



## **CHAIRMAN MESSAGE AGM 2018 15 NOVEMBER 2018**

Dear Shareholders

Good morning and welcome to the Zicom Group's ("Group") AGM 2018.

You are asked to vote for the demerger of the Group's wholly owned subsidiary ZIG Ventures Pte Ltd ("ZIG") from the Group. ZIG is the holding company of all our medical technology portfolio companies based in Singapore. We are doing this by distributing all the shares in ZIG owned by the Group in the ratio of 1:1 in proportion to your current shareholdings in the Group. Each ZIG share carries a book value of 8.1 Singapore cents (8.2 Australian cents). No payment is required from you as this is a free issue. ZIG will be an unlisted public company seeking to unlock values in its portfolio companies either by trade sales or public listing as the opportunity arises that can optimise and enhance shareholders' value. Attached is a brief presentation on ZIG Ventures.

The demerger is intended to realign the Group's activities so that the management of the Group and ZIG can continuously develop their growth path in a focused manner. Your Board is confident that the timing of this demerger is appropriate and recommends you to support it. The advantages of the demerger have been set out in the Explanatory Statement to the Notice of Meeting.

The Group has decided to undertake a Board renewal. Mr Frank Leong an independent member of our Audit Committee who is going on to 76 and been on the Board the last 12 years retires this year and will not seek re-election. Frank has rendered distinguished service to the Group during his tenure for which the Group is thankful. The Group will be seeking replacement independent directors with networks and experiences in the new economy to pursue transformation of the Group's businesses so as to remain robust and relevant.

Concurrently succession planning is being carried out. I have been Group Chairman as well as Group Managing Director since the Group's founding in 1978. I will be stepping down as Group MD in December this year and remain as Executive Chairman for the next 3 years. I will take a pay cut of 30% of my salary which was frozen since 2007. Mr Kok Yew Sim, who is the CEO of wholly owned subsidiary, Sys-Mac Automation Engineering Pte Ltd will take over the Group MD (to be re-designated as CEO) on 2 January 2019. Kok Yew, with a Summa Cum Laude degree in EEE from the University of Michigan, USA, has successfully managed a cross section of businesses covering precision engineering, automation, contract manufacturing, vision imaging and fine pitch flip chip bonding for more than a decade. He has the necessary experiences to pursue Group's transformation. Mr Kok Hwee Sim another Group's director will step down after the demerger as an executive director and remains on Board as a non-executive director. Kok Hwee who has been responsible in developing the medical technology cluster from virtual scratch, and who has a Magna Cum Laude degree in Industrial Engineering and Operations Research from the University of Michigan and a Master in Financial Engineering from Columbia University, will be appointed Group CEO of ZIG.

The Group's businesses continue to face challenging conditions. This calls for a transformation in direction, management, business model and processes not only to strengthen its core competency capability but also to embrace the dynamics of the new economy where digitalisation has enabled unprecedented technological changes on industries globally.

The Group's outstanding confirmed orders as at 31 October 2018 totalled S\$34m. Cash balances as at 31 October 2018 remains healthy at S\$13m.

Your Board is confident that the Group's long-term prospects remain strong as it positions itself for transformation. We believe renewal efforts at board and management level are timely to achieve its goals.

I take this opportunity to thank the Group's Board for their guidance and dedication and all employees for embracing the changes to be carried out and their contributions to the Group for the past year.

I wish to thank all shareholders for their forbearance of the Group's efforts and look forward to return the Group to profitability and to enhance shareholders' value in the near term.

Yours faithfully  
Zicom Group Limited

A handwritten signature in black ink, appearing to be 'G L Sim', written over a horizontal line.

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G L Sim  
Chairman



Integrated Platform for Investments into Healthcare Innovations





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# The Story of ZIG Ventures

“Corporate venture capital company spun off from Zicom Group Limited – A 40 Year old diversified engineering & manufacturing organization”

## Formation of ZIG Ventures



- ZIG Ventures was established in 2014 (formerly known as “Zicom MedTacc”) as the corporate venture capital arm of Zicom Group Limited (“ZGL”) focusing on Healthcare Innovations. ZIG Ventures was spun off from ZGL in November 2018 to function as an independent investment company to continue to invest into early stage healthcare innovations and to support these companies in their growth plans.

## Background of Zicom Group Limited

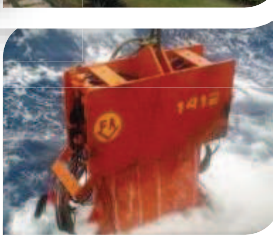


- ZGL is a multi-disciplinary engineering and manufacturing group founded by its Chairman, Mr Sim Giok Lak in 1978. It has grown into an organization with more than 500 employees with offices & manufacturing facilities in China, USA, Australia, Indonesia, Thailand, & Singapore. ZGL organizes its key business segments into Marine, Oil & Gas, Construction Equipment, and Precision Engineering & Technologies:

