# **CB**INSIGHTS

# State of Digital Health

### Global | 2022 recap

Global data and analysis on dealmaking, funding, and exits by private market digital health companies

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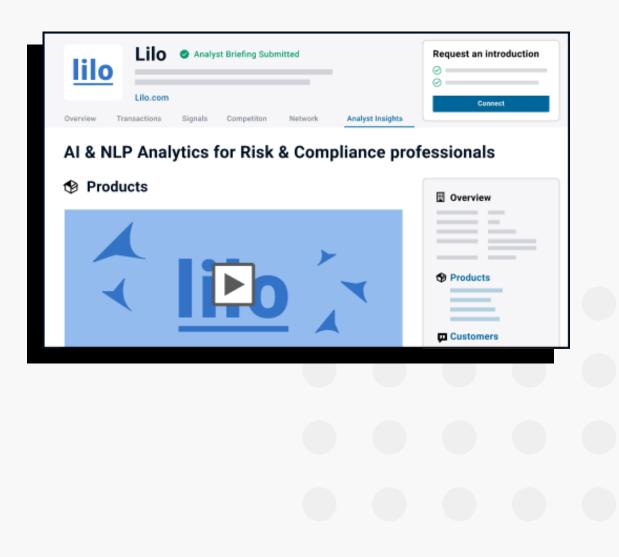
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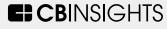
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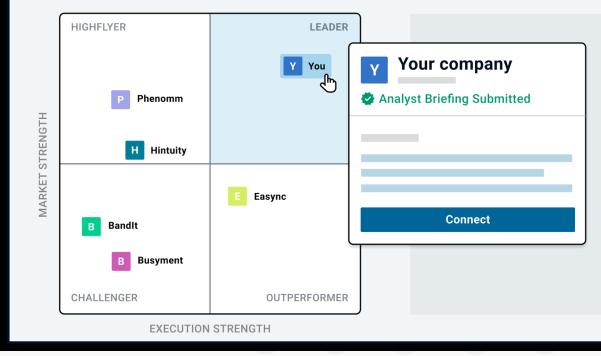


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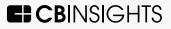
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#### **Anne Wellington**

Former Managing Director, Cedars-Sinai Accelerator

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	H Helio Bright				
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	S Strant				
	Mella				
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	S Shador				

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70+ Early-stage Companies Revolutionizing the Medical Device Market <u>112 Companies Helping</u> <u>Healthcare Providers Improve</u> <u>How Patients Access Care</u>

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Analyzing Google's Pharma Strategy: How the Tech Giant Is Expanding Its Presence in Drug Development

# **TLDR** Your rundown on digital health in 2022

# -57%

# YoY drop in digital health funding

Digital health funding fell to \$25.9B in 2022, down 57% from last year's record-high of \$59.7B. Funding dropped each quarter, with Q4'22 representing the lowest quarterly funding in the past 5 years. The digital health space saw 2,122 deals in 2022, a 33% drop from 2021.

See the data  $\rightarrow$ 

# -50%

# Decline in M&A activity

The number of M&A deals dropped by 50% YoY in 2022. M&A activity in the digital health space declined for 3 consecutive quarters. Q4'22 saw only 21 M&A deals — the lowest quarterly number in the last 5 years.

See the data  $\rightarrow$ 

29%

# Increase in median angel deal size

Median deal size was down across all investor types in 2022 except for angel investors. The median angel deal size grew for the third consecutive year to reach \$4M in Q4'22. Meanwhile, Asset/Investment Management saw a 64% drop in median deal size compared to 2021.

See the data  $\rightarrow$ 

# Unicorn births in 04'22

Q4'22 marked the first quarter with no new unicorn births since 2018. 2022 saw 107 startups reach unicorn status in total, making it the secondhighest year for unicorn births after 2021. The US led the way, accounting for 81% of all new unicorns in 2022.

The top new unicorn in the digital health sector is Devoted Health, with a current valuation of \$12.6B.

See the data

### **3** Mega-rounds in Q4'22

The number of \$100M+ mega-rounds declined for the fourth consecutive quarter in Q4'22. Only 3 USbased companies raised mega-rounds: DispatchHealth, Komodo Health, and Neuroma. Q4'22 also marked the first quarter in the last 5 years

quarter in the last 5 years where no companies outside the US raised a mega-round.

See the data  $\rightarrow$ 

# TLDRYour rundown on<br/>digital health in 2022

# -\$10B

# Decrease in telehealth funding

At \$1B, Q4'22 saw the lowest quarterly funding to telehealth startups since Q1'18. The average deal size dropped 37% from \$17.5M in 2021 and latestage deal share dropped by 2 percentage points. See the data  $\rightarrow$ 

# -53%

#### YoY drop in mental health tech funding

Dollars to the mental health sector fell by more than half in 2022. Deals in the space dropped to 57, a 23% decrease QoQ and a 12-quarter low. US-based companies accounted for the majority (63%) of mental health tech deals in Q4'22. Maven saw the largest deal in the quarter: a \$90M Series E round.

See the data  $\rightarrow$ 

# 14

#### Digital health IPOs in 2022

The digital health space saw 14 global IPOs in 2022, down from 81 in 2021. SPAC exits were also down, with only 4 in 2022 after a high of 18 last year. The US saw only 1 IPO (Heart Test Laboratories) and 1 SPAC (Akili Interactive Labs) in 2022.

See the data  $\rightarrow$ 

# 16%

#### QoQ increase in deals for Europe

After 3 consecutive quarters of decline, digital health deals in Europe increased 16% QoQ. Earlystage deals grew 4 percentage points while mid and late-stage deals ticked down by 1 point. At \$3B, 2022 saw the second-highest digital health funding level in Europe.

The largest deal was an \$85M Series C round to biosensor tech startup Osler.

See the data  $\rightarrow$ 



# YoY decline in funding to Asia

Funding to Asia-based digital health companies fell for 5 consecutive quarters to reach \$0.4B in Q4'22. This was the lowest quarterly funding level seen in Asia since Q1'18.

The region raised a total of \$1.3B in 2022, a 64% drop from 2021 and the lowest annual funding level since 2019.

See the data  $\rightarrow$ 

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Global | 2022 recap

# Global Trends



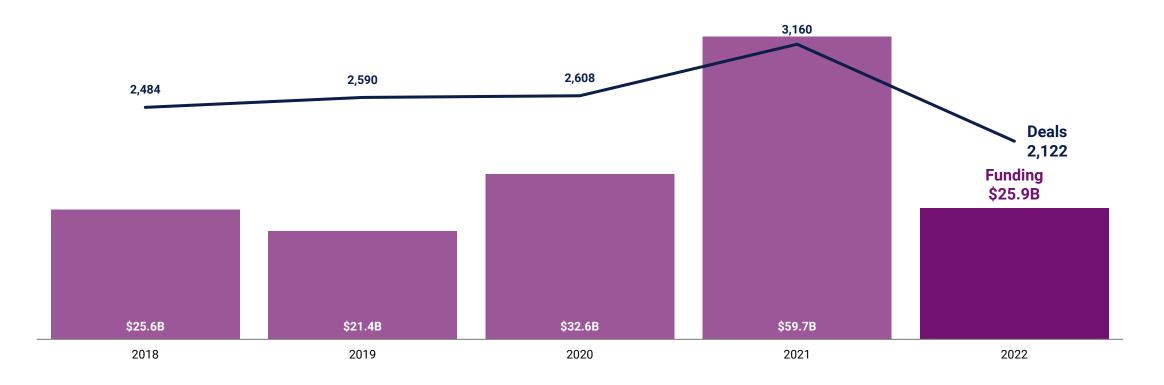




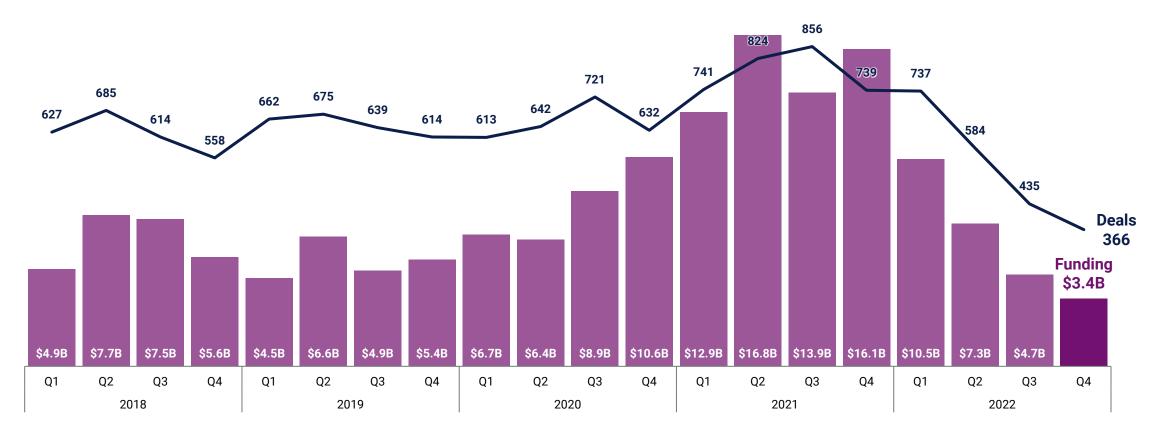
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# Investment Trends

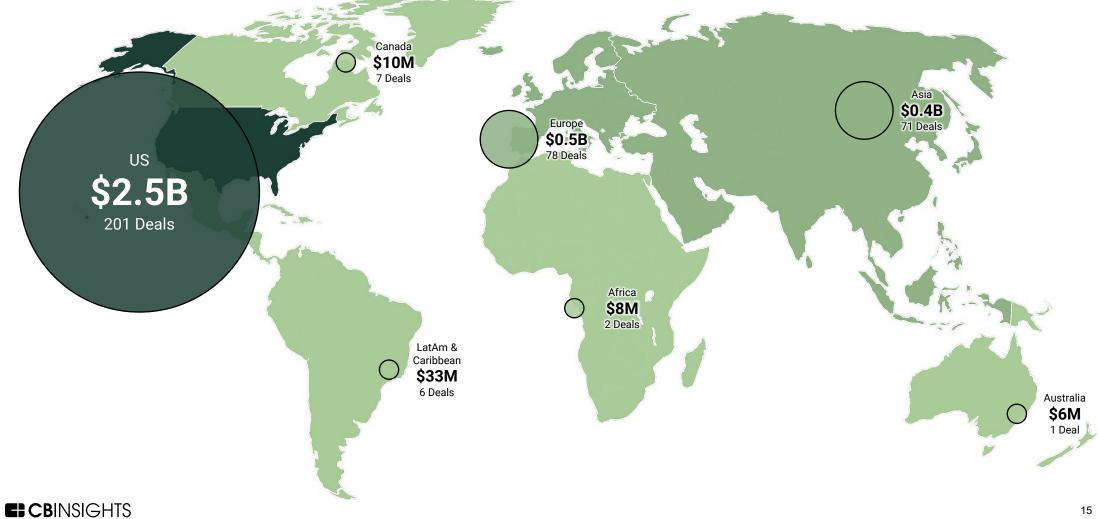
## Funding drops 57%, deals down 33% YoY



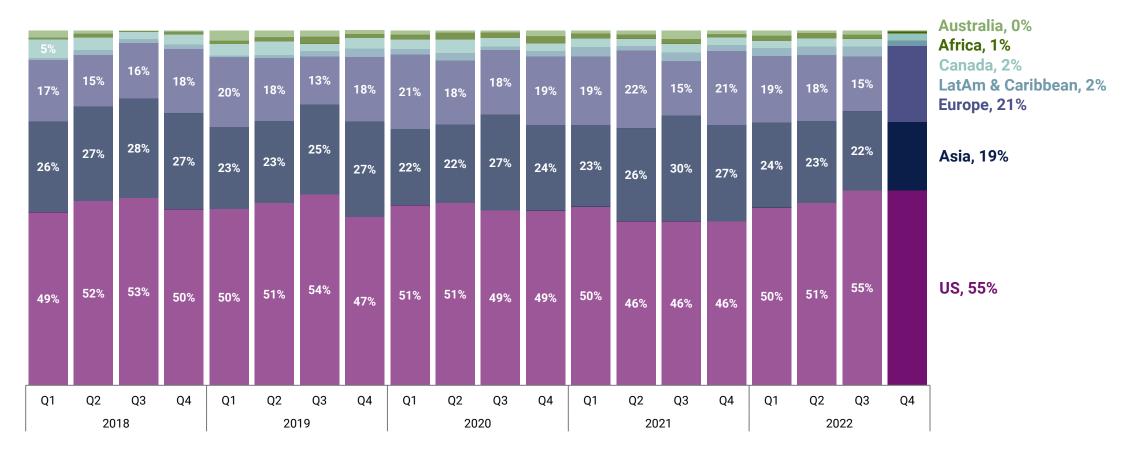
### Q4'22 global funding and deals fall to their lowest in 5 years



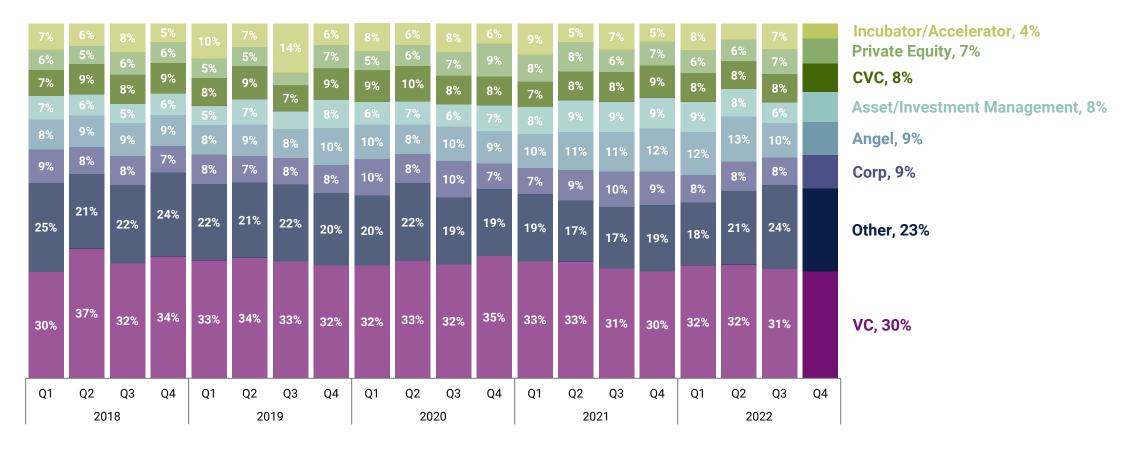
### US-based companies represent 74% of global funding in Q4'22



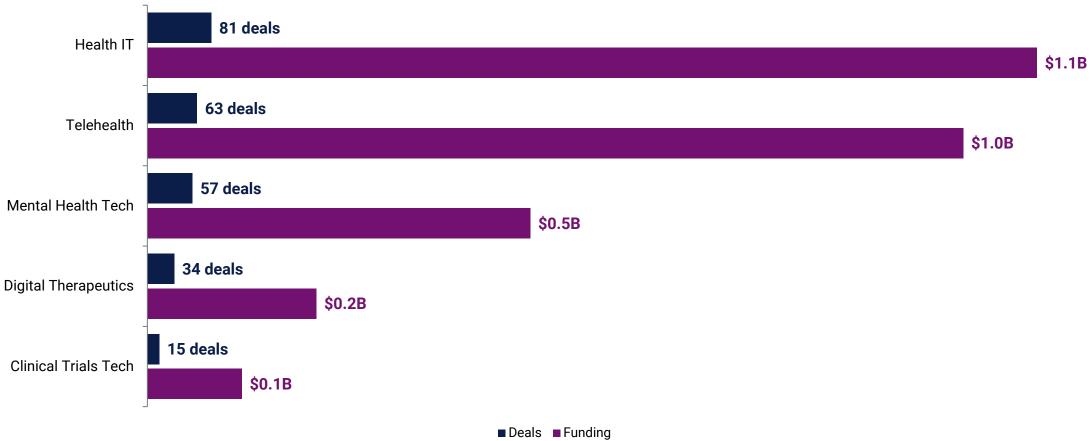
### US quarterly deal share stays flat, Europe make gains



### VCs hold lead in deal share among investors in Q4'22

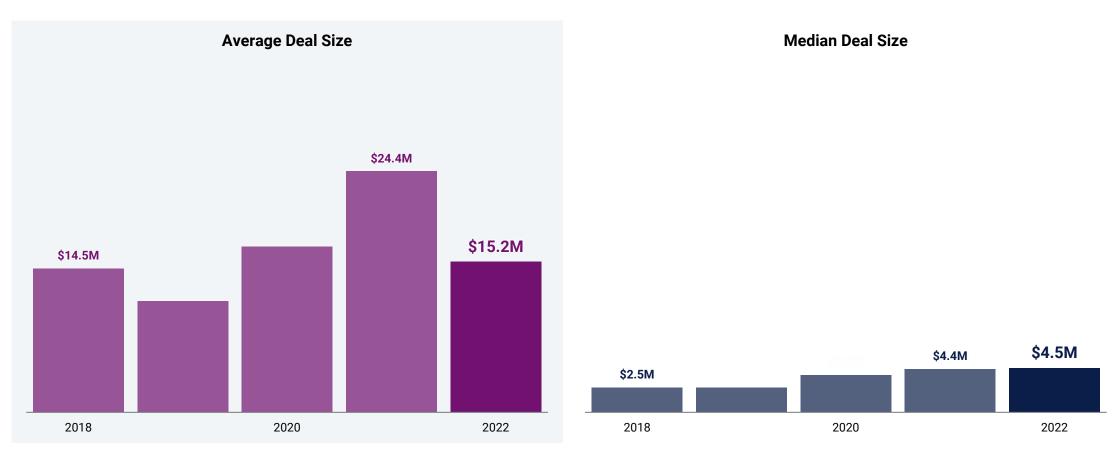


## Telehealth and health IT lead the way in funding in Q4'22

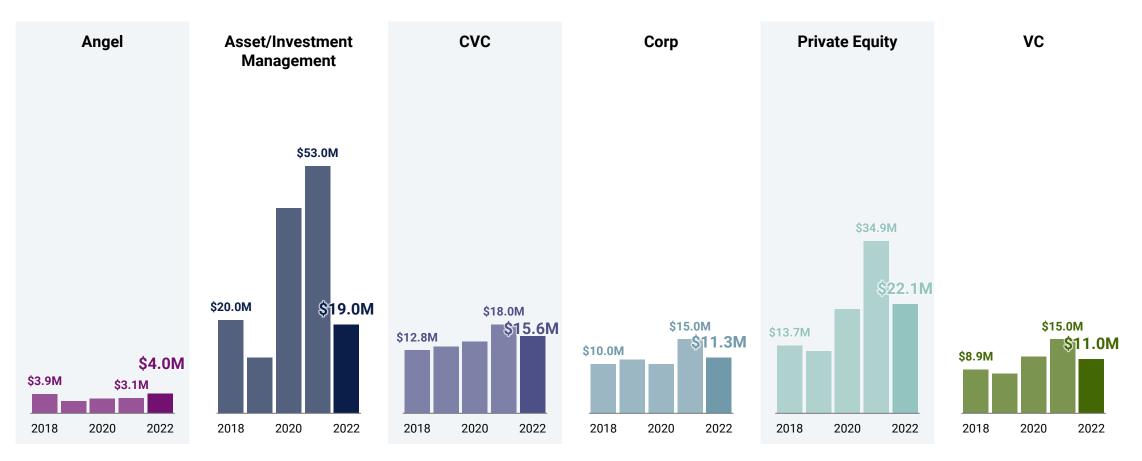




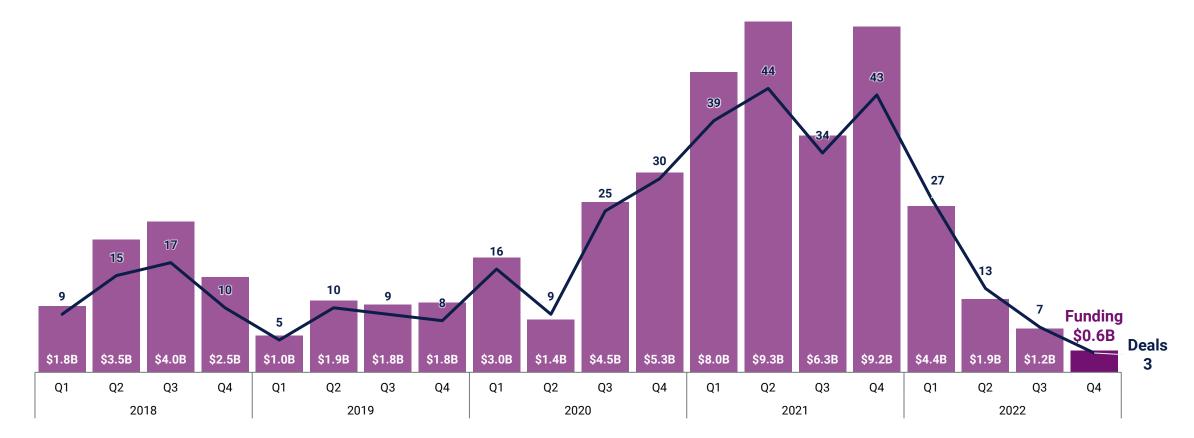
### Average global deal size drops 38% YoY



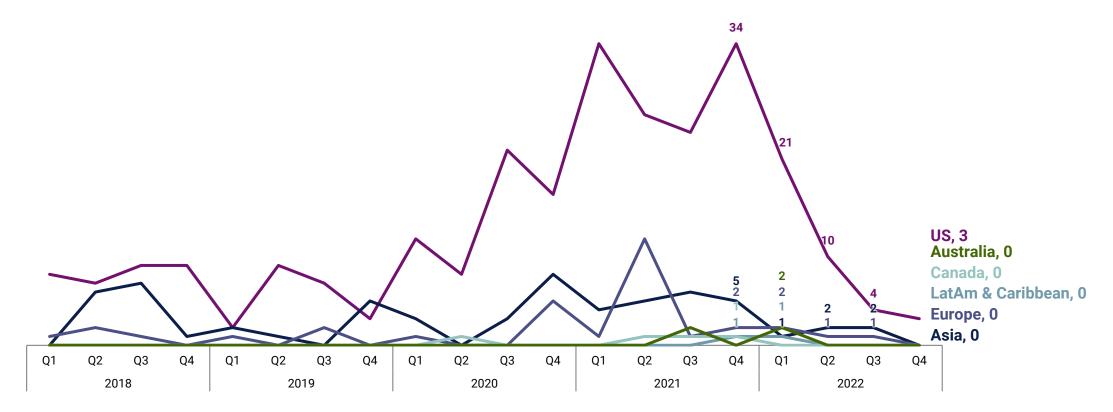
Median deal size trends down across investor types, except angel deals



