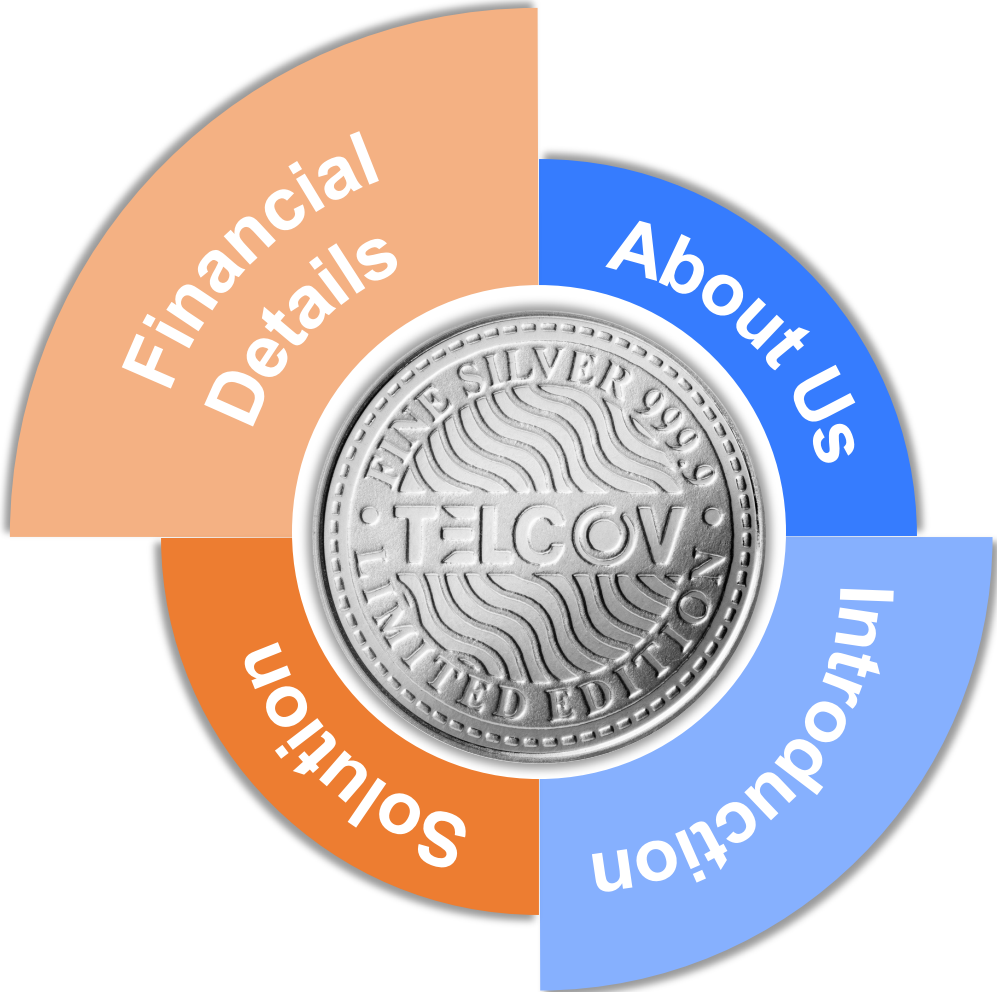


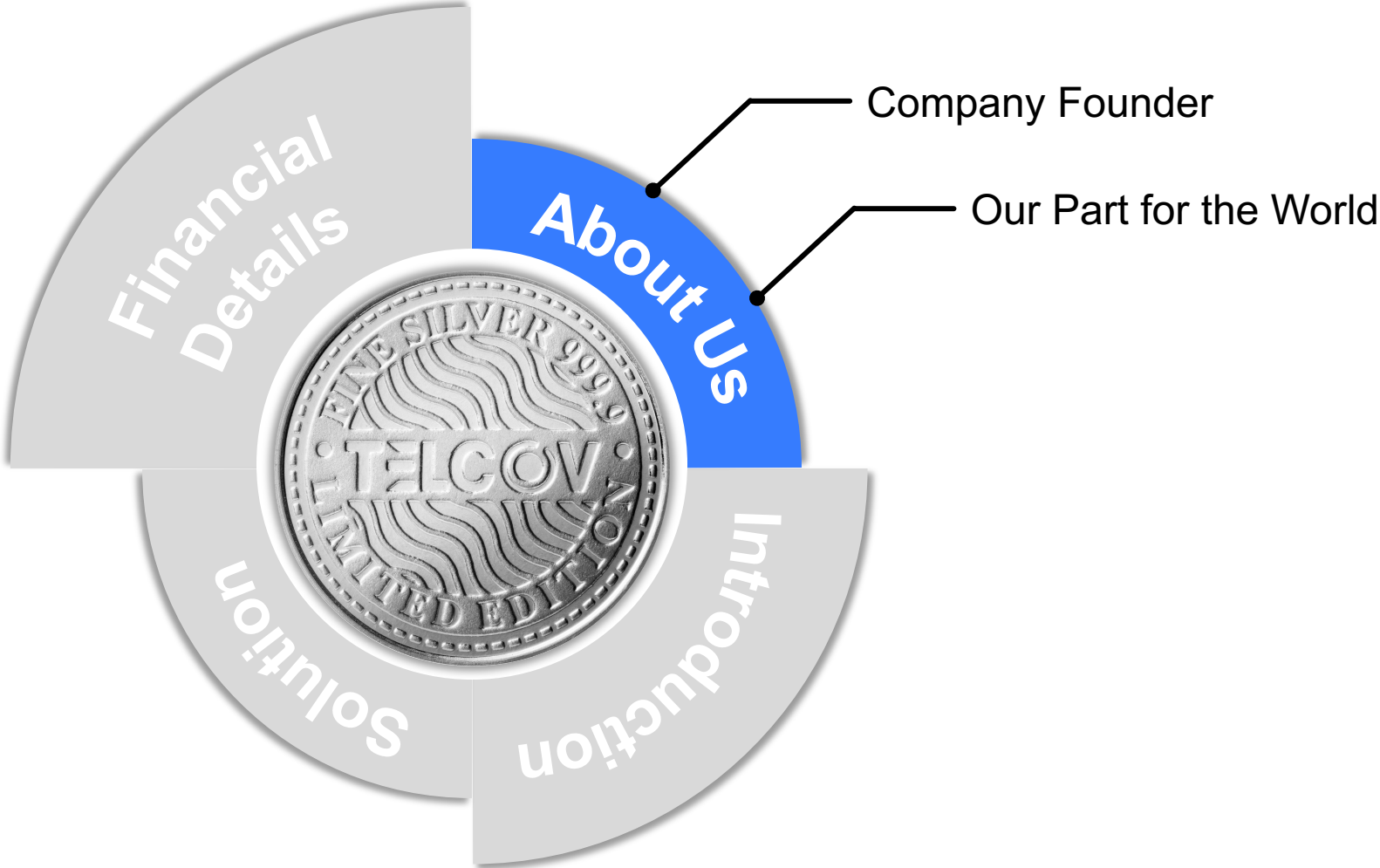


TELCOV Sdn. Bhd.

