



*Explore healthcare opportunities  
in Belt and Road countries –  
Israel*

November 2017

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## *Speaker*



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# *About Israel*

***1***

# Israel Today

- 20,000 km<sup>2</sup>
- 8 Million population
- # 36 worldwide by GDP ranking
- ~ 300 B USD
- GDP growth ~ 2.6%



# Industries



**Communication  
Internet**



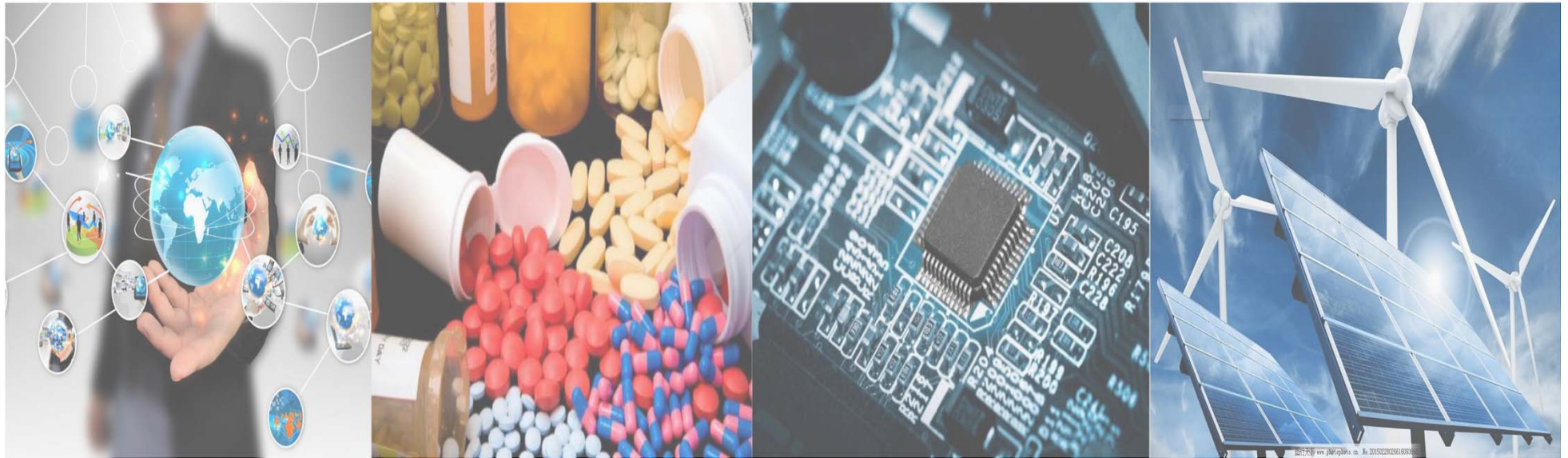
**Pharma  
Life science**



**Computer, Apps,  
Programming**



**Agro-tech  
Clean-tech**



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# ***China Israel Bilateral Relationship***

On March 29, 2016, Vice Premier Liu Yandong and Prime Minister Benjamin Netanyahu of Israel co-chaired the 2nd meeting of the China-Israel Joint Committee on Innovation Cooperation in Israel.

Objectives:

- Raise level of strategic cooperation
- Expand the width of practical cooperation
- Increase communication & mutual learning
- Strengthen cooperation in overcoming challenges

Other examples:

- China Israel innovation Centers in Dongguan, Guizhou
- Israel-Changzhou plan
- Agreements in visa issuance, joint R&D, agriculture and high education
- Technion's new campus in Guangdong