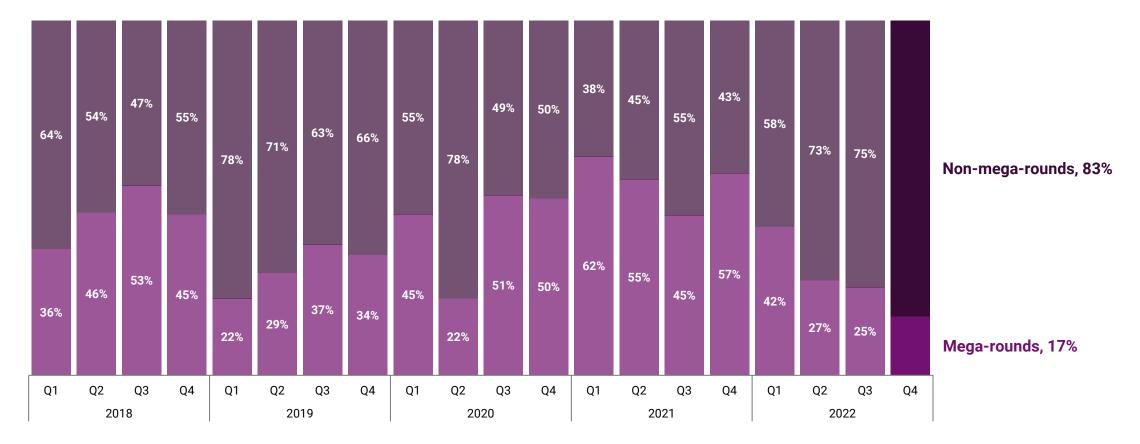
### Mega-round funding and deals fall for fourth consecutive quarter



### No mega-round funding outside the US in Q4'22



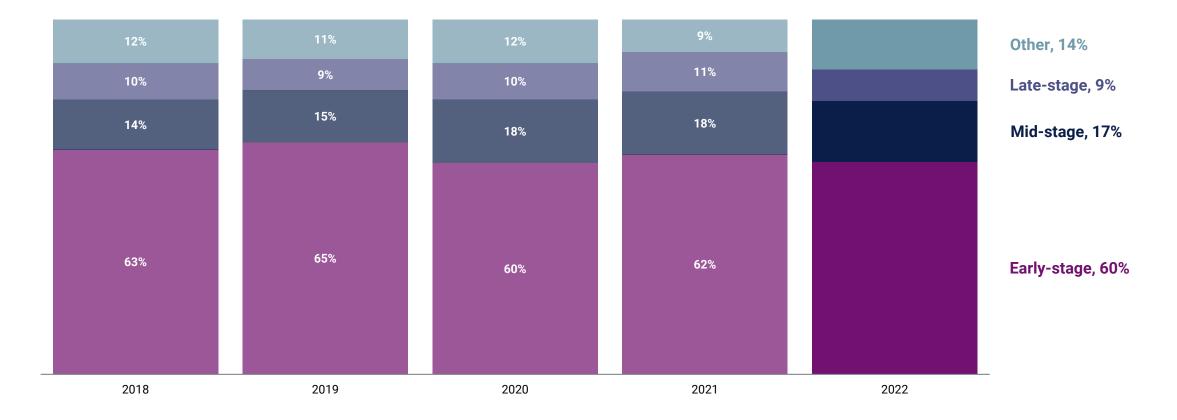
### Share of quarterly funding from mega-rounds drops to a 5-year low



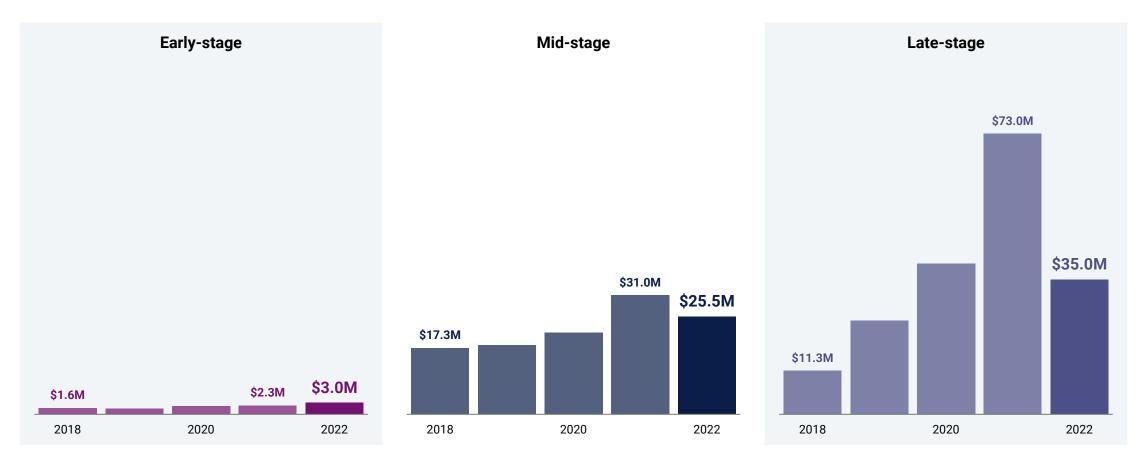
# **Global: Top equity deals in Q4'22**

	Company	Round Amount	Round Round Valuation Select Investors C		Country	% of Total Funding
1	DispatchHealth	\$259M	<b>Series E</b> 2022-11-15	N/A Optum Ventures, Echo Health Ventures, Humana, Oak HC/FT Partners, Questa Capital	United States	7.5%
2	Komodo Health	\$200M	Undisclosed 2022-11-01	N/A Coatue Management, Dragoneer Investment Group	United States	5.8%
3	Neumora	\$112M	Series B 2022-10-11	\$1.48 ARCH Venture Partners, Amgen, Abu Dhabi Growth Fund, Altitude Life Science Ventures, EXOR Seeds	United States	3.3%
4	Maven	\$90M	<b>Series E</b> 2022-11-14	\$1.48 General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States	2.6%
5	Osler	\$85M	Series C 2022-11-07	N/A Braavos Investment Advisers, Oxford Science Enterprises, Lansdowne Partners, M&G Investments	United Kingdom	2.5%
6	RapidSOS	\$75M	Series D 2022-10-25	N/A NightDragon, Insight Partners, C5 Capital, Forte Ventures, Highland Capital Partners	United States	2.2%
7	SiBionics	\$72M	Series D 2022-11-22	Kaiheng Private Fund, Shanghai Biomedical Industry N/A Equity Investment Fund Management, China New Town Development, Industrial Securities Capital, Next Capital	China	2.1%
8	Hexagon Bio	\$67M	Series B 2022-10-11	\$339M The Column Group	United States	2.0%
8	Viome	\$67M	Series C 2022-10-11	N/A BOLD Capital Partners, Ezaki Glico, Khosla Ventures, Ocgrow Group, Physician Partners	United States	1.9%
10	HealthJoy	\$60M	Series D 2022-10-27	N/A Valspring Capital, Brandon Cruz, Clint Jones, Epic Ventures, Health Velocity Capital	United States	1.7%

# Early-, mid-, and late-stage deals show slight decline from 2021



### Median early-stage deal size reaches a 5-year high



# **Global: Top seed/angel deals in Q4'22**

	Company	Round Amount	Round Date	Select Investors	Country
1	care.ai	\$27M	<b>Seed</b> 2022-11-21	Crescent Cove Capital Management	United States
2	Pebble Health	\$12M	Seed VC 2022-12-07	XYZ Ventures, Founders' Co-op	United States
3	Hiwell	\$11M	<b>Seed VC</b> 2022-11-02	Eksim Ventures, Sankonline, Deniz Devrim Cengiz, Emirhan Sancak, Huseyin Basciftci	Turkey
4	neotiv	\$10M	Seed VC 2022-11-09	High-Tech Grunderfonds, Capricorn Partners, Convergence Partners, RSJ Investments, bmp Ventures	Germany
4	Neurotrack Technologies	\$10M	<b>Angel</b> 2022-11-01	N/A	United States
6	Assure Health	\$9M	<b>Seed</b> 2022-11-14	N/A	United States
6	Leda Health	\$9M	<b>Seed VC</b> 2022-11-11	Asymmetry Ventures, New York Ventures, Nashville Entrepreneur Center	United States
6	Quris Al	\$9M	<b>Seed VC</b> 2022-12-20	SoftBank Group, WellTech Ventures, iAngels, Gedeon Richter, GlenRock Group	Israel
6	SaVia Health	\$9M	Seed VC 2022-12-08	Intel Capital, Kickstart Fund, Peterson Ventures, Brent James, Tom Burton	United States
10	Bloom	\$8M	Seed VC 2022-11-10	Target Global, Elysian Park Ventures, Sequoia Scout, AngelPad, Dominik Richter	United States
10	Grinta	\$8M	Seed VC 2022-11-21	Nclude, Raed Ventures, 500 Global, Endeavor	Egypt

# **Global: Top Series A deals in Q4'22**

	Company	Round Amount	Round Date	Select Investors	Country
1	Speedoc	\$28M	Series A 2022-11-07	Vertex Ventures SE Asia, Bertelsmann Investments, Shinhan Venture Investment, Mars Growth Capital	Singapore
2	Patronus	\$27M	Series A 2022-10-05	Adjacent, Singular, Cavalry Ventures, Unternehmertum Venture Capital, Burda Principal Investments	Germany
3	InStride Health	\$26M	<b>Series A</b> 2022-10-03	.406 Ventures, Hopelab, Mass General Brigham Ventures, Valtruis	United States
4	Lokavant	\$21M	Series A 2022-12-07	Edison Partners, Roivant Sciences	United States
5	Inbound Health	\$20M	<b>Series A</b> 2022-10-18	Allina Health System, Flare Capital Partners	United States
5	Turbine	\$20M	Series A 2022-11-22	MSD Global Health Innovation Fund, Mercia Asset Management, Accel, Delin Ventures, XTX Ventures	United Kingdom
7	Nectar Life Sciences	\$17M	Series A 2022-12-02	Harmony Partners, Juxtapose, Obvious Ventures	United States
8	Cardiosense	\$15M	Series A 2022-12-08	Broadview Ventures, Hatteras Venture Partners, Laerdal Million Lives Fund, OSF Ventures, Portal Innovations	United States
8	Cyberdontics	\$15M	Series A 2022-10-17	Pacific Dental Services	United States
8	Galen Robotics	\$15M	Series A 2022-10-28	Ambix Healthcare	United States
8	Resilience Lab	\$15M	Series A 2022-11-17	Morningside Ventures, Viewside Capital Partners	United States

# **Global: Top Series B deals in Q4'22**

	Company	Round Amount	Round Date	Select Investors	Country
1	Neumora	\$112M	Series B 2022-10-11	ARCH Venture Partners, Amgen, Abu Dhabi Growth Fund, Altitude Life Science Ventures, EXOR Seeds	United States
2	Hexagon Bio	\$67M	Series B 2022-10-11	The Column Group	United States
3	Fathom	\$46M	Series B 2022-11-09	Alkeon Capital Management, Lightspeed Venture Partners, Inflect Health, Tarsadia Investments, ApolloMD	United States
4	Ostro	\$45M	Series B 2022-11-30	Bling Capital, Byers Capital, Caffeinated Capital, Founders Fund, Greycroft	United States
4	Valera Health	\$45M	Series B 2022-10-07	Heritage Group, AXA Venture Partners, Alsora Capital, Aquiline Capital Partners, Figure Eight Investments	United States
6	Bionaut Labs	\$43M	Series B 2022-11-26	Khosla Ventures, BOLD Capital Partners, Gaingels, Upfront Ventures, Compound	United States
7	Elemental Machines	\$41M	Series B 2022-11-10	Omega Venture Partners, Sageview Capital, Digitalis Ventures, Gutbrain Ventures	United States
8	Alto Neuroscience	\$35M	Series B 2022-10-25	Alkeon Capital Management, Lightswitch Capital, Apeiron Investment Group, Gaingels	United States
8	SubjectWell	\$35M	Series B 2022-10-20	Asset Management Ventures, Geekdom Fund, Healthy Ventures, Windham Venture Partners, Bertelsmann Investments	United States
10	BeatO	\$33M	<b>Series B</b> 2022-11-16	Lightrock, Blume Ventures, Leo Capital, Orios Venture Partners, W Health Ventures	India

## **Global: Top Series C deals in Q4'22**

	Company	Round Amount	Round Date	Select Investors	Country
1	Osler	\$85M	Series C 2022-11-07	Braavos Investment Advisers, Oxford Science Enterprises, Lansdowne Partners, M&G Investments	United Kingdom
2	Viome	\$67M	<b>Series C</b> 2022-10-11	BOLD Capital Partners, Ezaki Glico, Khosla Ventures, Ocgrow Group, Physician Partners	United States
3	Hazel	\$52M	Series C 2022-10-27	Bain Capital Ventures, Owl Ventures, Centene, Fiore Ventures	United States
4	BillionToOne	\$49M	<b>Series C</b> 2022-12-15	Norwest Venture Partners, Adams Street Partners, Baillie Gifford & Co., Fifty Years Fund, Hummingbird Ventures	United States
5	Brave Health	\$40M	<b>Series C</b> 2022-10-11	Town Hall Ventures, Union Square Ventures, City Light Capital, Hopelab	United States
6	Doctor Anywhere		Series C 2022-12-21	Novo Holdings	Singapore
7	Zoe	\$30M	Series C 2022-12-01	Accomplice, Ahren Innovation Capital, Daphni, Balderton Capital, L Catterton	United Kingdom
8	ClinBrain	\$28M	Series C 2022-10-25	Legend Capital, Shanghai Guohe Capital	China
9	NeuroFlow	\$25M	Series C 2022-10-13	SEMCAP	United States
10	Embodied	\$19M	<b>Series C</b> 2022-11-18	Jazz Venture Partners, Lightrock	United States
10	Ubie	\$19M	Series C 2022-10-06	Hataraku Fund, Rakuten Capital, Sogo Medical Co. Ltd., Asia Africa Investment Consulting	Japan

# **Global: Top Series D deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country
1	RapidSOS	\$75M	Series D 2022-10-25	NightDragon, Insight Partners, C5 Capital, Forte Ventures, Highland Capital Partners	United States
2	SiBionics	\$72M	Series D 2022-11-22	Kaiheng Private Fund, Shanghai Biomedical Industry Equity N/A Investment Fund Management, China New Town Development, Industrial Securities Capital, Next Capital	China
3	HealthJoy	\$60M	<b>Series D</b> 2022-10-27	N/A Valspring Capital, Brandon Cruz, Clint Jones, Epic Ventures, Health Velocity Capital	United States
4	Innovo	\$29M	<b>Series D</b> 2022-10-24	N/A N/A	United States
5	Numares	\$21M	<b>Series D</b> 2022-12-20	N/A N/A	Germany
6	Proxim	\$18M	<b>Series D</b> 2022-11-29	N/A N/A	United States
7	Hilab	\$12M	<b>Series D</b> 2022-11-16	N/A N/A	Brazil

# **Global: Top Series E+ deals in Q4'22**

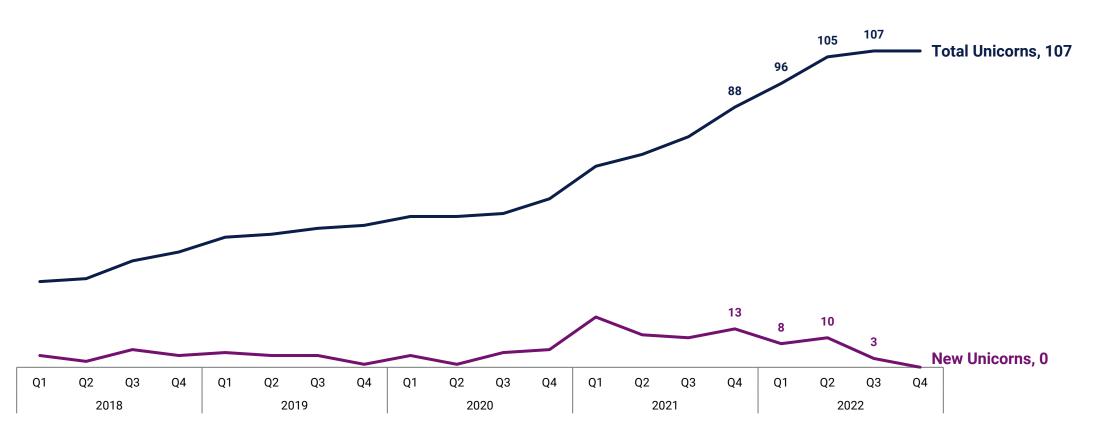
	Company	Round Amount	Round Date	Round Valuation Select Investors	Country
1	DispatchHealth	\$259M	<b>Series E</b> 2022-11-15	N/A Optum Ventures, Echo Health Ventures, Humana, Oak HC/FT Partners, Questa Capital	United States
2	Maven	\$90M	<b>Series E</b> 2022-11-14	\$1.48 General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States
3	Neocis	\$40M	<b>Series E</b> 2022-10-27	Norwest Venture Partners, DFJ Growth Fund, Fred Moll, Mithril Capital Management	United States
4	Electronic Caregiver	\$30M	Series E 2022-10-20	N/A N/A	United States

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 Unicorns



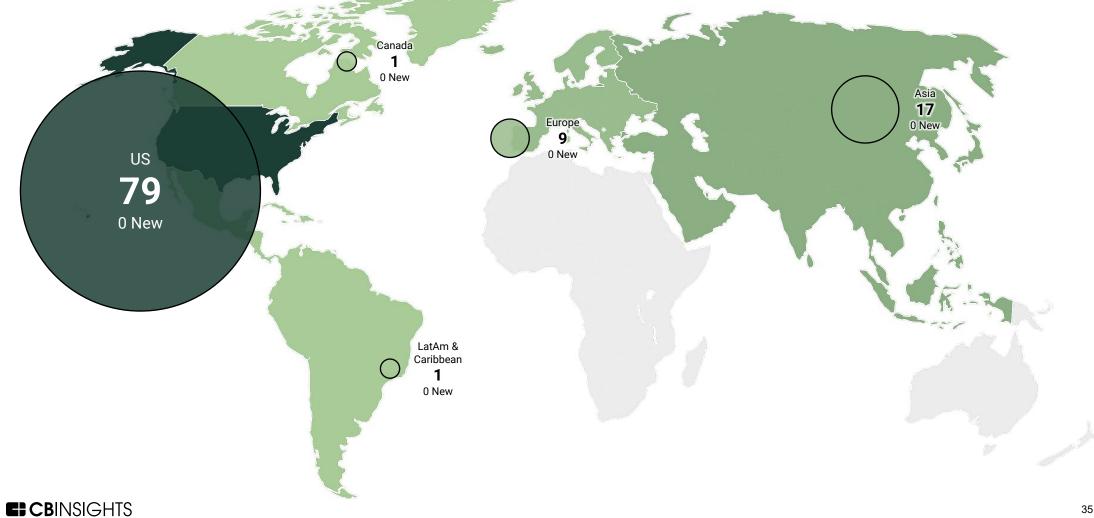
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### Q4'22 sees no new unicorn births



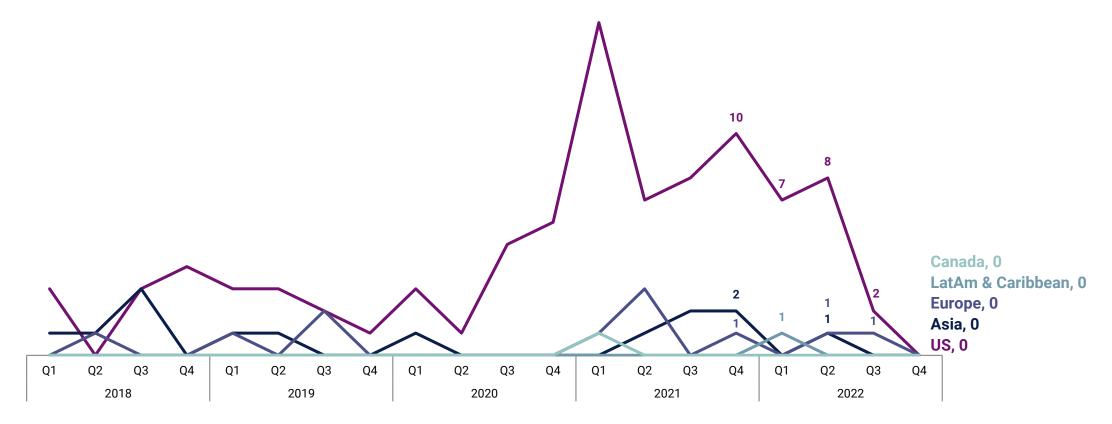
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### The US accounts for 74% of total digital health unicorns



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Q4'22 marks the first quarter with no unicorn births globally since 2018



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#### **Global: Top unicorns by valuation in Q4'22**

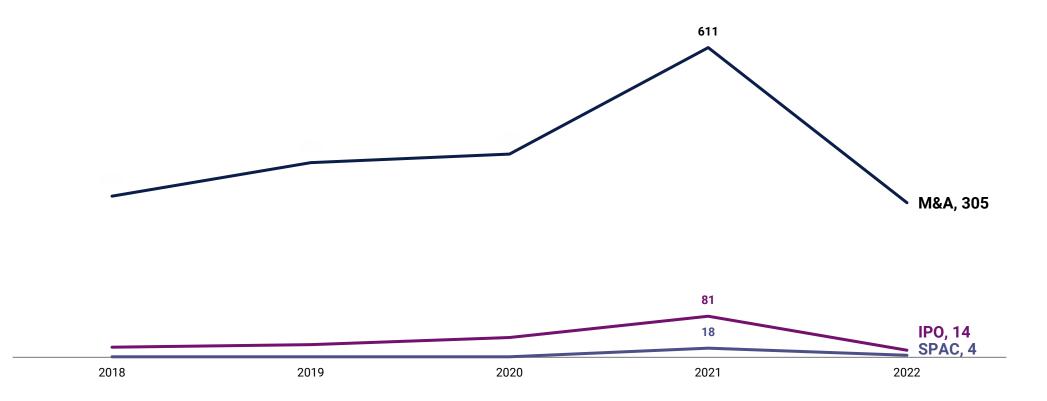
	Company	Latest Valuation	Country
1	Devoted Health	\$12.6B	United States
2	Talkdesk	\$10.0B	United States
3	Tempus	\$8.1B	United States
4	Caris Life Sciences	\$7.8B	United States
5	Ro	\$7.0B	United States
5	We Doctor	\$7.0B	China
7	Doctolib	\$6.4B	France
8	Hinge Health	\$6.2B	United States
9	Benchling	\$6.1B	United States
10	Lyra Health	\$5.9B	United States

