

Health Innovation Exchange

Access. Impact. Investment.



ACCESS • IMPACT • INVESTMENT

www.healthinnovation.exchange

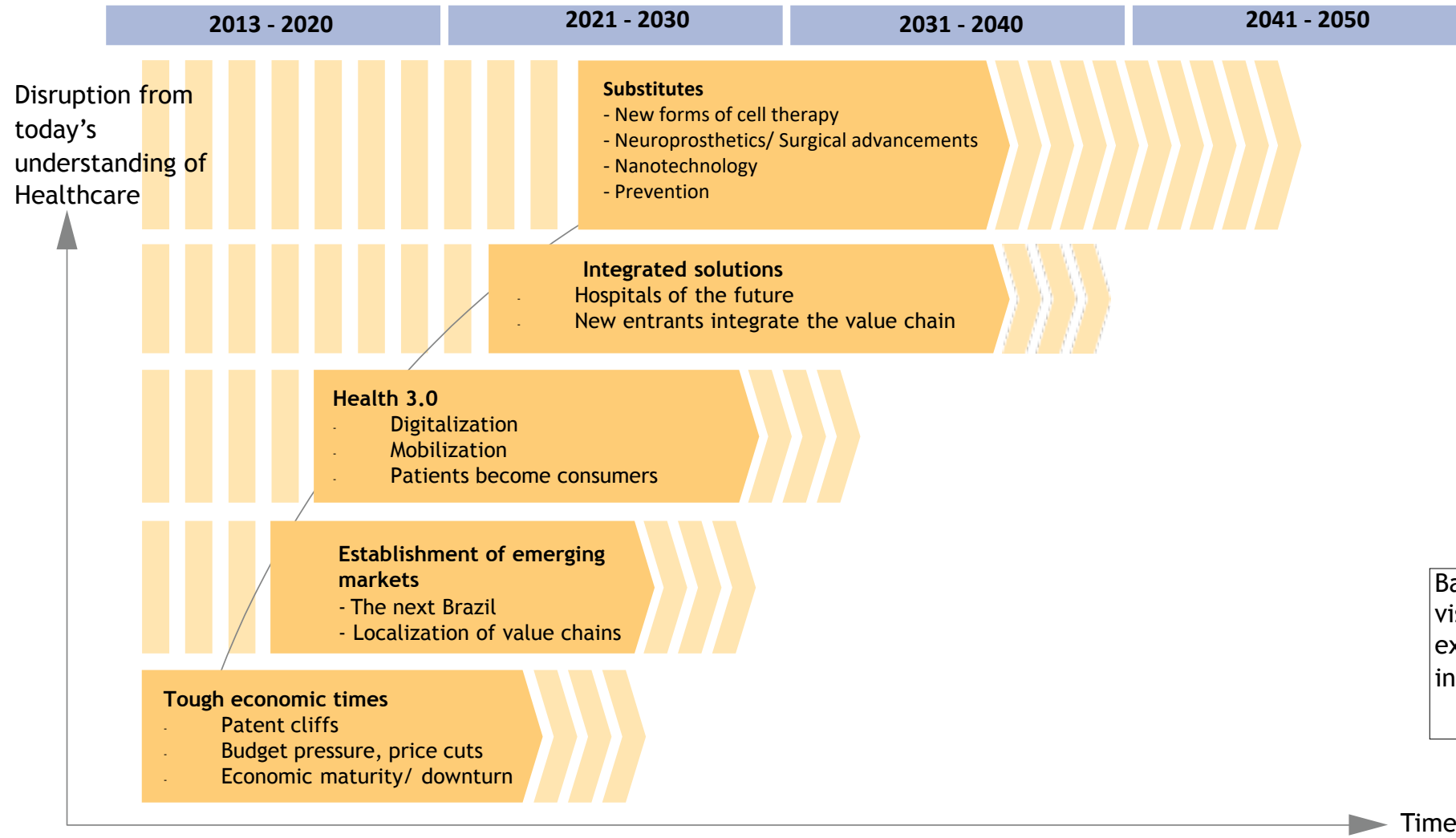
“It is not the strongest or the most intelligent who will survive, but those who can best manage change.”

Half the world lacks access to essential health services and 100 million people are pushed into extreme poverty annually due to health expenses.

[World Bank & WHO Report 2017](#)

COVID-19 has further exacerbated this disparity and the world is nowhere near meeting the SDG3 targets by 2030. Innovations provide an opportunity to radically scale access to healthcare in LMICs.

FIVE KEY TRENDS SHAPING THE FUTURE OF HEALTHCARE ECOSYSTEMS



Based on HIEX vision and senior expert interviews in the market



Country pain points

Poor understanding of country-specific needs, barriers to technology implementation and how to translate solutions from one country to another



Siloed approach

Lack of cross sector collaboration leading to stagnation of health and culture within Ministries results in innovations stuck in bureaucracy



Scale

Lack of political ownership and investment lead to significant numbers of innovations not being taken to scale
- traditional donors fund pilots and little emphasis on scale

The challenge

Disconnected health landscape



Investment gaps

High-risk perception about emerging markets with limited mechanisms for capital deployment that demonstrate both financial returns and impact for SDGs



Market fragmentation

Lack of trust and understanding between governments, innovators and private sector investors and weak regulatory process

BUILD NEXT GEN HEALTH CARE UNICORNS which focus on solutions to core local opportunities



By guiding Policy and Industry build a resilient **“HYPERLOCAL HEALTHCARE ECOSYSTEM”**

by Innovating through startups (Future Unicorns)at edges of HealthCare Industry.

Local Intelligence - Intimate knowledge of country and regional level dynamics and ability to coordinate local responses to facilitate global footprint
Global network - Deep connectivity and access to policy and decision makers across the world to drive coordinated innovation deployment
Building bridges - Connecting across sectors to multiply impact for health and bridging public and private sector approaches for investing in innovation
Impact - Political framing of innovations with higher potential for long-term impact and implementation



- Impartial platform for private-public partnerships to support game-changing innovations for health.
- Nexus for cooperation and sharing of due diligence, investment success metrics and best practices to drive scale, efficiency and success.
- Political leadership for innovation implementation to maximize the impact of philanthropists, investors and international agencies.
- Building capacities: supporting countries and building the next generation digital health workers.

VISION

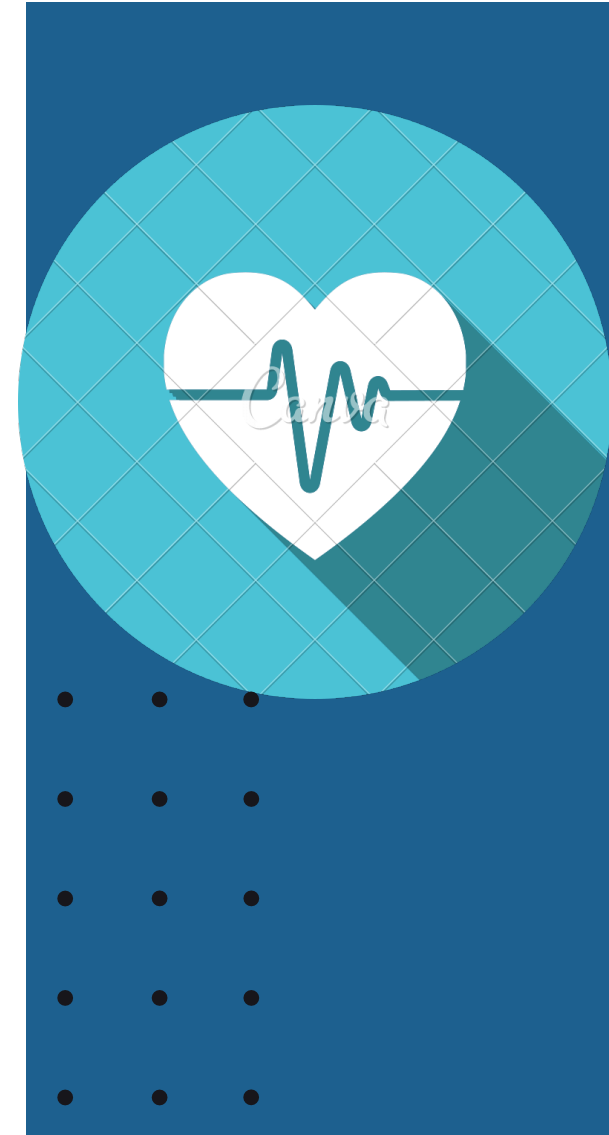
A world where ALL people have access to high quality and affordable healthcare services, and live healthy, productive and happy lives.

