



ASIA PAC HEALTHTECH INVESTMENT LANDSCAPE

YEAR END 2019

- Asia Pacific Insights

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CEO & Founder
Galen Growth

We are delighted to share with you this 2019 Year End Asia Pac HealthTech Landscape Overview report, a subset of our comprehensive bi-annual go-to-reference for ecosystem key trends and insights for investors, enterprises and startups.

Asia Pac HealthTech ecosystem momentum continues despite geopolitical and domestic headwinds to close at US\$5B invested, across 350 deals, well ahead of our forecast last October. Accordingly, we estimate total global funding in 2019 to exceed US\$15B.

Early stage and Series A deal activity shrinks yet further, whereas total Series B deal value share continues to grow, grabbing 33% of total funding, raising questions on the future quality of deal flow for Growth stage investors and the likely impact on Seed stage ventures.

China slows with dollars to VC-backed ventures shrinking 37% in FY 2019 vs 2018. Are investors being spooked by geo-political and domestic economy headwinds?

India's momentum, after a significant dip in value and volume in Q1, accelerated to make 2019 a record breaking year closing at US\$723M, up 33% on 2018.

SE Asia investment also broke all previous records to close 2019 at \$266M, up 2.25X vs 2018, reflecting its growing ecosystem maturity.

Our full FY2019 report spotlights both the Japan and S Korea ecosystems as these have grown substantially this year, capturing \$420M of funding, up 16% on 2018.

Industry and investor sentiment for HealthTech in Asia Pac remains strong. The majority of corporate leaders continue to be concerned by their strategy whereas a rising numbers of investors see deal flow access as challenging.

You can purchase the full and very comprehensive report on our Research section on our website. It is powered by HealthTech Alpha, a Galen Growth solution, the most advanced digital health analytics platform.

WHO ARE WE

Galen Growth is the leading market intelligence, analytics and matchmaking firm in HealthTech, empowering Fortune 500 companies and institutional investors to fast track their growth strategies

Our Mission

It is an external game! The most innovative companies use platforms to gain access to different capabilities and sources of data which they then use to build new business models or develop new products and services.

We believe the fastest, most effective way to scale digital health innovation to realise its full societal value is to be the preferred innovation platform for investors, corporations and startups to ensure effective engagement with the vibrant ecosystem to re-invent healthcare.

Galen Growth is the only trusted expert dedicated to digital health innovation across the entire value chain of healthcare: from R&D to payments. We partner with proven HealthTech ventures, leading Fortune 500 and investors to empower them to execute winning strategies.

With our unmatched European and Asian coverage, we are the only innovation platform capable of bridging the ambitions of global headquarters and investor teams, to enable near term tangible business results.

The Galen Growth Asia Difference

- Develop real time actionable insights and transparency to the fast changing ecosystem
- Confidently construct bespoke partnerships for near term business impact
- Fast track our clients' timelines to achieve earlier business impact
- Retain ownership of their HealthTech strategy from design to implementation
- Build stronger capabilities and sustainable organisational knowledge
- Operate with data that is never out of date
- Mitigate risks and avoid hype

OUR CORE FAST TRACK SOLUTIONS



Scouting and profiling enabled by advanced analytics and data

Leverage our analyst team and technology to fast track the analysis of hundreds of thousands of data points, way beyond financials, to pinpoint, evaluate and prioritise best fit ventures for your organisation's needs ahead of your peers

SCOUT | SELECT | PROFILE



Real time data, analysis and news at your fingertips

The most advanced digital health ecosystem analytics platform in Asia Pac, preferred by investors, enterprises and startups, giving access to actionable insights and unique market intel on the thousands of digital health ventures enabling better decisions, based on real time and accurate data

MONITOR | IDENTIFY | TRACK



Empowering enterprise innovation teams to win

A unique suite of solutions to enable innovation leaders and their teams to fast track the design and execution of their digital health strategies with bespoke match-making, thought leadership, proprietary research, leadership briefings, HealthTech Alpha and much more...

DESIGN | MOBILISE | BUILD



ASIA PACIFIC

INVESTMENT

TRENDS

An aerial, top-down view of a city street scene. A multi-lane highway with several cars is visible, curving through the frame. To the left, there are several tall, modern buildings with glass facades. To the right, there's a parking lot filled with cars and a body of water. The overall scene is brightly lit, suggesting daytime.

