

- 1 CEO message • HealthSTATS: Singapore's Top 10 Biomed Stars
- 2 Regional News
- 3 Medica 10 • Talks at Bukit Batok Polyclinic
- 4 Visit to Care Community Services Singapore • Baby arrivals Face-to-face with Fay Yang
- 5 Corporate Retreat: "Heart That Matters"

Watch Out!



Your pulse on blood pressure monitoring trends and events

Message from the CEO



Dear Friends of HS,

"In most matters, the heart of the matter is usually a matter of the heart". Literally!

The closest thing we can develop for that is **Central Aortic Systolic Pressure!**

The whole world now is caught up with this hot issue. This is gaining tremendous momentum by the day amongst doctors and researchers worldwide.

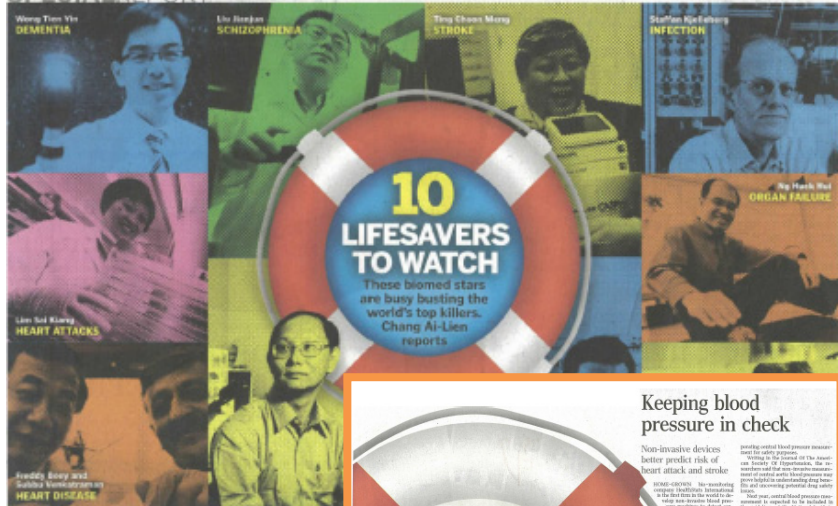
The company spent a good 2 nights onboard a cruise to reflect and consolidate ourselves before we get fully recharged and be ready to "cheong" and face the world. This year promises to be very significant for us, as the roll out of the CASP related products into major markets like Mexico and greater part of USA takes place. The company can be drained and distracted by all the excitement around us when the momentum accelerates. It was certainly good that we took time to reflect on ourselves and examine the issues at our retreat themed: **Heart that Matters.**

The team attended many events and exhibitions, trainings and business discussions these 2 months. We're also in the midst of developing a wireless model with one of the largest MNCs in the world for the next generation BPro. This can potentially open up new areas of applications and new revenue streams which are sustainable. I will give more details on this in the next newsletter.

We also celebrated the arrival of a new born, Ernest Chua, son of Chua Ngak Kwong, our pioneer and senior engineer in the R&D team. At the same time, our joy was doubled with the wedding of Coen Chin, my PA. All these are truly matters of the heart for us.

As the company enters into the new year, especially in this significant year, we are grateful and mindful of the support and help that the shareholders have rendered to us. We want to take this opportunity to thank you and wish you a very fruitful and prosperous New Year of the Rabbit !!

SPECIAL REPORT



Heal+hSTATS
 One of Singapore's **Top 10** biomed stars



HealthSTATS was one of the companies featured in the Straits Times' Saturday Special Report on Singapore's top medical players on 11 December 2010. In the report, heart disease, cancer and diabetes were listed as the areas where researchers were finding ways to prevent, detect and treat.

FDA-approved A-PULSE CASP devices that HealthSTATS produces are now in high demand in Singapore and overseas markets such as China, Mexico and the United States. This piece of good news is a big boost to the HealthSTATS team, and they will continue in their journey to educate and promote the importance of central pressure, and how it is a big factor in determining one's survival rate during events such as heart attacks and strokes.

Regional News



(L-R) Ryu Tan, Dr Essam Hamaydeh, Chen XiaoBin

SABEEL AL DAWAA TRDAING Est. (**MEDIWAY Pharma**) was appointed as exclusive distributor for Saudi Arabia and Bahrain. Managing Director Dr Essam Hamaydah dropped by Singapore in December to sign the distributor agreement and was given an in-depth explanation of the CASP device technology followed by a hands-on training session by the HealthSTATS team.

Saudi Arabia is one of the top markets in the Middle East for hypertension devices. As such, there lies tremendous potential for HealthSTATS once its devices are used in hospitals and healthcare centres.

HealthSTATS welcomed **MDC Care Medical Trading** to Singapore recently when they came to formally ink the exclusive distributor for Qatar and Kuwait. This is in addition to the UAE region in which they already have the distributorship rights.

MDC Care has a good track record in the medical sector in the region and was recently successful in getting Al Emadi Hospital to sign on with them. 2011 will be a busy year for the company as it will be heavily promoting the CASP devices through increased marketing activities.