MISSION

Leverage innovations for health in a cross-sectoral manner to enable people to live healthier lives, to create economic opportunities, and to fast-track progress towards the SDGs.

VALUES

Peace, Plante, Prosperity and Partnership



Strengthen local ecosystems

Advocate for political buy-in and enabling policies for innovation scale-up

Facilitate infrastructure building to enable innovation adoption: *energy, connectivity, local manufacturing capacity*

Address innovation culture and capacities within countries to embrace innovations for health impact.

Maximise innovation potential

- Identify cross-sectoral solutions for country-specific needs
- Harmonise technology assessment and regulatory frameworks across countries to speed up local implementation
- Create local economic opportunities to ensure sustainable growth - use digital health transition as an opportunity for job creating for young people

Invest for scale, impact and sustainable returns

- Build private-public partnerships for co-investments in innovation scale-up
- Pioneer the use of retail investment platforms for healthcare innovations
- Remove barriers for large-scale health investments in LMICs

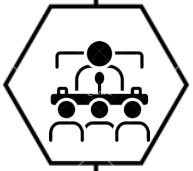




Launched by UNAIDS and partners during the World Health Assembly in May 2019 as a multilayered partnership platform



Traction 2019-20: Ecosystem and partnerships established, first country level initiative in Ethiopia, pipeline developed, first major investments facilitated



Leadership of HIEx in the health innovation space firming at HIEx2020 global event in July 2020, launch of Solar for Health initiative



HIEx Investor Coalition launched April 2021

From a UN project to a multi-stakeholder mechanism for innovation scale-up to deliver impact towards the SDGs

Established as a neutral partnership platform by UNAIDS in 2019

CONVENING LEADERS



50

Ministers of Health on HIEx
 Launch Event in 2019

4K

Participants on HIEx2020
 Virtual event and over 20
 Ministers of Energy launch Solar
 for Health

CHAMPIONING INNOVATIONS



50

Innovations with high impact towards
 the SDGs in the HIEx pipeline

1300

COVID-19 innovations mapped in
 a [global innovation report](#) & map

CONNECTING THE DOTS



26

Partner organisations and
 accelerators in global health &
 innovation space

37

Members of the HIEx Investor
 Coalition representing DFIs,
 Governments, VCs, Foundations