# *Investment Environment in Israel*

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## ***Did you know?***

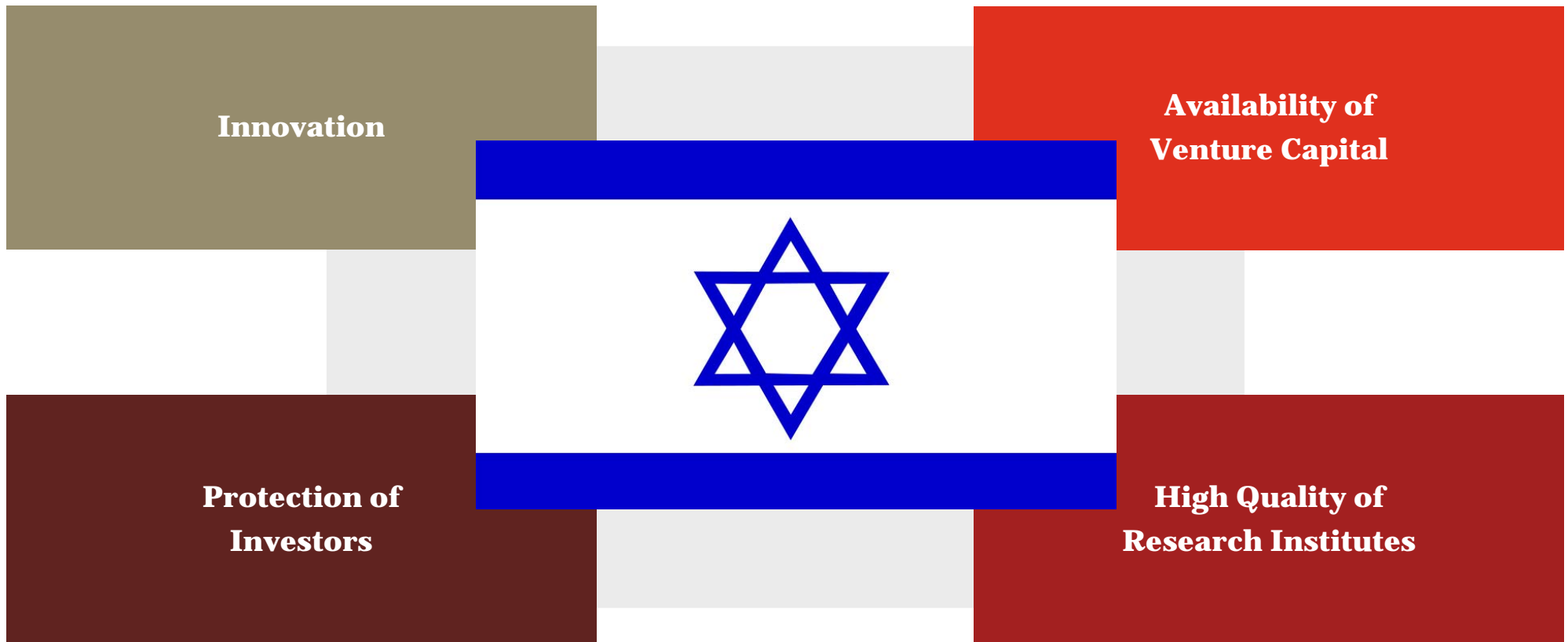
**Israel is ranked #1 worldwide by startups/capita!**

**Chinese investments into Israel are highly promoted by Chinese & Israeli governments**

**Ranked by listed companies in NASDAQ**

- U.S.: 2736
- China : 101
- Israel: 82
- Canada: 56
- U.K. : 32

## ***Sources of the “startup nation”***



# *Overview of Israel Life Science industry*

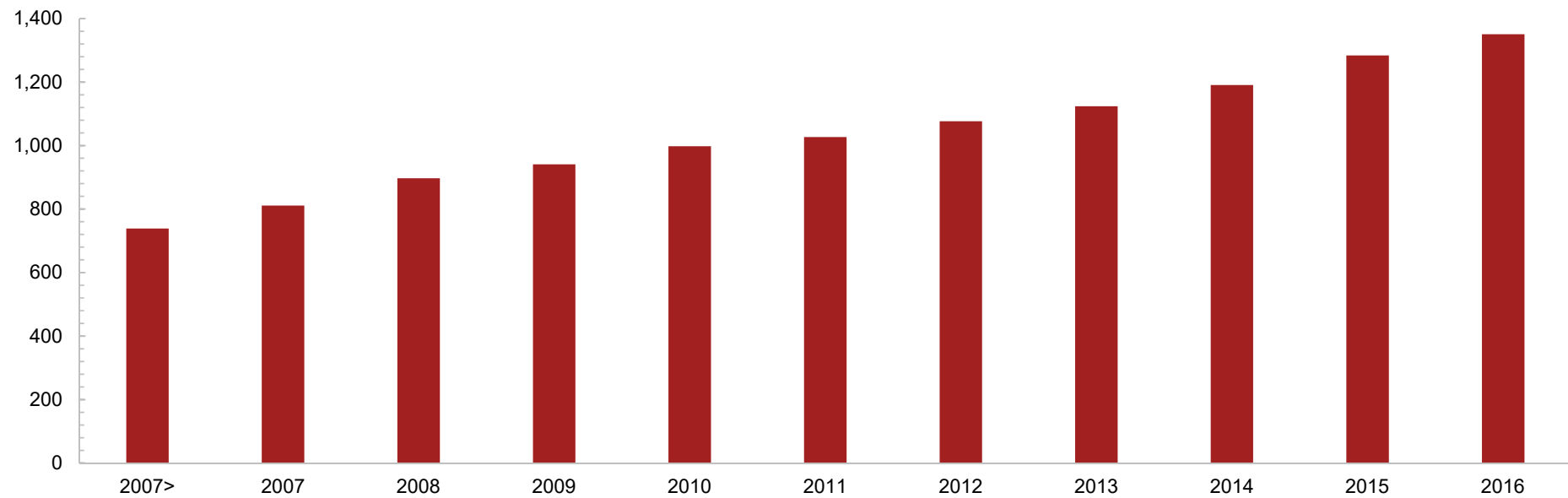
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## ***Israel's Life Sciences***

