

DIGITAL HEALTH ECOSYSTEM KEY TRENDS • FY 2020

MIDDLE EAST



INVESTMENT TRENDS • PIPELINE MATURITY • CATEGORY FOCUS

THERAPEUTIC FOCUS • NOTEWORTHY DEALS • PARTNERSHIPS AND INVESTORS



In our fast-changing environment, we are driven to empower the world's leading companies to realise the imperative of partnering with the external digital health ecosystem to deliver better outcomes for businesses, customers & society.



TRUSTED BY LEADING CORPORATIONS

“

Galen Growth with HealthTech Alpha has a lot of ways to help us, including its oriented products and information that help us scout the Early Stage landscape.

”



DAVID KIANG

*Director, Strategy Development
Tencent Healthcare*

“

Partnering with Galen Growth allows us to grow our impact on the ecosystem by funding the right startups, connecting the dots and finding the right people to push products out to market.

”



ALEXIS SERLIN

*Head Asia Cluster
Novartis*

“

Working with Galen Growth expands my understanding and horizon on partnerships. Without them, we would have to spend a lot of time Google'ing, which isn't easy to get the right information.

”



JO PEDDHINTI

*Head, Digital Marketing & Innovation
Sanofi*

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Unmatched, unequalled and indispensable data from public and ecosystem sources transformed into valuable insights through proprietary analytics

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Fast tracking the analysis of hundreds of thousands of data points to pinpoint, evaluate and prioritise best fit ventures for your organisation

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RESEARCH

Unique, go-to-reference reports on the HealthTech ecosystem researched and published by our data and analyst team to meet ecosystem demand and specific client scopes

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FOREWORD

We are very pleased to share with you our FY 2020 Middle East Digital Health Ecosystem report: the deep dive, go-to-reference reportage on key digital health ecosystems across the region.

The Middle East closed the year at US\$555.0 M in venture capital funding for Digital Health ventures, down 16% from 2019, across 52 deals. This excludes all M&A and IPO deal activities.

Israel remains the main driver in the Middle East, accounting for 95% of the overall funding. The overall ecosystem, especially in Israel continues to mature, with the average ticket size increasing to \$13.1 M in Q4 2020, up more than 2.1x since 2016.

Overall, funding in the first 3 quarters of the year remained constant as compared to the previous year with only Q4 experiencing a decrease in funding, both in terms of value, down 73%, and volume, down 75%, YoY.

By clusters, Medical Diagnostics solution providers were the most sought-after investment targets, collecting 56% of the total funding invested in the Middle East in 2020, followed by Telemedicine providers, accounting for 13% of the total funding distributed.

With unmatched, unparalleled and indispensable coverage of the global digital health ecosystems, this report is powered by HealthTech Alpha, a Galen Growth proprietary solution, and the world's leading on-demand digital health intelligence platform.

“Probably the industry’s most comprehensive and accurate ecosystem reports”

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ABOUT GALEN GROWTH

MIDDLE EAST

INVESTMENT TRENDS



IN 2020

\$555.0M

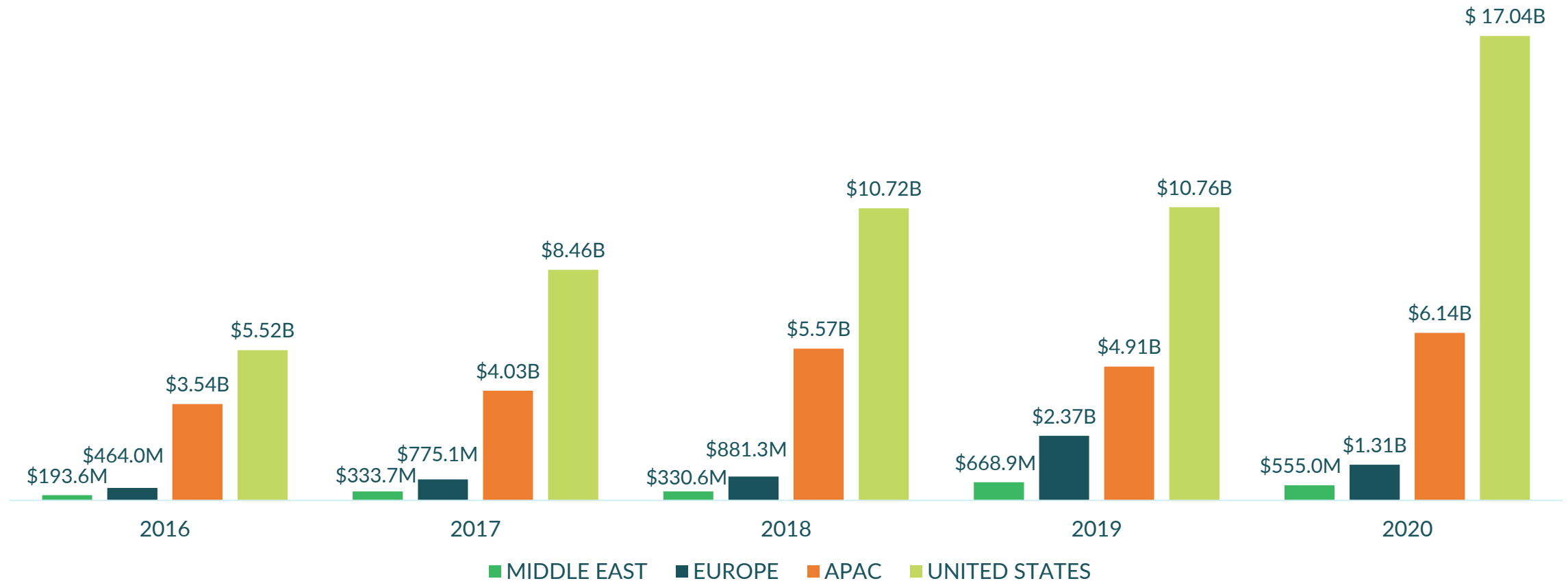
OF TOTAL FUNDING WAS DEPLOYED
IN THE MIDDLE EAST ACROSS

52 DEALS



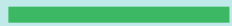
GLOBAL CONTEXT: FUNDING IN DIGITAL HEALTH

In 2020, digital health venture funding across the United States, Europe key markets, the Middle East and Asia Pacific closed at \$25.0B, up 34% YoY compared to 2019. The Middle East represented 2% of the global funding invested.

