萬眾智能生活有限公司
Peoples Smart Living Limited

中國移動 China Mobile
智能生活 獨家伙伴

COMPANY PRESENTATION
December 2022

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Vision

Design smart solutions with customers to achieve further successes and higher efficiency in their business

Founders

Mr. Michael Leung, *B.A. (Hons), Dip. Soc. (HKU)*
Executive Chairman – Telecom Experience

One of the pioneers of mobile telecom industry in Hong Kong

- 1984: founded China Telephone Company Limited with China Resources, COMVIK of Sweden, MILLICOM of USA and was successfully awarded one of first 3 mobile licences in Hong Kong (other awardees were CSL and Hutchison)
- 1995: founded Peoples Telephone Company Limited with China Resources, Telia of Sweden, Swisscom of Switzerland and KPN of Holland and MSI of England, and was successfully awarded one of 6 Personal Communication Services Licences (PCS) in Hong Kong (other awardees were CSL, Hutchison, P Plus, New World and Sunday)

PEOPLES

(EX- STOCK CODE 331)

Mr. Vincent Leung, *M.A. (Oxon), PC.LL (HKU)*
CEO & Vice Chairman – Sales & Marketing Experience

- 2002: Solicitor in Hong Kong and England & Wales
- 2008: Founded Onwel Sales Limited and entered into joint venture with Skechers and Luen Thai Group to develop US lifestyle footwear brand Skechers in Hong Kong, Macau and 12 Southeast Asian countries including Singapore, Malaysia, Thailand and Vietnam etc. with over 500 points of sales.
- 2019: Skechers growth in Hong Kong since 2008: 35x

ONWEL

What Peoples can offer:

1. As exclusive partner of China Mobile, Peoples has abundant supply of smart hardware - THE FOUNDATION OF SMART SOLUTIONS

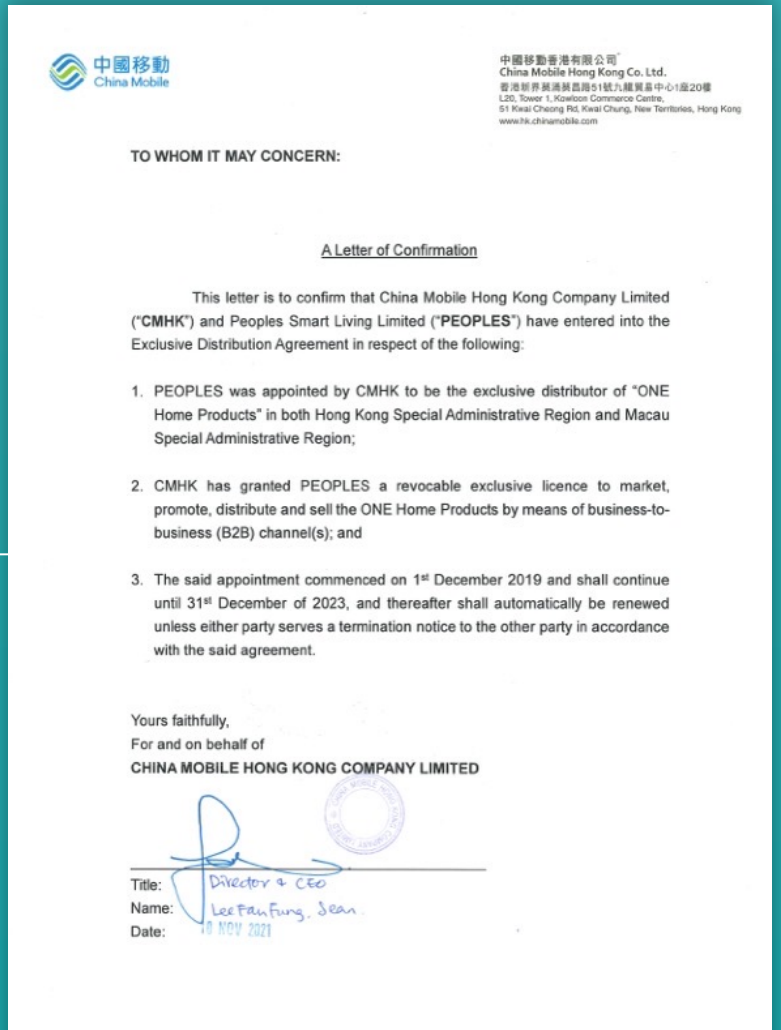
- IN CHINA CLIENTS OVER 100,000,000
- RELIABLE VENDORS OVER 20,000
- QUALITY SMART PRODUCTS OVER 400,000
- STOCK IN HONG KONG FOR IMMEDIATE INSTALLATION

中國移動 China Mobile

SMART HOME EXCLUSIVE PARTNER

Together with China Mobile

Exclusive Partner



中國移動 China Mobile

中國移動香港有限公司
China Mobile Hong Kong Co. Ltd.
香港新界葵涌葵昌路51號九龍貿易中心1座20樓
L20, Tower 1, Kowloon Commerce Centre,
51 Kwai Cheong Rd, Kwai Chung, New Territories, Hong Kong
www.hk.chinamobile.com

TO WHOM IT MAY CONCERN:

A Letter of Confirmation

This letter is to confirm that China Mobile Hong Kong Company Limited ("**CMHK**") and Peoples Smart Living Limited ("**PEOPLES**") have entered into the Exclusive Distribution Agreement in respect of the following:

1. PEOPLES was appointed by CMHK to be the exclusive distributor of "ONE Home Products" in both Hong Kong Special Administrative Region and Macau Special Administrative Region;

2. CMHK has granted PEOPLES a revocable exclusive licence to market, promote, distribute and sell the ONE Home Products by means of business-to-business (B2B) channel(s); and

3. The said appointment commenced on 1st December 2019 and shall continue until 31st December of 2023, and thereafter shall automatically be renewed unless either party serves a termination notice to the other party in accordance with the said agreement.

