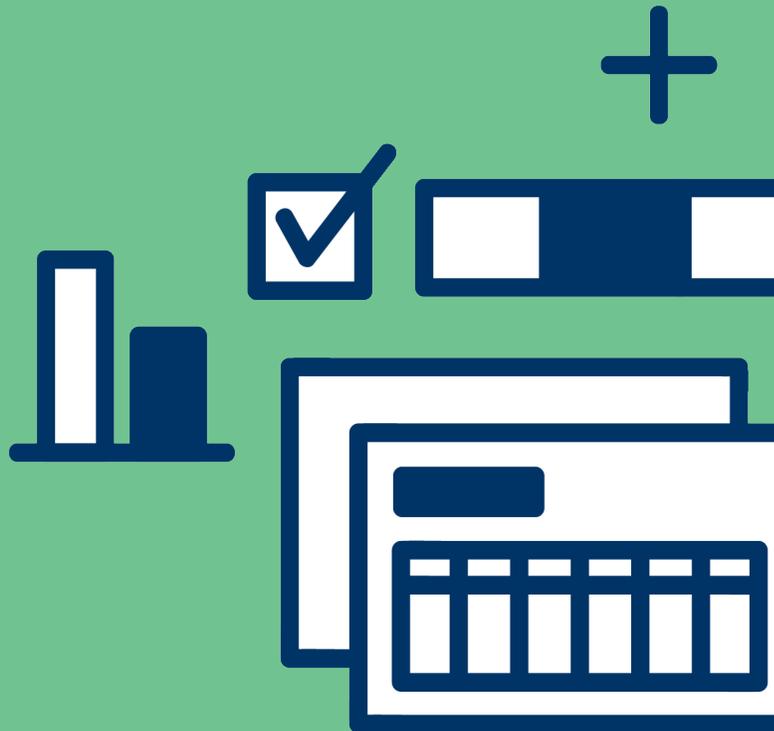




State Of Telehealth Q2'21 Report: Investment & Sector Trends To Watch



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Using the CB Insights platform has allowed AdventHealth to work smarter. We are able to identify competitive threats and understand where the market is moving so we can differentiate our product offering accordingly.

Nicholas Archer

CEO of Project Fulcrum, AdventHealth



FUTURE OF HEALTH

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[ESP Vendor Assessment Matrix – AI-Enabled Medical Coding In Healthcare](#)

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WHAT THE STATE OF TELEHEALTH COVERS



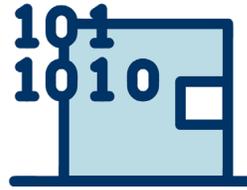
TELEMEDICINE PROVIDERS, PLATFORMS, & MARKETPLACES

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TELEPHARMACY

Companies leveraging information communications technology to connect patients with pharmacists and deliver pharmacy services from a distance. Typical services provided via telepharmacy include remote prescription writing, drug adherence and side effect monitoring, and medication counseling.

Summary Of Findings

Overall telehealth trends

Global telehealth investment rose for the fourth consecutive quarter, growing 17% quarter-over-quarter (QoQ) and 169% year-over-year (YoY) to reach a record high of \$5B across 163 deals (+6% QoQ and -4% YoY). The top 5 deals alone were worth \$1.6B (representing 30% of Q2'21 funding).

European investment nearly quintupled QoQ to reach a record high of \$915M. This was driven by 3 mega-rounds that accounted for \$562M (or 61% share) in aggregate. Meanwhile, Asian and North American investments declined and increased, respectively, for the second quarter in a row.

The nascent telehealth space is beginning to show signs of maturity. So far in 2021, early-stage deal share is tracking at a historical low – and late-stage share is at a high.

The teletherapy, coaching, & care management segment neared a 40% share of all telehealth deals in Q2'21, the highest on record.

Telehealth exits reached a record high in Q2'21, driven largely by M&A activity. While all telehealth segments saw acquisitions during the quarter, the 2 biggest hot spots were virtual/digital care enablement and telemedicine providers, platforms, & marketplaces.

General Catalyst, Optum Ventures, Oak HC/FT Partners, Khosla Ventures, and Founders Fund are the 5 most active VC investors in the space, based on number of telehealth investments made between Q3'18 – Q2'21.

During Q2'21, 6 telehealth companies joined the unicorn club: Noom, KRY, Cerebral, LetsGetChecked, Thirty Madison, and Capsule. Globally, there are now 27 telehealth unicorns valued in aggregate at \$55B.

Summary Of Findings

Telehealth segment trends

Telemedicine providers, platforms, & marketplaces: In Q2'21, the segment saw its first quarterly funding decline in 6 quarters, with funding down 43% (and deals down 27%) from Q1'21. Meanwhile, M&A exits reached a record high. Late-stage deal share is also tracking at a historical high of 18% so far in 2021— the highest across all telehealth segments.

Teletherapy, coaching, & care management: Investment into the space is accelerating rapidly, with deals and dollars up 55% and 75% QoQ, respectively. While early-stage deal share is tracking at a historical low so far in 2021, at 64%, the space is still relatively nascent. Mental health and chronic diseases were notable hot spots for both investment and exits in Q2'21.

Virtual/digital care enablement: Funding hit a high of \$714M as deals bounced back after dipping in Q1'21. Early-stage deal share is tracking at a historical low — and late-stage share at a

high — so far in 2021. M&A exits also reached a new high in Q2'21, with 12 completed transactions in the quarter. “Digital front door” companies focused on digitizing the patient journey were notable acquisition targets.

Remote monitoring & diagnostics: Companies here raised \$841M across 33 deals in Q2'21. While early-stage deal share is tracking at a historical low so far in 2021, at 56%, the space is still in early innings. Notable areas of business development activity in the quarter included both wearable and contactless vital sign monitors, as well as decentralized lab tests.

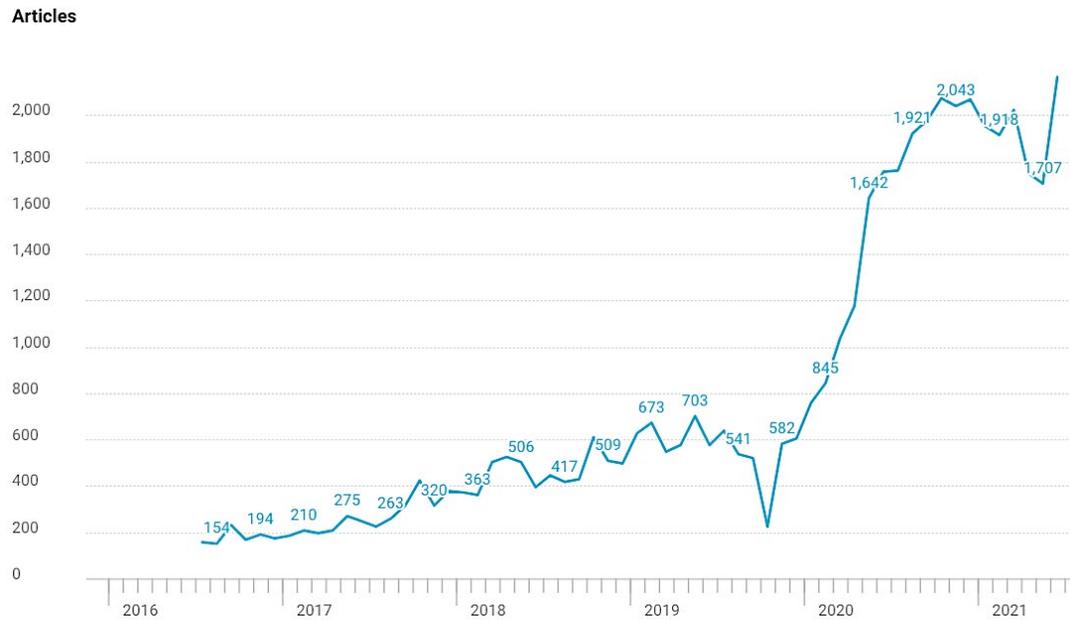
Telepharmacy: Despite a 43% decline in deals QoQ, funding held strong at \$530M thanks to 2 mega-rounds that collectively accounted for \$440M (or 83% of Q2'21 funding). Direct-to-consumer telepharmacy brands are expanding into new markets, with respect to both their target treatment areas and their target customer segments.

Q2'21 Telehealth Market Drivers



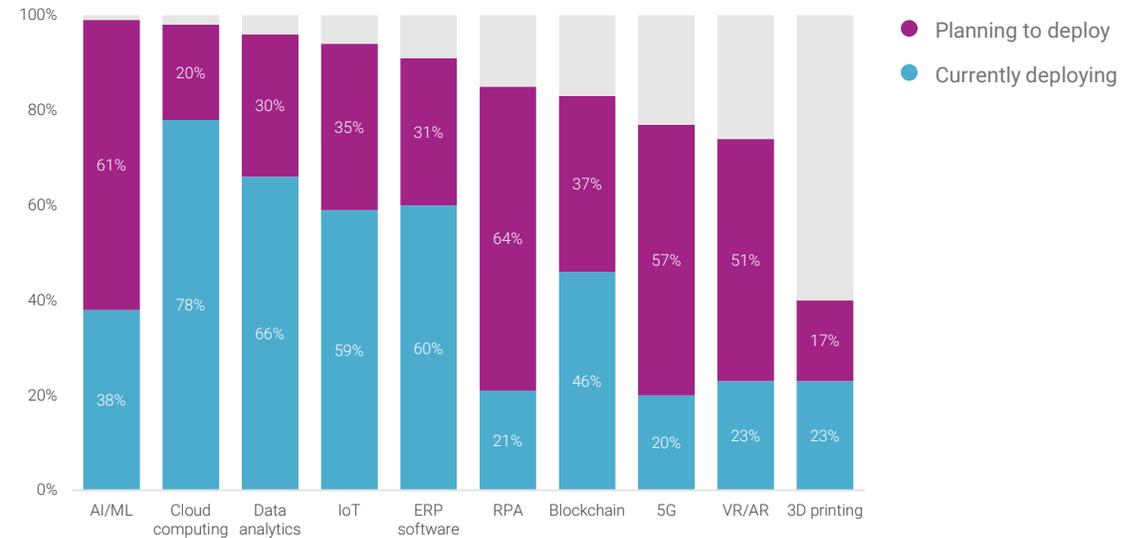
Digital transformation initiatives are accelerating across the healthcare industry

News articles mentioning healthcare's digital transformation, July 2016 – June 2021



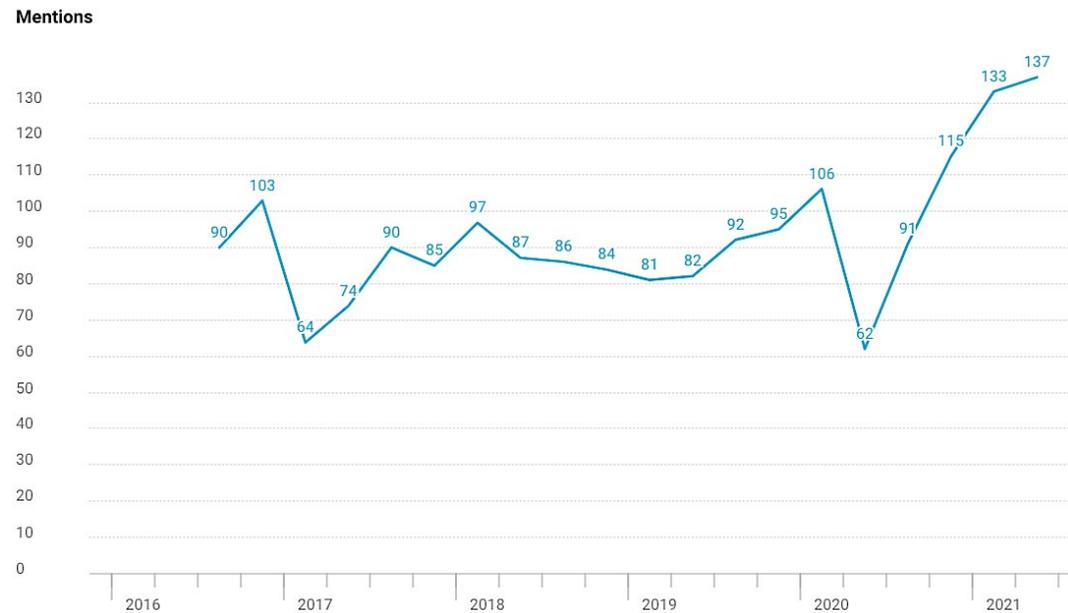
As a result of the events of 2020:

60% of healthcare organizations are adding new digital projects **42%** are accelerating some or all of their existing digital transformation plans

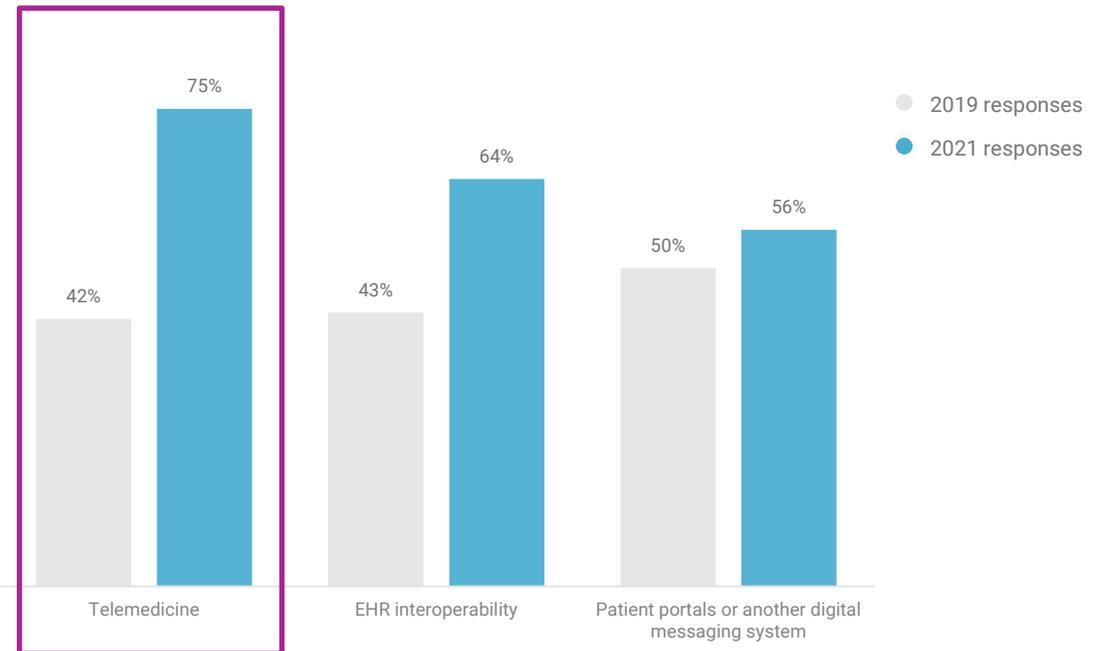


Improving the patient experience is becoming a higher priority for healthcare executives