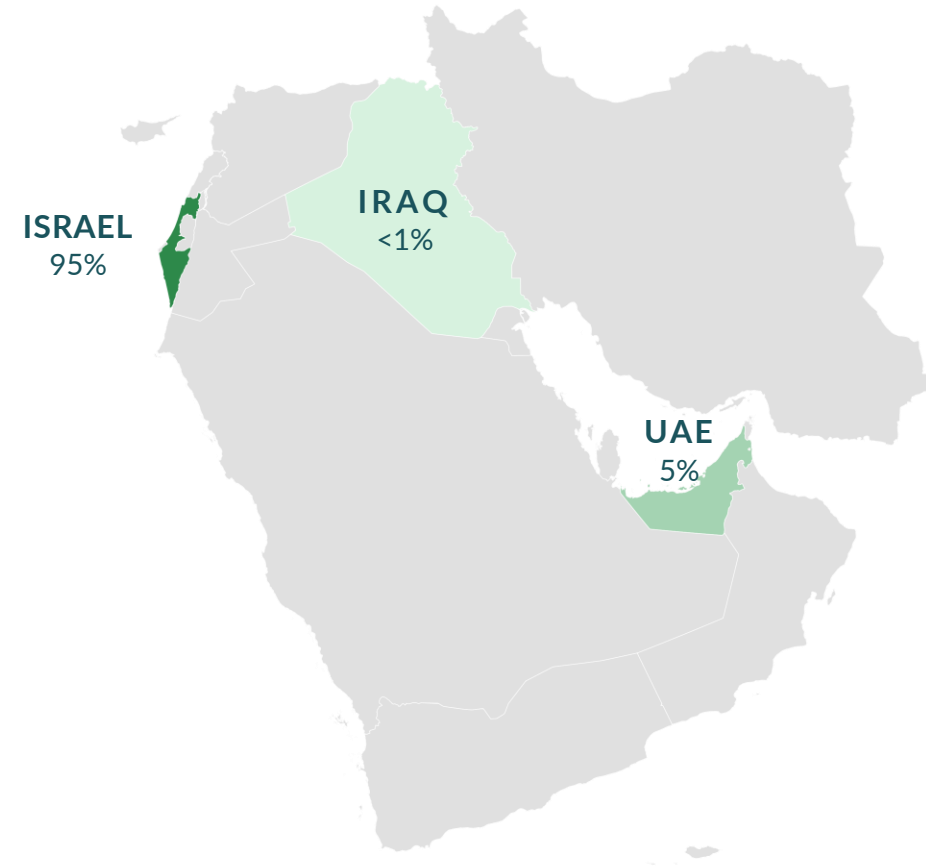


MIDDLE EAST

2020 FUNDING DISTRIBUTION



COUNTRY	TOTAL FUNDING
ISRAEL	\$524.9M ↘
UNITED ARAB EMIRATES	\$30.0M ↘
IRAQ	\$0.12M ↗



FUNDING DISTRIBUTION

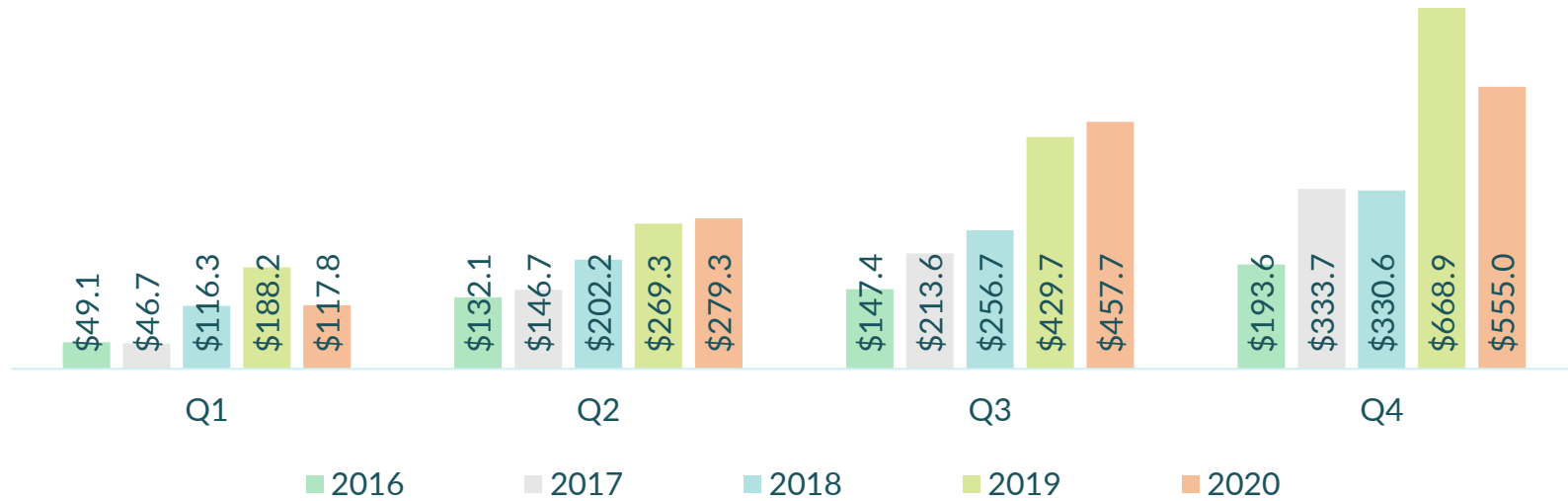


MIDDLE EAST

DIGITAL HEALTH FUNDING HISTORY

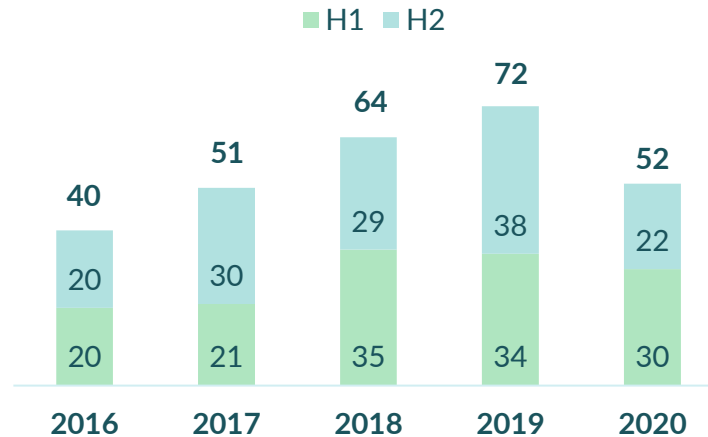
- Digital Health venture capital in the Middle East closed at \$555.0M, down 17% compared to total funding of \$668.9M in 2019
- Q2 at \$161.5M and Q3 at \$178.4M invested represented the largest quarters in 2020; both quarters outperformed on a YoY comparison with the same quarters in 2019
- Total venture deal volume closed at 52 deals, down 28% YoY, with Q4 representing the lowest deal count this year, following a similar trend we have seen in 2019
- Average deal size in 2020 was \$10.7M, up 15% as compared to 2019

VENTURE CAPITAL CUMULATIVE FUNDING (\$M)



VENTURE CAPITAL DEAL VOLUME

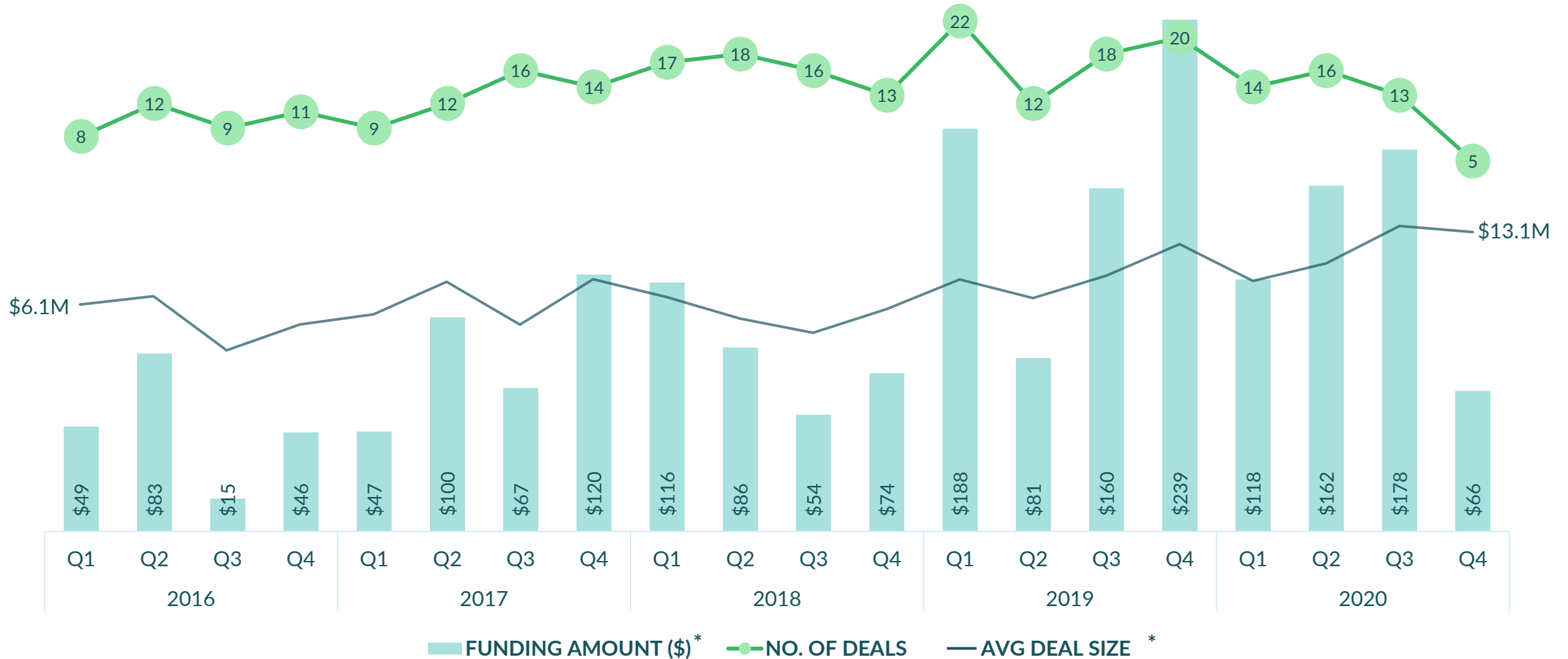
NO. OF DEALS (BY HALF-YEAR)



HEAT MAP (BY QUARTER)