Yours faithfully,
For and on behalf of
CHINA MOBILE HONG KONG COMPANY LIMITED

Title: Director & CEO
Name: Lee Fan Fung, Sean
Date: 18 NOV 2021

What Peoples can offer:

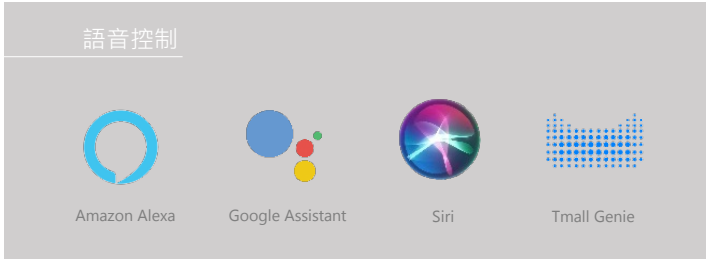
2. Peoples App

PEOPLES

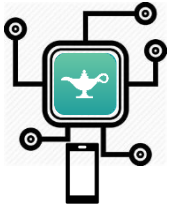
One App, Single Platform –

THE SOUL OF SMART SOLUTIONS

- All smart products controlled by one single app
- Smart products activate other smart products to perform
- “Smartify” traditional devices and equipments
- True Automation of all smart products



One Stop Smart Journey.



1. Abundant Supply of Smart Hardware

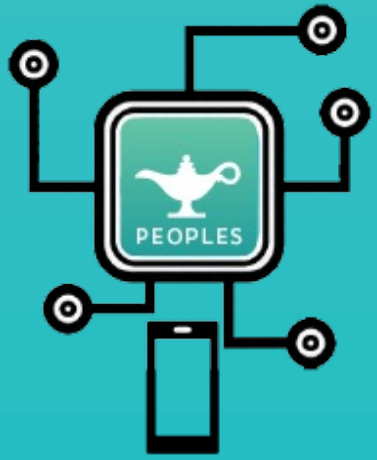
2. Tailor-Made Dashboards for Alerts and Insights

3. Software Smart Solutions

4. 5G Innovations

Peoples listen to all your Smart Wishes.
Peoples answer all your Smart Wishes.

1 Abundant Supply of Smart Hardware



Examples of Tailor-made smart hardware solutions

Smart Home
- Comfort & Convenience
- Safety

Smart School
- Streamline Labour
- Energy Saving

Smart Retail Store
- Simplify Operations
- Save Labour

Smart Hotel
- Better customer experience
- Energy Saving

Smart Office
- Simplify Operations
- Energy Saving

Smart Enabled Elderly Care Home
- Enhance Operation
- Better Care

Smart Home

Smart Solutions:

- Smart Door Lock & Doorbell
- Smart Lighting controls with PIR sensors
- Smart Air-con control with temp sensor
- Smart remote for TV & audio
- Smart webcam for monitoring on roof
- Smoke & Gas sensors in kitchen

Smart Retail Store

SKECHERS

Smart Solutions:

- Smart Lighting controls
- Smart Air-con control
- Smart remote for TV & audio
- Cleaning robot for floor cleaning

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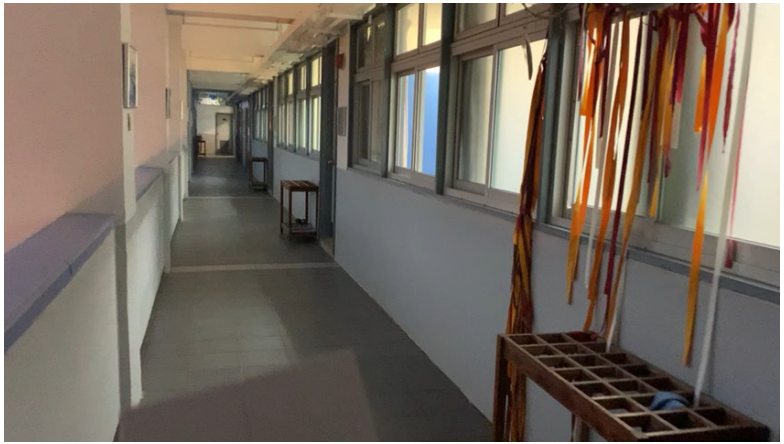
羅桂祥中學 K S Lo College

Smart School

Classrooms

- Smart Lighting controls
- Air-con & fan control through smart remote and switches
- Smart remote for TV & projector



Hall

Smart Control of:

- Lighting
- Air-con & fan control
- TV & projector
- Smart Cleaning Robot

Smart School

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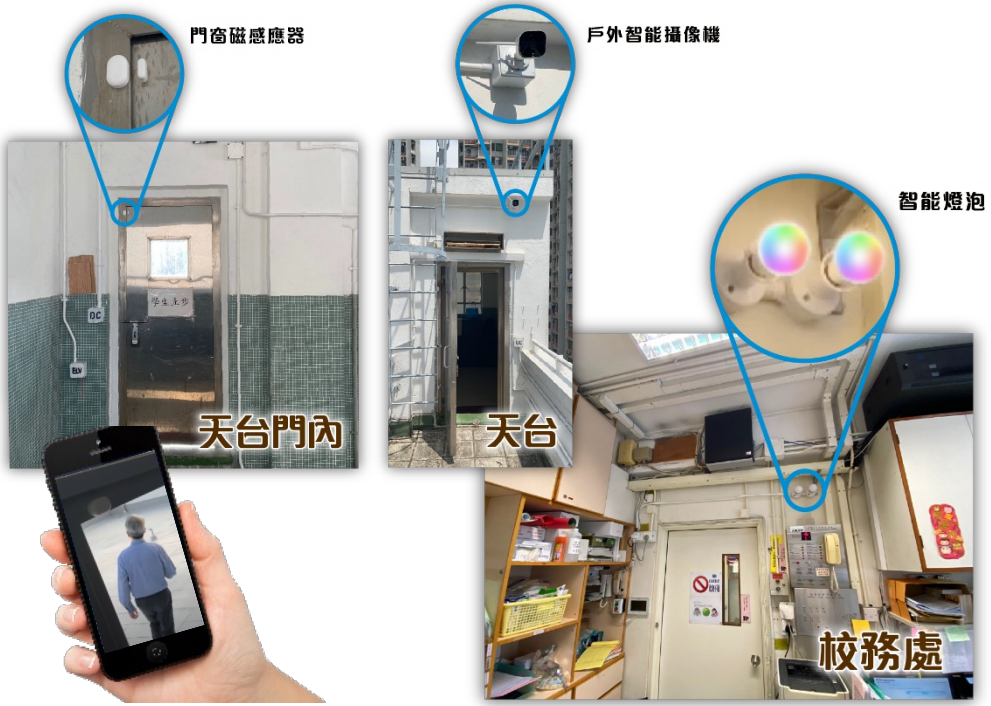
羅桂祥中學 K S Lo College

Smart Security Control:

- Smart Web Cameras Solution for Main Gate, Car Gate Entrance, etc.
- Web Camera on mobile app for live feed and 2-way communication.

