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# Funding Analysis of Telehealth Companies

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## Key Takeaways

Since 2013, \$2.88B of external capital funding has been invested in telehealth companies. In 2016 overall funding was \$1.05B, the first year that levels had passed the \$1B mark.

The companies that have received the highest levels of funding include: WeDoctor (\$521M), Ping An Good Doctor (\$500M), Haodaifu (\$260M), Chunyu Yisheng (\$240M), Specialists on Call (\$157M), Doctor on Demand (\$87M), American Well (\$86M) and Babylon Health (\$85M).

Overall VC-funding for telehealth companies has risen significantly since 2013. However, there are indications that funding levels are starting to plateau.

Funding has been heavily focused on US and Chinese companies. However, the complexion of the funding is very different between the two countries. China has had a smaller number of deals but with a much higher average deal value. In the US, there has been a higher volume of deals but a lower average deal value.

The types of telehealth companies being invested in varies between China and the US. In China the focus has been very much on direct access telehealth service providers. Whereas in the US there has been a broader focus including platform providers and other service providers.

When excluding China from the analysis, there is a clearer indication that funding has plateaued for the rest of the world. Excluding Chinese companies, funding levels started to level off toward the middle of 2015.



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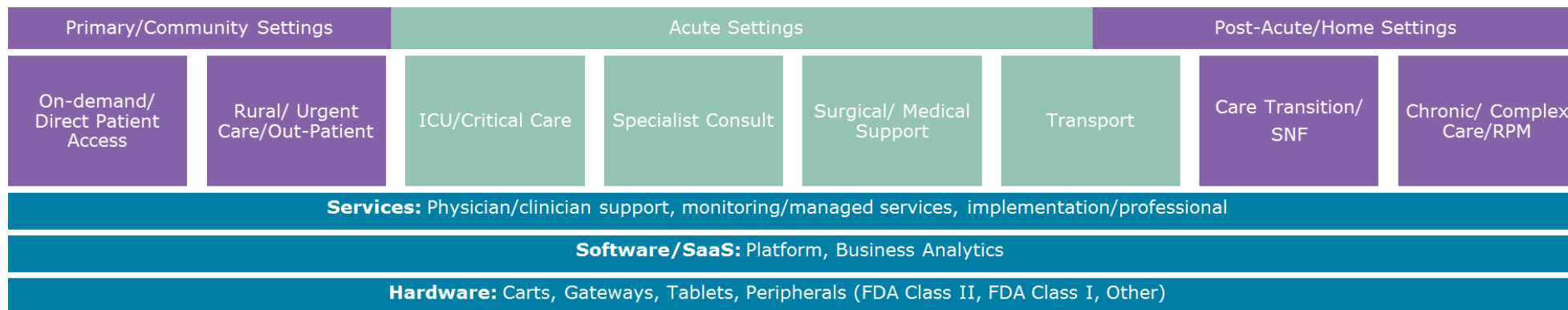
## Scope - Telehealth

### What we include in the definition of Telehealth

#### Company Types Included

- **Direct Access Service Provider** A specialist telehealth company that provides consumers with direct access to its own health services (e.g. a physician consultation), including those provided via a payer, provider or employer.
- **Platform Vendor:** A company that provides a platform that allows a health care provider, payer, or other agency to offer/provide self-managed/resourced telehealth.
- **Health System Service Provider:** A company that offers outsourced telehealth services to 3<sup>rd</sup> parties (excluding direct consumer access). e.g. telemonitoring of ICU, medical/surgical tele-consultant support, remote patient monitoring service during care transitions, etc.
- **Hardware/App Vendor:** A vendor of telehealth hardware and associated apps.