Earnings call mentions of “patient experience,” Q3’16 – Q2’21

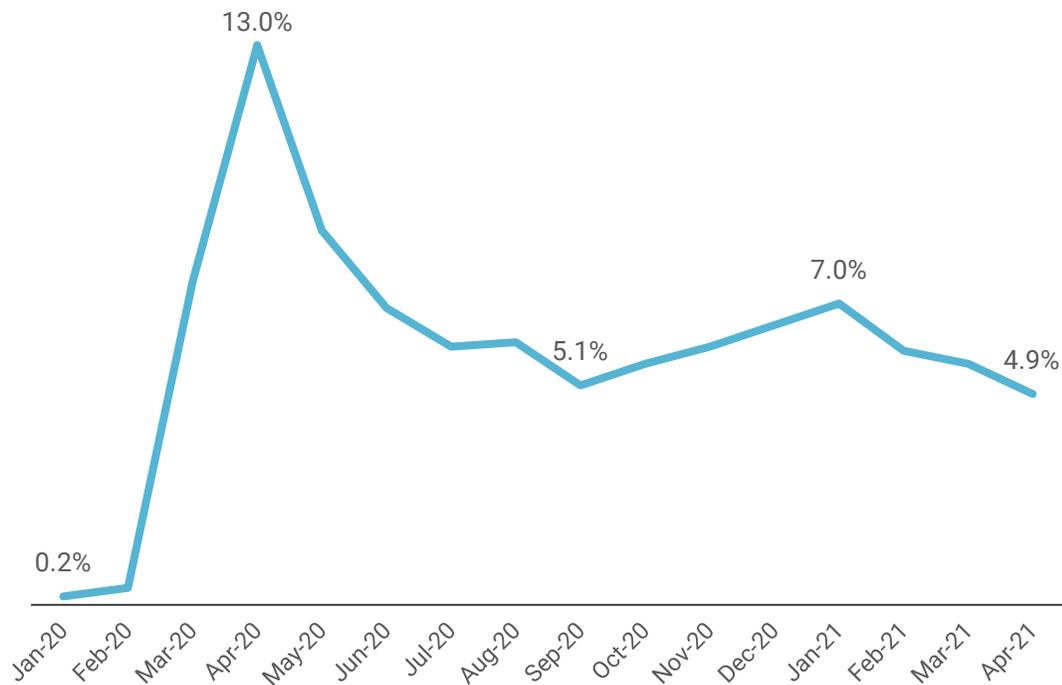


Top 3 areas where healthcare organizations are currently investing to improve the patient experience:



Telehealth visits appear to be stabilizing at levels well above those pre-pandemic

Telehealth share of private US medical claims, Jan '20 – Apr '21



“We're seeing continued sustainability of virtual care solutions which, as you may know, peaked during the height of the pandemic, have declined some, but are still probably 10x where they were pre-pandemic.

And certain conditions or behavior areas...are now seeing about 50% utilization through virtual services. So we're very excited about where we are going to take this.

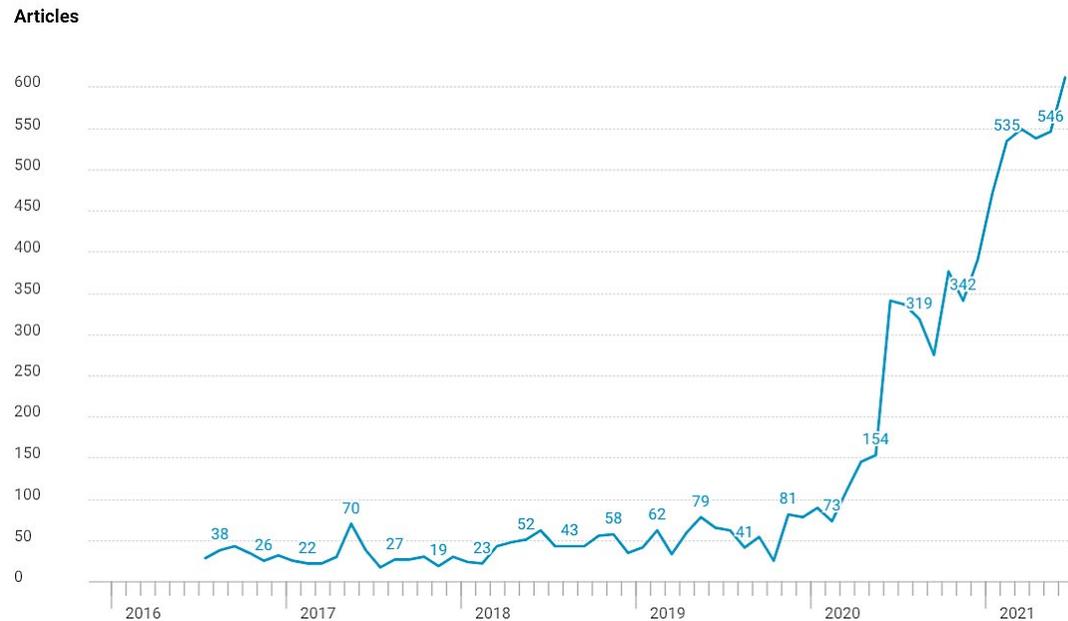
— Wyatt Decker, CEO, OptumHealth



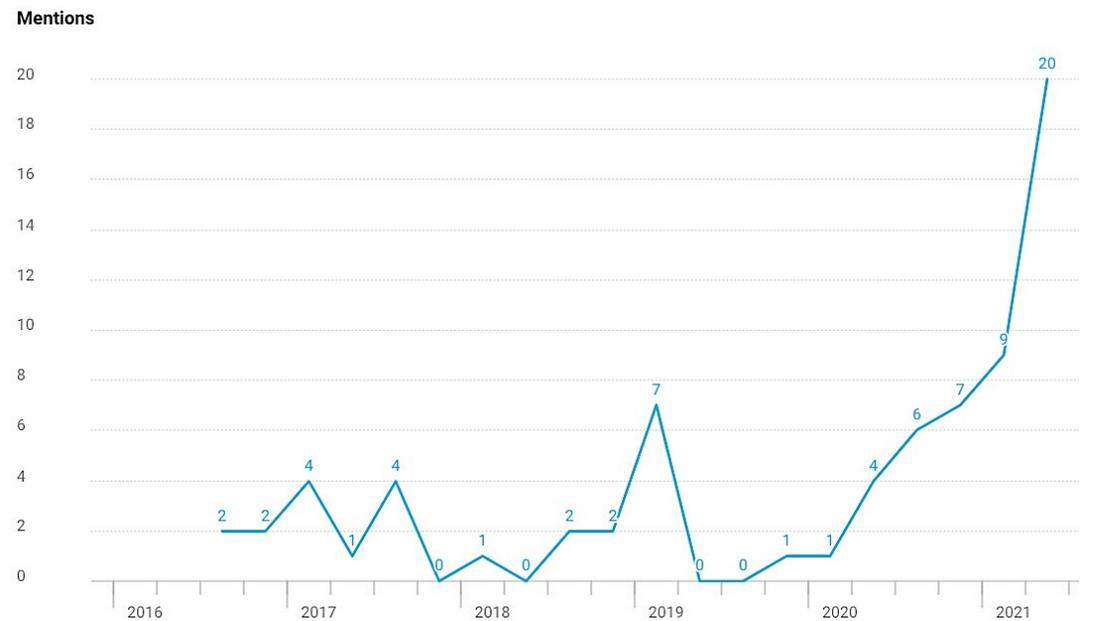
Health equity & inequity are coming into focus

The pandemic exacerbated and exposed the magnitude of social and health inequities faced by different racial groups in the US. In April, the CDC declared structural racism – rooted in unequal SDOH* burden – a public health crisis. Connected health advocates believe telehealth will be a critical tool in addressing these gaps.

News articles mentioning “health equity” or “health inequity,”
July 2016 – June 2021

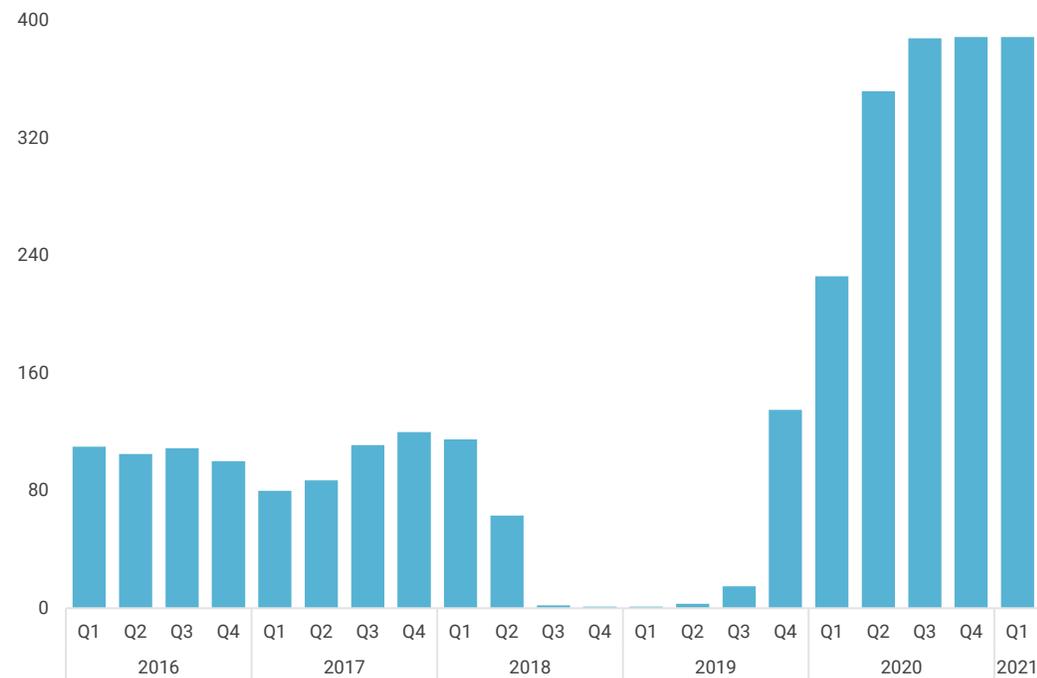


Earnings call mentions of “health equity” or “health inequity,”
Q3’16 – Q2’21



Pressure continues to mount for long-term telehealth regulatory reform

Telehealth lobbying reports by filing date, Q1'16 – Q1'21



Most active telehealth lobbyists, Q1'20 – Q1'21*



Non-traditional competitors Amazon and Walmart continue to make inroads

Amazon confirms nationwide expansion of telehealth services

March 17, 2021 | **HealthcareIT** News

Walmart acquires telehealth provider MeMD, upping competition in telehealth space

May 7, 2021 |  **HEALTHCARE DIVE**

Amazon has signed up multiple companies to its telehealth service, executive says

June 9, 2021 |  **CNBC**

Walmart Health files plans to expand virtual care into 16 more states

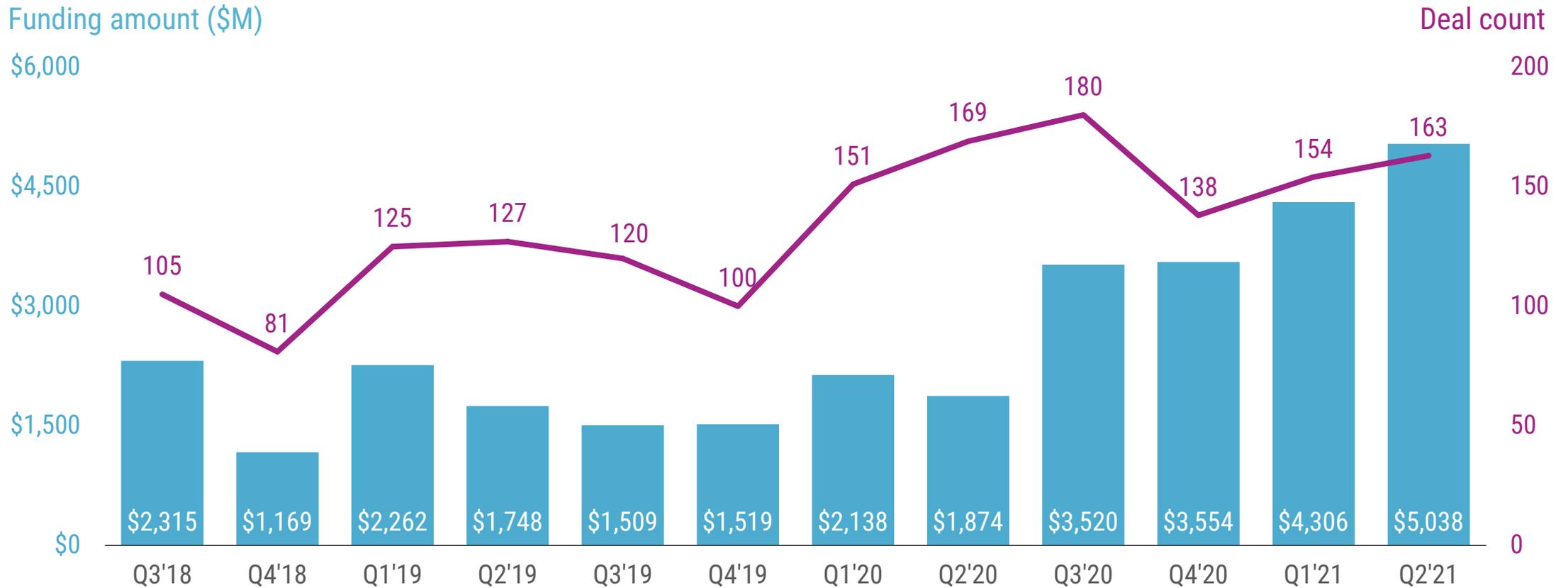
May 20, 2021 | **HEALTHCARE FINANCE**

Q2'21 Telehealth Investment Trends



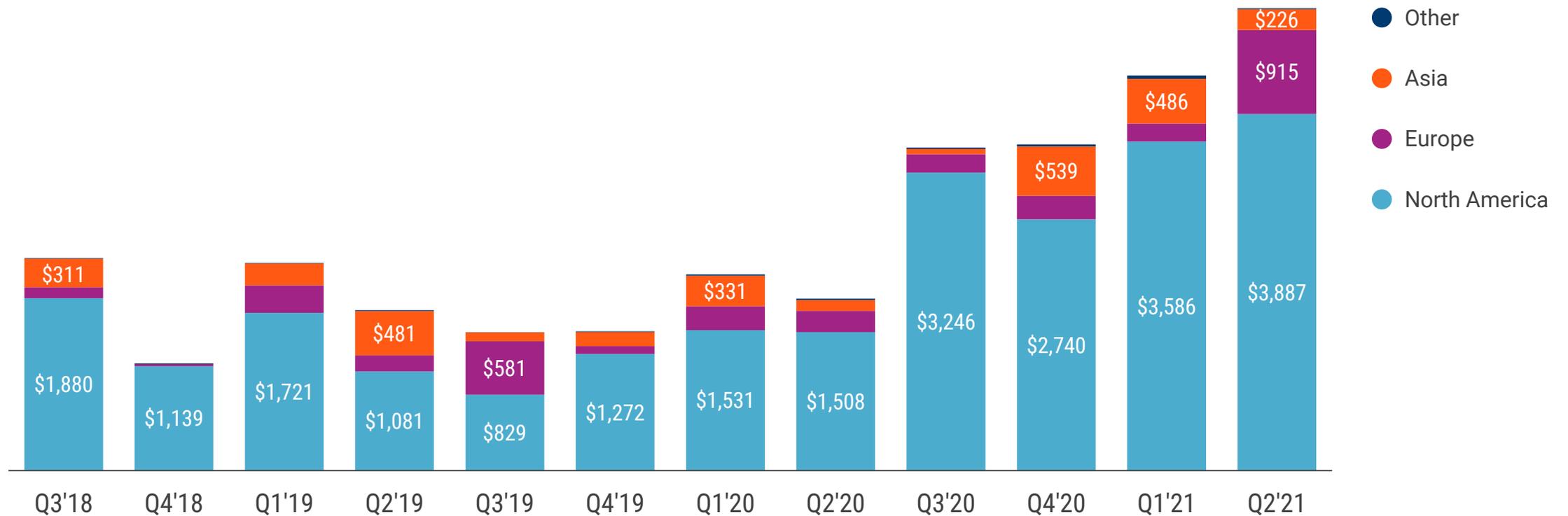
Funding broke records for the 4th quarter in a row