Pitch Deck

Presented by: Vimalan Arumugham





Vimalan Arumugham

FOUNDER & CEO

Vimalan Arumugham is highly motivated and passionate about Electronic Waste (E-waste) Management. He started his career 10 years ago in a 30 years legacy family-owned Scrap Metal Recycling Factory in Selangor (Theepa Metals Sdn. Bhd).

He graduated from Victoria University Melbourne with a Degree in Marketing and International Trade. After a few years of working, he expressed his interest in Metallurgical Industry, and soon started VR Industries Enterprise in 2019 as his initial venture into the industry.

With his curious and always learning attitude, he looks forward to make a difference in the Urban Mining Industry in Malaysia.



Support Marginalized Communities

We will take the leading role in supporting the local community in the means of skills development and job opportunities.



Our Part for the World

As part of Telcov's journey to success, we will focus on these key areas to create a sustainable world for the benefit of our future generations.

Sustainable Development

We will do our best to prioritize sustainable development in all our business decisions.



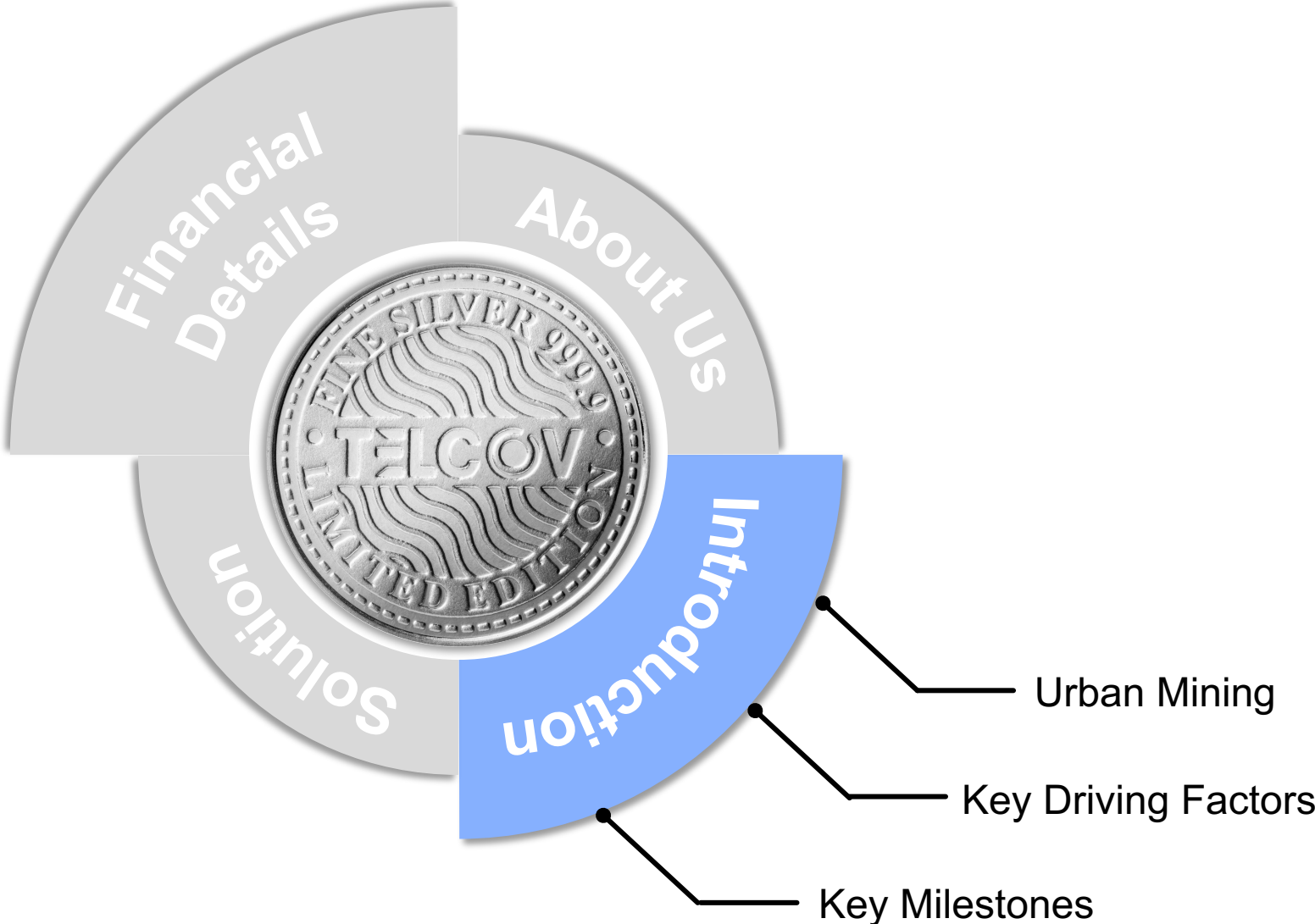
Waste Management

We are committed to ensure all hazardous waste produced as part of the E-Waste recycling process will be properly managed and disposed ethically.

Governance

We will ensure that our business conducts are transparent, and well governed in the interest of nurturing the E-waste management industry in Malaysia.





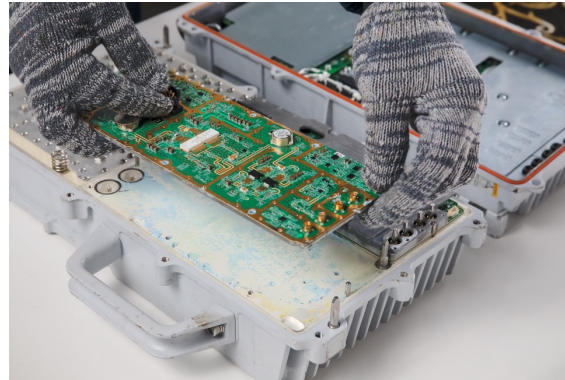
Urban Mining

The term "Urban Mining" was coined by **Professor Hideo Nanjyo** of the **Research Institute of Mineral Dressing and Metallurgy at Tohoku University in the 1980s**. As the technology sector progresses, Urban Mining becomes **more popular within the sustainability industry**.



E-waste Collection

Collecting or purchasing Electronic Waste from Households, Factories, Scrap Collectors and Govt Disposal Contracts.



Mining Process

Dismantling electronic components and recovering raw materials through mechanical and chemical treatments.



Extracted Materials

Refined precious metals and other raw materials can be extracted to be used again in the manufacturing of new products.

Introduction

Key Driving Factors

Country	Region	E-waste generated (kt) (2019)	E-waste generated (kg per capita) (2019)	E-waste documented to be collected and recycled (kt)	National e-waste legislation/policy or regulation in place
Malaysia	Asia	364	11.1	NA	Yes

https://ewastemonitor.info/wp-content/uploads/2020/11/GEM_2020_def_july1_low.pdf

Lack of E-waste Processing in Malaysia

According to The Global E-waste Monitor 2020 report, it is estimated that Malaysians generated 364 kilotons (kt) of e-Waste in 2019. However, data for the E-Waste collection rate is marked as “not available”.