Smart School



Rooftop

- Smart Web Cameras Solution for security access at rooftop.
- Door sensor’s alert triggered when there is people entering the roof.
- Smart light bulb inside the administration office flashing when the rooftop door is opened.
- Web Camera on mobile app for live feed and 2-way communication.

MaBelle
It's Diamond. It's Different.
浩觀 cocoon

Smart Office

Smart Solutions:

- Smart Lighting controls
- Smart Air-con control
- Cleaning robot for floor cleaning
- Smart webcam for security monitoring
- Motion sensors detection outside office hours

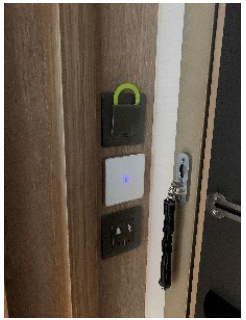
Smart Hotel

TANG'S LIVING GROUP

hotel ease 旭逸酒店

Smart Solutions:

- Smart Lighting controls
- Smart Air-con control with temperature sensors
- Smart remote for TV
- Motion sensors detection when room is empty



Web Control Platform

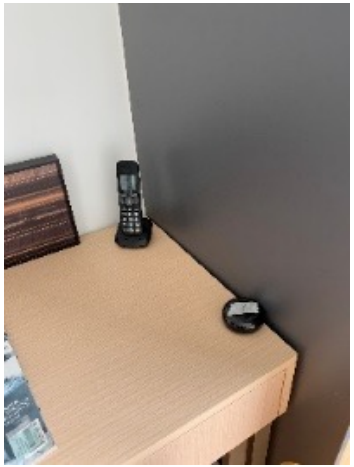
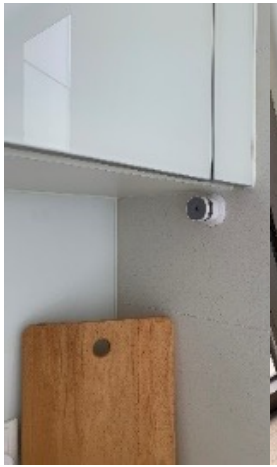
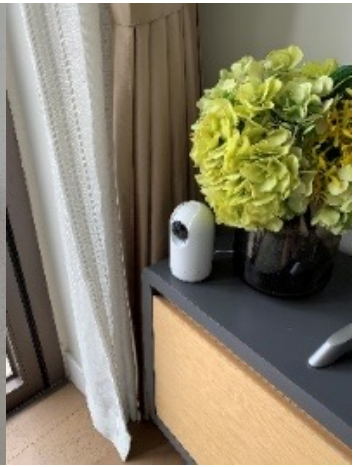
Smart Enabled Elderly Care Home

蔚盈軒 PATINA WELLNESS

松齡護老集團 Pine Care Group

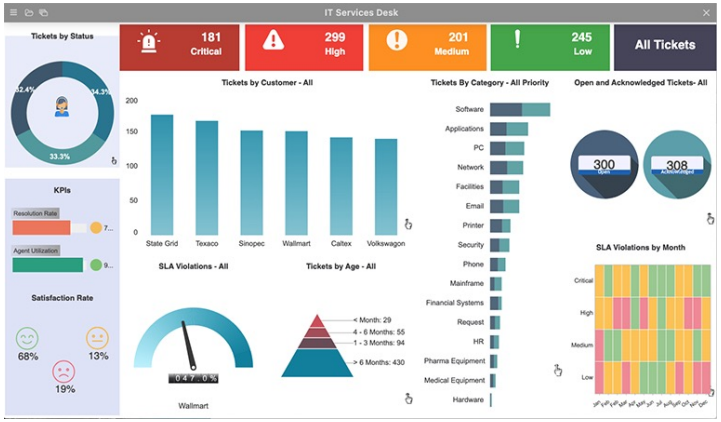
Smart Solutions:

- Smart Lighting controls
- Smart Air-con control with temperature sensors
- Smart remote for TV
- Motion sensors detection for safety
- Smart webcam for monitoring
- Smoke/gas sensor for safety in kitchen

2 Tailor-Made Dashboards for Alerts and Insights

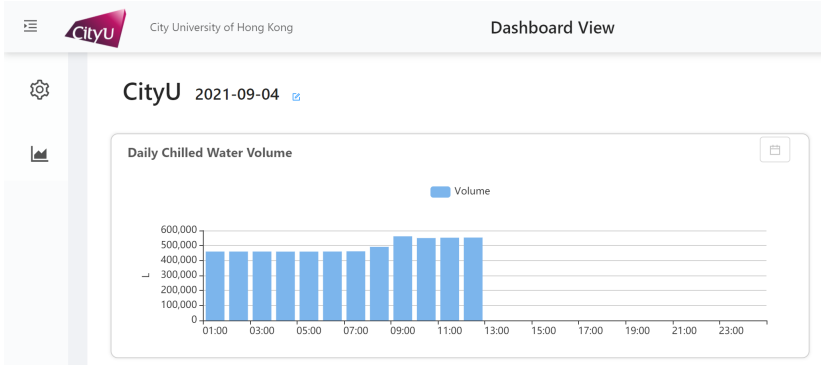
Dashboards can be created and customized for customers who would like to have real-time data, alerts and insights