### Marine, Oil & Gas



### Construction Equipment



### Precision Engineering & Technologies





# Our Infrastructure – Innovations

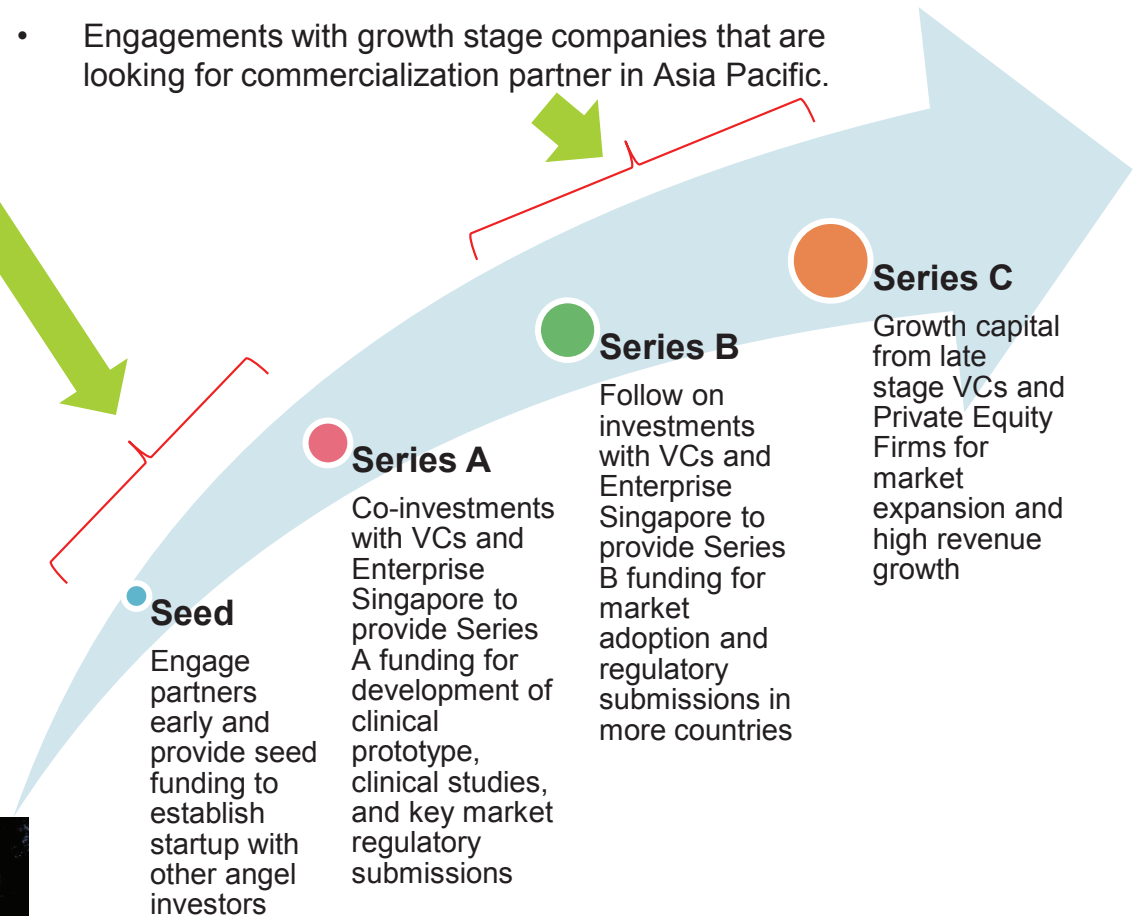
Incubating and acquiring healthcare innovations with potential high returns

## A. Early Stage Healthcare Innovations

- Engagements with Institutes of Higher Learning and Healthcare Institutions to identify clinical needs and relevant technologies, leading to eventual incubation of such Healthcare Innovations
  - Venture Co-Creation Partner with ETPL
  - Strategic Partner with Strathclyde University
  - Strategic Partner with Northern Health Science Alliance, UK
  - NHIC Evaluation Panel Member
  - Diagnostic Development Hub Evaluation Panel Member
  - Diagnostic Development Hub Strategic Advisory Member
  - NTU JumpStart Evaluation Panel Member
  - Singapore Eye Research Institute Incubation Advisory Member

## B. Growth Stage Healthcare Innovations

- Engagements with growth stage companies that are looking for commercialization partner in Asia Pacific.



## Our Contributions

Product Development & Manufacturing

Commercialization



Office at Blk 79, Ayer Rajah Crescent, S(139955)

# Our Partnerships and Contributions to the Ecosystem

## **Technology Transfer Partnerships**

- Venture Co-Creation Partner with ETPL
- Strategic Partner with Strathclyde University, Scotland

## **Commercialization Partnerships**

- Strategic Partner with Northern Health Science Alliance, UK

## **Talent Development Partnerships**

- Singapore Stanford Biodesign Program

## **Technology Evaluation**

Our directors and management are appointed to the various committees and panels as expert advisors:

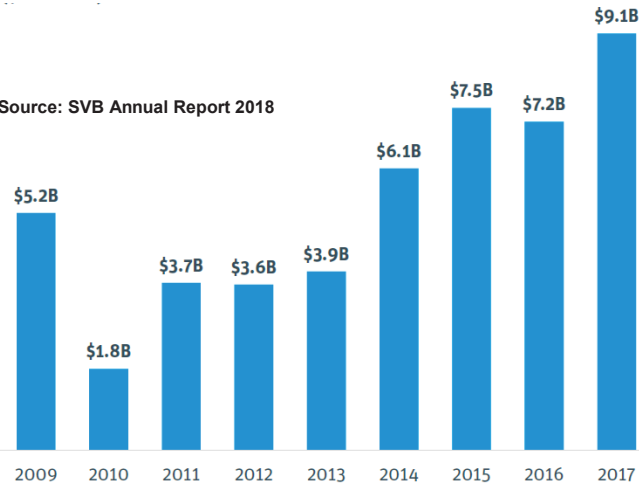
- NRF Central Evaluation Hub
- NHIC Evaluation Panel
- Diagnostic Development Hub Evaluation Panel
- Diagnostic Development Hub Strategic Advisory Panel
- NTU JumpStart Evaluation Panel
- Singapore Eye Research Institute Incubation Advisory Board