<https://www.availrecovery.com/what-effect-will-5g-have-on-electronic-waste/>

Implementation of 5G will drastically increase E-waste

With the launch of 5G, it is going to push many industries and consumers to upgrade their equipment's to stay ahead of their competitors hence updated with the latest innovations. This will definitely contribute towards the rise of E-waste in Malaysia in the next few years.



Soaring e-waste affects the health of millions of children, WHO warns

<https://www.who.int/news/item/15-06-2021-soaring-e-waste-affects-the-health-of-millions-of-children-who-warns>

Illegal and Poorly Managed Facilities is Hazardous

While E-waste management is part of the sustainable industry, but if waste are not disposed properly, toxins from Electronic waste can enter the soil and water supplies .



August 19, 2019

Blue Planet's latest acquisition marks entry into industrial waste processing
Singapore and India, 19 August 2019 – Blue Planet Environmental Solutions Pte. Ltd. (“Blue Planet”), a Singapore headquarter

[https://www.blue-planet.com/latest-news/blue-planets-latest-acquisition-marks-entry-into-industrial-waste-processing#:~:text=Singapore%20and%20India%2C%2019%20August,Blue%20Planet%20Environmental%20Solutions%20Pte.&text=\(%20Blue%20Planet\)%2C,specializes%20in%20handling%20industrial%20waste](https://www.blue-planet.com/latest-news/blue-planets-latest-acquisition-marks-entry-into-industrial-waste-processing#:~:text=Singapore%20and%20India%2C%2019%20August,Blue%20Planet%20Environmental%20Solutions%20Pte.&text=(%20Blue%20Planet)%2C,specializes%20in%20handling%20industrial%20waste)

E-waste Management is profitable and contribute towards ESG (Environment, Sustainable, Governance)

It is proven in the region that E-waste management is going to be the focus area for large corporate to venture into as part of the ESG (Environment, Sustainable, Governance) initiatives.

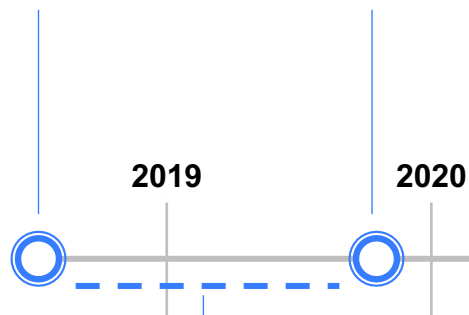
Introduction

Key Milestones

Telcov started as a sole proprietor in 2019, over the last 3 years, we have proven the viability and possibilities of cost efficient Urban Mining in Malaysia. We are looking forward to raise fund through crowdfunding to setup our E-Waste Recycling facility by 2023.

Early 2019: VR INDUSTRIES ENT started as a sole proprietor

2020: Successfully made a profit of RM 360,000 and harvested Precious Metal worth of RM 1,400,000.

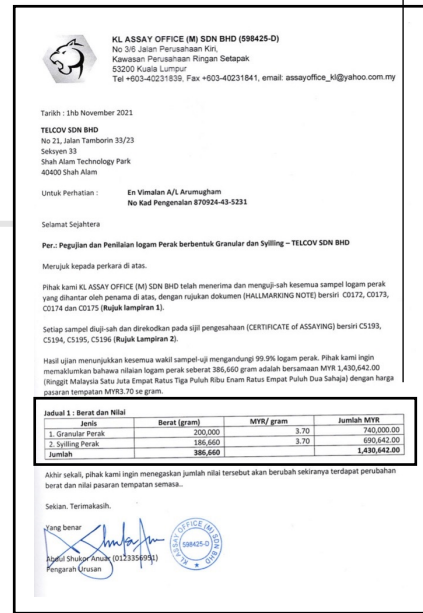


2019 - 2020: Since initiated, we have been collecting Electronic waste from the Public, Businesses and Landfills.

Jadual 1 : Berat dan Nilai

Jenis	Berat (gram)	MYR/ gram	Jumlah MYR
1. Granular Perak	200,000	3.70	740,000.00
2. Sylling Perak	186,660	3.70	690,642.00
Jumlah	386,660		1,430,642.00

Proof of Monetary Value



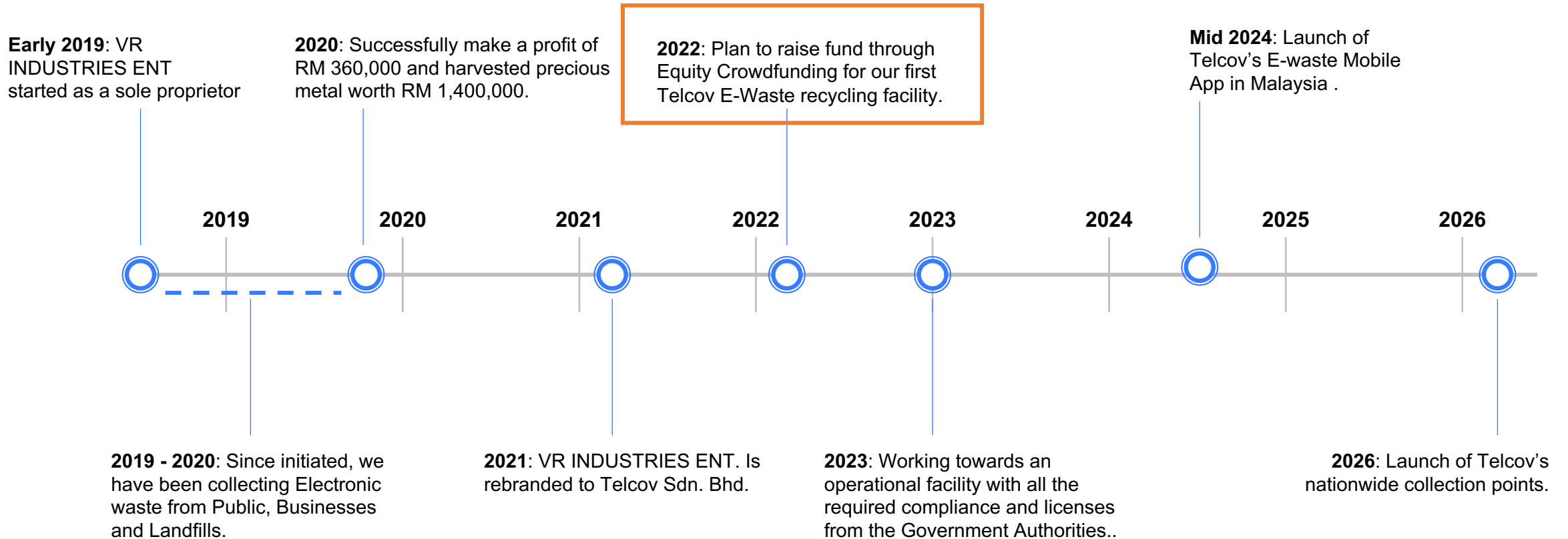
Precious metal harvested and its certification of authenticity.