#### Care Settings Within Scope

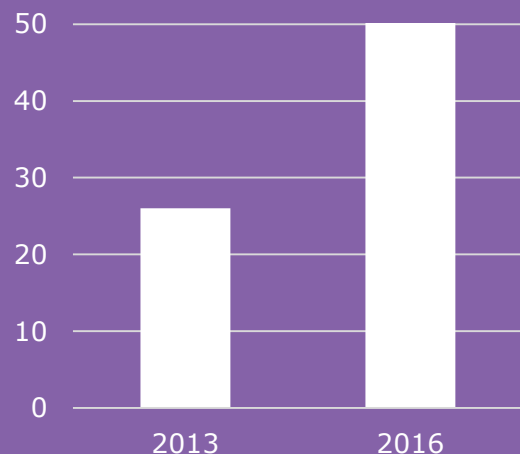


### Number of Deals

2013  
**26**

2016  
**52**

2013-2017  
**175**



### Total Funding

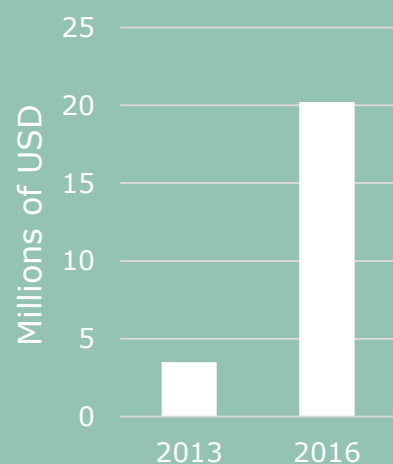
**\$2.88B**  
(2013-2017 YTD)