MOBILISING INVESTMENTS

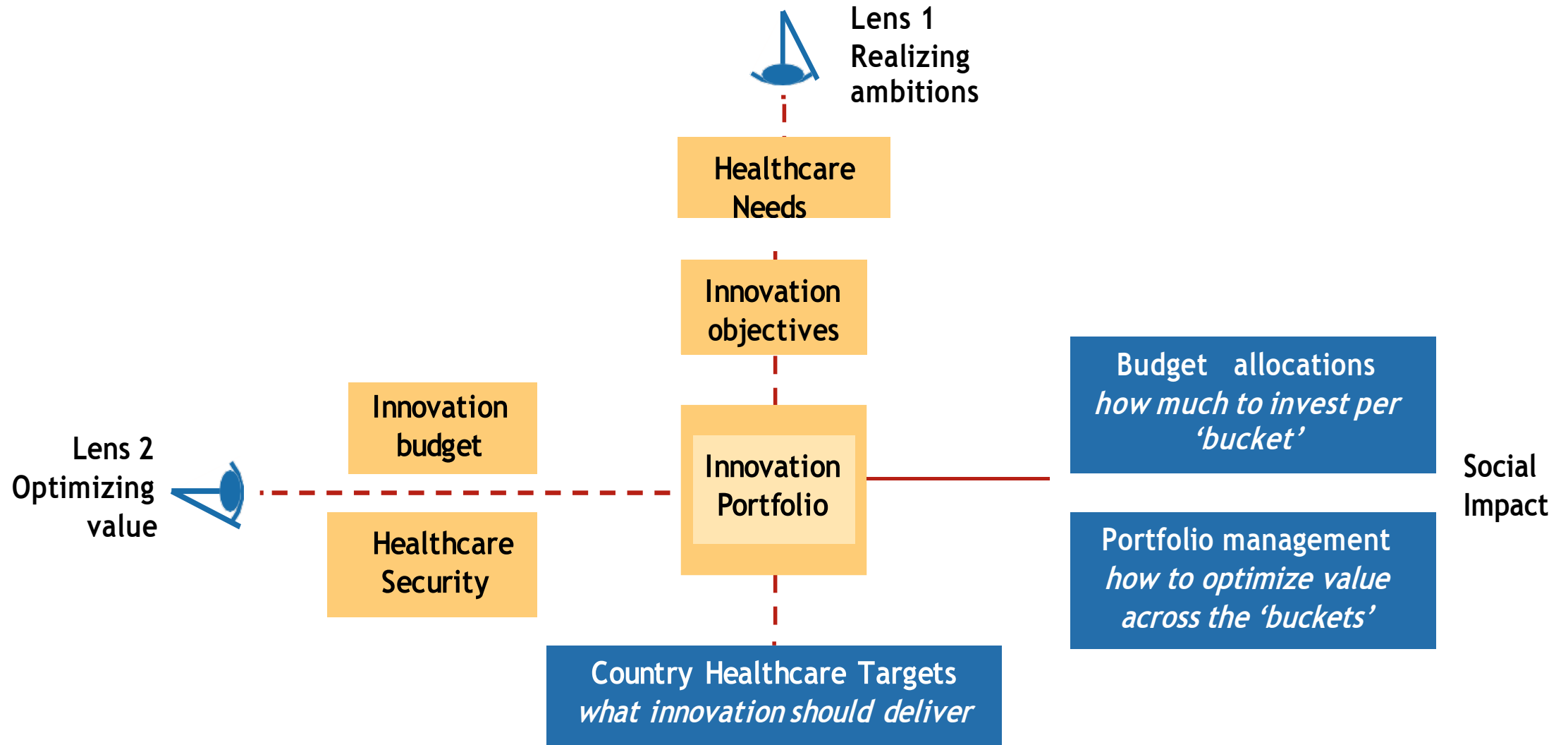


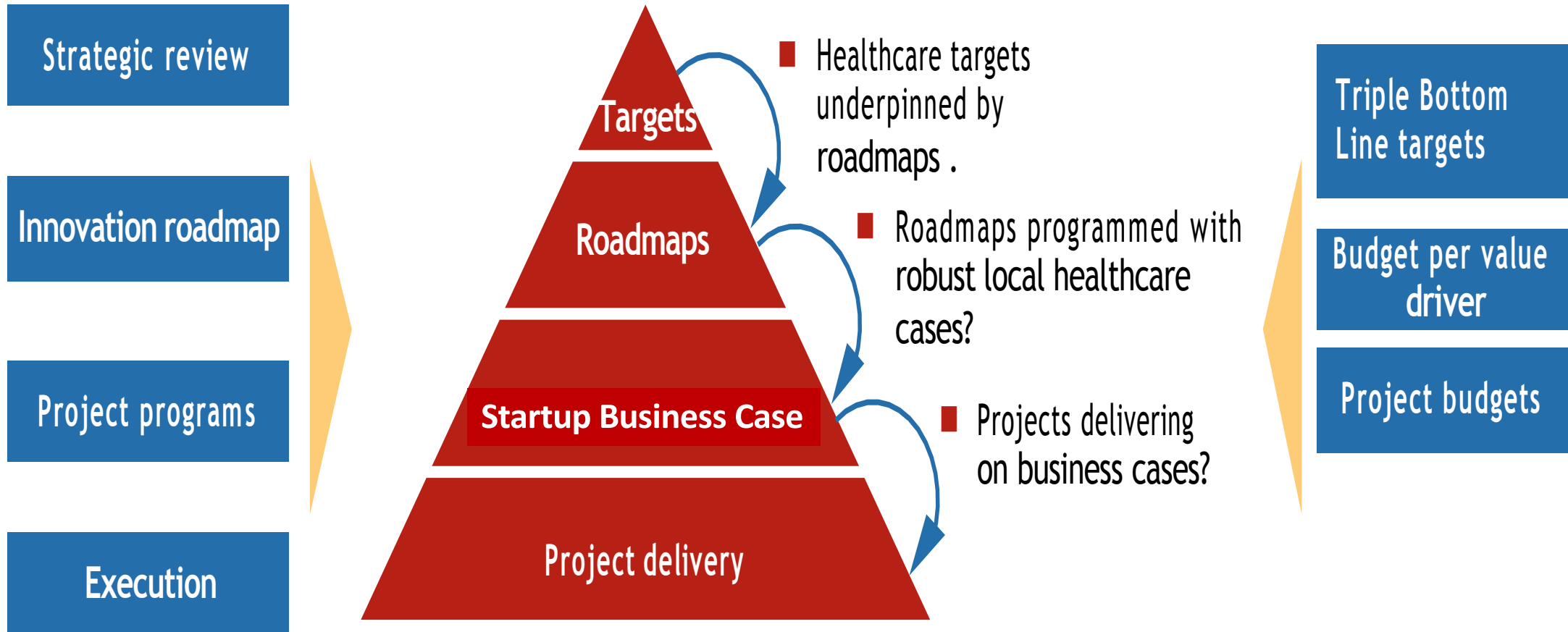
200M

Investment facilitated
 for innovations in HIEx pipeline

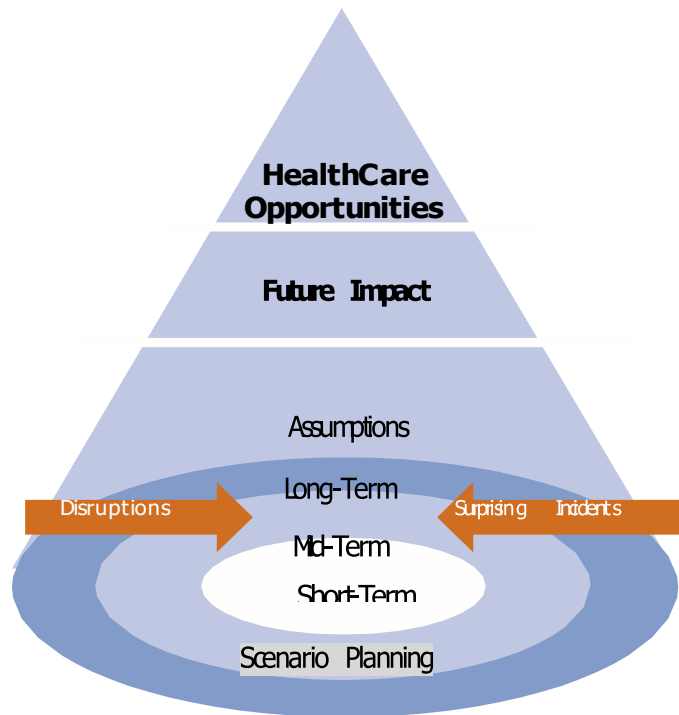
0.1\$

Price of Rh insulin in LMIC after
 100x price reduction negotiated
 by HIEx

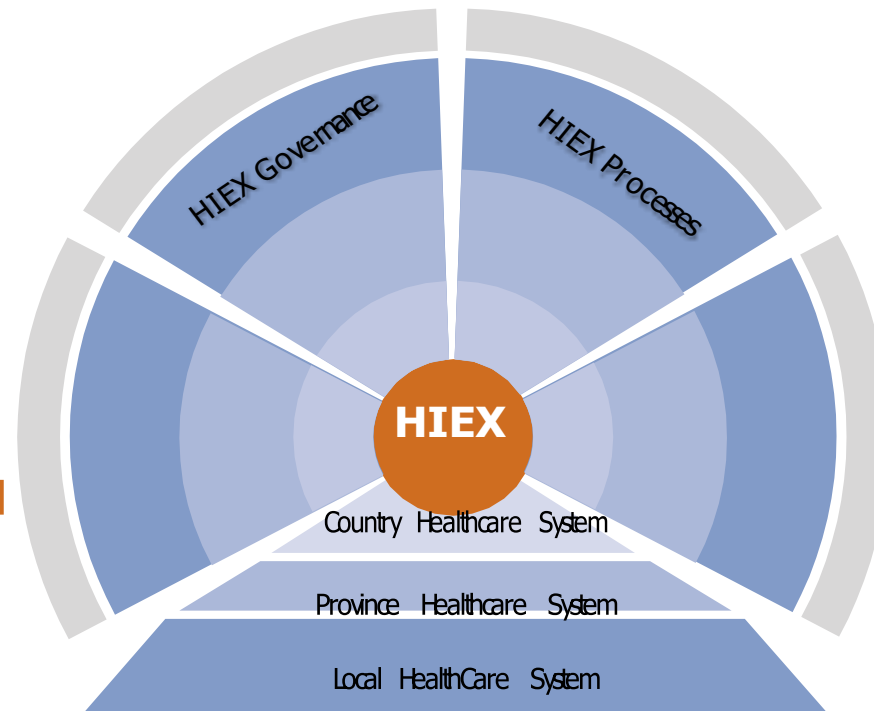




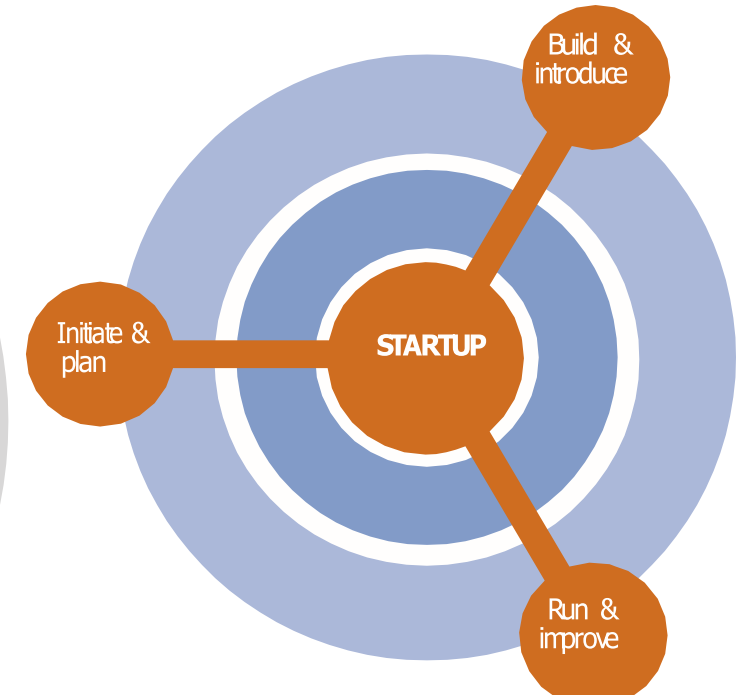
1. Access



2. Impact



3. Investment



We invest in businesses that solve social problems and focus on the poor

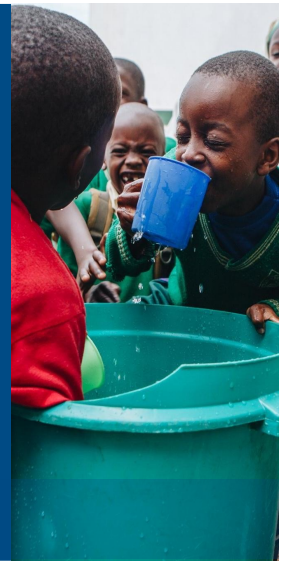
Charitable money is scarce, so we need to use it as **efficiently** as possible. That is why we focus on taking a **market driven approach in sectors that tackle healthcare.**



Agriculture & Livelihoods

Half the world live on less than \$5 a day.