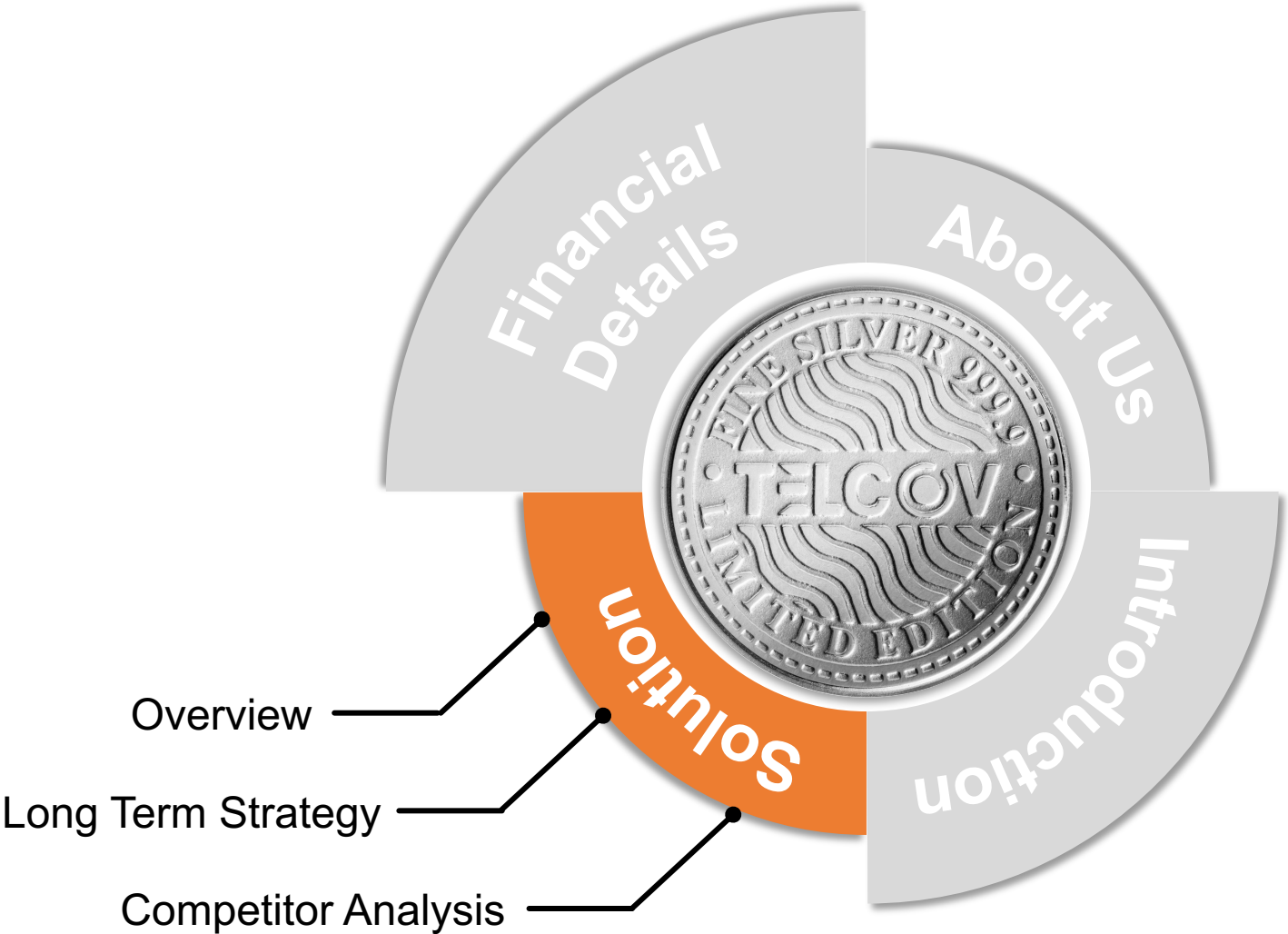


Telcov employees producing Silver coins

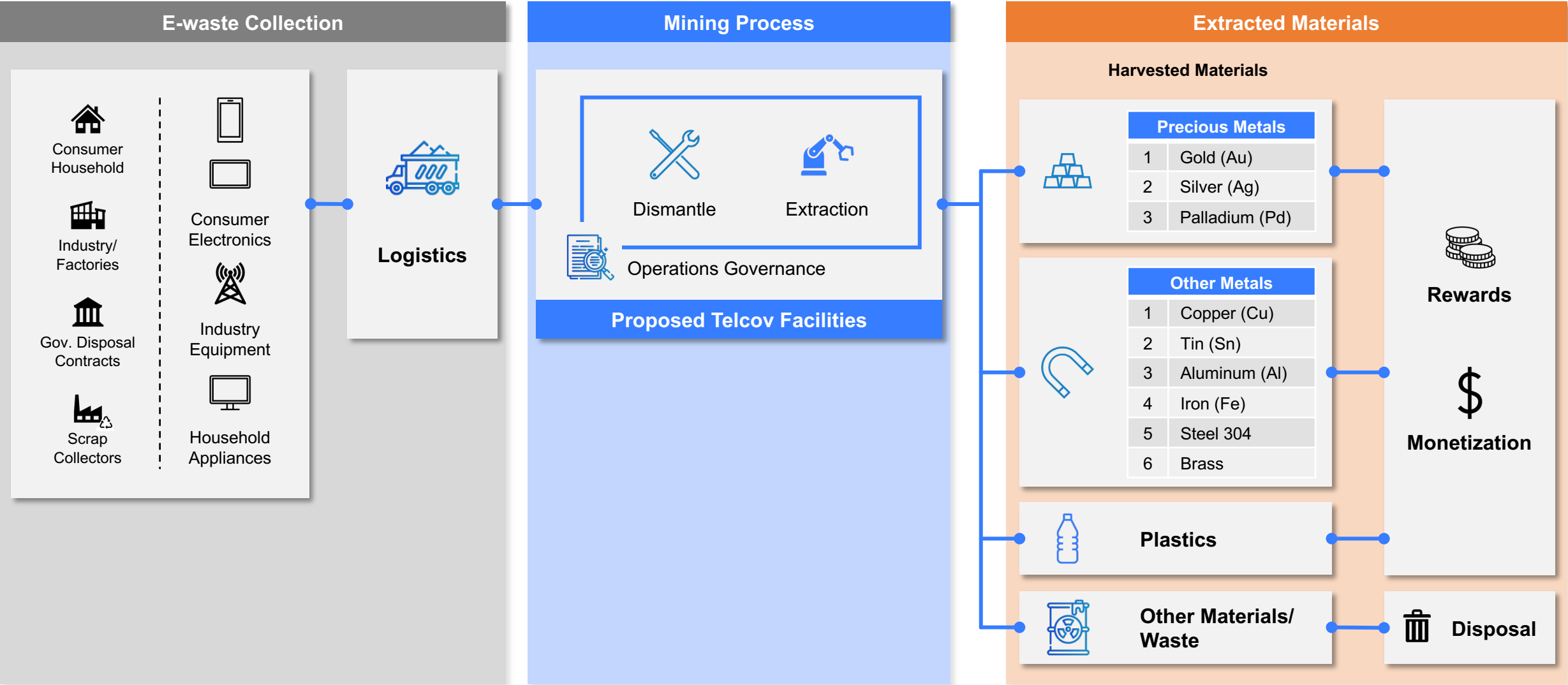
Key Milestones

Telcov started as a sole proprietor in 2019, over the last 3 years, we have proven the *viability and possibilities of cost efficient Urban Mining in Malaysia.* We are looking forward to raise fund through crowdfunding to *setup our E-Waste Recycling facility by 2023.*