Quarterly global telehealth funding (\$M) and deal count, Q3'18 – Q2'21



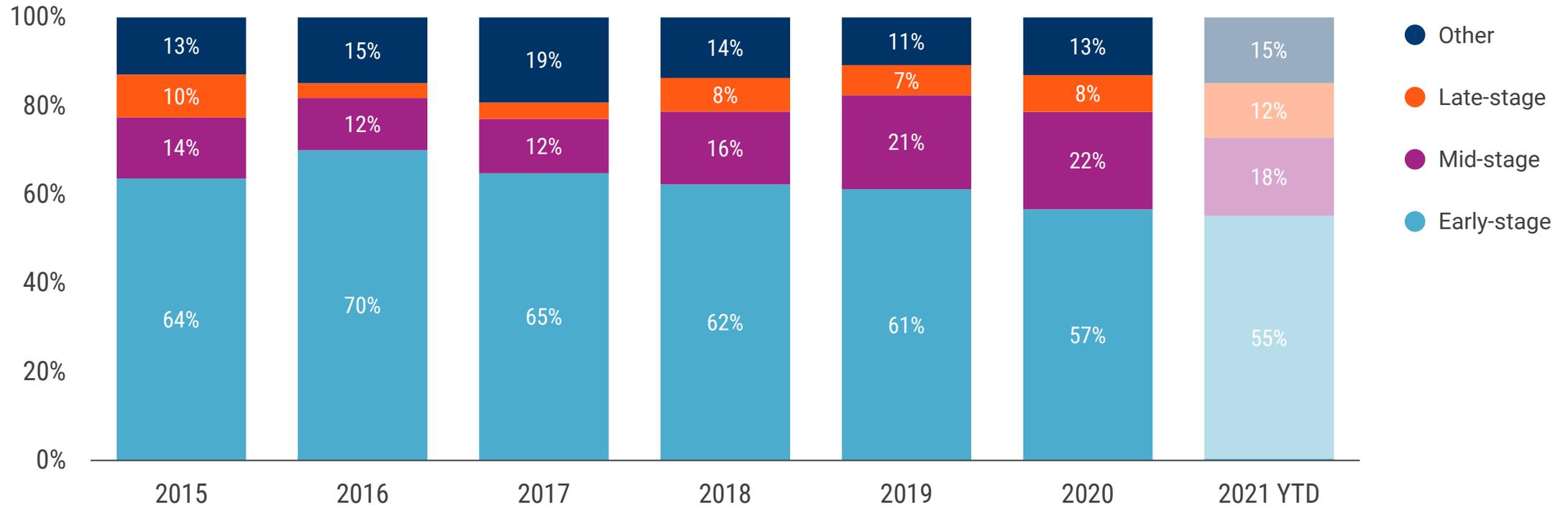
European investment nearly quintupled QoQ to reach a record high of \$915M

Quarterly global telehealth funding (\$M) by continent, Q3'18 – Q2'21



Early-stage deal share is tracking at a historical low – and late-stage share at a high – in 2021

Percentage share of global telehealth deals by stage, 2015 – 2021 YTD (6/30/21)

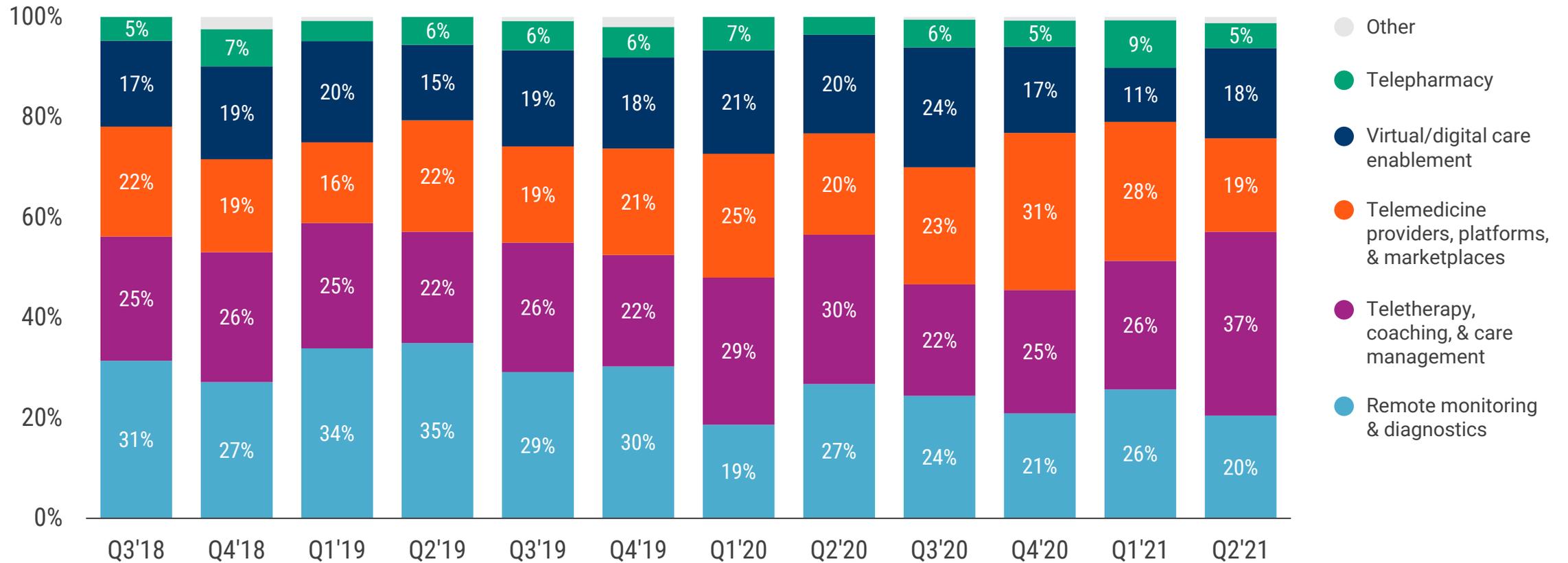


The top 5 deals in Q2'21 brought in \$1.6B

Company	Deal details	Total disclosed funding (\$M)	Select round investors	Description	
	\$540M Series F (5/24/21)	\$628M	Silver Lake, Sequoia Capital, RRE Ventures, Novo Holdings, Temasek, Samsung Ventures, Oak HC/FT	Noom's digital behavioral change programs combine remote, human coaches with personalized content to help people achieve health goals. Initially targeted at weight loss, Noom is expanding into stress/anxiety, diabetes, hypertension, and sleep.	
	\$312M Series D (4/27/21)	\$571M	Fidelity Investments, CPP Investments, Accel, Index Ventures, Creandum	KRY is a CE-certified, app-based telemedicine service connecting patients and doctors over video visits in Sweden, Norway, and Germany; its sister brand Livi is certified in France and the UK.	
	\$300M Series D (4/28/21)	\$570M	Durable Capital Partners, T. Rowe Price, Baillie Gifford & Co., Whale Rock Capital Management	Capsule is a digital pharmacy that makes free, same-day prescription deliveries, coordinates refills with doctors and copays with insurers, and provides patients with 24/7 access to pharmacists via chat.	
	\$235M Series D (5/13/21)	\$896M	MSD Capital, Perceptive Advisors, Johnson & Johnson Innovation, Decheng Capital	Cue Health's portable diagnostic testing instrument can be used alongside its telehealth platform to test for respiratory, cardiovascular, and sexual health conditions in a variety of decentralized care settings.	
	\$200M Series F (6/14/21)	\$671M	Coatue Management, Sands Capital	Lyra Health offers a mental health platform for employees and their dependents, which includes online therapy, coaching, and medication support.	

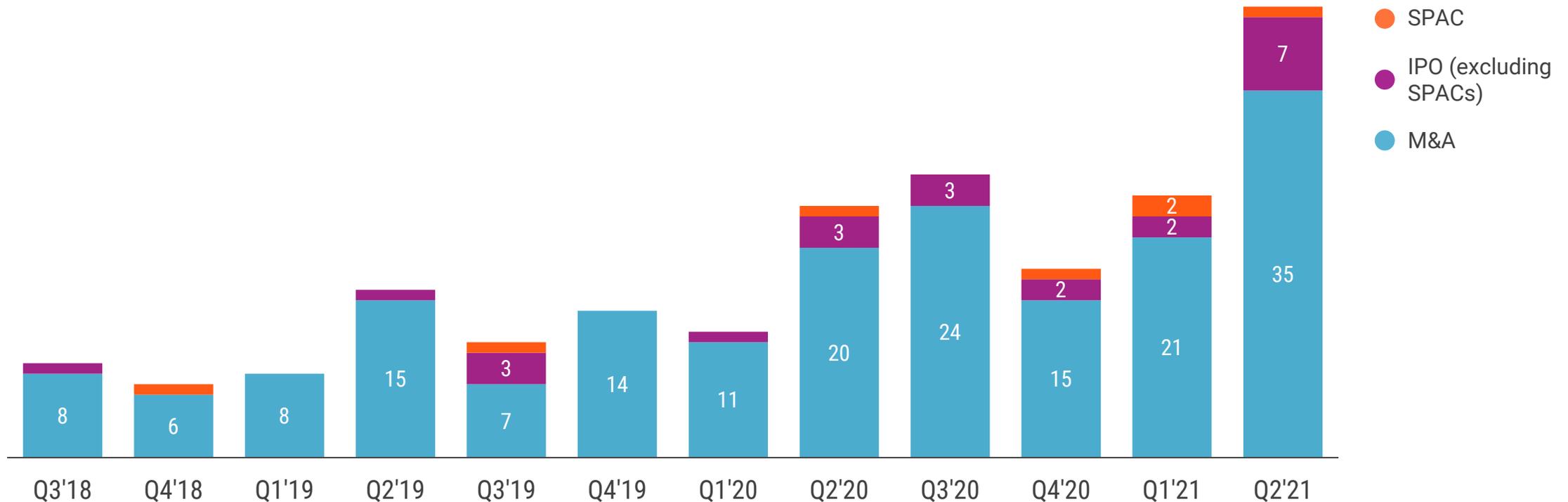
Teletherapy deal share neared 40% in Q2'21

Percentage share of global telehealth deals by segment, Q3'18 – Q2'21



Telehealth exits reached a record high in Q2'21, driven largely by M&A activity

Quarterly global telehealth exits by type, Q3'18 – Q2'21



Select telehealth acquisitions from Q2'21

TELEMEDICINE PROVIDERS



Walmart Health acquired virtual primary care provider **MeMD**.



May 6, 2021



VIRTUAL CARE ENABLEMENT



Insurer **Bright HealthCare** acquired virtual care enablement company **Zipnosis**.



April 6, 2021



REMOTE MONITORING



PAVmed acquired connected vascular implant maker **Oncodisc**.



June 2, 2021



Accolade acquired virtual primary care company **PlushCare**.



April 23, 2021



eConsult acquired fellow UK-based virtual care enablement company **Q doctor**.



May 25, 2021



Halma acquired obstetric remote monitoring software developer **PeriGen**.



April 27, 2021



Telehealth's most active VC investors

Rank	Investor	Deal count	Latest investments
1	GENERAL CATALYST 	28	 SWORD HEALTH  Stork Club  MD ALLY  SESAME  Oath
2	 OPTUM VENTURES	24	 brightline  LetsGetChecked  Medallion  Heartbeat™  kaia health™
3	 OAK HC/FT	23	 Syllable  brightline  Cerebral  noom®  fireflyhealth 
3	khosla ventures	23	 Hello Heart  bio  SWORD HEALTH  FORWARD  ginger
5	 FOUNDERS FUND	21	 SWORD HEALTH  bio  FORWARD  Modern Health

Optum Ventures was the most active corporate investor in Q2'21



Latest round: Series D (6/7/21)

Amount: \$150M

About: At-home testing startup LetsGetChecked is using its latest financing to expand its remote care services with new tests and online chat & video visit capabilities.



Latest round: Series B (5/10/21)

Amount: \$20M

About: Heartbeat operates a virtual-first, value-based cardiology service that combines telemedicine, remote diagnostics, medication management, and personalized lifestyle coaching.



Latest round: Series C (4/28/21)

Amount: \$75M

About: Kaia Health develops individualized, virtual therapeutic programs that allow patients to self-manage chronic conditions such as back pain, COPD, and osteoarthritis from the comfort of their own homes.



Latest round: Series B (6/16/21)

Amount: \$72M

About: Brightline partners with employers and health plans to expand access to family-oriented, virtual behavioral health services for children and adolescents.

Globally there are

27 TELEHEALTH UNICORNS

Valued in aggregate at

\$55B

Q2'21 Telehealth Segment Highlights



WHAT THE STATE OF TELEHEALTH COVERS



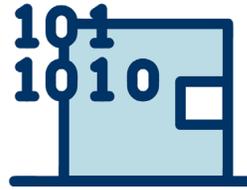
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Companies that offer online access to and facilitate interactions with remote healthcare professionals. These interactions – whether between a patient and a physician or between physicians – are generally ad hoc and consultative in nature.



TELETHERAPY, COACHING, & CARE MANAGEMENT

Companies that offer online access to and facilitate interactions with professionals like remote therapists, health coaches, care managers, and patient advocates who provide periodic, instructive guidance and encouragement throughout patients' treatment plans and care pathways.



