

# Agenda



1. **Opening session – Florian Carquillat, CCI France Netherlands**
2. **Philips HealthWorks – Kors van Wyngaarden, Medical Officer, Philips**
3. **Philips HealthTech Ventures – Evan Casteglia, Senior Manager Corporate Venturing, Philips**
4. **French exemple of collaboration – Antonin Marcault, NBD & Innovation Manager, Philips and Baudouin Hue, Investment Director, CapDecisif Management**
5. **Startup Pitch :**
  - **Theraclion, David Caumartin, CEO**
  - **Biomodex, Anna Garrec, COO**



**PHILIPS**

HealthWorks



# Transforming Health

Innovation in the 21<sup>st</sup> Century

**Kors van Wyngaarden**  
Medical Officer Philips HealthWorks  
Sep 2018

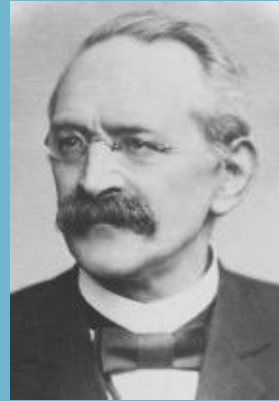
innovation  you

**Royal Philips**



For over 125 years,  
we have been  
improving people's  
lives with a steady  
flow of ground-  
breaking innovations

## The founding fathers of Philips



Frederik



Gerard



Anton

# Separating Philips into two strong companies

Royal Philips



HealthTech

Focused on the **EUR 100+**  
billion HealthTech opportunity

Philips Lighting



Lighting solutions

Focused on the **EUR 60+**  
billion lighting solutions opportunity



# Our Mission



We strive to make the world  
**healthier and more sustainable**  
through innovation

We're aiming to **improve the lives** of

**3 billion**

**people a year**

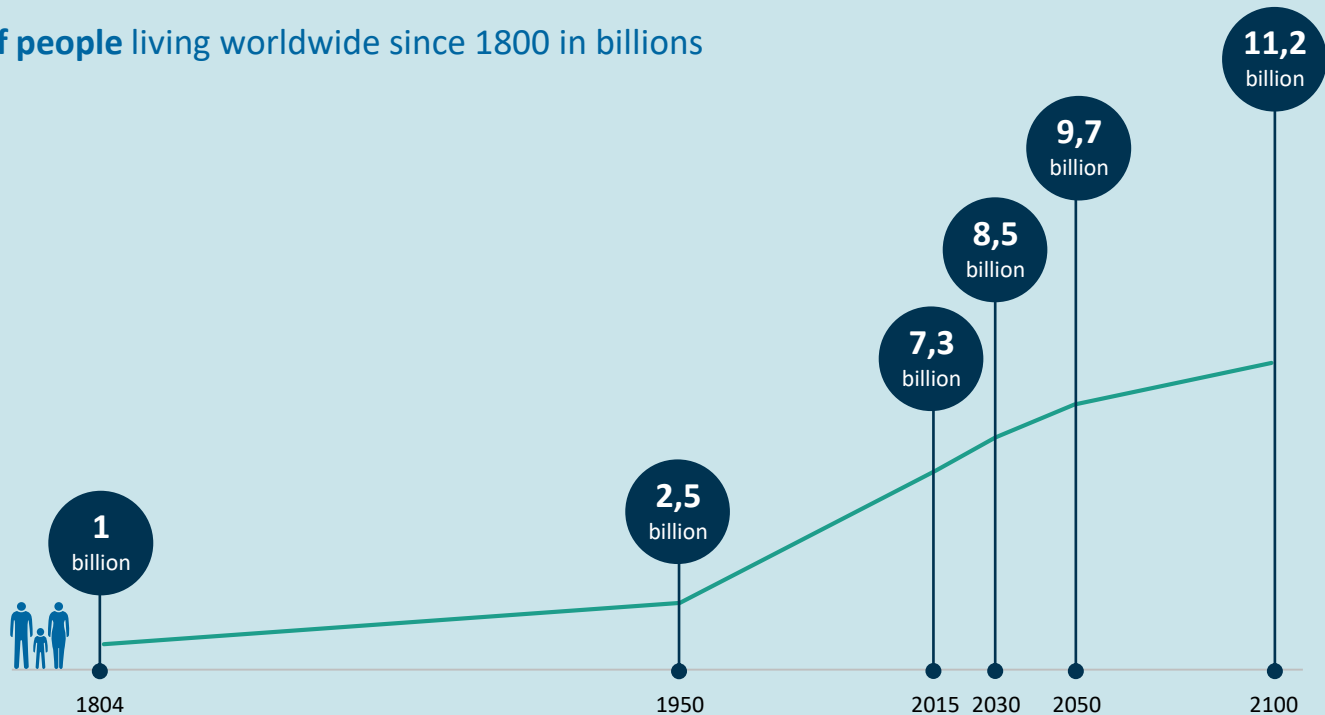
by 2025



# The Challenge

# Projected world population growth

Number of people living worldwide since 1800 in billions





Zhongshan Hospital  
Shanghai

# Six trends are shaping the future of health technology



**Aging populations and the rise of chronic illnesses**



**Global resource constraints and lack of access**



**Increasing consumer engagement**



**Care shifting to lower cost settings and homes**



**Shift to value-based healthcare**



**Digitization**

# Our Approach

# Why Philips

More than a century of innovation has given us:

- great customer and clinical insights,
- advanced technology and
- world-class design capabilities.