The Solution

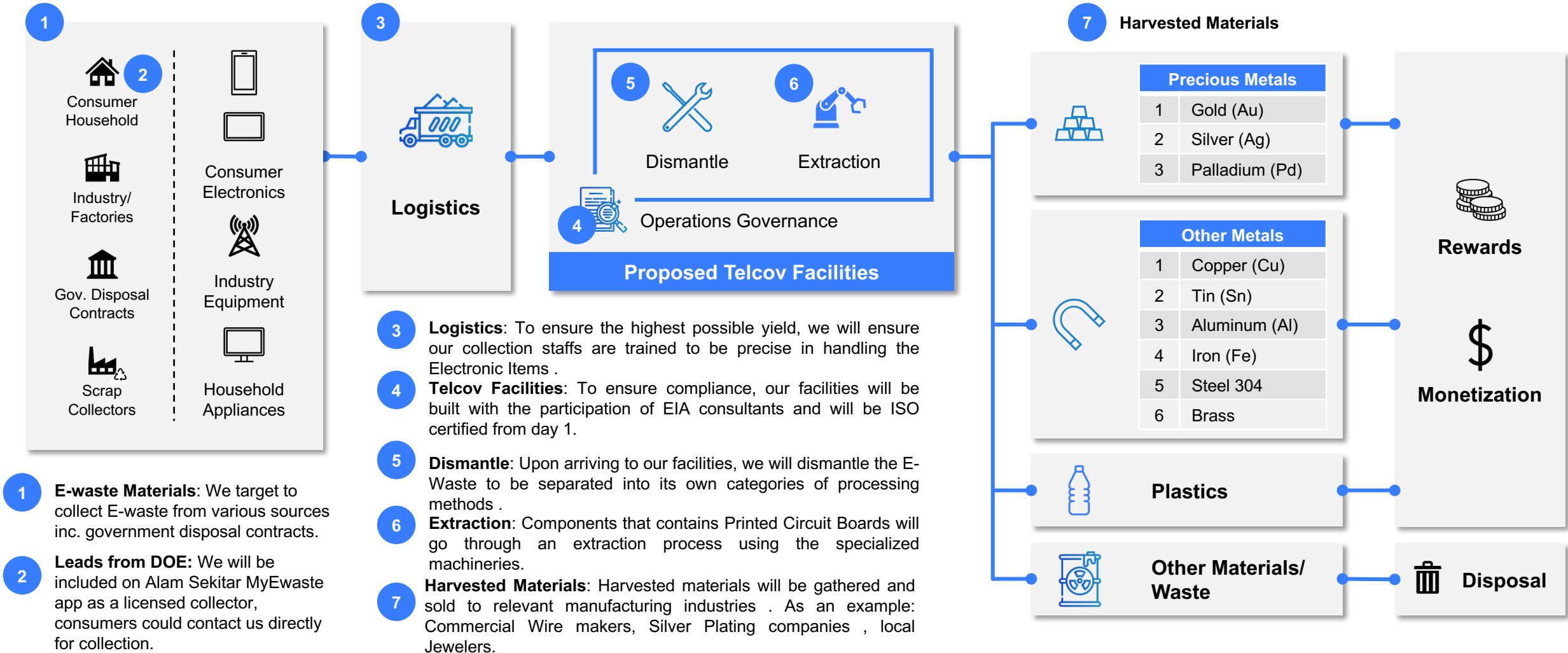


The Solution

E-waste Tracking App

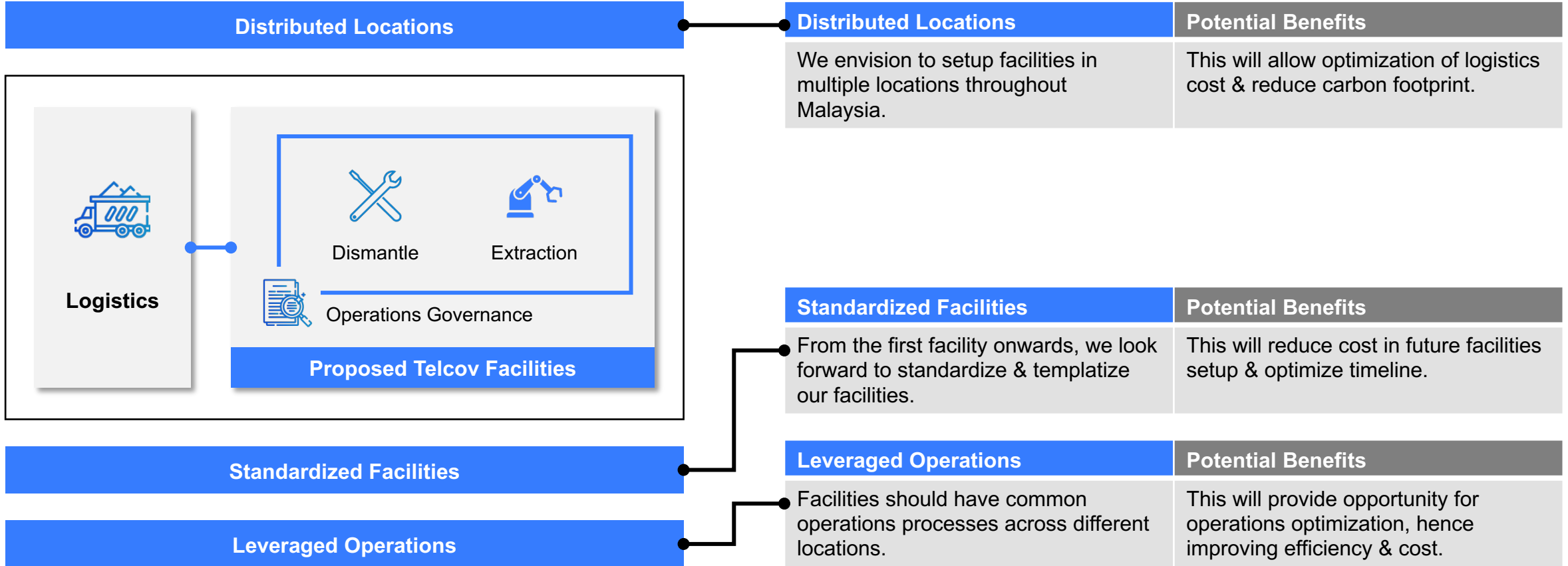
8

Mobile App: Enable consumers to track and redeem their e-waste contributions.