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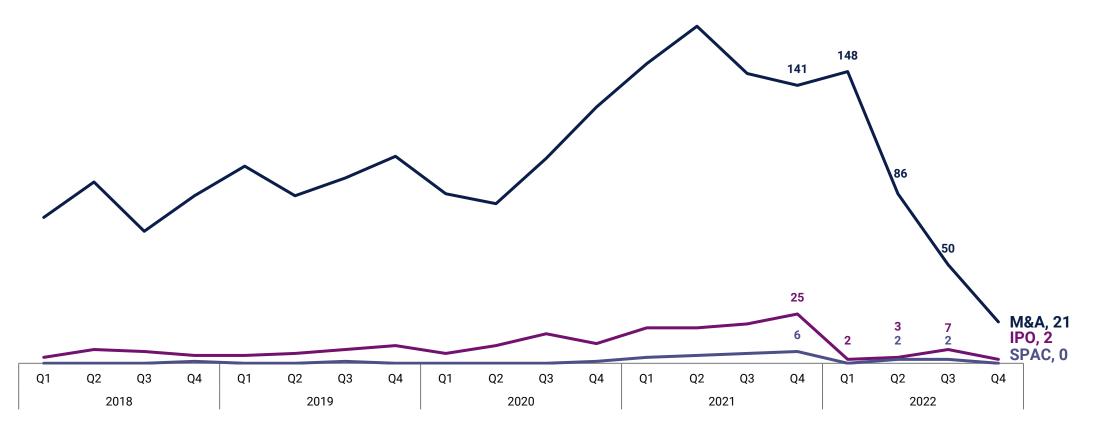




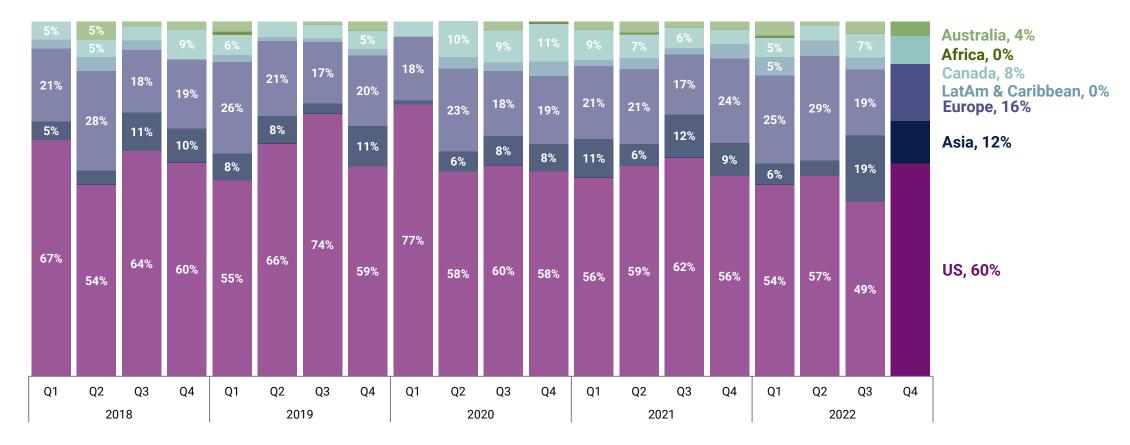
#### M&A exit activity plunges YoY



#### M&A deals down 85% from Q4'21



#### The US maintains lead in global exit share in Q4'22



#### Global: M&A exits in Q4'22

Company	Round Valuation	Acquirer	Country
1 Odin Vision	\$80M	Olympus	United Kingdom
<sup>2</sup> eClinicalHealth	\$2M	Cambridge Cognition	United Kingdom



#### **Global: IPOs in Q4'22**

Company	Round Valuation	Country
1 EUDA Health	\$583M	Singapore
<sup>2</sup> Medbanks Network Technology	N/A	China

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### • Investors





#### **Global: Top investors by company count in Q4'22**

	Investor	Company Count	Investor Group	Country
1	Gaingels	6	Angel	United States
2	Revere Partners	5	vc	United States
3	Plug and Play Ventures	4	VC	United States
3	SOSV	4	VC	United States
5	Bertelsmann Investments	3	CVC	Germany
5	Flare Capital Partners	3	VC	United States
5	Hopelab	3	VC	United States
5	Marathon Venture Partners	3	VC	China
5	Windham Venture Partners	3	VC	United States

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#### **Global: Top VCs by company count in Q4'22**

Investor	Company Count	Country
1 Revere Partners	5	United States
<sup>2</sup> Plug and Play Ventures	4	United States
2 SOSV	4	United States
4 Flare Capital Partners	3	United States
4 Hopelab	3	United States
4 Marathon Venture Partners	3	China
4 Windham Venture Partners	3	United States

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#### **Global: Top CVCs by company count in Q4'22**

	Investor	Company Count	Country
1	Bertelsmann Investments	3	Germany
2	Intuitive Ventures	2	United States
2	KB Investment	2	South Korea
2	Optum Ventures	2	United States
2	XTX Ventures	2	United Kingdom

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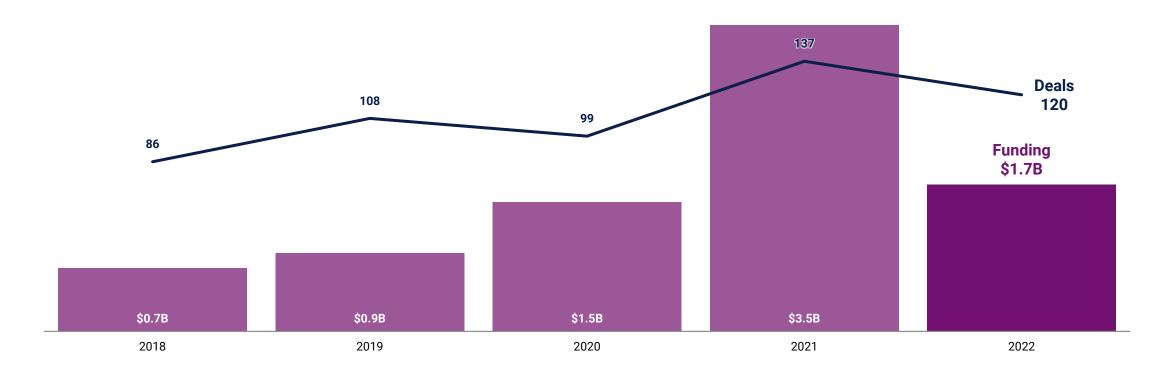




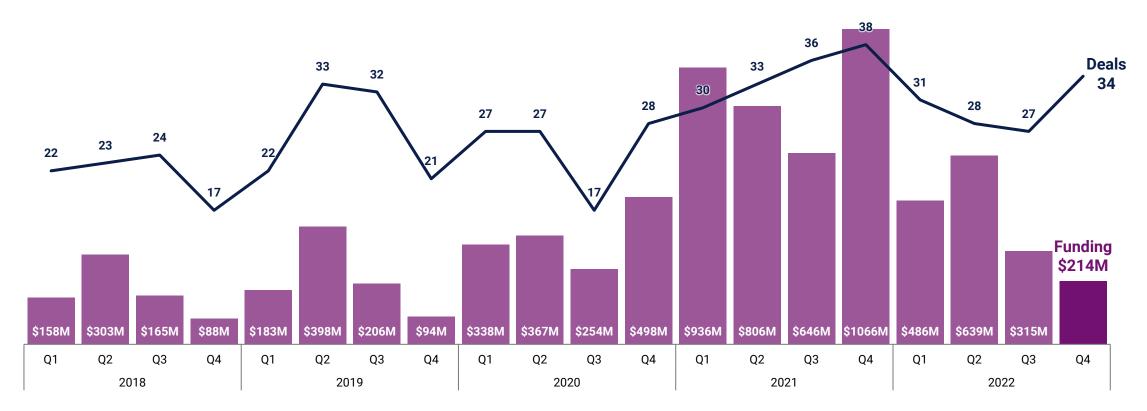
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## Digital Therapeutics

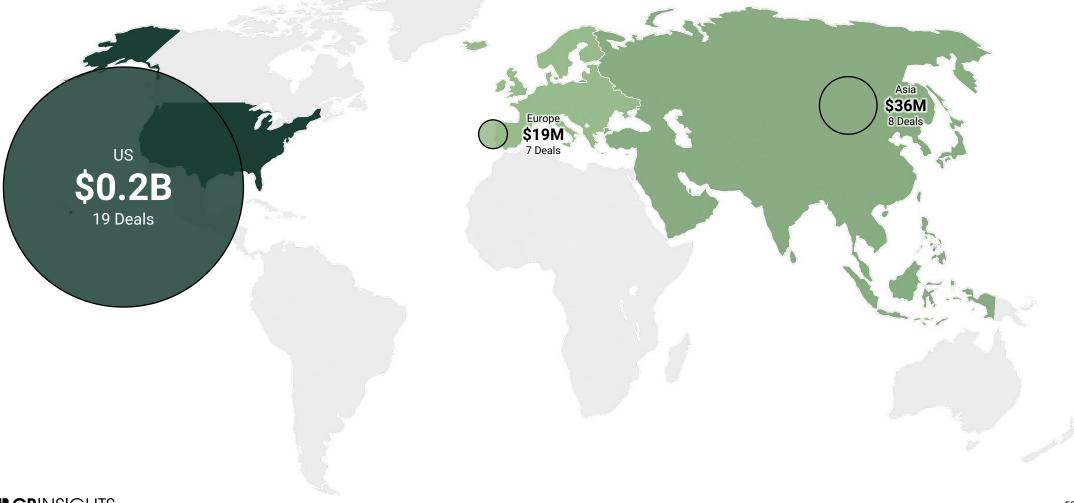
#### Funding drops by 51% YoY



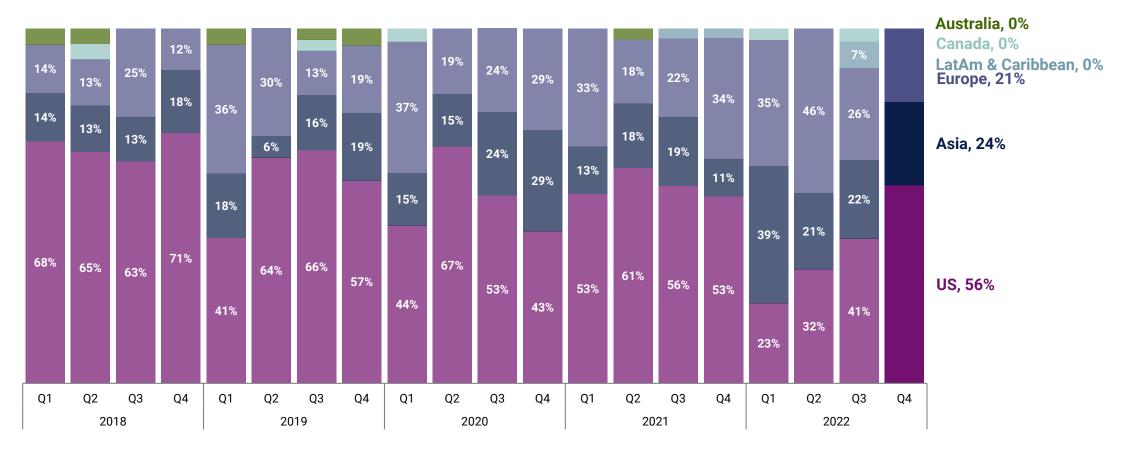
#### Deals trend up in Q4'22, funding drops 32% QoQ



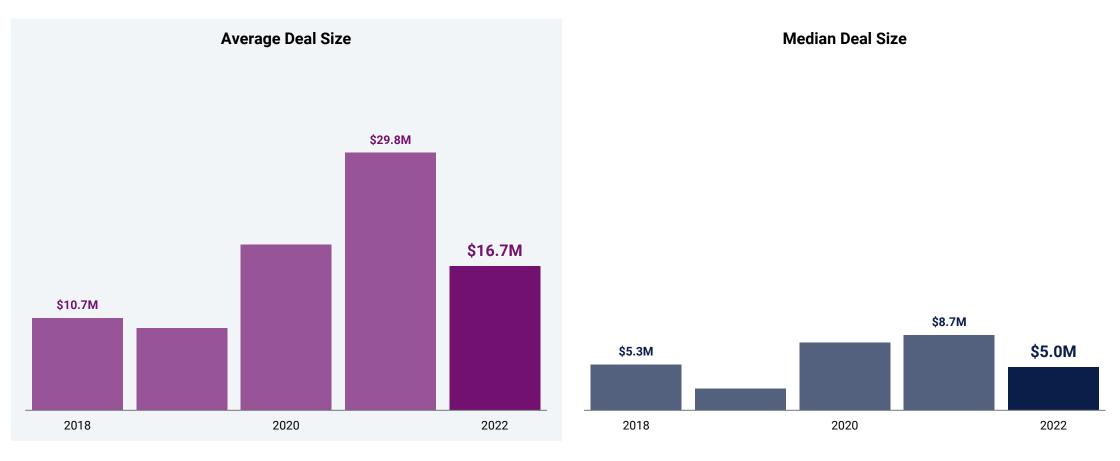
#### US-based companies accrue 78% of funding and 56% of deals in Q4'22



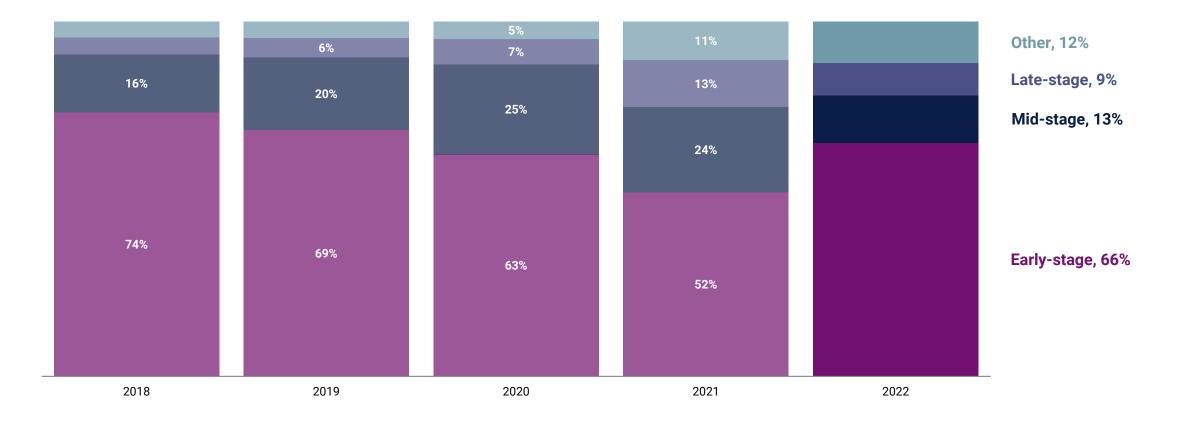
#### US deal share increases by 15 percentage points, Europe down 5



#### Average and median deal sizes slump YoY



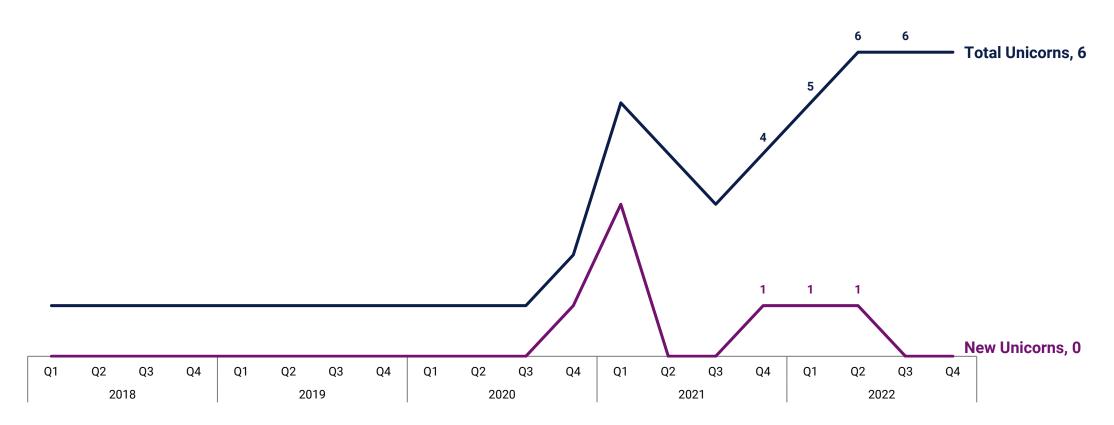
#### Early-stage deal share trends up after a 4-year decline



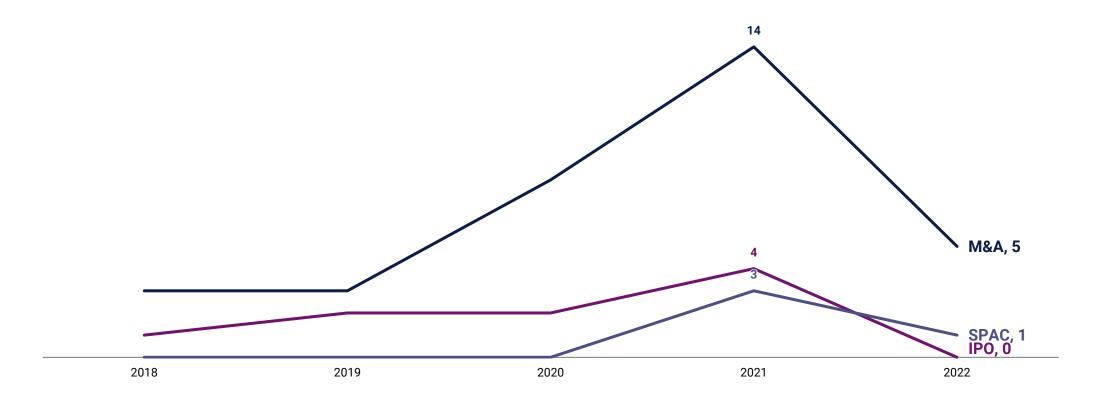
#### **Digital Therapeutics: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	Valera Health	\$45M	<b>Series B</b> 2022-10-07	Heritage Group, AXA Venture Partners, Alsora \$177M Capital, Aquiline Capital Partners, Figure Eight Investments	United States	21.0%
2	Invicta Medical	\$18M	Venture Capital 2022-10-17	N/A Shangbay Capital	United States	8.5%
3	Amalgam Rx	\$17M	<b>Corporate Minority</b> 2022-12-19	N/A Novo Nordisk	United States	8.1%
4	WonderLab	\$14M	<b>Series B</b> 2022-12-05	N/A 5Y Capital, BioTrack Capital, Long Hill Capital, China Innovative Capital	China	6.7%
5	BehaVR	\$13M	<b>Series B</b> 2022-12-13	Optum Ventures, Oxford Science Enterprises, N/A Accenture Ventures, Chrysalis Ventures, Confluent Health	United States	6.1%
6	Hiwell	\$11M	<b>Seed VC</b> 2022-11-02	N/A Eksim Ventures, Sankonline, Deniz Devrim Cengiz, Emirhan Sancak, Huseyin Basciftci	Turkey	5.1%
6	IncludeHealth	\$11M	<b>Series C</b> 2022-10-31	N/A CincyTech, Tamarind Hill	United States	5.0%
8	Aktivo	\$10M	<b>Series A</b> 2022-12-15	N/A Adaptive Capital Partners, Seeds Capital, HH VC Investments, Govin Capital	Singapore	4.7%
8	Floreo	\$10M	<b>Series A</b> 2022-10-28	N/A Tenfore Holdings, Autism Impact Fund, Felton Group, The Disability Opportunity Fund	United States	4.7%
8	Neurotrack Technologies	\$10M	<b>Angel</b> 2022-11-01	N/A N/A	United States	4.7%

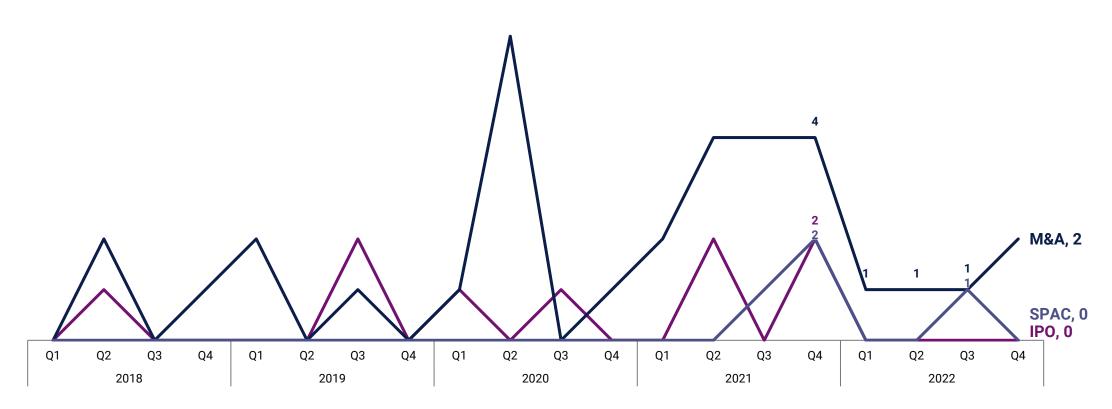
#### Sector sees no unicorn births in Q4'22



