



THE VALUATION EXPERTS

Medtech Investment Landscape

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Medical Technology



Medical Technology

1. Medical device, diagnostic, drug delivery (design / manufacture medtech equipment)
2. Digital Healthtech companies
3. Suppliers / Distributors

Medtech Companies

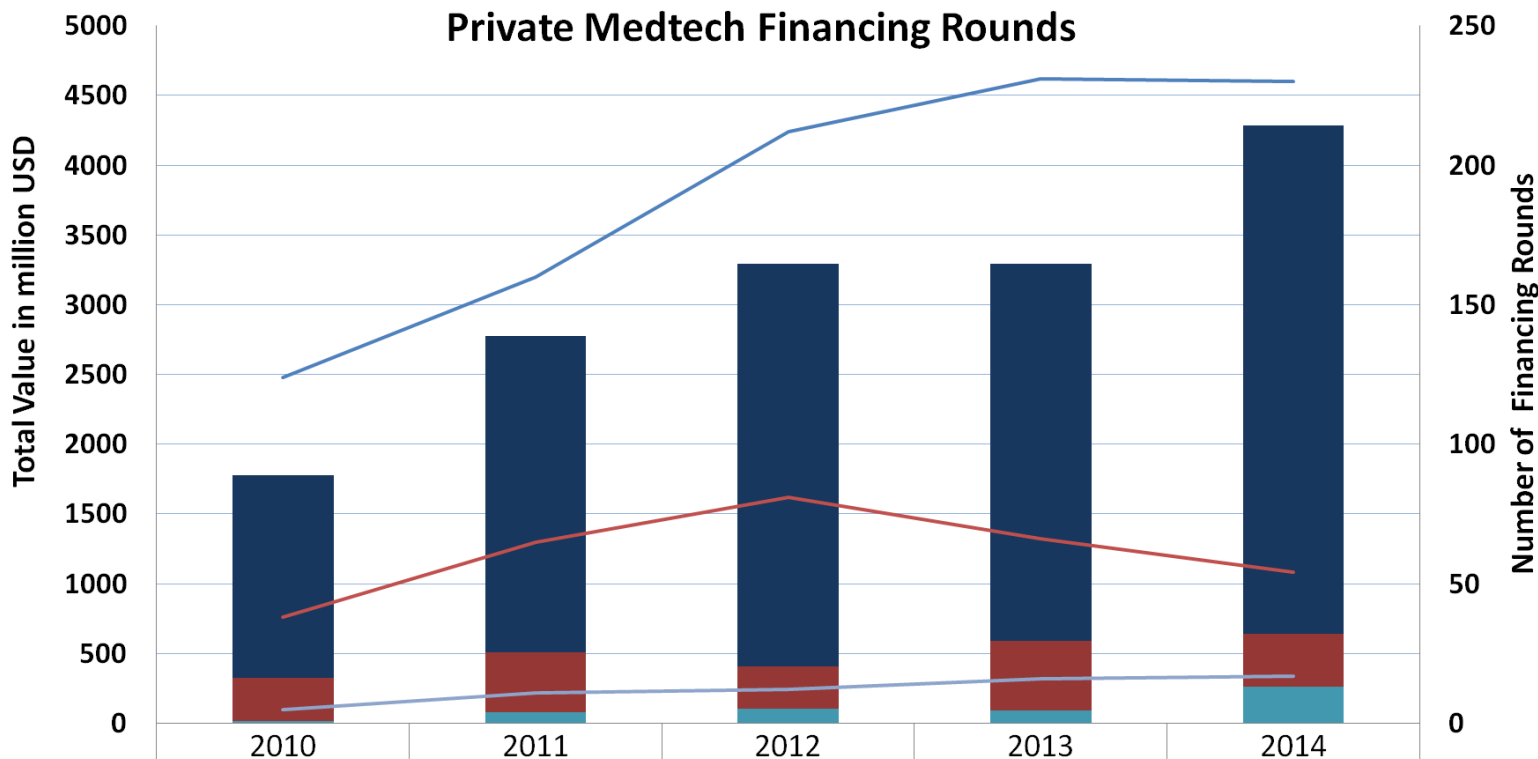


	Private	Public	Subsidiary	Total
North America	1'537	252	287	2'076
Europe	1'713	102	519	2'334
Asia	1'037	69	127	1'233

