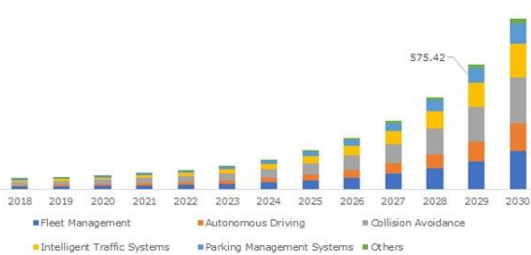


Vehicle-to-everything (V2X) Market Forecast

Engines to push ITS and its market potential

- To improve **road safety**, energy saving, and efficiency will increase the demand for V2X technology
- The **market share of V2X** and the improvement of the **intelligence degree** in cities will accelerate the market forward.
- The V2X market share will benefit from the 5G and AI technology development, as well as the C-V2X technology, semi-autonomous and autonomous vehicles growing.

Global Cellular Vehicle-to-Everything (C-V2X) Market Size, By Application, 2018 - 2030 (USD Million)



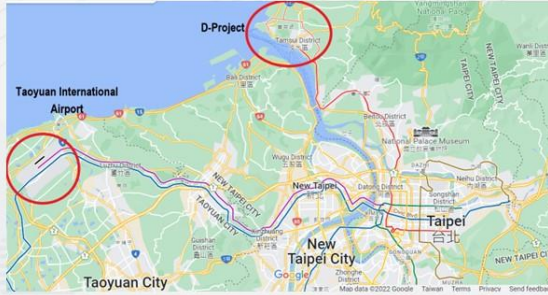
Implementation of CV2X In Dan-hai City – D Project

By

The Ministry of Transportation & Communication
HwaCom System Inc.

Intelligent Transportation & CV2X --- D-Project

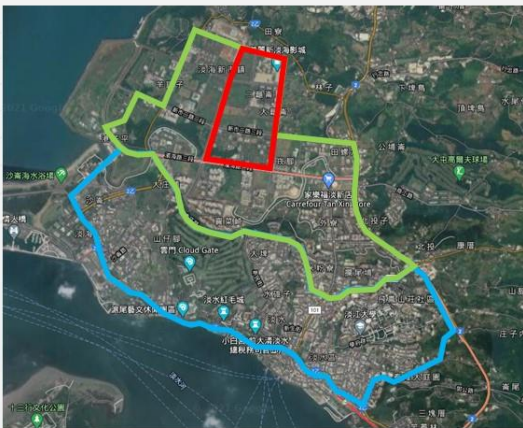
Working with the Ministry of Transportation of Taiwan for the compliance of international standard for CV2X in Taiwan.



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Building C-ITS Smart Road Concept City



Phase one (109-110)

- Establish the V2X standard of domestic - **TCROS**, to keep in line with the V2X development trend of the world.
- Create an open test environment for V2X in Taiwan.

Phase two (111-113)

- Introduce international verification process - **OmniAir** to improve technical standards
- Demonstration of V2X in public transportation to promote domestic market development

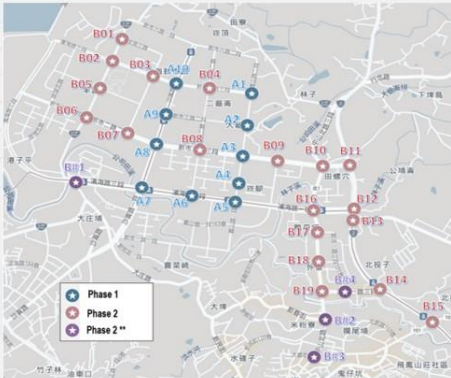
Phase three (113-115)

- Hold an international V2X event - **Plugfest** to showcase of V2X development achievements in Taiwan
- Improve Danhai C-ITS Smart Road Concept City to go to market in international

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Mission of D-Project (Phase 1 & 2)



Implement Infrastructure for intelligent transportation
Integrate local technology and foreign solutions with international standard.

Define Traffic Controller for Roadside Open Standard (TCROS)
Based on "Urban Traffic Control Protocol 3.0", define next generation in accordance of SAEJ2735, an international standard.