IN 2019,
ASIA PAC HEALTHTECH
TOTAL FUNDING DEPLOYED WAS

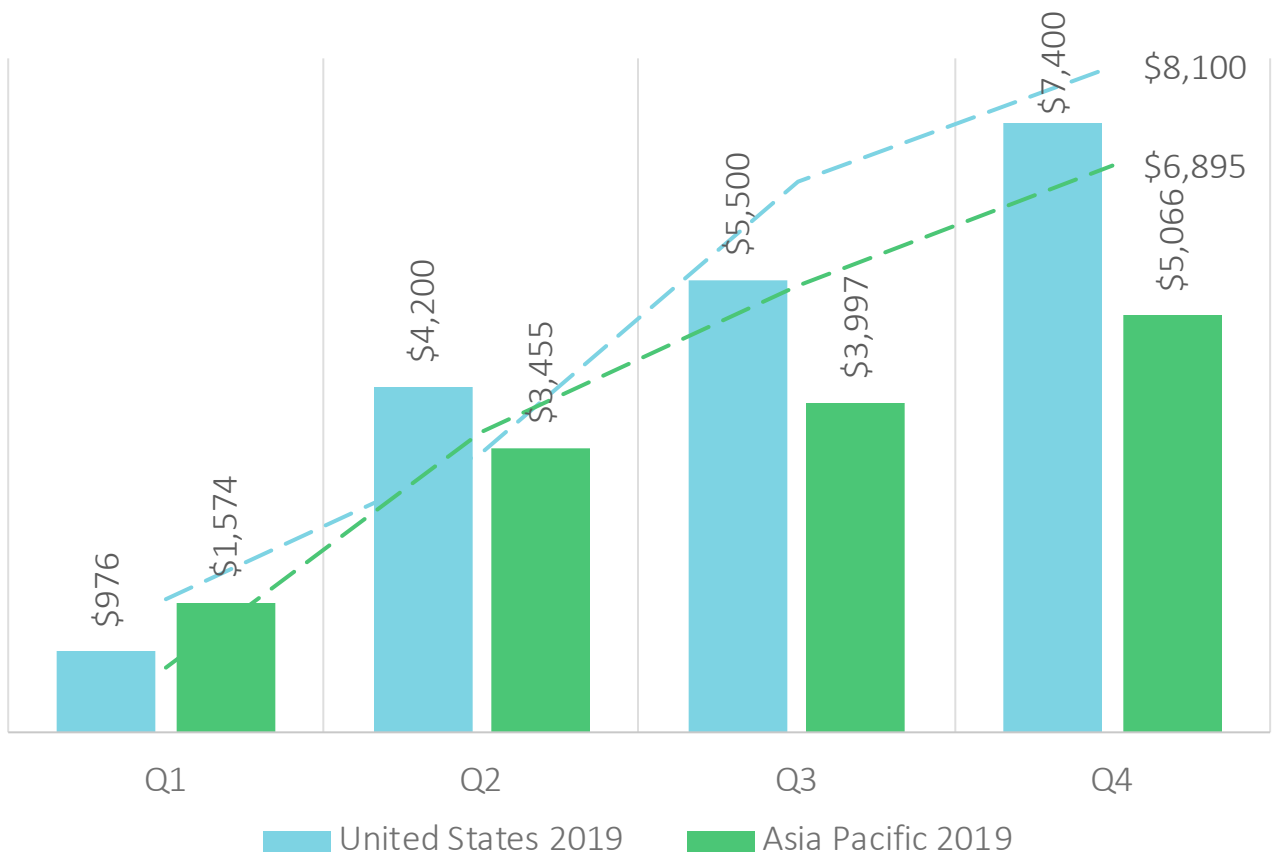
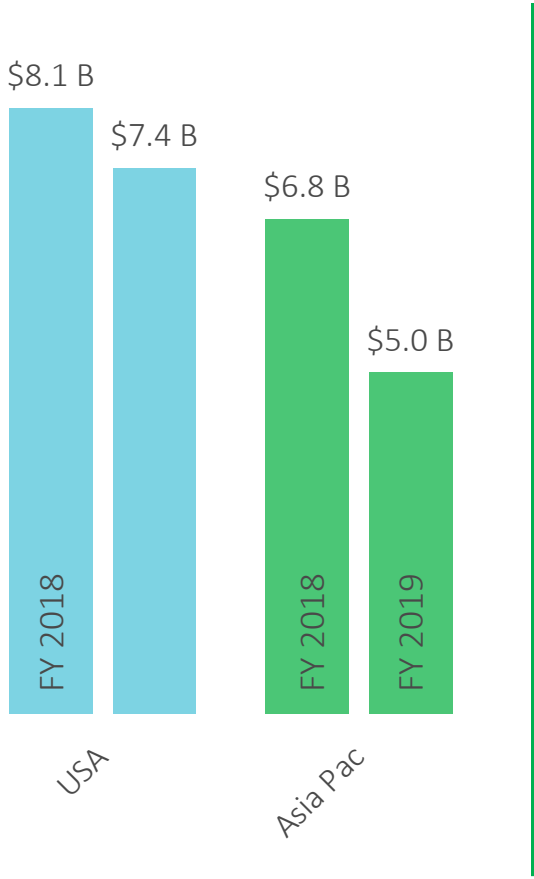
\$5 BILLION

ACROSS

351 DEALS

ASIA PAC VS USA

After recording its weakest quarter since 2016 in Q3, Asia Pac HealthTech regained momentum and recorded another \$1+B quarter in Q4 to close FY 2019 at \$5B, well ahead of our forecast last October



CAGR 2014-2019	
USA	13%
APAC	26%
China	19%
India	55%
SEA	41%

Source: USA funding sourced from Rock Health
 Note: Europe data is not currently available but estimated at approx. US\$2B
 Note: Funding in \$M if not indicated differently

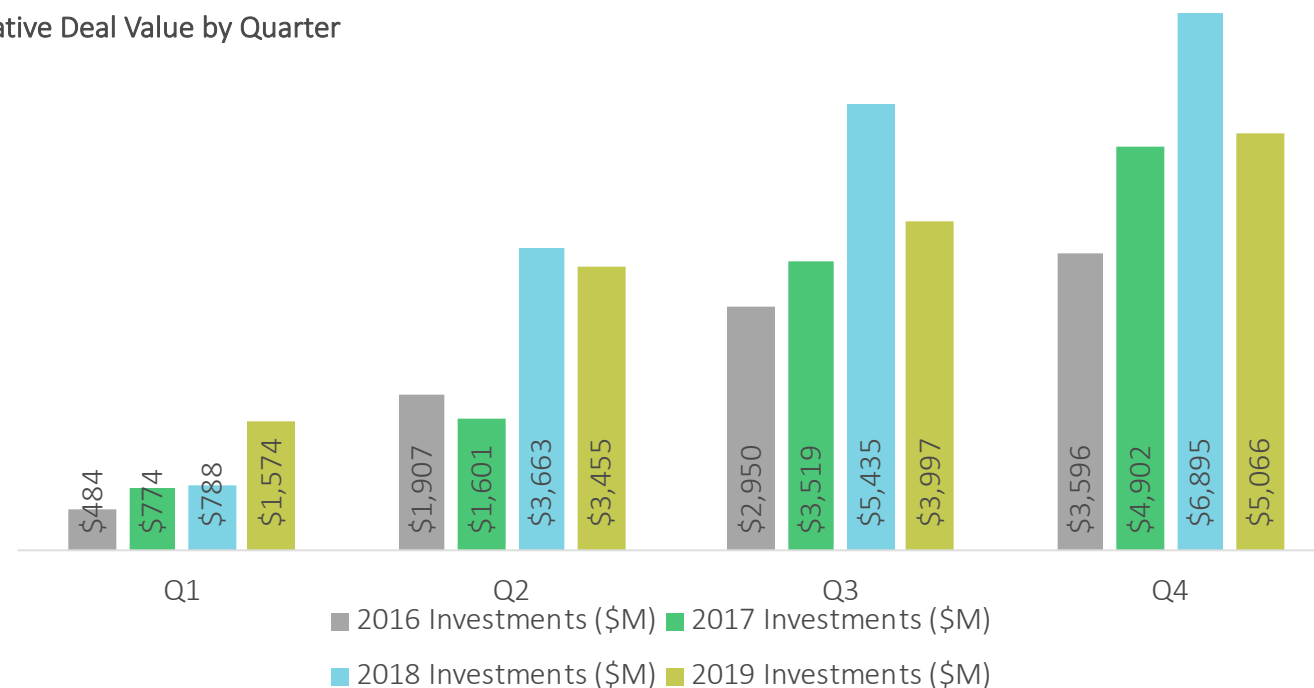
ASIA PAC HEALTHTECH FUNDING HISTORY (2016 – 2019)

- Full Year 2019 HealthTech funding closed at \$5B, down 27% vs 2018 and up 2% vs 2017
- The second half of 2019 saw a 15% dip in deal activity than the first half with 190 deals
- Despite lower deal volume and value, 2019's average deal size was \$14.2M, up 12% vs 2018 and 51% vs 2017, reflecting a maturing funding pipeline
- 2019 counted a total of 13 mega deals, accounting for 38% of all funding, 4 less than in 2018, down 27% vs 2018
- Exits (IPO & M&A) share accounted for 5.3%, up 28% vs 2018