VIRTUAL/DIGITAL CARE ENABLEMENT

Companies offering software and connectivity solutions to physicians and healthcare enterprises looking to build out virtual/digital patient interaction and remote care collaboration capabilities.



REMOTE MONITORING & DIAGNOSTICS

Companies offering products that help assess patients' state of health and well-being from a distance. Whether to monitor for signs of deterioration, screen for disease risk, or diagnose conditions, these solutions differ in the types of data they analyze and the manners in which they collect and share it.



TELEPHARMACY

Companies leveraging information communications technology to connect patients with pharmacists and deliver pharmacy services from a distance. Typical services provided via telepharmacy include remote prescription writing, drug adherence and side effect monitoring, and medication counseling.

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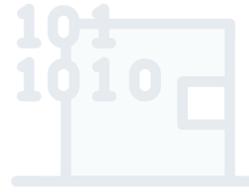
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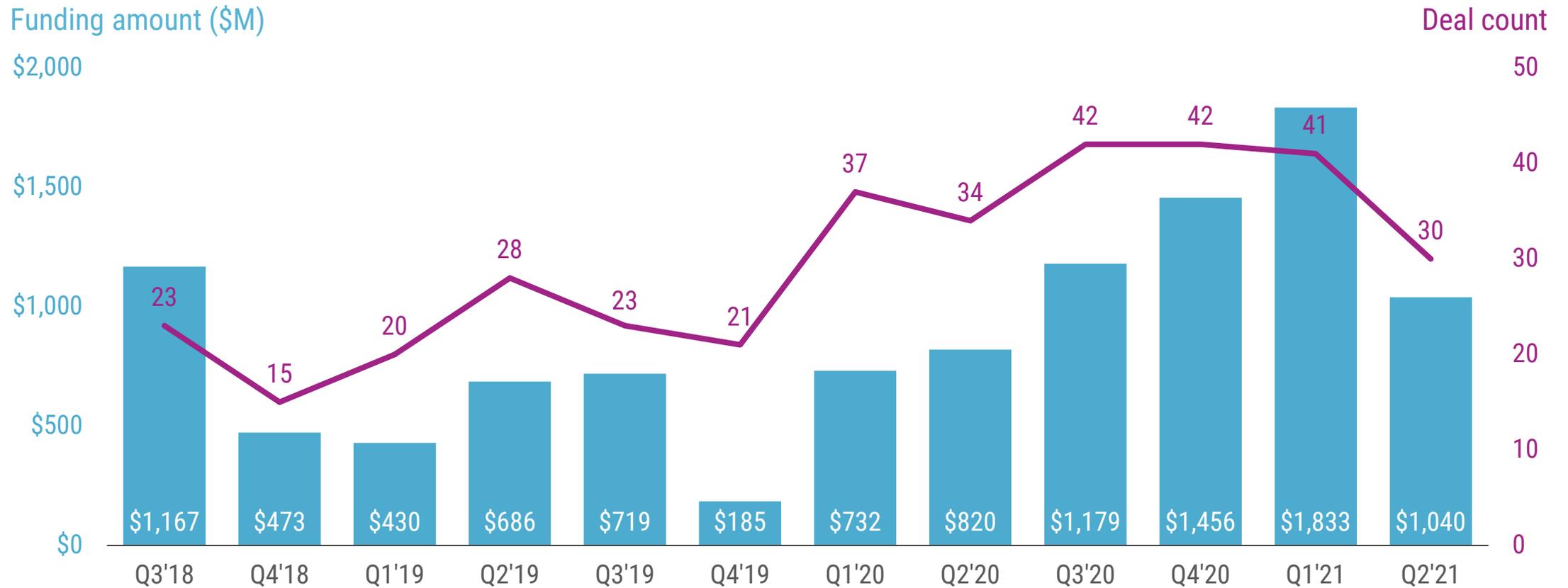


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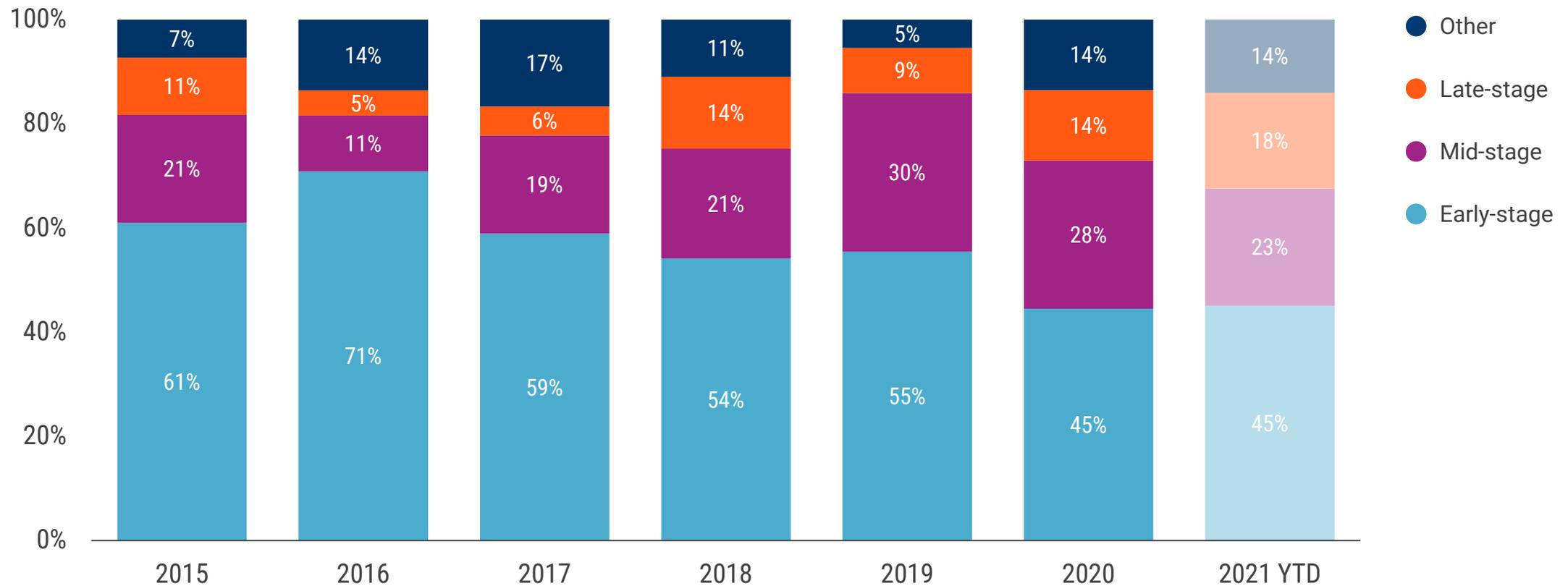
Q2'21 saw the 1st QoQ funding decline in 6 quarters

Quarterly funding (\$M) and deal count, Q3'18 – Q2'21



Late-stage deal share is tracking at a record 18%

Percentage share of global deals by stage, 2015 – 2021 YTD (6/30/21)



The top 5 deals in Q2'21 spanned the globe

Company	Deal details	Total disclosed funding (\$M)	Select round investors	Description
 kry	\$312M Series D (4/27/21)	\$571M	Fidelity Investments, CPP Investments, Accel, Index Ventures, Creandum	Sweden-based KRY provides an app-based telemedicine service connecting patients and doctors over video visits in Sweden, Norway, and Germany; its sister brand Livi is certified in France and the UK.
 halodoc	\$80M Series C (4/21/21)	\$158M	Astra Financial, Novo Holdings, Temasek, UOB Venture Management, SingTel Innov8	Indonesia-based Halodoc allows patients to search for doctors, book appointments, and initiate online consultations (using video, voice, or chat) with doctors across the country.
 cure.fit	\$75M Unattributed (6/7/21)	\$484M	Tata Group	India-based Cure.fit, which began as a virtual fitness platform, offers telemedicine services through its Care.fit line of business. On the platform, patients can connect with doctors across several specialties via video visits and online messaging.
 DOKTOR.SE	\$61M Series D (5/31/21)	\$158M	Norron Asset Management, Consensus Asset Management, Skabholmen Invest	Sweden-based Doktor.se is a direct-to-consumer platform that connects patients with doctors, midwives, nurses, and psychologists throughout via 24/7 video, voice, and chat.
 Transcarent	\$58M Series B (6/10/21)	\$98M	General Catalyst, 7wire Ventures, Kleiner Perkins Caufield & Byers, Threshold Ventures	US-based Transcarent offers 24/7 virtual-first care concierge services to employees of self-insured employers – without premiums, copays, or bills to the patient.

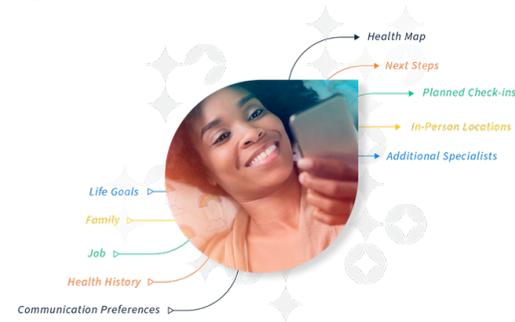
Transcarent and Firefly Health raised sizeable Series B rounds to target employers



Latest round: \$58M Series B (6/10/21)

Round investors: General Catalyst, 7wire Ventures, Kleiner Perkins Caufield & Byers, Threshold Ventures, and 5 others

About: Transcarent offers virtual-first care concierge services to employees of self-insured employers and their families. Instead of charging employers upfront, Transcarent enters into risk-based contracts in which it takes a pre-negotiated percentage of the enterprise's cost savings.



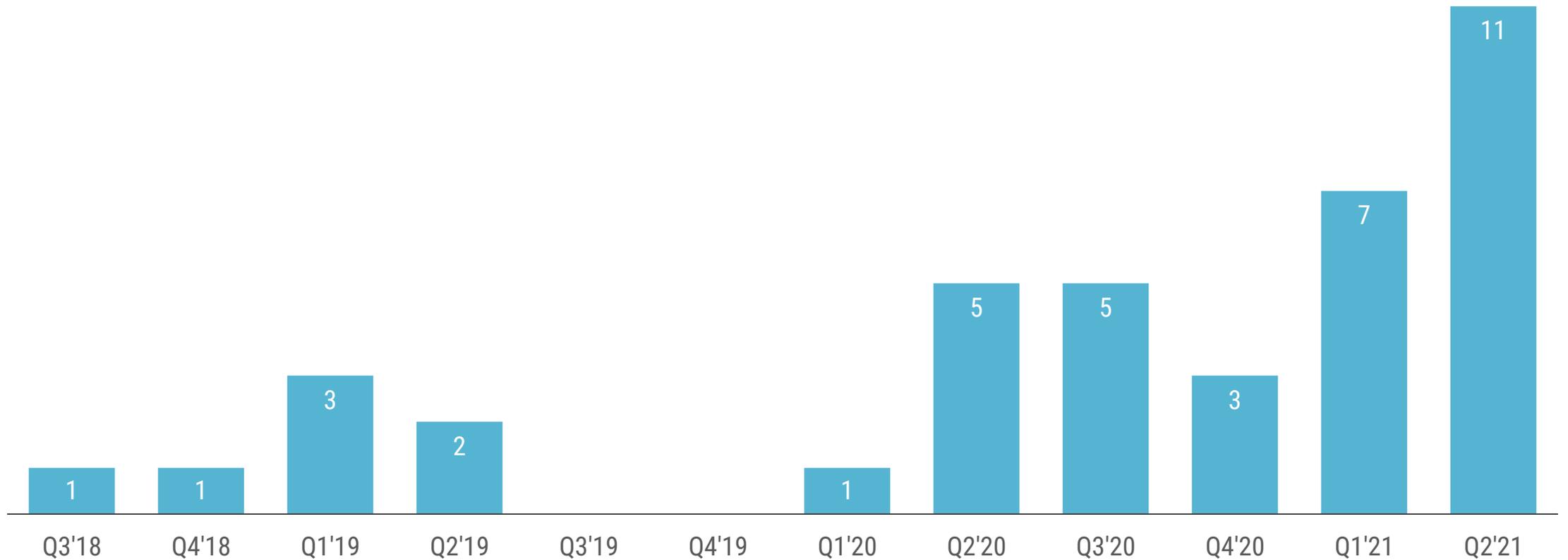
Latest round: \$40M Series B (4/7/21)

Round investors: Andreessen Horowitz, F-Prime Capital, Oak HC/FT Partners

About: Firefly Health is a virtual-first primary care provider. With its latest funding, Firefly plans to launch a full health plan benefit offering for employers to better incentivize members and sponsors with direct savings. Currently available in the US in MA, ME, NY, and NJ, Firefly plans to expand into several new markets this year.

M&A exits hit a record high in Q2'21

Number of M&A exits, Q3'18 – Q2'21



MeMD was scooped up by Walmart Health

Pre-exit funding:
Undisclosed

Exit valuation:
Undisclosed

MeMD is a virtual urgent care, primary care, and behavioral health provider that caters to both organizations and individuals. According to the company, MeMD delivers virtual visits to 5M members nationwide.

Walmart Health acquired MeMD in May 2021 to reinforce its “commitment to integrated, omnichannel health delivery that leverages data and technology to improve engagement, health equity, and outcomes.” MeMD’s services will complement care provided in person at brick-and-mortar Walmart Health centers.

Similar companies to MeMD



Total raised:
\$236M



Exit valuation:
\$4B



Exit valuation:
\$4.2B

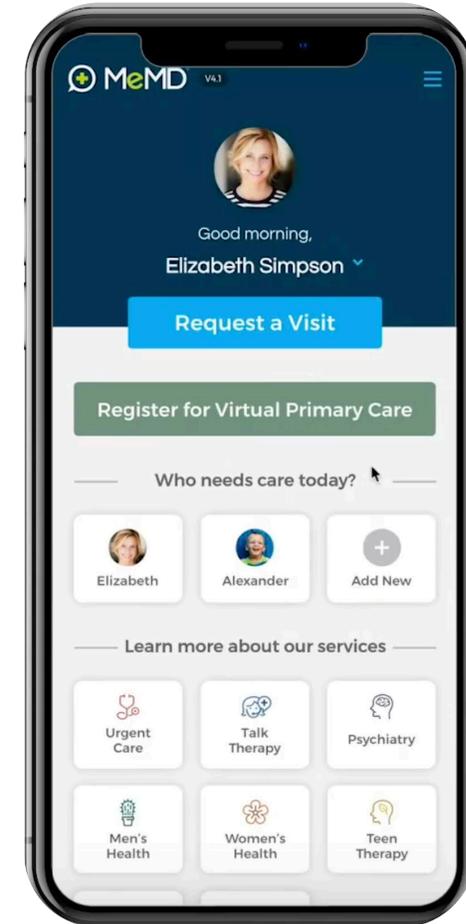


Healthcare virtually anywhere

Connect with a licensed medical provider, psychiatrist, or therapist on your schedule.

