What’s Up NZ MedTech?

Diana Siew,
MedTech Sector Callaghan
Innovation

Michelle McKenna,
Coalitions - Health
NZTE
Part 1 – Sector Overview
NZ MedTech Sector Ecosystem

- Industry
  - Private equity, incubators
  - MTANZ, NZ Health IT, NZACRes
- Health Innovation Hub
- Callaghan Innovation MedTech Sector Network
- Callaghan Innovation
- Other government organisations: NZTE, MoH, MBIE, NHC Pharmac
- DHBs, Clinicians and endusers
- MedTech CoRE
- CMDT
NZ device and software companies

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<th>TIN Rev</th>
<th>2015</th>
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<td>Devices</td>
<td>857M</td>
<td>826M</td>
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<tr>
<td>Digital/IT</td>
<td>297M</td>
<td>277M</td>
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<tr>
<td>Total</td>
<td>1.154B</td>
<td>1.103B</td>
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Pre-revenue to $10M
136 companies

$10M-100M
12 companies

>$100M
2 companies
2016 Snapshot

- Adherium inhalers bound for Canada
- Orion Health receives MBIE partnership grant for Precision Medicine
- Volpara announces ASX listing later in 2016
- MedTech CoRE/CMDT exploring relationships with Texas Medical Centre and MedTeq Canada
- NZ MedTech on Bloomberg’s “Hello World”
- StretchSense in 2016 NY Fashion Week
- Licensing deal for Pictor in Singapore
- NZ joins Australian science investment fund
- Rex Bionics partnering US Army
- Health Technology Assessment Process – NHC, HRC and CI
Part 2: Government Policies

Ref: NZ Health Strategy Draft 2015, Ministry of Health
NZ National Health Strategy

- People-centric
- Integrated system
- Efficient

Ref: NZ Health Strategy Draft 2015, Ministry of Health
NZ’s Challenges Global Opportunities

• Elderly care
• Chronic disease – cardiovascular, diabetes, dementia, depression
• Affordable new technologies
• New infections and antibiotic resistance
• Workforce mobility
• Consequences of climate change
HRC Refresh Outcomes

- HRC has a critical role in supporting NZ health research.
- Health research is a priority for funding increase.

Follow-on

A National Health Research Strategy.
NZ Health Research Strategy (MoH, MBIE and HRC)

Aims
- Improve the health research and innovation system
- Provide a cohesive long term vision for health research

Where at?
- Workshops
- Draft for consultation – Q1 2016
- Strategy completed mid 2016
Part 3 - Strategic Initiatives: NZTE, Callaghan Innovation and CMDT
OUR PURPOSE

To grow companies internationally — bigger, better, faster — for the benefit of New Zealand.
We are a nation of small businesses

97% of New Zealand businesses either have no employees or fewer than 20.

The scale and SME nature of our companies means that we need to think smarter and collaborate to compete.

Can you achieve international growth by yourself or could you go bigger, better, faster by pooling resource, expertise or funding with other like-minded companies?
BETTER TOGETHER

Coalitions are companies with a shared opportunity or challenge that come together to achieve international growth.
## WHY DO COALITIONS COME TOGETHER?

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<td><strong>To develop joined up products, services or solutions</strong></td>
<td><strong>To capitalise on international market opportunities</strong></td>
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<td><strong>To build capability to succeed internationally</strong></td>
<td><strong>To win big deals and solve complex problems</strong></td>
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CRITICAL SUCCESS FACTORS OF A GREAT COALITION

• Hungry to learn, willing to develop their capability and open to collaboration.
• Select the right partner and model
• Internal leadership and clear definition of roles
• Long term view - innovating ahead of the curve in the target market – that aligns with coalition members’ long term strategies
• Aligned values
THE NEW ZEALAND STORY
nzstory.govt.nz
WHY WAS THE NEW ZEALAND STORY CREATED?

- Broaden the perception of what NZ can contribute to the world
- Create more relevant value in NZ's brand for exporters and help generate new business opportunities offshore
- Provide competitive advantage and added value offshore by better communicating our unique attributes
USE THE **FREE** RESOURCES OF THE NZ STORY BUSINESS TOOLKIT

NZSTORY.GOV.T.NZ

WHAT IS THE BUSINESS TOOLKIT?
The New Zealand Story business toolkit contains **FREE** professional quality resources created to help New Zealand export businesses communicate their unique value to the world.
Standing Trial Populations (STP) - Update

Accelerating innovation

- Institute of Healthy Aging STP - Waikato DHB (An.Yu@waikatodhb.health.nz)
- Rehabilitation Innovation Centre – AUT, BAIL (nada.signal@aut.ac.nz)
- Rural Health STP - Callaghan Innovation Maori Health & Social Services Cluster
- DesignLabs – AUT and VUW
• EU network supporting SMEs

• MedTech Sector Group includes Japan and NZ membership
  • Partnering opportunities
  • Source for manufacturers, distributors and other expertise
NZ’s National Resource supporting the MedTech Sector
MedTech CoRE – How can we help?

• Research partnerships – develop and de-risk new concepts
• Access to new technologies
• Find your next talented employee
2016 Calendar

TIKI Tour - A dialogue between DHBs, researchers and industry to raise awareness of NZ Innovations

Health Sector Report – Survey of NZ MedTech
What other initiatives are needed to create an effective MedTech ecosystem?

Where should the 2016 MedTech Innovation Delegation focus after AdvaMed and MEDICA?

Are you interested in MedTeq Canada and Texas Medical Centre links?

Are MedTech networking sessions useful? What should we cover?

Diana.siew@callaghaninnovation.govt.nz