#### **Total exits reach a 4-year low**



#### M&A exits trend up in Q4'22

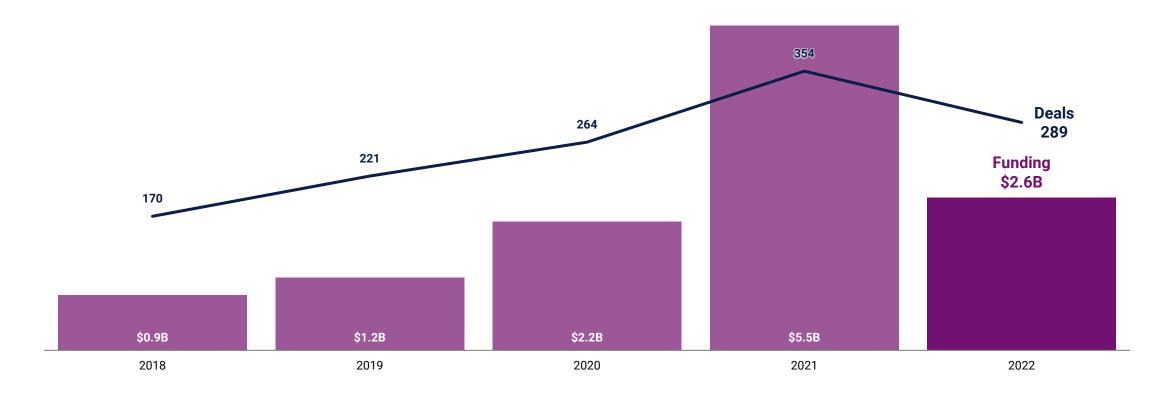




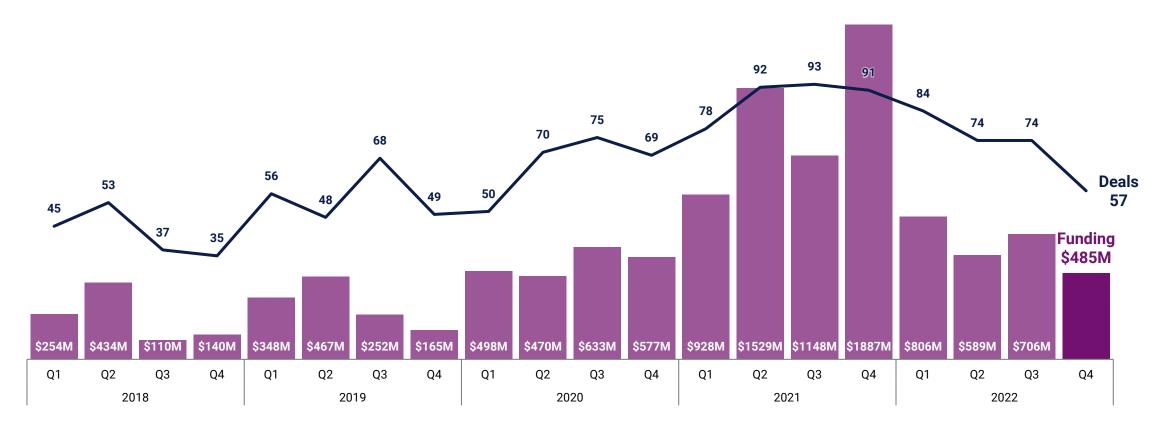
#### Collection Spotlights | 2022 Recap

## • Mental Health Tech

#### Funding drops 53% YoY



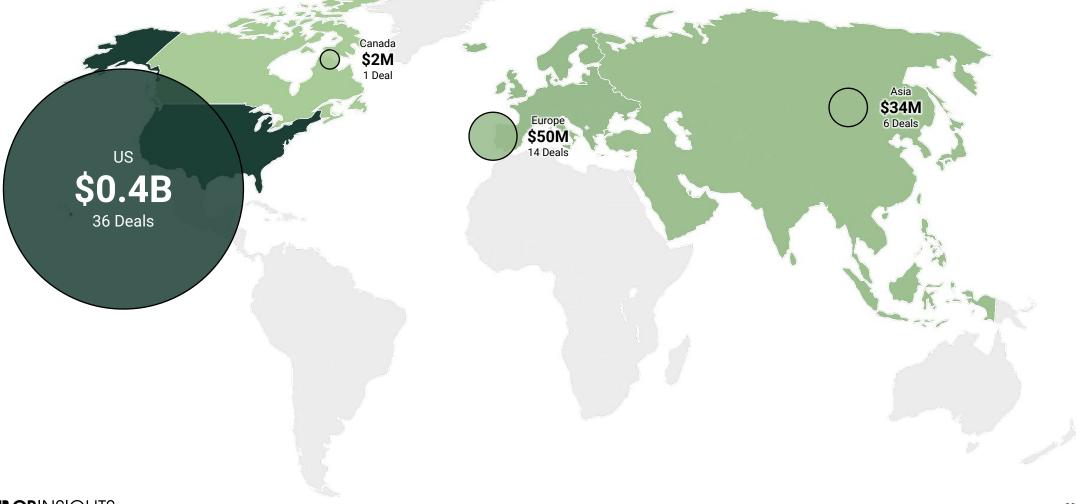
#### Q4'22 deals reach a 12-quarter low



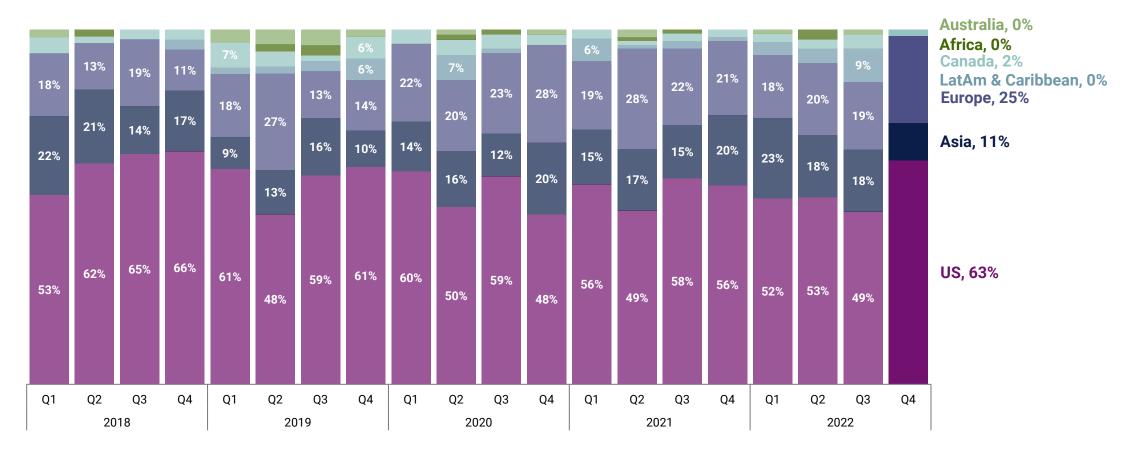
#### **CBINSIGHTS**

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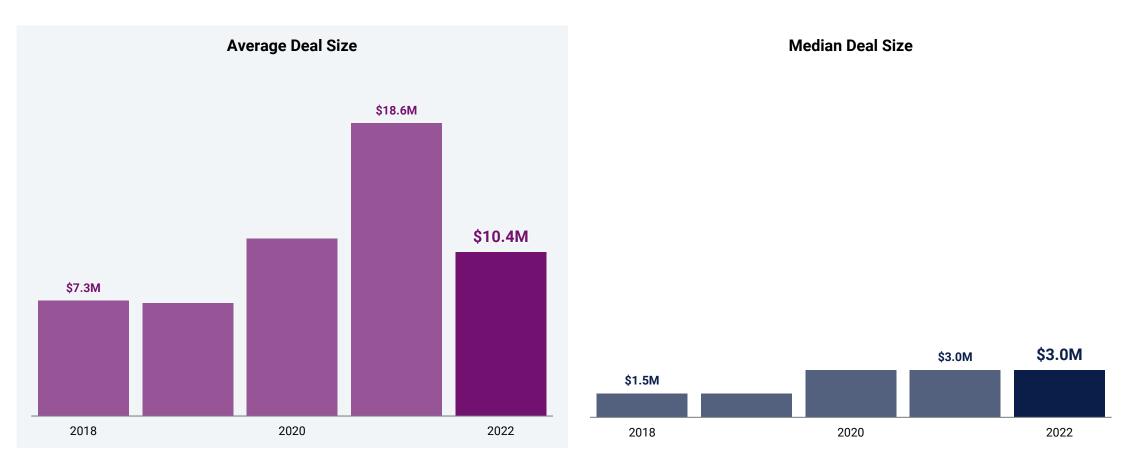
#### US-based companies account for 63% of deals in Q4'22



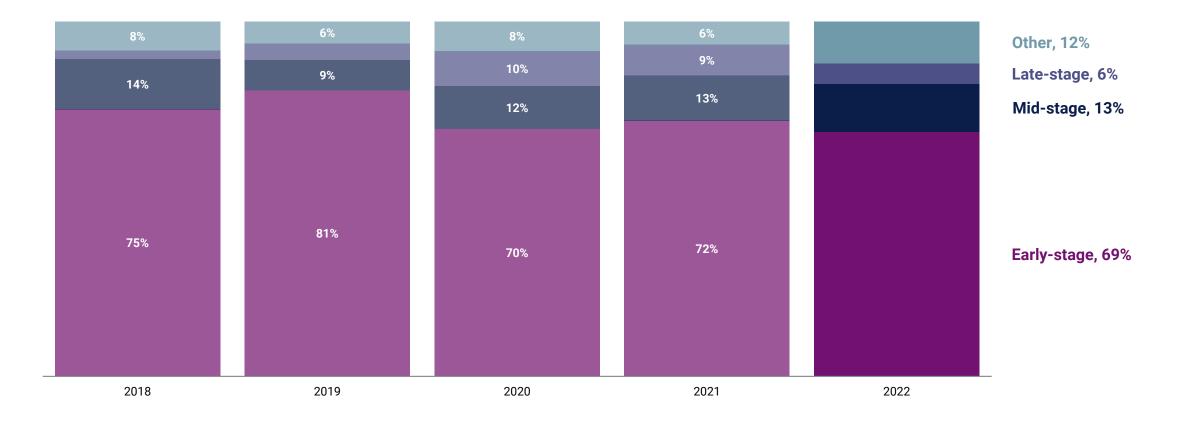
#### The US maintains lead in deal share



#### Average deal size drops 44% in 2022



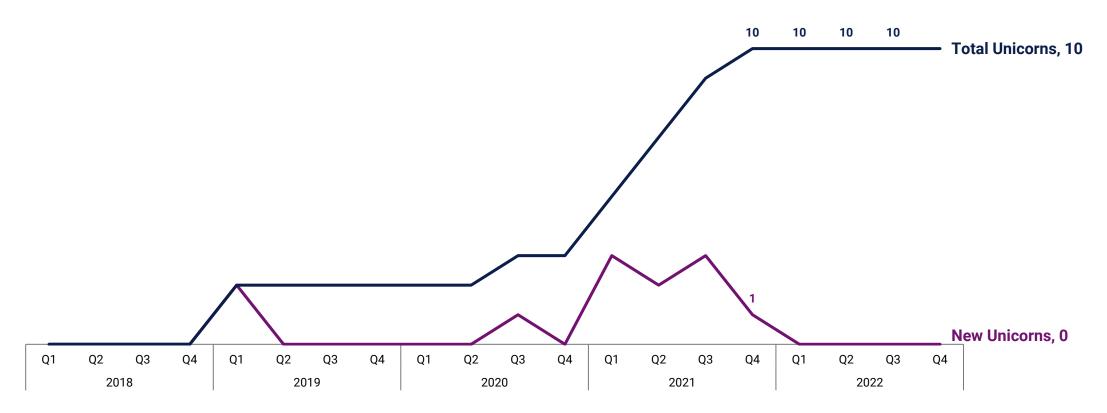
#### Early-stage deal share trends down in 2022



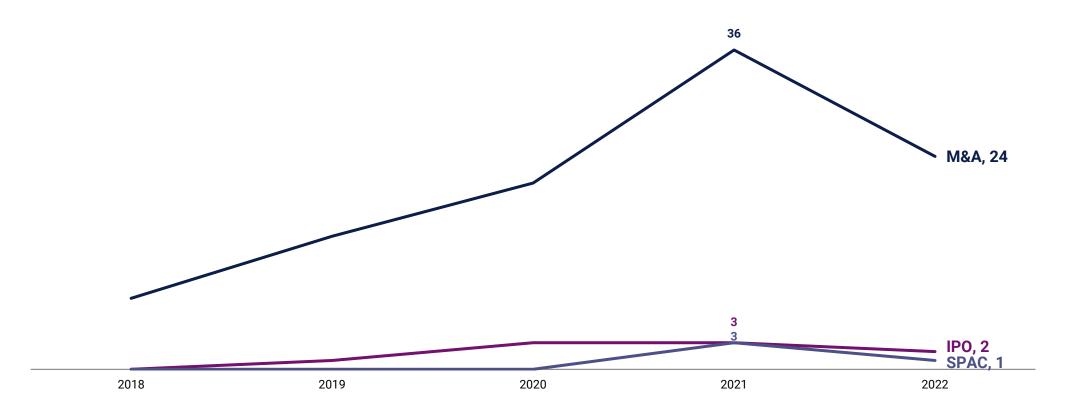
#### Mental Health Tech: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	Maven	\$90M	Series E 2022-11-14	\$1.4B General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States	18.6%
2	Valera Health	\$45M	Series B 2022-10-07	Heritage Group, AXA Venture Partners, Alsora \$177M Capital, Aquiline Capital Partners, Figure Eight Investments	United States	9.3%
3	Brave Health	\$40M	Series C 2022-10-11	N/A Town Hall Ventures, Union Square Ventures, City Light Capital, Hopelab	United States	8.2%
4	Alto Neuroscience	\$35M	Series B 2022-10-25	N/A Alkeon Capital Management, Lightswitch Capital, Apeiron Investment Group, Gaingels	United States	7.2%
5	InStride Health	\$26M	<b>Series A</b> 2022-10-03	N/A .406 Ventures, Hopelab, Mass General Brigham Ventures, Valtruis	United States	5.4%
6	NeuroFlow	\$25M	Series C 2022-10-13	N/A SEMCAP	United States	5.2%
7	Sonde Health	\$19M	Series B 2022-12-08	N/A Partners Investment, KT Corporation, PureTech, M Ventures, NEOM	United States	4.0%
8	Amalgam Rx	\$17M	Corporate Minority 2022-12-19	N/A Novo Nordisk	United States	3.6%
9	Healios	\$16M	<b>Series B</b> 2022-11-03	N/A AlbionVC, InHealth Ventures, Autism Impact Fund	United Kingdom	3.3%
10	Resilience Lab	\$15M	<b>Series A</b> 2022-11-17	N/A Morningside Ventures, Viewside Capital Partners	United States	3.1%

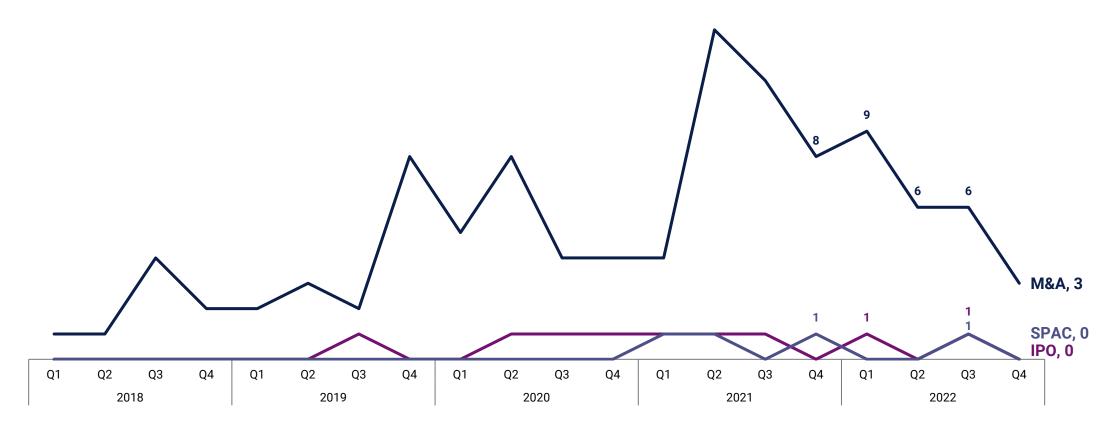
#### Sector sees no unicorn births in Q4'22



#### M&A exit activity drops 33% YoY



#### Q4'22 sees no new SPACs or IPOs



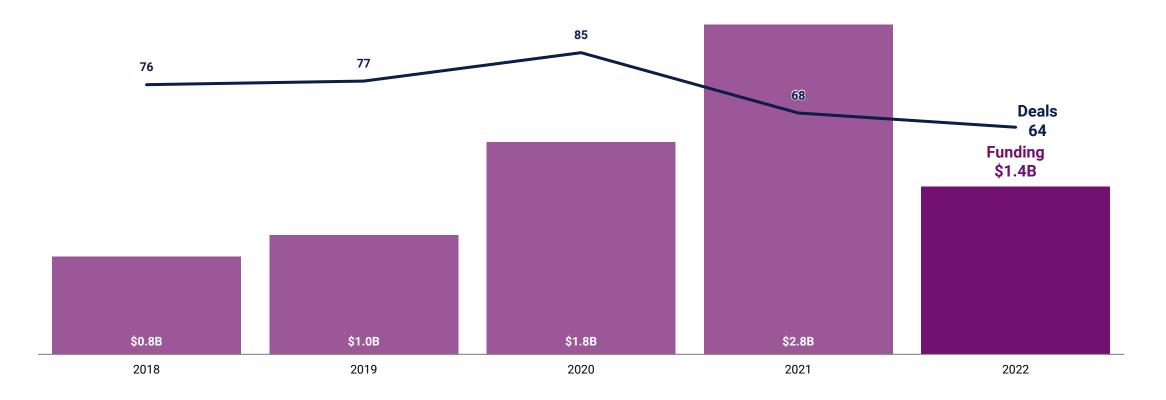
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#### Collection Spotlights | 2022 Recap

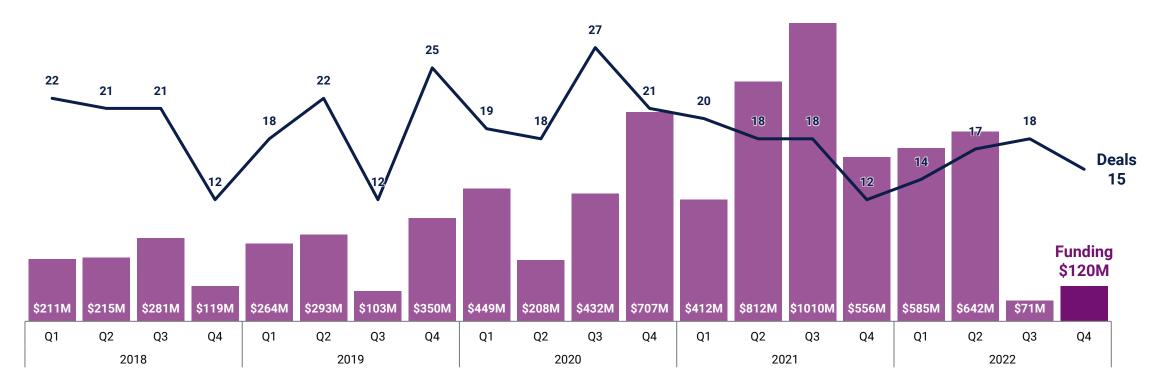
## Clinical Trials Tech

State of Digital Health | Collection Spotlights | Clinical Trials Tech

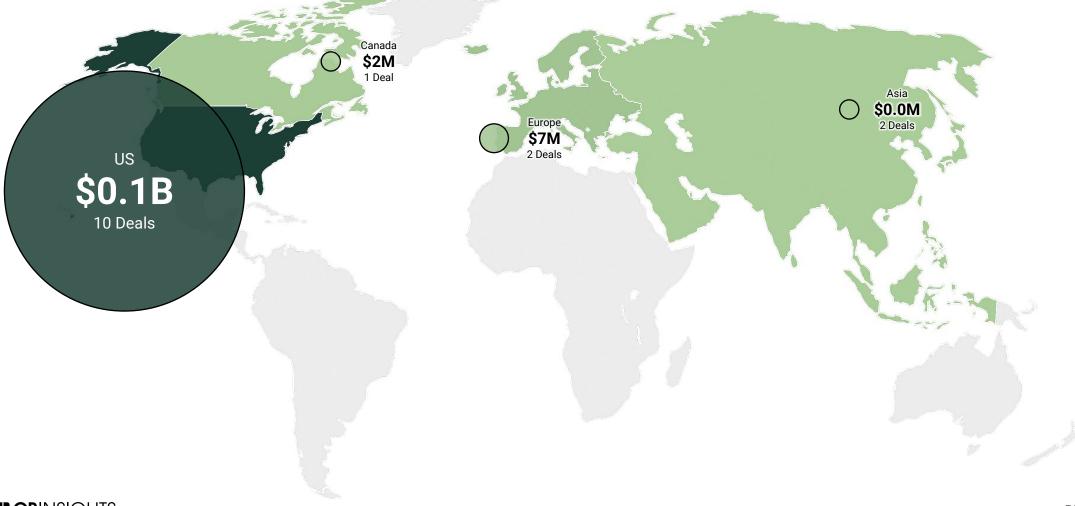
#### Funding halves YoY



#### Funding increases 69%, deals drop 17% QoQ



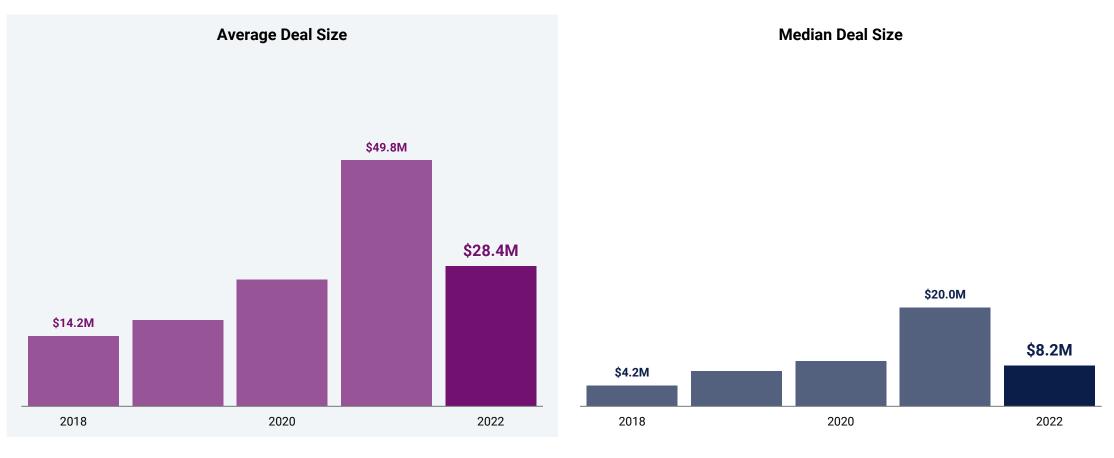
#### US-based companies account for 92% of global funding in Q4'22



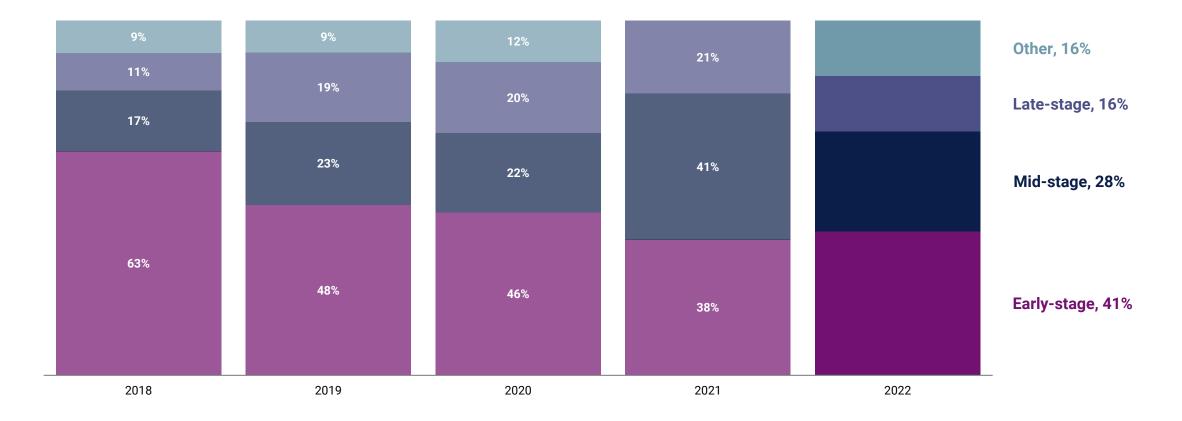
#### The US maintains lead, Europe and Asia deal shares trend down in Q4'22