# Innovation & Investment Philosophy

## Increasing US Healthcare VC Funding and Stable Exits

- \$9B VC funding in 2017 indicates increase in healthcare innovation
- Stable M&A indicates large companies actively acquiring new technologies
- Cardiovascular, Surgical and Ophthalmology within top 5 exits by indication

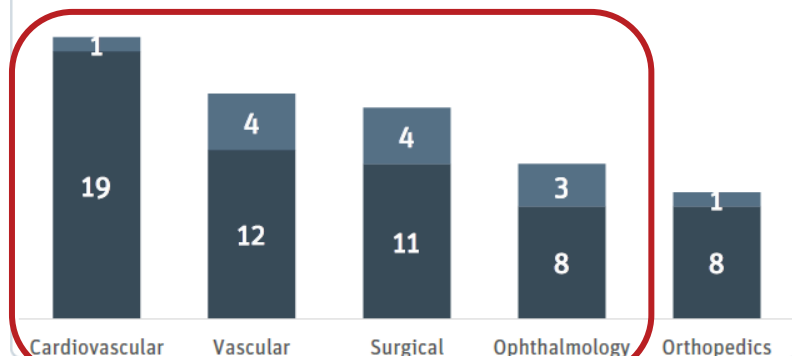
Source: SVB Annual Report 2018



## Top Exits by Indication

2013 – 2017

■ M&A ■ IPO



## Our Innovative TCM Philosophy

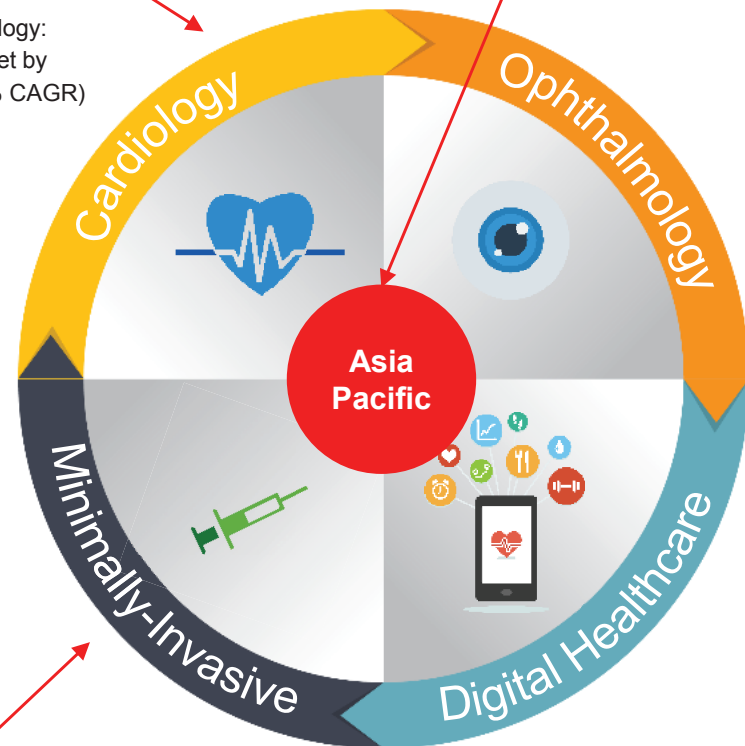
### Clinical Focus

Cardiovascular:  
\$69B market by  
2022 (4.3% CAGR)

Ophthalmology:  
\$58B market by  
2021 (3.7% CAGR)

### Market Focus

APAC to make up 30% of global  
MedTech market by 2022



### Technology Focus

Minimally Invasive Surgery: \$21.5B market by 2021 (9.1% CAGR)

Digital Health: \$536B market by 2025 (13.4% CAGR)



# Our Scientific and Clinical Network

Partnerships in Key Markets to Jointly Commercialize Medical Technology Solutions





# In the Media

## Our Healthcare Innovations Gaining Acceptance and Attention”

Like Share Suggest Edits ...

**Teo Chee Hean** added 4 new photos.  
16 hrs · 🌐

This biobot "Mona Lisa" produces 3D images from MRI & ultrasound scans to help doctors plan precisely for biopsies & surgery. Met Zicom Group & other SMEs in our Medical Technology (MedTech) ecosystem. It takes about 8 yrs & deep technical skills to bring an idea to product in this highly technology advanced industry. Our R&D investments are now bearing fruit, with several innovative technologies originating from our public research institutes being translated into products – from medical imaging, analytics to disease treatment. Look forward to more MedTech innovations which can be deployed in our healthcare system to enhance healthcare delivery & creating more good jobs for Singaporeans!

- With Min Heng Swee Keat



Like Comment

DPM Teo's Facebook Post of Visit to Zicom



Zicom in Lian He Zao Bao 14 Jan 2018

### Histoindex in Singapore's 2017 National Day Business Article



Biobot in German News

# Board of Directors



**Mr Sim Giok Lak (Chairman)**

Mr Sim founded Zicom Group in 1978 and is its Group Chairman.

