Engaging with the NZ MedTech Ecosystem

Diana Siew
MedTech Sector Manager
In 15 minutes……

• How Callaghan Innovation can help you

• A snapshot of NZ’s medtech ecosystem

• 2016/2017 MedTech Initiatives

• Some useful contacts
Callaghan Innovation – Our Purpose

To grow NZ’s economy by helping businesses succeed through technology
Our Inspiration

Rukuhia te wāhi ngaro hei maunga tātai whetū

Explore the unknown, Pursue excellence

Sir Paul Callaghan
(1947–2012)
NZTE and Callaghan Innovation

CallaghanInnovation
BUSINESS TECHNOLOGY SUCCESS

NEW ZEALAND TRADE & ENTERPRISE

Market insights

Products and services development

Go to market

BUSINESS GROWTH

Multiple overseas markets
How we support businesses

- Technical and scientific expertise
- Access to industry networks
- Skills development
- Impartial advice
- Grant funding
Benefits for businesses

- Speed up and strengthen product development
- Reduce risk
- Create market advantage
Sectors

Agritech  Aviation  Biotech  Energy

Food & Bev  ICT  MedTech

Technology Networks

Advanced Materials  Design & Manufacturing  Sensing & Automation
MedTech Sector Snapshot

Titanium Solutions wins Australia’s largest oral Health IT contract

NZ on Bloomberg’s “Hello World”

Adherium inhalers go to Canada

Rex Bionics partners US Army

O-Docs wins Best Start-Up Social Impact in Talent Unleashed Awards

Doc2Go partners with NIB
NZ MedTech Sector

Pre-revenue to $10M
136 companies

$10M-100M
12 companies

> $100M
2 companies

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<tr>
<th>TIN Rev</th>
<th>2015</th>
<th>2014</th>
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<tbody>
<tr>
<td>Devices</td>
<td>946M</td>
<td>826M</td>
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<tr>
<td>Digital/IT</td>
<td>291M</td>
<td>277M</td>
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<tr>
<td>Total</td>
<td>1.237B</td>
<td>1.103B</td>
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The NZ MedTech Ecosystem

Health Professionals and users - DHBs, Clinicians, Health providers, patient groups

Clinical Trials – CROs, Standing Trial Populations*

Investment - Private equity: Angels, VC, Crowd funding, MRCF,

Industry Associations – MTANZ. NZHIT, NZACRes

MedTech CoRE

CMDT

Callaghan Innovation

Other government organisations - NZTE, MoH, MBIE, ACC Pharmac
2016/2017 MedTech Initiatives
Callaghan Innovation International Innovation Delegations

- On-shore market research
- Technology trends
- Partnerships

- 2014: ADVAMED
- 2015: Indigenous Health
- 2015: MEDICA
- 2017: Texas Medical Centre
International Partnerships

- EU network supporting SMEs
- MedTech Sector Group includes Japan and NZ membership
  - Partnering opportunities
  - Source for manufacturers, distributors and other expertise
International partnerships - New

**Houston Calling**
- Texas Medical Centre
- Noel Group (hamish.clark@noel-group.com)

**Next Stop Tokyo**
- Technologies for elderly care – science and wider business collaborations
Standing Trial Populations (STPs)

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

www.standingtrialpopulations.nz
MedTech Centre of Research Excellence – Can we help you?

Accelerating Innovation

- Research partnerships – develop and de-risk new concepts

- Access to new technologies

- Find your next talented employee
2016/2017 Calendar

- TIKI Tours – Innovation showcase with DHBs
- MedTech CoRE Outreach - SILO Exhibition
- Healthtech Week 2017
Help

Are you interested in EU, TMC or Japan opportunities?

Do you want to be part of our 2017 TMC International Delegation?

Want to know more about the CMDT or MedTech CoRE?

Useful info –
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