### Average Deal Size

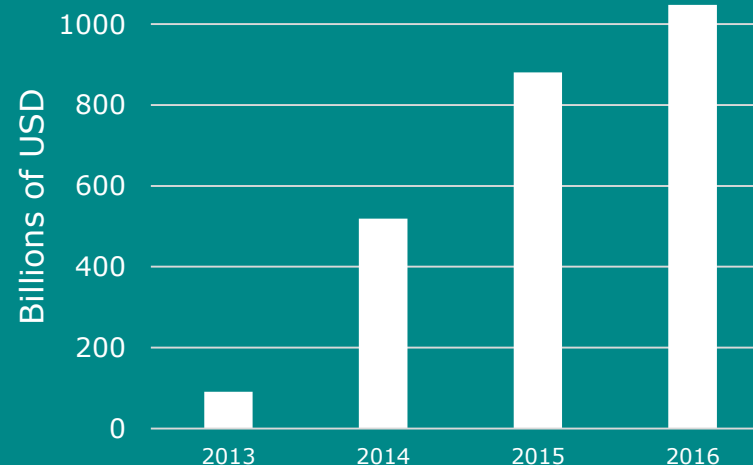
2013  
**\$3.5M**

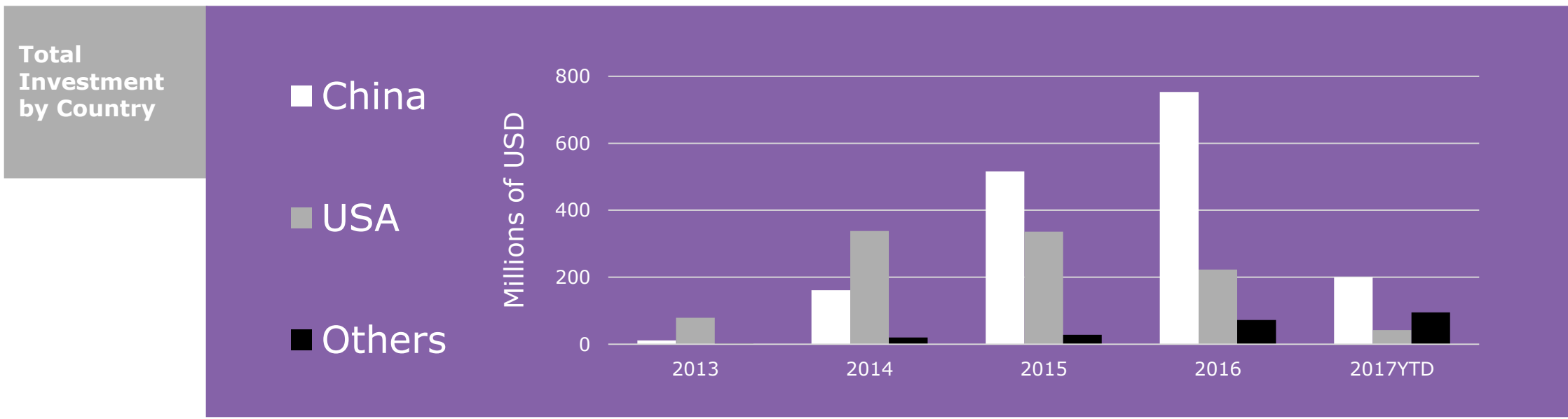
2016  
**\$20.2M**

2013-2017  
**\$16.4M**



### Investment by Year 2013-16





### Top 5 Funded Telehealth Companies in China

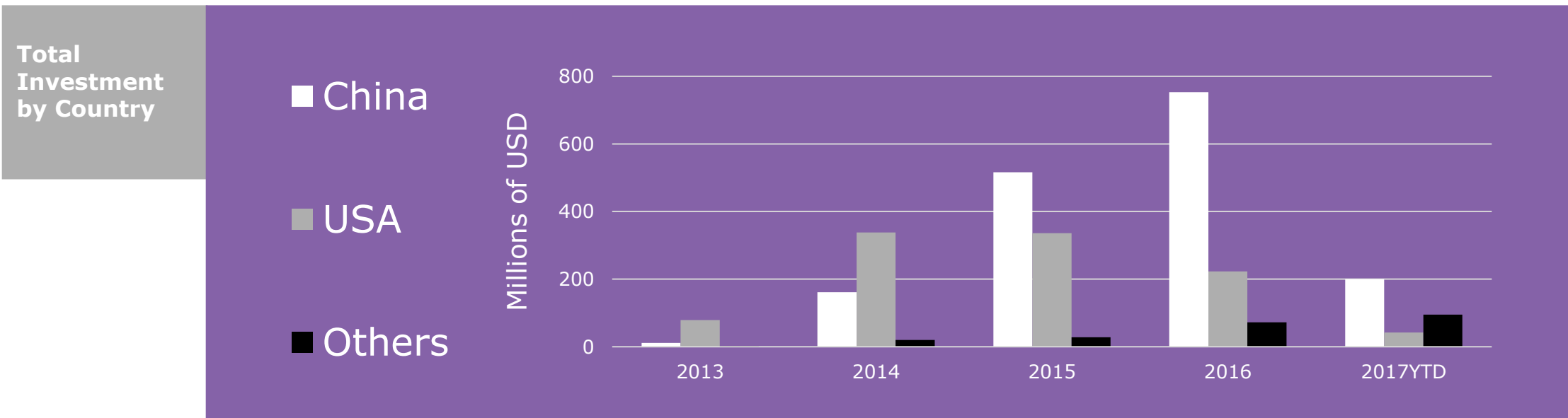
**Total: \$1.57B**

- 中国平安 PINGAN (Insurance, Bank, Investment)
- 春雨医生 Spring Rain Software
- KING YEE (Professional medical information service provider)
- 微医集团 WE DOCTOR GROUP
- 好大夫在线 www.haodf.com

### Top 5 Funded Telehealth Companies in the US

**Total: \$475M**

- SPECIALISTS ON CALL<sup>SM</sup> (Stronger Hospitals - Better Lives)
- American Well<sup>SM</sup>
- ClearCare (Helping you care for others)
- Dr DOCTOR ON DEMAND
- MDLIVE<sup>SM</sup>