The Solution

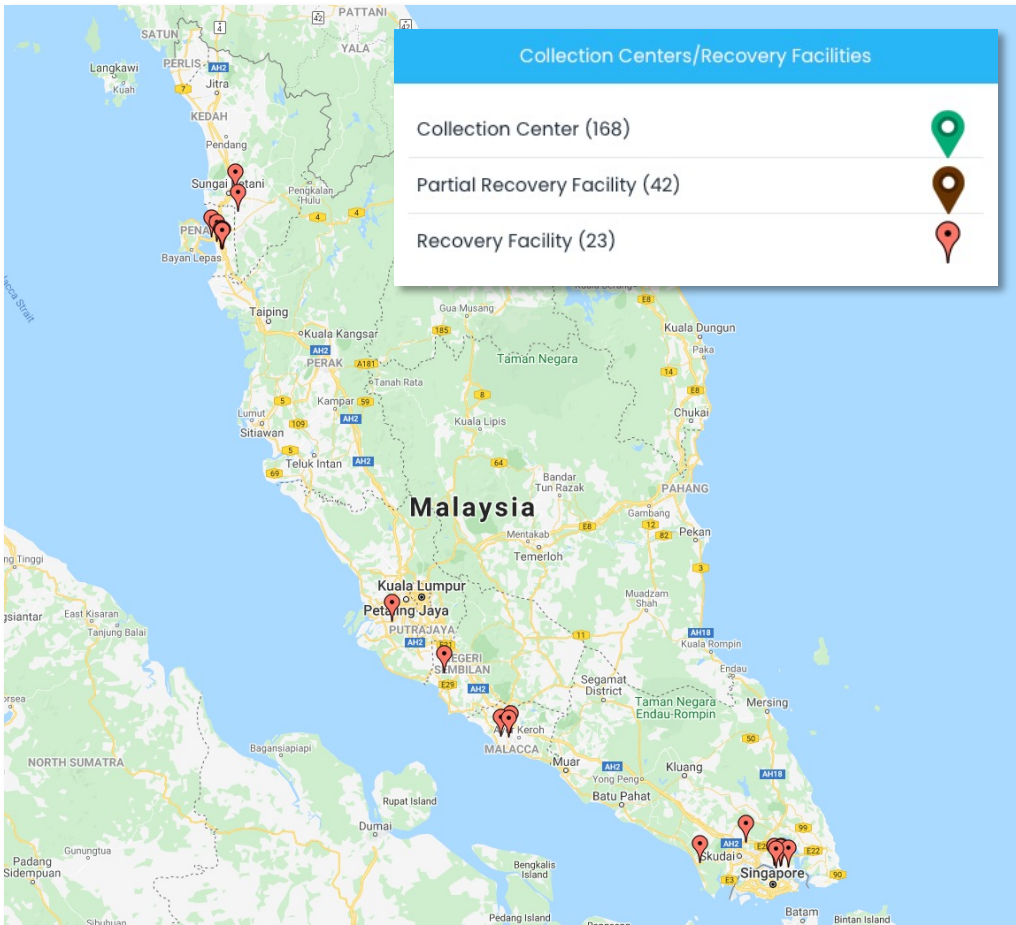
Long Term Strategy



The Solution

Competitor Analysis

Based on our analysis on the 3 main E-waste full recovery company in the market, we strongly believe that **Telcov will be unique and gain a lot of customers** as well as creating a positive transformation in the 4 pillars of sustainability .
(Human, Social, Economic and Environment)

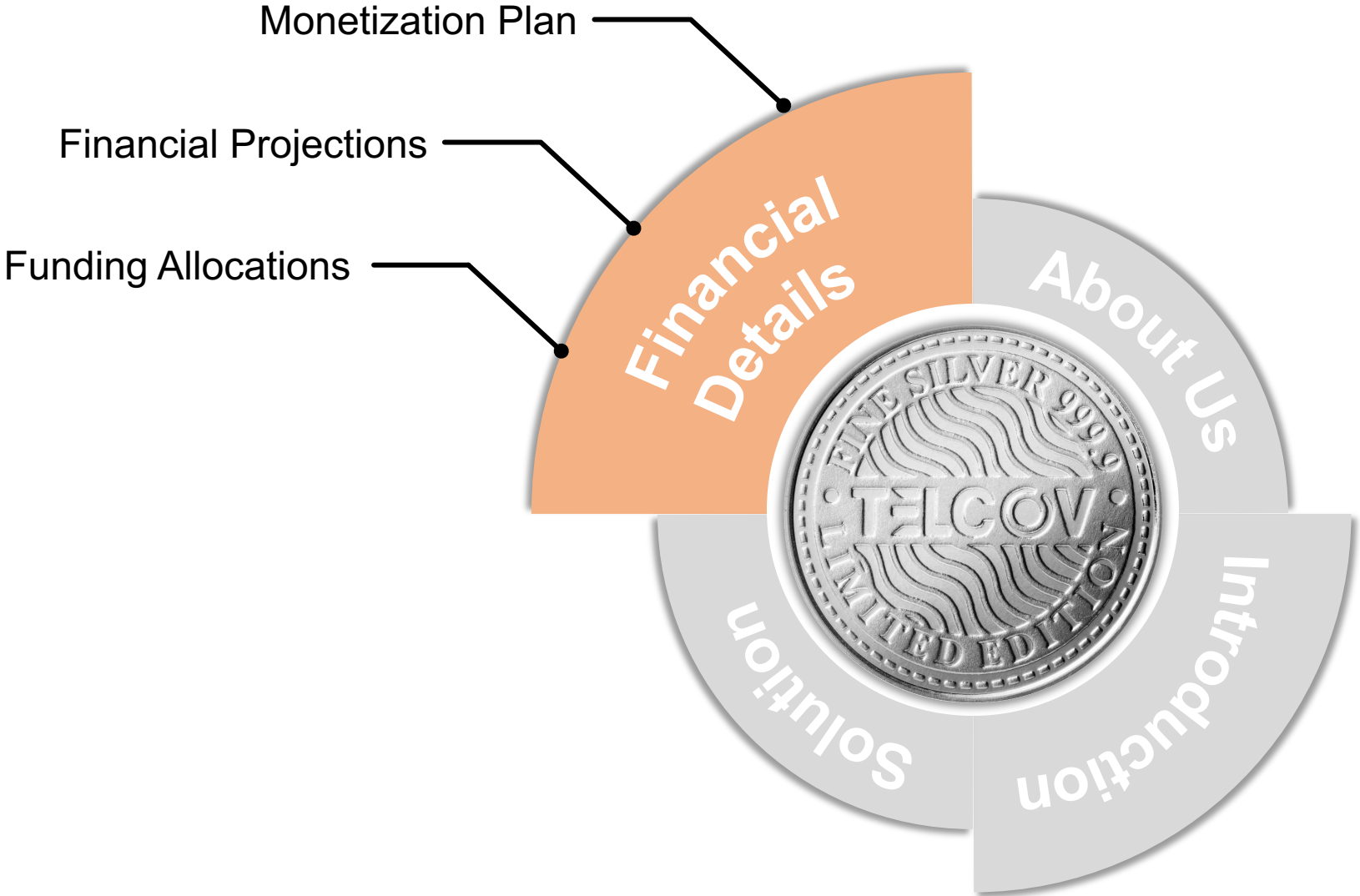


<https://ewaste.doe.gov.my/index.php/about/list-of-collectors/>

Service Features	Telcov Sdn Bhd	Jiring Metal Industries	TMC Metal Sendayan	Meritech Sdn Bhd
Location	Selangor	Selangor	N. Sembilan	Melaka
Refurbishing	✓	✓	✓	✓
Recycling	✓	✓	✓	✓
Tracking code for E-waste	✓			✓
Rewarding Silver for E-waste	✓			
Collection Points nationwide	✓			

