



SUMMARY NOTE

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‘Becoming and Investor of Choice: Using Corporate Venturing to Propel Innovation in the Swiss Health System’

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This executive summary provides an overview of a presentation by Helsana on corporate venturing in the Swiss health system, focusing on the implementation and outcomes of their initiative in corporate venturing. The presentation highlights the strategic decision of Helsana, one of the largest health insurers in Switzerland, to establish a subsidiary called Helsana HealthInvest. This subsidiary aimed to invest up to 100 million Swiss francs in startups and funds to access innovations and generate financial returns.

The implementation of the corporate venturing initiative involved the formation of a diverse and knowledgeable investment team. The team focused on six verticals in digital health: mental health, cancer care at home, diabetes, cardiovascular health, musculoskeletal issues, and health data infrastructure. By investing in startups and funds in these areas, Helsana aimed to improve the quality and efficiency of care in the Swiss healthcare system.

The presentation highlighted the key features of the investment strategy, including investments in early-stage startups (Series A/B) and funds, with a focus on scalability and recurring revenues. The allocation strategy involved investing two-thirds of the fund in startups and one-third in funds, with additional strategic investments in joint ventures to support ecosystem development in Switzerland.

The implementation of the initiative has shown positive results, with successful investments, established deal flow, and active collaborations with startups, funds, and other investors. The corporate venturing team has provided valuable insights and support to startups, helping them enter and scale in the Swiss market. Furthermore, the initiative has facilitated collaborations within the Helsana ecosystem, enabling innovative solutions to be integrated into their product offerings.

While the financial impact of the initiative will be assessed over time, the early indications suggest progress towards the desired outcomes. Helsana aims to become an investor of choice, providing value to stakeholders, including startups, Helsana itself, and co-investors. The success of the initiative will be measured by the financial performance of the investments and the overall improvement in the quality and efficiency of healthcare in Switzerland.

As the initiative progresses, Helsana recognizes the need to continually refine their investment approach and address challenges such as deal selection and competition. The team remains committed to generating insights, fostering collaborations, and actively supporting the growth of startups in the digital health sector.

Overall, the corporate venturing initiative has demonstrated promising results and is expected to contribute to the long-term success of Helsana and the Swiss healthcare system.

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