Rapidly changing business environment

- Global geopolitical upheavals
- Scientific paradigm shifts accelerated by the COVID experience
- Socioeconomic transformation in India
- Tech innovation necessary to make healthcare available for all in India
- Evolving Indian startup ecosystem
- Healthcare in India needs to get “future-ready” for both local and global opportunities
Global realignments

• Partial decoupling of China from Western economies
• Russian embargos and regionalization due to supply chain disruptions
• Learnings from the pandemic can accelerate drug development and solve global problems
• India emerging as the world’s third largest economy in 5 years
• Profound impact on the healthcare industry due to scientific breakthroughs and geopolitical churn happening simultaneously
Transformative effects of COVID

It takes a pandemic to transform a conservative industry!

• Learnings from adversity – rapid adaptation
• Vaccine and drug development vaulted the legacy curve
• Legacy structures around funding, scientific investigation, regulatory norms, manufacturing and distribution were rewritten
• Rise of spin-off technologies
  • RNA vaccines
  • Vaccines and drugs for cancer treatment
  • Malaria vaccine
• Unprecedented cooperation between governments and the private sector
India – Socioeconomic Changes

• India is now the world’s fifth largest economy having surpassed the UK in GDP terms
• The World Economic Outlook of the IMF predicts that India will be the world’s third largest economy by 2027, ahead of Germany and Japan
• Population expected to be 1.66B by 2050 with 20% over the age of 60
• Although our future is suggestive of more affluence, we will also have a 60+ population of over 300 million and a higher burden of chronic disease (cancer, cardiac, diabetes etc)
• Lifestyle/chronic diseases will account for 74% of total morbidity by 2030, up from 56% in 2008
India – Healthcare Challenges

• No real emphasis on preventive healthcare and early diagnosis
• Lack of critical infrastructure for healthcare, particularly in rural areas
• Availability and distribution of doctors is a challenge
• NITI Aayog data suggests that ~30% of the population (42 crore people) are uninsured
• Lack of standards for out-of-hospital and home healthcare
• National insurance system integrated with private healthcare providers needs to mature alongside reform of insurance rules
A Novel Approach for a New Era

- Focus on building India-specific solutions that are scalable and affordable
- Build for India and help solve global problems related to health
- Emphasis on preventive care and early diagnosis
- Patient-centric solutions that create consumer trust
- Indian startups are increasingly focusing on discovery and early-stage research
- Disruptive tech-based solutions that enable frugal innovation in healthcare
Opportunities for Indian Healthcare

China’s partial decoupling with Western economies – India is ideally poised for new partnerships

• Global manufacturing hub
• Bulk drugs and specialty chemicals
• Pharma products, biotech and bio-generics
• Specialized contract manufacturing (cell therapies, CAR-T etc)
• Pre-clinical research
• IT services and data centres
• CoEs for AI, deep learning, quantum computing etc.
• Clinical research and clinical data sciences
Regionalization of supply chains is driving government support and collaborative opportunities with partner nations

- Data exchange agreements with trusted nations
- Free trade agreements under negotiation with individual countries and the EU bloc
- Government incentives for localizing supply chains
- Collaborative research for accelerated drug development
- Reciprocity agreements among regulatory agencies
- Trusted supply chains will de-risk manufacturing and enable research
Opportunities for Indian Healthcare

• Opportunity to significantly scale clinical research and data sciences for local and global requirements
• Validated tech-based platforms for healthcare delivery across India and worldwide
• Platform for delivery of protocol-based home healthcare
• Opportunities for clinical research and data collection in a distributed setting
• India’s evolving startup ecosystem (e.g. TeleRad, Predible, Bugworks, Eyestem, ImmunoACT, CloudPhysician etc)
Thank You

ferzaan.engineer@gmail.com