# Average and median deal sizes plummet YoY



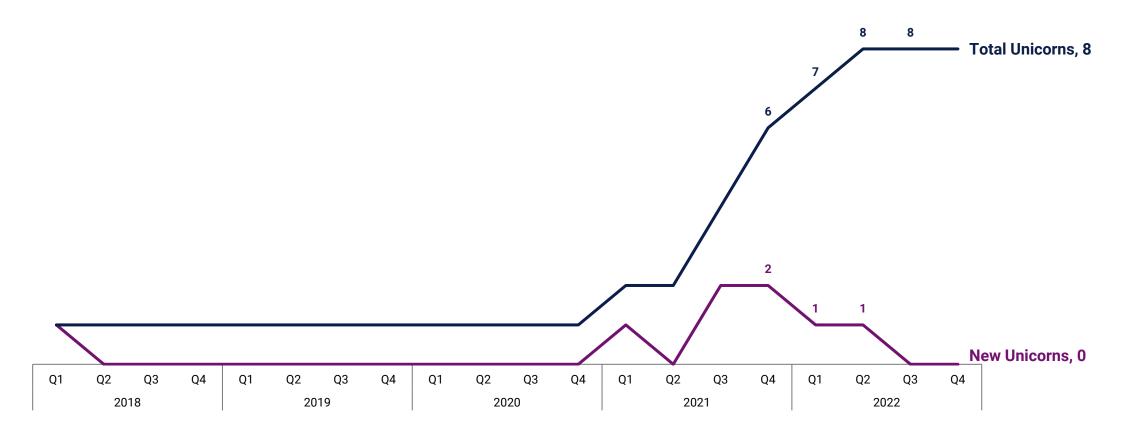
#### Early-stage deal share trends up, mid- and late-stage shares decline YoY



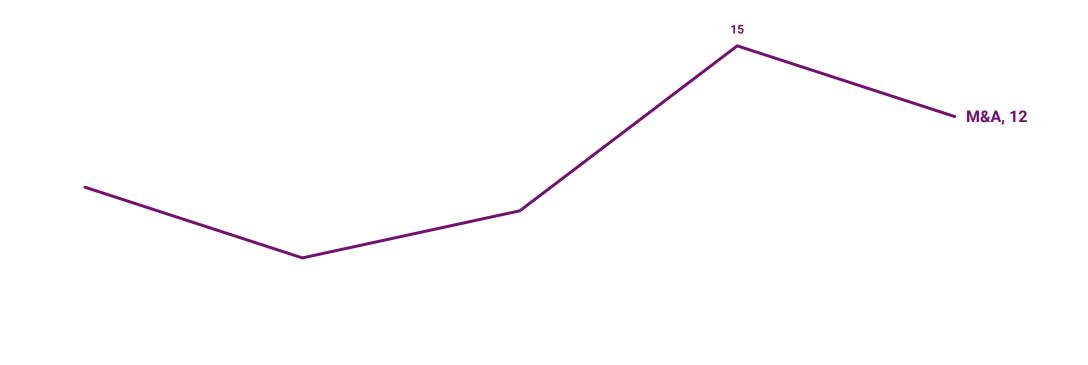
# **Clinical Trials Tech: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	SubjectWell	\$35M	Series B 2022-10-20	Asset Management Ventures, Geekdom Fund, Healthy N/A Ventures, Windham Venture Partners, Bertelsmann Investments	United States	29.3%
2	Lokavant	\$21M	<b>Series A</b> 2022-12-07	N/A Edison Partners, Roivant Sciences	United States	17.6%
3	Massive Bio	\$17M	Series B 2022-12-17	N/A Kenan Turnacioglu, Revo Capital, DEG	United States	13.8%
4	Validic	\$12M	<b>Series B</b> 2022-11-14	\$81M Kaiser Permanente Ventures, Greycroft, SJF Ventures, Arkin Bioventures, Gore Range Capital	United States	10.0%
5	ObjectiveHealth	\$7M	Series C 2022-11-21	N/A Frist Cressey Ventures, Panoramic Ventures	United States	5.9%
6	DeepLife	\$6M	<b>Seed</b> 2022-10-18	N/A Entrepreneur First, Alain Decombe, Bpifrance, Didier Valet, Filippo Monteleone	France	4.9%
6	YonaLink	\$6M	Seed VC 2022-11-08	N/A Debiopharm Investment, European Union, eHealth Ventures	United States	5.0%
8	Acclinate	\$5M	<b>Undisclosed</b> 2022-10-19	N/A N/A	United States	4.1%
8	Curavit	\$5M	<b>Series A</b> 2022-10-13	N/A Osage Venture Partners, Narrow Guage Ventures, Royal Street Ventures, Clark Golestani, Matt Wallach	United States	4.2%
10	OutcomeMD	\$4M	Convertible Note 2022-12-06	N/A Future Ventures	United States	3.1%

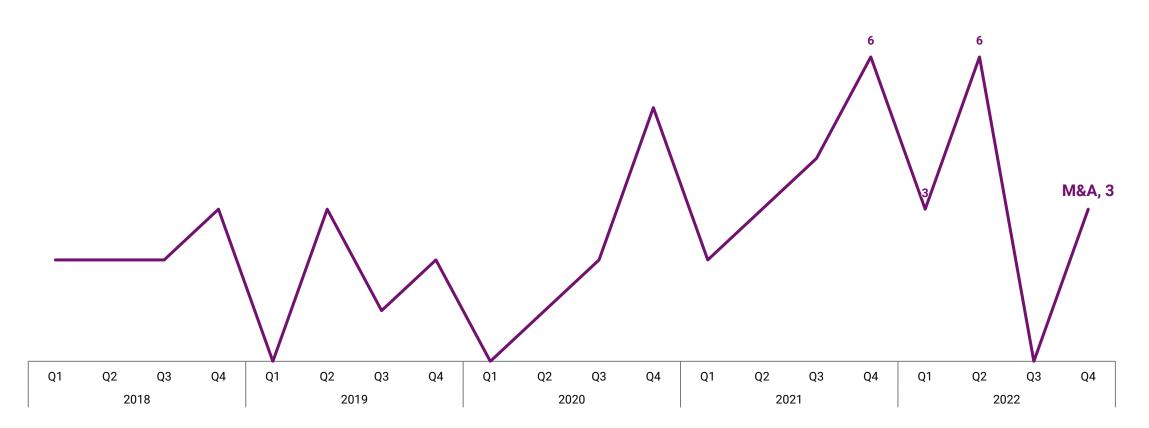
#### Sector sees no unicorn births in Q4'22



#### M&A deals decline YoY



#### M&A deals trend up in Q4'22

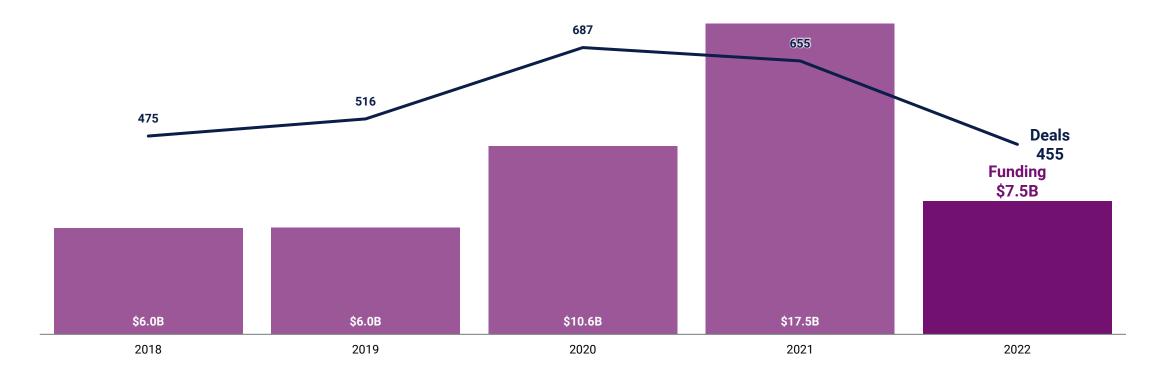


Collection Spotlights | 2022 Recap
 Telehealth

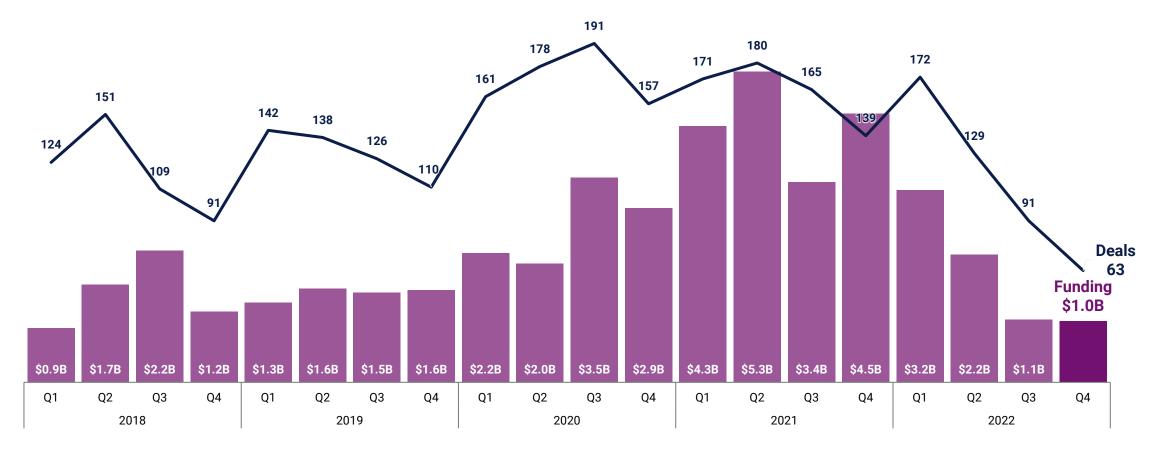




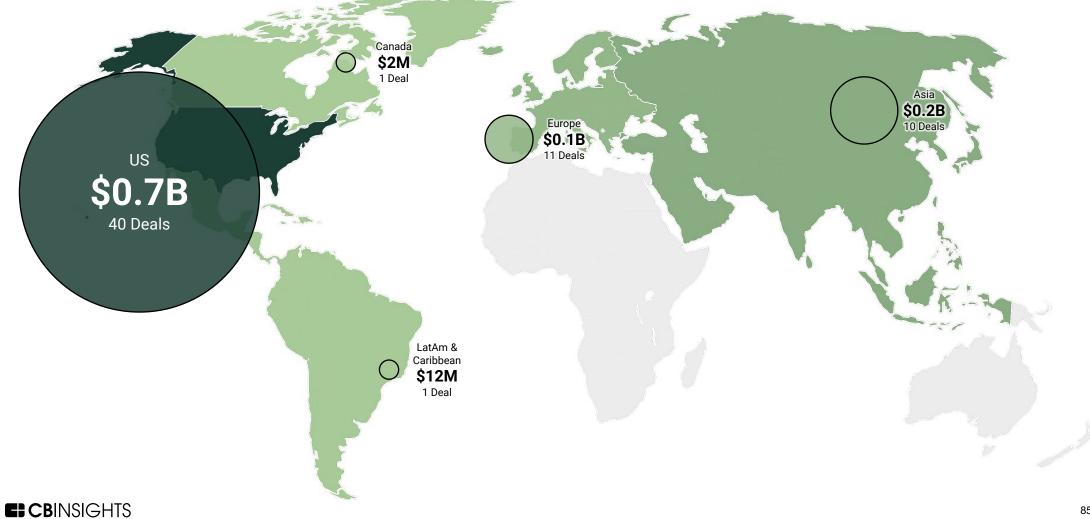
# Funding plummets by 57%, deals reach a 5-year low



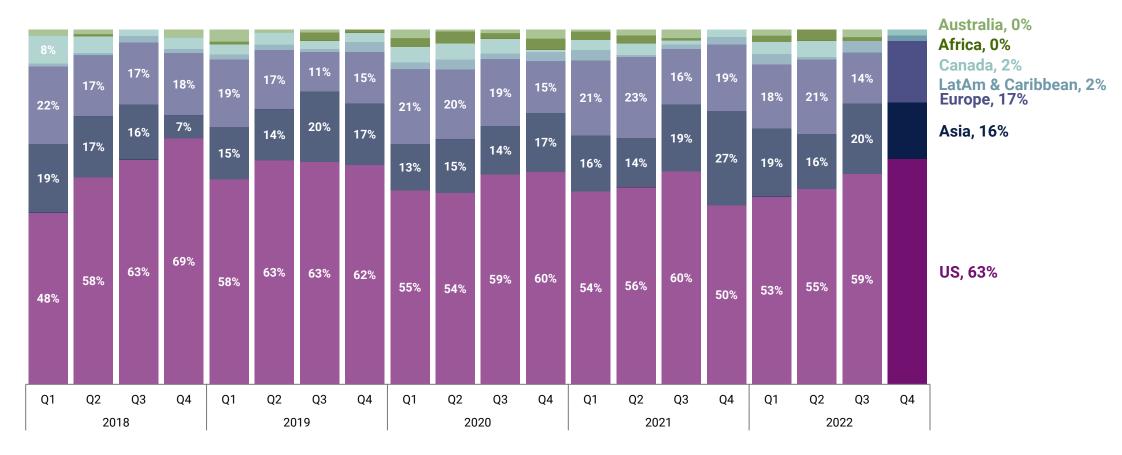
#### Deals drop for a third consecutive quarter



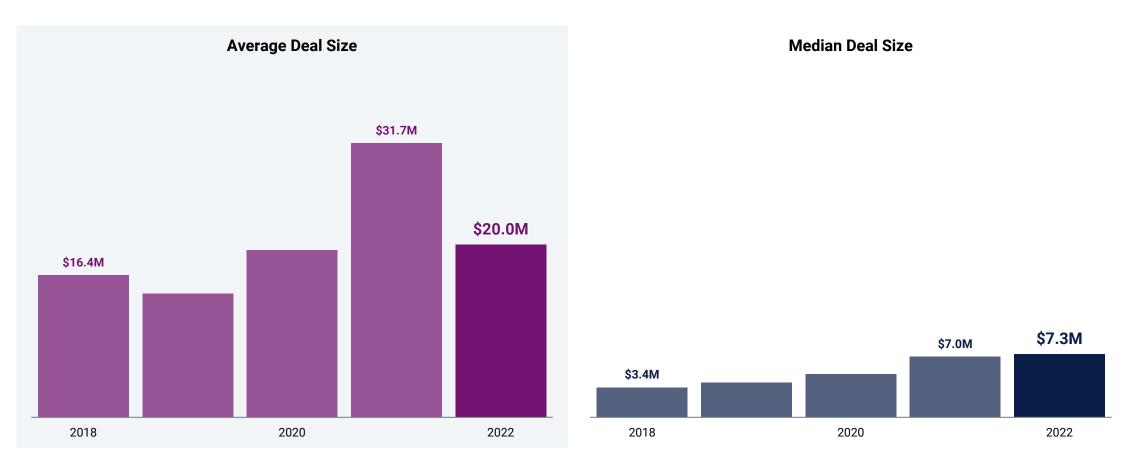
#### US-based companies represent over 60% of funding and deals in Q4'22



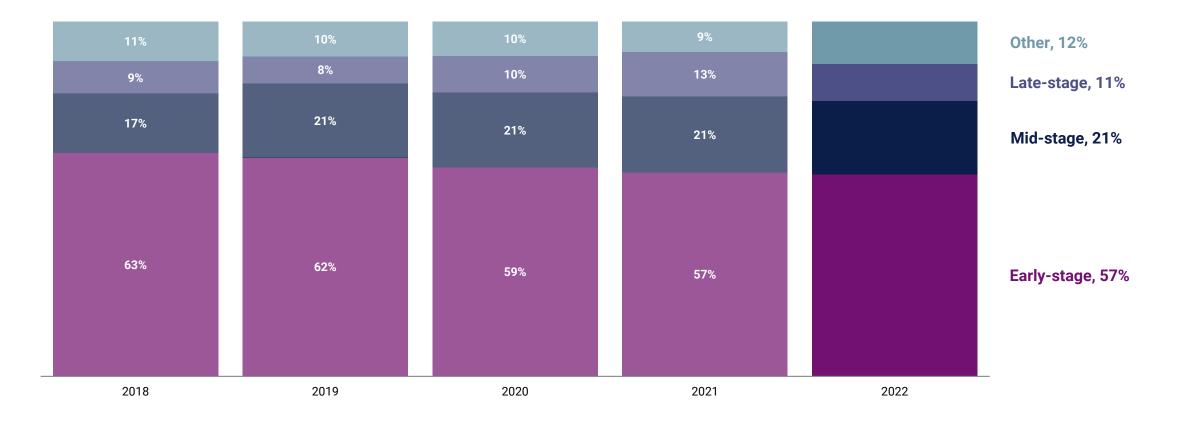
#### US deal share continues to trend up



# Average telehealth deal size drops, median deal size ticks up



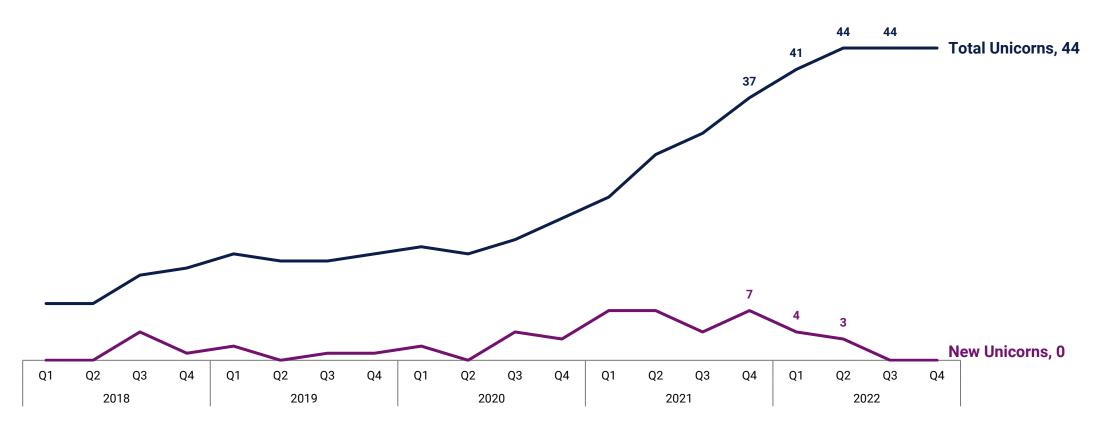
#### Early-stage deals continue to dominate in 2022



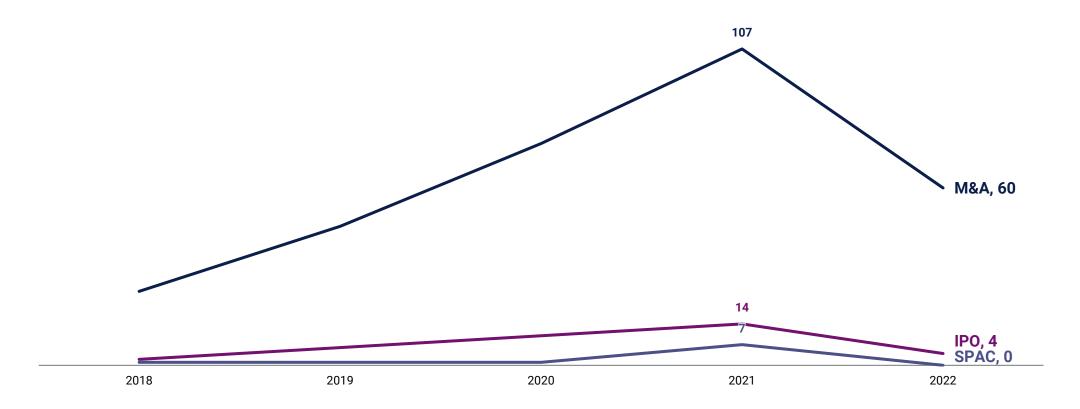
# **Telehealth: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	DispatchHealth	\$259M	<b>Series E</b> 2022-11-15	N/A Optum Ventures, Echo Health Ventures, Humana, Oak HC/FT Partners, Questa Capital	United States	25.1%
2	Maven	\$90M	<b>Series E</b> 2022-11-14	\$1.4B General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States	8.7%
3	Hazel	\$52M	<b>Series C</b> 2022-10-27	\$339M Bain Capital Ventures, Owl Ventures, Centene, Fiore Ventures	United States	5.0%
4	Ostro	\$45M	<b>Series B</b> 2022-11-30	N/A Bling Capital, Byers Capital, Caffeinated Capital, Founders Fund, Greycroft	United States	4.4%
4	Valera Health	\$45M	<b>Series B</b> 2022-10-07	\$177M Heritage Group, AXA Venture Partners, Alsora Capital, Aquiline Capital Partners, Figure Eight Investments	United States	4.4%
6	Brave Health	\$40M	<b>Series C</b> 2022-10-11	N/A Town Hall Ventures, Union Square Ventures, City Light Capital, Hopelab	United States	3.9%
7	Doctor Anywhere	\$39M	Series C 2022-12-21	N/A Novo Holdings	Singapore	3.8%
8	BeatO	\$33M	<b>Series B</b> 2022-11-16	N/A Lightrock, Blume Ventures, Leo Capital, Orios Venture Partners, W Health Ventures	India	3.2%
9	FOLX Health	\$30M	<b>Series B</b> 2022-10-12	N/A 7wire Ventures, Bessemer Venture Partners, Define Ventures, Polaris Partners, Foresite Capital	United States	2.9%
10	Speedoc	\$28M	<b>Series A</b> 2022-11-07	N/A Vertex Ventures SE Asia, Bertelsmann Investments, Shinhan Venture Investment, Mars Growth Capital	Singapore	2.7%