38 investments



Health & Sanitation

2.1 billion people lack safe drinking water.

10 investments



Energy & Environment

18,000 people a day die from air pollution.

7 investments



Education

25 million children of primary school age will never have the opportunity to learn to read and write.

6 investments

How do our capital support social startups?

We help our social startups to prove their model and get onto a path for sustained growth whilst maximizing their social impact.



We Invest
with



Patient Finance

Long-term

We Advise
with



Growth Support

Training and expertise, access to networks, markets to help them prove their model

- ❑ Improve the understanding of healthcare challenges in the Global South and building capacities
 - ❑ (this will include innovation experts placed in 5 key countries in Africa and Asia within Ministries of Health to support adoption of policies and integration of innovations into health plans)
- ❑ Identify and advocate for critical innovations in a cross-sectoral manner Build stronger innovation ecosystems in countries and at the global level
 - ❑ (including building accelerators and enablers in 5 key countries and a global innovation Discovery Centre)
- ❑ Build capacities including building a cadre of the next generation of digital health workers to improve access to healthcare, including in remote and under-served areas
- ❑ Facilitate investments in scaling healthcare through the Investor Coalition

- 1 100m people reached through innovations that increase efficiencies and impact of healthcare delivery in the Global South
- 2 100 high-impact innovations identified and supported to be investment ready
- 3 300m USD raised for critical innovations, including for the COVID-19 pandemic and solar energy for health
- 4 New model for sustainable financing for health developed leveraging best of the development and the investment sectors
- 5 200,000 digital health workers trained and 10,000 jobs created through social entrepreneurship and innovation scale-up in Africa and Asia
- 6 Significant Increase in investments for women-led/focused innovations
- 7 Every 1 USD investment by HIEEx leverages 5 USD additional investment for health.

**In the next 5 years,
the Health Innovation
Exchange aims to
deliver clear
outcomes**

We look for certain criteria to invest in strong social startup

Investment Criteria

Key Indicators

Additional Criteria



Entrepreneur & Team

- Leadership & Drive **40%**
- Entrepreneurship Experience
- Team Cohesion and skills
- Fit with HIEG and reliability



Social Impact

- Relevance of the problem **20%**
- Focus on the health, education, poor, water, food and environment.
- Practicability and efficiency of the solution



Business Model

- Robustness & Sustainability **30%**
- Market opportunity TAM
- Maturity & Confidence in execution
- Breakthrough Technology



Game-Changing Potential

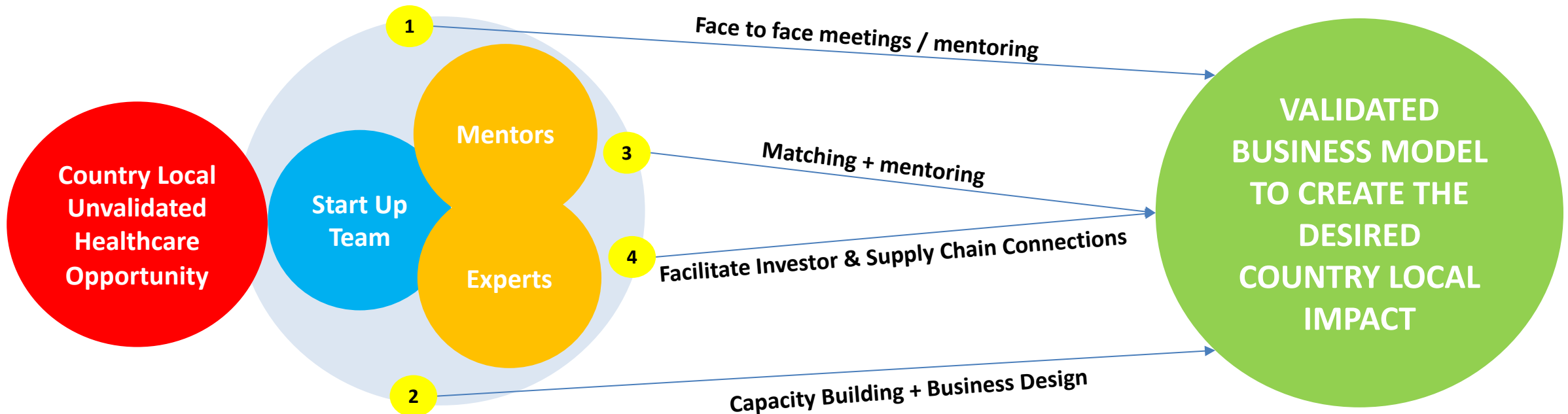
- Scalability and replicability **10%**

Depth of Impact

For livelihood Social Startup, increase of >20% of incomes for beneficiaries vs when not working with this Social Business

Environmental Impact

The healthcare impact is cutting edge when compared with the other players in the industry solving same local issues



Sourcing

Direct application by entrepreneur

Referral from the social business community

Meet at a local offices

Our Investment Readiness Programmes

Tailored training and mentoring for businesses that have the potential to fit our pipeline, but need that extra support to fit our criteria

Our investment process is based on the VC industry's best practices. We balance diligent deal screening and evaluation with rapid disbursement of funds where they are most needed.