Request a Visit

✓ We're here to help. See how.



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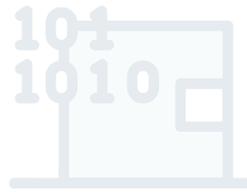
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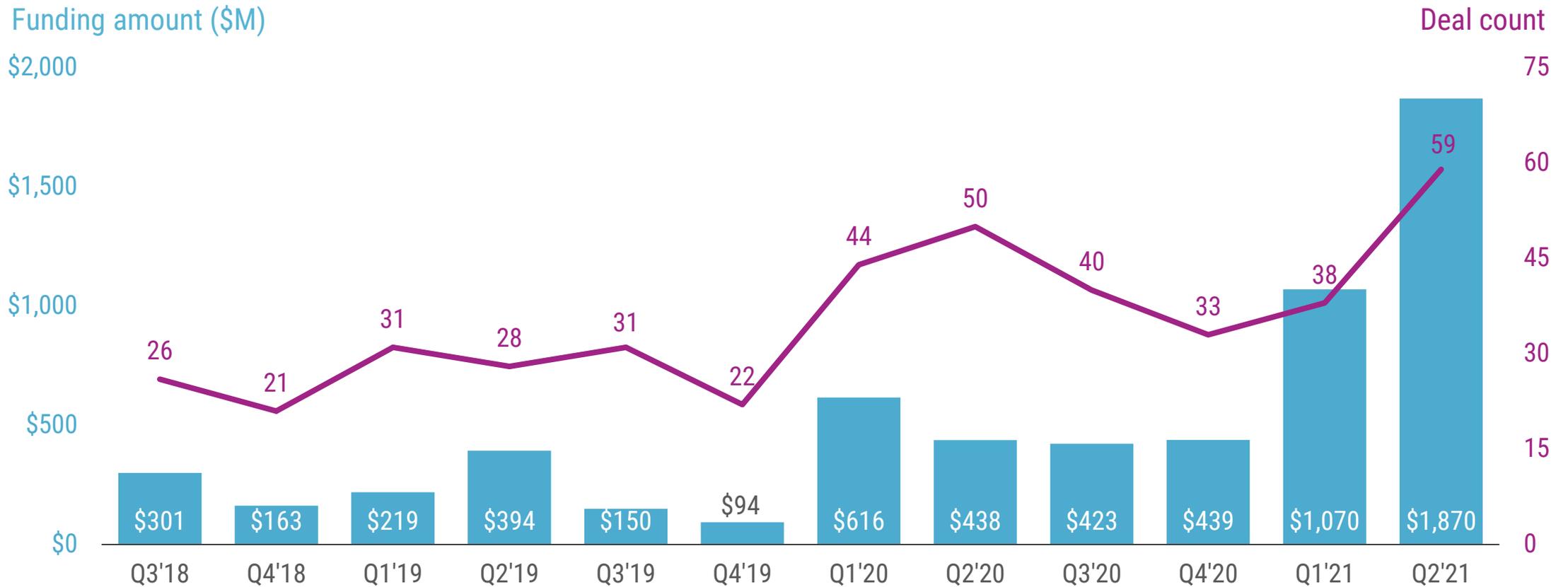


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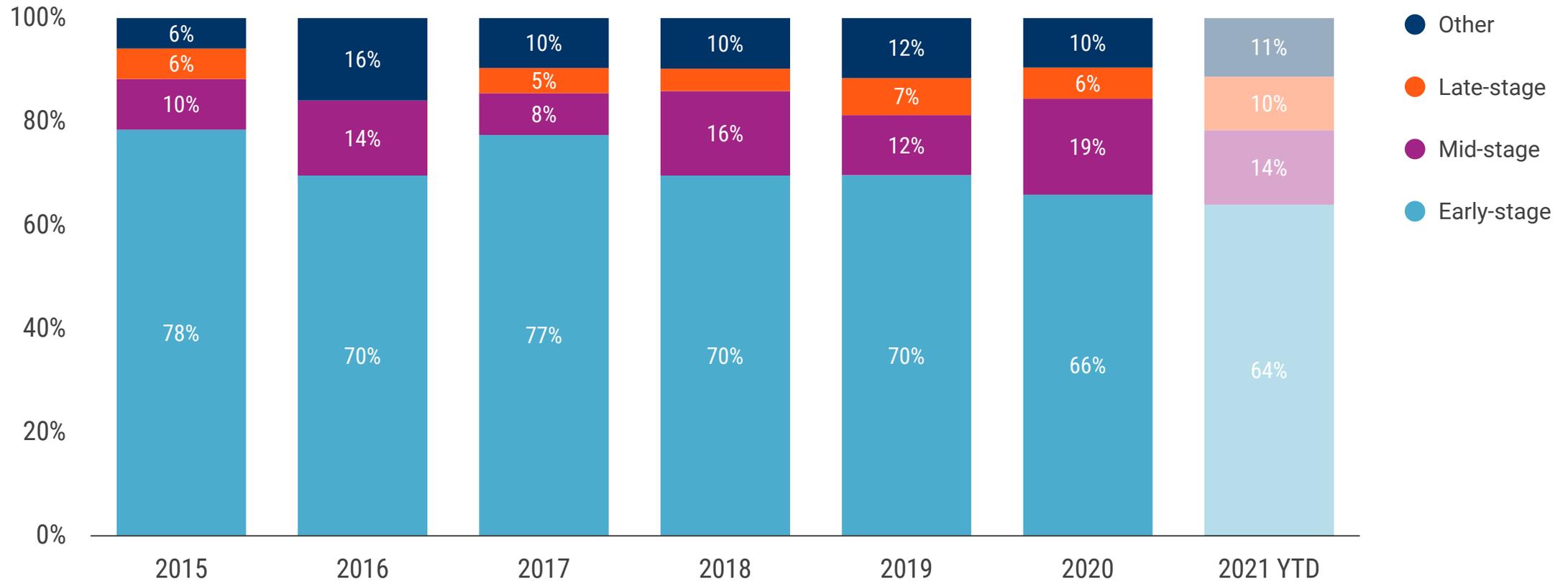
Teletherapy investment is accelerating rapidly

Quarterly funding (\$M) and deal count, Q3'18 – Q2'21



Early-stage deal share is edging down in 2021

Percentage share of global deals by stage, 2015 – 2021 YTD (6/30/21)



Top deals went to mental health & chronic care cos

Company	Deal details	Total disclosed funding (\$M)	Select round investors	Description
 noom®	\$540M Series F (5/24/21)	\$628M	Silver Lake, Sequoia Capital, RRE Ventures, Novo Holdings, Temasek, Samsung Ventures, Oak HC/FT	Noom's digital behavioral change programs combine remote, human coaches with personalized content to help people achieve health goals. Initially targeted at weight loss, Noom is expanding into stress/anxiety, diabetes, hypertension, and sleep.
 Lyra	\$200M Series F (6/14/21)	\$671M	Coatue Management, Sands Capital	Lyra Health offers a mental health platform for employees and their dependents, which includes online therapy, coaching, and medication support.
 Healogics® <small>The power to heal</small>	\$165M Unattributed (5/14/21)	\$640M	Marathon Asset Management	Healogics partners with hospitals to provide standard and advanced wound care for patients with chronic, non-healing wounds. In April 2020, it launched a telehealth program to remotely support wound care patients.
 MH monogram health	\$160M Series B (6/8/21)	\$180M	TPG Capital, Norwest Venture Partners, Humana Ventures, Frist Cressey Ventures	Monogram Health's Kidney Care Clinic improves access to renal specialists through in-home and virtual visits, leading to more preventive medicine and more effective urgent care for those with kidney disease.
 virta	\$133M Series E (4/19/21)	\$377M	Tiger Global Management	Virta Health combines continuous, remote medical care with individualized nutrition therapy with the aim of reversing type 2 diabetes and other chronic metabolic diseases without the use of medications or surgery.

Cerebral became a telemental health unicorn

Total funding:
\$162M

Valuation:
\$1.2B

Cerebral is a telepsychiatry company that offers online provider visits, care counseling, and prescription management services for people with anxiety and depression.

In June, the company raised \$127M in Series B financing from investors including Access Industries, Oak HC/FT, Bill Ackman, Artis Ventures, and others. Cerebral will use the proceeds to expand into new mental health verticals, add group therapy to its services, and expand in-network insurance options.

Similar companies to Cerebral

talkspace

Brightside

ahead

Exit valuation:
\$1.4B

Total raised:
\$24M

Total raised:
\$9M



Deals across virtual chronic care management demonstrate how diverse the space has become

CHRONIC KIDNEY DISEASE (CKD)



Latest round: \$160M Series B (6/8/21)

Select investors: TPG Capital, Norwest Venture Partners, Humana Ventures

About: Monogram Health's Kidney Clinic improves access to renal specialists through in-home and virtual visits, leading to more preventive medicine and more effective urgent care for those with kidney disease.

COMPLEX CHRONIC ILLNESSES



Latest round: \$14M Series B (6/22/21)

Select investors: NEA, FCA Venture Partners, Altitude Ventures

About: Spiras Health provides multimodal care management to patients with complex, chronic illnesses that are complicated by social determinants of health or other barriers to care.

OBESITY



Latest round: \$12M Series A (6/17/21)

Select investors: M13, NextView Ventures, SignalFire

About: Form Health offers 100% virtual medical weight loss programs for individuals with obesity. Its programs combine personalized nutrition, exercise, and medication counseling.

POLYCYSTIC OVARY SYNDROME (PCOS)



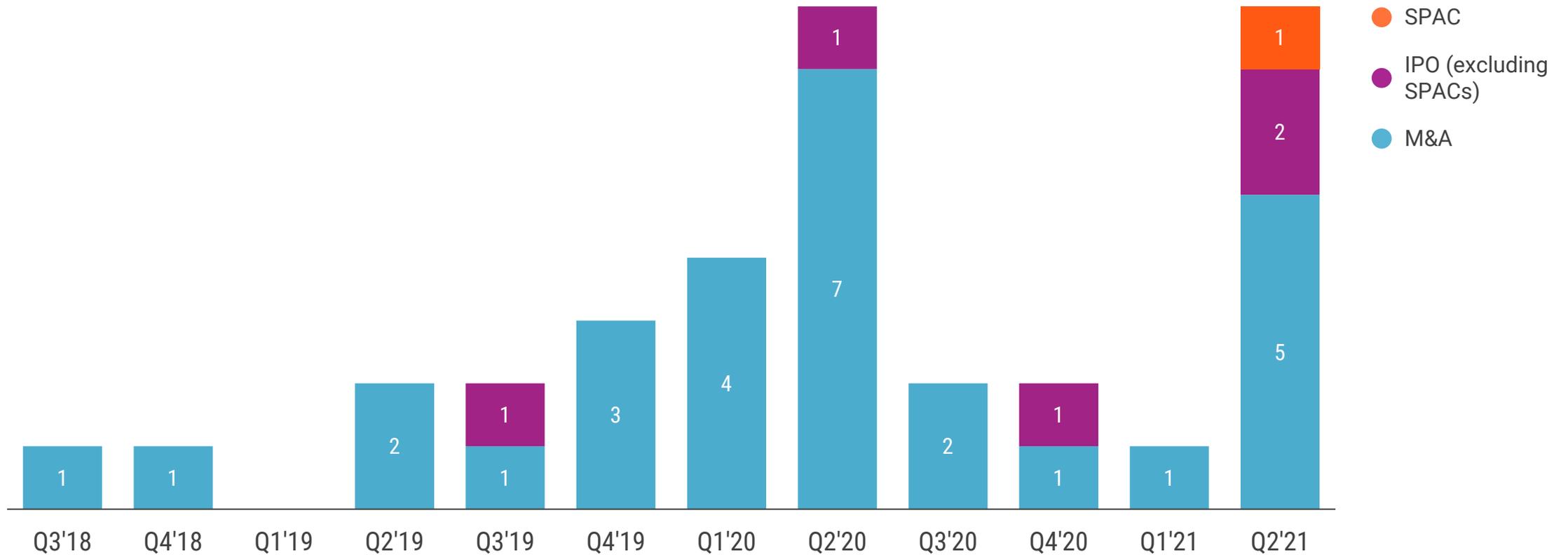
Latest round: \$2.5M seed (6/16/2021)

Select investors: Global Founders Capital, Great Oaks, Humbiton

About: Founded by a former Ro executive, Allara Health emerged from stealth in early June. Allara claims to be the first and only virtual care platform focused on women with PCOS.

Exits in Q2'21 matched Q2'20's peak

Number of exits by type, Q3'18 – Q2'21



Steady Health was acquired by Carbon Health

Pre-exit funding:
Undisclosed

Exit valuation:
Undisclosed

Steady Health is a digital diabetes clinic. After taking a short medical assessment, eligible patients are prescribed and delivered a continuous glucose monitor (CGM). From that point on, CGM and patient-logged meal and activity data are shared with a dedicated care team (endocrinologist & diabetes coach), who are available 24/7 via chat for personalized diabetes management advice.

In June, hybrid in-person/virtual care provider **Carbon Health** announced its acquisition of Steady Health for an undisclosed sum. The deal represents Carbon's first push into remote chronic disease management.

Similar companies to Steady Health



January 1

Total raised:
\$500M

Total raised:
\$377M

Total raised:
\$9M

Steady

[News: Steady is Joining Carbon Health!](#)

You deserve better diabetes care

Modern diabetes care that is more convenient, individualized to you, and proven to improve health.

Daily time in Range Week

Day	Time in Range
Mon	Low
Tue	High
Wed	Low
Thu	High
Fri	High
Sat	Low
Sun	High

GOAL

You personal range is 70 -140 mg/dl

Your best meal

4

Blood sugar response

Diabetes support by experts who care

Ask for advice and get helpful tips on how to better manage your blood glucose.

Personalized insights based on your CGM data

We prescribe a CGM and analyze your data to get insights that actually make a difference.

Proven results through our integrated approach

96% of members agree that their diabetes management has improved since joining Steady.

WHAT THE STATE OF TELEHEALTH COVERS



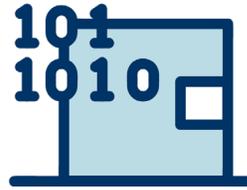
TELEMEDICINE PROVIDERS, PLATFORMS, & MARKETPLACES

Companies that offer online access to and facilitate interactions with remote healthcare professionals. These interactions – whether between a patient and a physician or between physicians – are generally ad hoc and consultative in nature.



TELETHERAPY, COACHING, & CARE MANAGEMENT

Companies that offer online access to and facilitate interactions with professionals like remote therapists, health coaches, care managers, and patient advocates who provide periodic, instructive guidance and encouragement throughout patients' treatment plans and care pathways.