### ***Industry size***

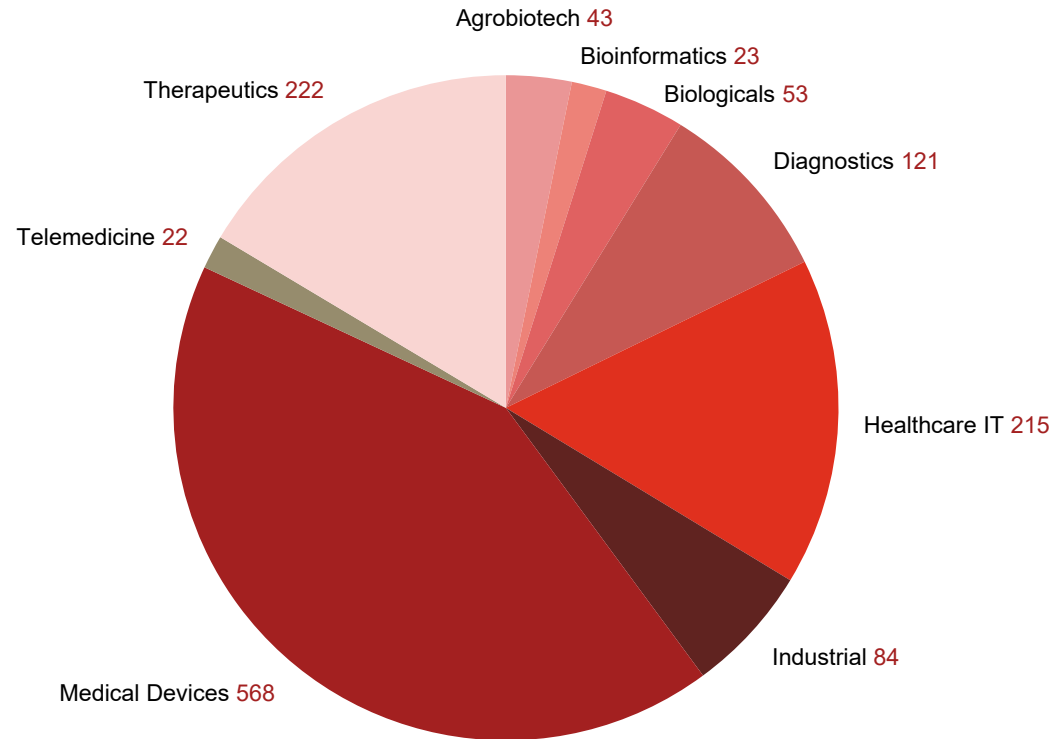
About 1,350 life science companies are active in Israel. An average of 123 companies open every year.



# Israel Life Sciences

## Sub-sectors

Although the Israeli Life Sciences Industry is still heavily biased towards medical devices, their share of the overall life sciences industry is trending lower. **Therapeutics** and **Healthcare IT** are the next largest sub-sectors.

