

@ausbiotech  
#ausmedtech2023

# AusMedtech

Australia's Medtech  
Conference

# 2023

BACK TO THE FUTURE  
24-25 MAY | ADELAIDE

HOST INDUSTRY BODY

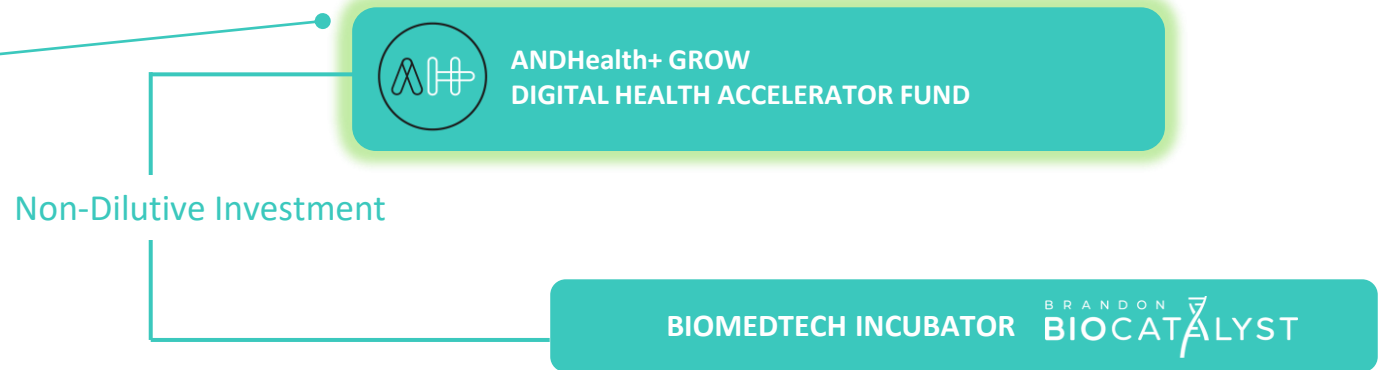
HOST STATE PARTNERS



# ANDHealth+ PROGRAM



'technologies that use computing platforms, connectivity, software and sensors, either **alone or in combination with physical products**, to treat, diagnose, cure, mitigate and/or prevent disease or other conditions.'



# PROGRAM BENEFITS



Significant in-kind support



Dedicated project management support team



No Equity Requirements nor IP Transfer



Cohort and Alumni only events and opportunities

- ✓ **Pool of 3.75M of Project funding, specialised expertise and hands on resources**
- ✓ **Multi-sectoral Industry Advisory Panel (IAP)** of experts dedicated to each business
- ✓ **International Investment Advisory Committee (IIAC)**, comprising internationally recognised investors, clinicians, founders and executives with proven track records
- ✓ **Facilitated deal flow days** with selected investors and customers (national and international) and **Facilitated introductions** to national and international networks of investors, global healthcare and technology companies

“The major difference I noted was the personalised nature to which the ANDHealth+ program is built.

This ensured that we were not forced through standardised programs, expected to follow pre-ordained paths or work with professional generalists.”



**Charles Cornish, Executive VP**

(acquired by US-based Tabula Rasa HealthCare for up to AUD \$40 million)

# THE ANDHEALTH+ MODEL- \$3.75M non-dilutive investment



ANDHealth+ is split into 2 stages with a stage gate in between. Stage 1 focuses on de-risking activities, while Stage 2 involves a larger cash investment to fund specific projects which will drive institutional investment and/or enterprise customer uptake.

## Stage 1



### Pool of up to \$500k

Cash investment for de-risking activities.



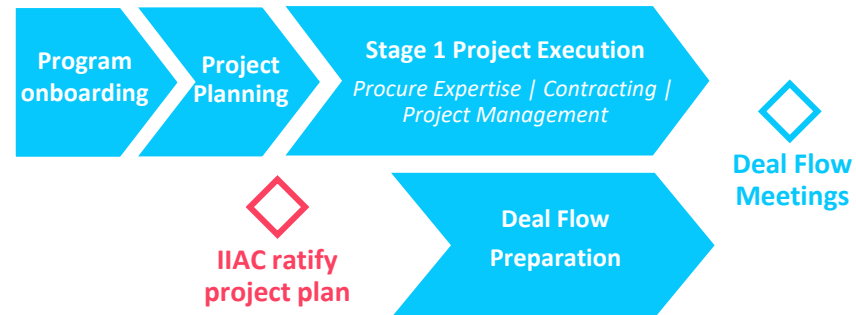
### 3-4 Months Duration

Activities will focus on identifying key risks and addressing them using third-party expertise.