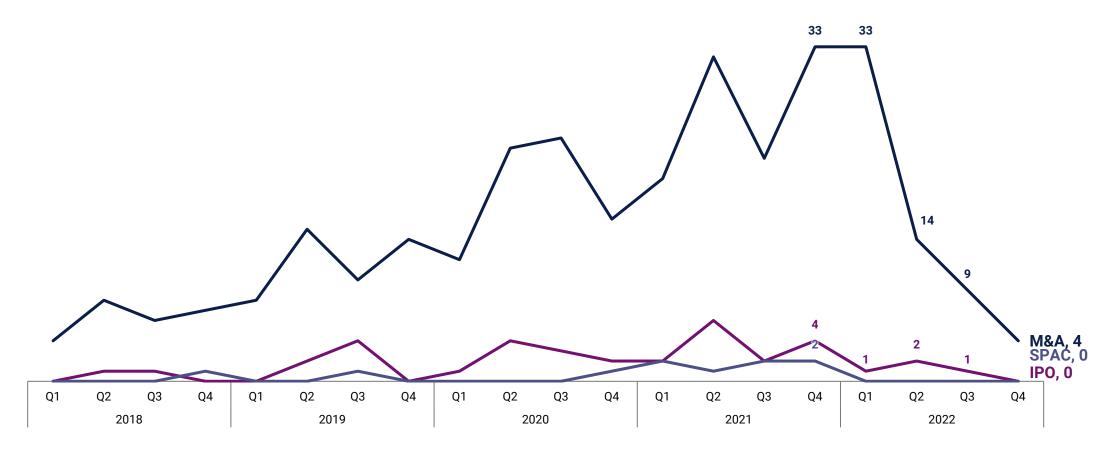
#### Sector sees no unicorn births in Q4'22



#### M&A exits drop 44%, no new SPACs in 2022



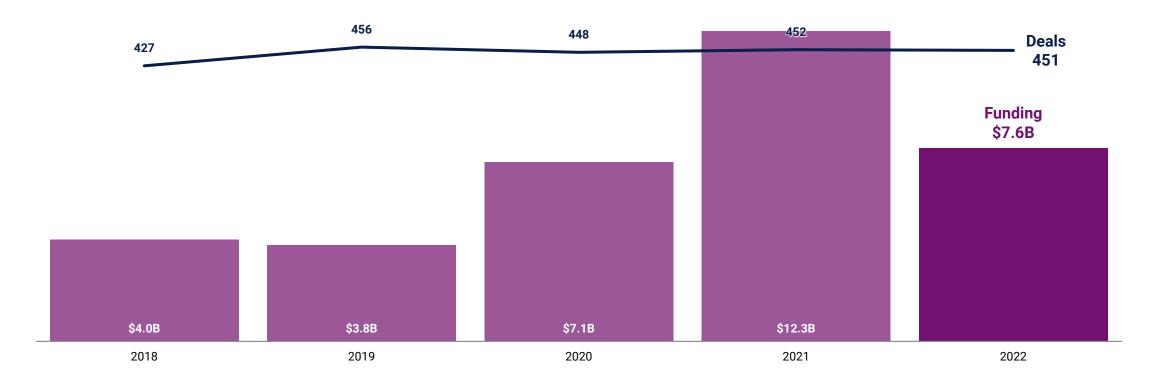
#### M&A exits drop to a new 5-year low in Q4'22



Collection Spotlights | 2022 Recap
 Health IT



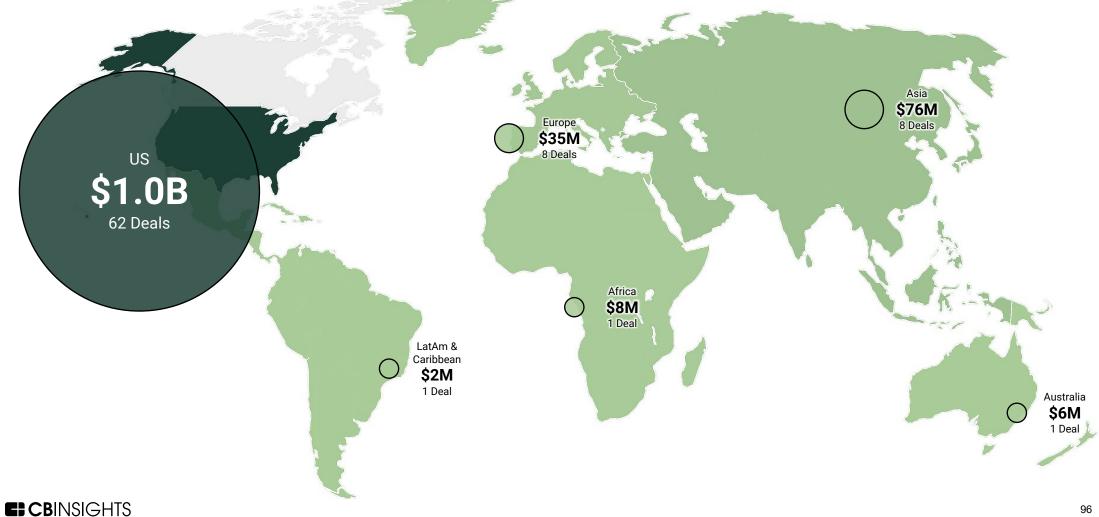
# Annual funding drops 38% YoY



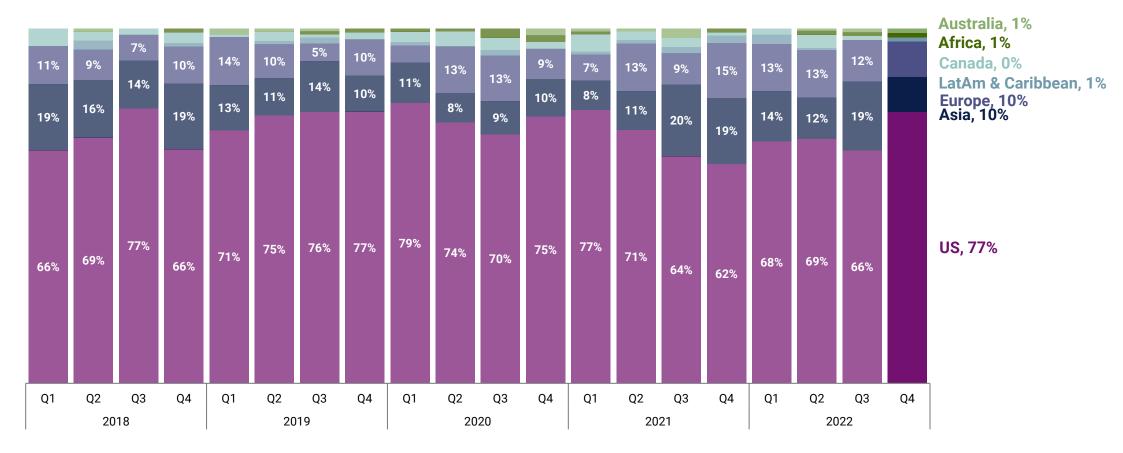
#### Q4'22 funding remains flat, deals reach a 5-year low



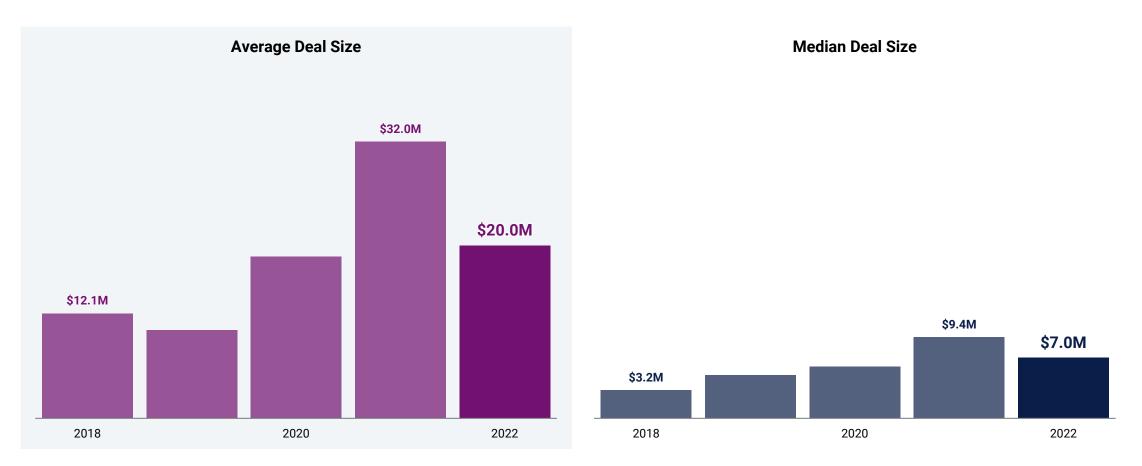
#### US-based companies have 89% of funding and 77% of deals in Q4'22



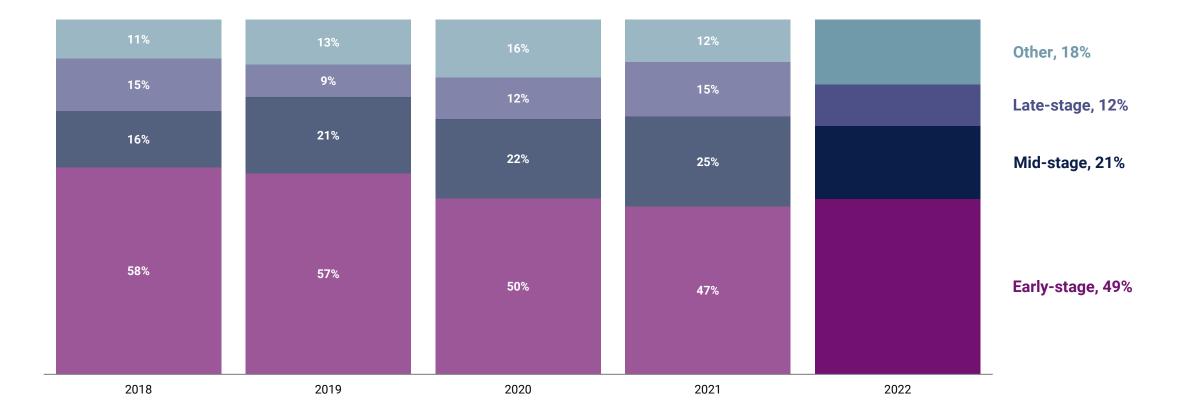
#### US deal share up 11 percentage points in Q4'22



#### Average deal size drops 38% in 2022



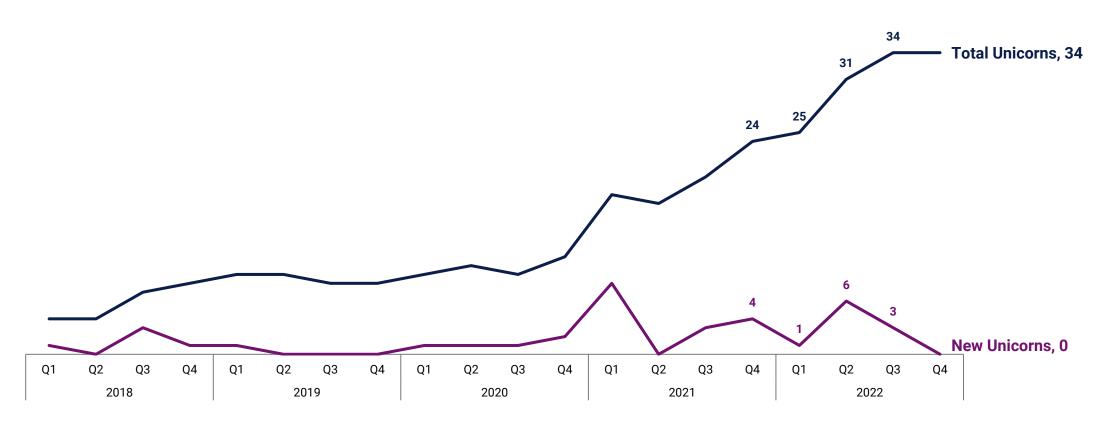
#### Early-stage deals tick up, mid- and late-stage deals drop in 2022



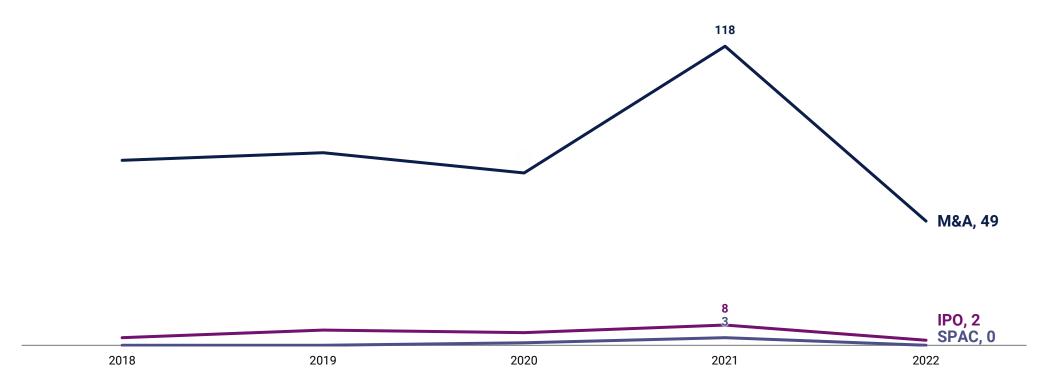
# Health IT: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	DispatchHealth	\$259M	<b>Series E</b> 2022-11-15	N/A Optum Ventures, Echo Health Ventures, Humana, Oak HC/FT Partners, Questa Capital	United States	23.0%
2	Komodo Health	\$200M	Undisclosed 2022-11-01	N/A Coatue Management, Dragoneer Investment Group	United States	17.7%
3	Maven	\$90M	<b>Series E</b> 2022-11-14	\$1.48 General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States	8.0%
4	Fathom	\$46M	<b>Series B</b> 2022-11-09	Alkeon Capital Management, Lightspeed Venture N/A Partners, Inflect Health, Tarsadia Investments, ApolloMD	United States	4.1%
5	Valera Health	\$45M	Series B 2022-10-07	\$177M Heritage Group, AXA Venture Partners, Alsora Capital, Aquiline Capital Partners, Figure Eight Investments	United States	4.0%
6	BeatO	\$33M	Series B 2022-11-16	N/A Lightrock, Blume Ventures, Leo Capital, Orios Venture Partners, W Health Ventures	India	2.9%
7	Electronic Caregiver	\$30M	<b>Series E</b> 2022-10-20	N/A N/A	United States	2.7%
8	care.ai	\$27M	<b>Seed</b> 2022-11-21	N/A Crescent Cove Capital Management	United States	2.4%
9	MedCrypt	\$25M	<b>Series B</b> 2022-11-01	N/A Intuitive Ventures, Johnson & Johnson Innovation, Eniac Ventures, Section 32, Anzu Partners	United States	2.2%
9	NeuroFlow	\$25M	<b>Series C</b> 2022-10-13	N/A SEMCAP	United States	2.2%

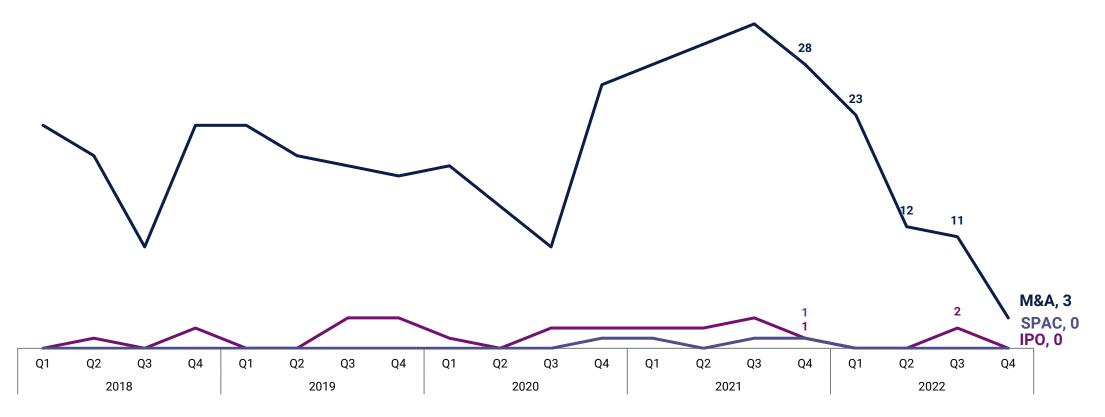
#### Sector sees no unicorn births in Q4'22



#### M&A exits more than halved in 2022



#### M&A exits plummet for fifth straight quarter







# Geographic Trends

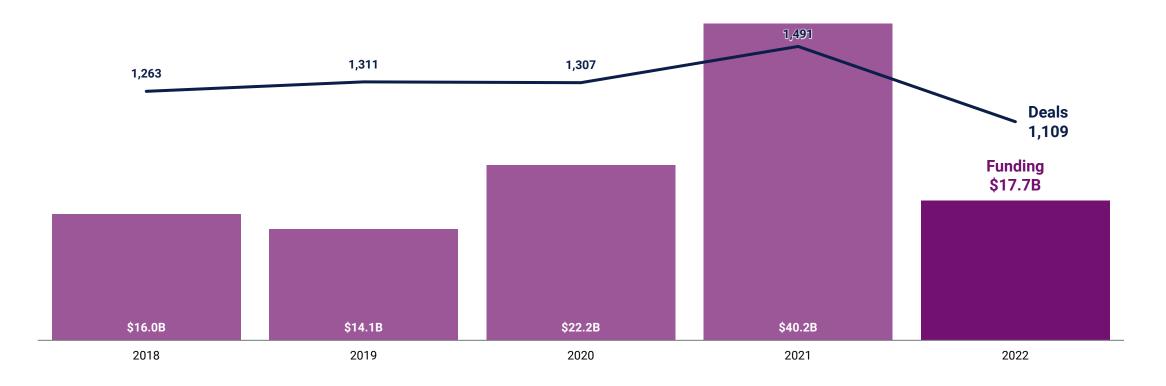
# Geographic Trends | 2022 Recap US Trends





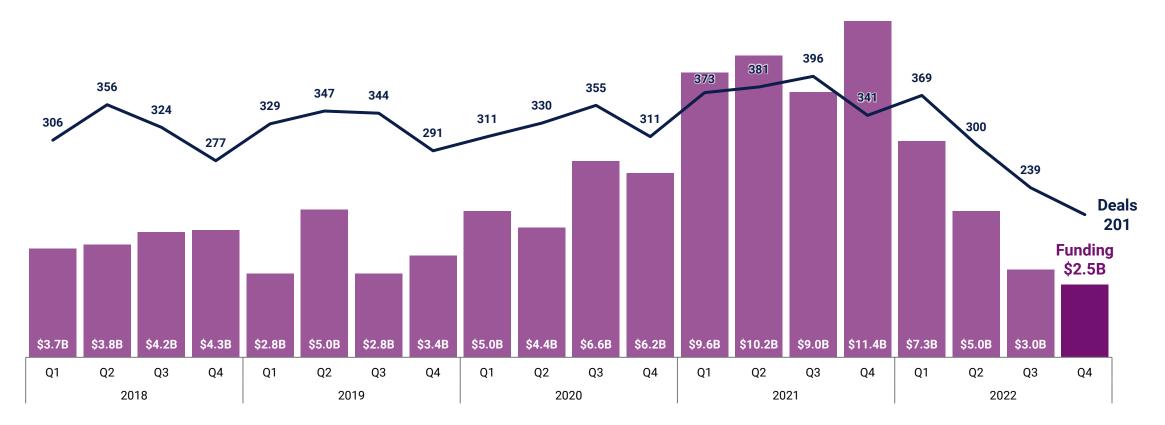
**State of Digital Health** | Geographic Trends | US Trends

#### US venture funding down 56%, lowest number of deals in 5 years



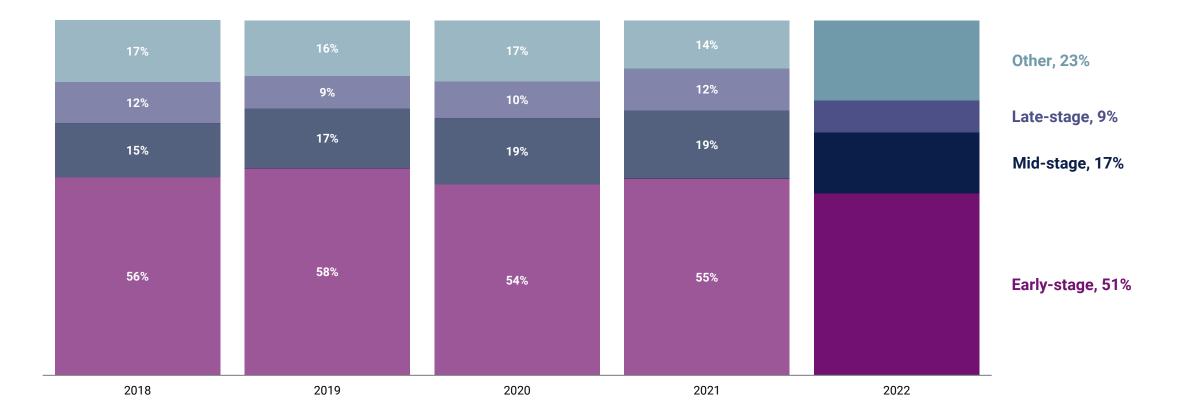
**State of Digital Health** | Geographic Trends | US Trends

#### Q4'22 funding and deals continue to decline



**State of Digital Health** | Geographic Trends | US Trends

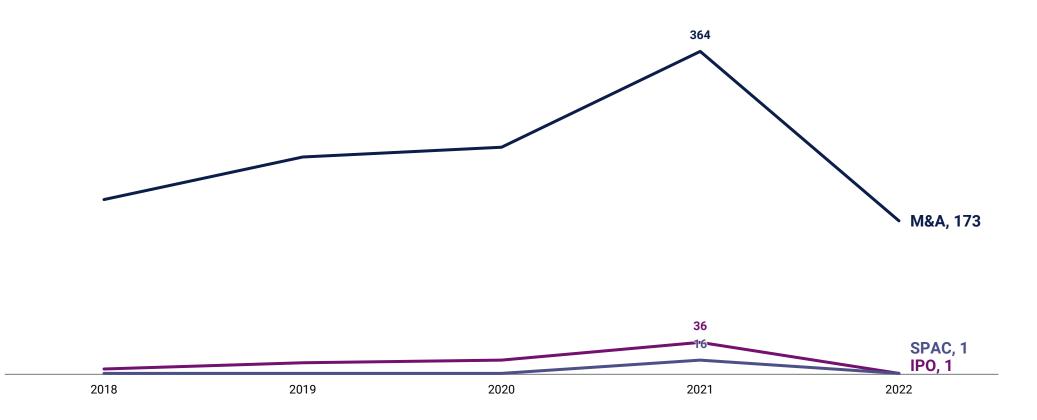
# All stages see deal share percentage drops in 2022



