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# INNOVATE UK 2014

## THE GLOBAL SPOTLIGHT ON UK INNOVATION

GREAT
BRITAIN & NORTHERN IRELAND

# THE START UP NATION MODEL HOW ISRAEL ACHIEVES A COMPETITIVE EDGE THROUGH PUBLIC-PRIVATE PARTNERSHIPS

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**Stephen Minger**

Chief Scientist,
GE Healthcare

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Senior Managing Director,
OrbiMed Israel

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"For real innovation, it's not Silicon Valley but Silicon Wadi"

"#2 startup ecosystem in the world"

Forbes

tech + army + high caliber hospitals/academia

+ tight networks + innovative, entrepreneurial spirit

Source: Forbes, **10/02/2013**

# Supportive ecosystem

Government support. 26 incubators. Angel investor benefits.
Repeat entrepreneurs. Returning corporate talent

# Israel is first in…

# 1st

1st GI video pill

GIVEN IMAGING

1st stent

Medinol®
Ingenuity for life

1st PET/CT

1st FDA-approved plant cell-based recombinant therapeutic protein manufactured in plant cells

PROTALIX Biotherapeutics

1st robotic spine surgery system

Mazor Robotics

1st cardiovascular electromagnetic navigation

Biosense Webster
a Johnson & Johnson company

1st lung navigation system

superDimension

1st disposable surgical endoscope with sub 1mm video camera

Medigus

OrbiMed
Healthcare Fund Management

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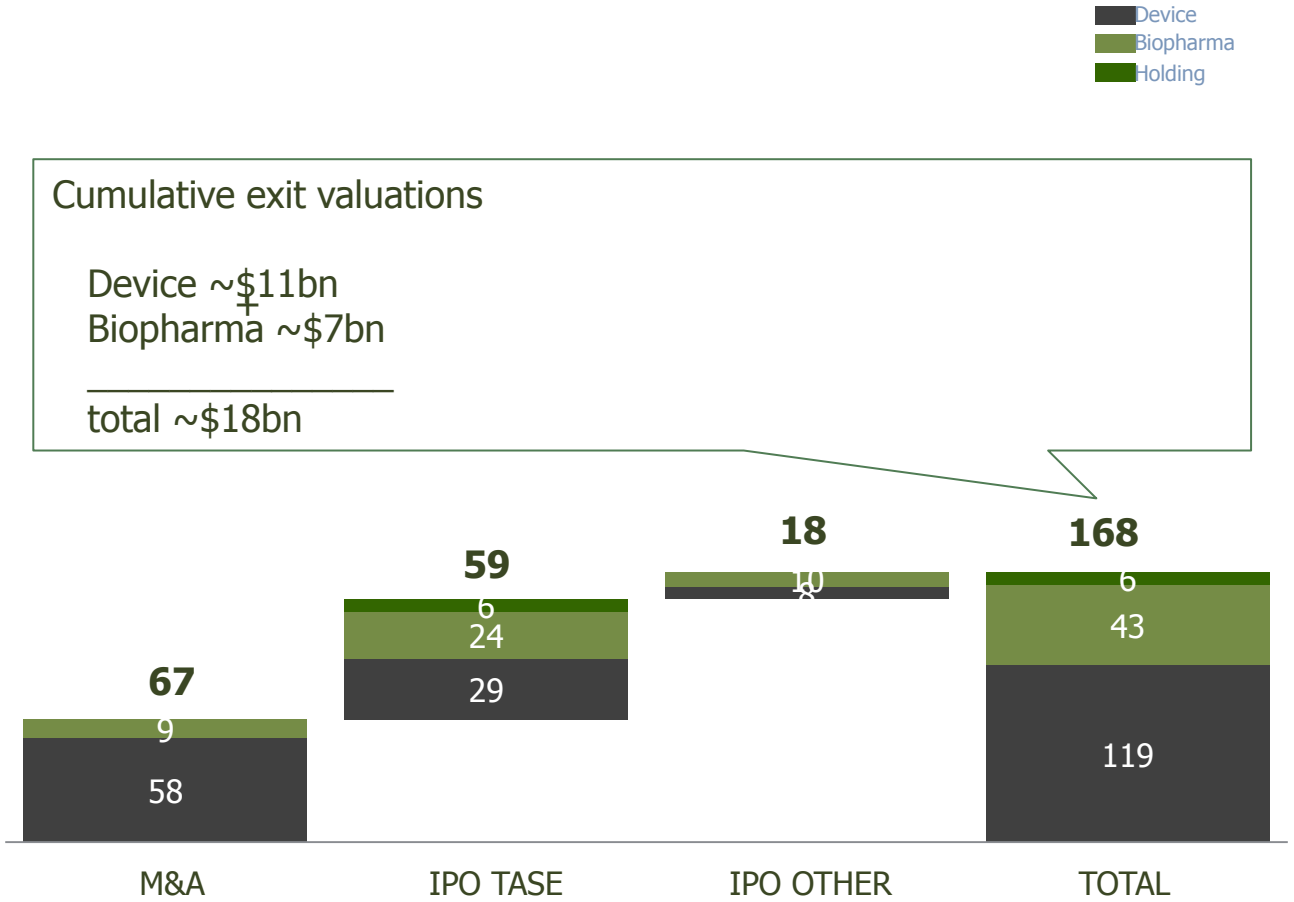
# ~$18bn in cumulative exits