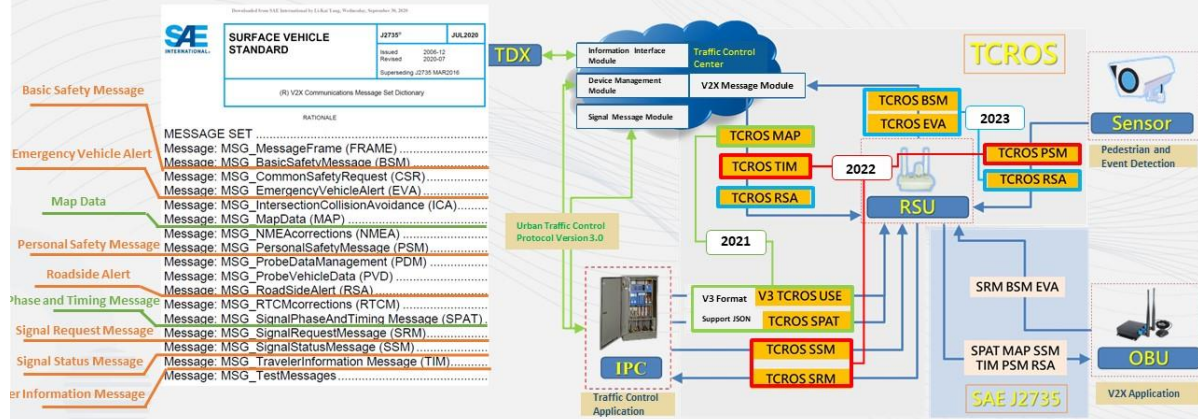
Establish certified service with TUV for autonomous industry
Based on the defined standard, establish the service for certification to the industry in new product development.

Demonstrate new application of intelligent transportation
Proven new application of smart transportation based on implementation of software and hardware.

Integrate AI & 3D with smart transportation for management
Integrate AI CCTV and 3D virtual environment to deliver visualized information for management and decision.

Blending scope of TCROS 2023 standard and international standard

V2X Application Service Standard





Intelligent Transportation

- Implementation of 10 simulations on broadcasting to provide the service of intelligent transportation

1 Warning of the traffic signal ahead.

- Delivering the real-time traffic signal status via RSU / OBD architecture to the vehicles.
- Managing traffic signal by giving priority to selected emergency vehicles.

2 Advise of the traffic condition ahead.

- Advise of the traffic condition ahead on the road.
- Estimate the time of journey under the control of intelligent transportation.

Scenario of warning to the traffic signal ahead

Examples of the panel in vehicles, connecting to system

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Intelligent Transportation

- Real time broadcasting based on the detection and simulation by AI detectors and edge computing

➢ Intelligent transportation with the core of human being

1

Warning of blind spot in conflicting direction

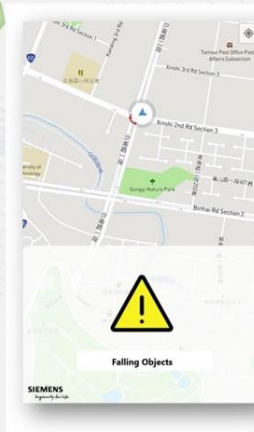
- Vehicles from branch to main road
- OBU of vehicles broadcasts the warning for the falling items on the road ahead.

2

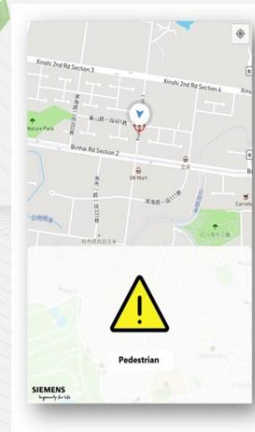
Detection of pedestrian in blind spot of intersection

- Pedestrians stand by on the roadside to cross the road.
- OBU of vehicles broadcasts the warning for the pedestrians.

1



2

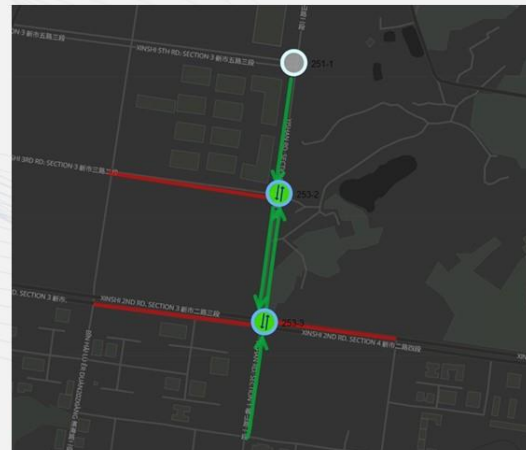


Intelligent Transportation

1 Service of Green Light Wave

- Real-time monitoring on the traffic volume on the roads for the decision-making reference.