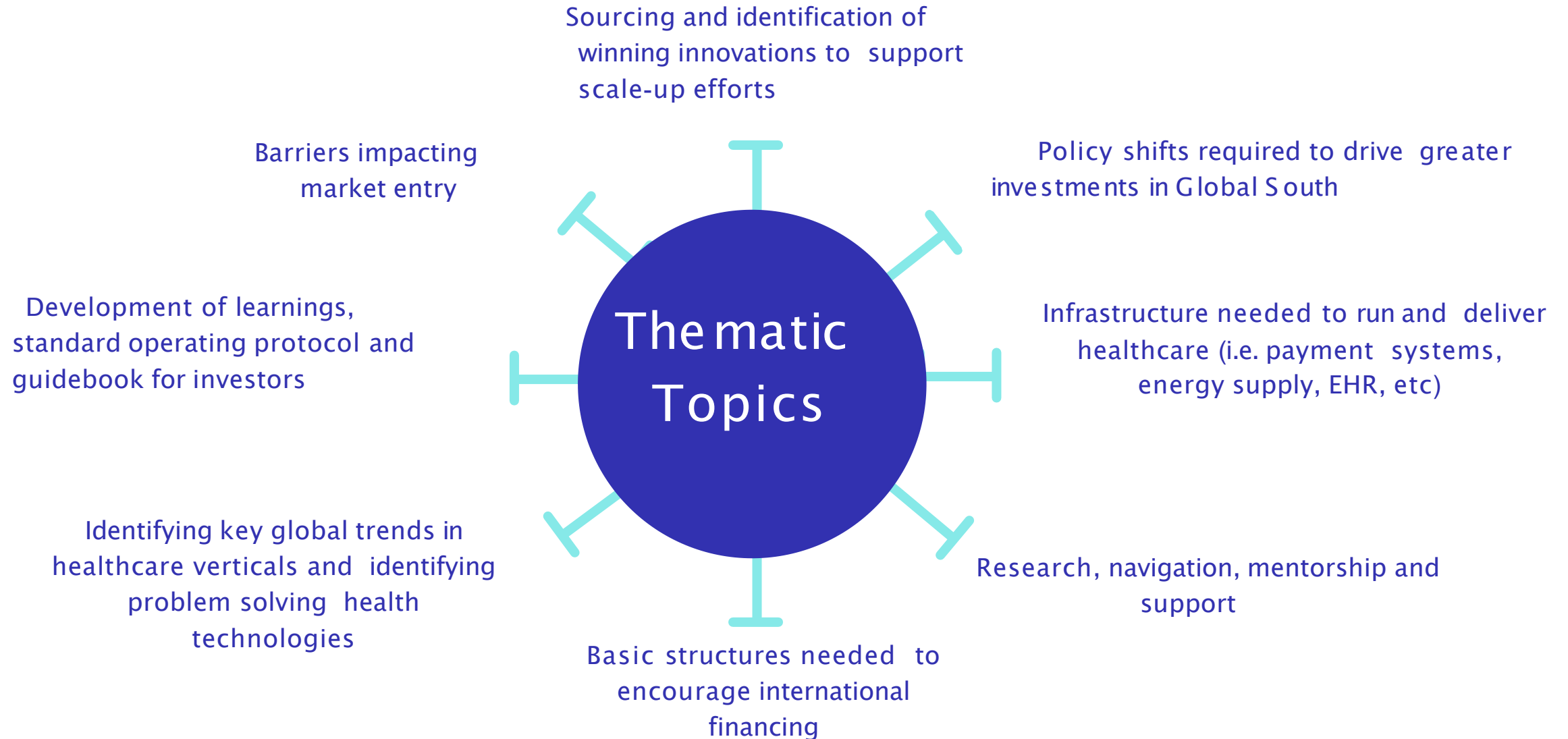
Formal Investment Process

These involves a rigorous process of investment committees, due diligence, background checks, discussing their theory of change and financials.

Portfolio Management

Active management for 5-8 years with access to HIEX partners, mentors and experts.







CONNECTING LEADERSHIP

The Coalition brings together exclusive cadre of international leadership in venture capital, health systems and global health thought-pioneers. The members will meet with global policy makers, government and global agency leadership to identify, evaluate and support paradigm-shifting health technologies that can be harnessed to change the way equitable healthcare is delivered in the Global South

RE-IMAGINING GLOBAL HEALTH INVESTMENTS

The Coalition is designed to demonstrate that catalytic health technology startups built for scale and superior market return can ALSO be generated through public-private partnerships and deployed intelligently in the Global North as well as the Global South to deliver *both* return and impact

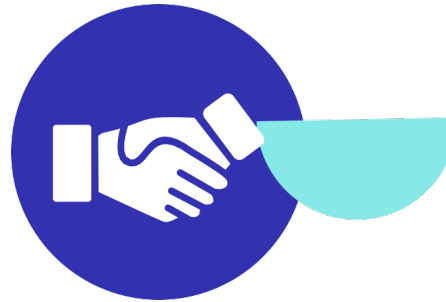
INVESTING IN THE FUTURE OF HEALTH

Building on the unique convening power and political access of the HIEx, the Coalition will unpack how unique health tech companies who demonstrate traction and promise can be invested in, scaled, supported and deployed in multiple markets

HIEx Investor Coalition Model



An exclusive, hand selected group of sophisticated global investors and experts with unique profile and interest in global trends



Meetings on a quarterly basis, held during major global health policy events - Virtual meetings during the ongoing COVID crisis



World class pipeline of deal-flow accessed from novel HIEx sources coupled with recommendations from the Investor Coalition

- ❑ Once per year the global health & innovations leaders and pioneers convene at country and global levels .
- ❑ A health innovation marketplace is organized which showcases innovations, selected through an international expert panel review, ranging from early to growth stage companies. Innovators have an opportunity to pitch directly to investors and an ecosystem influencers.
- ❑ 50% of innovations showcased in 2020 came from Africa, with the rest from Asia, Europe, North America and South America
- ❑ 2020 virtual global event brought together 4000+ participants and nearly 80 key speakers including Ministers of innovation, development, health and energy; EU commissioner for Innovation; community leaders; cutting-edge innovators and start-ups; key investors and private sector leaders.
- ❑ Facilitation of direct discussions between country leaders, solution providers, as well as investors was a key highlight of the event.



HIEX COUNTRY AND GLOBAL DEMO - DAY







Fast and low cost diagnostics for real-time disease surveillance.



UV-free led lighting technology killing viruses and bacteria. Safe for humans.



AI Powered Optical Detection against Counterfeit Medicines, Medical Products & Illicit



Biometric identification solution for the last mile setting.

Substances



Augmented reality platform to connect clinicians remotely in real-time



Medical imaging assisted screening through AI & deep learning technology



Equipping peri-urban healthcare providers in Kenya with essential diagnostic tools



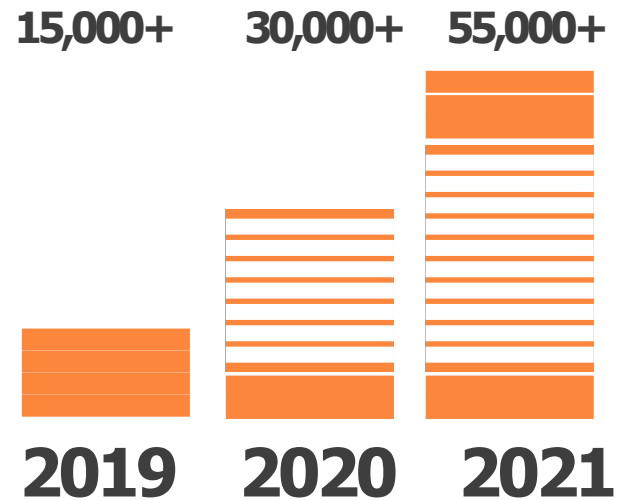
Biosample collection, transport and ambient stabilization

1,800 Social Entrepreneurs supported

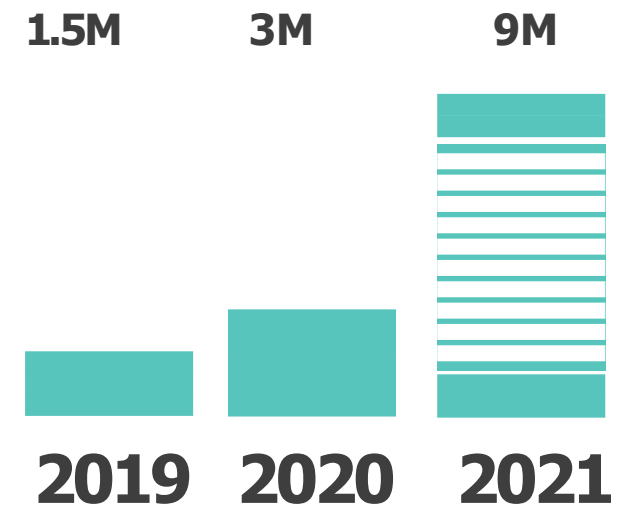
61 Social Businesses financed

\$16+ million invested (incl. co-investments)

55,000 higher incomes supported



9+ million impacted people



Dynamic, Motivated, Resourceful, Visionary



Pradeep Kakkattil brings over three decades of global health and development experience. He has played leadership roles globally within the UN and with international donors. He led the founding of HIEx with the vision to connect political leadership with innovators and investors to maximise health impact.



Anand Tiwari has 20+ years of experience in forging political partnerships and strategy building for global health and innovation, leveraging grass-roots leadership for healthcare around the world. He has worked in senior positions in UNAIDS, UNITAID and the Global Fund.



Col Sood is Ex Army officer with 26 years of exemplary service . Worked with President Kalam on his project Aakash Missile System . Now Executive VP Hinduja Group A Masters in Hospital administration from TISS . Working to promote leading concepts in healthcare .