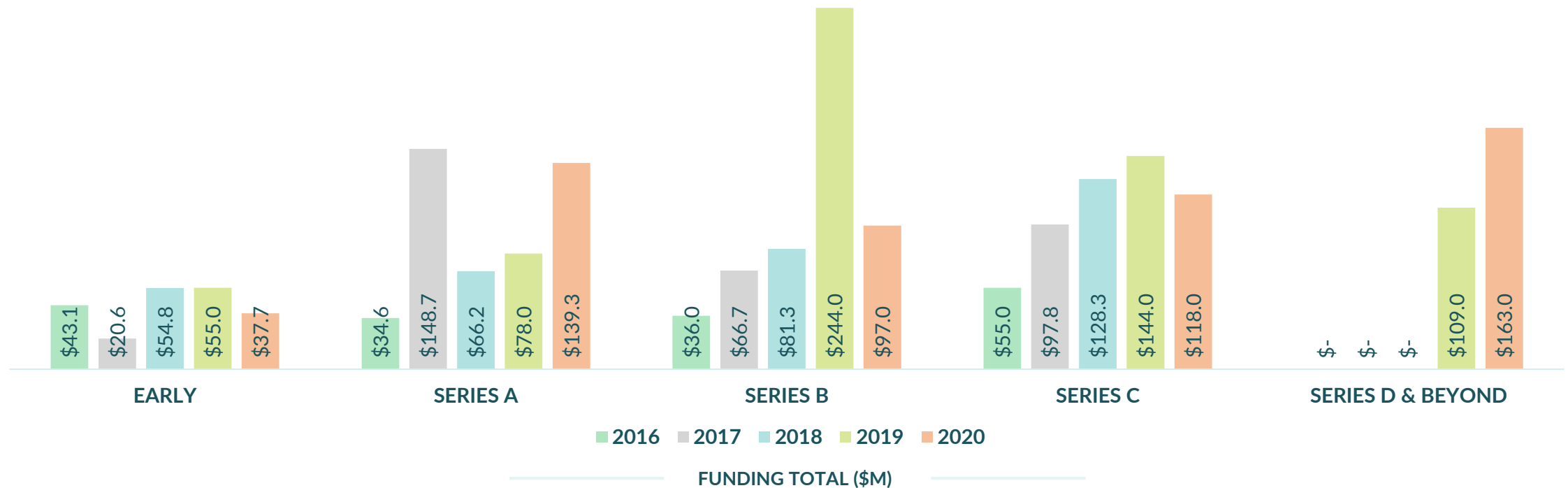


MIDDLE EAST QOQ DIGITAL HEALTH FUNDING HISTORY



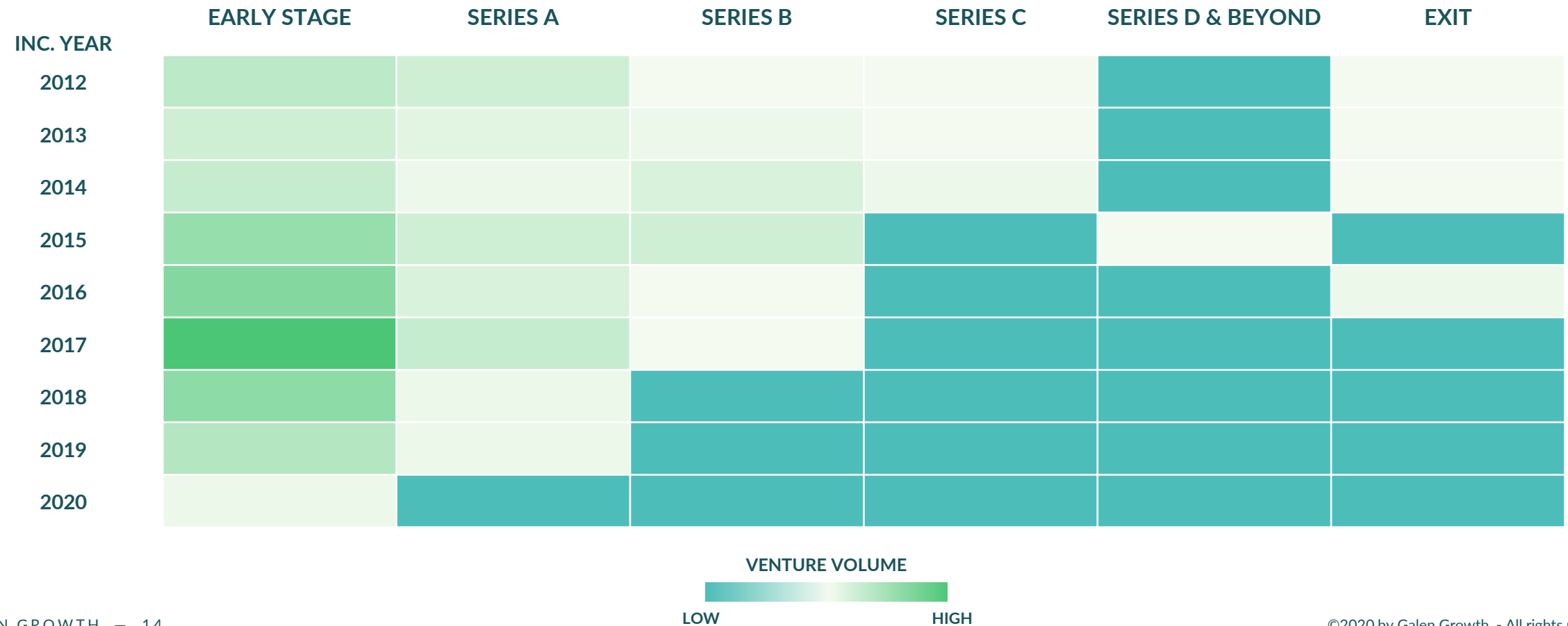
MIDDLE EAST DIGITAL HEALTH ECOSYSTEM FUNDING BY STAGE

Funding in Series A and Series D & beyond continues to increase, exceeding 2019 by 78% and 49%, respectively. Investments in Early Stages, Series B and Series C decrease after all stages had experienced an increase in funding in 2019 by <1%, 18% and 12%, respectively



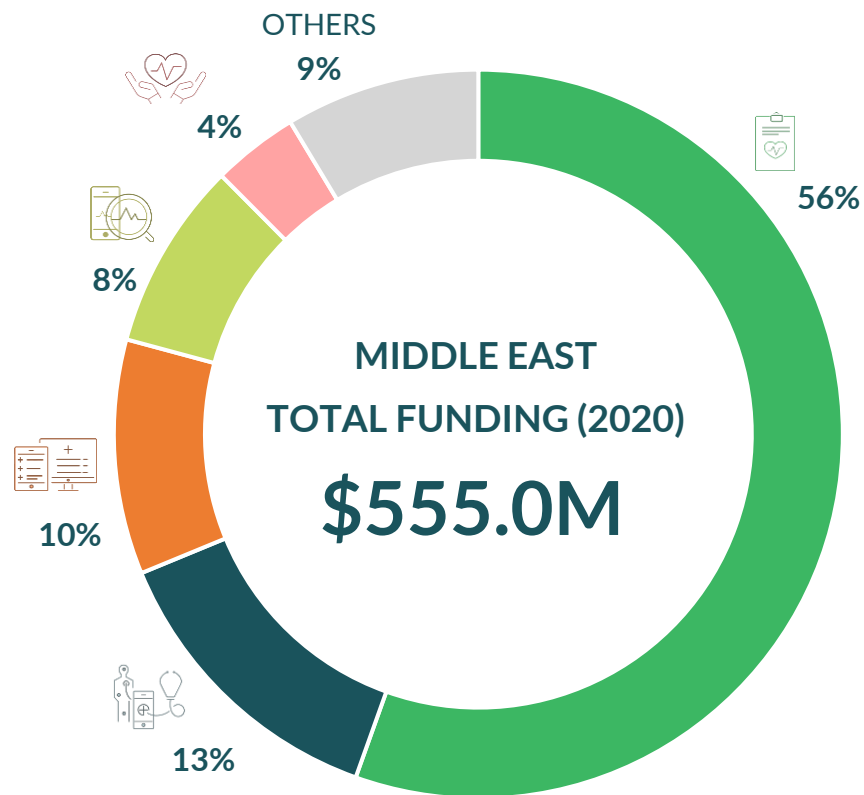
MIDDLE EAST DIGITAL HEALTH VENTURE MATURITY PIPELINE

Digital Health ventures in the Middle East are generally exiting earlier as compared to ventures in other regions with some ventures incorporated in 2016 already listing on the public market



MOST FUNDED DIGITAL HEALTH CLUSTERS (BY VALUE)

Funding was widely distributed over five digital health clusters in the Middle East, adding up to a total of \$490.2 M, which is 88% of the total \$555.0M of funding deployed across all clusters

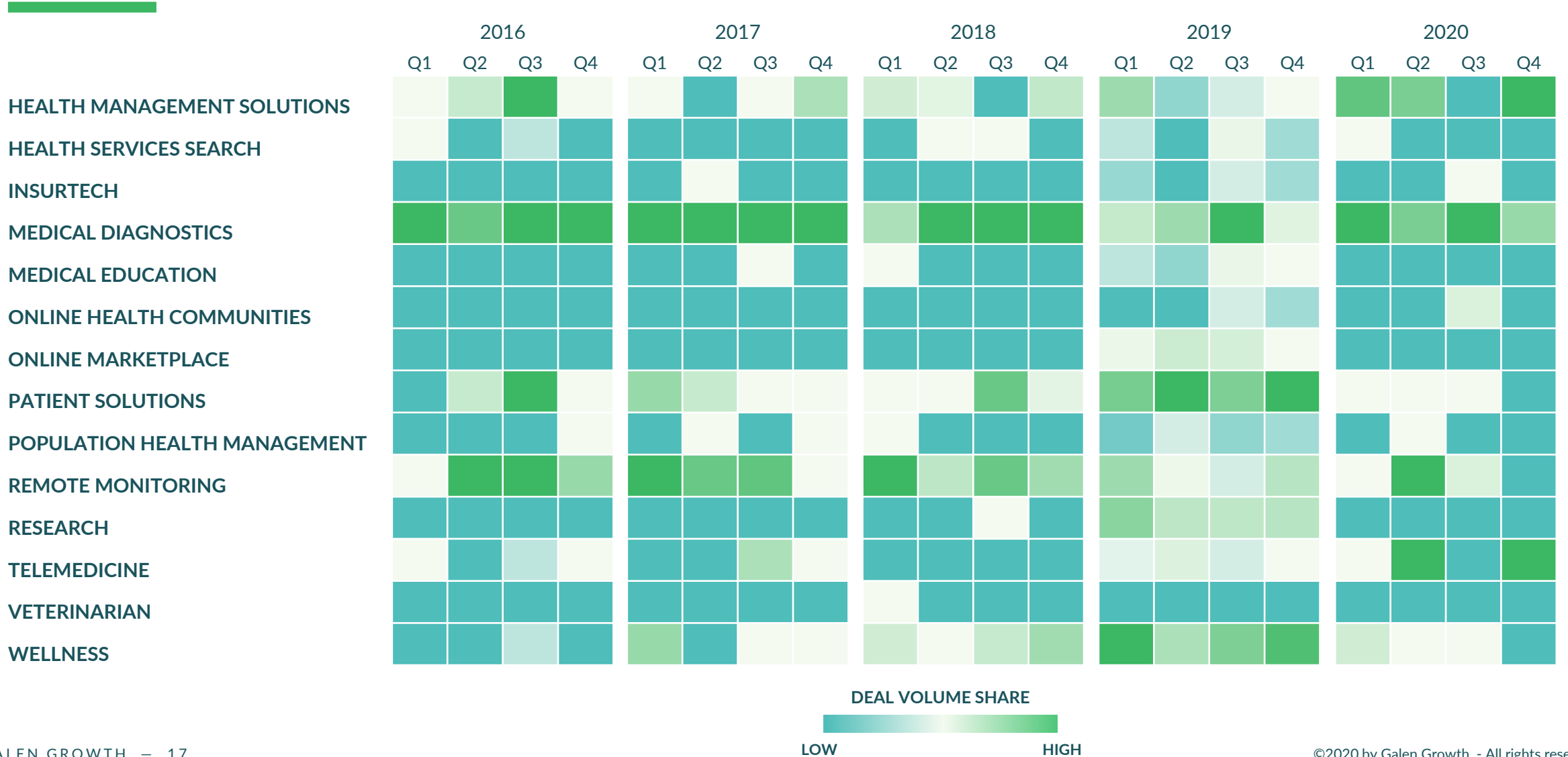


MOST FUNDED CLUSTERS IN 2020

LARGEST DEAL (2020)

1		MEDICAL DIAGNOSTICS	\$302.2M	Sight Diagnostics \$71.0M (Series D)
2		TELEMEDICINE	\$69.7M	Tyto Care \$50.0M (Series D)
3		HEALTH MANAGEMENT SOLUTIONS	\$54.5M	Nym Health \$16.5M (Series A)
4		REMOTE MONITORING	\$43.8M	Nanit \$21.0M (Series B1)
5		INSURTECH	\$20.0M	Sehteq \$20.0M (Series A)