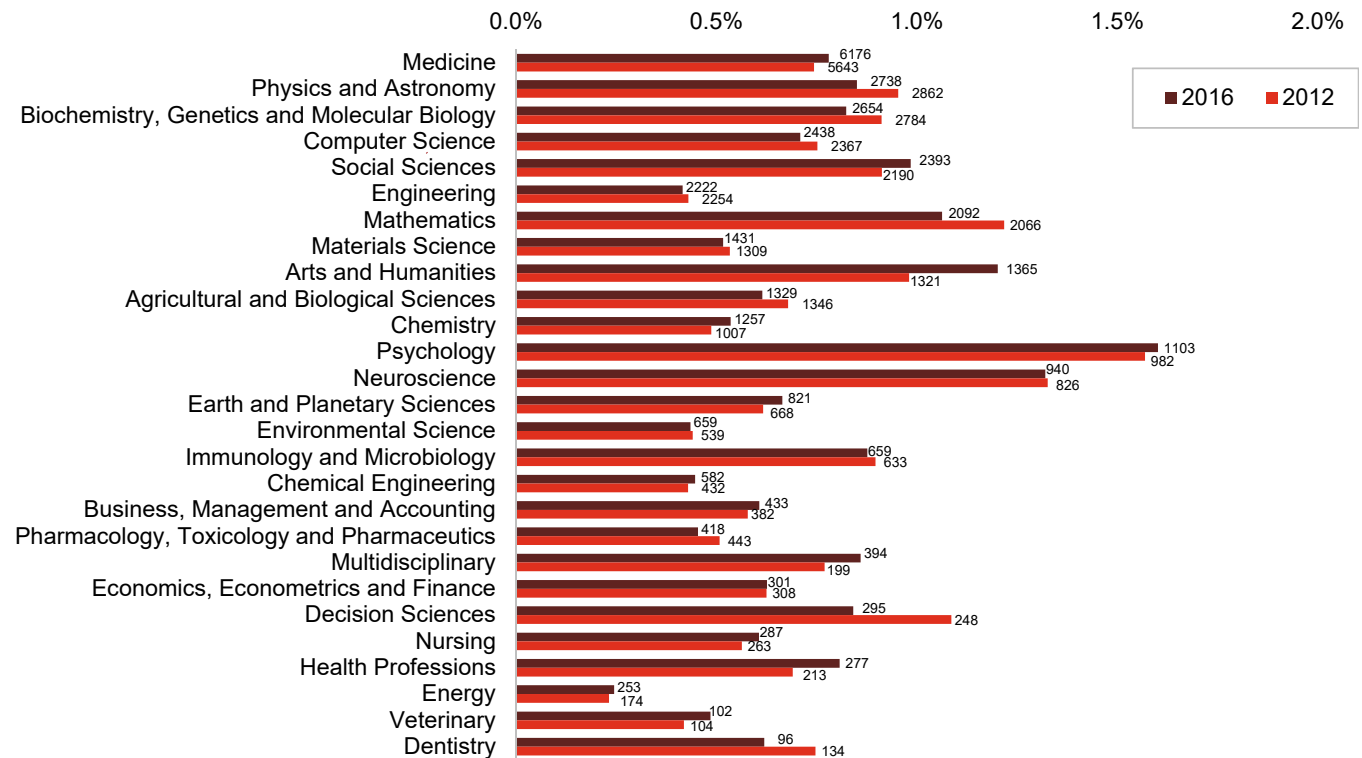


# Israel Life Sciences

## Academic Excellence in Life Sciences — Hub of innovation

Israel's well established research activities in life sciences is a fertile platform for scientific publications and academic excellence.

