



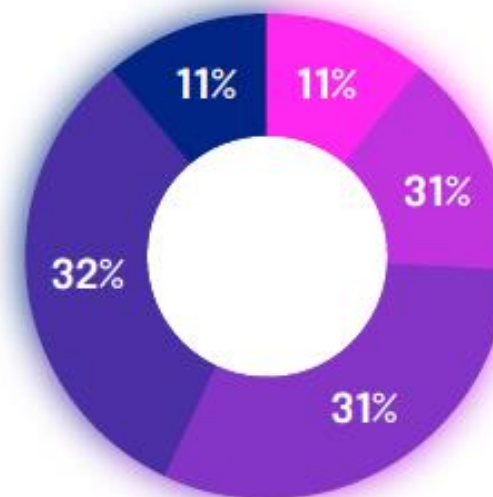
As a Prelude to Next Year's Event

We organized a launch on 28 June where we invited 100 senior executives from Singapore's healthcare ecosystem to discuss how innovation will shape the future of healthcare. We were encouraged by the strong interest from the ecosystem as we saw a total of 142 attendees who were offered a sneak peek of the event and two engaging panel discussions on HealthTech innovation and investments in Asia.

Healthcare innovation is pivotal in transforming healthcare delivery and to accelerate innovation, ecosystem collaboration is key. Collaboration works best on a platform which brings the entire healthcare ecosystem together and we are committed to build that platform, which is HealthTechX Asia.

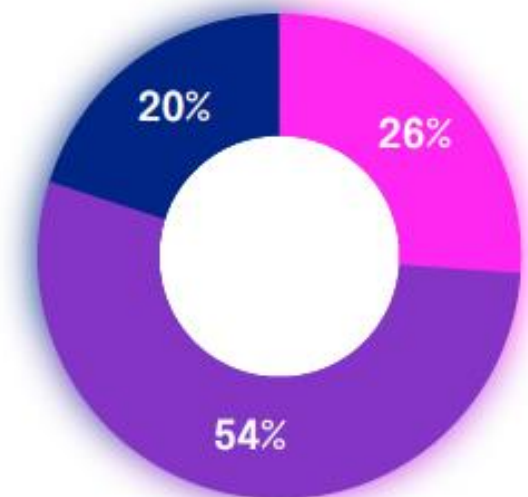
HealthTechX Asia
 Innovate. Collaborate. Partner.
LAUNCH EVENT
 28 JUNE 2024, 2.30-5.30 PM
 RAFFLES CITY CONVENTION CENTRE, SINGAPORE

Attendee Profiles



- Ministries, Regulators & Government 11%
- Healthcare Providers 32%
- HealthTech Corporates 31%
- Investors, Accelerators & Ecosystem Builders 15%
- Startups 11%

Attendee Job Titles



- C-Level 20%
- Senior Directors, Directors 54%
- Senior Managers, Officers 26%





Participants from Singapore's Ecosystem

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LAUNCH EVENT

28 JUNE 2024, 2.30-5.30 PM
 RAFFLES CITY CONVENTION
 CENTRE, SINGAPORE



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|----------------------------------------------------|------------------------------------------|----------------------------------------------------|--------------------------------------------------|
| 22Health Ventures | eG Innovations | Ministry of Health Singapore | SingHealth Community Hospitals |
| 3DC Pte Ltd | Elsevier (Singapore) | MOH Office for Healthcare Transformation (MOHT) | SNEC |
| A*STAR | Epic | National Health Innovation Centre Singapore (NHIC) | Speedoc |
| Action Community for Entrepreneurship (ACE) | Farrer Park Hospital | National Healthcare Group | ST Engineering |
| AdvaHealth Solutions | FathomX | National University Health System | StarHub |
| Advanced Health Intelligence | Glorious | National University Hospital | StratifiCare |
| Agency For Integrated Care | Google | NEC Asia Pacific | Stryker |
| Agency for Science, Technology and Research | Government of Western Australia | NHIC | Synapse |
| ALEnterprise (Australia) | Guidercare Limited | NUS School of Medicine | Tan Tock Seng Hospital |
| Amplify Health | Health Sciences Authority | Oracle | Thomson Medical |
| AWS | IHH Healthcare | Philips | Thrixen |
| Cadi Scientific | InspireTech | Principal | Toyo Adtec |
| Customize | Institute of Mental Health | Quadria | T-Systems Singapore |
| Centre For Advanced Robotics Technology Innovation | IQVIA | Remark Group | U.S. Commercial Service, U.S. Embassy, Singapore |
| Changi General Hospital | Jonda Health | Roche | Vertex Holdings |
| co11ab | Keyreply | Safe Space | Vista Health |
| CorDx | Khoo Teck Puat Hospital | SATA CommHealth | Wavemaker Partners |
| Deloitte | KK Women's and Children's Hospital | SGInnovate | Wolters Kluwer |
| Detalytics Pte Ltd | KPMG | Siemens Healthineers | Woodlands Health |
| Economic & Trade Mission in Singapore | Kwong Wai Shiu Hospital | Singapore General Hospital | Zeiss |
| EDB | KYAN Technologies | Singapore Health Services | Zuhlke |
| EDBI | Mindsigns Health | Singapore Tourism Board | |
| | Ministry of Economy and Industry, Israel | | |

Highlights from Panel Discussion

What's holding back healthcare innovation?