MIDDLE EAST DIGITAL HEALTH CATEGORY DISTRIBUTION



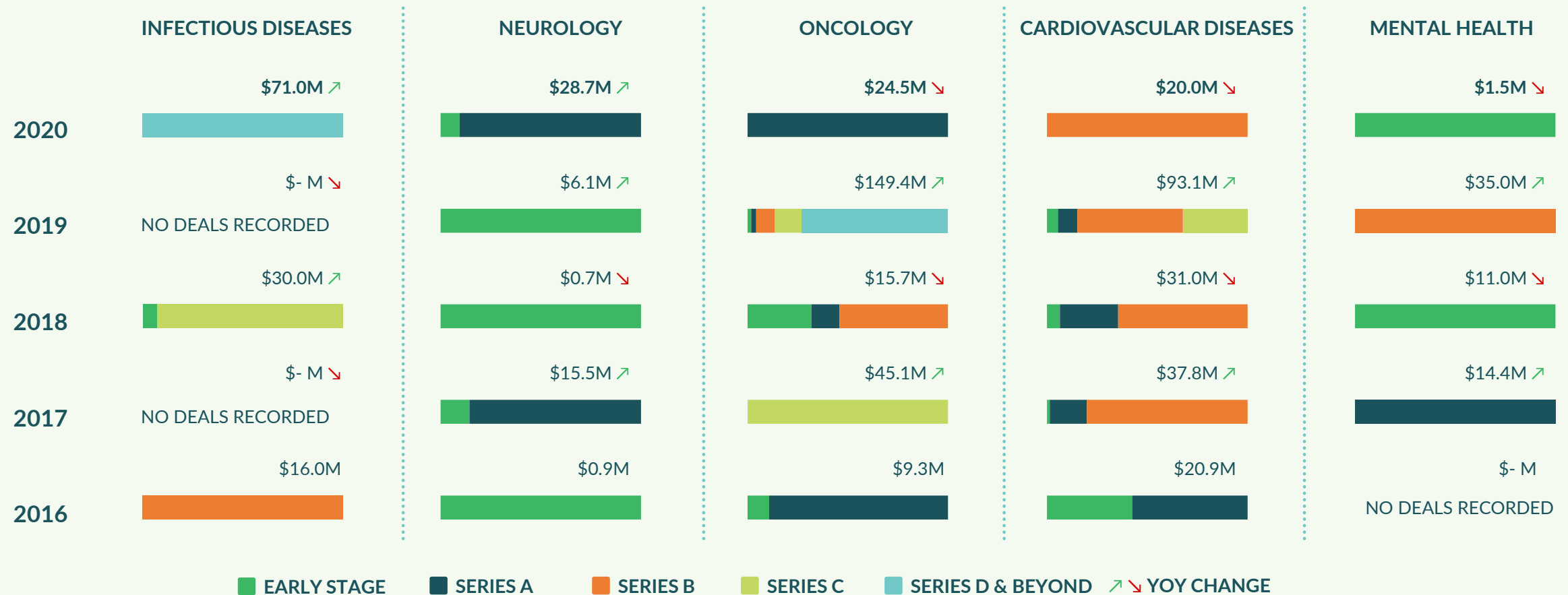
MIDDLE EAST

THERAPEUTIC FOCUS



THERAPEUTIC FOCUS AREAS BY VALUE SHARE

Only 48% of funding in the Middle East was distributed across specific therapeutic focus areas. With \$71.0M invested, Infectious Diseases represented the therapeutic focus area which attracted the most funding



DEEP DIVES

THERAPEUTIC FOCUS AREAS



ONCOLOGY



CARDIOVASCULAR DISEASES



NEUROLOGY

DIGITAL HEALTH CATEGORIES



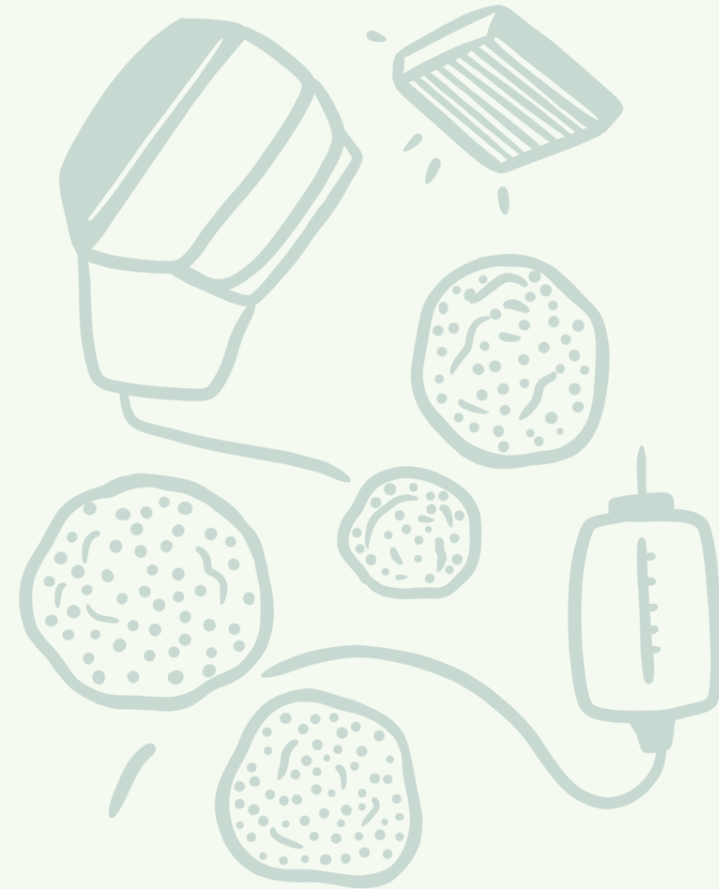
MEDICAL DIAGNOSTICS



TELEMEDICINE

DEEP DIVE:

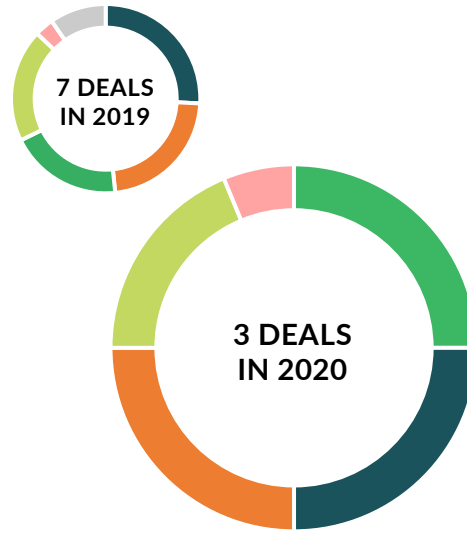
ONCOLOGY



MIDDLE EAST

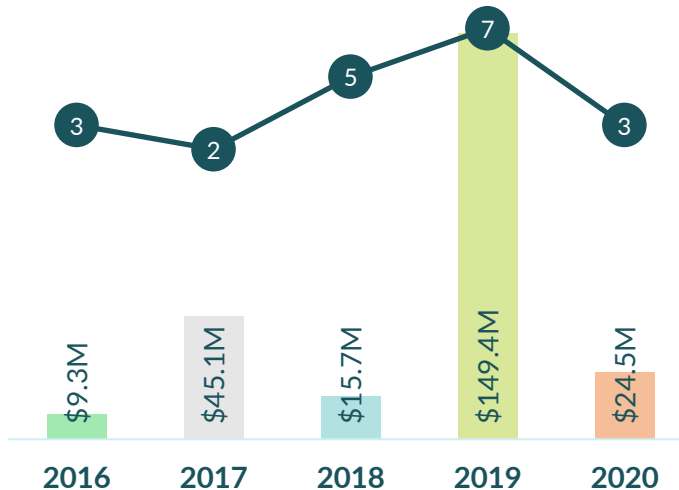
DEEP DIVE: ONCOLOGY

- Funding activity in Oncology focused ventures decreased by 4 deals to 3 in 2020
- As a consequence of the low funding activity the focus on the Diagnosis value proposition expanded, now representing 25% of value propositions covered by Oncology focused ventures
- Total funding in Oncology increased by approximately 86% to \$24.5M

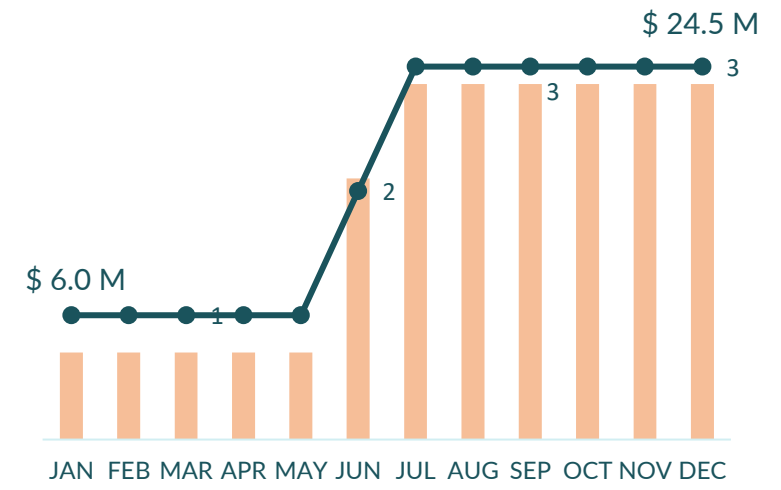


VALUE PROPOSITION	DEAL VOL. SHARE	PP CHANGE FROM 2019
DIAGNOSIS	25%	+6 pp
RESEARCH	25%	-1 pp
CLINICAL WORKFLOW	25%	+2 pp
NON-CLINICAL WORKFLOW	19%	0 pp
TREATMENT	6%	+4 pp
OTHERS	0%	-10 pp

YOY FUNDING HISTORY




CUMULATIVE FUNDING IN 2020



— FUNDING AMOUNT (\$M) —●— NO. OF DEALS

VENTURE SPOTLIGHT: ONCOLOGY

Venture spotlight on Oncology focused digital health ventures in the Middle East




C2I GENOMICS
*Genomics-related
Diagnosis*

LATEST STAGE	LATEST FUNDING
Series A	\$12.0M
VALUATION*	MATURITY SCORE
\$54.0M	54.7

DESCRIPTION

C2i offers post-surgery monitoring of cancer recurrence and progression. C2i's liquid biopsy assay is based on bioinformatics and artificial intelligence.



NUCLEAI
Medical Imaging

LATEST STAGE	LATEST FUNDING
Series A	\$6.5M
VALUATION*	MATURITY SCORE
\$29.3M	65.7

DESCRIPTION

Nucleai aims to improve cancer diagnosis using machine learning and machine vision technologies. Nucleai is developing applications for prostate, gastrointestinal and breast-related indications.



IBEX MEDICAL ANALYTICS
Medical Imaging

LATEST STAGE	LATEST FUNDING
Series A	\$6.0M
VALUATION*	MATURITY SCORE
\$22.2M	61.4

DESCRIPTION

Ibex Medical Analytics applies AI to cancer diagnostics to improve patient outcomes and quality of life.