### Deal flow day 1

Facilitated investors and customers meetings to inform stage 2 and company growth strategy.



## Stage 2



### Pool of up to \$3.25M

Cash investment for clinical and commercial evidence activities.



### 8-10 Months Duration

Activities will focus on achieving key clinical and commercial milestones which will drive institutional investment and/or enterprise customer uptake.



### Deal flow day 2

Facilitated meetings to present outcomes from stage 2 to selected investors and customers to raise follow on investment and/or acquire customers.



Go/No Go

# ANDHEALTH+ MRFF COHORT 1 & 2 OUTCOMES



MRFF-Funded V2 ANDHealth+ Cohort 1 (FY22) & Cohort 2 (FY23)

**\$17.3M** 

Raised (dilutive & non-dilutive)

**\$4.2M** 

New revenue

**32.1** 

New jobs (FTE)

**2** 

New CxO roles (FTE)

**255,473** 

New patients served

**9** 

Commercial pilots commenced

**13** 

Clinical trials and studies commenced

**4** 

New international market launches



**537** 

New commercial customers

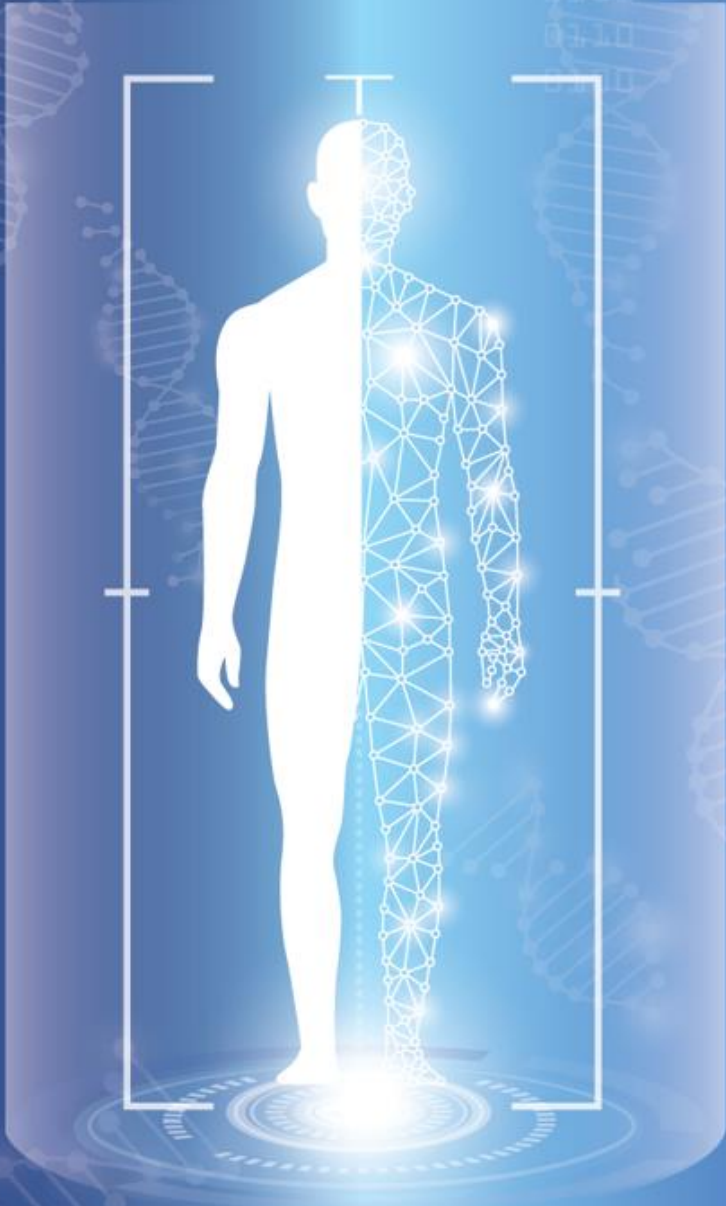
**5** 

New partnerships formed

**-** 

New regulatory approvals

10 companies continuing & reporting. Cohort company outcomes reported to ANDHealth (as at 31 March 2023) | FY22 Cohort onboarded Jan 2022 | FY23 Cohort onboarded Jan 2023



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