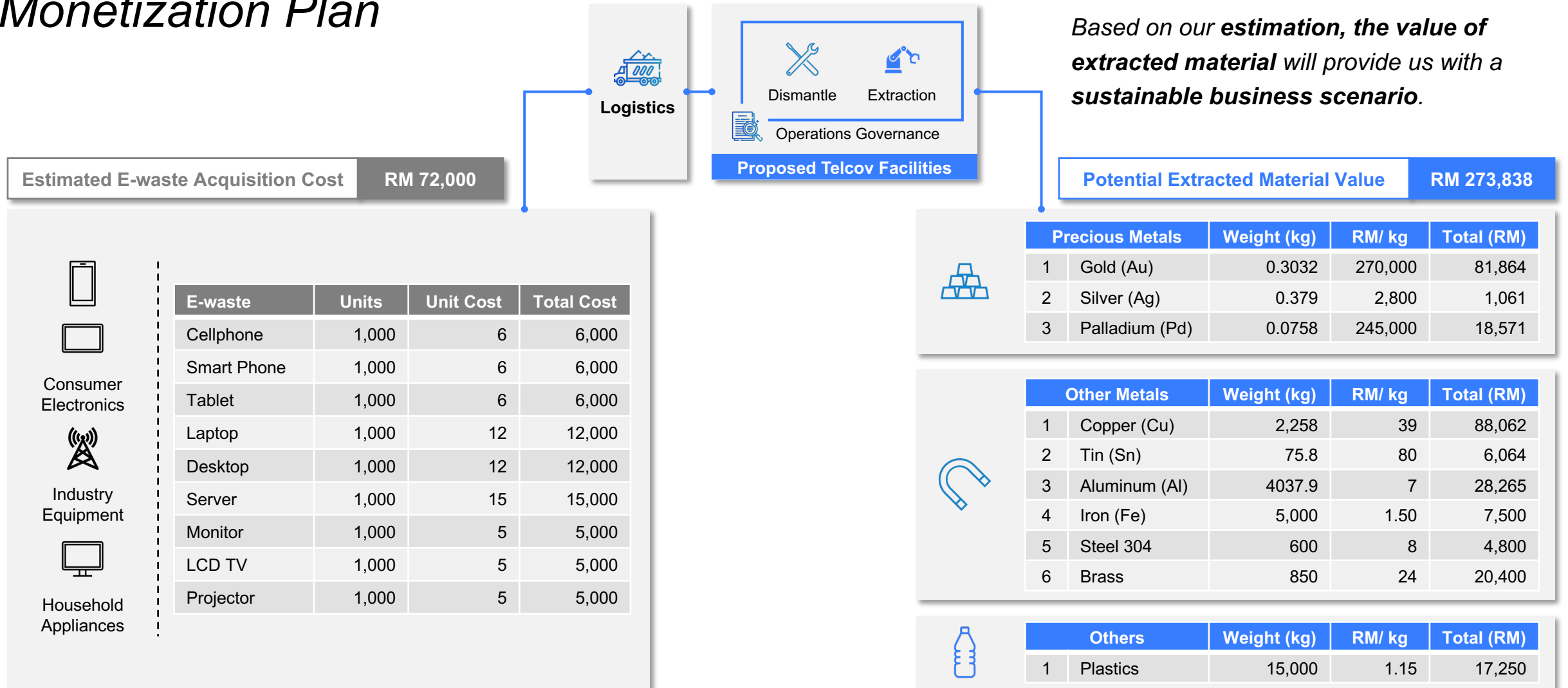
Telcov's Key Differentiators

- Currently, there's only 1 full E-Waste Recycling Facility in the state of **Selangor** which has a **population of 6.56 Million as of 2021** . (dosm.gov.my)
- **Telcov will be the 2nd Facility in the state** and there is a very huge potential market segment for us to serve in the beginning of our business operation.



