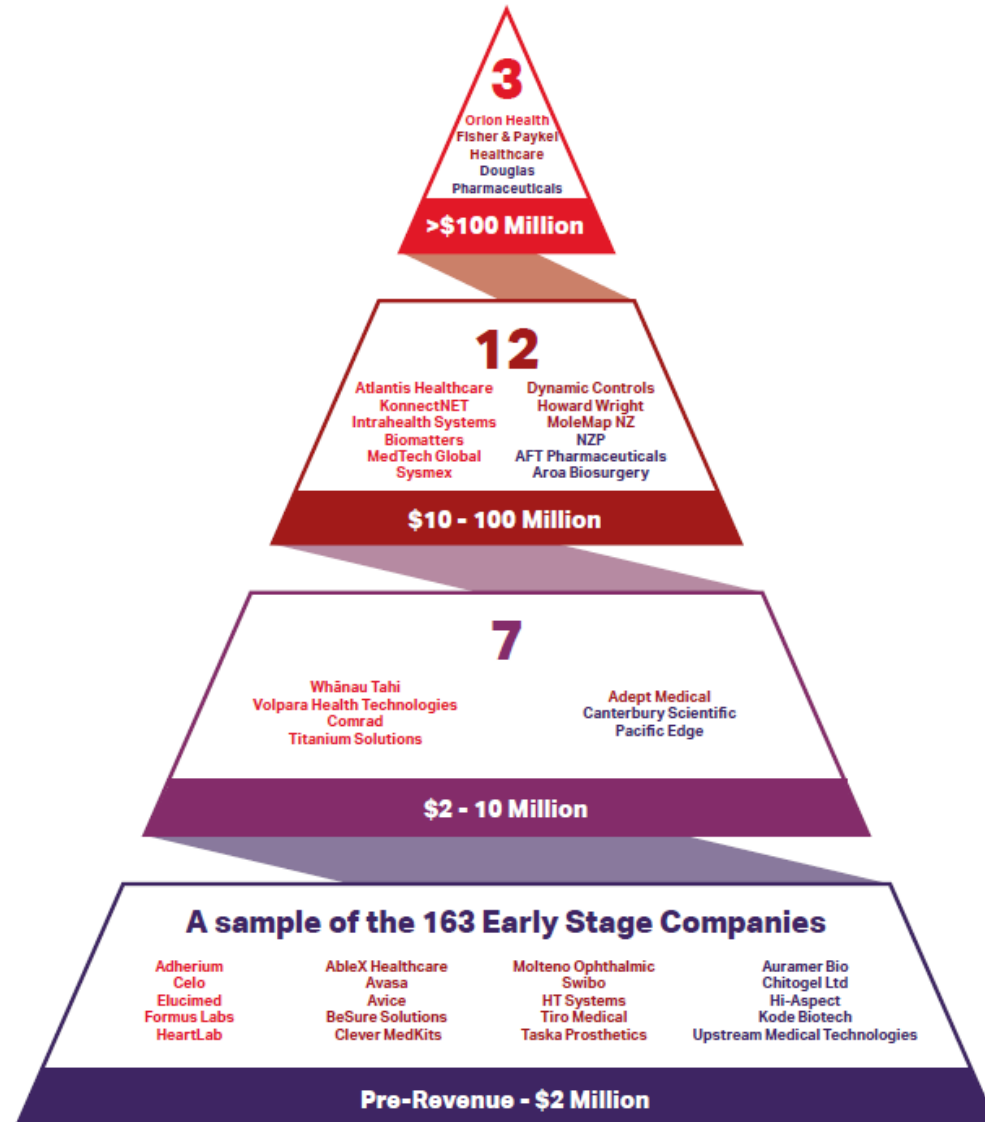




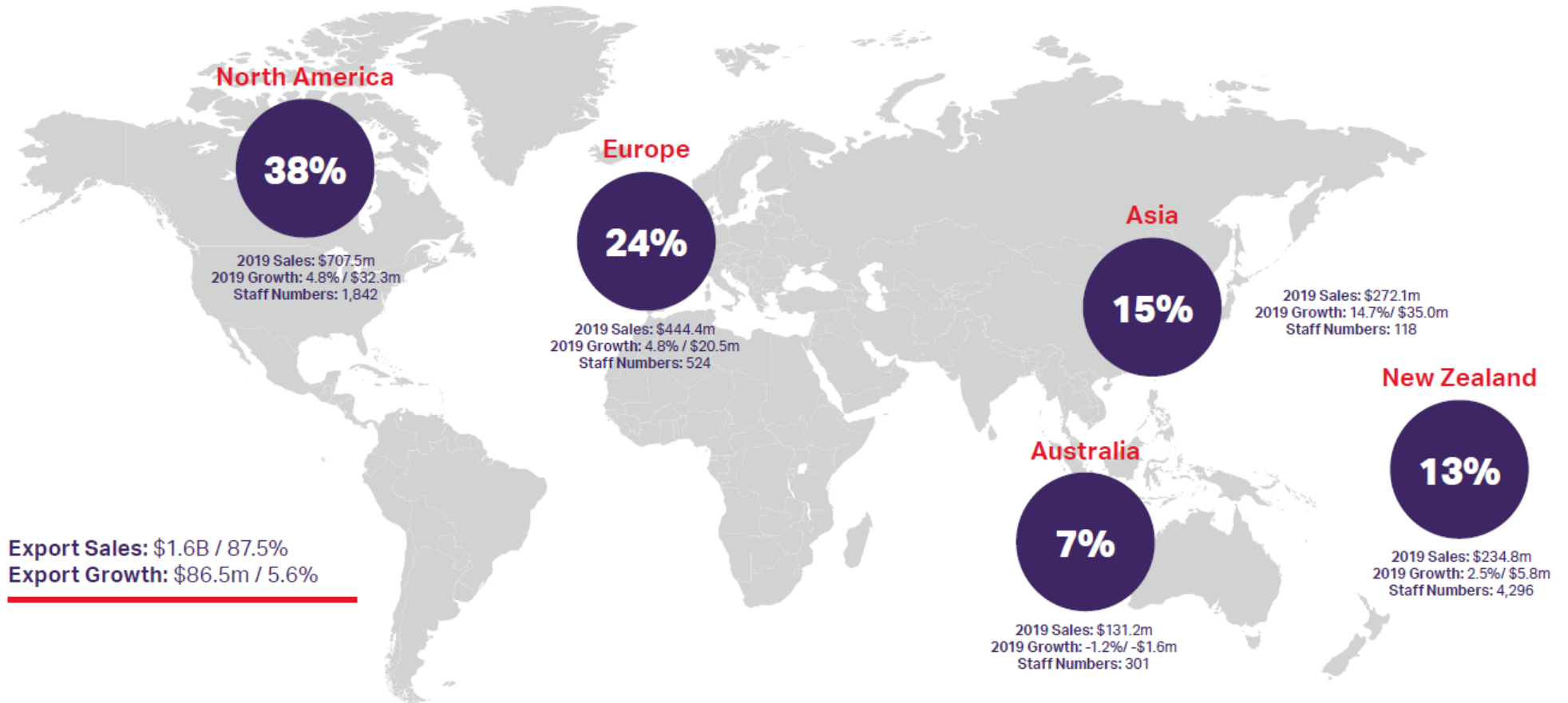
CREATING A MULTI-BILLION DOLLAR HEALTHTECH EXPORT SECTOR
TAMSIN BATEMAN, NZTE

CURRENT STATE: 22 OF SCALE, 163 STRONG PIPELINE

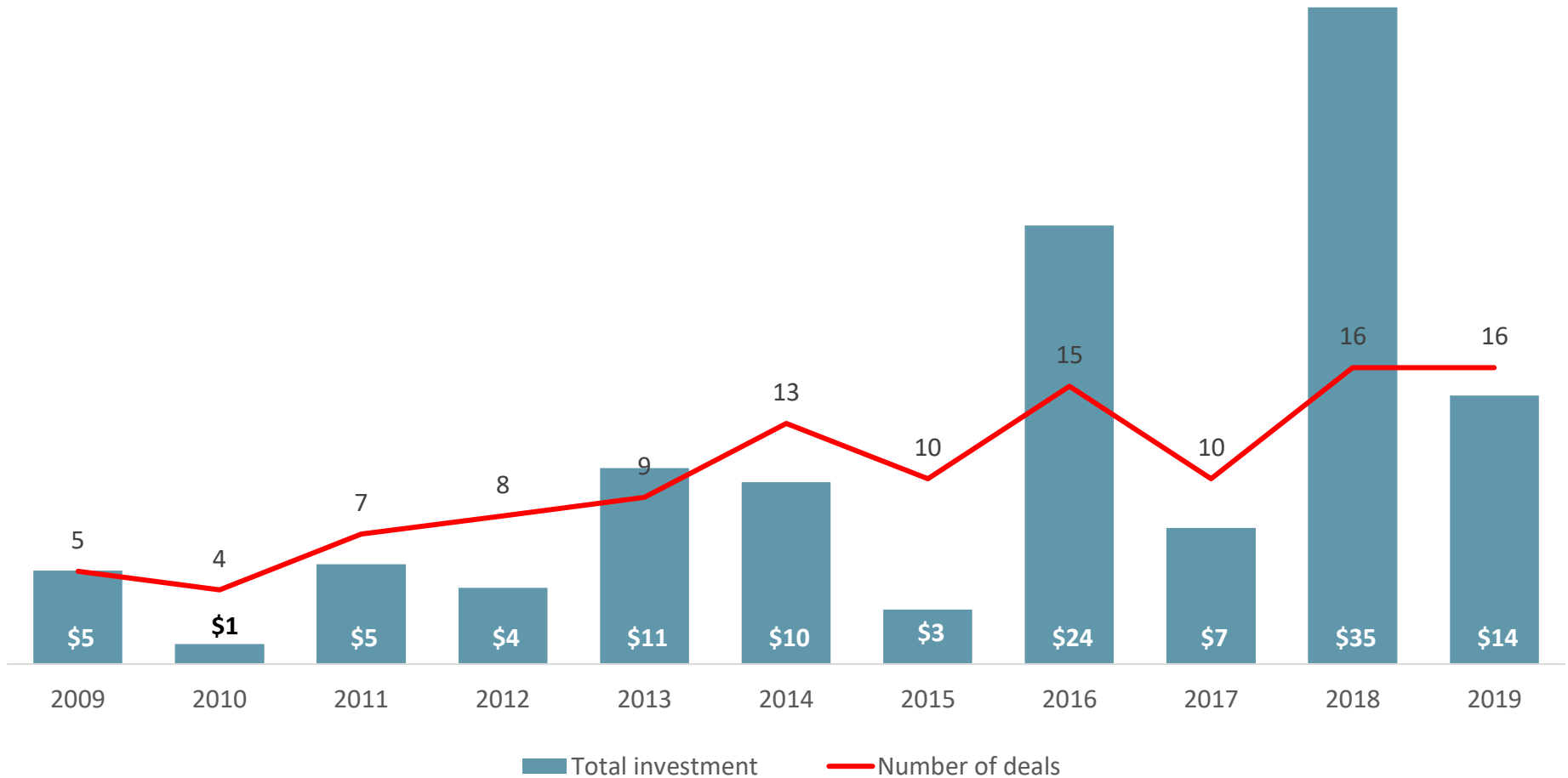


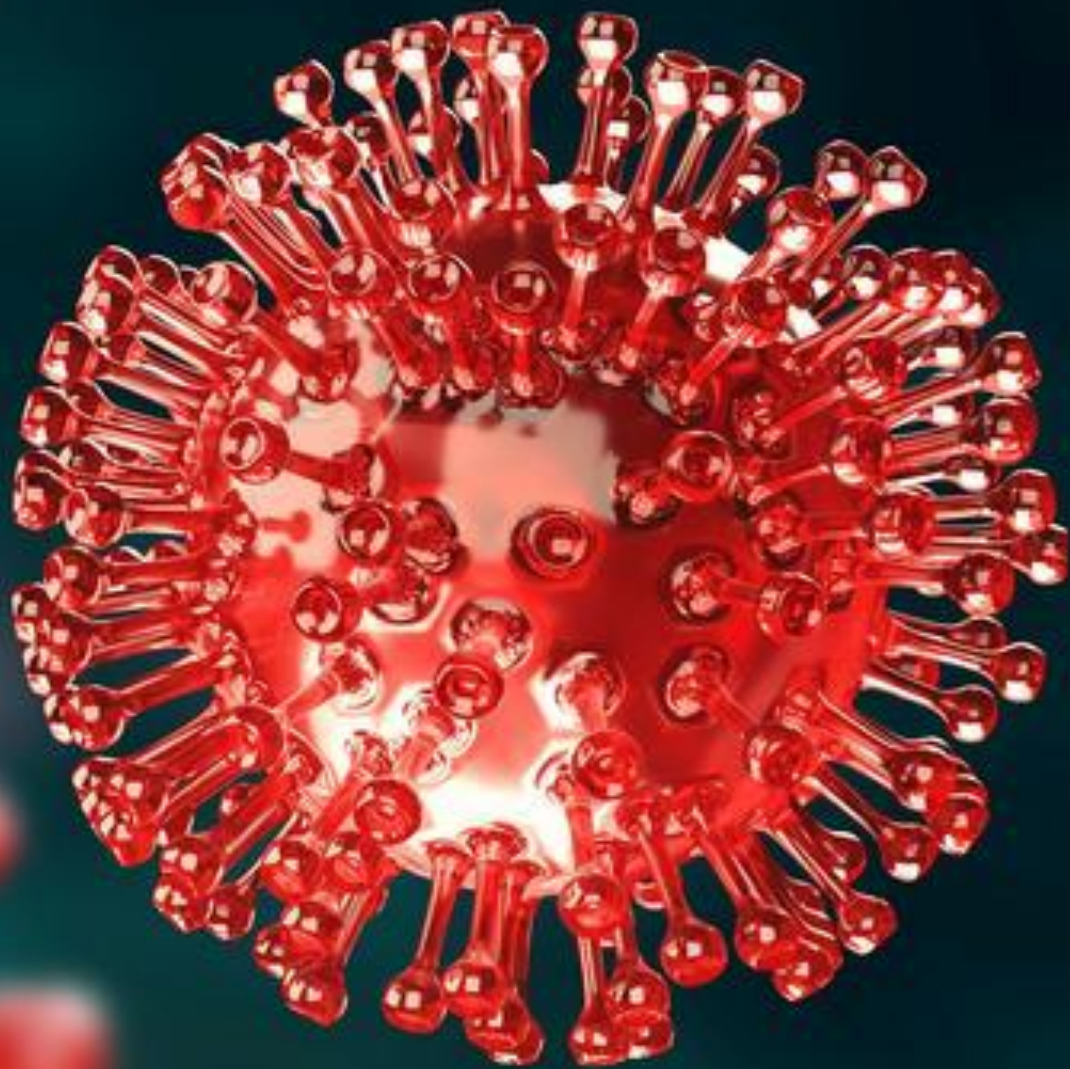
● Devices ● Digital Health & Health IT ● Diagnostics & Therapeutics

ASIA IS THE PRIMARY SOURCE OF EXPORT GROWTH



INVESTMENT INTO NZ HEALTHTECH COMPANIES (\$USm)





MASSIVE DISRUPTION

A new record for global healthcare investment: Global healthcare funding to private companies reached a new quarterly record of \$21.8B in Q3'20. There were 1,539 equity investments in Q3'20, growing 18% quarter-over-quarter (QoQ).