J S Sekhon has been instrumental in Financing, Engineering, Commissioning & Building Multi Billion USD Global Conglomerates across numerous sectors delivering products and services . For healthcare he has been driving consumer-centric organizations, and forward thinking amongst Political & Business Leadership focusing on three primary areas into the future – transparency of price and quality data, local solutions & technology that engages patients and local personalized care delivery.

The diverse and driven HIEx team offers decades of experience in international development, global health, innovations and research.



Elina Viitaniemi is a global health and innovation expert who has led successful projects in innovation ecosystem building, fundraising and connecting health tech to the Global South. She has 15+ years of experience across international organizations, civil society, private sector and academia, with key expertise in intellectual property rights and programme management.



Nikhil Pasricha is a digital marketing professional with an expertise in project management and stakeholder engagement. He has spearheaded digital brand-building strategies and online platforms management over the past 5 years, within both the UN and the private sector.



Biju Jacob is a trained medical geneticist and experienced leader in innovation strategy, research infrastructure and start-up advisory with a decade of experience in early-stage discovery, clinical research and regulatory affairs.



Dr Velislava Petrova is an expert in infectious diseases and diagnostics with more than 10 years experience in technology development and research. She has designed novel solutions for health system strengthening in the Global South and has worked as an international consultant in epidemic preparedness, innovations and global health for CEPI, The World Bank and UNAIDS.



Myriam Zitterbart is an expert in global health and partnerships, with 15+ years' experience in international organizations, the private sector and media in Europe, Latin America, & Africa. Successful project manager leveraging partnerships for global health, innovation ecosystem building, country support and access to financing. Key expertise also in resource mobilization & communication.



Kofi Adjepong-Boateng is a founding partner of the Pembani Remgro Infrastructure Fund, a senior advisor to Credit Suisse AG and a former Vice Chairman at the Standard Chartered Bank. He is also chair of the Investment Committee of Soros Economic Development Fund and co-founded First Africa.



Dr Shannon Shibata-Germanos is a startup investor, advisor and consultant with a focus on global and public health. With two decades of experience in political policy analysis, conflict management, and institutional development in the Middle East, she has worked as an international consultant for foundations and multinational companies, structuring private-public partnerships and sustainability strategies, as well as facilitating cross-border business deals in developing markets.



Dr. Ezekiel Emanuel is an American oncologist, bioethicist and senior fellow at the Center for American Progress. He is the current Vice Provost for Global Initiatives at the University of Pennsylvania and chair of the Department of Medical Ethics and Health Policy. He is one of the 16 members of the US President's COVID-19 Advisory Board.



Michel Sidibé is the African Union Special Envoy for the African Medicines Agency (AMA). He has served as Minister of Health and Social Affairs for Mali and as Executive Director of UNAIDS, holding the rank of Under-Secretary-General of the United Nations. He has also held leadership positions at UNICEF and Terre des Hommes



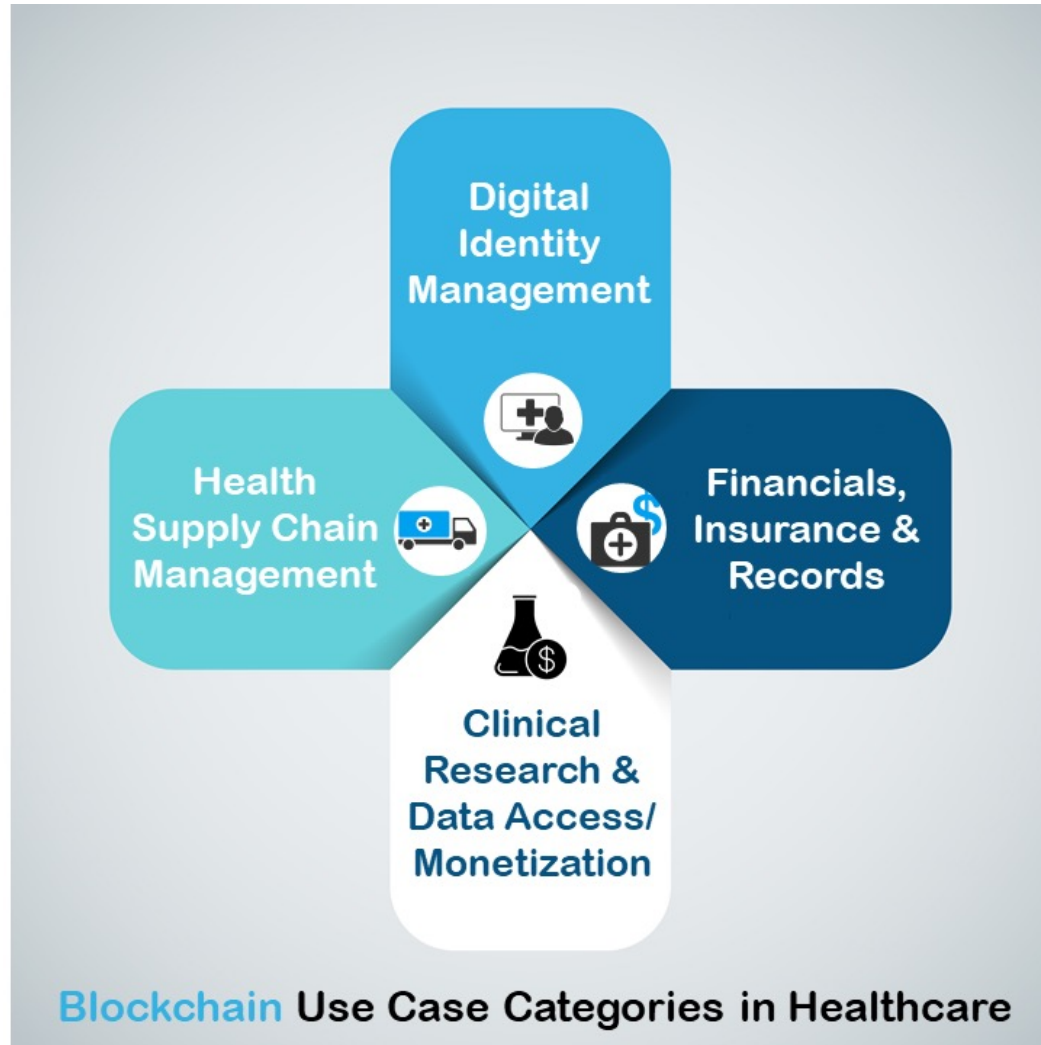
Milind Deora is an Indian politician and former Union Minister of State (MoS) for Communications & Information Technology and Shipping. He currently serves as a member of Dean's Advisory Board at Frederick S. Pardee School of Global Studies in Boston University.



Roland Göhde is the Chairman of the Board of the German Health Alliance (GHA). He is the main initiator of the "Action Group on Ebola" and the "German-African Healthcare Forum" and has co-founded the charitable Göhde Foundation.



Jean-Francois de Lavison is the founder and President of Ahimsa Fund and Ahimsa Partners. de Lavison has worked as Vice President for International Development at Institut Mérieux for over 29 years, where he held several international positions and acquired unique skills in the field of Global Health. He was Treasurer of Fondation Mérieux and serves as the President of the Bioforce Institut in Lyon.