VIRTUAL/DIGITAL CARE ENABLEMENT

Companies offering software and connectivity solutions to physicians and healthcare enterprises looking to build out virtual/digital patient interaction and remote care collaboration capabilities.



REMOTE MONITORING & DIAGNOSTICS

Companies offering products that help assess patients' state of health and well-being from a distance. Whether to monitor for signs of deterioration, screen for disease risk, or diagnose conditions, these solutions differ in the types of data they analyze and the manners in which they collect and share it.

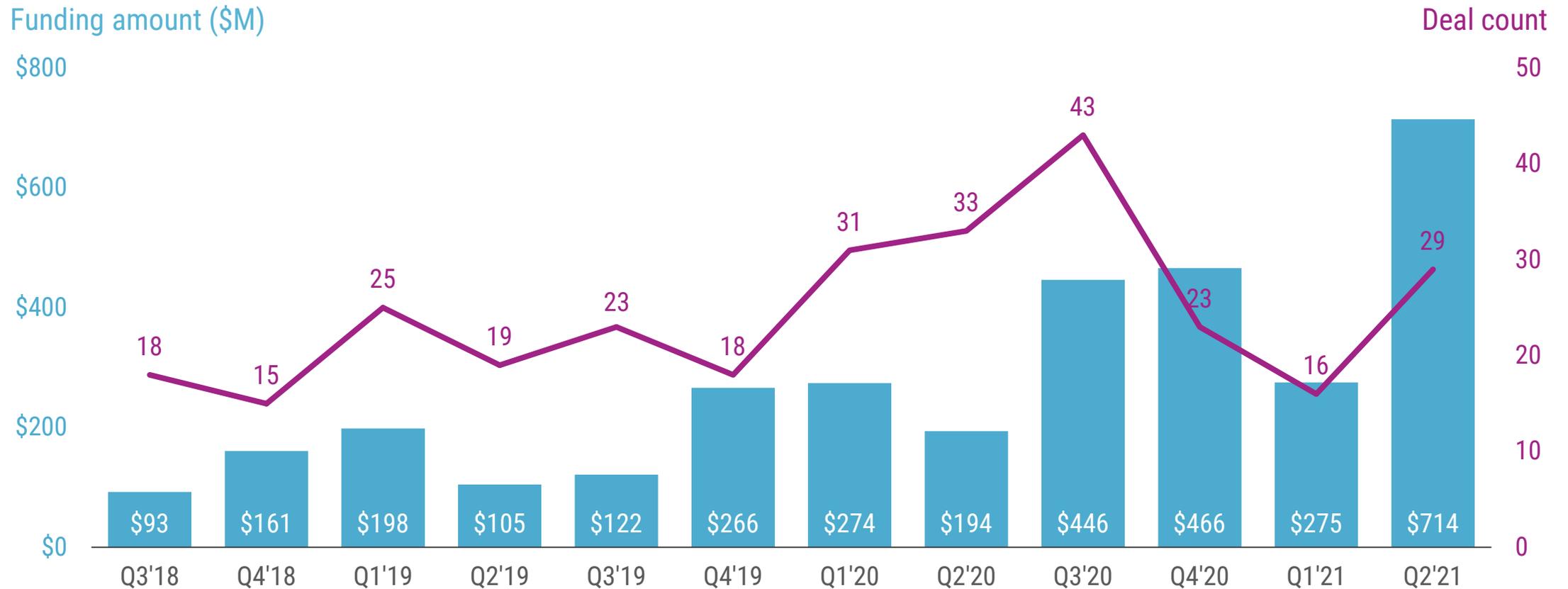


TELEPHARMACY

Companies leveraging information communications technology to connect patients with pharmacists and deliver pharmacy services from a distance. Typical services provided via telepharmacy include remote prescription writing, drug adherence and side effect monitoring, and medication counseling.

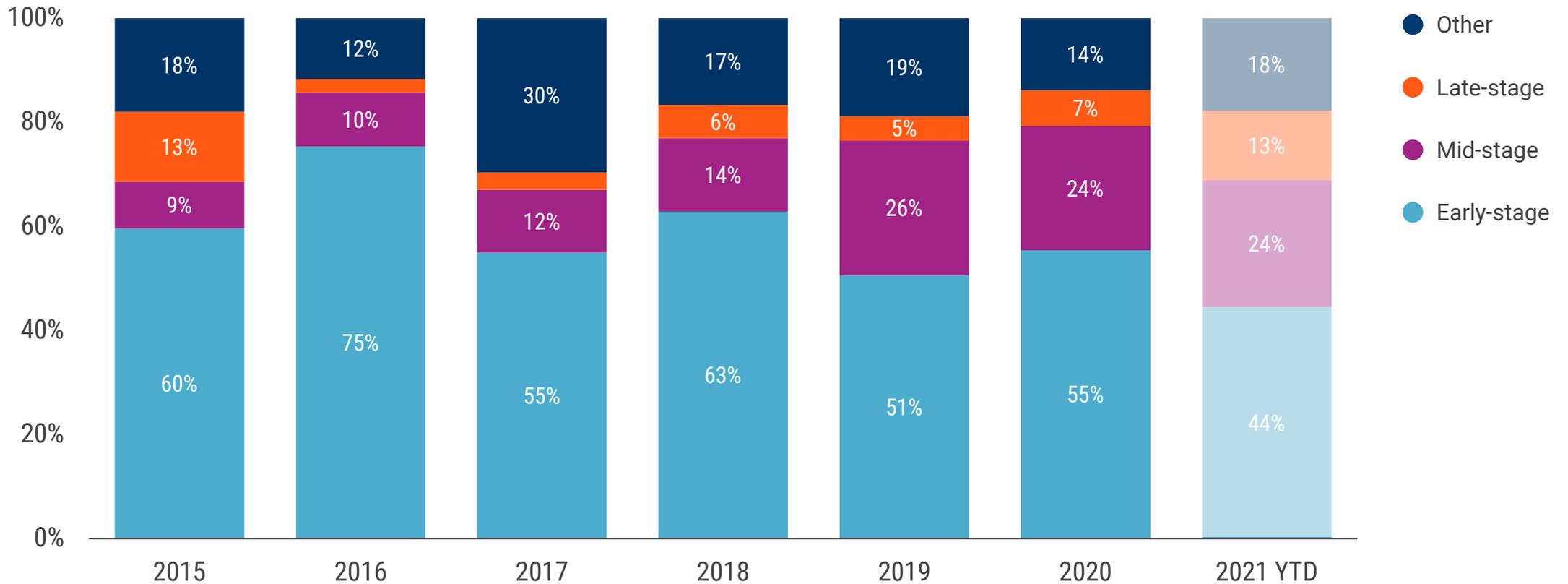
Funding hit a high as deals rebounded from Q1'21

Quarterly funding (\$M) and deal count, Q3'18 – Q2'21



Early-stage no longer covers majority of deals

Percentage share of global deals by stage, 2015 – 2021 YTD (6/30/21)



Top 5 deals in Q2'21, by deal size

Company	Deal details	Total disclosed funding (\$M)	Select round investors	Description
	\$183M Series D (6/22/21)	\$287M	Generation Investment Management, Inovia Capital, Caisse de depot et placement du Quebec	AlayaCare develops outcome-focused software solutions for the home care industry. Its virtual care solution enables purpose-built video conferencing and remote monitoring features.
	\$100M Series C (4/28/21)	\$178M	PFM Health Sciences, Intel Capital, Vesalius BioCapital, IPF Partners, Optum Ventures	Caresyntax's digital surgery platform allows surgeons to interact in real time with outside experts like medical school instructors or medical device representatives, who can help oversee and guide surgical procedures from remote locations.
	\$90M Series B (5/27/21)	\$137M	Leaps by Bayer, Vitruvian Partners, Mutschler Ventures, Samsung Catalyst, Inteligo Bank, F4	Ada's AI-based symptom assessment and triaging solutions allow healthcare organizations to begin patients' care journeys digitally.
	\$78M Series D (4/15/21)	\$230M	Sapphire Ventures, Obvious Ventures, GSR Ventures, Streamlined Ventures, PPD	Medable's clinical trial platform offers modular features like digital screening, teleconsent, teleCOA (clinical outcome assessments), virtual visits, and remote monitoring to help clinical trial sponsors/researchers perform trials virtually.
	\$50M Unattributed – III (5/12/21)	\$119M	Sixth Street Growth	DrFirst's enterprise telehealth solution allows providers to implement their own virtual care services via HIPAA-compliant text chat, high-definition video/audio, image and file sharing, and more.

Decentralized clinical trial enablement was an active area of business development activity

Medable raises \$78M to expand decentralized clinical trials platform for patient-centered drug development

April 15, 2021 | 

Medidata becomes first company to offer end-to-end, unified, secure platform for decentralization of clinical trials

April 21, 2021 |  businesswire
A BERKSHIRE HATHAWAY COMPANY

THREAD and Trialbee partner to enhance global decentralized clinical trial inclusivity and recruitment outcomes

May 4, 2021 |  businesswire
A BERKSHIRE HATHAWAY COMPANY

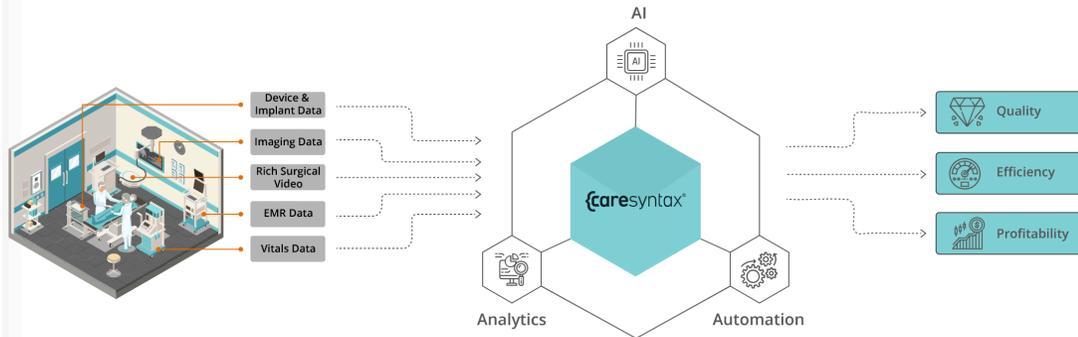
Lightship announces partnership with Castor to scale virtual clinical trials worldwide

June 23, 2021 |  businesswire
A BERKSHIRE HATHAWAY COMPANY

Surgical telepresence drew mid-stage funding



caresyntax® supports providers, medtech vendors, and insurers with actionable surgical insights, through a combination of AI, automation, and analytics technologies



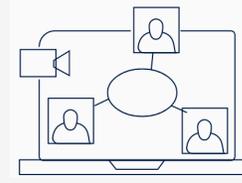
Latest round: Series C (4/28/21)

Amount: \$100M

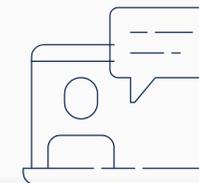
About: Through its enterprise digital surgery platform, Caresyntax allows surgeons to interact in real time with outside experts like medical school instructors or medical device representatives, who can help oversee and guide surgical procedures from remote locations.



Helping clinicians perform to the best of their abilities, by enabling remote clinicians, proctors, medical device personnel or other experts to virtually reach into the clinical theatre and share skills, from 1,000s of miles apart.



LIVE REMOTE PRECEPTORSHIP



LIVE REMOTE PROCTORSHIP



LIVE REMOTE OR SUPPORT



EXPANDING SERVICE CAPABILITY

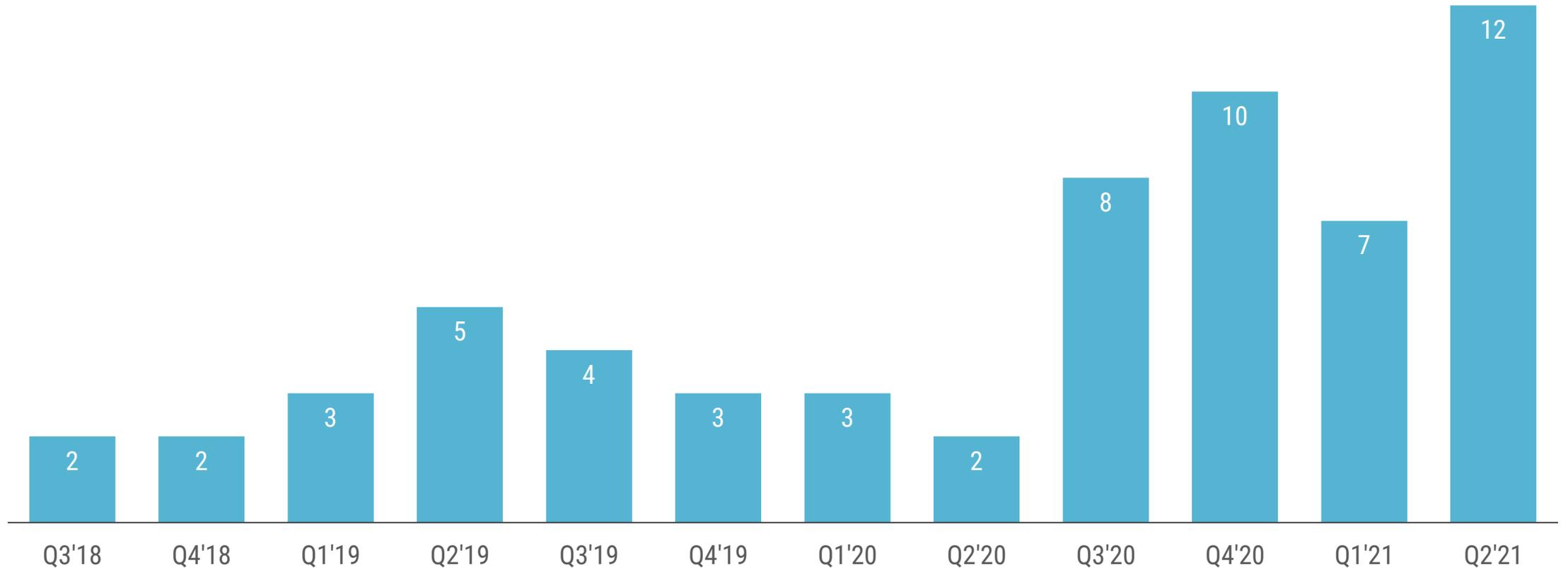
Latest round: Series B (4/21/2021)

Amount: \$38M

About: UK-based Proximie markets a telepresence platform to help bring clinical expertise to rural, underserved areas. Proximie's primary use case is supporting surgical telepresence. The company is live in 35 countries and will use its new funds to expand its presence in the US and EU.

M&A exits hit a new high in Q2'21

Number of M&A exits, Q3'18 – Q2'21



Zipnosis was acquired by insurer Bright Health

Pre-exit funding:
\$24M

Exit valuation:
Undisclosed

Zipnosis' white-label enterprise virtual care suite combines virtual triage & routing with synchronous & asynchronous telemedicine solutions to help healthcare organizations reduce costs and improve outcomes. According to the company, Zipnosis has screened and treated more than 2M patients.