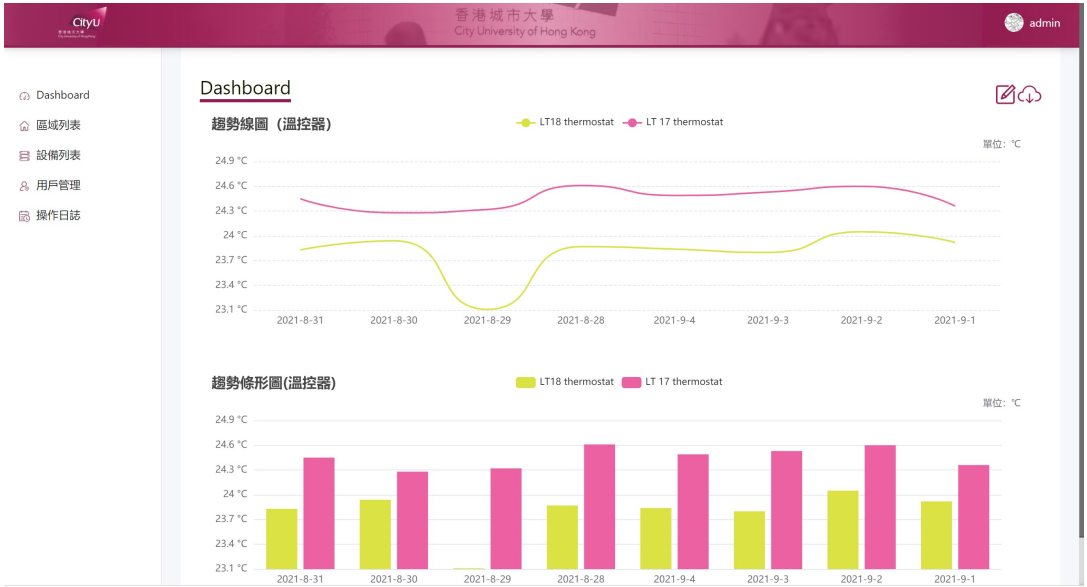


Thermostat / Water Flow Dashboard

To accomplish:

1. The web control of thermostats in Campus.
2. The tracking data of temperature from the connected thermostats.
3. The tracking data of chilled water flow usage from the connected flow meters.





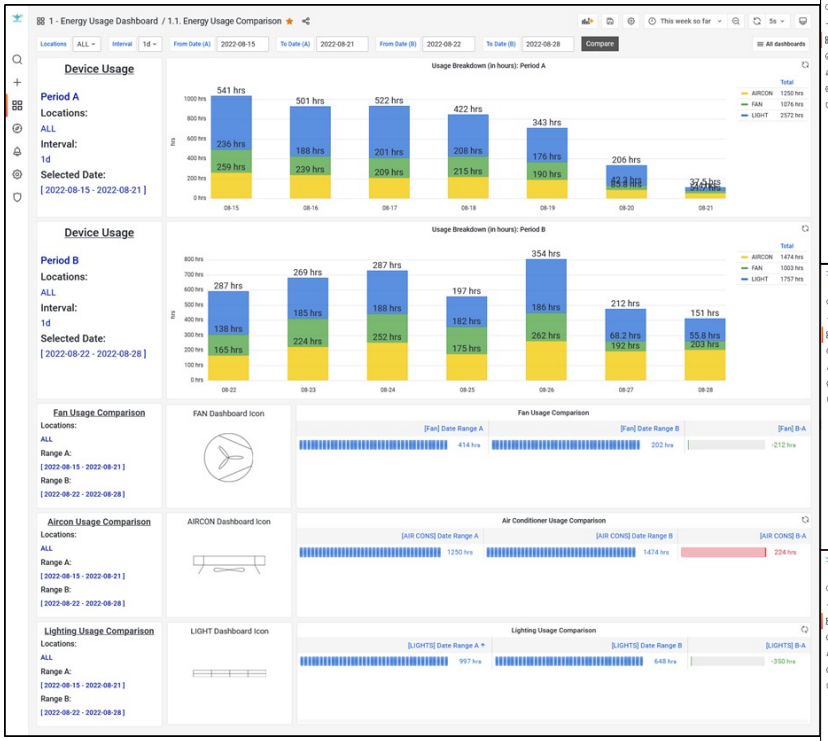
Energy Usage Dashboard

To Accomplish:

- Display and compare number of hours during which installed smart lights, fans and air-conditioning switches have been turned on.

Benefits:

- Understand exactly which location, day and hour extra energy has been used.



Status and Control Dashboard

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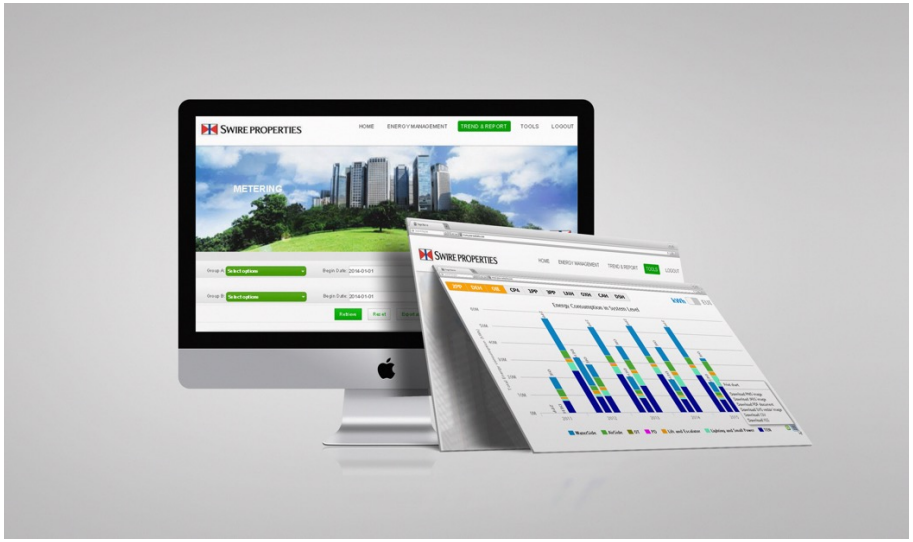
To Accomplish:

1. Display on/off/offline status of each installed smart product
2. Turn on/off each installed smart switch on the Dashboard

Benefits:

1. Shows the location and real-time status of all the smart products installed and save electricity bill
2. Turn on/off without any physical presence
3. Detect any out-of-order device in real-time
4. Can turn on/off all devices for each floor with a single command

Commercial Building Energy Monitoring Dashboard



Swire Properties

- Swire Properties in Hong Kong (with 20 Grade A Commercial Buildings)
- Collecting various kinds of power consumption data
- Setting up dashboard, reporting, analysis & KPI Corporation building portfolio
- Allows the FM team to implement energy improvement schemes which reduce energy over 20%

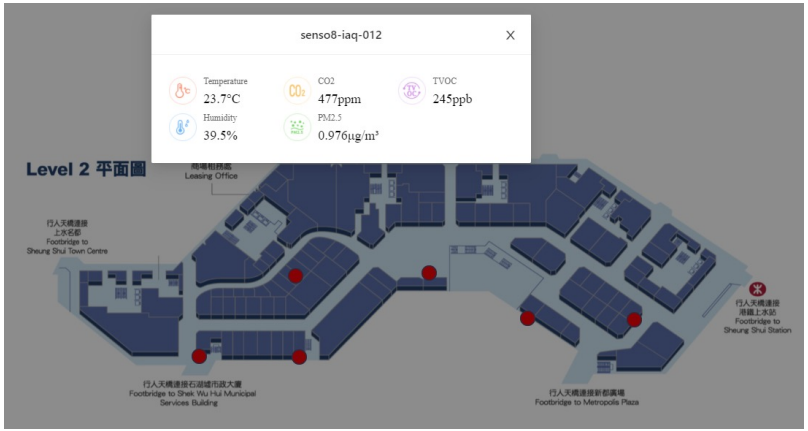
Energy Bill | Analysis | Point Schedule | Equipment | Dashboard

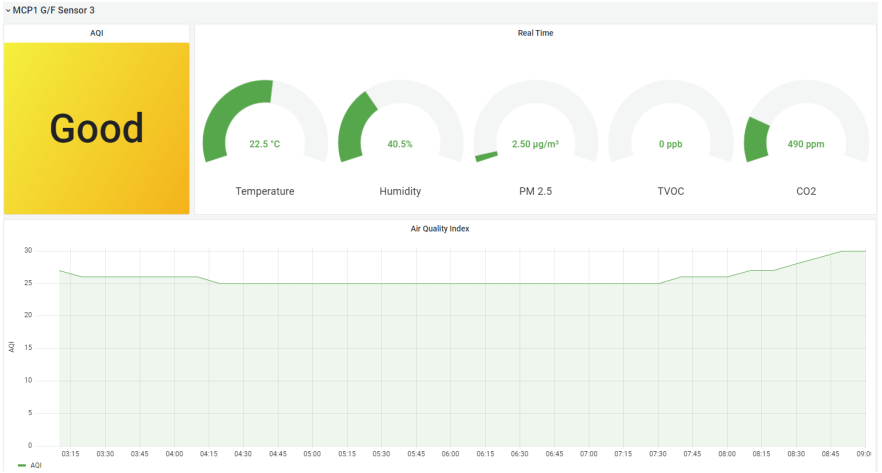
Smart IAQ Tracking Dashboard

SUNLIGHT REIT

To accomplish:

-IAQ data tracking and alert in different parts of a facility such as shopping mall





3 Software and Smart Solutions

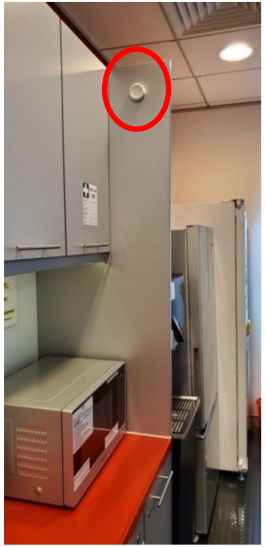
With Peoples software teams and partners in Hong Kong and Qianhai (前海), Peoples can offer Tailor-made Smart Product Solutions with related Software

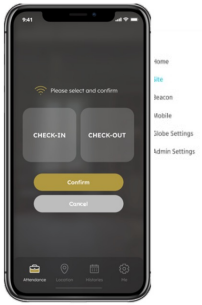
Examples of Smart Software Solutions

BEA東亞銀行

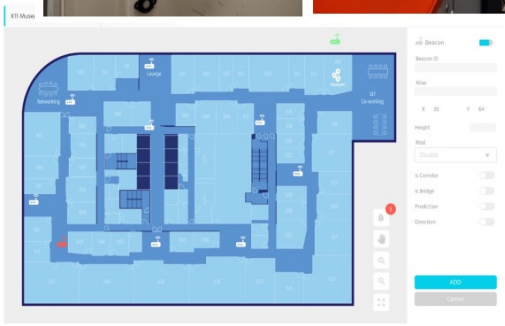
Patrol and Work Order System

- Digitalisation of day to day patrol operations by a customized patrol app
- Micro-location positioning through installation of beacons at all patrol points for staff to check-in with patrol app
- Customised checklist for different types of staff
- Use patrol app to take photos and send work order to other departments, such as maintenance
- Backend CMS for administrators to manage users and patrol logs/reports
- Applicable in different industries such as security patrol, facility management, elderly homes etc





Click CHECK-IN under the checkpoint



**Requirements requested by clients*

Examples of Smart Software Solutions

Smart Toilet System

Application 1: Smart Toilet Occupancy Indicator Solution

- Display of availability of toilet cubicles

Application 2: Smart Toilet Usage Alert System

- Collect usage data with smart door sensors and PIR sensors and alert management company to clean toilets and change supplies such as toilet papers and soap liquids

