



**eHealth innovator
to transform
patient's journey**



Servier Group- Key figures

- **International pharmaceutical company funded in 1954**
- **Governed by a non-profit foundation**
- **Presence in 148 countries**
- **94 million patients treated**
- **Turnover of 4 billion euros**
- **21,000 employees**
- **Five major areas:** cardiovascular, immune-inflammatory, neuropsychiatric diseases, cancer and diabetes
- **No. 2 pharmaceutical company in France**





WeHealth by Servier is the Servier's e-health department

WeHealth by Servier works in cooperation
with startup partners to create innovative medical services and devices to
improve patient care in the specialties in which Servier is active

With the creation of WeHealth, Servier is directly looking
"beyond the pill" towards global therapeutic offering

A strong commitment of the Servier Group

WeHealth by Servier Internal Event (June 2017, 27th)



Olivier Laureau, President of Servier

Dr. David Guez, Head of We Health by Servier

Become a leader in eHealth by 2020 as a new Servier brand

Vision

Create better care through innovative eHealth solutions that integrate technology, information and connectivity

Improve the patient's journey & quality of life with a new disease management approach

Lead disruptive innovations in life science industry at lower healthcare costs



Missions

Develop new global health solutions (medical devices, services, apps, platforms) in a responsible patient-centric approach (patients, professional Healthcare)

Build a high disruptive eHealth portfolio not covered by existing Servier business units through open innovation and co-creation with startups

Generate a profitable turnover at short term (3 to 5 years), develop licensing-out, contribute to Servier profitability at competitive price

Spread intrapreneurship mindset into Servier Group (from startup to scale-up)

Because the patient is at the heart of Servier



- No investment in capital
- R&D costs supported by Servier
- Technical development done by the Start-Up
- Distribution license for Servier
- Exclusive worldwide promotion by Servier



WeHealth by Servier offers a **long term business partnership** with no objective of integration but **truly focused on scaling up projects.**



Pillars of WeHealth by Servier value proposition for startups

- **Leverage international network** of a global pharma company
- **Medical know-how** to strengthen and co-create products
- **Financial support** when needed to accelerate development
- **Stay independent and keep your DNA**, no acquisition
- **Quick win** with a Go-To-Market within **less than 3 years**
- **Long term partnership** with a global independent pharma company





Open innovation & worldwide network

- **High inspirations : 100-150 startups identified /year**
- **Huge network leveraging on both internal and external partners**
 - **External** : Business France, French Tech, BPI France, Funds of investments, international congresses, innovation centers (Plug&Play in San Francisco, Mass Challenge in Boston, Technion in Haïfa, Scientipôle in Paris), etc.
 - **Internal** : dedicated team, network of intrapreneurs



So why a partnership with Atlanpole Biotherapies???



ATLANPOLE
biotherapies
Thinking up tomorrow's medicine

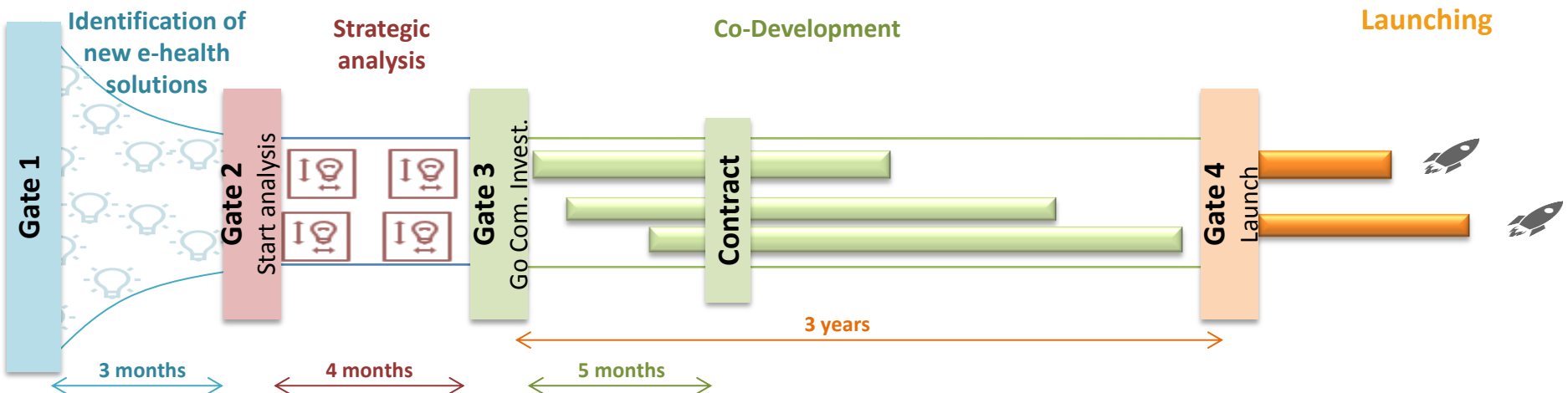


Because Atlanpole Biotherapies is :

- **On a very dynamic territory**
- **With International reputation**
- **And a Network with e-health local actors**



Start-up selection process



- Main Criteria :**
- Time to market < 3 years
 - Profitability < 5 years
 - Innovative e-Health solution
 - Patient centric
 - Long term partnership
 - Worldwide exclusive distribution
 - Ownership of any data generated
 - Financial milestones and royalties

- Main Criteria :**
- Competition
 - BM
 - BP
 - HR/team
 - Value proposition
 - Patent analysis

- Main Criteria:**
- Technical Due Diligence
 - Corporate Due Diligence

High transparency process
Same We Health contact throughout the project



Candidates ???

Let's meet in Nantes the 19th of June!