- Subjecting to the traffic condition, the management system operate the service of green light wave to enhance the efficiency of the roads and reduce the congestion.



Intelligent Transportation

- Schematic diagram of OBU interface



1

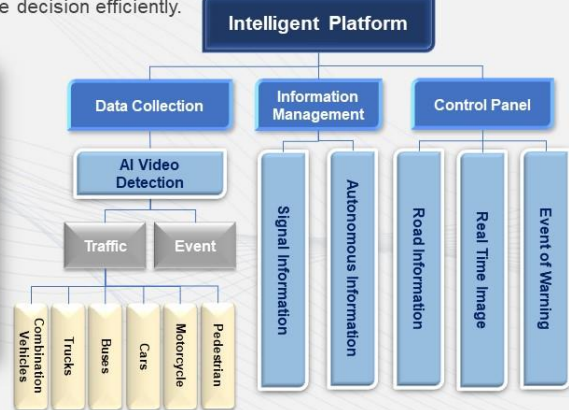
V2X service application – autonomous buses

- Driver's view diagram



The platform for intelligent transportation with 3D scenario

- Intelligent analysis of digital twin with 3D scenario and data collection by video & IoT
 - Simulation by virtual environment to assist admin to make decision efficiently.





Intelligent Road and Digital Twin

HwaCom 華電聯網·超乎想像
Ace for Any

International Autonomous Driving

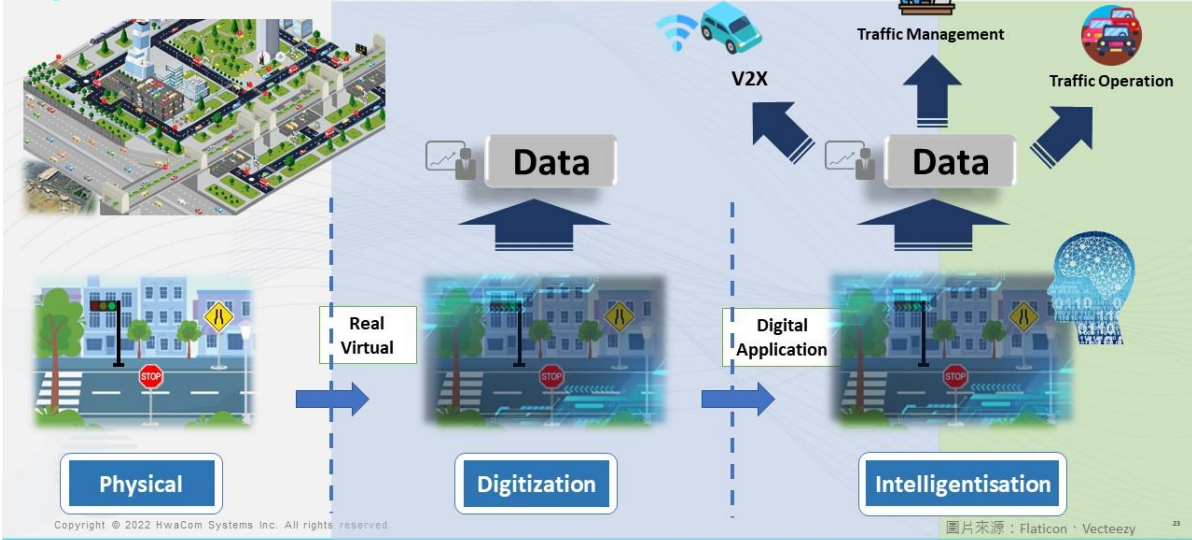
Infrastructure Support Levels for Automated Driving (ISAD)

Level of Service for Automated Driving (LOSAD)

Digital infrastructure	Mapping and digital information availability	Static
		Static
		Static
		Static
		Static
		Static
		Static
	Road equipment	Static
		Dynamic
	Disengagements	Dynamic
	Weather	Static
		Dynamic
		Dynamic
	Sensing and information systems	Static
		Static
Static		

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Intelligent Road and Digital Twin Development Plan