Cumulative Deal Volume by Quarter

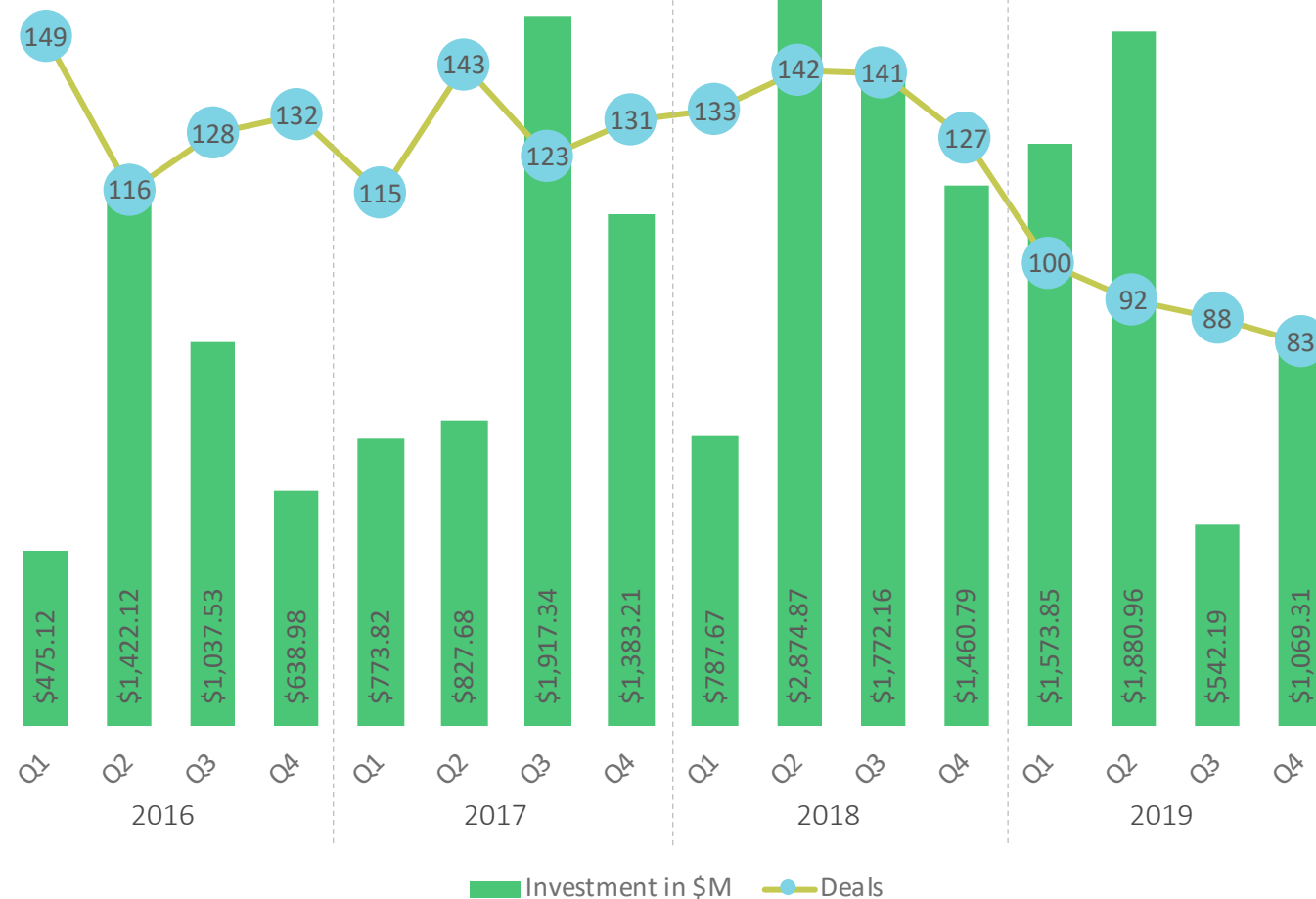
	Q1	Q2	Q3	Q4
2016	149	265	393	525
2017	115	258	381	512
2018	130	269	408	532
2019	100	190	276	351

Cumulative Deal Value by Quarter



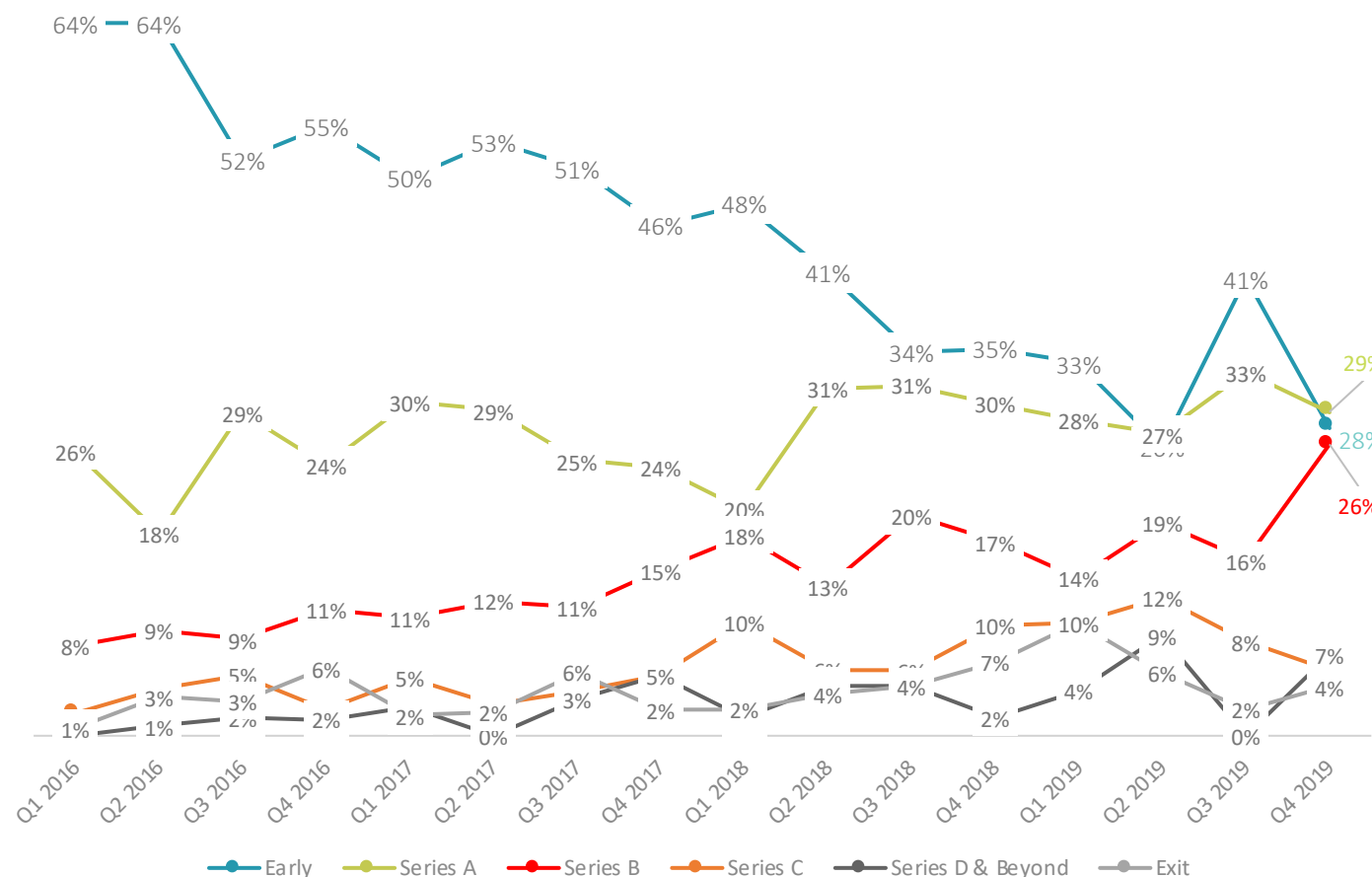
QQQ ASIA PACIFIC HEALTHTECH FUNDING HISTORY (2016 – 2019)