Source: Biotechgate.com

Most companies in Asia from a) China, Israel and b) India, Korea, Singapore

Medtech Investment

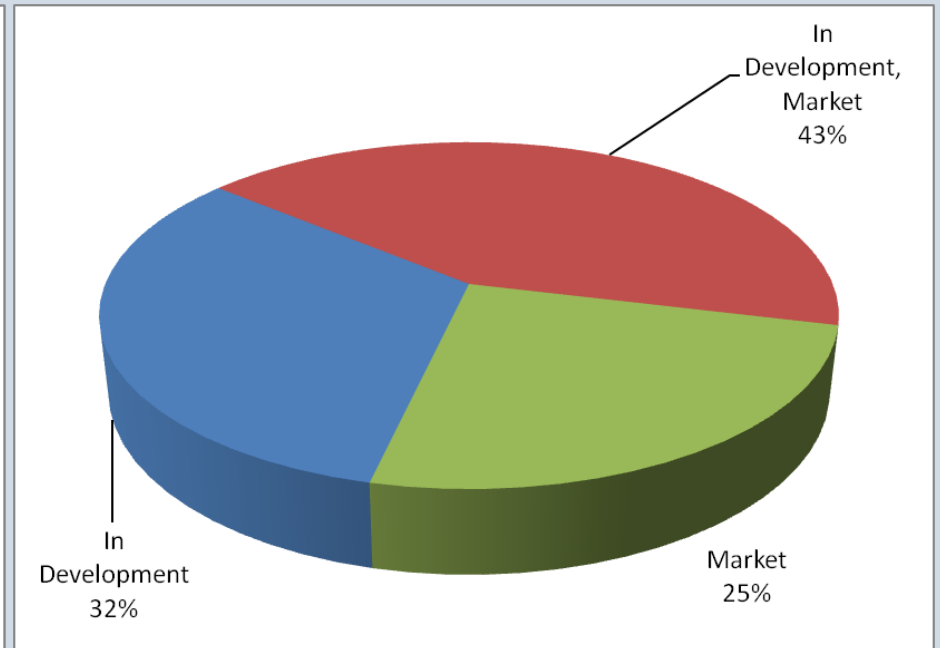
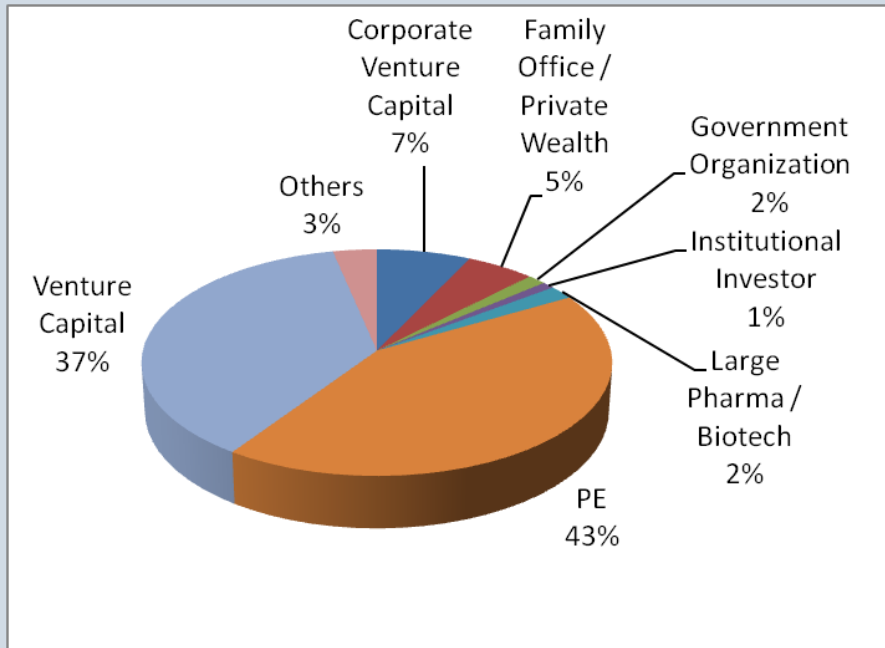


■ Financing Value US (\$)	1450	2264	2886	2708	3647
■ Financing Value EU (\$)	313	434	300	497	380
■ Financing Value Asia (\$)	14	76	107	91	259
— No. of Rounds US	124	160	212	231	230
— No. of Rounds EU	38	65	81	66	54
— No. of Rounds Asia	5	11	12	16	17

Medtech Investors



Global Life Sciences Investors Database with 3500



Source: Biotechgate.com

Out of 210 Asian investors looking to invest in Medtech.

Medtech Example



SEQUANA MEDICAL AG

- Active implantable devices / pump
- Founded 2006
- 3 Financing rounds
 - 2014: Series C: ~USD 28m
 - 2010: Series B: ~USD 27m
- Clinical Trial: 40 patients (2010); ~270 patients (ongoing)
- Agreement with Fresenius Medical Care for marketing and distribution in 2015

Conclusion



- There are investors
- Building a company takes a long time/patience
- Raising money takes time
- Business model has to fit with investors
 - Geography
 - Risk / Return
 - Exposure
 - Amount raised

Venture Valuation



VENTURE VALUATION



Independent assessment and valuation of Life Sciences companies / therapeutic products

**Company, Deals & Investors Database
Biotechgate.com**



- Switzerland (HQ); Canada; UK; Singapore; India; China
- Global experience with 25 people
- Track record of over 350 valued companies / products
- Investor clients such as Novartis, GSK, Fraunhofer Gesellschaft, European Investment Bank; Company clients: Arpida/Evolva; 4SC;
- Product valuation for licensing deals



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Thank you for listening!

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