DEEP DIVE:

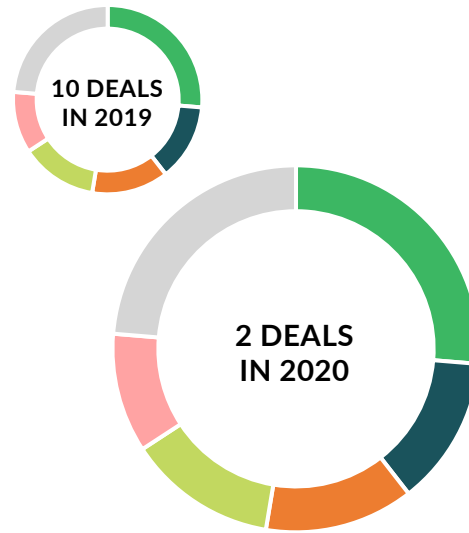
CARDIOVASCULAR DISEASES



MIDDLE EAST

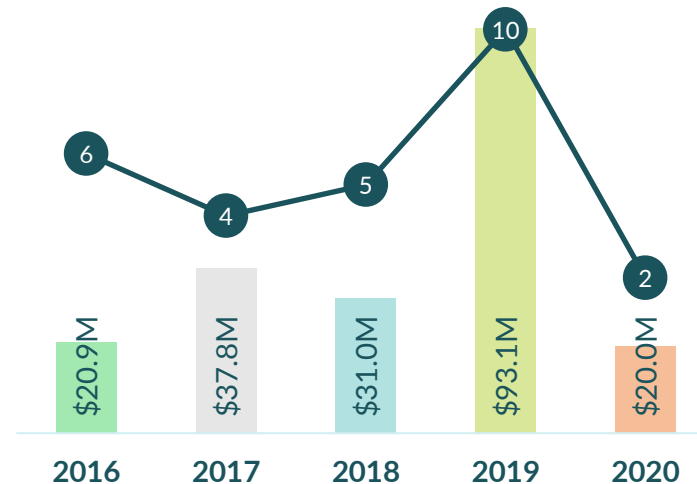
DEEP DIVE: CARDIOVASCULAR DISEASES

- Funding activity in Cardiovascular Diseases focused ventures decreased by 8 deals to only 2 in 2020
- Most gains by value proposition were across the Clinical Workflow value proposition, up 8 percentage points (pp), followed by Adherence and Treatment, both up by 5 pp
- Total venture funding in Cardiovascular Diseases in the Middle East decreased by approximately 79% to \$20.0M

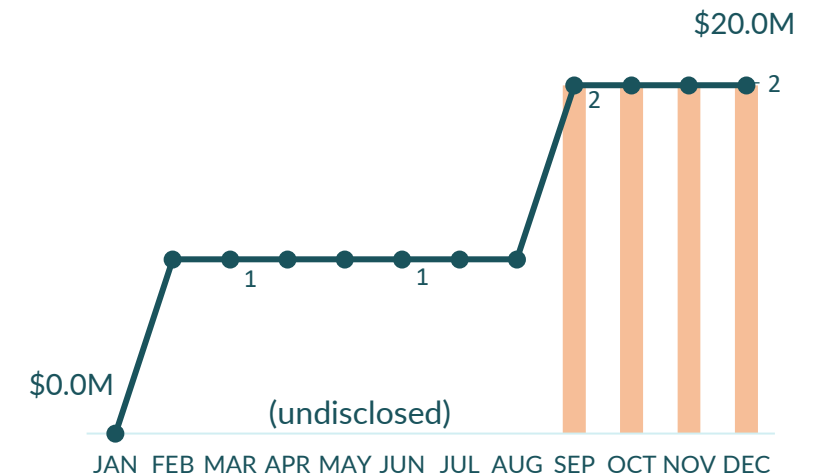


VALUE PROPOSITION	DEAL VOL. SHARE	PP CHANGE FROM 2019
ADHERENCE	18%	+5 pp
TREATMENT	18%	+5 pp
DIAGNOSIS	18%	-8 pp
CLINICAL WORKFLOW	18%	+8 pp
PREVENTION	9%	-4 pp
OTHERS	9%	-6 pp

YOY FUNDING HISTORY




CUMULATIVE FUNDING IN 2020



— FUNDING AMOUNT (\$M) —●— NO. OF DEALS

VENTURE SPOTLIGHT: CARDIOVASCULAR DISEASES

Venture spotlight on Cardiovascular Diseases focused digital health ventures in the Middle East




ITAMAR MEDICAL
Diagnosis Tools

LATEST STAGE	MARKET CAPITALIZATION
IPO	\$260.6M
	MATURITY SCORE
	67.6

DESCRIPTION

Itamar Medical develops products based on its proprietary PAT signal, which provides a non-invasive view into the cardiovascular system and the autonomic nervous system.




BIO-T MEDICAL
Cloud ERP

LATEST STAGE	LATEST FUNDING
Grant	Undisclosed
VALUATION*	MATURITY SCORE
Undisclosed	50.7

DESCRIPTION

Bio-T™ is a cloud technology for medical device manufacturers which enables secure connection of their devices to the cloud and encourages patients to donate data for medical research.



AIDOC
Medical Imaging

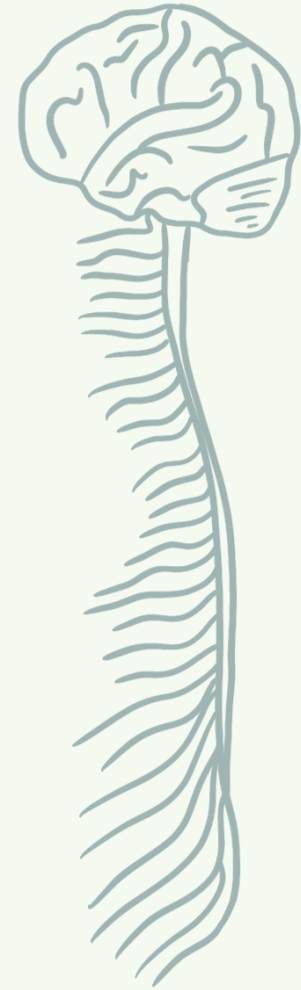
LATEST STAGE	LATEST FUNDING
Series B1	\$20.0M
VALUATION*	MATURITY SCORE
\$149.6M	68.6

DESCRIPTION

Aidoc is developing a single-screen system for faster and more accurate diagnosis which leverages deep learning, computer vision, medical deep data and natural language processing.

DEEP DIVE:

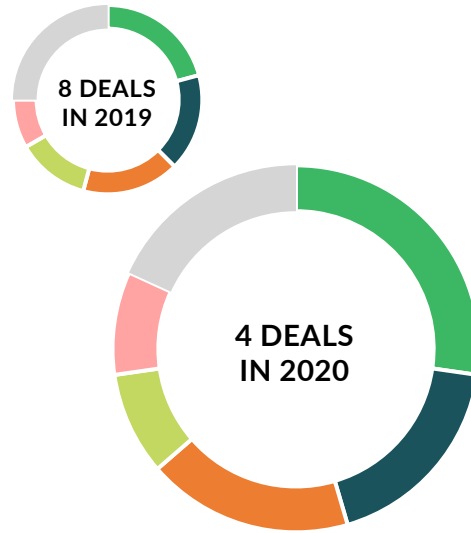
NEUROLOGY



MIDDLE EAST

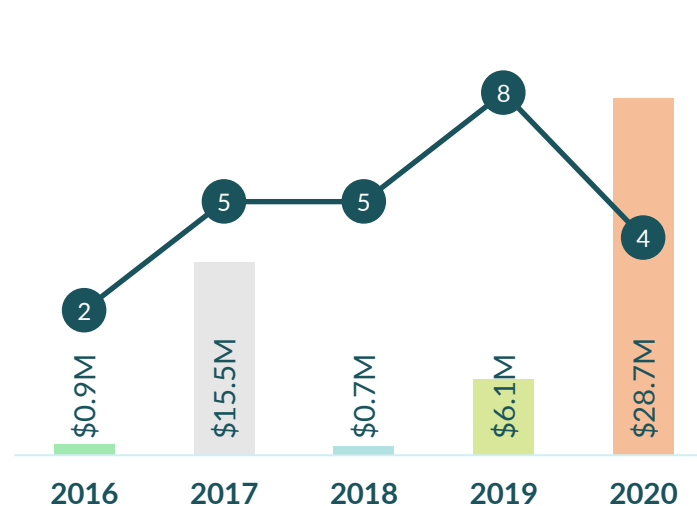
DEEP DIVE: NEUROLOGY

- Funding activity in Neurology focused ventures decreased by 4 deals to 4 in 2020
- The Adherence value proposition expanded most significantly, up 15 percentage points (pp), as compared to 2019, now representing 27% of value propositions covered
- Despite closing fewer deals, total venture funding in Neurology focused ventures increased 4.7x to \$28.7M

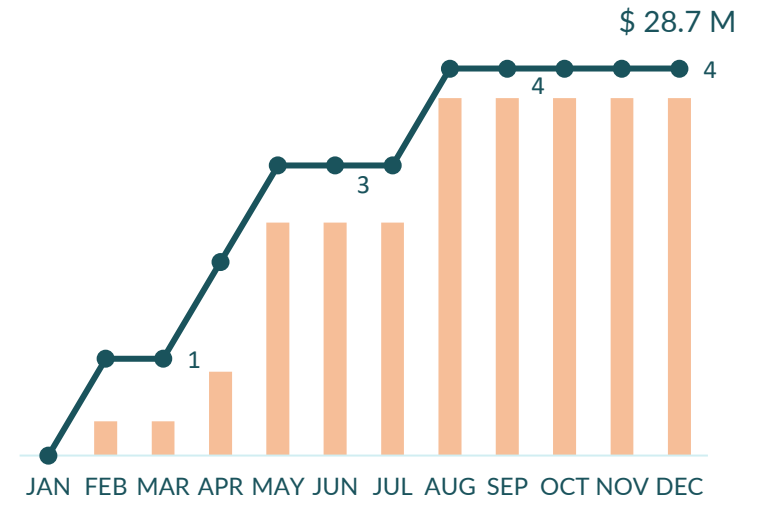


VALUE PROPOSITION	DEAL VOL. SHARE	PP CHANGE FROM 2019
ADHERENCE	27%	+15 pp
CLINICAL WORKFLOW	18%	+2 pp
NON-CLINICAL WORKFLOW	18%	+2 pp
TREATMENT	9%	+1 pp
DIAGNOSIS	9%	-12 pp
OTHERS	0%	-7 pp

YOY FUNDING HISTORY






CUMULATIVE FUNDING IN 2020



— FUNDING AMOUNT (\$M) — NO. OF DEALS

VENTURE SPOTLIGHT: NEUROLOGY

Venture spotlight on Neurology focused digital health ventures in the Middle East








ACCESSIBE
Assistive Care

LATEST STAGE	LATEST FUNDING
Series A	\$12.0M
VALUATION*	MATURITY SCORE
\$54.0M	54.2

DESCRIPTION

accessiBe is an AI-powered solution making web accessibility simple, automatic, immediate and affordable. accessiBe can be used by people with Parkinson's disease and other motor impairments.