- After recording its weakest Q3 since 2016, Q4 bounced back and closed ahead of the \$1B mark
- Q4 2019 continued its shrinking trend to become the 5th consecutive decline in deal volume closed across the region
 - Deal count in Q4 2019 was down 43% vs Q4 2018
- Despite this downward trend, average deal size in Q4 2019 was \$19.9M, up 25% YOY
- Cumulative deal value since 2016 exceeded \$20.2B



QQQ ASIA PACIFIC HEALTHTECH DEAL VOLUME SHARE BY STAGE (2016-2019)

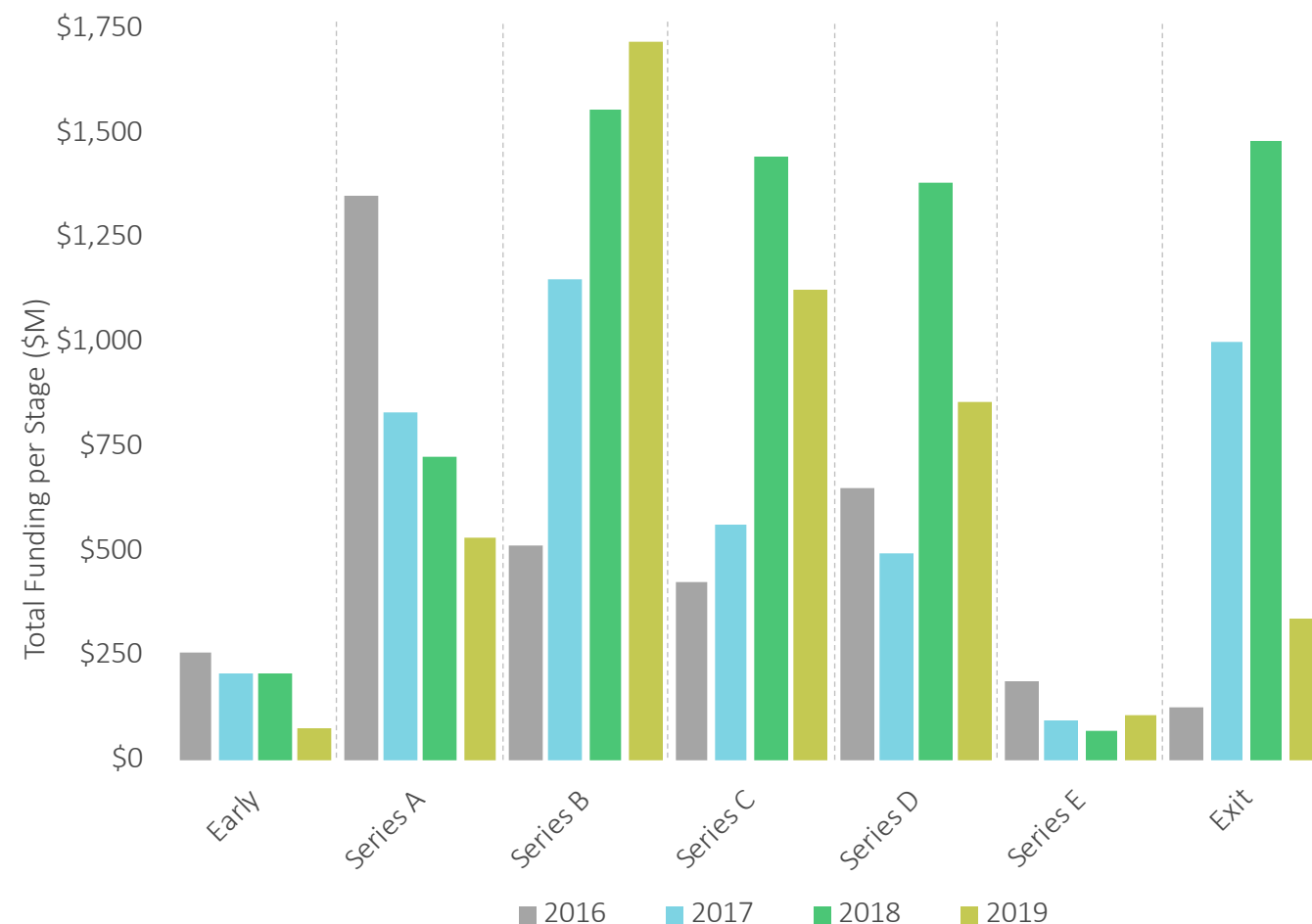
- Quick Facts on Q4 2019 deal volume share:
 - 28% at Early stage, down 32% vs Q3 2019 and down 20% vs Q4 2018
 - 61% at Growth stage, up 7% vs Q3 2019 and up 7% vs Q4 2018
 - 7% at Late stage, vs no Late stage investment in Q3 2019 and up 3.4x Q4 2018
 - Exits include 1 M&A and 2 IPOs in H2 2019, totaling 12 M&As and 6 IPOs in 2019, down from 17 M&As and 5 IPOs in FY 2018
- Early Stage funding volume continued to decrease recording a 32% share in 2019 vs 40% in 2018
- Growth Stage investments continued to be driven largely by Series A and B investments, accounting for more than 57% of all deals in 2019, up 6% vs 2018
- Series D events became more evident, closing a total of 16 in 2019, up from 14 in 2018



Note: Deals data exclude unspecific funding stage, Exits include M&A, IPOs and Post-IPO rounds

ASIA PAC HEALTHTECH FUNDING BY STAGE SINCE 2016

- Total Early stage deal volume in 2019 dipped 47% while the total funding value shrunk significantly to a total of \$70M, representing a 65% decline compared to 2018
- Growth stage deals captured 66% of total funding in 2019, up 22% by value share compared to 2018
- YOY total Growth stage deal value deployed in 2019 dipped 12%:
 - Total volume and value of Series A deals decreased by 47% and 18%, respectively
 - Series B deals closed at \$1.63B, higher than in 2018 and claimed 33% of all deals, up 41% vs 2018
- Late stage deal value share remains unchanged at 20%, on par vs 2018