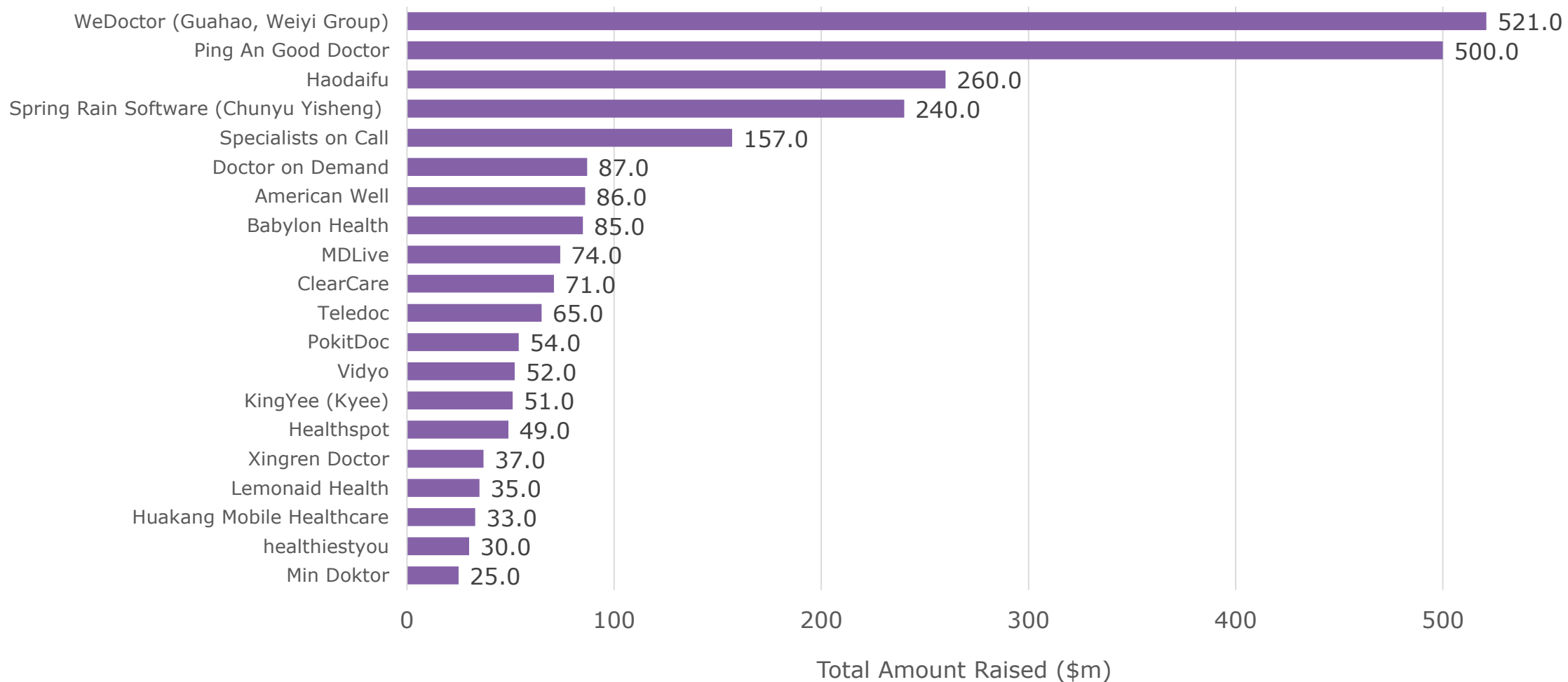
**Funding in China**

|                  |         |
|------------------|---------|
| Total Funding:   | \$1.6B  |
| Number of Deals: | 20      |
| Average Deal:    | \$82.1M |