He is an experienced entrepreneur and knowledgeable business executive with expertise in public accounting, corporate development, financial and industrial management and international trade.

Mr Sim is a strategic advisor to the Diagnostic Development Hub and Singapore National Eye Center Incubation Board. Additionally, he is also on the Board of Governors, UOB-SMU Asian Enterprise.

Mr Sim was a former Board member to SPRING, a government agency focused on the development of Small and Medium Enterprises in Singapore. He was the recipient of the Ernst & Young Entrepreneur of the Year (Industrial Products) 2008 award in Singapore.

Mr Sim qualified as an accountant in 1967. He is Fellow Life Member of the Institute of Certified Practising Accountants, Australia and Institute of Chartered Accountants, Singapore.



**Mr Sim Kok Yew**

Kok Yew is the Group Managing Director of Zicom Group Limited.

He has strong engineering and commercial knowledge of the Group's various businesses and was particularly instrumental in transforming the precision engineering business by expanding its core expertise from metal machining to complex automated production lines, and product manufacturing for customers across the semi-con, consumer electronics and healthcare sectors.

ZGL has invested into companies with innovative technologies in the healthcare, cleantech, and semi-con sectors. Kok Yew's leadership and experience in building businesses and driving engineering and operations excellence are important for the growth of such innovative companies.

Kok Yew graduated with a Bachelor's Degree in Electrical and Electronics Engineering from the University of Michigan with Honours (Summa cum Laude).



**Ms Jenny Lim Bee Chun**

Jenny is the Group Finance Director of Zicom Group Limited. Jenny is responsible for leading the due diligence of medtech investments for the Group. She is also the Group's Financial Controller since 2005 and serves on the board of certain subsidiaries of the Group. Ms. Lim is a Fellow of the Association of Chartered Certified Accountants since 1998. Jenny has more than 10 years of audit and tax experience in Ernst & Young prior to joining the Group and has since acquired expertise in corporate secretarial and advisory matters.



**Dr Poon Thong Yuen**

Thong Yuen is currently the CEO of Histoindex (a portfolio company of ZIG Ventures). He is a seasoned investment professional who has more than 10 years of global experience in VC investments. He joined EDBI/Bio\*One Capital in early 2004, and has been involved in various therapeutics, medtech and healthcare services investments. Main geographical areas covered include USA, Australia and Japan. Select biomedical sciences investments that Thong Yuen was involved in include Artisan Pharma (acquired by Asahi Kasei Pharma), Dx Assay, Inviragen (acquired by Takeda Pharmaceutical), Forma Therapeutics (large collaboration with Celgene), Amaranth Medical, Sotera Wireless and Ivantis. Thong Yuen also has investment experience in Infocomm Technologies and Clean Technologies.

Thong Yuen earned his doctorate in Medicinal Chemistry and honours degree in Pharmacy from the National University of Singapore.

**Mr Sim Kok Hwee**

**&**

**Mr Peter Cheng**

(details in management slide)



# Leadership Team

**Mr Sim Kok Hwee**  
Chief Executive Officer



Kok Hwee is an experienced corporate and operations leader having assumed various responsibilities in Zicom Group Limited including banking relationships, treasury management, mergers and acquisitions, strategic partnerships and fund raising. Operationally, he has led the Zicom Group in the implementations of the ISO Quality Management Systems and also Enterprise Resource Planning Systems to optimize business performance.

Kok Hwee has a Masters of Science Degree in Financial Engineering from Columbia University, New York, USA and a Bachelor of Science Degree in Industrial and Operations Research from the University of Michigan, Ann Arbor, USA (Magna Cum Laude).

**Ms Sim Hui Shan**  
Chief Corporate Officer



Hui Shan is responsible for strategic alliances, M&A, corporate financing and legal matters. She was formerly the VP, Commercial of INEX Innovations Exchange Pte Ltd. At INEX, Hui Shan was personally responsible for the setting up of the NGS laboratory and cultivating the partnership with one of the world's largest genome sequencing center. She also spearheaded the acquisition and licensing of complementary technologies. Prior to joining INEX, Hui Shan was practising as a litigation and arbitration lawyer at Wong Partnership LLP, a leading law firm in Singapore.

Hui Shan graduated with LL.B from NUS.



**Mr Peter Cheng Tim Kum**  
Chief Technology Officer

Peter is currently the CEO of Endofotonics (a portfolio company of ZIG Ventures). He has more than 25 years of experience in technology management and R&D spanning IT, Medtech, Semi-Conductor, Consumer lifestyle, and Cleantech.

Previously Peter was the VP, New Product Division for Hyflux Ltd, managing a team of 60 researchers and engineers developing the next generation filtration membranes as well as waste water treatment solutions. Prior to Hyflux, he had also served as MD and VP, Vestas Technology R&D Singapore, managing a diverse team of about 130-strong R&D organization as well as Director, Technology & Development, Philips Consumer Lifestyle, Suzhou in China where he joined as Senior Manager in 2004 to help establish an R&D center for developing domestic appliances for global consumption.

Peter holds a Bachelor of Mechanical Engineering from Nanyang Technological Institute in Singapore. He has also attended management and business training in USA, China and Singapore.