Health Care: A hunting ground for investment opportunities in uncertain times



It is hard to believe just 3 months have passed since the market lows of late-March. The outlook for markets is uncertain, leaving us seeking portfolio balance. This can partly be achieved with a “barbell” approach, balancing recovery plays with defensive positions and pandemic beneficiaries. Healthcare is a home for companies that may offer us a bit of both.

Healthcare sector performing exceptionally well amid the uncertainty of COVID-19

Venture fundraising in healthcare soared to \$10.4 billion in mid-2020, nearly matching 2019's full-year record. Company investment also spiked. H1 2020 produced the largest two-quarter investment period ever for venture-backed healthcare companies. Biopharma



Digital health deals and dollars reached new heights: Global digital health equity funding grew by 73% to reach \$8.4B in Q3'20 – setting a new record. This was boosted by an all-time high of mega-rounds (23). There were 502 deals, an increase of 8% compared to the previous quarter.

Healthcare AI deals and dollars saw an uptick in Q3'20: Healthcare AI companies raised \$2.1B in equity funding across 121 deals – a quarterly uptick of 37% and 38%, respectively. Funding reached a record high in Q3'20.

WHAT DOES NZ NEED TO EXPLOIT THIS OPPORTUNITY?

- Procurement practices that support NZ start-ups
- A supportive ecosystem
- Specialist commercial skillsets
- Access to capital

CHANGING INVESTMENT LANDSCAPE



A SIGN OF THINGS TO COME?

HeartLab raises \$1.1 million from Icehouse Ventures & Founders Fund



AUCKLAND, New Zealand, October 15, 2020

Medtech startup HeartLab, which helps doctors diagnose and treat heart disease through artificial intelligence (AI), has raised \$1.1 million in a funding round led by Icehouse Ventures, with support from US-based Founders Fund and other private investors.

NZTE INVESTMENT

NEW ZEALAND TRADE & ENTERPRISE HAS A PRESENCE IN 50 DIFFERENT COUNTRIES, AND INVESTMENT MANAGERS LOCATED IN 13 GLOBAL MARKETS



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