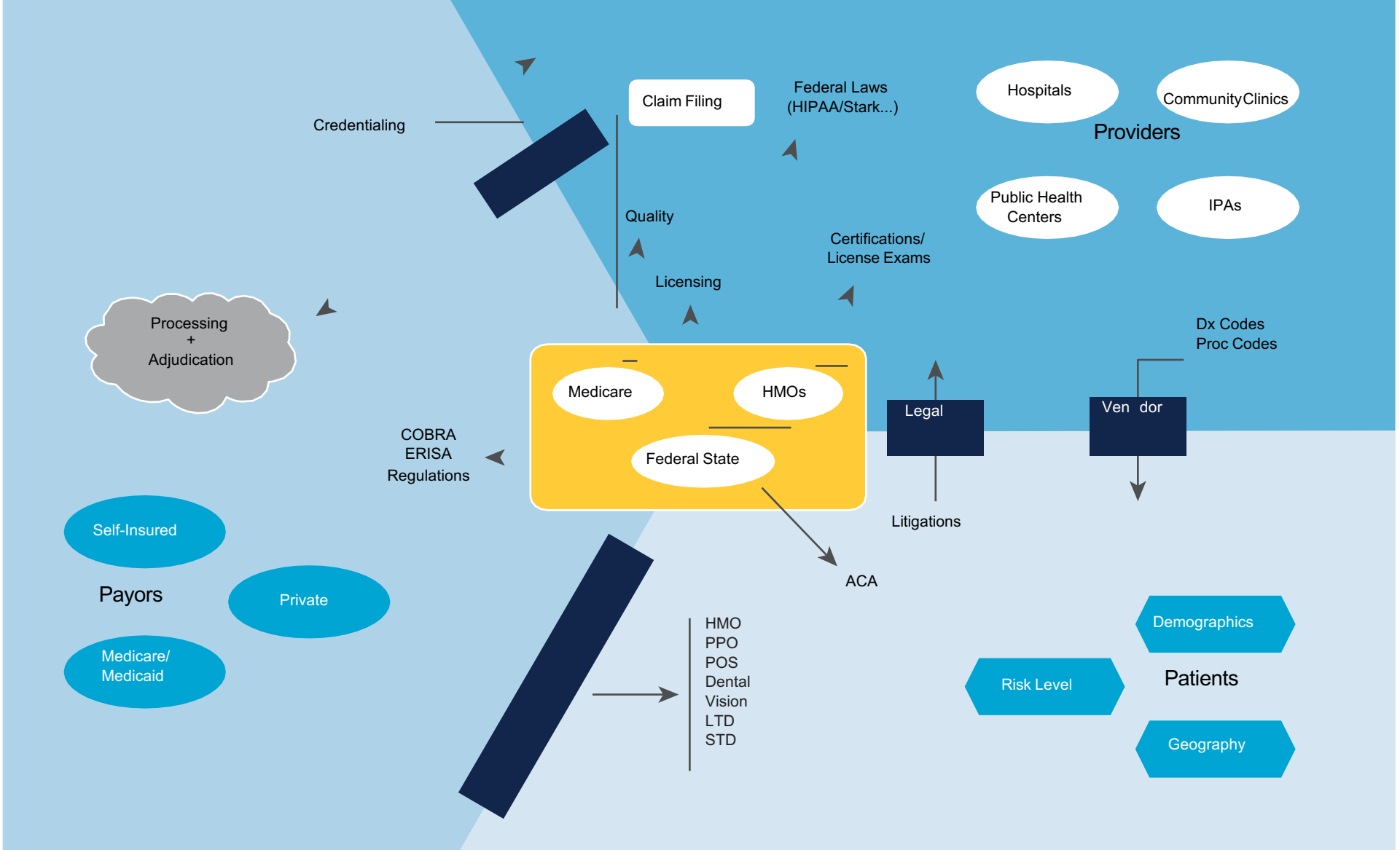


HIEX Use Cases in HealthCare

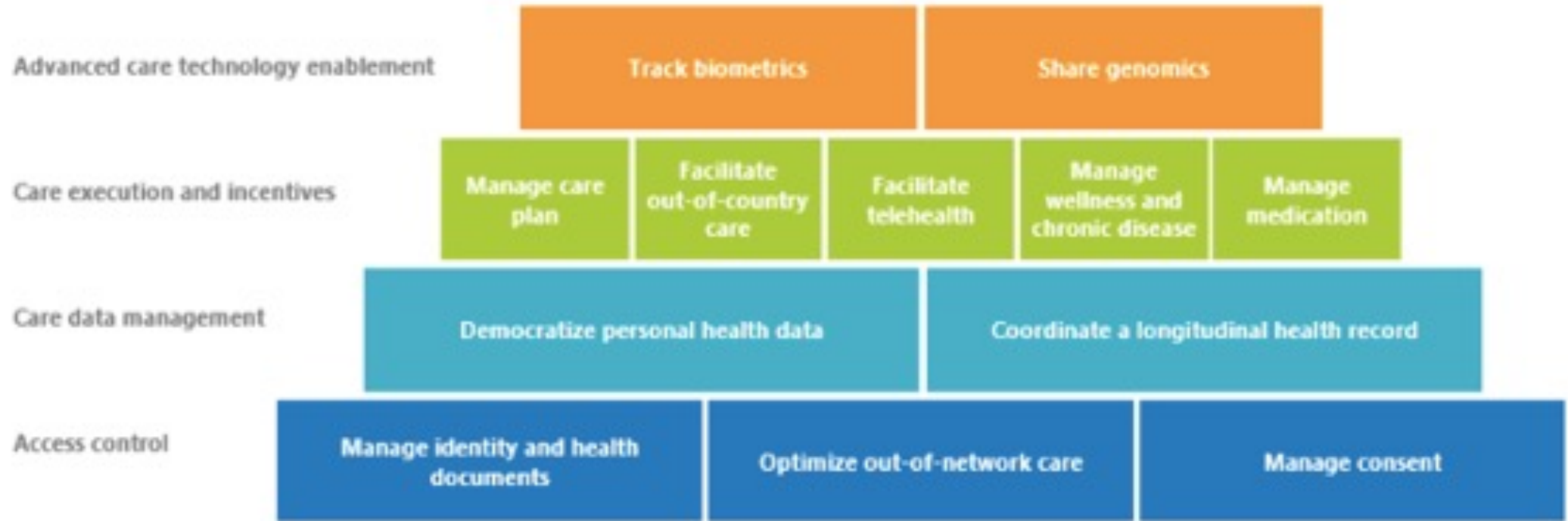
Blockchain healthcare use cases are integral part of HIEX healthcare system.



A MAP OF STAKEHOLDERS AND INTERACTIONS IN HEALTHCARE



12 Prospective Blockchain Use Cases for Payer Care Management



There are use cases from Healthcare Payers and Provider that can benefit from blockchain technology



Out of Country Care

HIEX token to be used on the Ethereum network for the purchase and sale of healthcare services.

HIEX tokens help facilitate medical tourism by changing the paradigm of healthcare payment.