VOICEITT
Assistive Care

LATEST STAGE	LATEST FUNDING
Series A	\$10.0M
VALUATION*	MATURITY SCORE
\$45.0M	58.7

DESCRIPTION

Voiceitt's speech recognition technology is designed to recognise non-standard speech patterns of people with mild to very severe speech disabilities.

MYNDYOU
Teleconsultation

LATEST STAGE	LATEST FUNDING
Series A	\$4.0M
VALUATION*	MATURITY SCORE
\$18.0M	57.9

DESCRIPTION

The MyndYou AI-based platform aids clinicians in providing personalised cognitive care for seniors living with or without cognitive decline.

DEEP DIVE:

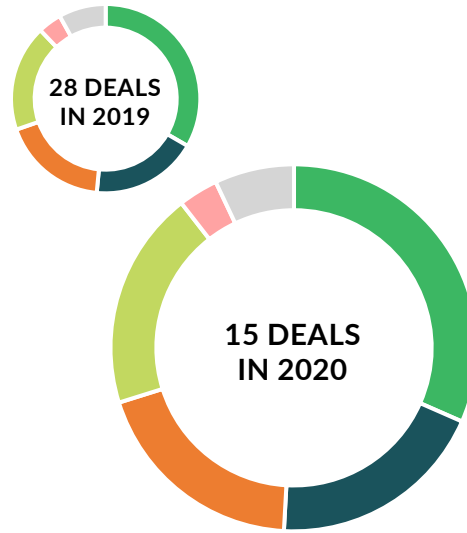
MEDICAL DIAGNOSTICS



MIDDLE EAST

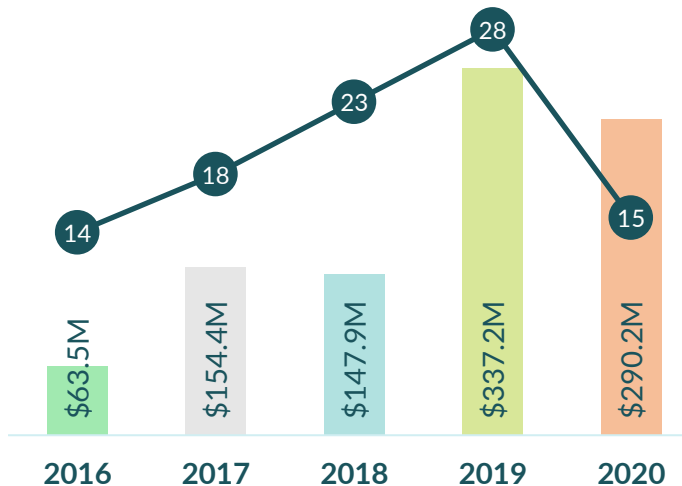
DEEP DIVE: MEDICAL DIAGNOSTICS

- Venture funding activity in Medical Diagnostics focused ventures decreased by 46% to 15 deals in 2020
- Investment volume across the value propositions remains almost constant as compared to 2019 with only Diagnosis down 2 percentage points.
- With the total venture funding in Medical Diagnostics ventures decreasing by 14% to \$290.2M, the average deal size in 2020 increased to \$19.4M, up 60%

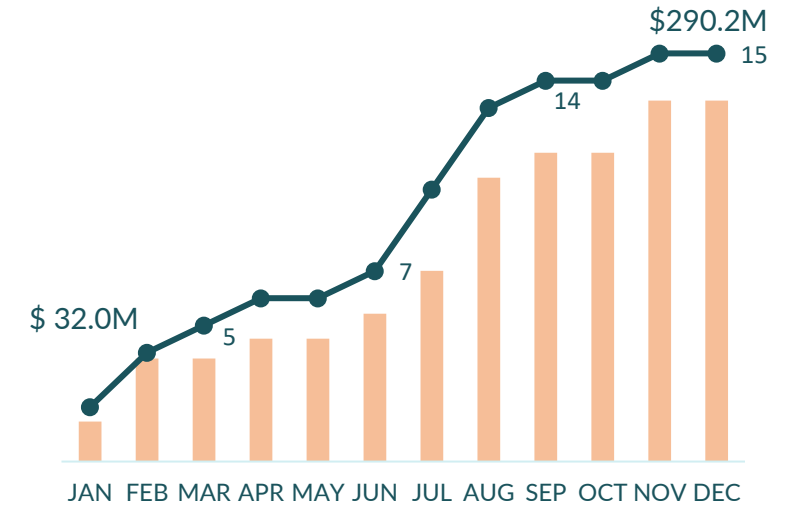


VALUE PROPOSITION	DEAL VOL. SHARE	PP CHANGE FROM 2019
DIAGNOSIS	32%	-2 pp
RESEARCH	19%	+1 pp
CLINICAL WORKFLOW	19%	+1 pp
NON-CLINICAL WORKFLOW	19%	+1 pp
ADHERENCE	4%	-1 pp
OTHERS	7%	-1 pp

YOY FUNDING HISTORY





CUMULATIVE FUNDING IN 2020



— FUNDING AMOUNT (\$M) —●— NO. OF DEALS

VENTURE SPOTLIGHT: MEDICAL DIAGNOSTICS

Venture spotlight on Medical Diagnostics focused digital health ventures in the Middle East

sight

SIGHT DIAGNOSTICS
Diagnosis Tools

LATEST STAGE	LATEST FUNDING
Series D	\$71.0M
VALUATION*	MATURITY SCORE
\$546.2M	66.3

DESCRIPTION

Sight Diagnostics uses advanced computer-vision and machine-learning technology in the field of blood diagnostics.






K

K HEALTH
Diagnosis Tools

LATEST STAGE	LATEST FUNDING
Series D	\$42.0M
VALUATION*	MATURITY SCORE
\$323.1M	70.8

DESCRIPTION

K Health developed K, an AI personal health assistant powered by millions of real medical charts, notes and labs. K shows patients how doctors have diagnosed and treated other people with similar cases.

Scopio

SCOPIO LABS
Medical Imaging

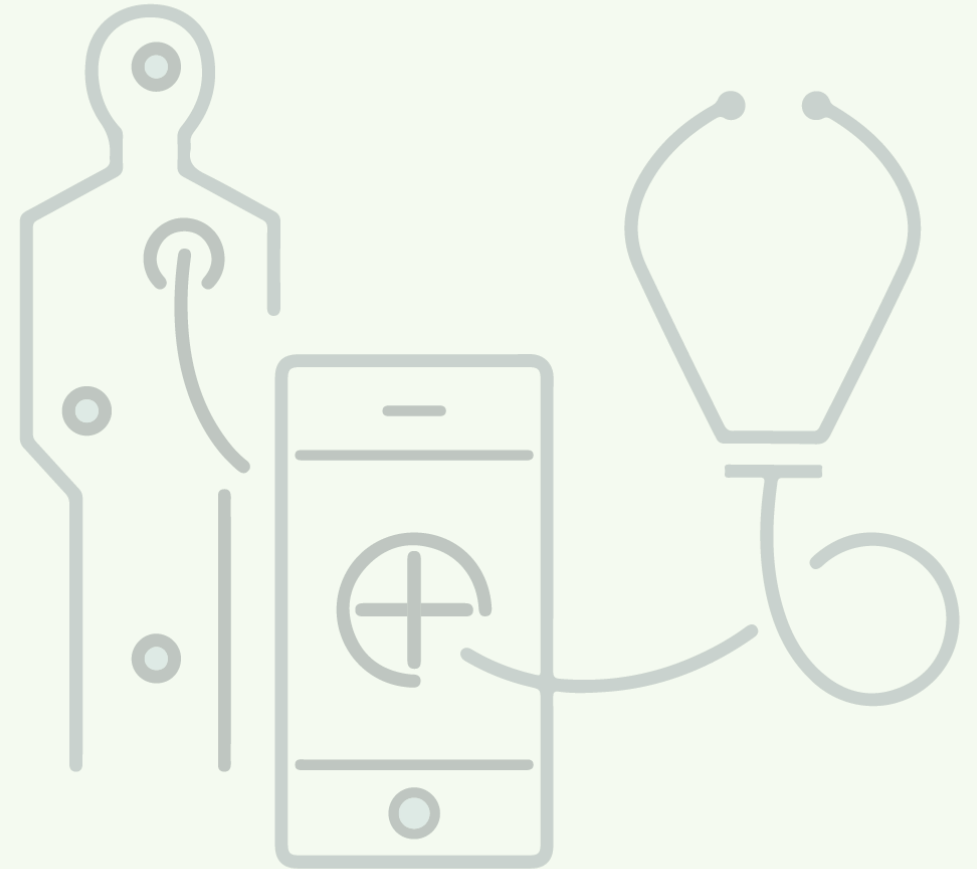
LATEST STAGE	LATEST FUNDING
Series B	\$16.0M
VALUATION*	MATURITY SCORE
\$76.8M	67.7

DESCRIPTION

Scopio Labs has designed and built a computational microscope and developed a proprietary diagnostics platform to enable quality microscopic analysis.