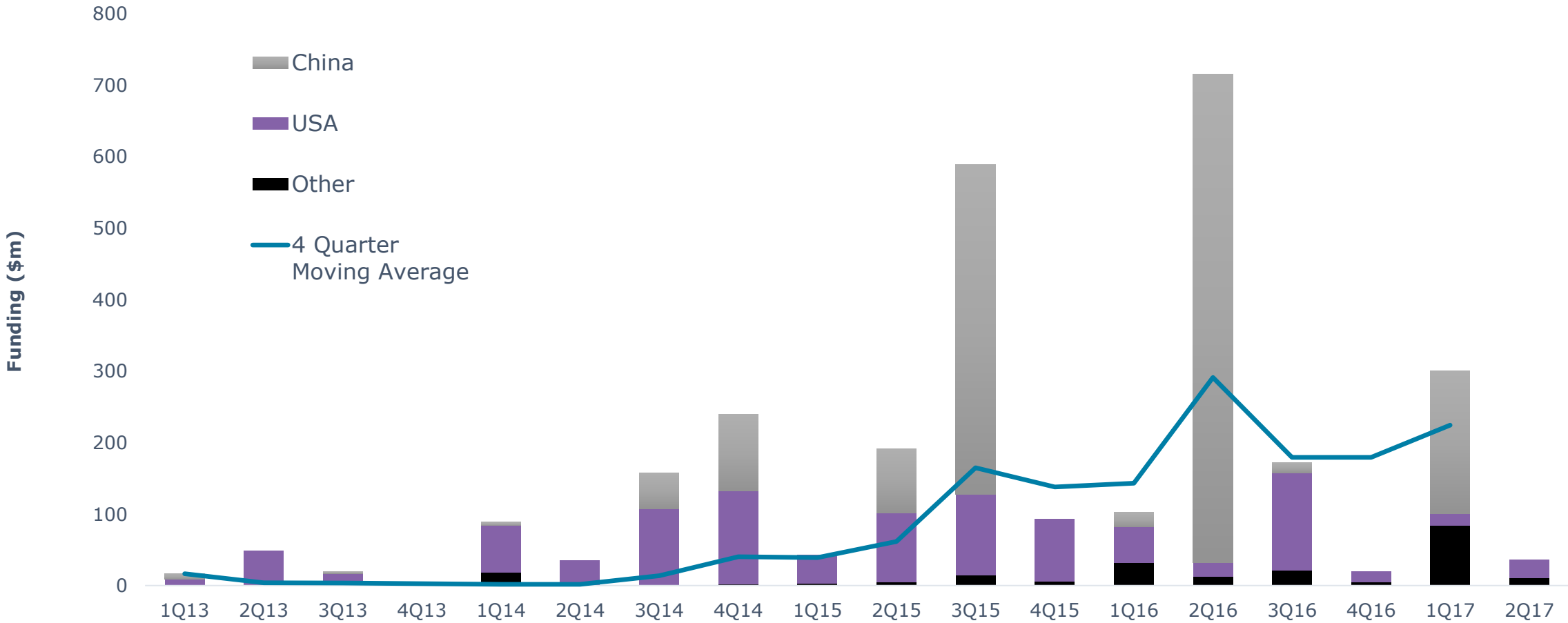
**Funding in the US**

|                  |        |
|------------------|--------|
| Total Funding:   | \$1.0B |
| Number of Deals: | 130    |
| Average Deal:    | \$7.7M |