Source: TASE, Nasdaq, NYSE, Amex, SMI, IVC, press

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$bn value, Israeli companies

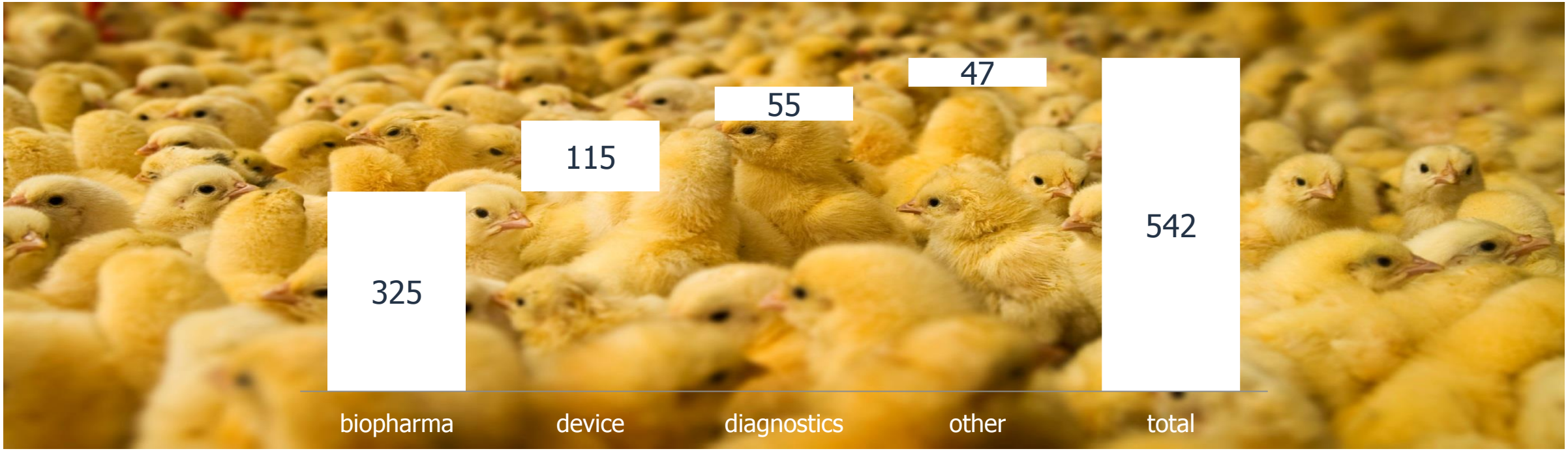
| | |
|---|---|
| lifescience | $53bn |
| other | $30bn |
| total | $83bn |

Lifescience = 64% of the value of Israeli Nasdaq names

Mental disorders
metabolic
Ophthalmology
Stroke
ENT
cardiology
pulmonology
Peripheral vascular disease
oncology
presence across multiple innovation areas