(L-R) Dr Ayman Mohammed, Waleed Al Marzooqi, Dr Ting, Bilal Firwana

Scilogic Network Co., Ltd was appointed as distributor for Thailand in Sept 2010. Said its Product Manager Ms Suvimon: "Hospitals in Thailand are very open to accepting new technology that enables them to monitor hypertension more accurately and easily".

In fact, Ram Kham Haeng Hospital Group now owns 5 BPro devices in their facility and Paolo Hospital has started using A-PULSE CASP to measure central pressure.



(L-R) Brendan Koh, Apisak, Suvimon

Visit to Medica 10



The HealthSTATS team took part in the **Medica 10** trade fair held in Dusseldorf, Germany. It was a fruitful trip as they met with many medical representatives from all over the world and helped spread awareness of the importance of Central Aortic Systolic Pressure.



Talk at Bukit Batok Polyclinic



In Singapore, polyclinics are designated outpatient clinics where patients can use their Medisave to cover the costs of hypertension treatment. In order to increase the awareness of ABPM and CASP at these polyclinics which serve as a good avenue to reach out to the public, the team at HealthSTATS recently visited Bukit Batok Polyclinic to give a talk and demonstration to the doctors and medical staff. Many were impressed by the ease and simplicity of using the CASP devices.



Visit to Care Community Services Singapore

With the recent news about CASP in the papers, Care Community Services Singapore contacted the HealthSTATS team for assistance to screen the elderly at their nursing homes so that those with abnormally high CASP can be treated early. In order to help the elderly keep tabs on their CASP regularly, one unit of the CASPal was donated to the organisation. In September, volunteers from HealthSTATS also spent some time with the elderly by interacting with them through games and art.



A new beginning...

Baby Ernest was born on **16 January 2011**
 Congrats to Chua Ngak Kwong, Deputy Head of Product Development and Clinical Trial on his new baby boy!

Face-to-face with Fay Yang

Fay Yang graduated with a Masters Degree in Finance at Herriot Watt University and a Degree with Business Finance (Financial Service) at Napier University, in Edinburgh, UK. Through a job opportunity she applied in Chongqing, China, she was successfully hired as a Sales Executive at HealthSTATS, and started her first full-time job at the Company.

Representing HealthSTATS, Fay maintains the relationship between Customers and the Company. In order to increase awareness of CASP within the medical community, she meets with professionals such as doctors, specialists and nurses to explain the CASP concept and try to educate them on how the CASP technology can help and save hypertension patients.

Fay confessed that, "it is quite a challenge for me to work in the sales line as it requires a certain extent of social communication skills to perform a job that largely varies from my background, and in a different culture and environment. Dr Ting's passion to educate the public about CASP and improve their daily lives had inspired me.

I try to interact with more people so that I can learn to be more confident to project the professionalism of HealthSTATS."

Although she is miles away from home in Hubei, China, she relishes working with the warm HealthSTATS family, who is her pillar of support. She is grateful to this big family for giving her the opportunity and constant advice to improve her product knowledge so as to better serve clients. She has learnt about medical knowledge, gained insights into the right customer service mindset, and cross functional work coordination processes.

Like everyone in HealthSTATS, she wants to let as many people know about the wonderful life-changing technology. "I hope to see the CASP concept integrated in public around world, and have our devices used by all the medical professionals."



Corporate Retreat



"Heart that Matters"

8-10 October 2010
- Super Star Virgo -

ConversationCircles
creating space...thinking together



Awareness



Empowerment



Enhancement

Leading
SELF

Leading
OTHERS

Leading
ORGANIZATION

Heart that Matters

In line with the company's globalisation plan, the management organised a corporate retreat in order to review our plans, reconnect with each other, and recharge ourselves to prepare for the challenges ahead. With this mission in mind, the HealthSTATS team held their corporate retreat on a luxurious cruise liner, the Star Cruise Superstar Virgo, on 8th October 2010.

The theme of the retreat was "Heart that Matters". As a part of the HealthSTATS family, we are the heart of the Company, working as a unified team towards one goal – to bring down the incidence cardiovascular-related diseases. Our CEO, Dr Ting Choon Meng kicked off the retreat with his keynote speech – announcing good news such as our recent corporate developments, upcoming projects and the focus of this retreat.

Our guest facilitator, Allen Lim from the ConversationCircle, kickstarted our specially designed programme with an activity that allowed every one of us to lead and, at the same time, rely on one another with each step that we took. Regardless of our differences, we became one committed group moving side by side as one group.

Through this exercise, we learnt about shared responsibility and the need to exercise equal freedom in making decisions. We ended the day reviewing our collective thoughts.

The corporate retreat was a good time for all to get to know each other better. As a result, we were able to foster closer ties and understand each other's character differences and working styles. We believe this understanding will enhance our efficiency in leading the organization to move forward.

It wasn't all work and no play for the HealthSTATS team! After a full day, we indulged in the various recreational activities on the cruise liner, basked in the balcony stays and thoroughly enjoyed the dazzling entertainment on the SuperStar Virgo. At the end of the retreat, we were pampered and recharged!

A round of applause to the Executive Management, the Retreat Committee and Allen for contributing in the planning and organizing the entire retreat's activity. It was certainly a great success and a memorable experience for everyone.

Contributed by **Jocelyn Ng**