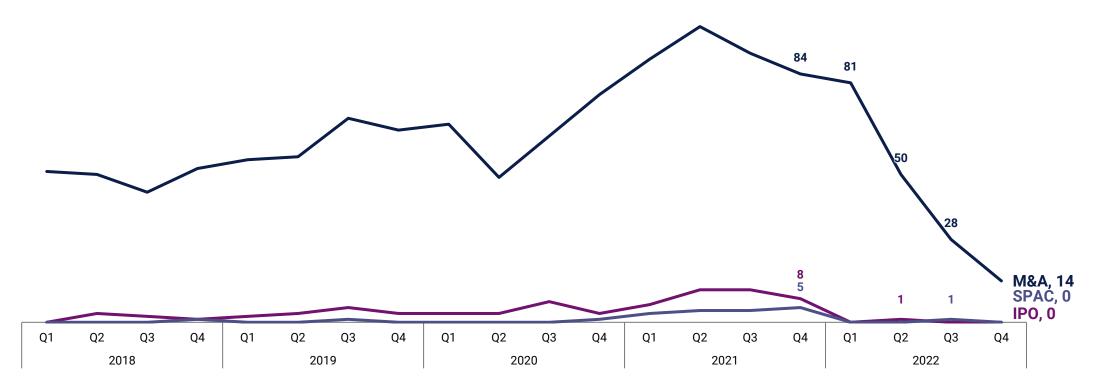
#### **US: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors		% of Total Funding
1	DispatchHealth	\$259M	<b>Series E</b> 2022-11-15	N/A Optum Ventures, Echo Health Ventures, Humana, Oak HC/FT Partners, Questa Capital	United States	10.5%
2	Komodo Health	\$200M	Undisclosed 2022-11-01	N/A Coatue Management, Dragoneer Investment Group	United States	8.1%
3	Neumora	\$112M	Series B 2022-10-11	\$1.4B ARCH Venture Partners, Amgen, Abu Dhabi Growth Fund, Altitude Life Science Ventures, EXOR Seeds	United States	4.6%
4	Maven	\$90M	<b>Series E</b> 2022-11-14	\$1.4B General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	United States	3.7%
5	RapidSOS	\$75M	<b>Series D</b> 2022-10-25	N/A NightDragon, Insight Partners, C5 Capital, Forte Ventures, Highland Capital Partners	United States	3.0%
6	Hexagon Bio	\$67M	<b>Series B</b> 2022-10-11	\$339M The Column Group	United States	2.7%
6	Viome		<b>Series C</b> 2022-10-11	N/A BOLD Capital Partners, Ezaki Glico, Khosla Ventures, Ocgrow Group, Physician Partners	United States	2.7%
8	HealthJoy	\$60M	<b>Series D</b> 2022-10-27	N/A Valspring Capital, Brandon Cruz, Clint Jones, Epic Ventures, Health Velocity Capital	United States	2.4%
9	Hazel	\$52M	Series C 2022-10-27	\$339M Bain Capital Ventures, Owl Ventures, Centene, Fiore Ventures	United States	2.1%
10	BillionToOne	\$49M	<b>Series C</b> 2022-12-15	N/A Norwest Venture Partners, Adams Street Partners, Baillie Gifford & Co., Fifty Years Fund, Hummingbird Ventures	United States	2.0%

#### **Exits nosedive in 2022**



#### Q4'22 M&A exits retreat for sixth straight quarter



### US: Top investors by company count in Q4'22

	Investor	Company Count	Investor Group	Country
1	Gaingels	6	Angel	United States
2	Revere Partners	5	VC	United States
3	Plug and Play Ventures	4	VC	United States
3	SOSV	4	VC	United States
5	Flare Capital Partners	3	VC	United States
5	Hopelab	3	VC	United States
5	Windham Venture Partners	3	vc	United States

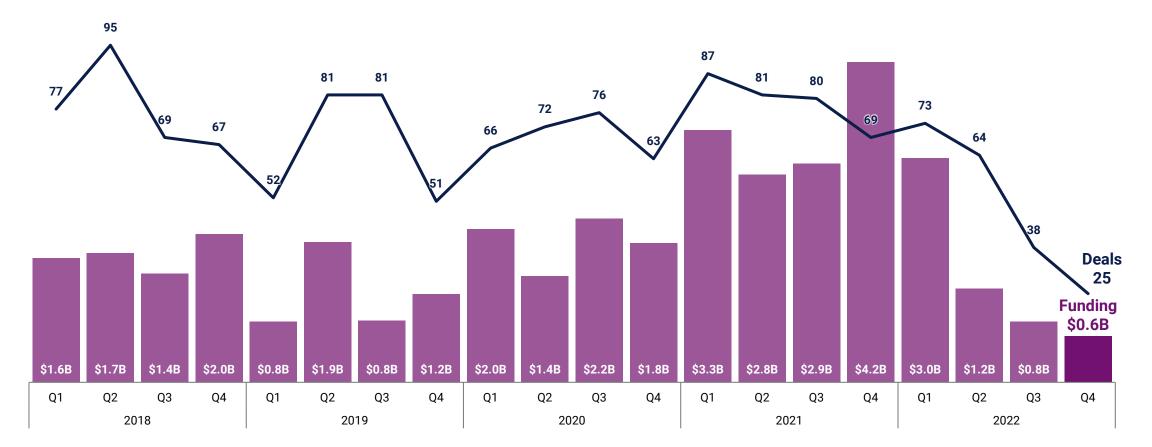
US | 2022 Recap

Silicon Valley



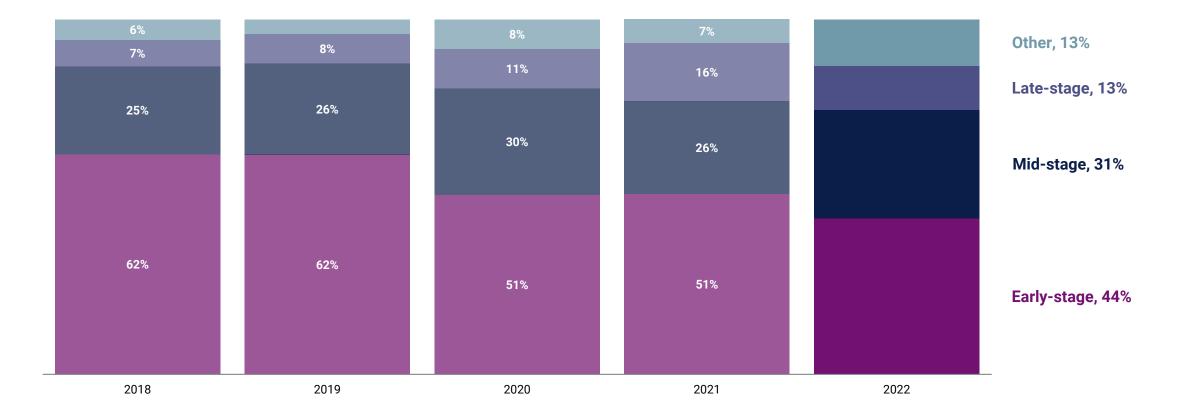
State of Digital Health | Geographic Trends | Silicon Valley

#### Q4'22 funding and deals reach new lows over 5-year period



State of Digital Health | Geographic Trends | Silicon Valley

#### Early- and late-stage deal shares decline, mid-stage deals grow



State of Digital Health | Geographic Trends | Silicon Valley

### Silicon Valley: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	% of Total Funding
1	Komodo Health	\$200M	Undisclosed 2022-11-01	N/A Coatue Management, Dragoneer Investment Group	32.8%
2	Hexagon Bio	\$67M	Series B 2022-10-11	\$339M The Column Group	11.0%
3	Hazel	\$52M	Series C 2022-10-27	\$339M Bain Capital Ventures, Owl Ventures, Centene, Fiore Ventures	8.4%
4	BillionToOne		Series C 2022-12-15	N/A Norwest Venture Partners, Adams Street Partners, Baillie Gifford & Co., Fifty Years Fund, Hummingbird Ventures	7.9%
5	Fathom		Series B 2022-11-09	N/A Alkeon Capital Management, Lightspeed Venture Partners, Inflect Health, Tarsadia Investments, ApolloMD	7.5%

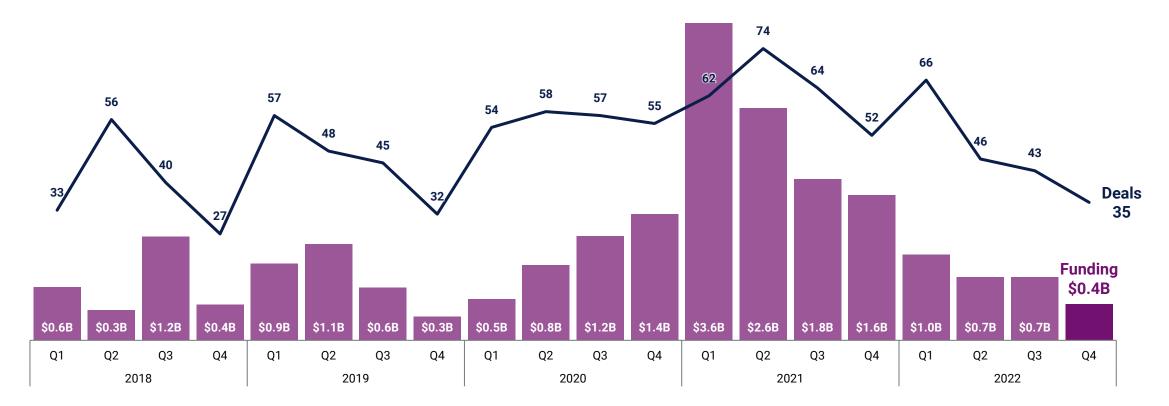
US | 2022 Recap
 New York





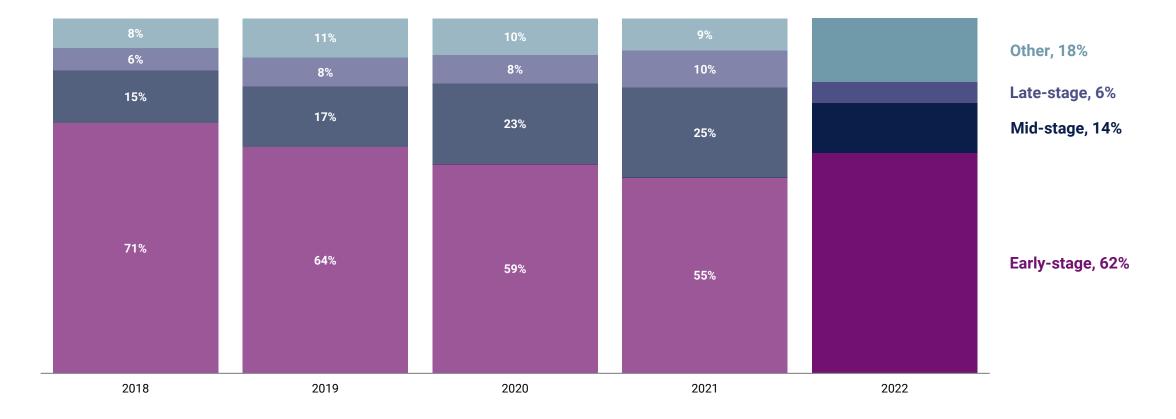
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#### Q4'22 funding and deals lowest since Q4'19



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#### Early-stage deals share trend up, mid- and late-stage deals retreat

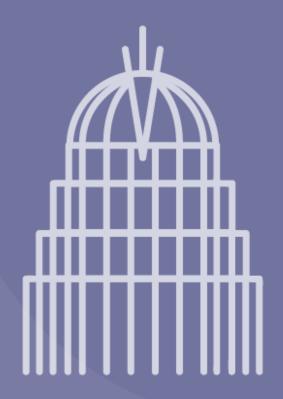


### New York: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	
1	Maven	\$90M	Series E 2022-11-14	\$1.48 General Catalyst, Sequoia Capital, Dragoneer Investment Group, Icon Ventures, Lux Capital	21.9%
2	RapidSOS	\$75M	Series D 2022-10-25	N/A NightDragon, Insight Partners, C5 Capital, Forte Ventures, Highland Capital Partners	18.2%
3	Valera Health	\$45M	Series B 2022-10-07	\$177M Heritage Group, AXA Venture Partners, Alsora Capital, Aquiline Capital Partners, Figure Eight Investments	10.9%
4	Navina	\$22M	Series B 2022-10-27	N/A Alive VC, Grove Ventures, Vertex Ventures Israel, Schusterman Family Investments	5.4%
5	Lokavant	\$21M	Series A 2022-12-07	N/A Edison Partners, Roivant Sciences	5.1%

US | 2022 Recap

Boston



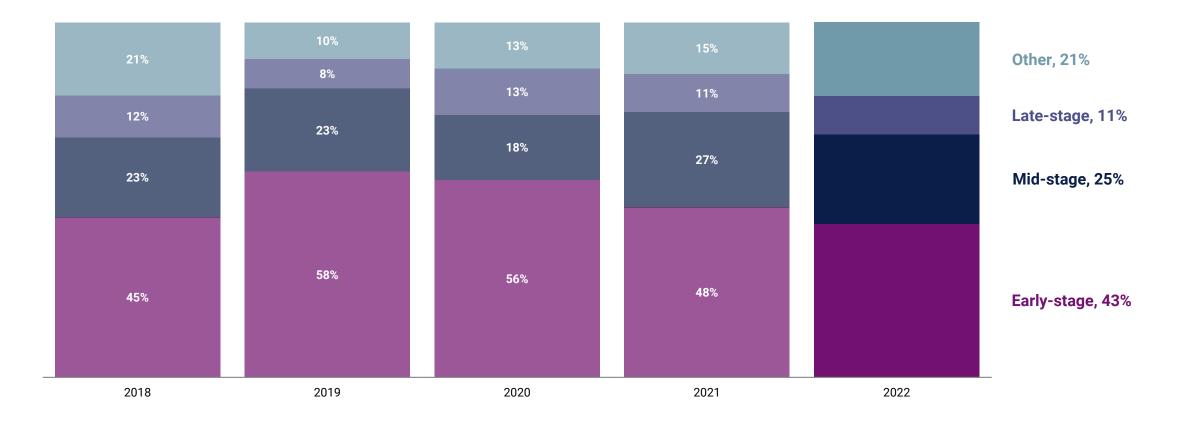
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#### Q4'22 deals remain flat QoQ



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#### Early- and mid-stage deal shares dip in 2022



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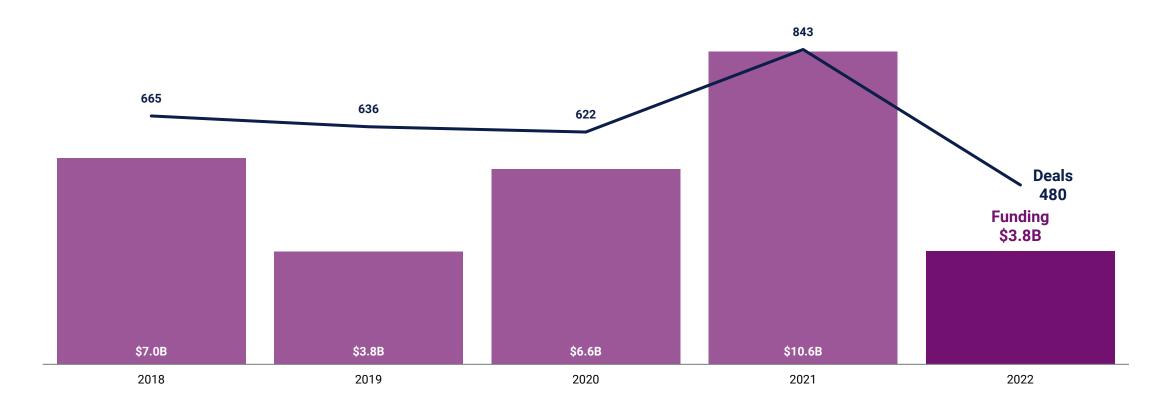
#### **Boston: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	% of Total Funding
1	Neumora	\$112M	<b>Series B</b> 2022-10-11	\$1.48 ARCH Venture Partners, Amgen, Abu Dhabi Growth Fund, Altitude Life Science Ventures, EXOR Seeds	36.8%
2	Elemental Machines	\$41M	Series B 2022-11-10	N/A Omega Venture Partners, Sageview Capital, Digitalis Ventures, Gutbrain Ventures	13.5%
3	FOLX Health	\$30M	Series B 2022-10-12	N/A 7wire Ventures, Bessemer Venture Partners, Define Ventures, Polaris Partners, Foresite Capital	9.9%
4	InStride Health	\$26M	<b>Series A</b> 2022-10-03	N/A .406 Ventures, Hopelab, Mass General Brigham Ventures, Valtruis	8.6%
5	Sonde Health		Series B 2022-12-08	N/A Partners Investment, KT Corporation, PureTech, M Ventures, NEOM	6.3%

## Geographic Trends | 2022 Recap Asia Trends



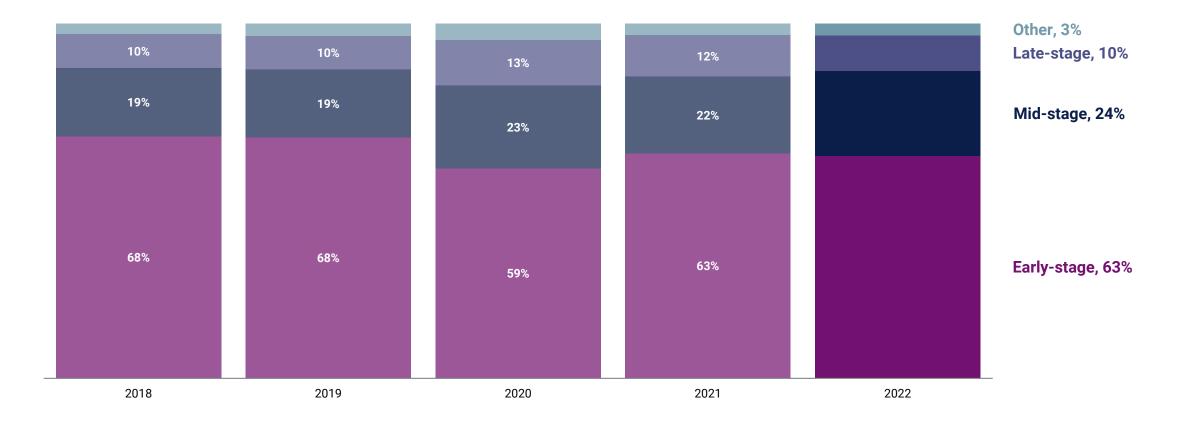
#### Funding and deals plummet in 2022



#### Q4'22 sees 5-year low in funding and deals



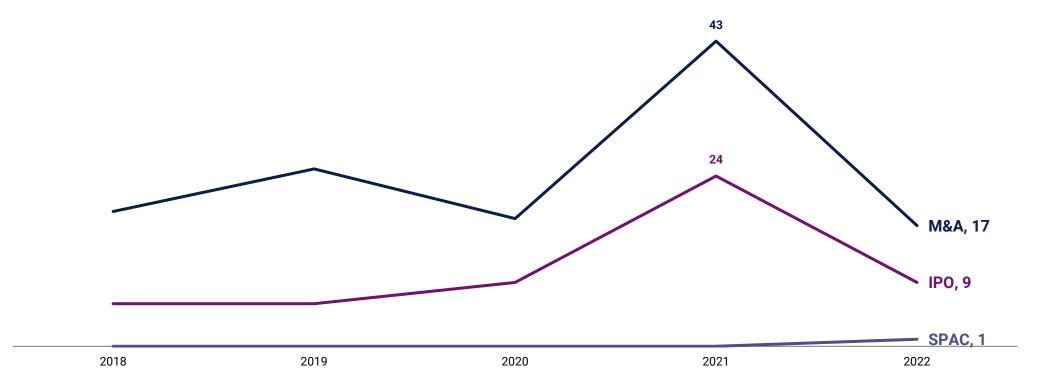
#### Early-stage deal share remains flat, mid-stage deals trend up



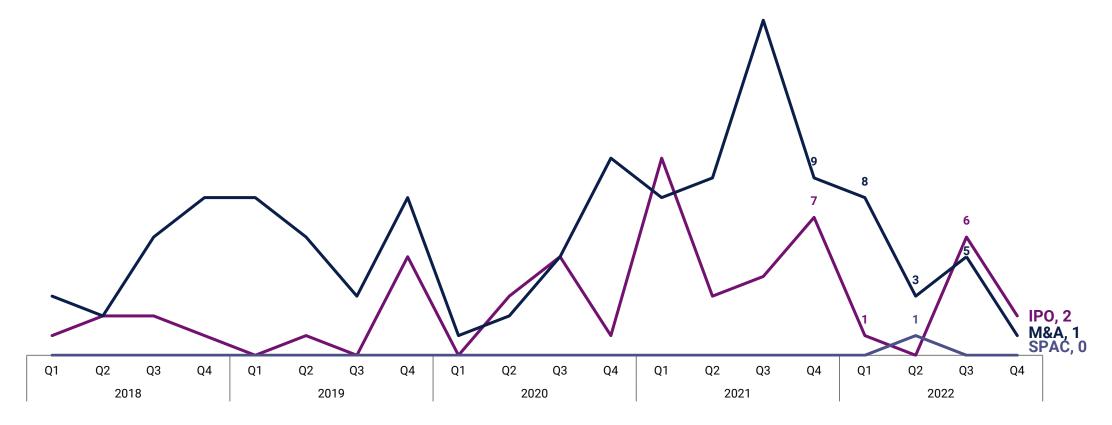
#### Asia: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	SiBionics	\$72M	Series D 2022-11-22	Kaiheng Private Fund, Shanghai Biomedical Industry Equity N/A Investment Fund Management, China New Town Development, Industrial Securities Capital, Next Capital	China	16.0%
2	Doctor Anywhere	\$39M	Series C 2022-12-21	N/A Novo Holdings	Singapore	8.7%
3	BeatO	\$33M	Series B 2022-11-16	N/A Lightrock, Blume Ventures, Leo Capital, Orios Venture Partners, W Health Ventures	India	7.4%
4	ClinBrain	\$28M	Series C 2022-10-25	N/A Legend Capital, Shanghai Guohe Capital	China	6.3%
4	Speedoc	\$28M	<b>Series A</b> 2022-11-07	N/A Vertex Ventures SE Asia, Bertelsmann Investments, Shinhan Venture Investment, Mars Growth Capital	Singapore	6.3%
6	Ubie	\$19M	Series C 2022-10-06	N/A Hataraku Fund, Rakuten Capital, Sogo Medical Co. Ltd., Asia Africa Investment Consulting	Japan	4.2%
7	Accurate International	\$14M	Series A 2022-10-27	Fortune Capital, Funway Capital, GDD Industry Fund N/A Investment Group, Guangzhou Jinkong Fund, Zhonghe Anke Biomedical Industry Fund	China	3.1%
7	Chemical.AI	\$14M	Series B 2022-11-07	N/A Changjiang Securities Innovation Investment, Peakvest	China	3.1%
7	PVmed	\$14M	Series A 2022-12-23	N/A COCOCAPITAL, Cherami, JHF Investment, Philips, Strategy Capital	China	3.1%
7	Purui Chunzheng	\$14M	Series B 2022-10-18	N/A Legend Capital, Bayland Capital	China	3.1%
7	WonderLab	\$14M	Series B 2022-12-05	N/A 5Y Capital, BioTrack Capital, Long Hill Capital, China Innovative Capital	China	3.2%