# More projects await

Number of projects at Technology Transfer Offices




Source: Technology Transfer Offices, OrbiMed analysis

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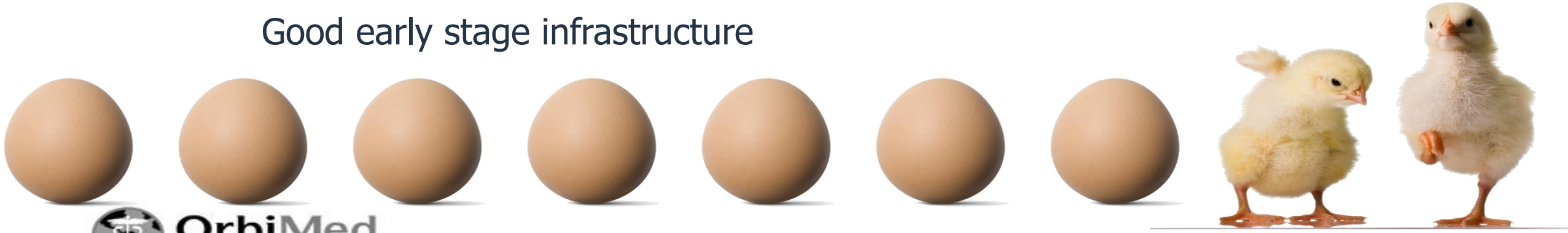
# Next wave of technology innovation

Unrelenting pace of innovation

Good early stage infrastructure



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# When investing in early stage

Look for 3 elements

1 **Shared** infrastructure

2 **Non dilutive** funding

3 **Strategic** input

# The incubator addresses the 3 issues

1 **Solid** infrastructure:
team, labs, services

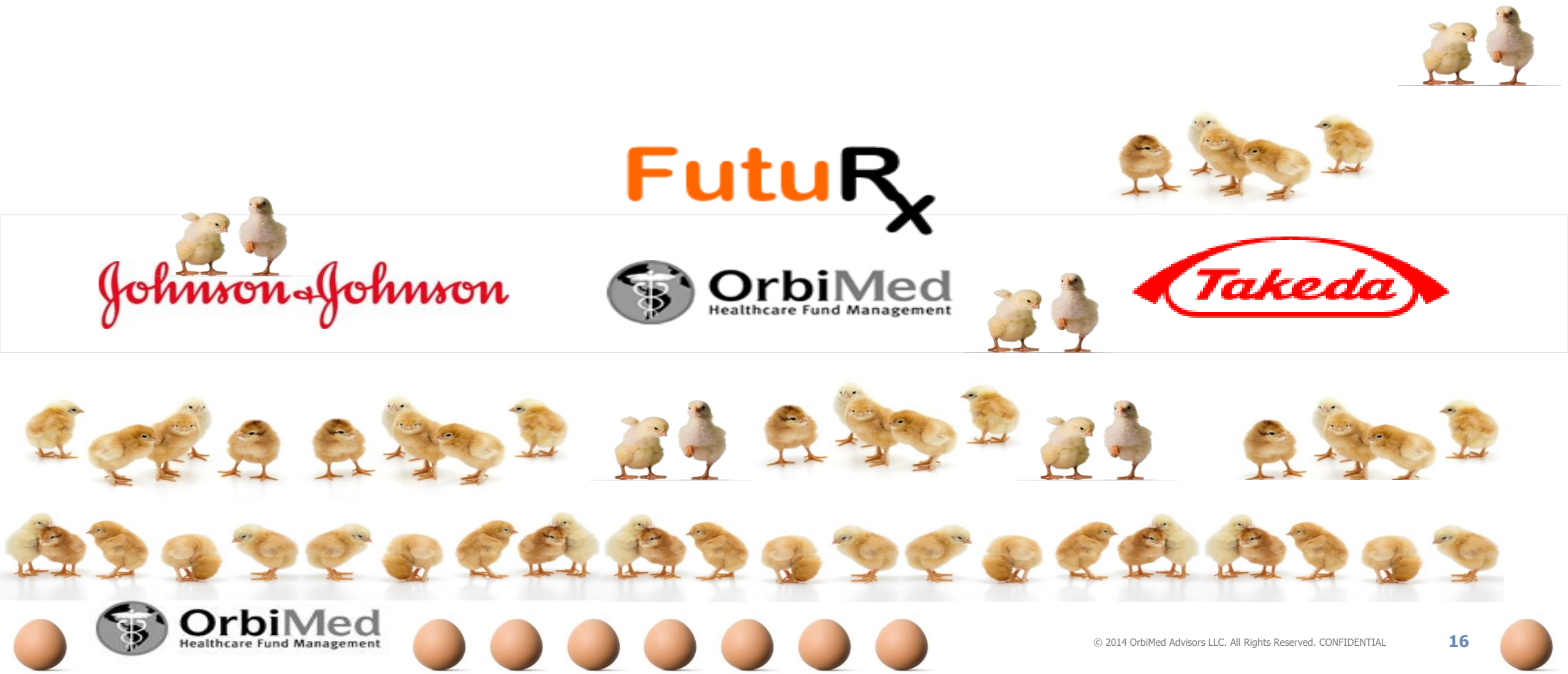
2 **~$50m** non dilutive funding* (Israeli government)