3D Digital Twin Platform

Real-time CCTV video with data presentation

Wide range fields digitization



Section1_Site Environment Guide



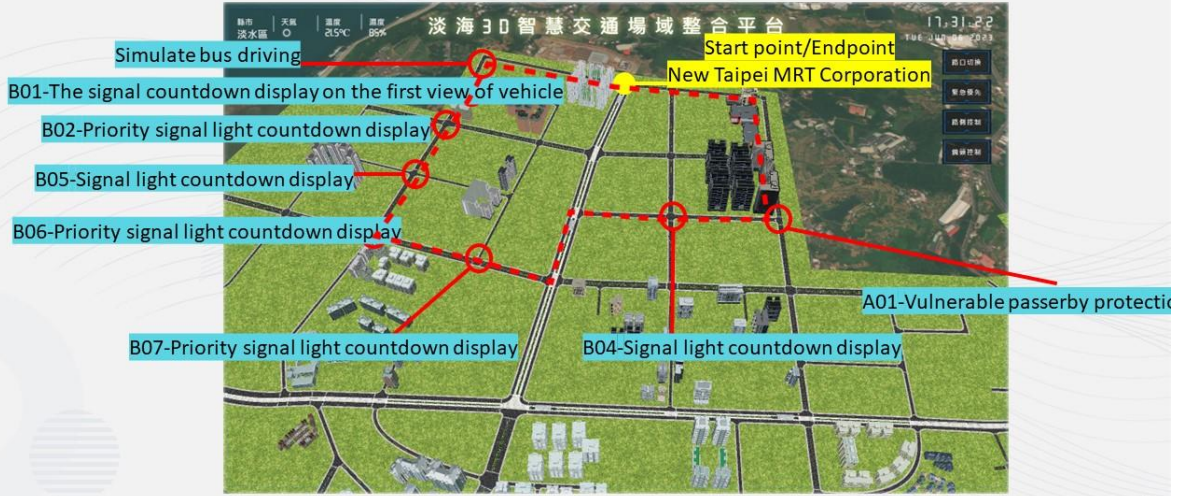
- Random operation and look down the field on the digital twin

Section2_Equipment information of intersection

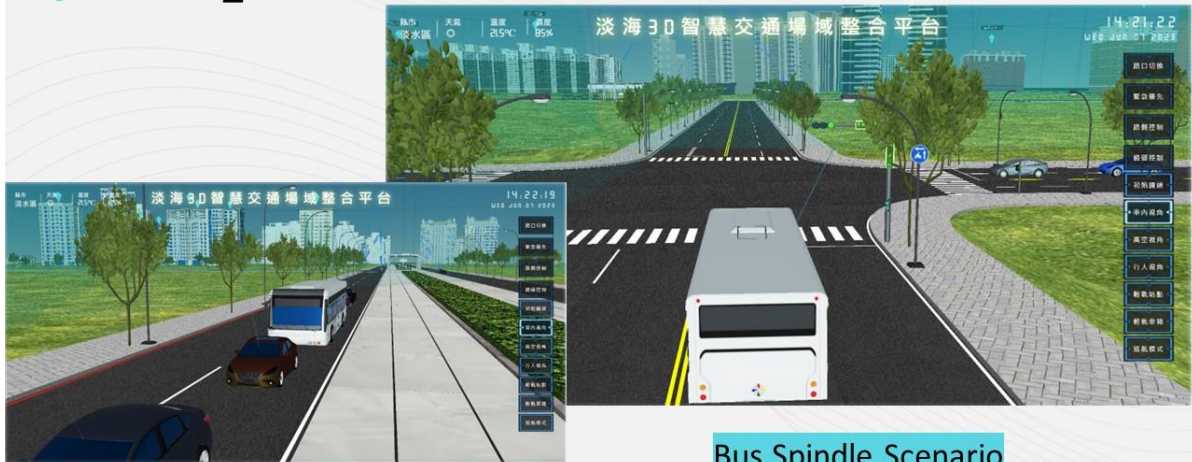


- Intersection signs and other equipment monitoring
- RSU and OBU-related application scenarios

Section3_Show the situation of V2X



Section3_Show the situation of V2X





About HwaCom

- A 30 year old and public listed company in Taiwan concentrates in ICT infrastructure and intelligent transportation.
- Strength in the domain of transportation includes airport, high speed rail, railway, highway and MRT...etc.
- Open to share experience and export solutions to assist partners shorten the learning curve and make things happen!

Feel free to contact in case of inquiry
stevenc.c.chen@hwacom.com



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THANK YOU

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