Healthcare is "one of the few industries where innovation doesn't lead to lowered costs," said Mr Sutowo Wong, Director of Health Analytics Division, Planning Group at Ministry of Health Singapore. The value of healthcare innovation lies in other metrics, such as improved quality of life and reduced healthcare utilisation. This makes it less straightforward to measure and define its ROI. Nonetheless, digital transformation is one innovation strategies that has proven cost-effective, highlighted Dr. Eric Wong, Group Chief Digital Health Officer, National Healthcare Group.

There remains lots of white space – unmet needs and demands – in healthcare that technology solutions could potentially help fill, panellists pointed out. Alongside Singapore's shift towards proactive, preventative care as part of Healthier SG, healthcare will become increasingly anchored in the community and the home, noted Assoc Prof Low Lian Leng, Chairman of Division of Population Health and Integrated Care, Singapore General Hospital.

Prof Low, who is also concurrently Director, Centre for Population Health Research and Implementation at SingHealth; and Director, Research and Translational Innovation Office at SingHealth Community Hospitals, raised the examples of home testing devices and DIY testing kits (for example HbA1c blood tests, used to track blood glucose levels), as well as AI solutions for patient reminders and education, as areas that can be further explored.

Agreeing, Mr Wong pointed to geospatial dashboards collating community and social activities, which GPs can tap on to issue 'social prescriptions', on top of typical medical prescriptions.

In conclusion, panellists agreed that transforming healthcare requires collaboration across sectors – from payers, industry to academia and community partners – as well as innovative ideas across different levels of each organisation.

The challenges are significant, but so are the opportunities. By embracing innovation and putting patients at the centre, Asia's healthcare systems can transform to deliver more equitable, sustainable, and effective care.



Panel Discussion: Agents to Innovation What's Holding Back Healthcare Innovation?

Moderator



Ashish Mahajan
Deloitte SEA



Sutowo Wong
Ministry of Health Singapore



Dr Eric Wong
National Healthcare Group



Assoc Prof Low Lian Leng
Singapore General Hospital
SingHealth
Singhealth Community Hospitals



Highlights from Panel Discussion

HealthTech Investments: Unpacking trends and opportunities in Asia

Investment in HealthTech is picking up pace in Asia-Pacific. APAC is now the fastest growing region in the world for HealthTech at USD54.5 billion, at 21.8% CAGR from 2023 to 2030. The HealthTech startup scene is also buzzing. Asia now hosts some 7,000 HealthTech startups, with Singapore alone hosting over 750 of them.

Panellists, including Mr Hsien-Hui Tong, Executive Director – Investments at SGInnovate; Dr. Yong Chern Chet, Head of Asia Ecosystem at 22Health Ventures; and Mr Arun Pai, Principal at Monk's Hill Ventures, have observed a rise in HealthTech startups, which range from telehealth, remote patient monitoring to Gen AI and IoT. Nonetheless, these startups often face challenges such as achieving a sustainable business model. Their solution may reduce upfront costs but end up increasing the overall cost of healthcare delivery, leading to a total cost of ownership that is too steep for buyers.

Mr Pai added that as compared to the US, Asia's VC landscape is more nascent with lesser amount of funding and fewer startups in specialised domains. This may be due to the culture here, Dr. Yong pointed out. There may be a cultural aversion to failure that can discourage entrepreneurship, or what is seen as an opportunity cost in becoming a startup when safer, more established career pathways exist.

In terms of funding access, the panellists highlight opportunities for startups to tap into government grants and programmes, as well as private investors like family offices that are increasingly interested in healthcare innovation, and angel investors. It's also key for founders to build long-term relationships with investors, by providing regular updates in terms of traction and demonstrating repeatable sales engines.

Panellists also listed some key criteria they look out for when making investment decisions. Mr Tong pointed to the likelihood of patient adoption, while Dr Yong summarised these into three categories: Past (its fit to the established ecosystem); Present (its fit with ongoing developments); and Future (its fit to predicted future trends).

Overall, the discussion provided a comprehensive and insightful overview of the healthcare startup landscape in the region, offering valuable perspectives for founders, investors and other stakeholders looking to navigate this dynamic and evolving field.



Panel Discussion: Investors and VCs HealthTech Investments: Unpacking Trends and Opportunities in Asia

Moderator



Anastasia Miros
KPMG



Hsien-Hui Tong
SGInnovate



Dr. Yong Chern Chet
22Health Ventures



Arun Pai
Monk's Hill Ventures





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JOIN US FOR THE MAIN EVENT

21-22 MAY 2025

SANDS EXPO & CONVENTION
CENTRE, SINGAPORE



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