3 OrbiMed +
**2 large pharma**

* Depending on number of companies

# FutuRx

Syndicate creates access to funding, dealflow and R&D inputs

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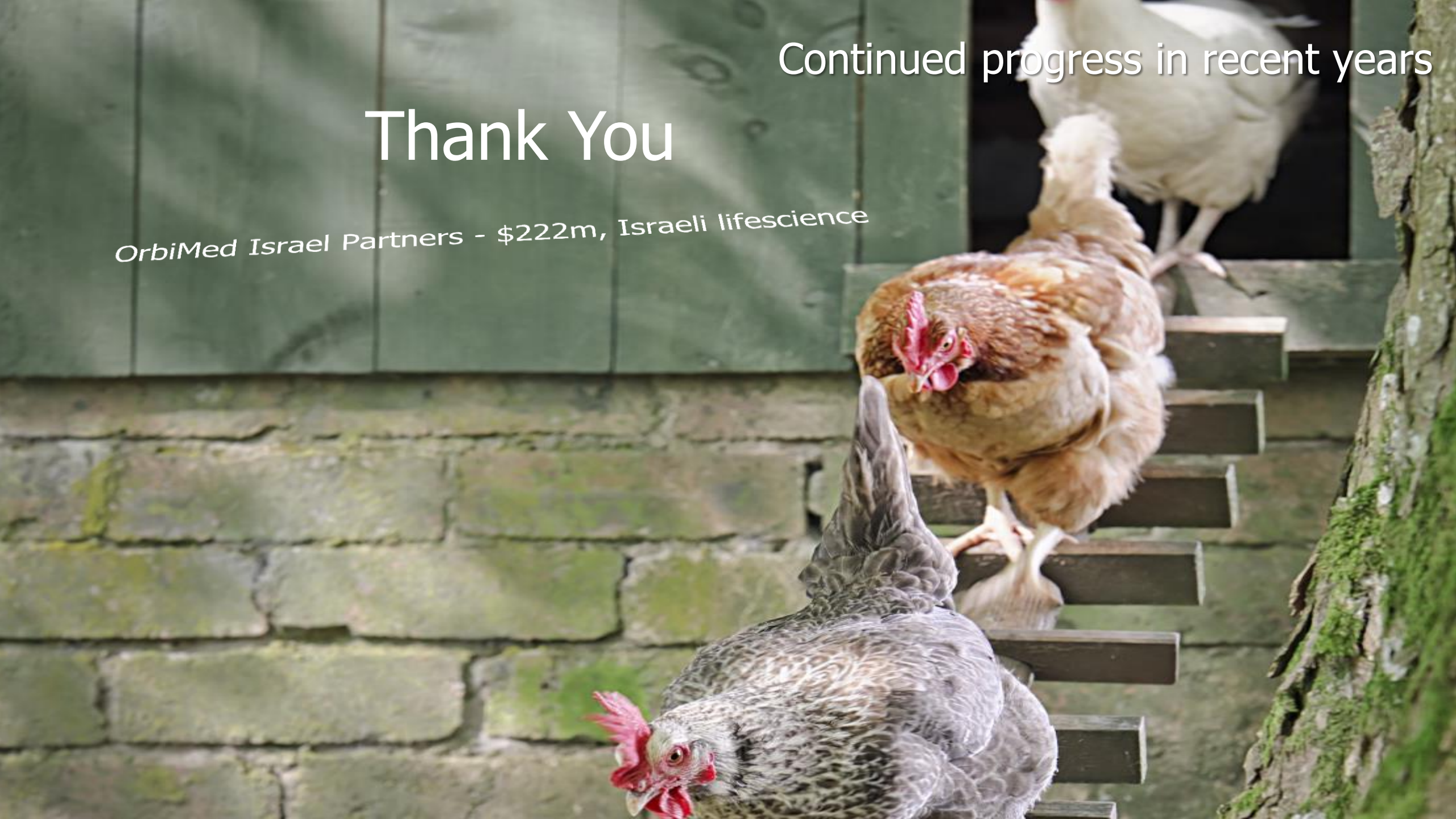
# Leverage

~$50m non dilutive funding
In kind contribution from pharma partners
Balanced governance structure


Continued progress in recent years
Thank You
OrbiMed Israel Partners - $222m, Israeli lifescience

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