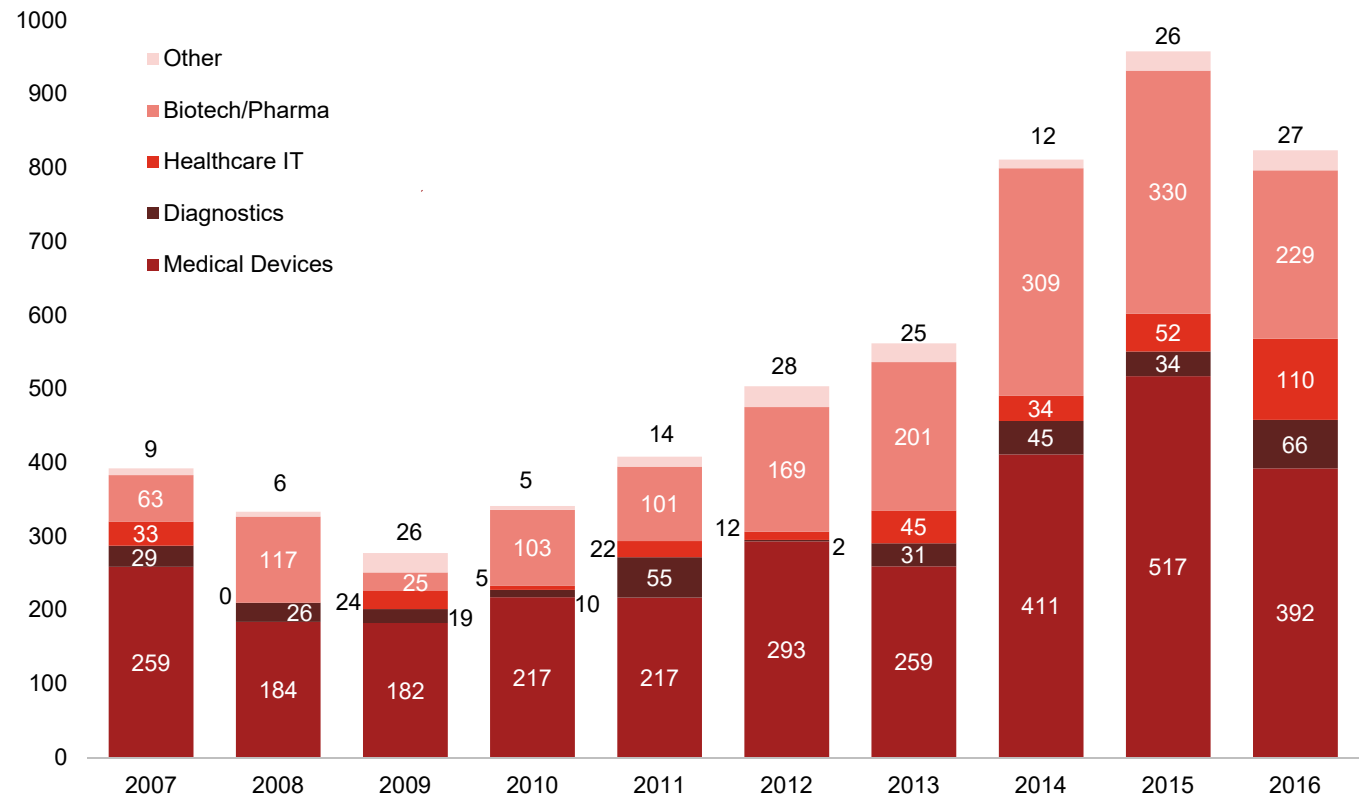
The contribution of Israeli Scientific Publications



# Israel Life Sciences

## Finance by sub-sector

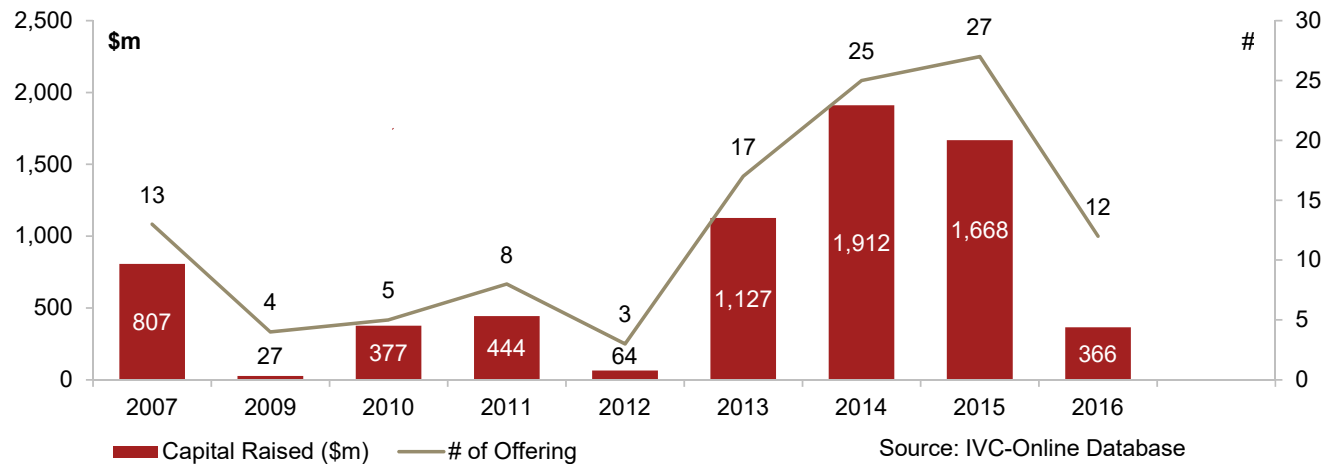
The main five sub-sectors in the life sciences industry are medical devices, biotech/pharma (including agrobiotech), diagnostics, healthcare IT (including telemedicine and bioinformatics) and the "others" sub-sector.