**Dr Tho Lai Leng**  
Chief Commercial Officer

Lai Leng started her career as a technical specialist in Diagnostic Biotechnology Private Limited, one of the first biotechnology companies in Singapore with pioneer status. She was managing the company's core product line ie HIV confirmatory test, competing with established brands from USA and Europe, and made the Diagnostic Biotech's brand the market leader in the space of HIV Diagnostics, globally.

She then moved on to join various multinational healthcare companies such as Murex Diagnostics and Abbott Laboratories, where she played pivotal roles in development of new markets, developing and implementing brand strategies for new and existing diagnostic products, as well as establishing new sales channels in the Asia-Pacific region.

Lai Leng joined Temasek Life Sciences Ventures Pte Ltd as a Program Director and was part of the core team that drove the commercialization of Temasek's H5N1 patented technology, partnering with a US-listed vaccine company to develop a bird-flu vaccine.

Lai Leng holds a doctorate degree in Biochemistry from the Faculty of Medicine, National University of Singapore.



**Mr Kee Yew Hwee**  
VP, Engineering

Mr Kee is an accomplished engineer who is experienced in product development, manufacturing as well as quality assurance. In his previous tenure, he last held the position of Head of Product Qualifications- (EPOS and Self Service technologies for retail and banking sector).

His 23 years career with the company has allowed him to contribute in progressive roles; as a product quality engineer, product sustaining engineer, manufacturing engineering and quality manager and product engineering manager. As Head of Product Qualifications, he manages the following departments: Component engineering, NPI, Product Design Quality & Compliance and Test Development Engineering.

He is a seasoned manager experienced in various aspects of business processes and is a key driver and collaborator in setting company global practices, policies and procedures adapting to ever changing business environment as part of the global quality network.

Mr Kee graduated with a Bachelor Degree of Mechanical Engineering from NUS and obtained a Master's of Science in Smart Product Design with NTU. He is a certified Six Sigma Black belt.



**Ms Liew Lai Chee**  
Head, Regulatory

Lai Chee, currently the Head of Quality and Regulatory Affairs, has more than 20 years' deep regulatory expertise in pharmaceuticals and medical devices, as well as cosmetics and health supplements. She has obtained CE mark and FDA approvals for Biobot's devices.


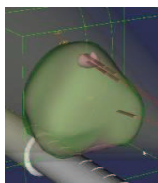



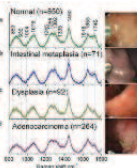




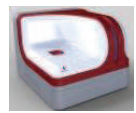
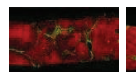
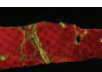
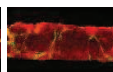


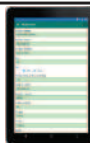

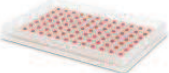

Prior to joining Zicom, Lai Chee was with GE Healthcare (GEHC), with responsibility for the ASEAN region for the GEHC MI, CT, X-ray machines, patient monitors, anaesthesia machines and Healthcare IT.

As the Medical Affairs Manager with AstraZeneca, Lai Chee was the reviewer and approver of all pharmaceutical promotional material produced for the Singapore and Malaysia market. She also conducted training to doctors on the technique of administering AstraZeneca's Marcaine® Spinal Injection.

Lai Chee is a registered pharmacist and qualified ISO 13485 Lead External Auditor.

# Our Portfolio

Healthcare Innovations Nurtured by our Infrastructure

Focus Areas	Company	Description
Minimally Invasive Surgery	  	<p>Robotic needle positioning device for prostate procedures. Opportunity to leverage on robotic platform to deliver minimally invasive treatment procedures like brachytherapy, laser ablation and cryoablation for early and intermediate stage cancer</p> <p><a href="http://www.biobotsurgical.com">www.biobotsurgical.com</a></p>
Minimally Invasive Surgery	  	<p>Endoscopic probe for realtime diagnosis of early gastric cancer</p>
Minimally Invasive Surgery	  	<p>Rapid and direct selective laser trabeculoplasty for glaucoma</p> <p><a href="http://www.belkin-laser.com">www.belkin-laser.com</a></p>
Digital Health Analytics	    	<p>Fully automated, stain-free digital pathology imaging system. Current focus on Nonalcoholic Steatohepatitis (NASH) or commonly known as Nonalcoholic Fatty Liver Disease, which is an untapped \$50Bn market with drugs undergoing clinical trials</p> <p><a href="http://www.histoindex.com">www.histoindex.com</a></p>
Digital Health Analytics	  	<p>Digital eyecare data solutions provider. Solutions to integrate practice management, eye screening tools and analytics of data.</p> <p><a href="http://www.pellucidinc.com">www.pellucidinc.com</a></p>
Life Science	  	<p>Wall-less bioinstrumentation plate "Drop Array" minimizes fluid dynamics complications persisting in microplates, thus optimizing assay performances</p> <p><a href="http://www.curiox.com">www.curiox.com</a></p>



# THANK YOU

## USA

- Harvard Medical
- Mayo Clinic
- Mt Sinai
- Mass. General Hospital
- Rush Medical
- Alabama Uni Hospital
- Genentech
- Roche
- Charles River
- GSK
- Merck

## Europe

### UK

- Charing Cross, London
- Cambridge Uni Hospital
- Queen Elizabeth Uni Hospital
- St James, Leeds
- Royal Hallamshire, Sheffield
- Newcastle Uni Hospital
- Astra Zeneca