#### M&A and IPO exits fall, first SPAC in 5 years



#### Q4'22 sees 3 exits, the lowest quarterly number since Q1'20



#### Asia: Top investors by company count in Q4'22

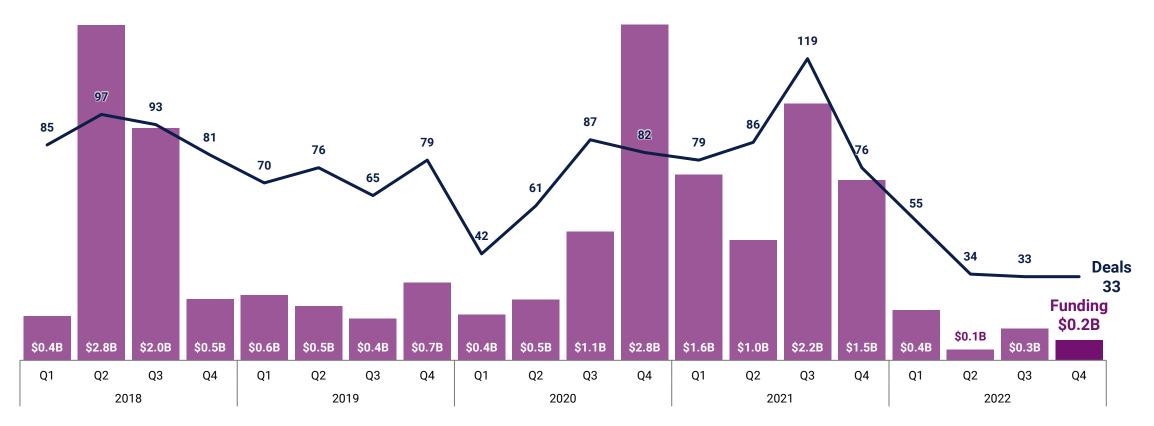
	Investor	Company Count	Investor Group	Country
1	Marathon Venture Partners	3	VC	China
2	Bayland Capital	2	Private equity	China
2	Blume Ventures	2	VC	India
2	Capstone Partners	2	VC	South Korea
2	Fortune Capital	2	VC	China
2	KB Investment	2	CVC	South Korea
2	Legend Capital	2	VC	China
2	Long Hill Capital	2	VC	China
2	Rebright Partners	2	VC	Japan
2	Tsinghua Holdings Capital	2	Private equity	China

Asia | 2022 Recap
China



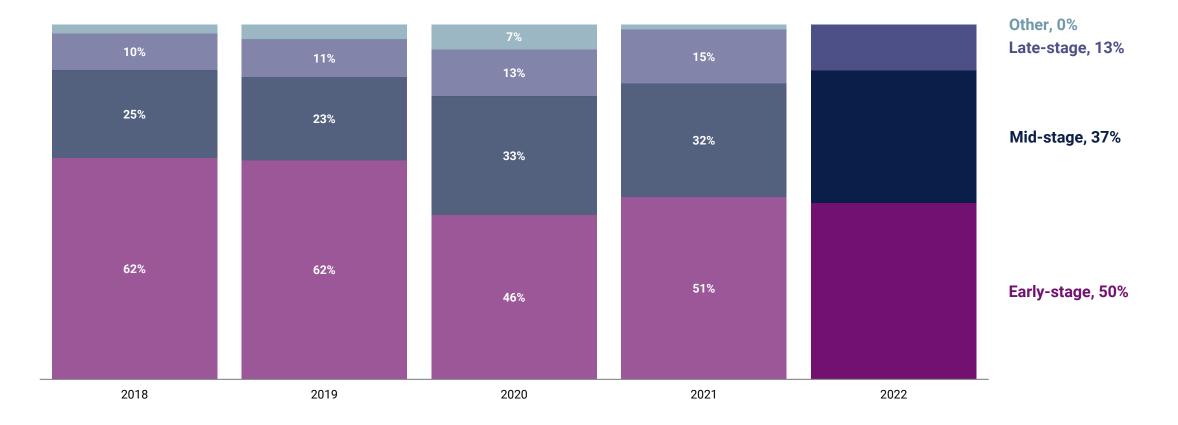
State of Digital Health | Geographic Trends | China

#### Q4'22 funding drops, deal count remains the same QoQ



State of Digital Health | Geographic Trends | China

#### Early- and late-stage deal shares decline, mid-stage deal share grows



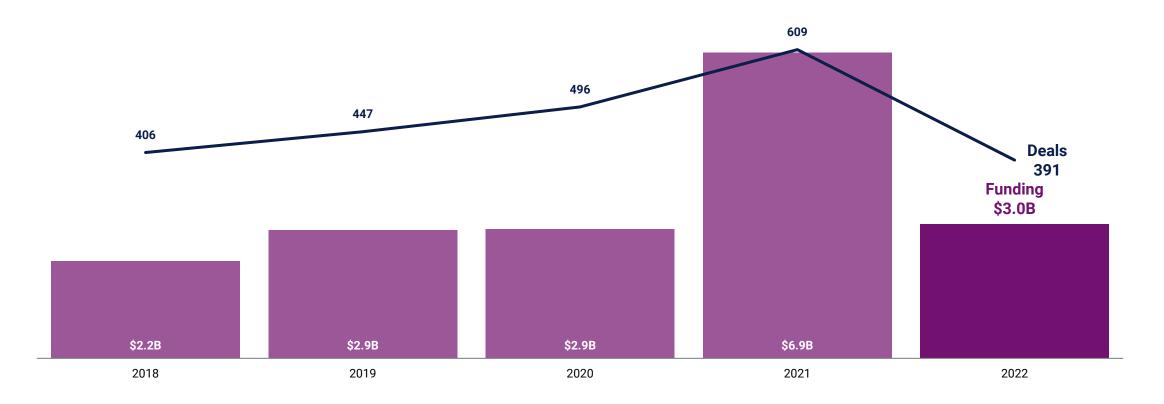
#### China: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	% of Total Funding
1	SiBionics	\$72M	Series D 2022-11-22	Kaiheng Private Fund, Shanghai Biomedical Industry Equity N/A Investment Fund Management, China New Town Development, Industrial Securities Capital, Next Capital	41.8%
2	ClinBrain	\$28M	Series C 2022-10-25	N/A Legend Capital, Shanghai Guohe Capital	16.5%
3	Accurate International	\$14M	<b>Series A</b> 2022-10-27	Fortune Capital, Funway Capital, GDD Industry Fund Investment N/A Group, Guangzhou Jinkong Fund, Zhonghe Anke Biomedical Industry Fund	8.1%
3	Chemical.AI	\$14M	Series B 2022-11-07	N/A Changjiang Securities Innovation Investment, Peakvest	8.1%
3	PVmed	\$14M	<b>Series A</b> 2022-12-23	N/A COCOCAPITAL, Cherami, JHF Investment, Philips, Strategy Capital	8.2%
3	Purui Chunzheng	\$14M	<b>Series B</b> 2022-10-18	N/A Legend Capital, Bayland Capital	8.1%
3	WonderLab	\$14M	Series B 2022-12-05	N/A 5Y Capital, BioTrack Capital, Long Hill Capital, China Innovative Capital	8.4%
8	Huiwei Intelligent	\$1M	<b>Series A</b> 2022-12-26	N/A Huzhou Yongkuan, Light Silver Capital, Yuanhe Xinshuo	0.8%

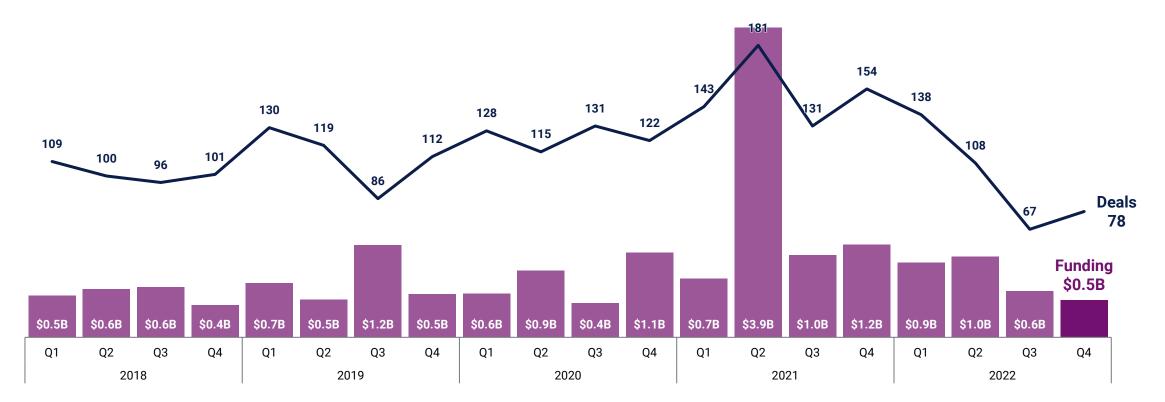
# Geographic Trends | 2022 Recap Europe Trends



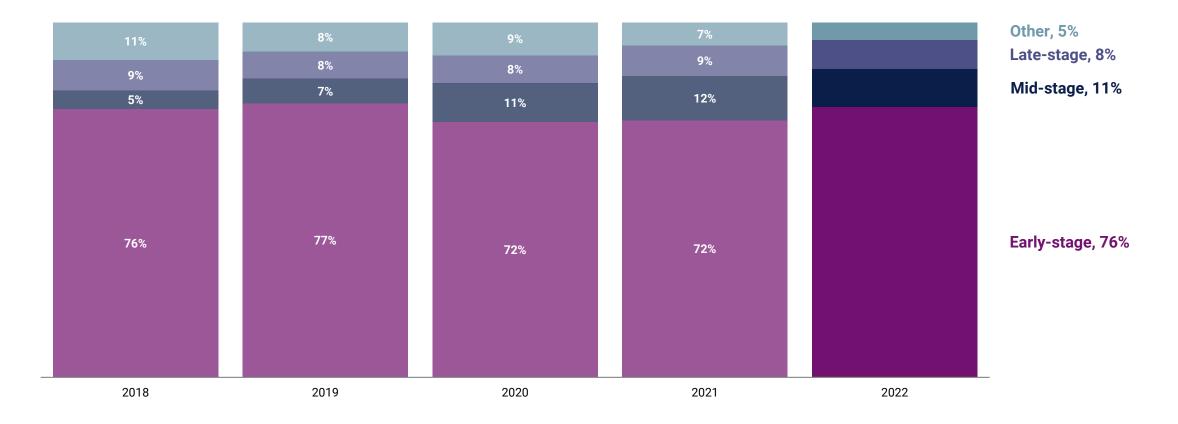
#### Funding and deals slump YoY



#### **Deal count uptick, funding dips in Q4'22**



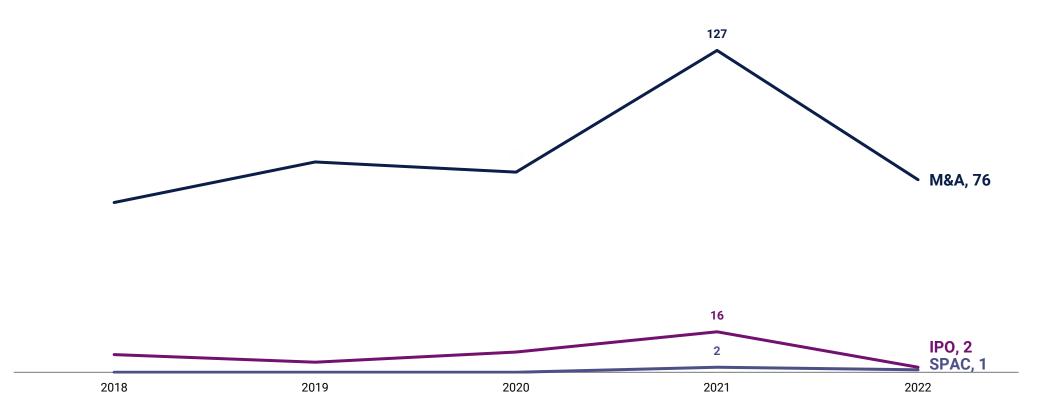
#### Early-stage deal share rises, mid- and late-stage deal shares decline



## **Europe: Top equity deals in Q4'22**

	Company	Round Amount	Round Date	Round Valuation Select Investors	Country	% of Total Funding
1	Osler	\$85M	Series C 2022-11-07	N/A Braavos Investment Advisers, Oxford Science Enterprises, Lansdowne Partners, M&G Investments	United Kingdom	18.0%
2	Zoe	\$30M	Series C 2022-12-01	\$303M Accomplice, Ahren Innovation Capital, Daphni, Balderton Capital, L Catterton	United Kingdom	6.3%
3	Patronus	\$27M	<b>Series A</b> 2022-10-05	N/A Adjacent, Singular, Cavalry Ventures, Unternehmertum Venture Capital, Burda Principal Investments	Germany	5.6%
4	Temedica	\$26M	<b>Series B</b> 2022-11-23	N/A MIG Capital	Germany	5.5%
5	Numares	\$21M	Series D 2022-12-20	N/A N/A	Germany	4.5%
6	Novigenix	\$20M	<b>Series B</b> 2022-11-15	N/A N/A	Switzerland	4.2%
6	Turbine	\$20M	<b>Series A</b> 2022-11-22	N/A MSD Global Health Innovation Fund, Mercia Asset Management, Accel, Delin Ventures, XTX Ventures	United Kingdom	4.3%
8	BestDoctor	\$17M	<b>Series B</b> 2022-10-06	N/A N/A	Russian Federation	3.5%
9	Healios	\$16M	<b>Series B</b> 2022-11-03	N/A AlbionVC, InHealth Ventures, Autism Impact Fund	United Kingdom	3.3%
10	Axial3D	\$15M	Series C 2022-11-02	N/A Stratasys	United Kingdom	3.2%

#### M&A exits and IPOs plummet YoY



#### Q4'22 records the lowest number of exits in 5 years



#### **Europe: Top investors by company count in Q4'22**

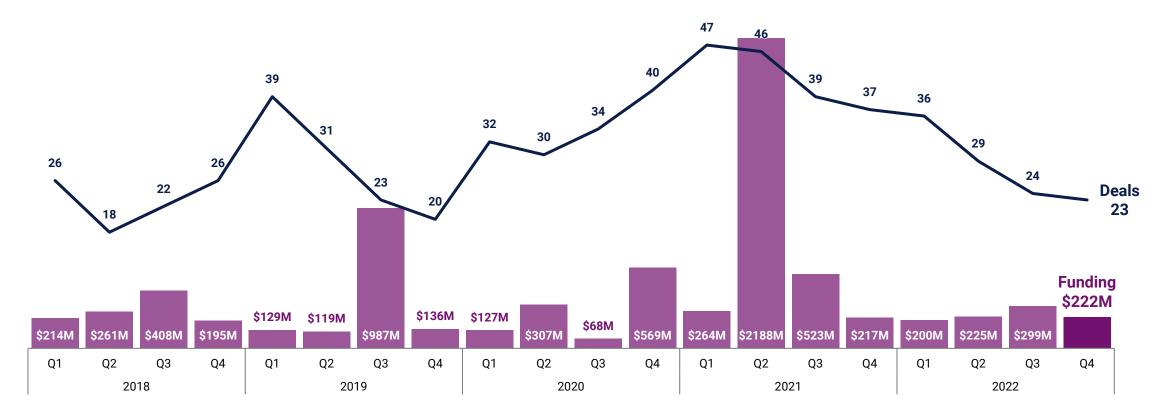
	Investor	Company Count	Investor Group	Country
1	Bertelsmann Investments	3	cvc	Germany
2	Calm/Storm Ventures	2	VC	Austria
2	Capricorn Partners	2	vc	Belgium
2	DvH Ventures	2	vc	Germany
2	Hummingbird Ventures	2	VC	Belgium
2	Lightrock	2	VC	United Kingdom
2	Mercia Asset Management	2	Asset/investment management	United Kingdom
2	Noshaq	2	Private equity	Belgium
2	Octopus Ventures	2	VC	United Kingdom
2	Oxford Science Enterprises	2	VC	United Kingdom
2	XTX Ventures	2	CVC	United Kingdom

# Europe | 2022 Recap United Kingdom



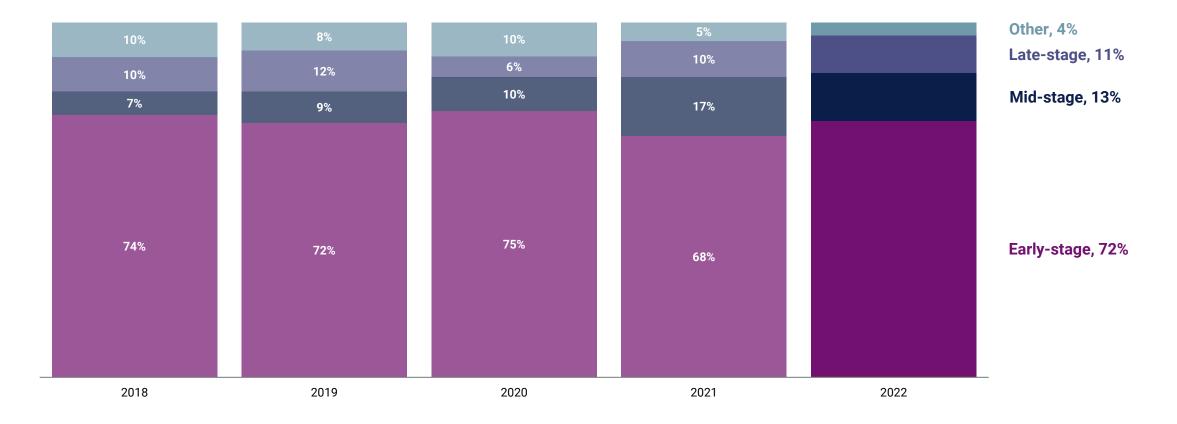
State of Digital Health | Geographic Trends | United Kingdom

#### Deals slide for seventh straight quarter, funding drops 26% QoQ



**State of Digital Health** | Geographic Trends | United Kingdom

#### Early-stage deal share up 4 percentage points, mid-stage drops



**State of Digital Health** | Geographic Trends | United Kingdom

### United Kingdom: Top equity deals in Q4'22

	Company	Round Amount	Round Date	Round Valuation Select Investors	
1	Osler	\$85M	Series C 2022-11-07	N/A Braavos Investment Advisers, Oxford Science Enterprises, Lansdowne Partners, M&G Investments	38.3%
2	Zoe	\$30M	Series C 2022-12-01	\$303M Accomplice, Ahren Innovation Capital, Daphni, Balderton Capital, L Catterton	13.5%
3	Turbine	\$20M	Series A 2022-11-22	N/A MSD Global Health Innovation Fund, Mercia Asset Management, Accel, Delin Ventures, XTX Ventures	9.2%
4	Healios	\$16M	Series B 2022-11-03	N/A AlbionVC, InHealth Ventures, Autism Impact Fund	7.1%
5	Axial3D	\$15M	Series C 2022-11-02	N/A Stratasys	6.8%

#### State of Digital Health

#### **Report Methodology**

You can download the underlying data found in this report here: <u>https://www.cbinsights.com/reports/CB-Insights\_Digital-Health-Report-2022.xlsx.</u>

If you have questions about the definitions or methodological principles used, or if you feel that your firm has been underrepresented, please reach out to <u>info@cbinsights.com</u>. What is included:

Equity financings into private companies only. Funding rounds raised by public companies of any kind on any exchange (including Pink Sheets) are excluded from our numbers, even if they received investment from a venture firm.

Only includes the investment made in the quarter for tranched investments. If a company does a second closing of its Series B round for \$5M and previously had closed \$2M in a prior quarter, only the \$5M is reflected.

Round numbers reflect what has closed, not what is intended. If a company indicates the closing of \$5M out of a desired raise of \$15M, our numbers reflect only the amount which has closed.

Only verifiable fundings are included. Fundings are verified via (1) various federal and state regulatory filings; (2) direct confirmation with firm or investor; (3) press release; or (4) credible media sources.

Equity fundings to joint ventures and spinoffs/spinouts are included.

Unicorn data includes private companies valued at \$1B or more in the private markets globally, per the same 4 sources listed above and relied on for funding events, which include valuations disclosed in credible media sources. The list is maintained publicly and updated in real time at

https://www.cbinsights.com/research-unicorn-companies.

Geography notes: Israel funding figures are classified in Asia; Caribbean region figures included in Latin America, or "LatAm"; funding to Australia and Africa is included in global figures but not spotlighted in this report.

Rounds to private companies that may be majority- or minorityowned subsidiaries of other private companies.

Valuation data includes estimates to calibrate median and average valuations based on current and previous quarter disclosed valuations gathered from the aforementioned four sources. The estimating method will control for the oversampling of large rounds that are reported quickly versus a comparative lag in valuations obtained from other sources. Valuation data reflects post-money valuations.

Exits include IPOs, SPACs, publicly announced M&A deals, and other liquidity events; only first exits are counted.

Headquarters are determined by publicly available sources including company-owned websites and profiles, legal filings, and press releases.

All figures in the report are in USD.

US financing trends follow the combined statistical area (CSA) methodology. Silicon Valley refers to the San Jose-San Francisco-Oakland CSA.

#### What is excluded:

No contingent funding. If a company receives a commitment for \$20M subject to hitting certain milestones but first gets \$8M, only the \$8M is included in our data.

No business development/R&D arrangements, whether transferable into equity now, later, or never. If a company signs a \$300M R&D partnership with a larger corporation, this is not equity financing nor is it from venture capital firms. As a result, it is not included.

No buyouts, consolidations, or recapitalizations. All three of these transaction types are commonly employed by private

equity firms and are tracked by CB Insights. However, they are excluded for the purposes of this report.

No private placements. These investments, also known as PIPEs (Private Investment in Public Equities), are not included even if made by a venture capital firm.

No debt/loans of any kind (except convertible notes). Venture debt or any kind of debt/loan issued to emerging, startup companies, even if included as an additional part of an equity financing, is not included. If a company receives \$3M with \$2M from venture investors and \$1M in debt, only the \$2M is included in these statistics.

No non-equity government funding. Grants or loans by the federal government, state agencies, or public-private partnerships to emerging, startup companies are not included.

No fundings to subsidiaries of a larger parent corporation unless that subsidiary is a private entity and meets other criteria for inclusion.

Accelerators, incubators, business-plan competitions, economicdevelopment entities are excluded from rankings of most active investors, even if making equity financings.

Rankings for top investors are calculated according to "company count," or the number of unique companies an investor funds in a quarter, and so excludes follow-on deals.