# Israel Life Sciences

## Israeli life sciences companies listed on NASDAQ

Over \$5 billion was raised in NASDAQ after 2013. The drop in the number of Israeli life sciences public offerings and the amounts raised on NASDAQ is not unique to Israeli life sciences companies and is part of a global plunge in public offerings across the industry in 2016.

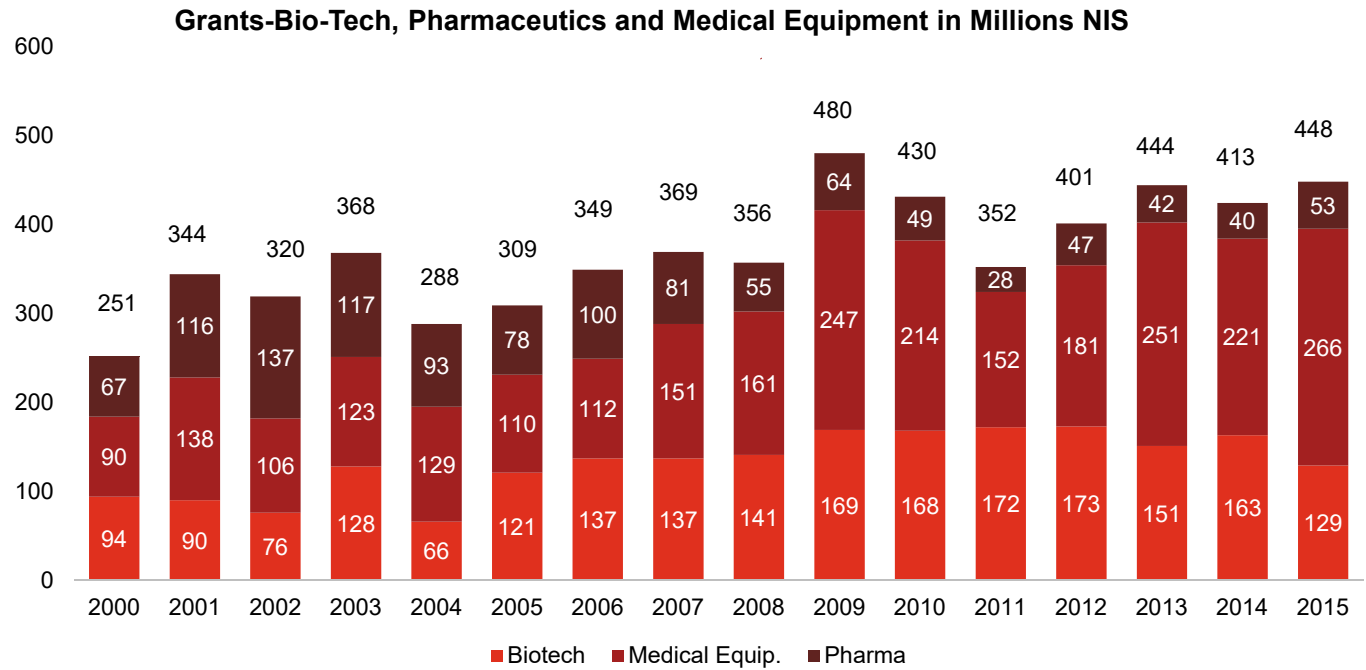




# Israel Life Sciences

## Government Support

the government of Israel is still strongly focused on creating an R&D support network through various grants and incentive programs.

