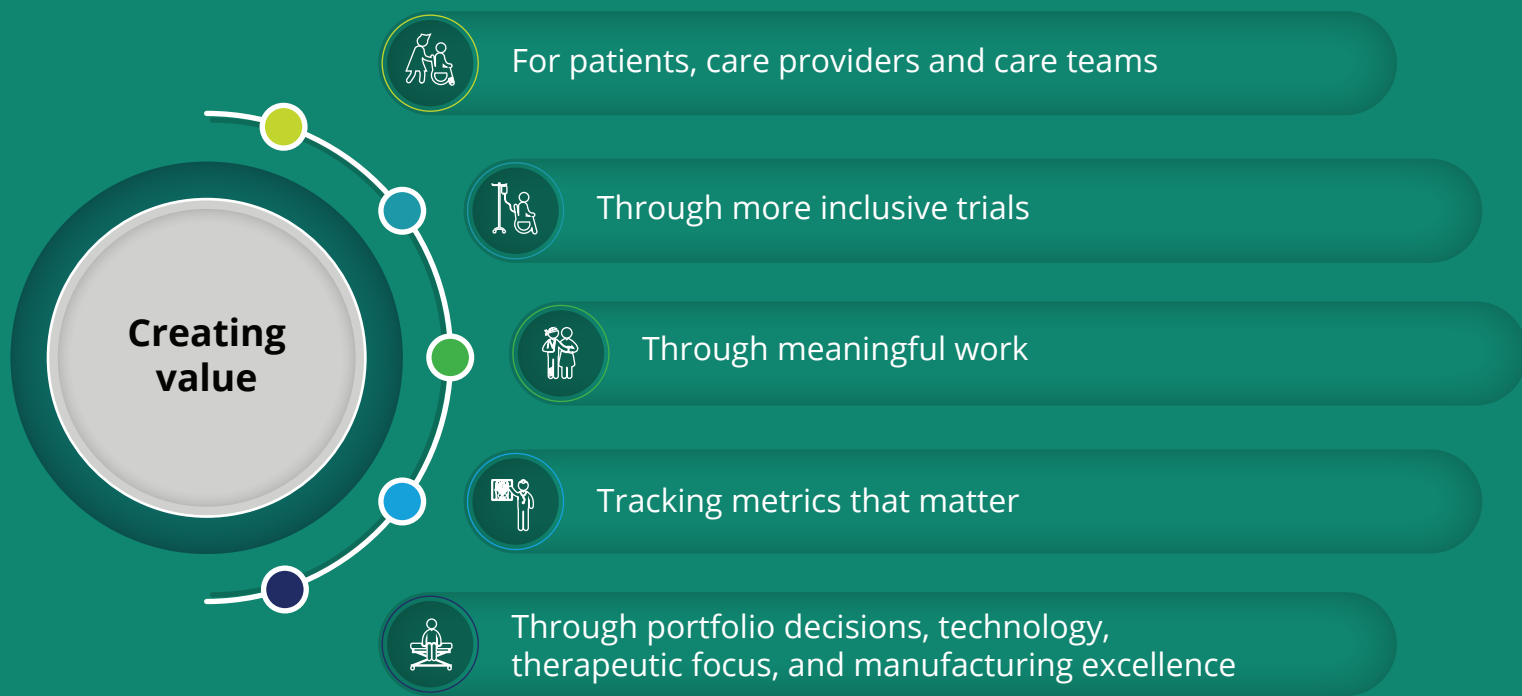


Creating new value



To prepare for the future and remain relevant in the ever evolving health care landscape, biopharma and medtech companies will discover sources of significant new value creation.



It's trending – A holistic patient experience that maps out all the touchpoints experienced by patients in their journey of care— from diagnosis to maintenance.



How are stakeholders dealing with this?

- Adopt advanced technologies such as AI, Machine Learning
- Understand consumer needs to develop more user-friendly medtech devices
- Offer patient centered services in non-clinical settings
- Develop inclusive clinical trials that address the concerns of minorities in a population
- Move beyond skills, next-gen talent will focus on actions that resonate with their beliefs

Creating value by technology

- Patient hub that digitally connects patients and their caregivers
- Medication adherence tools to identify gaps in care
- Intelligent safety monitoring by wearables to predict events and provide early intervention



Barriers to accessing clinical trials

- Concerns around patient safety
- Structural barriers include access to a clinic and absence of an available trial
- Clinical barriers include patients not being eligible due to narrow criteria

Creating value for the market

Deals and acquisitions



The first half for 2019 was robust, but showing signs of a slowdown for life sciences M&A.



Number of deals for the year may be trending downward but the value of the deals is higher for the first three quarters of 2019 at US\$181.7 billion, ➔ US\$135 billion for the same time in 2018.



In 2020, pharma companies will likely bet on cell and gene therapies, focused on oncology and rare diseases. Manufacturing is expected to be a key differentiator!



61 biotech IPOs, 127 biotech companies acquired, and 124 biotech companies ceased to exist worldwide.



In Q1 & Q2 2019, medtech surpassed 2018's M&A total that included eight multibillion-dollar deals at a total of US\$29.5 billion.

Growth in technology

Life sciences companies announced deals acquiring 37 technology providers in 2019.

A number of health-based technology companies joined the ranks of unicorn status, which are privately held startups with a value over US\$1 billion.

Cloud investments will continue to be a top priority for life sciences companies in 2020.

Interoperable and real-time data will help companies accrue the greatest returns.

Use of technology to address pricing pressures, a key factor for declining ROC for medtech companies, in addition to lower R&D productivity.

R&D spend is forecast to grow at a CAGR of 3% over the 2019–24.

2019 saw an increase of almost 6 percent in the number of drugs in the pharma pipeline.

▶ Learn more at www.deloitte.com/lifesciencesoutlook



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