## Top 20 Most Funded Telehealth Companies (2013-2017 YTD)

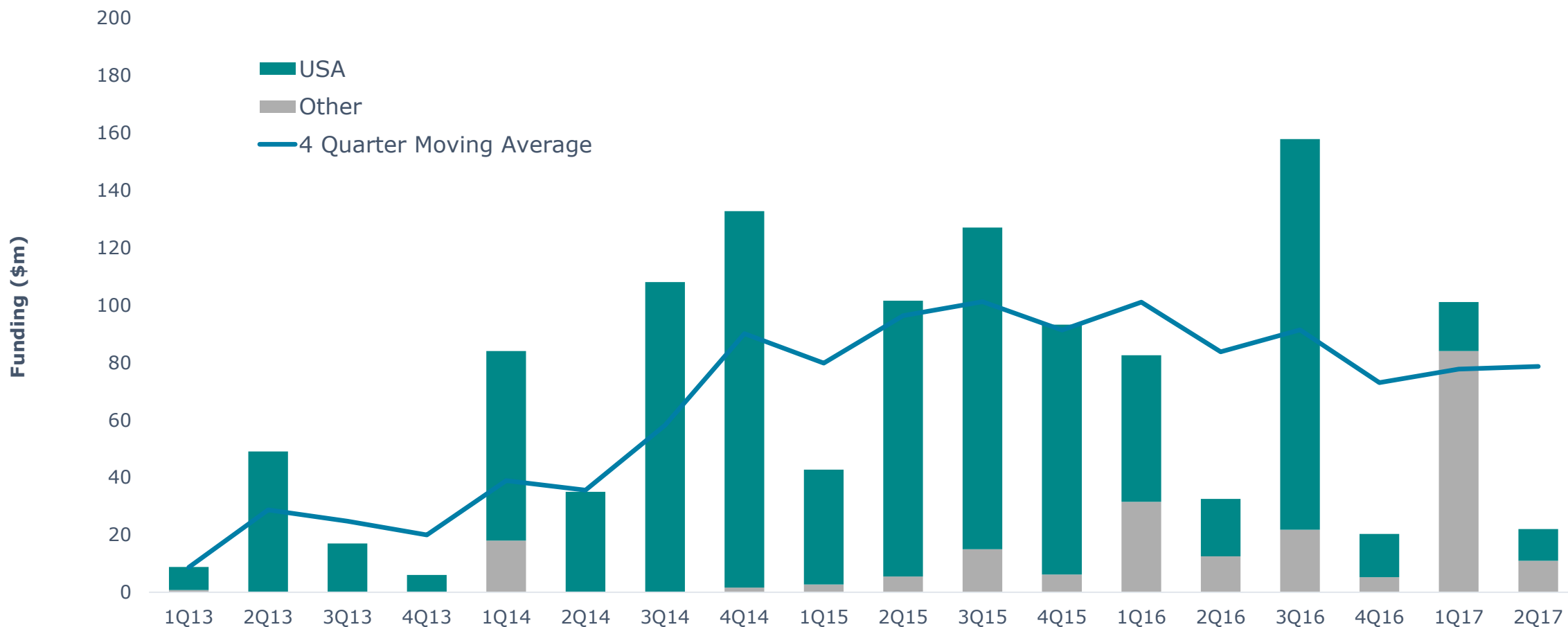


# Telehealth Company Funding by Quarter (2013-2017 YTD)



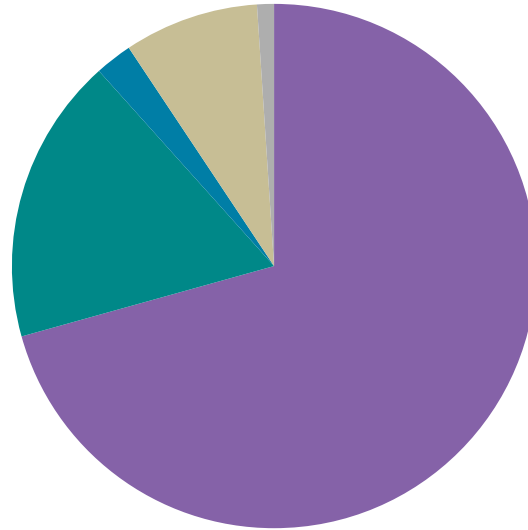


## Telehealth Company Funding by Quarter (2013-2017 YTD) – Excluding China



## Investment by Solution Type (2013-2017 YTD)

- Direct Access Service Provider
- Platform Vendor
- Hardware/App Vendor
- Health System Service Provider
- Other



- **Direct Access Service Provider** A specialist telehealth company that provides consumers with direct access to its own health services (e.g. a physician consultation).
- **Platform Vendor:** A company that provides a platform that allows a health care provider, payer, or other agency to offer/provide self-managed/resourced telehealth.
- **Health System Service Provider:** A company that offers outsourced telehealth services (excluding direct access).
- **Hardware/App Vendor:** A vendor of telehealth hardware and associated apps.

