



THIS ISSUE

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Watch Out!

Your pulse on blood pressure monitoring trends and events



Buy CASPal®, CASPro® online

Good news! Both CASPal® and CASPro® are now available for purchase online on our website. You can buy the devices online and shipment will be arranged once order received.

This e-Shop will enable HealthSTATS to penetrate all different segments of markets from all over the world. We believe it will bring new revenue stream to HealthSTATS.

Message from the CEO

Dear Friends of HS,



This is truly an exciting time for HS. In this issue of the newsletter, you will see that the NICE guidelines (UK) has made a revolutionary stand towards the management of hypertension. Doctors are required to use 24-hr ABPM recording to diagnose patients with hypertension, instead of clinic reading. Great interest has already been

generated in the UK even before the guidelines come into effect in August. This may be the start of a tipping point for us.

Similarly, when the JACC paper was published, it shook the medical world and we were swamped with enquiries from all over the world. The paper has effectively put our CASP technology onto the world map and the accuracy, although unbelievably accurate, has been well validated. We are now discussing with some companies on the possible licensing of the CASP technology and will update you in due course.

Most importantly, even as the company extends its reach to the world, it is also consolidating internally. The morale of the staff is high and the team is focused to bring the company to the next level.

In the next issue, I will share with you the pilot study launch of the wireless BPro® – a collaboration project with HP and the Frontier Medical Group. It is exciting to see the reality of telemedicine taking place with the wireless BPro® watch as it transmits data to the healthcare provider through a smart phone and the HP platform. More details will be coming soon.

Dr. Ting Choon Meng



HealthSTATS, British scientists achieve breakthrough in landmark study on measurement of central pressure

On 21 February, **HealthSTATS** announced that its landmark study on the non - invasive measurement of central aortic systolic pressure (“CASP”) was published in the prestigious Journal of the American College of Cardiology (“JACC”) – one of the world’s leading cardiovascular scientific journals widely read by cardiologists around the world.

This study marks a milestone in the 100-year history of blood pressure measurement, in which CASP is proven to have an accuracy of 99% when compared to the pressure measured by inserting a catheter into the aorta close to the heart.

The UK Department of Health described the breakthrough as a “great example of how research breakthroughs and innovation can make a real difference to patients’ lives”. SPRING Singapore welcomed the cross border collaboration and that the “collaboration with the University of Leicester is yet another accolade to HealthSTATS’ cutting edge technologies, furthering its reputation as an upcoming global player in managing cardio - related diseases”.



Validation paper on HealthSTATS’ CASP devices

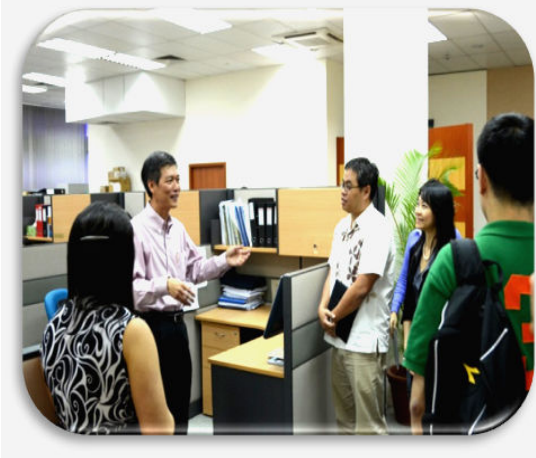
The highly anticipated paper by Prof Bryan Williams entitled “Development and Validation of a Novel Method to Derive Central Aortic Systolic Pressure from the Radial Pressure Waveform using an N-point Moving Average Method” was published by JACC on 22 February 2011.

As soon as news was made public, HealthSTATS’ received thousands of requests from many countries including the United Kingdom, Turkey, South Africa, the United States for possible business partnerships and purchase orders. The HS team will follow up closely on these leads and identify potential business partners.

Please contact us for a reprint!



Visit by Prime Minister's Office



↑ HealthSTATS' Chief Technology Officer Mr Chua Ngak Hwee leading the SPO officers on a tour around the office



↑ HealthSTATS' team assisting SPO officers to measure their CASP and blood pressure



↑ HealthSTATS' and SPO officers posing for a group photo at the end of an informative share session

The HealthSTATS team recently played host to a visiting team of officials from the Strategic Policy Office (SPO), based in the Prime Minister's Office. The theme "The Future of Health" was chosen this year because in recent years, healthcare and technology have been constantly evolving together to cater to demographic needs and give the team insights into global healthcare trends.

HealthSTATS was delighted to be selected for this purpose. During the presentation, the team discussed about the company's focus on technology research and its innovative medical devices such as the challenges faced when developing the BPro® and A-Pulse CASP® software.

The participants from the SPO – Mr Tan Chee Seng (assistant director), Mr Bernard Toh (senior strategist) and Ms Angela Xu (strategist) – learnt about the key trends in healthcare technology and other upcoming R&D developments. Later on, they were given a demonstration of the medical devices, and also had their blood pressure and CASP checked at the same time.



↑ (L-R) Mr Tan Chee Seng and Mr Chua Ngak Hwee



HealthSTATS in the news

This groundbreaking news was covered extensively by media such as the BBC and Singapore's The Straits Times.