**Requirements requested by clients*

Examples of Smart Software Solutions

Queue Management Solution

- Use smart cameras with advanced human body tracking algorithm to perform statistical identification of the number of people in the queue in a designated area
- Track queueing number, passed number, average queue time, average passing velocity, predict queue time etc

**Requirements requested by clients*

Examples of Smart Software Solutions

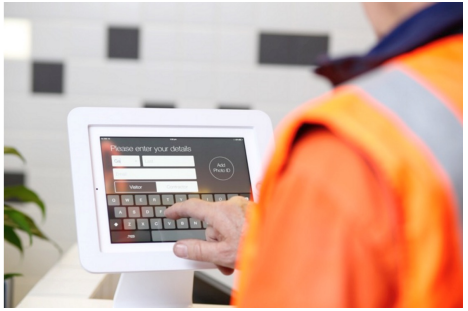
Elderly Bed Turn and Exit Solution

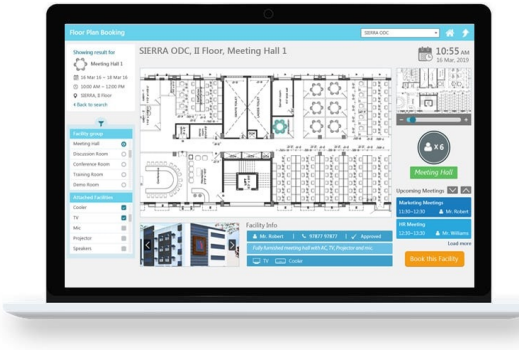
- Automatic record of patient turning status
- Reminder of overdue turn and body orientation
- Alert system when patient exits bed to alert of falls

Examples of Smart Software Solutions

Visitor Management and Facility Reservation System

- Digital and paperless registration of visitors to banks/offices/buildings
- Matching visitors with hosts and corresponding facility booking and guidance to appropriate floor/meeting room
- Link to smart sensors and switches to turn on/off lighting and AC when room is in use
- Free up meeting room resources in case of no shows
- Link to kitchen for drinks and snacks orders



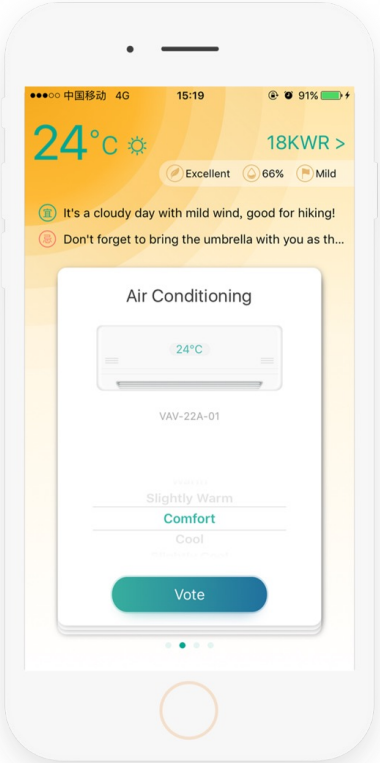


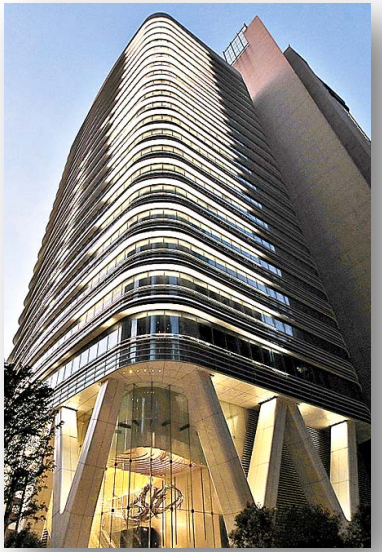
**Requirements requested by clients*

Examples of Smart Software Solutions

Smart Workplace

- Mobile application for tenants
  - Self-control of windows, blinds and VAV-box
  - QR-code scanning for artworks & trees
  - Weather station info
- Web-based facility management platform
  - User registration
  - Device management
  - Content management
  - Push Notification
- Achieved highest award on LEED, BEAM+ and WELL



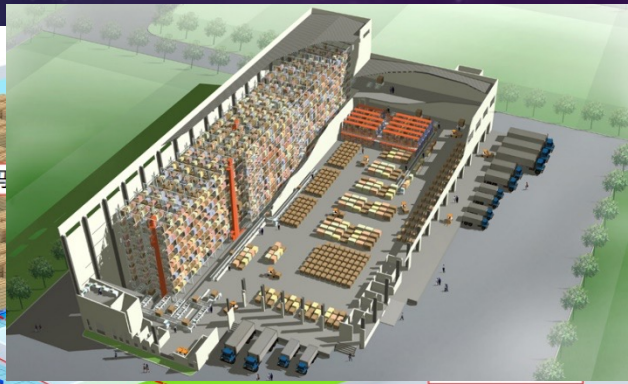


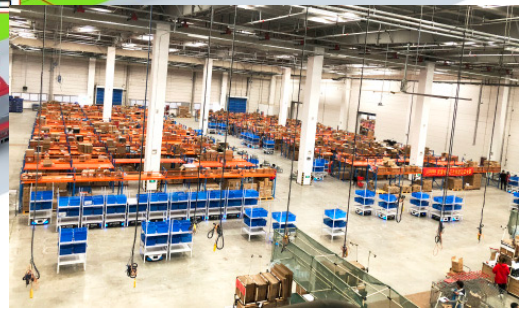
**Requirements requested by clients*

4 5G Innovations

Smart Warehouse

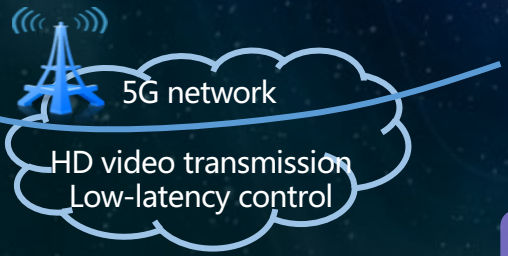
5G MEC + Smart Warehouse





5G Connected Drone

5G Terminal for Drone



Flight Control Management Platform

Flight control management	Air traffic management	Video/image processing	Data analysis
Load management	Weather docking	GIS engine	Resource Scheduling