### Germany

- Uni Klinikum Tubingen
- Uni Klinikum Freiburg

### Italy

- Uni Hospital of Turin
- Uni Hospital of Alba
- Novi Ligure Hospital

### France

- Hospital Beajoun, Paris

## Asia Pacific

### Singapore

- Singapore General Hospital
- National Uni Hospital
- SNEC

### Australia

- Epworth Hospital
- St George Public
- Macquarie Uni

### China

- Beijing Friendship Hospital
- Beijing People Hospital

### India

- Aravind Eye Hospital
- Apollo Hospital



# Additional Slides



## Our Healthcare Innovations

“Addressing the Healthcare Needs of an Aging & Affluent Population in the Asia Pacific”

# Biobot Surgical

## “Medical Robotics for Urology”



### Product Description

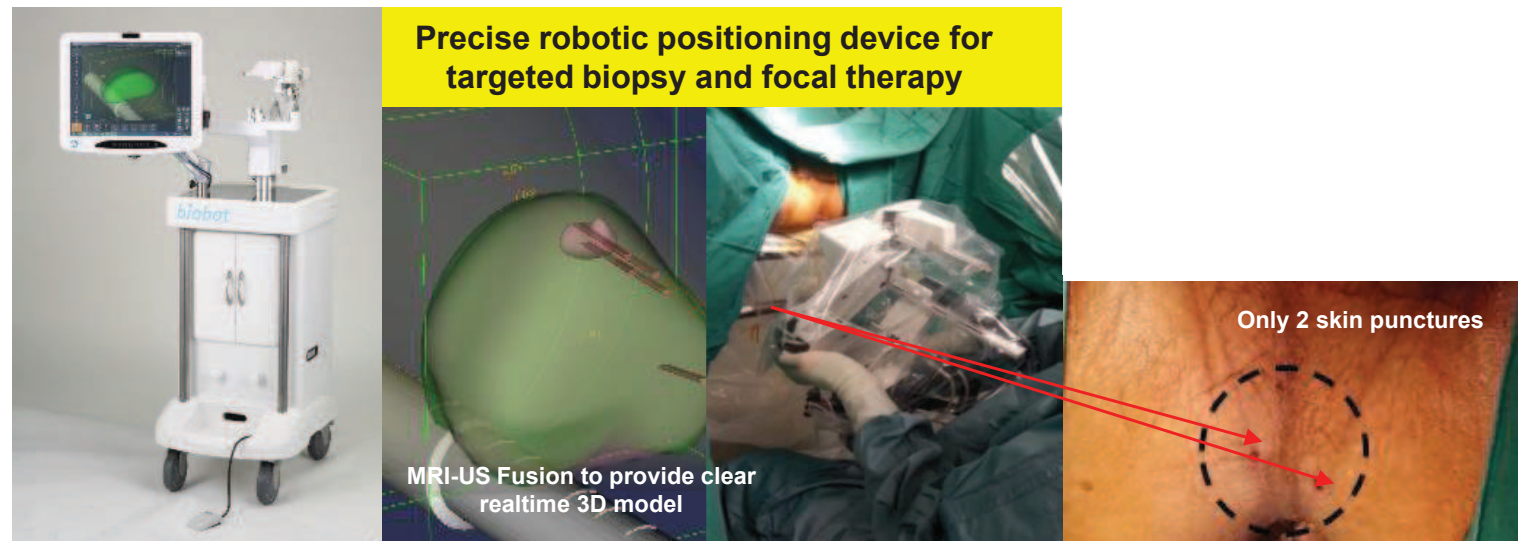
- Robotic needle positioning device for prostate procedures

### Investment Rationale

- Ability to provide targeted biopsy and treatment procedures on the same robotic platform
- Opportunity to leverage on robotic platform to deliver minimally invasive treatment procedures like brachytherapy, laser ablation and cryoablation for early and intermediate stage cancer

### Key Milestones

- Cleared HSA, FDA, CE, TGA for biopsy procedures
- Adopted by hospitals in Europe, Asia, and Australia (eg. SGH, NUH, Universitats Klinikum Tubingen, Universitats Klinikum Freiburg, Imperial Charing Cross Hospital Epworth Hospital, Macquarie University Hospital)
- Developing platform for prostate cancer focal therapy with key academic centers like Mayo Clinic, University of Maryland, and Singapore General Hospital





# Histoindex

## “Digital Pathology for Non-Alcoholic Fatty Liver”



### Product Description

### Investment Rationale

### Key Milestones

- World's first fully automated, stain-free digital pathology imaging system
- Nonalcoholic Steatohepatitis (NASH) or commonly known as Nonalcoholic Fatty Liver Disease is an untapped \$50Bn market with drugs undergoing clinical trials
- Histo's system is able to reduce false negatives in the diagnostics of NASH
- Recipient of the Frost & Sullivan's 2017 Asia Pacific NASH Diagnostics New Product Innovation Award
- Established imaging centers with key institutions like SGH, NUH, Arup Laboratories, Glasgow Uni, Monash Uni, Royal Melbourne Hospital, Beijing Friendship Hospital
- Partnership with biopharmas to be positioned as a clinical trial tool for NASH drugs.
- Selected for CFDA innovation fast track approval pathway