Device 'could revolutionise blood pressure monitoring'

BBC, 21 Feb

Blood pressure testing to be made more accurate

Guardian.co.uk, 22 Feb

Adoption of HealthSTATS device close to 'tipping point'

Business Times (Spore), 1 Mar

Having the heart to take an entrepreneurial jump

TODAY (Spore), 7 Mar

Keeping a watch on vital signs

Metro (UK), 21 Feb

How to keep a closer watch on your blood pressure

Daily Mail (UK), 21 Feb

A Singapore Way to watch your blood pressure

The Straits Times (Spore), 26 Feb

NICE: Millions wrongly told they have high BP

Britain's health watchdog – the National Institute for Health and Clinical Excellence ("NICE") – has recently released a set of draft hypertension guidelines which is set to overhaul the way in which high blood pressure (BP) is being diagnosed and treated.

It estimates that the current cuff-based method of BP monitoring has caused millions to be wrongly diagnosed with high blood pressure, as a result of "white coat" hypertension.

The NICE guidelines stipulates that patients who are found to have BP above the normal range via cuff-based measurement should get their BP condition further assessed with ambulatory blood pressure monitoring ("ABPM" or 24-hour blood pressure monitoring). ABPM traces BP which fluctuates throughout the day, allowing doctors to understand the patient's BP pattern and hypertensive condition. More importantly, it prevents patients with white-coat hypertension from seeking unnecessary medical treatment.

The proposed changes could also see a cut in the number of people under 40 diagnosed with high BP.

Professor of medicine Bryan Williams of the University of Leicester, who led the development of the NICE guidelines, said that ABPM is not only cost-effective but will also result in cost savings in the long run as less cash is spent on treatments.

This latest move by NICE bodes well for HealthSTATS as its FDA-certified BPro watch is the first medical device in the world to monitor ABPM conveniently and non-invasively. Conventional ABPM methods, which require patients to wear a cuff around the upper arm over 24 hours, are costly as well as uncomfortable and disruptive to patients sleep and daily activities.

This news could be the catalyst to propel the company towards its 'tipping point' and HealthSTATS expects demand of the devices to increase tremendously within the next few years, thus increasing sales.



2011 Lianhe Wanbao Beauty and Healthcare fair



HealthSTATS took part in this year's Lianhe Wanbao Beauty and Healthcare fair on 5-6 March at Suntec Convention Hall. The event was a success judging by the huge crowds that turned up to check out and find out more about the latest in beauty or healthcare products. The HealthSTATS booth was popular with public and many took the chance to get their BP and CASP measured. The team was also helpful at answering queries from public. For a limited time only, the CASPal® was available at an attractive price.



HS staff demonstrated to participants the ease of using the CASPal®.

New exclusive business partnership with eMind Biotech, Taiwan

The HealthSTATS team recently visited Taiwan to sign an exclusive distributorship agreement with **eMind Biotech M.R. Co. Ltd.** The team also met up with representatives from various private and university hospitals and took the chance to introduce them to CASPro, CASPal and other HS medical products.



A new beginning...



Congratulations to Eric Mar, Senior Engineer, Hardware Development and his wife Irene on their newborn baby boy Jayden Mar!



Jayden was born on 23 March 2011

Face-to-face with Serene Chang

In this issue, we meet Serene Chang, Assistant Research Engineer in HealthSTATS' R&D department.

She has been with the company since 2009 after she graduated from Nanyang Technological University (NTU) school of Mechanical Engineering. She was introduced to the field of cardiovascular health during the course of her final year project at NTU which involved measurement and analysis of results using a medical device. Being an engineer herself, she was also interested in how inventions were created and the process of patenting it.

Thus, with a recommendation from her faculty professor, she was delighted to be offered the position of an Assistant Research Engineer which allowed her to explore her capabilities and interest in the field of medical science.

On a day-to-day basis, Serene is in-charge of testing software and hardware devices against a set of procedures so as they comply to standard specifications. This can involve constant feedback and interaction with the software/hardware engineers. She also assists in clinical protocol and data mining processes, among many other tasks.

On her most challenging project to date, Serene is currently working on a project with Dr Ting and her co-worker Tirza. The team is currently working on ways to improve the design of a prototype after which they will be conducting further clinical trials and tests.

What makes the project unique and demanding is the fact that they will have to work closely with other parties in order to work towards an ideal result which is still yet an unknown.

Apart from lab work, the job has also given Serene the opportunity

to travel overseas such as attending the 2010 FIME Medical Expo to showcase the A-Pulse CASP® and CASPal® to trade and potential business partners.

While she enjoys working with her colleagues, Serene also loves the opportunity to interact with them during company activities and corporate events which gives her a sense of belonging to the HS family. Serene is also thankful that her supervisors have been very helpful in guiding her and sharing knowledge and work experience with her.

Serene is keen on pursuing her career in the medical healthcare industry and hopes to learn more so as to contribute in the development or improvement of medical devices. At the same time, she also wants to help HS spread the importance of CASP and ensure that patients receive the right treatment in time to reduce the occurrence of CV diseases.