DEEP DIVE:

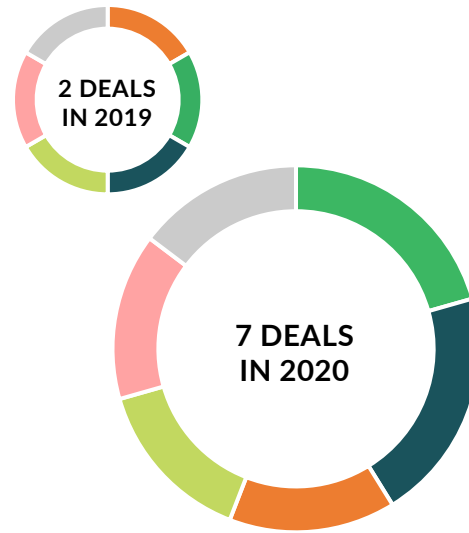
TELEMEDICINE



MIDDLE EAST

DEEP DIVE: TELEMEDICINE

- Venture funding activity in Telemedicine focused ventures increased by 2 deals to 7 in 2020
- The largest gains across the value propositions were in Awareness and Treatment as Telemedicine ventures are exploring to integrate new verticals into their offerings
- Impacted by Tyto Care's \$50M funding round, total venture funding in Telemedicine ventures increased 7x to \$69.7M



VALUE PROPOSITION

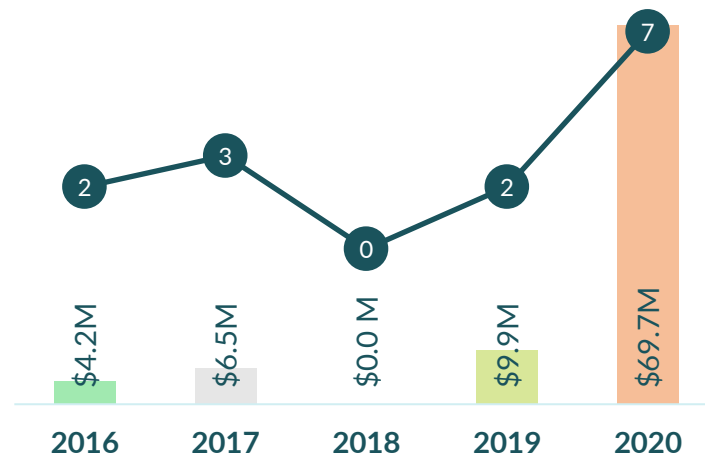
TREATMENT	21%
AWARENESS	21%
ADHERENCE	15%
CLINICAL WORKFLOW	15%
NON-CLINICAL WORKFLOW	15%
OTHERS	15%

DEAL VOL. SHARE

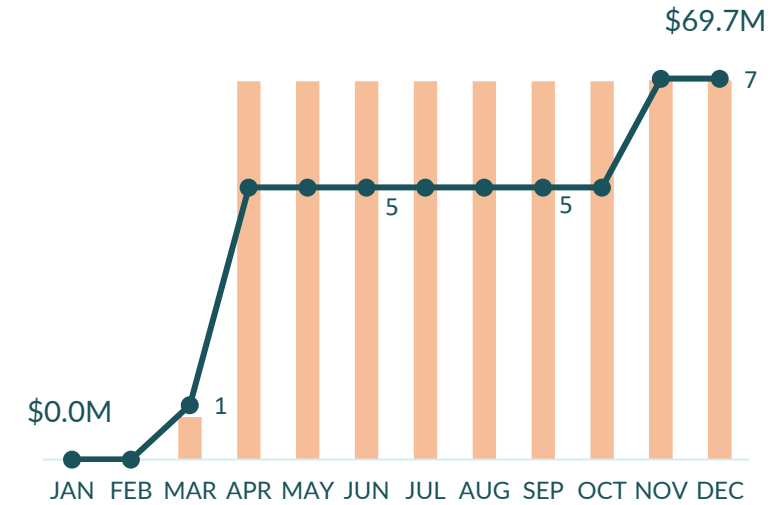
PP CHANGE FROM 2019

TREATMENT	21%	+4 pp
AWARENESS	21%	+4 pp
ADHERENCE	15%	-2 pp
CLINICAL WORKFLOW	15%	-2 pp
NON-CLINICAL WORKFLOW	15%	-2 pp
OTHERS	15%	-2 pp

YOY FUNDING HISTORY



CUMULATIVE FUNDING IN 2020



— FUNDING AMOUNT (\$M) —●— NO. OF DEALS

VENTURE SPOTLIGHT: TELEMEDICINE

Telemedicine Ventures in the Middle East which have raised funding in 2020




Your On Demand Medical Exam

TYTO CARE

*Teleconsultation,
Remote Monitoring Devices*

LATEST STAGE	LATEST FUNDING
Series D	\$50.0M
VALUATION*	MATURITY SCORE
\$384.6M	78.3

DESCRIPTION

Tyto Care seamlessly connects people to clinicians to provide optimal home examination and diagnosis solutions.






AIR DOCTOR

*Teleconsultation,
Medical Concierge*

LATEST STAGE	LATEST FUNDING
Series A	\$7.8M
VALUATION*	MATURITY SCORE
\$35.1M	61.8

DESCRIPTION

Air Doctor offers a simple solution for travelers to find local doctors and schedule appointments while abroad.

DATOS HEALTH

Teleconsultation

LATEST STAGE	LATEST FUNDING
Series A	\$7.0M
VALUATION*	MATURITY SCORE
\$31.5M	66.5

DESCRIPTION
















Datos Health provides a remote-care software platform that fully automates the transition of care processes and patient journey management from hospitals to the home.

MIDDLE EAST

NOTEWORTHY






2020 NOTEWORTHY DEALS

STARTUP	INVESTORS	COUNTRY	CATEGORY	STAGE	DATE	DEAL VALUE (\$)
 <p>Sight Diagnostics</p>	   <p>Koch Disruptive Technologies, Longliv Ventures, OurCrowd</p>	Israel	Diagnosis Tools	Series D	08 / 2020	\$71.0M
 <p>Tyto Care</p>	   <p>OTV, Insight Partners, Qualcomm Ventures</p>	Israel	Remote Monitoring Devices	Series D	04 / 2020	\$50.0M
 <p>K Health</p>	 <p>Valor Equity Partners</p>	Israel	Diagnosis Tools	Series D	11 / 2020	\$42.0M
 <p>K Health</p>	  <p>Mangrove Capital Partners, 14W</p>	Israel	Diagnosis Tools	Series C	02 / 2020	\$48.0M
 <p>Nanox Imaging</p>	 <p>Foxconn</p>	Israel	Medical Imaging	Series C	01 / 2020	\$26.0M











2020 NOTEWORTHY EXIT DEALS (IPOs)

STARTUP	COUNTRY	CATEGORY	DATE	OPENING PRICE	AMOUNT RAISED AT IPO	MARKET CAPITALIZATION	% CHANGE IN PRICE SHARE*
 Nanox Imaging	Israel	Medical Imaging	08 / 2020	\$54.91	\$165.2M	\$2.39B	+ 1.7%
 Safe-T	Israel	Cybersecurity	04 / 2020	\$1.31	\$8.4M	\$24.95M	+ 2.3%
 Itamar Medical	Israel	Diagnosis Tools	02 / 2020	\$20.18	\$40.3M	\$292.8M	+ 3.9%









2020 NOTEWORTHY EXIT DEALS (M&A)

STARTUP	ACQUIRER	COUNTRY	CATEGORY	DATE	DEAL VALUE (\$M)
 Orpheus Medical	Undisclosed	Israel	Telesurgery	02 / 2020	Undisclosed
 Simplee	 Flywire	Israel	Hospital	02 / 2020	Undisclosed

2020 MIDDLE EAST MOST ACTIVE INVESTORS

INVESTOR	TYPE	NO. OF DIGITAL HEALTH DEALS		LATEST PARTICIPATED INVESTMENT	DATE	AMOUNT INVESTED (\$M)
		MIDDLE EAST (2020)	TOTAL			
 OurCrowd	Venture Capital	5	20	 Sight Diagnostics	08 / 2020	\$71.0M
 Bessemer Venture Partners	Venture Capital	2	50	 Nym Health	10 / 2020	\$16.5M
 Horizon 2020 European Union Funding for Research & Innovation	Government	3	42	 Sanolla	09 / 2020	Undisclosed
 Vertex Ventures	Venture Capital	2	4	 Nucleai	07 / 2020	\$6.5M
 OrbiMed Healthcare Fund Management	Venture Capital	6	56	 MobileODT Mobile Optical Detection Technologies	08 / 2020	\$4.0M

2020 MIDDLE EAST NOTEWORTHY PARTNERSHIPS

CORPORATE / PARTNER	VENTURE	COUNTRY	DATE	CATEGORY
 MAYO CLINIC Mayo Clinic (Hospital & Health Care)	 K Health	Israel	11 / 2020	Diagnosis Tools
 Amwell (Hospital & Health Care)	 Tyto Care	Israel / United States	10 / 2020	Remote Monitoring Devices
 Ironshore (Insurance)	 PeriGen	Israel	03 / 2020	Remote Monitoring Devices
 Vitality Group (Wellness)	 Dario Health	Israel	03 / 2020	Disease Management

KEY INFORMATION



KEY INFORMATION

SCOPE OF REPORT

This report covers HealthTech ventures with incorporation date after 2002 in the Middle East. Ventures incorporated outside the Middle East have not been included in this analysis.

HealthTech is defined as the intersection between healthcare and technology, and is also referred to as digital health. HealthTech does not include Biotech (protein research or pharmaceuticals), MedDev (devices that are mechanical and electronic in nature), neuro-stimulates, opioids and minimal-invasive instruments. We recommend reviewing our taxonomy on the next page for further details.

DATA SOURCING AND TRACKING

Galen Growth tracks a comprehensive inventory of key data points ranging from company demographics, funding and valuation to in-market capabilities on a continuously growing and curated list of HealthTech ventures drawn from global markets. Data is collated from primary research, public domain sources (press releases, news, public filings), proprietary analytics and from its unique network.

The information is:

- Disclosed and undisclosed by nature
- Continuously updated with the latest data
- Curated from both direct and indirect verified sources
- Augmented with our proprietary algorithms

Each HealthTech Alpha Index and Score is calculated using proprietary algorithms and data points drawn from our carefully curated HealthTech Alpha database. We recommend reviewing our venture spotlights for further insights.

KEY TERMS AND DEFINITIONS

BASE CURRENCY	USD
EARLY STAGE	All deals up to and including Pre-A & Series A stage
GROWTH STAGE	All deals at Series B & C stage
LATE STAGE	All deals at Series D & Beyond stage
EXIT	IPO, SPAC and M&A deals
HTA	HealthTech Alpha

IMPORTANT INFORMATION

This report is provided solely for informational purposes and was prepared in good faith on the basis of public information available at the time of publication without independent verification. Numbers will be updated from time to time to reflect information identified after the event.

Galen Growth does not guarantee or warrant the reliability or completeness of the data nor its usefulness in achieving any particular purposes.

Galen Growth shall not be liable for any loss, damage, cost or expense incurred by reason because of any persons use or reliance on this report.

This report is a proprietary aggregation of publicly available and undisclosed data and shall not be forwarded or reproduced without the prior written consent of Galen Growth.

RESEARCH INQUIRIES

For more information about data, research and Galen Growth's proprietary algorithm contact: dario.heyman@galengrowth.com for more information.