In April, health insurer **Bright Health** acquired Zipnosis for an undisclosed sum to strengthen its position in the telehealth market.

In June, Bright Health IPO'd at a \$13.4B valuation.

Similar companies to Zipnosis



Total funding:
\$98M

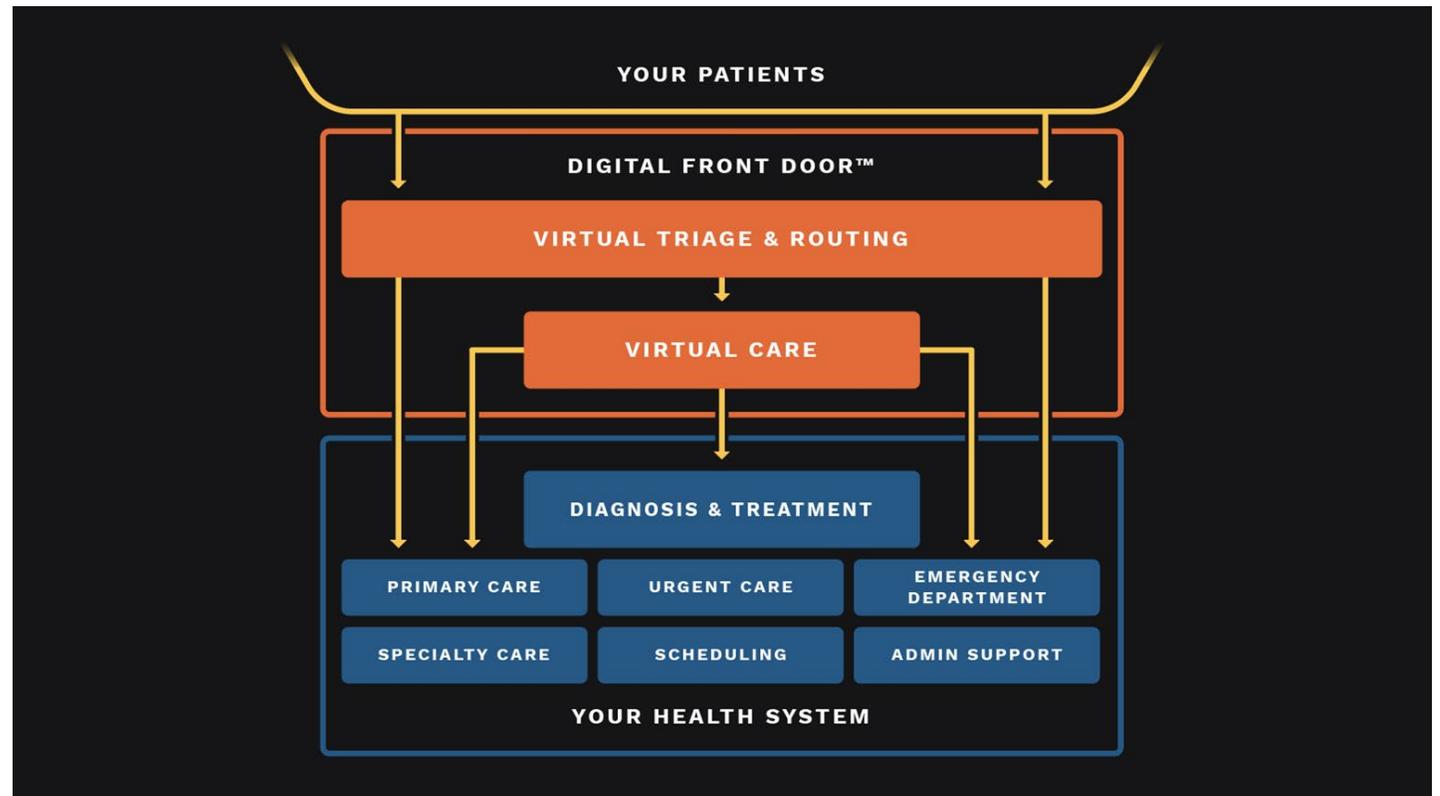


Total funding:
\$83M



Total funding:
\$71M

ZIPNOSIS



WHAT THE STATE OF TELEHEALTH COVERS



TELEMEDICINE PROVIDERS, PLATFORMS, & MARKETPLACES

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TELETHERAPY, COACHING, & CARE MANAGEMENT

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VIRTUAL/DIGITAL CARE ENABLEMENT

Companies offering software and connectivity solutions to physicians and healthcare enterprises looking to build out virtual/digital patient interaction and remote care collaboration capabilities.



REMOTE MONITORING & DIAGNOSTICS

Companies offering products that help assess patients' state of health and well-being from a distance. Whether to monitor for signs of deterioration, screen for disease risk, or diagnose conditions, these solutions differ in the types of data they analyze and the manners in which they collect and share it.

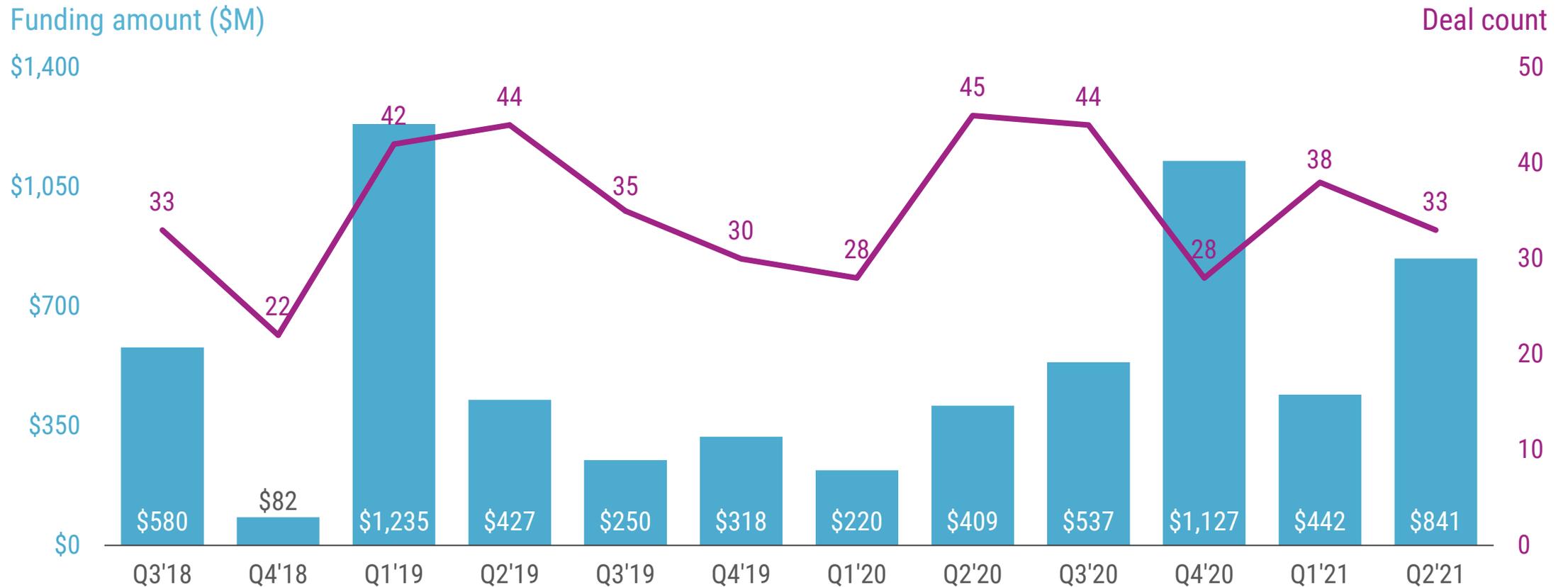


TELEPHARMACY

Companies leveraging information communications technology to connect patients with pharmacists and deliver pharmacy services from a distance. Typical services provided via telepharmacy include remote prescription writing, drug adherence and side effect monitoring, and medication counseling.

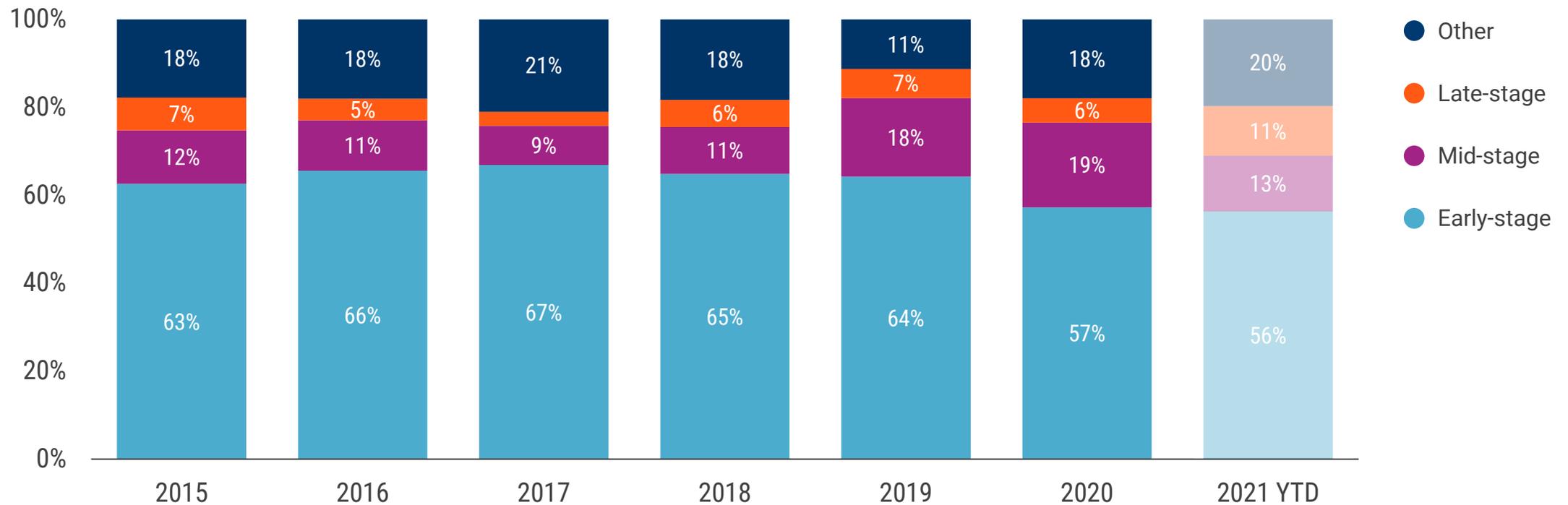
Funding rebounded from Q1'21's dip

Quarterly funding (\$M) and deal count, Q3'18 – Q2'21



Early-stage deal share is tracking at a historical low – and late-stage share at a high – in 2021

Percentage share of global deals by stage, 2015 – 2021 YTD (6/30/21)



Top 5 deals in Q2'21, by deal size

Company	Deal details	Total disclosed funding (\$M)	Select round investors	Description
	\$235M Series D (5/13/21)	\$896M	MSD Capital, Perceptive Advisors, Johnson & Johnson Innovation, Decheng Capital	Cue Health's portable diagnostic testing instrument can be used alongside its telehealth platform to test for respiratory, cardiovascular, and sexual health conditions in a variety of decentralized care settings.
	\$150M Series D (6/7/21)	\$263M	Casdin Capital, HLM Venture Partners, Qiming Venture Partners, Illumina Ventures	At-home testing startup LetsGetChecked is using its latest financing to expand its remote care services with new tests and online chat and video visit capabilities.
	\$100M Series C (5/12/21)	\$184M	Leaps by Bayer, Hitachi Ventures, Unilever Ventures, Nikesh Arora, Sony Innovation Fund	Huma (fka Medopad) markets a device-agnostic remote monitoring and hospital-at-home platform.
	\$60M Series D (6/7/21)	\$89M	Soleus Capital Management, Ganot Capital	Notal Vision is an ophthalmic home monitoring product developer and services provider focused on early disease detection and treatment monitoring.
	\$47M Series A (5/26/21)	\$47M	Allen & Company, Invenfin, Analog Devices, 4Di Capital, Errol Damelin, Acequia Capital	LifeQ develops wearable health monitoring technology. In addition to the consumer device monitoring business LifeQ already has, its latest funding will be used to help hospitals and physicians develop remote patient monitoring capabilities.

Decentralized in vitro diagnostics are gaining momentum as virtual care enablers

Ro buys Kit, a 17-month-old startup that offers at-home health testing

June 30, 2021 | 

LetsGetChecked hits unicorn status with \$150M to grow at-home testing, telehealth services

June 8, 2021 | 

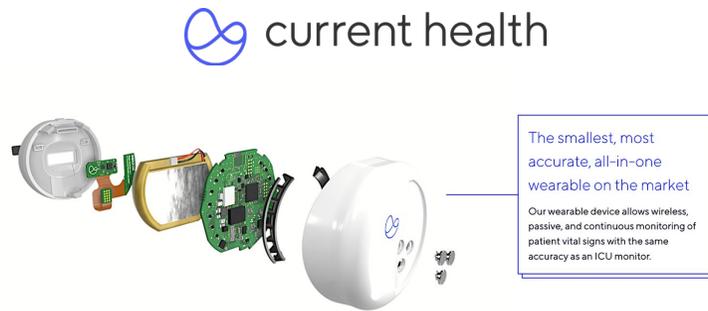
Truepill becomes a 'triple threat' with diagnostics

May 25, 2021 | 

Rapid diagnostic service Cue Health lands \$235M in new funding

May 14, 2021 | 

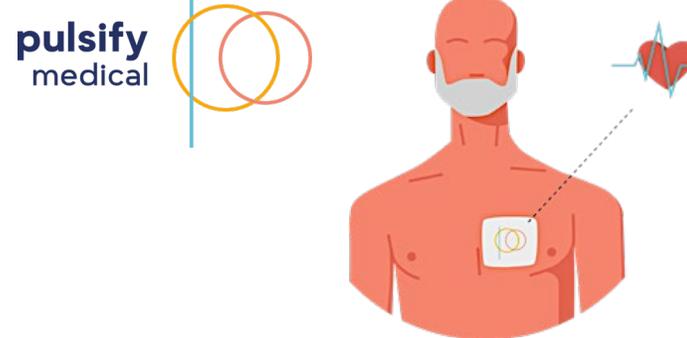
VC funding continues to drive development of small, unobtrusive RPM wearables



Latest round: Series B (4/22/21)

Amount: \$43M

About: Current's integrated remote patient monitoring (RPM) platform features a proprietary wearable capable of performing continuous, passive monitoring of vital signs (such as respiration rate, oxygen saturation, pulse rate, and body temperature) with ICU-level accuracy.