**Top Funded Companies**

Direct Access Service Provider



Health System Service Provider



Platform Vendors



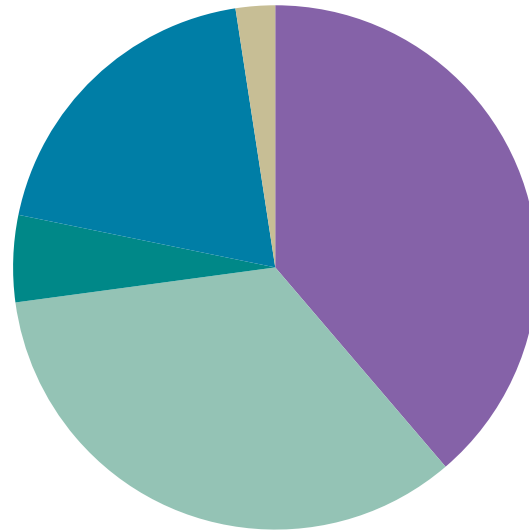
Hardware/App/Other



## Investment by Solution Type (2013-2017 YTD)

Excluding China

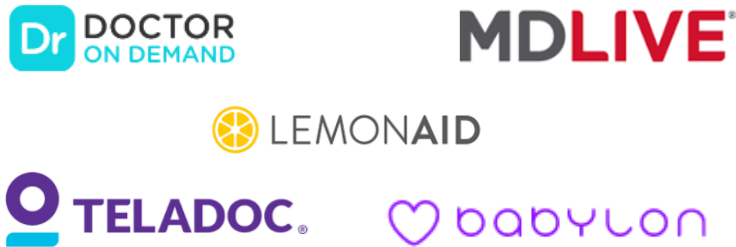
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Top Funded Companies  
(Excluding China)

Direct Access Service Provider



Health System Service Provider



Platform Vendors



Hardware/App/Other



## Acute, Community and Home Telehealth - Market Report - 2017 Edition



Signify Research will be publishing a new report on the telehealth market in September 2017. The report quantifies the market for all aspects of software, services and hardware relating to telehealth in community, home, acute and post acute-settings. It segments the market into the main application areas including ICU/critical care, specialist consult, surgical/medical support, on demand/direct access services, and remote monitoring. The main report is accompanied by a Powerpoint style executive summary and an Excel file with static and fully customisable (pivot format) tables. Customers also benefit from direct access to the lead Analyst. Click for details: [Report Brochure](#)

### About Signify Research

At Signify Research we are passionately curious about Healthcare Technology and we strive to deliver the most robust market data and insights, to help our customers make the right strategic decisions. We blend primary data collected from in-depth interviews with technology vendors and healthcare professionals, to provide a balanced and complete view of the market trends.

Whether our research is delivered as an off-the-shelf report or as a consultancy project, our customers benefit from direct access to our Analyst team for an expert opinion when they need it. We encourage our clients to think of us as an extension to their in-house market intelligence team.

Our major coverage areas are Healthcare IT, Medical Imaging and Digital Health. In each of our coverage areas, we offer a full suite of products including Market Reports, Customer Insights and Vendor Selection Tools, as well as custom research and consultancy services. Our clients include technology vendors, healthcare providers and payers, management consultants and investors.

Find us on the web at [www.signifyresearch.net](http://www.signifyresearch.net).



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Company Director & Principal Analyst

Alex has 20 years of experience in technology market intelligence. Most recently he served as a Senior Research Director at IHS, leading its IT & IoT team. Prior to that he was a Research Director at IMS Research. Alex also worked as a Business Analyst in a joint NHS/Local Government role and was responsible for implementation of EHR systems for social care, producing health service demand/capacity forecast models and developing re-engineering strategies to maximize healthcare system capacity.

In his spare time, Alex enjoys Crossfit, golf, running, and supporting Northampton Saints rugby.

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