Traffic Governance

Search and Rescue

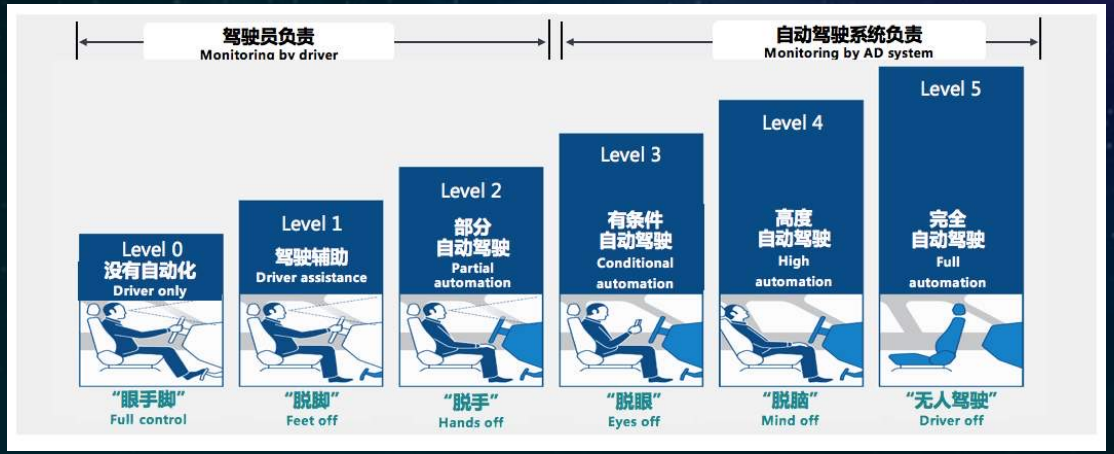
Disaster Inspection

Fire Rescue

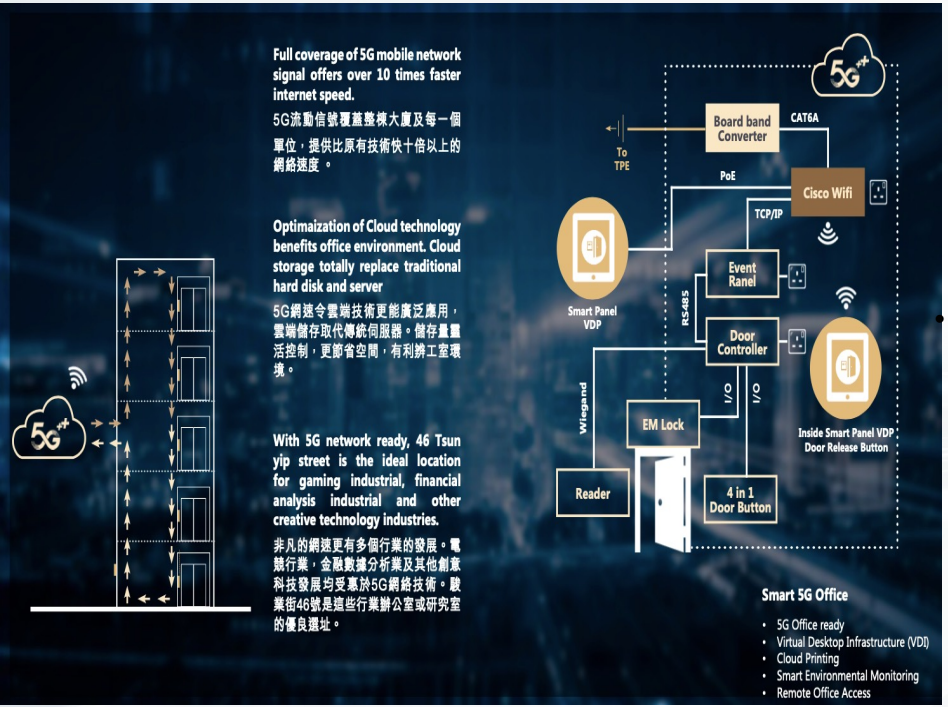
Site Survey

Vehicle-to-Everything

5G self-driving car jointly developed by CMHK and ASTRI



ICT Solutions | Successful Case:5G Smart Building



- Smart 5G Office
  - 5G Office Ready
  - Virtual Desktop Infrastructure (VDI)
  - Cloud Printing
  - Smart Environmental Monitoring
  - Remote Office Access
  - Structure Cabling
  - Wired & Wireless Network
- Solution Advantage:
  - Integrated communication solution with Voice, Video & Data that rely on 5G infrastructure for online, messaging, video, telephony, and information sharing.
  - Enterprise employees can simply use any device to login to cloud to operate and manage the building system, and the service can be quickly expanded within a few minutes to cope with higher demand loads while ensuring all data security.
  - One-stop point-to-point wired and wireless network solutions, in terms of installation and maintenance, effectively reduce operating costs for enterprises

ICT Solutions | Successful Case: International Airport

- SDN Data Center Solution
- Provide the solution for 4 core systems to Airport
  - Professional Project Management Services
  - IP Telephony System
  - Networking system
  - Wireless system
  - Structure Cabling
- Solution Advantages:
  - Provide the core network and cabling structure to connect all airport systems
  - Integrated communication and security solution to provide smart facility and centralized management

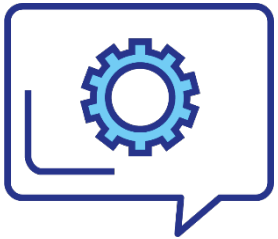
GOAL

Peoples aims to understand clients' wishes to provide tailor-made solutions

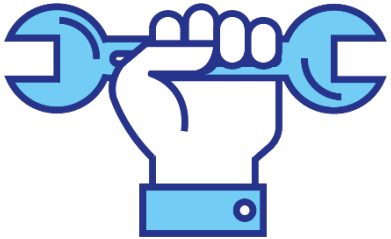
- Most appropriate for their needs
- Most simple to operate
- Most affordable
- Most speedy installation