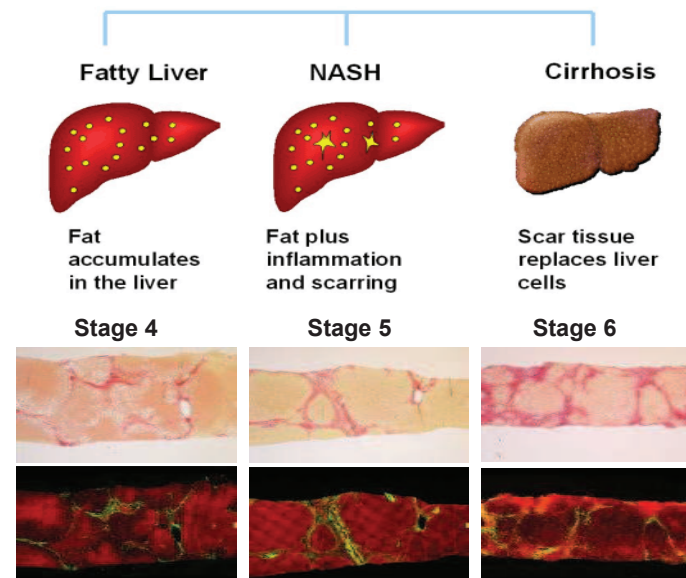


**Staining creates inter and intra operator variability**

Pico Sirius Red  
(Stain-based)

Multiphoton  
imaging system  
(Stain-free)

### The Spectrum of NAFLD



# Pellucid Networks

## “Digital Eyecare Management Solutions”

### Product Description

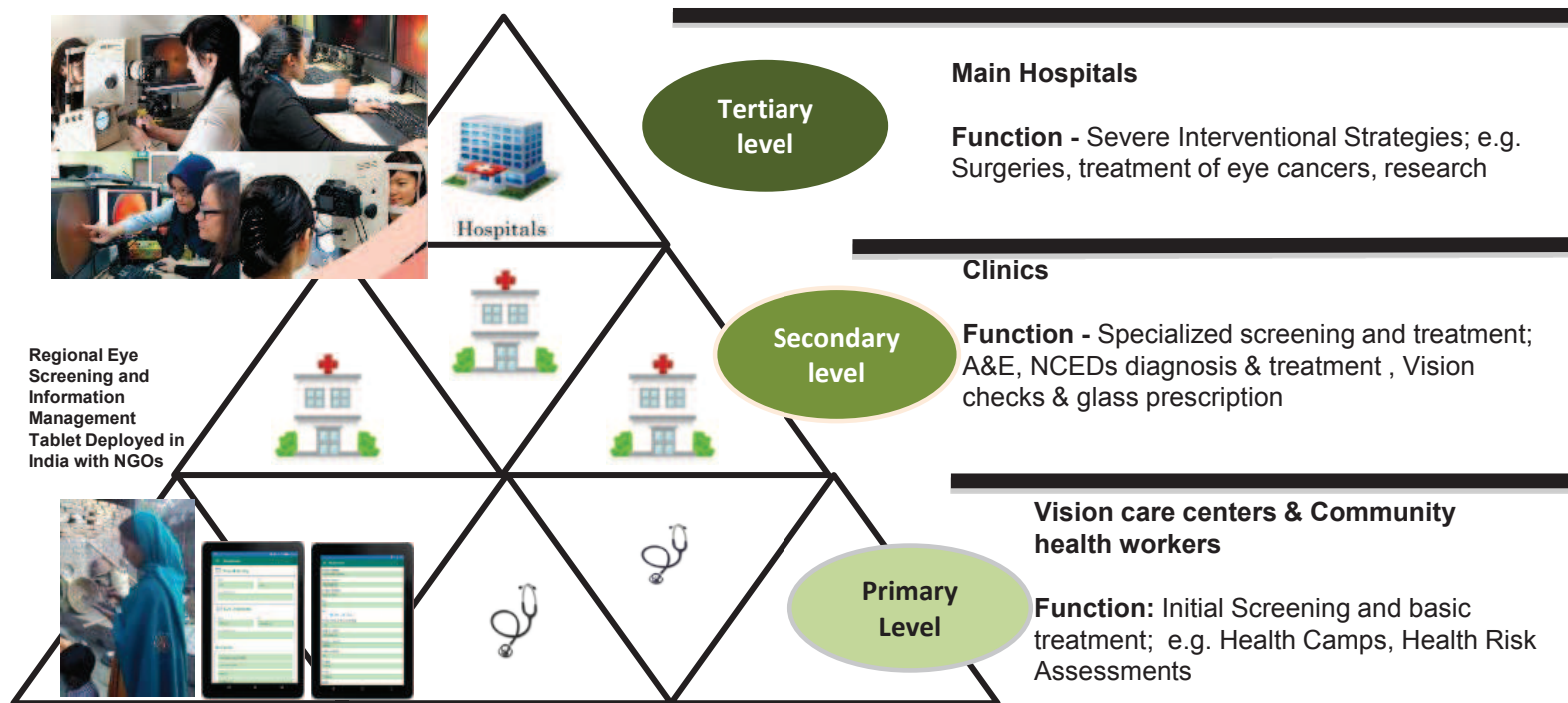
- Digital eyecare platform integrating practice management and screening features to prevent or treat avoidable blindness

### Investment Rationale

- Pellucid’s core software engine and tablet device manages the flow of data & images, & provides practice management & screening features for stakeholders engaged in primary to tertiary care.
- Validated diabetes screening feature with SNEC enables company to drive a new standard of eye screening in Asia Pacific. Training of current eyecare analytics possible with access to big data.