Latest round: Series A (5/4/21)

Amount: \$5M

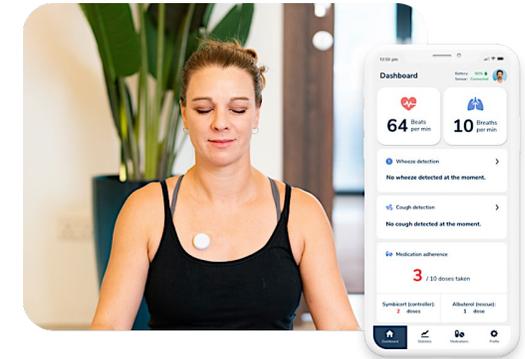
About: Belgium-based Pulsify Medical is developing a non-invasive, ultrasound-based patch for continuous cardiac monitoring. Though it's initially targeting ICU applications, Pulsify is also working on a wireless version that could be used for remote use.



Latest round: Seed VC (6/16/21)

Amount: \$2M

About: Singapore-based Aevice Health creates non-invasive, AI-powered wearable stethoscopes that can be used for continuous, remote monitoring of patients with chronic respiratory diseases.



Contact-free RPM is seeing early momentum

clairlabs

Our Story

Humanizing health monitoring everywhere

We at Clair Labs believe that the challenges of future healthcare demands automated non-intrusive ways of monitoring patients' conditions & recovery.

To support this idea, we have developed breakthrough technology for contact-free acquisition of physiological markers and a cloud based service. Our solution provides physicians and caregivers a real-time and secure way of monitoring their patients remotely and continuously in care facilities or at home.

[Learn More](#)

Latest round: Seed VC (6/18/21)

Amount: \$9M

About Clair Labs' AI-powered bedside biosensor enables contactless remote monitoring of patients' physiological markers (e.g., heart rate, respiration rate, body temperature, oxygen saturation) by tracking light particles reflected off their skin. It also monitors behavioral markers like sleep patterns or signs of distress to help assess a patient's well-being.

Oxehealth

VITAL SIGNS

TOTALLY CONTACT FREE VITAL SIGN SPOT CHECKS

CONTACT FREE SENSOR **CE MARKED MEDICAL DEVICE**

PULSE RATE **SKIN COLOUR CHANGE**

BREATHING RATE **CHEST AND BODY MOVEMENTS**

Latest round: Series A (3/5/21)

Amount: \$14M

About: Earlier this year, Oxehhealth received FDA De Novo clearance for its contactless, continuous, remote vital sign monitoring solution. The optical sensor-based system works by detecting "micro-blushes" or subtle color changes in the skin that are undetectable by the human eye. The system is primarily used in nursing homes and long-term care facilities.

Obstetric RPM companies saw funding & exits



Keeping mothers-to-be connected to care

INVU is a physician-prescribed, pregnancy monitoring system that allows women to collect their data and review their progress with healthcare providers from the comfort of home.

- Easy to Use
- Medical Grade
- HCP-Connected
- FDA Cleared*



Latest round: Unattributed (6/24/21)

Amount: \$25M

About: Nuvo's INVU device is used for remote monitoring applications in obstetrics. In June, a new FDA clearance expanded the clinical utility of the device to include monitoring of fetal heart rates, maternal heart rates, and uterine activity, allowing nonstress tests to be performed remotely. The company raised \$25M shortly thereafter.



Perinatal Telemonitoring Models

Exit round: Acquired (4/27/21)

Valuation: \$58M

About: PeriGen develops AI-powered perinatal telemonitoring and clinical decision support software for obstetric care teams. It was acquired by UK-based health tech company Halma in April for \$58M. According to the announcement, the deal will provide PeriGen with "additional recourses" to expand its presence in the US and beyond.

PhysIQ attracted 8 new partners for its Covid-19 digital biomarker study

PhysIQ's AI-based COVID-19 Decompensation Index (CDI) Digital Biomarker – which builds upon continuous, multi-parameter vital sign data collected by wearables – could allow healthcare providers to remotely surveil high-risk Covid-19 patients from their homes and intervene as soon as symptoms begin to worsen.

PhysIQ, Department of Defense, Duke University, Johns Hopkins, and HJF partner to study Covid-19

May 4, 2021 |  **businesswire**
A BERKSHIRE HATHAWAY COMPANY

PhysIQ adds NorthShore University HealthSystem to Covid-19 digital biomarker study

June 15, 2021 |  **businesswire**
A BERKSHIRE HATHAWAY COMPANY

Intermountain Healthcare, UTHealth in Houston, and Rush University join PhysIQ's study to develop COVID-19 digital biomarker

May 4, 2021 |  **businesswire**
A BERKSHIRE HATHAWAY COMPANY

WHAT THE STATE OF TELEHEALTH COVERS



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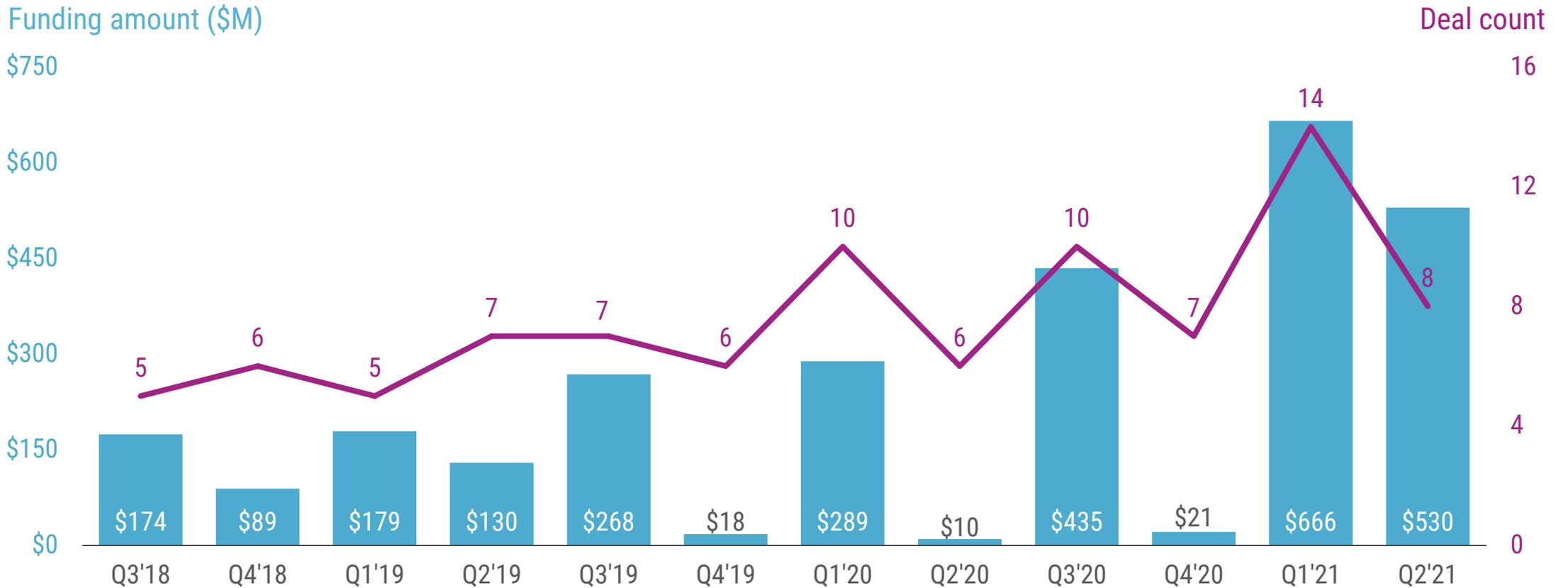


TELEPHARMACY

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Funding held strong despite 43% deal decline QoQ

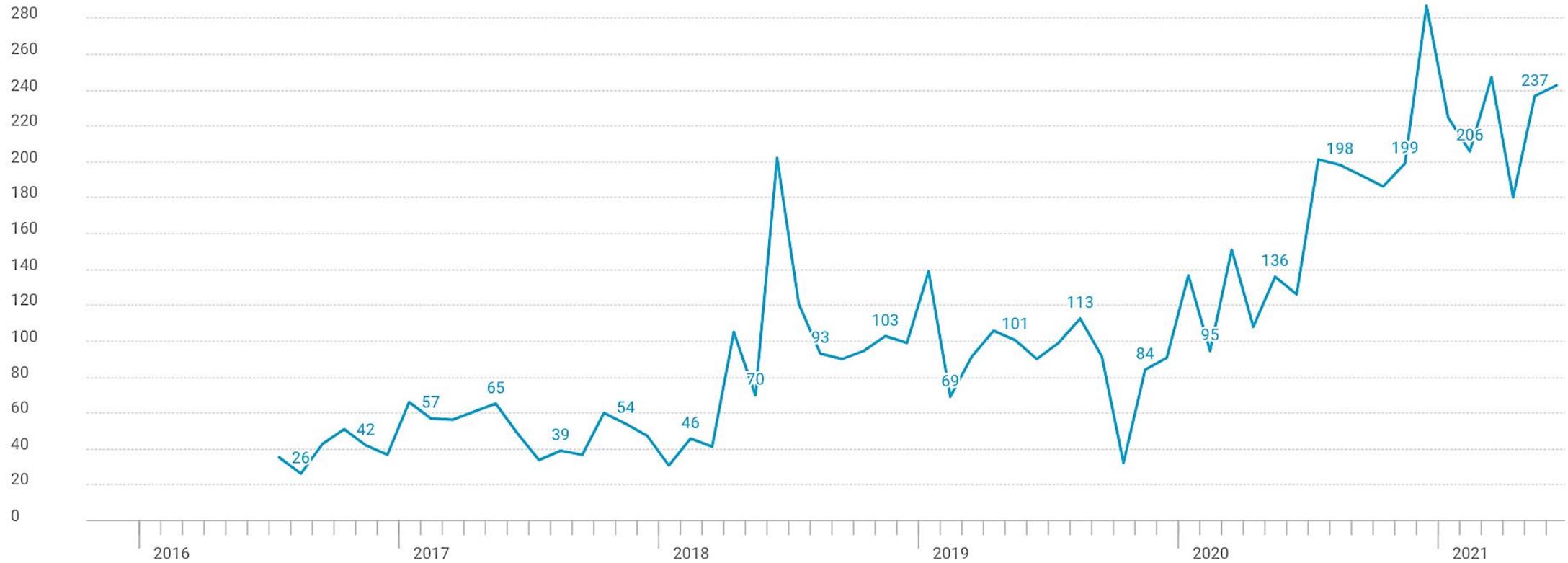
Quarterly funding (\$M) and deal count, Q3'18 – Q2'21



Covid continues to drive public awareness

News articles mentioning telepharmacy solutions, July 2016 – June 2021

Articles



There were 2 telepharmacy mega-rounds in Q2'21



Free, same-day prescription delivery



Privately chat or text with our expert pharmacists



Get and manage all your medications from your phone

Latest round: \$300M Series D (4/28/21)

Round investors: Durable Capital Partners, T. Rowe Price, Baillie Gifford & Co., Whale Rock Capital Management

About: Capsule makes free, same-day prescription deliveries, coordinates refills with doctors and copays with insurers, and gives patients 24/7 access to pharmacists via chat. Long-term, Capsule aims to build a "one-stop shop" for digital healthcare by adding a curated set of products and services – such as telemedicine and mental health support – to its digital pharmacy offering.

THIRTY MADISON



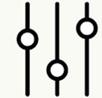
1. Choose your plan

Pick the FDA-approved treatment that's right for you. A licensed doctor will confirm it's everything you need and nothing you don't.



2. Set it and forget it

Your Keeps treatment arrives every 3 months – and at half the cost of your local pharmacy.



3. Stay in control

Easily track progress as you keep your hair. Adjust or cancel your plan at any time.

Have questions along the way? Our dedicated team of doctors, pharmacists and care specialists is here for you.

Latest round: \$140M Series C (6/2/21)

Round investors: HealthQuest Capital, Northzone Ventures, Greycroft, Mousse Partners, Polaris Partners, J&J Innovation, Bracket Capital

About: Through Thirty Madison's brands, consumers can access specialists who can prescribe and help manage treatments for hair loss (Keeps brand), migraines (Cove), acid reflux (Evens), and allergies (Picnic). With its latest round of funding, Thirty Madison plans to expand beyond the direct-to-consumer model and seek partnerships with employers and health plans.

Direct-to-consumer companies expanded into new markets

Direct-to-consumer health company Nurx looks to tackle rosacea

June 3, 2021 |  mobihealthnews

The Pill Club takes on primary care with \$41.9M in fresh funding

June 14, 2021 | 

Thirty Madison jumps to unicorn status as it eyes expansion, payer partnerships

June 2, 2021 |  FIERCE
Healthcare

Hims & Hers dives deeper into acne care with Apostrophe acquisition

June 24, 2021 |  mobihealthnews

Appendix



Methodology

CB Insights encourages you to review the methodology and definitions employed to better understand the numbers presented in this report. If you have any questions about the definitions or methodological principles used, we encourage you to reach out to CB Insights directly. Additionally, if you feel your firm has been under-represented, please send an email to info@cbinsights.com and we can work together to ensure your firm's investment data is up to date.

What is included:

- Equity financings into emerging healthcare companies. Equity financings include: convertible notes, seed, Series A, Series B, Series C, Series D, Series E+, private equity, growth equity, other venture capital, and other investment rounds.
- Fundings of only private companies. Funding rounds raised by public companies of any kind (including Pink Sheets) are excluded from our numbers, even if a company received investment from a venture firm.
- Only includes the investment made in the quarter for tranching investments. If a company does a second closing of its Series B round for \$5M and previously had closed \$2M in a prior quarter, only the \$5M is reflected in our results.
- Round numbers reflect what has closed – not what is intended. If a company indicates the closing of \$5M out of a desired raise of \$15M, our numbers reflect only the amount which has closed.
- Only verifiable fundings are included. Fundings are verified via various federal and state regulatory filings, direct confirmation with firms or investors, or press releases.
- Historical funding data is subject to change as our technology & data operations explore data sets globally and refine company classifications.

What is excluded:

- No contingent funding. If a company receives a commitment for \$20M subject to hitting certain milestones but first gets \$8M, only the \$8M is included in our data.
- No business development/R&D arrangements, whether transferable into equity now, later, or never. If a company signs a \$300M R&D partnership with a larger corporation, this is not equity financing, nor is it from a venture capital firm. As a result, it is not included.
- No buyouts, consolidations, and/or recapitalizations. All three of these transaction types are commonly employed by private equity firms and are tracked by CB Insights. However, they are excluded for the purposes of this report.
- No private placements. These investments, also known as PIPEs (Private Investment in Public Equities), are excluded even if made by a venture capital firm.
- No debt/loans of any kind (except convertible notes). Venture debt or any kind of debt/loan issued to emerging startup companies, even if included as an additional part of an equity financing, is not included. If a company receives \$3M with \$2M from venture investors and \$1M in debt, only the \$2M is included.
- No government funding. Grants, loans, or equity financings by the federal government, state agencies, or public-private partnerships to emerging startup companies are not included.