ASIA PAC HEALTHTECH PIPELINE 2019

The Asia Pac investment funnel stage volume load analysis continues to demonstrate a healthy pipeline of innovation with over 70% of startups at Early and Series A stages whilst later stage deals continue to track steadily upwards

No change:

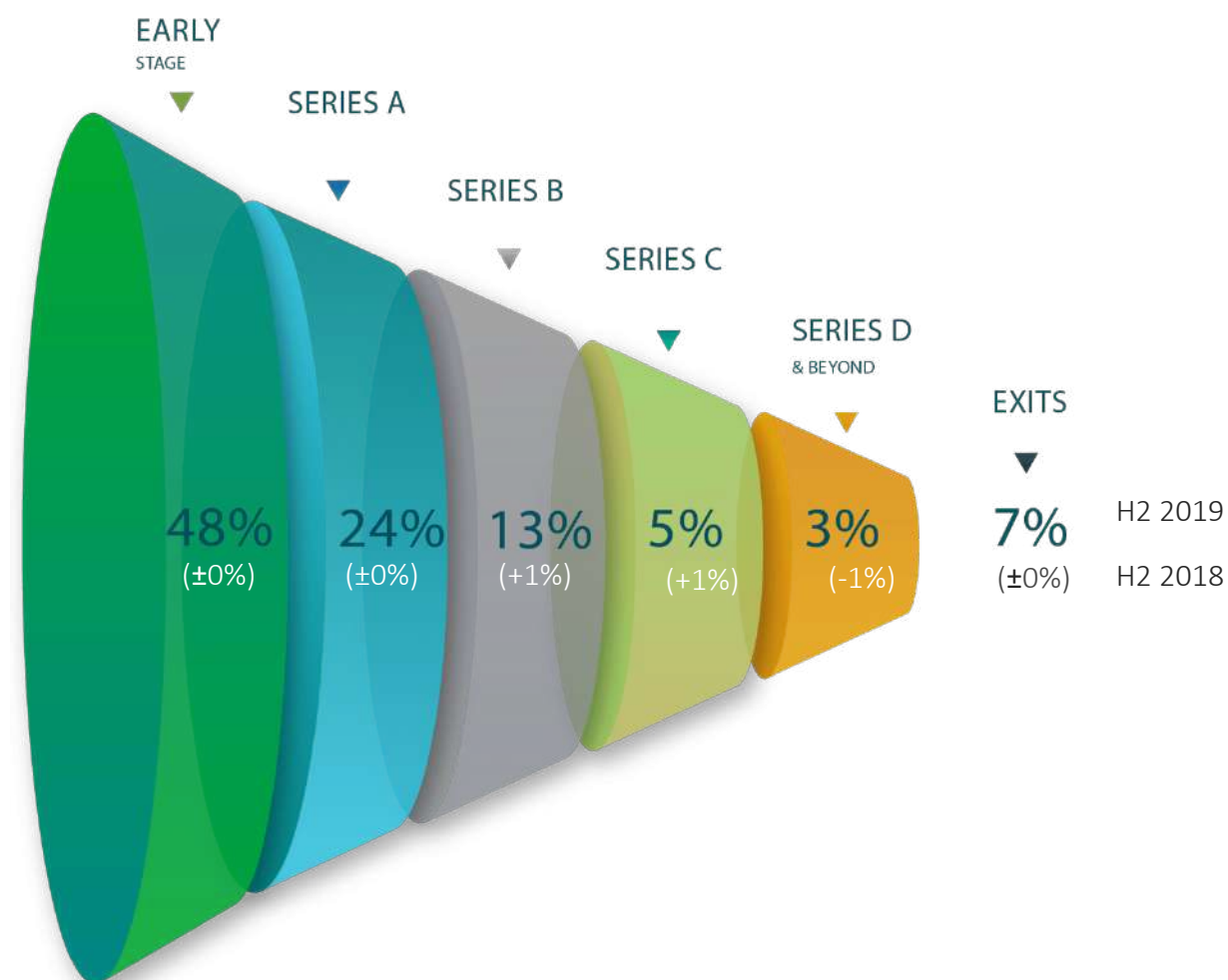
- 48% of all startups in Asia Pac are at Early Stage (angels, seed or pre-A funding)
- 24% of HealthTech startups are at Series A funding stage

Upward trend:

- Series B and C startups up 1%, respectively

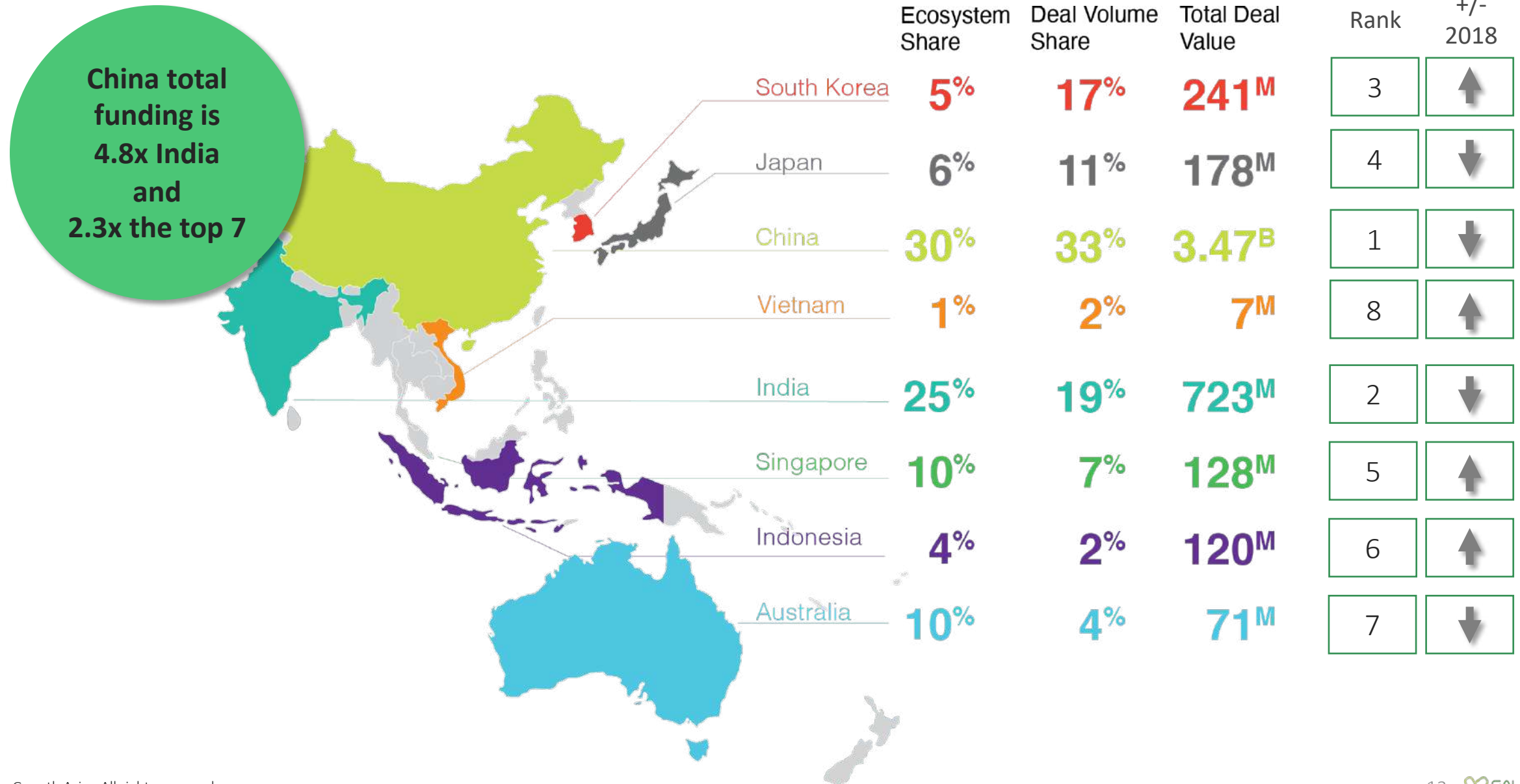
Downward trend:

- In 2019, mega rounds represented 39% of the total funding invested, down from 52% in 2018
- 2019 recorded a total of 18 exits (IPO, M&A) vs 22 in 2018



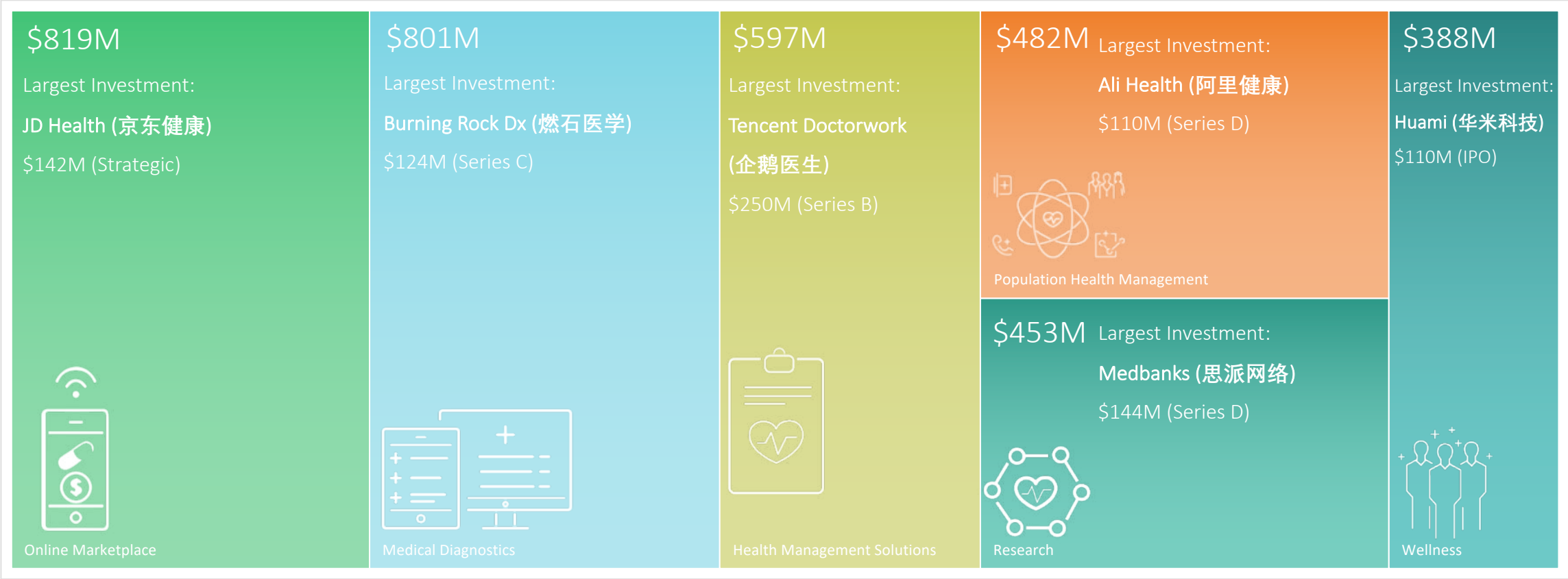
Note: Figures in brackets represent movement vs the ecosystem funnel load in H2 2018

2019 HEALTHTECH ECOSYSTEM LEADERBOARD



HEALTHTECH MOST FUNDED CATEGORIES BY VALUE

Mirroring Full Year 2018, category attractiveness by deal value remains unchanged but it should be noted that Research, Medical Diagnostics and Health Management Solutions are trending upwards



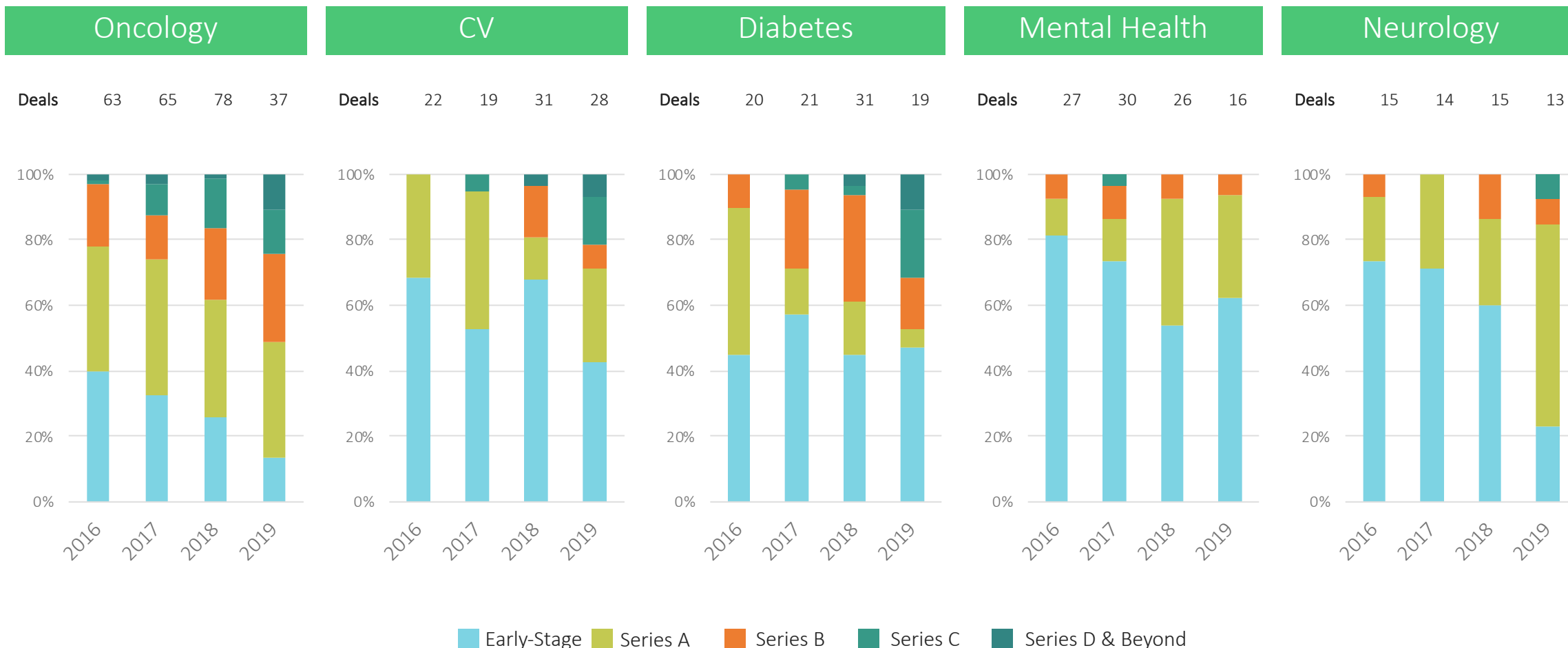
HEALTHTECH CATEGORY SHARE BY DEAL VOLUME

