Media Release

25 November, 2013

Telecom and Sir Ray Avery's Vigil join forces

Innovative NZ medical monitoring start-up company Vigil boosted by Telecom investment

Vigil will target opportunities to improve health outcomes and reduce health-care costs through digital technologies

Telecom and medical monitoring business Vigil Wireless Sensor Technologies Limited (Vigil) announced today that they have joined forces to introduce new health solutions into the New Zealand market and target other market opportunities. Telecom is planning to invest up to $5 million for a 40% stake in the promising New Zealand start-up.

Vigil is a privately owned biotechnology company founded in 2012 by scientist, inventor and social entrepreneur, Sir Ray Avery, who is the company's Chief Scientific Officer. Its commercialisation has been aided by funding from Callaghan Innovation, the Government's new high-tech HQ for kiwi businesses.

Sir Ray Avery said that Vigil is responding to a growing challenge, with increases in ageing populations and obesity across the developed world fuelling an epidemic of long-term health conditions.

"New health delivery models using digital technologies are needed to address worsening macro health-trends and help reduce health-care costs. Technology is the key to unlocking those new models. For example, Vigil offers an intelligent medical alarm using a bracelet and base station that will raise an alarm automatically if an adverse event such as a fall or change in heart rate is detected. Smart technologies such as this will enable more effective methods of medical monitoring. The potential benefits to New Zealand are enormous."

The demographic trends are significant. Statistics New Zealand projects the population aged 65 and over to grow to over 780,000 by 2021 and over 1,000,000 by 2031. By 2051, around 1.18 million people are expected to be aged 65 and over in New Zealand, representing an increase of 165% since 1999. The consequential pressure on health services could be profound.

Vigil uses new sensing and digital technologies to provide a range of intelligent biometric medical monitoring and care services that can significantly increase personal well-being and safety, provide peace-ofmind to the elderly and their loved ones, and, ultimately, improve health outcomes.

The Vigil products and services ecosystem is run off a Cloud based platform, which provides smart biometric monitoring connectivity across a range of devices. They provide active, continuous biometric monitoring in real time.

Vigil services will meet a wide range of customer needs, including parents wanting baby monitoring, patients with long-term illnesses, infirmed who need medical alarms, health professionals wanting to monitor their patients and people wanting to monitor their own health and wellness.

Telecom Digital Ventures Chief Executive Rod Snodgrass believes the growth potential for Vigil is significant.

“The demand for smarter remote health monitoring systems will only grow as the population ages. Vigil offers medical monitoring solutions with many potential applications and with global potential.

“It’s a great fit with Telecom’s digital innovation arm Digital Ventures. Vigil has market-leading digital technologies that run across telecommunications networks and the Cloud – areas where Telecom has obvious strengths. Digital Ventures is all about delivering connected digital experiences, and we see the health sector as having significant potential for the introduction of new and commercially viable digital services with high growth potential such as Vigil.

“Vigil is led by internationally respected individuals, including Sir Ray Avery and Chairman Keith Oliver. It has sound growth strategies and is well placed to respond to rapidly changing health sector dynamics. Our focus will be on helping to build momentum and scale behind this exciting and innovative New Zealand business.”

Dr Mary P Quin, Chief Executive of Callaghan Innovation said “We are committed to helping grow emerging high-tech companies like Vigil which have the potential to generate significant domestic and export income. Vigil’s partnership with Telecom provides a platform to roll out nationwide biometric healthcare monitoring solutions and reduce healthcare costs.”

Vigil is actively targeting potential partnerships across the health sector, and already has partnerships in place with St John and Plunket NZ.

“Vigil’s integrated response and biometric technology will be trialed by St John in early 2014 to assess its potential to complement our existing technology and to benefit our more vulnerable clients,” says St John Commercial Director Peter Loveridge.

Plunket NZ CEO Jenny Prince said “We are excited to be working with Vigil to develop biometric baby monitoring applications”.

ENDS

About Vigil

We design, manufacture and distribute leading edge healthcare biometric monitoring hardware, software and cloud based platforms which continuously monitor, record and analyse human physiological parameters. Vigil Monitoring systems improve healthcare outcomes in home based personal healthcare management, hospital and managed care environments. Our industry specific hardware and software packages can be individually tailored to meet individual customer needs and integrated into existing operational systems, improving cost efficiency, quality of care and healthcare outcomes. Vigil's comprehensive suite of healthcare monitoring services include tailor made wearable wireless biometric patient monitoring systems, universal wireless hubs integrating existing or proprietary patient monitoring systems, analytical software tools for storage and predictive analysis of accrued patient data.

www.vigilmonitoring.com

About Telecom Digital Ventures

The Telecom Digital Ventures business unit was setup in April 2013. It is a dedicated growth business unit that has an arms-length operating model, and the necessary scope and resourcing to be open, agile and fast in pursuit of its goals. In a world being transformed by the digital revolution, Telecom Digital Ventures has a mission to meet new customer needs and capture high potential growth opportunities. The key focus of the unit is on building new businesses that deliver connected digital experiences and new revenue streams, generating commercial returns from them. Areas of focus include: Mobility, Broadband services, m-Commerce, Digital Advertising, Digital Media, OTT Services, Smart Data, e-Verticals, and Applications.

www.telecomdigital.co.nz

About Callaghan Innovation

Callaghan Innovation is a Crown entity whose aim is to accelerate the commercialisation of innovation by businesses in New Zealand. It connects high-value manufacturing and services businesses with research organisations across the innovation system, as well as operating its own extensive science, engineering and technology laboratories and specialist equipment. Callaghan Innovation also helps businesses develop their own skills and expertise to successfully take ideas to market, and manages more than $140 million a year in funding and grants to support business innovation and capability building.

www.callaghaninnovation.govt.nz

For media queries, please contact:
Telecom
Richard Llewellyn
Head of Corporate Communications
+64 (0) 27 523 2362

Vigil
For Sir Ray Avery Vigil Chief Scientific Officer
Contact Angela Griffen
Mobile 027 578 0889
angelinagriffen@gmail.com