Financial Details

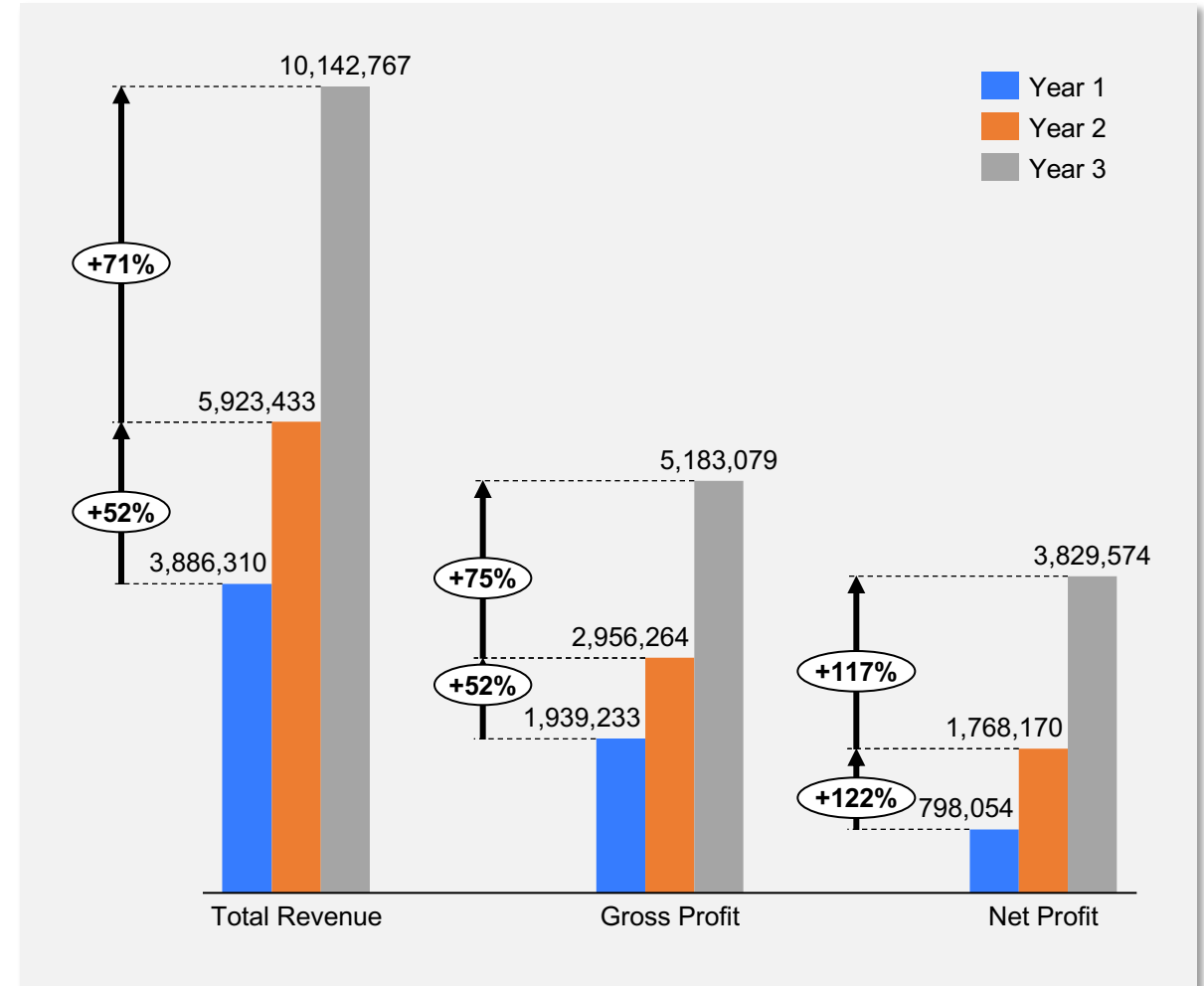
Monetization Plan



Financial Details

Financial Projections

		Year 1	Year 2	Year 3
		RM	RM	RM
	<u>Sale of Metal</u>			
	E-Waste excluding PCB	1,936,502	2,951,577	5,054,021
	PCB	1,949,807	2,971,856	5,088,746
(A)	Total Revenue	3,886,310	5,923,433	10,142,767
	E-Waste Purchase Cost	1,021,826	1,557,446	2,666,834
	Electricity Cost	672,271	1,024,661	1,754,540
	Natural Gas	9,316	14,200	24,314
	Chemical Cost	28,384	43,262	74,079
	Labour Cost	215,280	327,600	439,920
(B)	Total Cost of Sales	1,947,077	2,967,170	4,959,687
(C) = (A)-(B)	Gross Profit	1,939,233	2,956,264	5,183,079
	GP Margin	49.90%	49.91%	51.10%
(D)	Total Operating Expenses	1,141,178	1,188,094	1,353,505
(E)=(C)-(D)	Net Profit	798,054	1,768,170	3,829,574
	NP Margin	20.54%	29.85%	37.76%



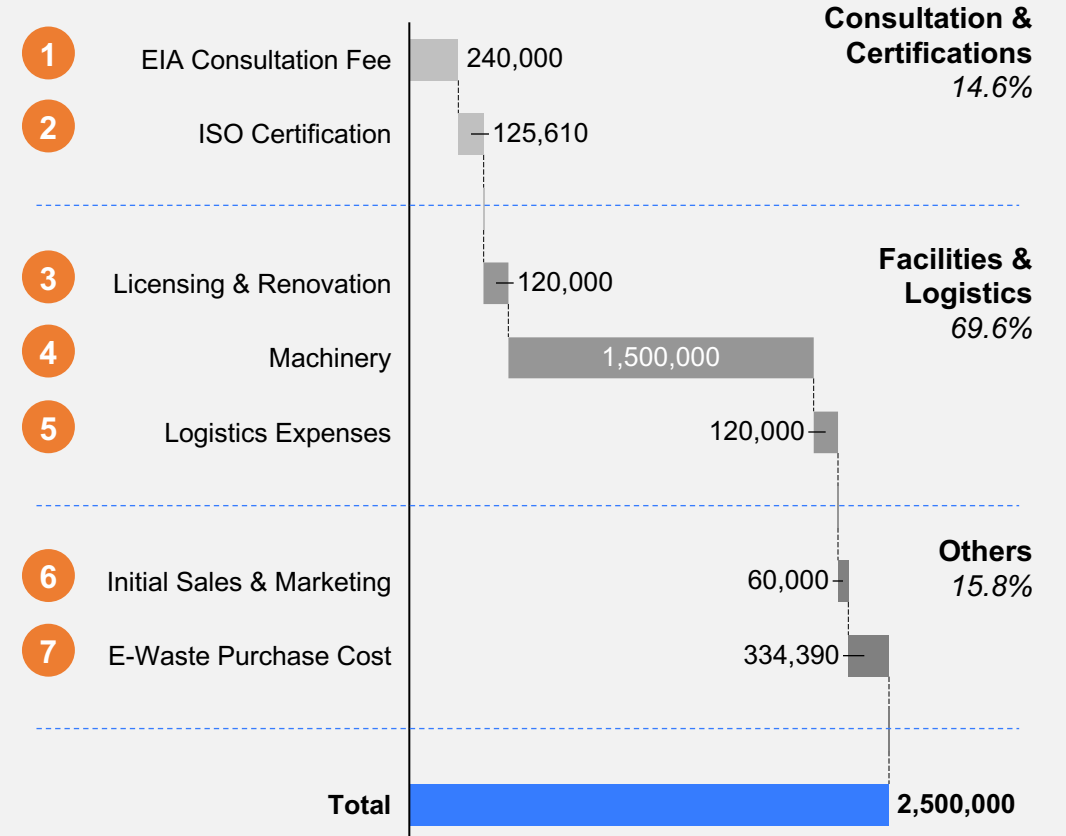
Financial Details



Investment Offer

:	Minimum Target	Maximum Target
Target Amount	500,000	2,500,000
Type of Shares to be Issued	Preference Sa'ada Shares (With Purchase Back Undertaking)	
Pre- Money Valuation	RM8,100,000	
No. of Existing Share(s) Issued Before Funding Exercise	1,435,642	
Price Per Share For ECF	RM5.64	
No. of New Shares to be Issued	88,652	443,262
Post-Money Valuation	RM8,600,000	RM10,600,000
Equity Offered	5.81%	23.58%
Minimum Investment Ticket	RM1,000	
Targeted Share Purchase Period	Projected to be after 36 Months with option of offering to partially purchase back before and within the 36 months period	
Targeted Share Purchase Price Premium	Projected to be 10% Above Price per Share for Fundraising Campaign	
Targeted Dividend Payout	Up to 15% per annum out of Net Profit for the year, based on investors' equity, subject to corresponding Dividend Milestone	
Campaign Period	90 Days	

Allocation of Funds



Dividend Milestone

Telcov targets to offer dividends of up to **15% per annum out of Net Profit for the year**, based on investors' equity, depending on whether Telcov reaches its projected **Net Profit** based on its projected financials for the year.

In the event that Telcov was not able to achieve the targeted milestone for the year, It shall still target to offer dividends for the year, but on a reduced proportionate basis instead based on the following:-

Milestone Achievement Range Based on Projected <u>Net Profit</u>	Total Targeted Dividend Payout to All Shareholders
80% to 100% or higher	Up to 15%
60% to 79.9%	Up to 12%
40% to 59.9%	Up to 9%
20% to 39.9%	Up to 6%

Disbursement of funds by milestone.

1st Milestone

- Factory setup
- Licensing works
- Machines & Equipments

RM 860,000.00

2nd Milestone

- Certifications
- Logistics setup
- Marketing and Purchasing

RM 1,640,000.00

TELCOV



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