Category attractiveness, defined by deal volume, reveals Medical Diagnostics moving into pole with both Patient Solutions and Telemedicine stepping up into the top 5 in 2019











MOST ATTRACTIVE THERAPEUTIC FOCUS AREAS BY VOLUME

New to this bi-annual report, we consider therapeutic area attractiveness, which when defined by deal volume, highlights that Oncology is a key focus, receiving more of the later stage funding than other disease areas



2019 ASIA PAC MOST ACTIVE INVESTORS

Despite the ongoing dip in venture capital activities in HealthTech in China, the most active investors remain those those on the Mainland

Investor	Country	2019 HealthTech Deals	Total Number of HealthTech Deals since 2012	Latest Participated Investment	Amount Raised
 Tencent 腾讯	China	9	42	AllinMD (唯医骨科)	\$100 M (Series B)
 SEQUOIA	China	9	30	Yaoyanshe (药研社)	\$42.1 M (Series C)
 IDG Capital	China	6	32	Weimai (微脉)	\$100.0 M (Series C)
 Aflac Innovation Partners	Japan	6	9	Lily MedTech	\$8.6 M (Series B)
 中金集团 China Capital Investment Group	China	5	9	Shuidi (水滴互助)	\$142.0 M (Series C)
 联想之星 Legend Star	China	5	20	Changmu Medical (长木谷)	Undisclosed (Pre-A)
 matrix PARTNERS CHINA 经纬中国	China	5	65	Yaehar Healthcare (怡禾健康)	\$5.6 M (Series A)
 SMBC SMBCベンチャーキャピタル	Japan	5	12	T-ICU	\$1.3 M (Series A)

KEY INFORMATION



IMPORTANT INFORMATION

What we define as HealthTech

HealthTech defines the intersection between healthcare and technology and is also sometimes referred to as **digital health**. We recommend reviewing our taxonomy on slide 74 for further details.

HealthTech does not include Biotech, such as protein research or pharmaceuticals, and also does not include MedDev, such as devices that are implanted into the body.

What information do we track

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 all markets in Asia Pacific. We recommend reviewing our venture spotlights for further insights.

Key Terms / Definitions

- The report's base currency is USD
- Early stage includes all deals up to & including Pre-A stage
- Growth stage includes all deals at Series A, B & C stage
- Late stage includes all deals at Series D & beyond stage
- Exits include all IPO and M&A deals

Where do we source our information

Galen Growth collates its data from primary research, public domain sources (press releases and news), proprietary analytics and from its unique network. The information is:

- Both 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.

Important Information

This report is provided for informational purposes only and was prepared in good faith on the basis of public information available at the time of publication without independent verification.

Galen Growth does not guarantee or warrant the reliability or completeness of the data nor its usefulness in achieving any particular purposes. Numbers will be updated from time to time to reflect information identified after the event.

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**ABOUT
GALEN GROWTH
ANALYTICS**

OUR ASIA PAC MARKET COVERAGE





Our analysis of HealthTech investments tracks activities across 23 distinct markets in Asia Pacific.

Due to lack of data, not every market is featured in this report.

We are continuously monitoring markets that are not listed here.



HEALTHTECH ALPHA COMPARISON

					Remarks
No. of HT Ventures Captured	2500+	300+	1000+	1400	
No. of HT Deals Captured	2400+	300+		1450	
Total Funding Tracked (since 2010)	US\$31B	US\$2B		US\$10B	
No. of Investors Captured	2700+	350+			
Funding Deal & Financial Profiling					
Investors	Yes	Yes	Yes	Yes	eg. Sequoia
Stage	Yes	Yes	Yes	Yes	eg. Series A
Valuation	Yes	Yes	No	No	
Future Valuation	Yes	Yes	No	No	
Financial Statements	No	Yes	No	Yes	eg. P&L
Business Model Profiling					
Commercial Partnerships	Yes	No	No	No	eg. Lilly
Value Proposition Mapping	Yes	No	No	No	eg. Patient Acquisition
TA Mapping	Yes	No	No	No	eg. Oncology
HT Capability Categorisation	Yes	No	No	No	eg. Telemedicine
Enabling Tech Classification	Yes	No	No	Yes	eg. Biosensors
Geographic Mapping	Yes	Yes	Yes	Yes	eg. Jakarta, Indonesia
Other					
Management Team	Yes	Yes	Yes	Yes	eg. CEO Name
Incorporation Status	Yes	Yes	Yes	Yes	
Product Information	Yes	No	No	No	
Venture Indices					
Social Media	No	Yes	Yes	No	eg. Website traffic
Biz Maturity	Yes	No	No	Yes	eg. Operating model momentum

OUR HEALTHTECH TAXONOMY

Health Services Search



- Medical Concierge
- Medical Tourism

Health Management Solutions



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

Online Marketplace



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

Medical Diagnostics



- Medical Imaging
- Diagnosis Tools
- Liquid Biopsy

Research



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

Patient Solutions



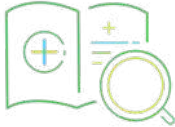
- Digital Therapeutics
- Patient Self-Diagnosis
- Disease Management