[healthworks.philips.com](http://healthworks.philips.com)



**HealthWorks**



# We are applying major new technologies

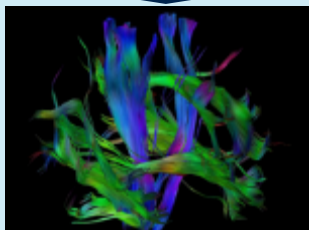
**Cloud**   **Internet of Things**   **Artificial Intelligence**   **Sensors**  
Conversational interfaces   Micro-systems   Robotics   Autonomous systems   AR/VR   Blockchain



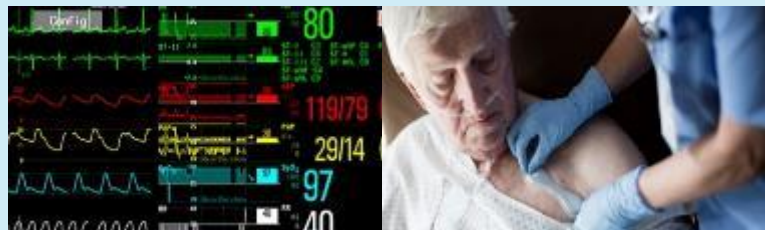
Continuous tracking



Population health



Advanced visualization



Context-aware patient monitoring



Home monitoring



Image-guided therapy



Computational pathology



Quantification



Genomics



Adaptive interfaces



# Successful Healthcare Propositions





**PHILIPS**

# Innovating in the 21<sup>st</sup> Century



# Philips HealthWorks

innovation  you

**HealthWorks**



# HealthWorks We have a mission



## Boosting innovation

Breakthrough Acceleration Program  
Accelerating breakthrough value propositions  
and new business models

Startup Program  
Partnering and investing in external ventures

Internal Ventures Program  
Incubating and growing new businesses

Rapid Prototyping  
Visualization, prototyping, production assets and  
applicability



## Fueling entrepreneurship

Increasing internal agility and a rapid  
prototyping mindset

Strengthening a culture of entrepreneurial  
innovation

Attracting & retaining talent



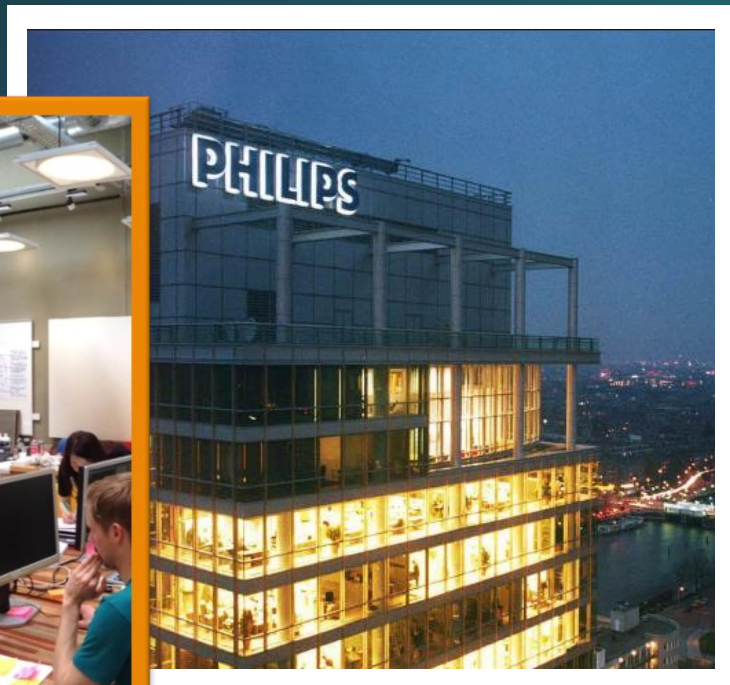
Breakthrough  
Day

Celebration  
of  
Innovation

## Startup Program

Identifying the best HealthTech entrepreneurs and defining collaboration opportunities





# We are looking for change makers in health technology



We generally take teams that have;

- validated their technology
- have a working prototype
- more than 1 founder
- and are now focusing more on their go-to-market strategy and approach.







# Program benefits



Access to HealthWorks Partners  
and Expert Network



Connections to Hospitals  
and Clinicians



Hands on and personalized  
coaching



# Startup Program in 2017



**1050**

Startups evaluated

- 600 Bangalore
- 300 Eindhoven
- 150 Cambridge MA



**15**

Startups in our programs



**6** Countries



**520**

Breakthrough Day attendees



- 200 Bangalore
- 170 Eindhoven
- 150 Cambridge MA



**3**

Collaborations

**1** Financial investment



“By working every week with Philips experts, we dramatically shortened the time from idea to product roadmap.”

Elizabeth Asai, CEO & Co-Founder 3Derm  
Cambridge 2017 cohort





# Startup Program dates 2018

## Cambridge MA

Oncology  
Program

19 February  
until  
May 11

## Hamburg

Cardiology program

26 February  
until  
May 18

## Shanghai

AI in healthcare  
Program

10 September  
until  
3 December

## Eindhoven Cambridge MA Bangalore

AI in healthcare  
Program

24 September  
until  
10 December



AI

Global Startup Program 2018:

# AI in healthcare

**Artificial Intelligence has the potential for enormous disruption, particularly in healthcare.**

Making AI work in a meaningful way for health professionals and patients is a challenge for corporates and startups alike.

Philips has taken significant steps in the initial application of AI, and is now looking to enhance its approach together with leading startups in the field.



**“The only way to win  
is to learn faster than  
anyone else.”**

Eric Ries – The lean Startup



Movie 2 min





# Drowning in data, starved of wisdom



**“We are drowning in data, while starving for wisdom”.**

“The world henceforth will be run by synthesizers, people able to put together the right information at the right time, think critically about it, and **make important choices wisely.**”

*E.O. Wilson*

*Professor Emeritus, Harvard University*