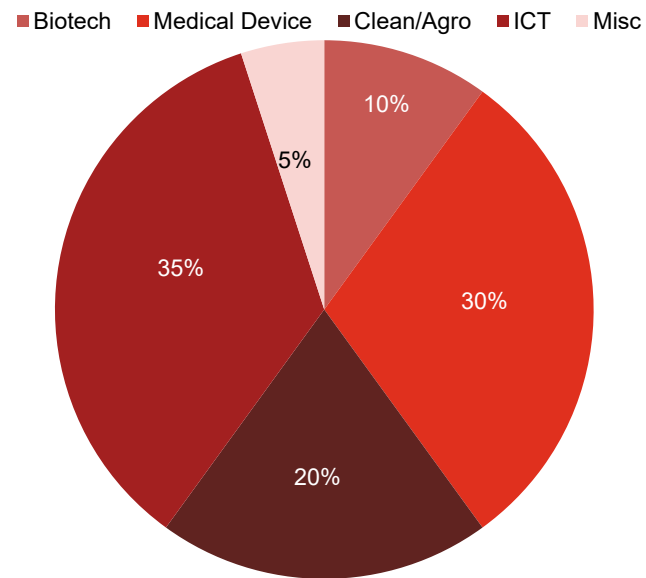


# Israel Life Sciences

## ***The Incubators Program***

Launched in 1991 with the primary goal of transforming innovative technological ideas that are too risky for private investments into viable startup companies. Today is the primary sponsor of startups in Israel, supporting 70-80 new startups every year.

**Percentage of Life Science Companies in the Incubators program**



# *Life-science opportunities*

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# *Israel Life Sciences Trends*

## Digital Health

The number of companies in the Israeli Digital Health sector has risen substantially in recent years. Personal health tools has skyrocketed, becoming the most prominent subsector. The digital health ecosystem is shifting towards a user-centric B2C business model.

## Mobile

Mobile positioned to have a huge impact on how healthcare is delivered while making healthcare more accessible, faster, better and cheaper.

## Ageing population

Public sector healthcare is seeking better access and quality. mHealth improves access and quality, and offers dramatic innovation and cost reduction.

## Foundations Already in place

The foundations of industrialization of healthcare are already in place – electronic medical records, remote monitoring and communications.

## Personalization

Healthcare, like other industries, is getting personal. mHealth can offer personal toolkits for predictive, participatory and preventative care.

# ***Opportunity 1***

## ***Addressing the Multibillion-Dollar Injectable Drug Markets with Oral Formulations***

- Established by one of strongest pharma teams in Israel including Prof. Avram Herskho, MD, PhD Nobel Laureate, Chemistry, 2004.
- Developed Proprietary oral protein delivery platform.
- Insulin first — initially targeting the lucrative insulin market. Additional huge markets in the pipeline.e
- 1 in 11 Adults on the Planet Have Diabetes
- First factory in China to be open in 2018

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## ***Opportunity 1 (Continue)***

### ***Addressing the Multibillion-Dollar Injectable Drug Markets with Oral Formulations***

#### ***Why Oral ?***

- Let the liver do his job
- Fast, clean and efficient solution
- Significantly decrease implications and cost

## ***Opportunity 2***

***Your smartphone camera is now a medical device — clinical urinalysis at home***

### **How it's done today**

Millions of people need to get their urine tested every day. Currently, testing is only possible at a lab or point of care and requires a trained medical professional. This centralized method of testing is inefficient and reduces access to early detection and critical preventive screenings.

### **The new clinical reality**

Healthy.io empowers patients to perform accurate, clinical grade urinalysis from home in a matter of minutes. This opens up opportunities for early detection and improved prevention within existing clinical pathways.



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  - buy side and sell side due diligence
  - HR due diligence
- **Valuation and strategic consulting**
- **Post merger integration and operational improvement solutions**
  - Implement and plan cross-border business integration and carve-outs
  - Assist in organizational integration at group level and restructuring after M&As
- **Corporate financing**
- **M&A tax restricting**
- **Discussion and negotiation with governmental organizations**



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***Thank you!***

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