Telemedicine



- Teleconsultation

Online Health Communities



- Patient Health Forums
- Physician Networks
- Other HCP Networks

Remote Monitoring



- Home Healthcare
- Devices

Medical Education



- HCP Education
- Health Information Platform
- Consumer Education

Health InsurTech



- Health Claim Management
- Medical Payments

Population Health Management



- Corporate Health
- Integrated Solutions

Wellness



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

Veterinarian



- Health Forums

Others



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

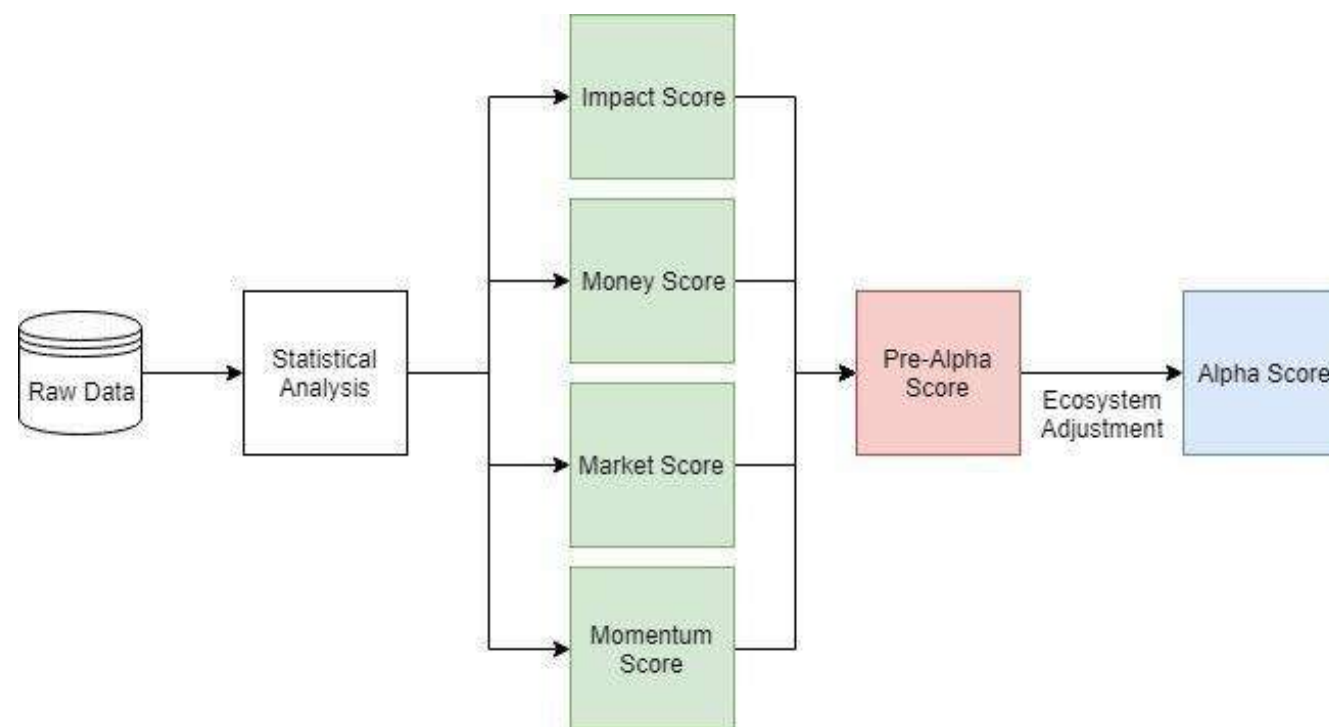
HEALTHTECH ALPHA VENTURE MATURITY ASSESSMENT

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

There are four 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
- **Impact index:** Assesses the relevance of an HealthTech venture to the ecosystem
- **The Alpha Score or Maturity Index:** The composite score based on the four Alpha indices which enables a comparison ranking and provides a 3D assessment of each venture

Alpha Score Calculation Flow



ABOUT HEALTHTECH ALPHA

The HealthTech Alpha workflow is best-in-class for on demand access to the latest market intel, active monitoring of portfolios and to pinpoint unique opportunities ahead of the market

Overview

SigTuple
SigTuple Technologies is building an artificial intelligence (AI) platform called Manthana (MTH) which helps analyse visual medical data efficiently. Manthana is developed to target five major high-volume, screening processes of the healthcare industry – analysis of peripheral blood smears, urine microscopy, semen, fundus & OCT scans and chest x-rays.

Overview | Team | Funding | Competitors | Comparison

General Information

- Total Employees: 11-50
- HealthTech Category: Health Management Solutions, Medical Diagnostics
- Location: Bengaluru, India
- Business Model Type: SaaS
- Investors: Accel Partners, IDG Ventures
- Incorporation Year: 8/2015
- Legal Status: Private / Independent

Funding

Last: **USD 14.5 M**
Total: **USD 41.8 M**

Valuation

Funding Events

SigTuple

Funding

Funding Timeline

- Seed: 10/2015, USD 0.74 M, Accel Partners, Betsy Bernal, Binny Bernal
- Series A: 03/2017, USD 5.8 M, Accel Ventures, IDG Ventures, Endeavor Partners, PI Ventures, VI Capital, Axxis Advisors
- Series B: 06/2018, USD 19 M, Accel Partners, IDG Ventures, Endeavor Partners, PI Ventures, Binny Bernal
- Series C: 04/2019, USD 16 M, Truist Insights, Accel Partners, Chorizo Partners, Binny Bernal

Funding Information

Stage	Month / Year	Amount Raised	Lead Investors	Other Investors
Seed	10/2015	USD 0.74 M	Accel Partners	Betsy Bernal, Binny Bernal
Series A	03/2017	USD 5.8 M	Accel Ventures	IDG Ventures, Endeavor Partners, PI Ventures, VI Capital, Axxis Advisors
Series B	06/2018	USD 19 M	Accel Partners, IDG Ventures	Endeavor Partners, PI Ventures, Binny Bernal
Series C	04/2019	USD 16 M	Truist Insights	Accel Partners, Chorizo Partners, Binny Bernal

Funding

Last: **USD 14.5 M**
Total: **USD 41.8 M**

Valuation

Competitors

SigTuple

Competitors

By HealthTech Category

By Therapeutic Focus

Funding

Last: **USD 14.5 M**
Total: **USD 41.8 M**

Valuation

Comparables

SigTuple

Comparison

Select Country | Select HealthTech category | Select propositions | Select Startup 2

Alpha Score

Funding

Last: **USD 14.5 M**
Total: **USD 41.8 M**

Valuation

Relationships

Please enter the startup name to show the network information for:

Babytree (宝宝树)

Legend

- Startups
- Investors
- Institutions
- Academics
- Partnerships

Dashboard

Welcome to your Dashboard
You will find the latest data on the startups you are tracking

Alpha Score	Startup	Primary Supercategory	Proposition	Technology	Country	Total Funding	Valuation	Stage	Current Funding	Funding Date
63	MedGenome Labs	Research	Research, Diagnosis, Recovery / Management, Treatment	Genomics, Machine Learning / Deep Learning, Mobile Application, Cloud	India	\$73.66 M	\$176.47 M	Series C1	\$10.00 M	3/2018
60	ID Medicine (信达医药)	Medical Diagnostics	Treatment, Diagnosis, Recovery / Management	Hardware, Machine Learning / Deep Learning, Mobile Application, Cloud, Biosensors	China	\$120.96 M	\$576.35 M	Series C	\$9.24 M	11/2017
68	Health	Patient Solutions	Treatment, Awareness, Diagnosis, Recovery / Management	Analytics, Machine Learning / Deep Learning, Mobile Application	Singapore	\$3.00 M	\$4.33 M	Series A	\$1.00 M	3/2015

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