### Key Milestones

- Supported NHG Eye Institute and SNEC to deploy nationwide eye screening platform in Singapore
- Preferred partner to NGOs like Sightsavers and Operations Eyesight in implementing eye screening systems in India and Indonesia



# Curiox Biosystems

## “Wall-Less Bioinstrumentation for Drug Development”



### Product Description

- Wall-less bioinstrumentation plate “Drop Array” minimizes fluid dynamics complications persisting in microplates

### Investment Rationale

- Minimizing fluid dynamics complications optimizes assay performances
- Sample preparation is dominated by centrifuge instruments which result in high sample loss. Curiox’s system reduces samples loss and is a strong fit for flow cytometry manufacturers like BD which rely on sample preparation outcomes.

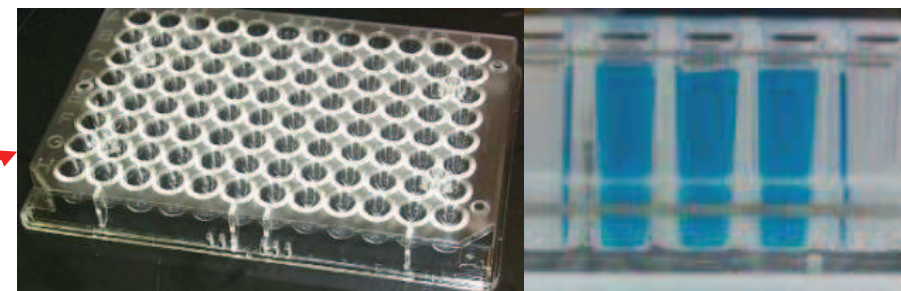
### Key Milestones

- Sold into most of the top pharmaceutical companies in the world including but not limited to Genentech, Charles River, GSK, Merck, Novartis, Takeda, Astra Zeneca,
- Establishing partnership with Roche’s PRC distributor for nationwide lab services in China



**Flat wall-less platform provides up to 80% reagents savings as compared with conventional plates**

Wall-less DropArray Plate



Conventional Microtiter Plate



### Product Description

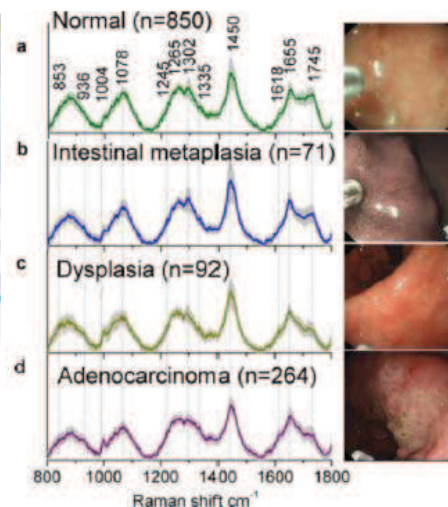
### Investment Rationale

### Key Milestones

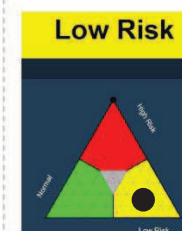
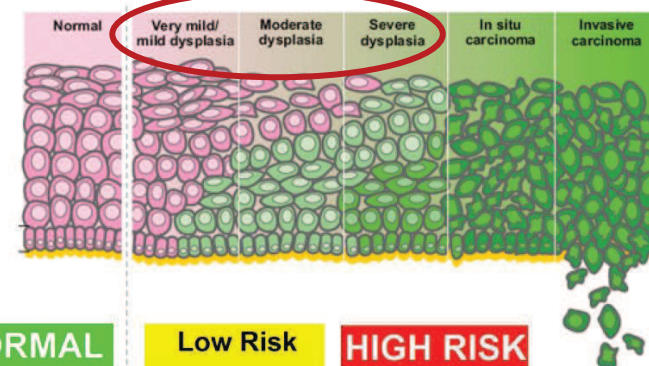
- Endoscopic probe for realtime diagnosis of gastrointestinal diseases
- Enables gastroenterologists to carry out targeted biopsies and intervention in vivo
- Completed 1,000 patients clinical trial in NUH for initial prototype
- Undergoing product translation activities to develop production unit for regulatory submissions.



Raman Scattering Produces Different Molecular Signatures Depending on Stage of GI cancer



### Real-Time Stratification of Gastrointestinal Cancer



# Belkin Lasers

## “Rapid Laser Treatment for Glaucoma”



### Product Description

### Investment Rationale

- 1 second laser treatment for open angle and angle closure glaucoma
- Automated laser system enables treatment of glaucoma without a gonioscope (which is currently only used by glaucoma specialists) by general ophthalmologists
- Laser treatment procedures are typically done once a year, are viable and safe with good long term clinical data, and a good alternative to eye drops which have to be used daily and suffer from patient non-compliance issues

### Key Milestones

- Trials with Sheba Medical, Meir Medical, Genoa Hospital, and Belfast Hospital
- Zicom and Belkin Laser finalizing submission for Singapore-Israel Industrial R&D project collaboration with the objective to further develop prototype and commercialize in Asia

### Automated laser system with advanced eye imaging algorithm fires laser bursts in 1 second