Free After Sales Services

24 hours emergency call



One month proactive monitoring and alerts



One year maintenance

Customer Reference

Utilities

Telecom & Financial Services

Properties & Offices

Hotel & Service Apartment

Elderly Care Home & Day Care Nursery

Retail

Industrial

機電工程署 EMSD

BEA東亞銀行

恒基 SWIRE

hotel ease access 旭逸雅捷酒店

蔚盈軒 PATINA WELLNESS

HAECO

CONSTRUCTION INDUSTRY COUNCIL 建造業議會

HSBC

浩觀 COCOON born to fly

BAY BRIDGE LIFESTYLE RETREAT

SKECHERS

HAESL

Living Station by Panasonic

松齡護老集團 Pine Care Group

OwlSquare GROUP

NTT Communications

ESQUEL GROUP 卓科技有限公司 Tricles Technology Limited

NOVOTEL HOTELS

Inspire Hub

TAL Group

MCCAYLAA

OOOSH

HOME 設計工房 DESIGN

Hiroshi

SUNLIGHT REIT 陽光房地產基金

codeco 好筍傢

SAAB

High Fashion International 達利國際集團

LaBeLLe HAIR·NAIL SALON

(In no particular order)

Customer Reference

Education

- 又一村學校 YAU YAT CHUEN SCHOOL
- Bloom KKCA Academy 百卉九江書院
- 光明英來學校 KWONG MING YING LOI SCHOOL
- 港澳信義會小學 Hong Kong & Macau Lutheran Church Primary School
- 循理會美林小學 Free Methodist Mei Lam Primary School
- 寶覺小學 PO KOK PRIMARY SCHOOL
- 鳳溪第一小學 Fung Kai No.1 Primary School
- 將軍澳天主教小學 TSEUNG KWAN O CATHOLIC PRIMARY SCHOOL
- 丹拿山循道學校
- 上水東莞學校 Tung Koon School(Sheung Shui)
- 聖公會聖米迦勒小學 S.K.H. St. Michael's Primary School
- 道教青松小學 Taoist Ching Chung Primary School
- 香港青年協會李兆基小學 HKFYG Lee Shau Kee Primary School
- 仁愛堂劉皇發夫人小學 Yan Oi Tong Madam Lau Wong Fat Primary School
- 荃灣公立何傳耀紀念小學 Tsuen Wan Public Ho Chuen Yiu Memorial Primary School
- 香港中國婦女會丘佐榮學校 The H.K.C.W.C. Hioe Jo Yong Primary School
- 香港教育工作者聯會黃楚標學校 HKFEW WONG CHO BAU SCHOOL
- Ching Chung Hau Po Woon Primary School 青松侯寶垣小學
- 香港扶幼會許仲繩紀念學校 The Society of Boys' Centres Hui Chung Sing Memorial School

(In no particular order)

Customer Reference

Education

嶺南中學
Lingnan Secondary School

協恩中學
Heep Yunn School

香港仔工業學校
ABERDEEN TECHNICAL SCHOOL

United Christian College
滙基書院

United Christian College (Kowloon East)
滙基書院（東九龍）

潔心林炳炎中學
KIT SAM LAM BING YIM SECONDARY SCHOOL

余振強紀念中學
Yu Chun Keung Memorial College

天主教鳴遠中學
Catholic Ming Yuen Secondary School

香港管理專業協會 羅桂祥中學
The Hong Kong Management Association K S Lo College

天主教慈幼會伍少梅中學
Salesians of Don Bosco Ng Siu Mui Secondary School

聖公會聖西門呂明才中學
SKH St. Simon's Lui Ming Choi Secondary School

金巴崙長老會耀道中學
Cumberland Presbyterian Church Yao Dao Secondary School

青松侯寶垣中學
Ching Chung Hau Po Woon Secondary School

嗇色園主辦可藝中學
Ho Ngai College (Sponsored by Sik Sik Yuen)

寶安商會王少清中學
Po On Commercial Association Wong Siu Ching Secondary School

賽馬會萬鈞毅智書院
JOCKEY CLUB MAN KWAN EDUYOUNG COLLEGE

基督教香港信義會元朗信義中學
The Evangelical Lutheran Church of Hong Kong Yuen Long Lutheran Secondary School

元朗商會中學
Yuen Long Merchants Association Secondary School

浸信會呂明才中學
Baptist Lui Ming Choi Secondary School

ST. CATHARINE'S SCHOOL FOR GIRLS
聖傑靈女子中學

香港道教聯合會青松中學
The Hong Kong Taoist Association Ching Chung Secondary School

基督書院 CHRIST COLLEGE

THE METHODIST LEE WAI LEE COLLEGE
循道衛理聯合教會李惠利中學

Lingnan Hang Yee Memorial Secondary School
嶺南衡怡紀念中學

(In no particular order)

Customer Reference

Education

- CityU 香港城市大學 City University of Hong Kong
- Lingnan 嶺南大學 University 香港 Hong Kong
- 香港中文大學 The Chinese University of Hong Kong
- The Hong Kong Polytechnic University 香港理工大學
- 澳門大學 Universidade de Macau University of Macau

NGO

- 聖雅各福群會 St. James' Settlement
- 突破 Breakthrough
- HKSKH St. James' Church 香港聖公會聖雅各堂

Fitness & Entertainment

- DX Physio 運動・物理治療中心
- Power Play Arena

Smart Home

- The Bloomsway 滿名山
- Tregunter 地利根德閣
- The Albany 雅賓利大廈
- 御駿居 Riverain Valley
- Garden Terrace 花園台
- 海天晉 Ocean Wings
- Convention Plaza Apartments 會景閣
- Kennedy Heights 堅麗閣
- 御峯 Cragside Mansion
- 維港頌 Harbour Glory
- Ontolo 朗濤
- 藍灣半島 Island Resort
- 綠怡雅苑 Greenhill Villa
- Grand Central 凱滙
- Village House 獨立村屋

(In no particular order)

Any smart wishes

Please instruct

Thank you

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