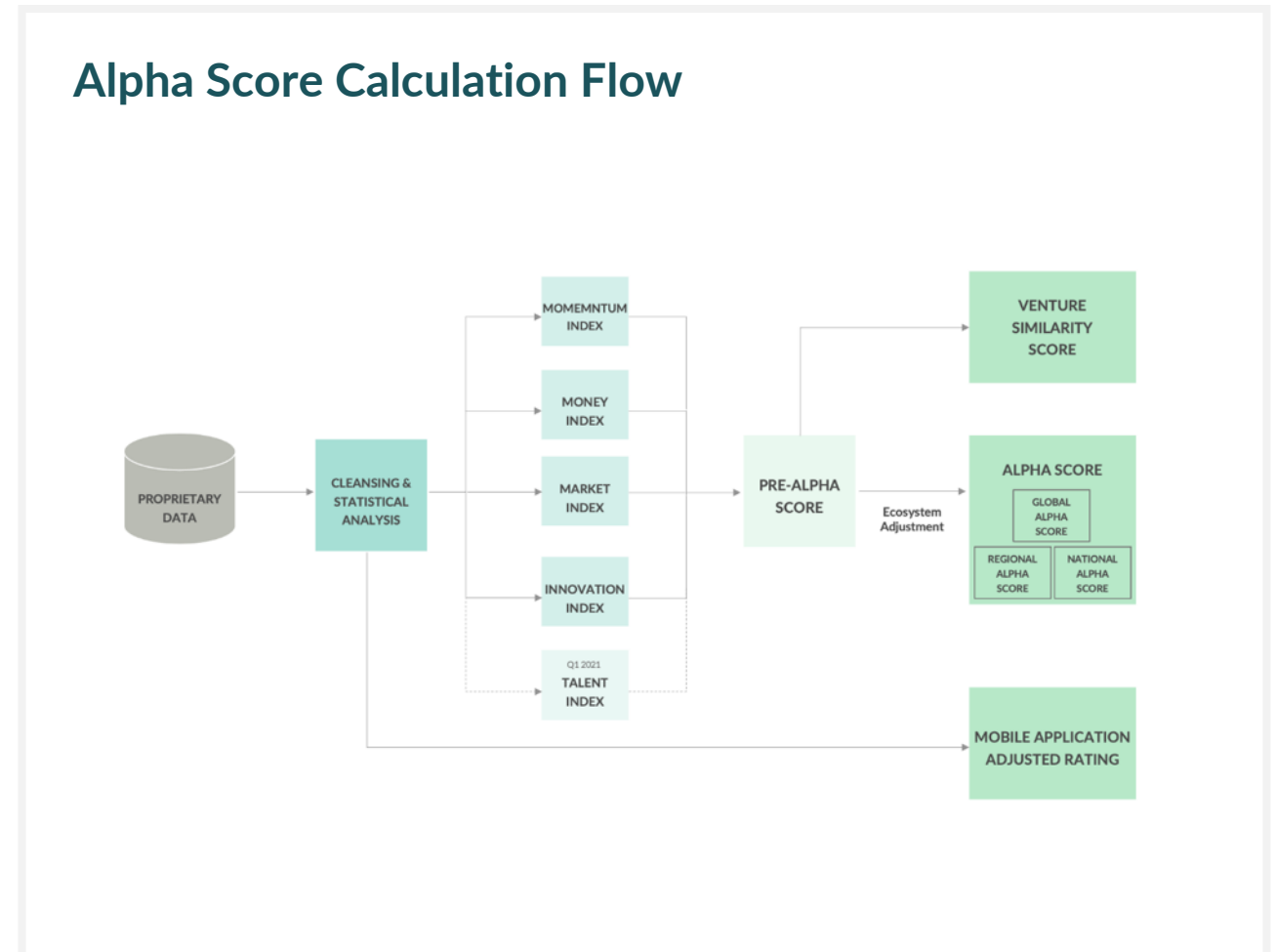
ANALYTICS RELEVANT TO DECISION-MAKING

The HealthTech Alpha Venture Maturity assessment is a set of composite indices based on our proprietary algorithms which leverage and analyse over 75 million data points and calculates these unique indices for each venture.

There are five distinct and independent Alpha Indices which are computed into one final Alpha Score as follows:

- Momentum index:** Evaluates the maturity and performance of the HealthTech venture relative to itself and ecosystem peers
- Market index:** Measures the health of the sector category and sub-category in which a startup competes
- Money index:** Quantifies the financial strength and wellbeing of a HealthTech startup based on its financial history, and investor quality
- Innovation index:** Assesses the relevance of an HealthTech venture to the ecosystem
- Valuation:** Estimates the current and next funding stage valuation of a venture based on market-to-market calibration

The Alpha Score or Maturity Index: The composite score based on the five Alpha indices which enables a comparison ranking and provides a 3D assessment of each venture.



OUR TAXONOMY



Health Services Search

- Medical Concierge
- Medical Tourism
- Track & Trace
- Triage



Online Marketplace

- Consumer Marketplace
- Professional Marketplace
- On-demand Lab Tests



Online Health Communities

- Patient Health Forums
- Physician Networks
- Other HCP Networks



InsurTech

- Health Claim Management
- Medical Payments
- Health Insurance



Medical Diagnostics

- Medical Imaging
- Diagnosis Tools
- Genomics Related Diagnosis



Research

- Drug Discovery
- Next Generation Sequencing
- Genomics Related Research
- Clinical Trials



Remote Monitoring

- Home Healthcare
- Remote Monitoring Devices
- Care Coordination



Medical Education

- HCP Education
- Health Information Platform
- Consumer Education



Wellness

- Wellness Apps
- Wearables
- Smart Equipment
- Wellness Information Platform
- Genomics Related Applications



Health Management Solutions

- EHR / EMR
- Physician / Clinic
- Hospital
- Pharmacy
- Prescriptive Analytics



Patient Solutions

- Digital Therapeutics
- Patient Self-Diagnosis
- Disease Management



Veterinarian

- Health Forums
- Animal Imaging
- Animal Monitoring



Telemedicine

- Teleconsultation
- Teleradiology
- Telepathology



Population Health Management

- Corporate Health
- Integrated Solutions



Others

- Social Enterprise
- HCP Job Board
- Software Provider
- Contamination Management

ABOUT GALEN GROWTH



GALEN GROWTH

UNITED STATES | ASIA PACIFIC | EUROPE | MIDDLE EAST

Galen Growth is the trusted expert in digital health innovation across the entire value chain of healthcare: from R&D to payments. With our unmatched coverage of APAC, Europe, Middle East and United States digital health ecosystems, we bridge the ambitions of global headquarters and investor teams, to enable near-term and tangible business results.



OUR DIFFERENTIATORS

1

GLOBAL REACH

Unmatched global ecosystems coverage

- Unmatched, unequalled and indispensable breadth, depth, accuracy and velocity of global data
- 4 regions, 7,300+ ventures, and 75+ million data points
- Unique global network of digital health innovation leaders
- Offices in Asia and Europe

2

CORE SOLUTIONS

Cutting edge HealthTech innovation solutions

- **HealthTech Alpha:** Real-time data, analysis and news at your fingertips
- **Next Gen Scouting:** Problem statement driven scouting, selection and profiling
- **Acceleration Solutions:** Empowering enterprise innovation teams to win
- **Research:** Go-to-reference digital health research
- **Events:** Matchmaking dedicated to enterprise leaders, investors and startups

3

RECOGNISED SPECIALISTS

Proven team track record

- Preferred partner for many leading corporations and investors
- Trusted advisor with superb client credentials
- Specialist team with extensive industry leadership experience and proven track record
- Team members in Japan, Switzerland, Singapore and soon the USA

HEALTHTECH ALPHA

Real-time data, analysis and news at your fingertips

HealthTech Alpha empowers investors, corporates and startups to fast track their digital health strategy by transforming tens of millions of ecosystem data points into valuable insights, to rapidly and confidently select best fit ventures for growth.



**Rapidly Shape
Your Decisions**



**Unlock Vital
Insights**



**Accelerate
Your Strategy**

7300+
STARTUPS

6700+
INVESTORS

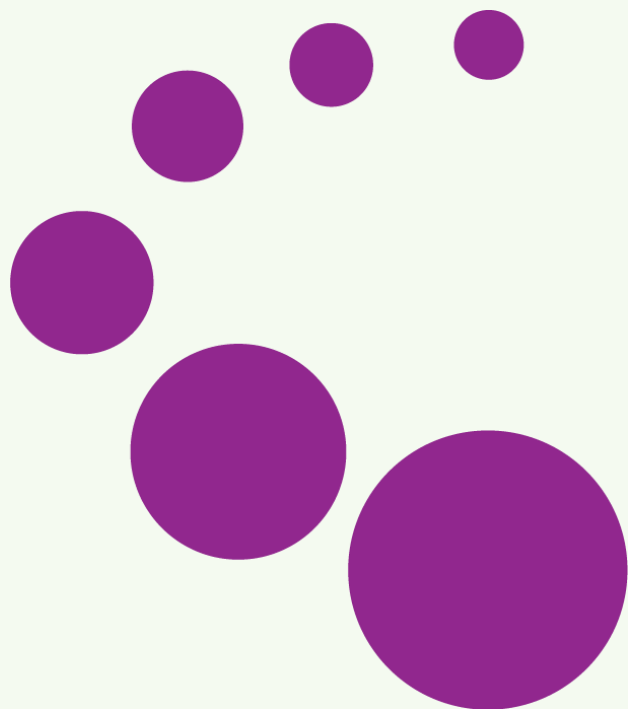
9500+
PARTNERSHIPS

6000+
CORPORATES

[FIND OUT MORE](#)

OUR IMPACT

ON THE DIGITAL HEALTH ECOSYSTEM



Scaling the most promising digital health startups together

2021 GALEN GROWTH **HEALTHTECH COHORT**

Our exclusive annual partnership program provides a gateway for startups to engage with our unmatched network of corporates and investors, pitch their business roadmaps and discuss critical digital health issues.

No fees, no equity taken as we collaborate to push innovation further.



Deal Factory Events



Meet-the-CEO Exclusive Interview Series



HealthTech Cohort Summit

[FIND OUT MORE](#)

THE GALEN GROWTH DIFFERENCE



Monitor, evaluate and engage with the globe's HealthTech innovation ecosystems



Start with the entire ecosystem picture versus a snapshot before zooming into best fit ventures



Focus valuable resources on partnership deal execution for near term business impact versus the grind of research



Build stronger capabilities and sustainable organisational knowledge



Fast track your timelines to achieve earlier business impact



Operate with the most comprehensive and accurate data that is never out of date



Develop real time actionable insights and transparency to the fast changing ecosystem



Mitigate risks and avoid hype

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