Provider Data Management

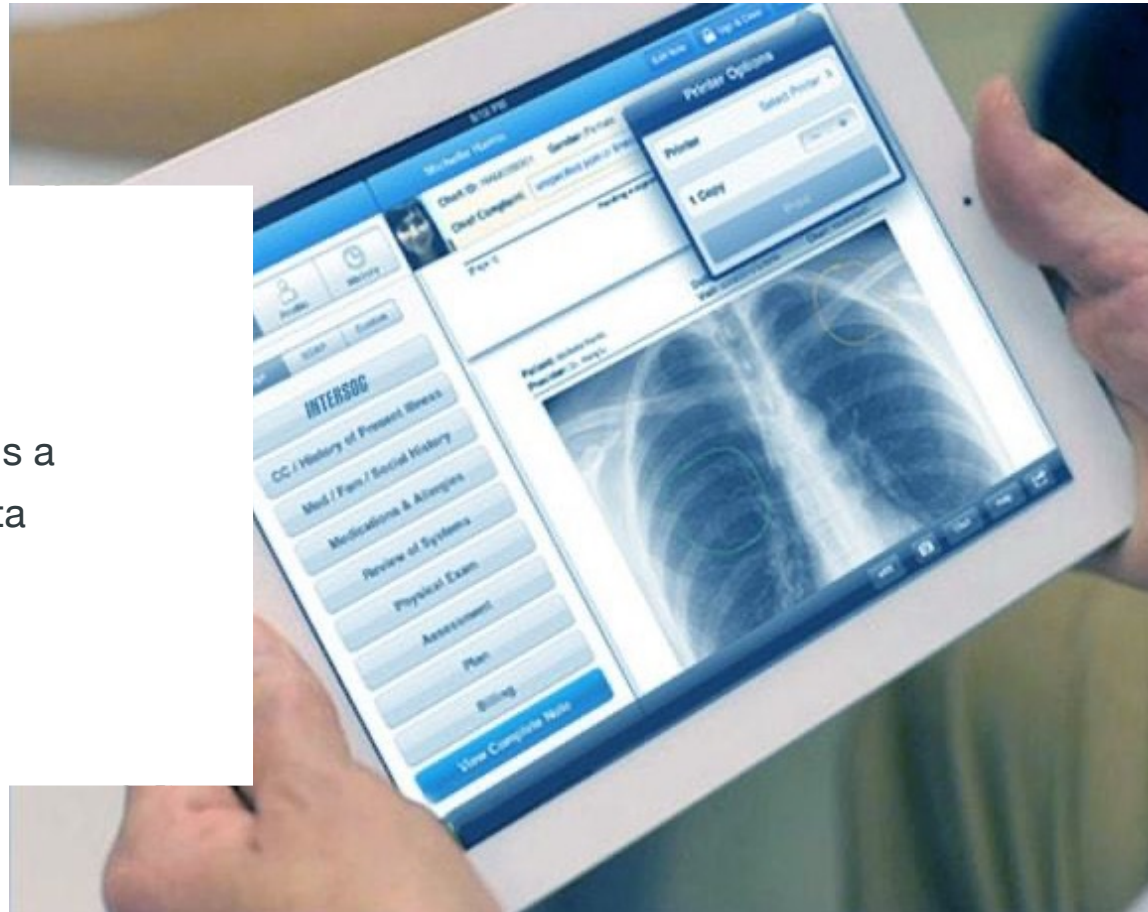
Applying blockchain technology to improve data quality and reduce administrative costs associated with changes to health care provider demographic data, a critical, complex and difficult issue facing organizations across the health care system.





Sharing health record

Sharing data across health care organizations on blockchain technology is a significant use case that can improve data accuracy, streamline administration and improve access to care.





Out of Network Claims

"Parametric insurance" coverage is typically used in property insurance for difficult-to-insure risks; this concept is beginning to leak into health insurance.

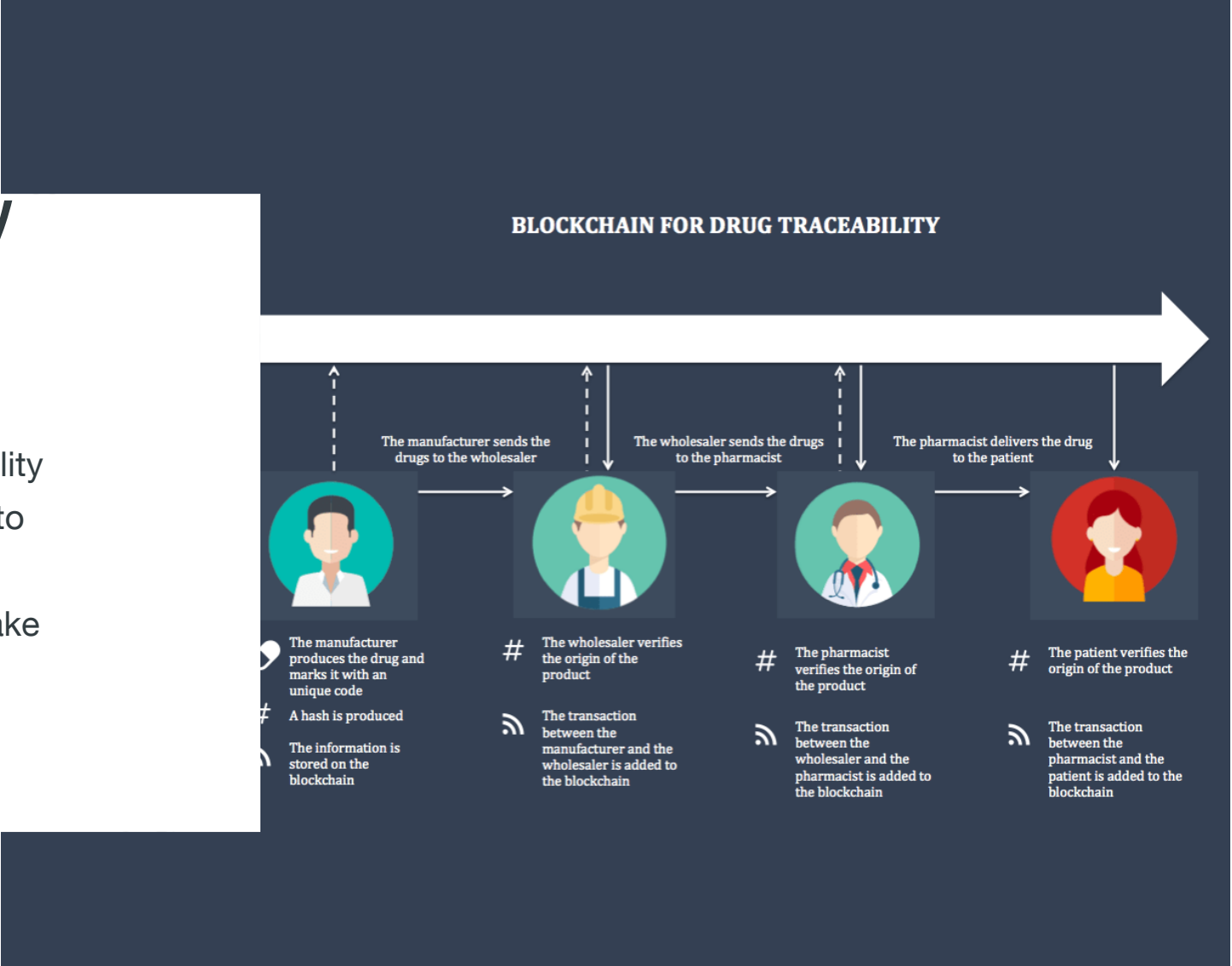
Examples can be gestational diabetes insurance to expecting mothers.





Drug Traceability

The main characteristic of blockchain technology that is useful in drug traceability is security. Each new transaction added to a block is immutable and timestamped, making it easy to track a product and make sure the information cannot be altered.



Manage Consent

Allow for more tailored consent provisions and ensure that requests for information withholding are properly recorded and available. In addition, patients can add consent statements at any point in their care journey.





Tracking Clinical Trials

Good clinical practice requires as much transparency as possible regarding where and when data was entered, and by whom—as well as other information such as who has permission to access what data. Audit trails provide this insight, and blockchain can take it to the next level by improving privacy, security, and transparency.





Prescriptions

Ability to make prescription data easily accessible to patients, pharmacies and giving patients control on who they can share the information with and where they can get the service.





Managing Bundled Payments

Bundled payments are single fixed price based on the services by 2+ providers, also considered as episode based where care has to be coordinated and payment is released after the service is performed and can be managed effectively with Smart Contracts.



Change is the only constant. The trends that are emerging in the year of the pandemic are most likely to reshape the future in the days to come. Business decision-makers must study these trends and revisit their Business strategies to build a strong brand presence in the market and achieve the four essentials of success— speed, efficiency, transparency, and improved customer satisfaction.

Exponential Technologies especially AI-driven technology, will play a significant role in optimizing operations across industries and geographies.

Businesses must take cues from the ongoing dynamics and prepare for the future with technology by their side and more agile Business Strategies.

Thanks



Sekhon Family Office



ACCESS • IMPACT • INVESTMENT

HIEX

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www.hiex.ch

**Looking for optimization your economy/business? Get in touch with our Experts at
Sekhon Family Office Analysis Division and fine-tune your economy/business today.**