



Charlotte Kan

Hello and welcome.

We are joined by Dan Vahdat founder and chief executive officer of Huma Therapeutics, a global healthcare technology company enabling digital first delivery of care and research.

Hello Dan, thank you for joining us.

Dan Vahdat

Thanks for having me.

Charlotte Kan

Dan, first of all, tell us about Huma Therapeutics.

How did it all start?

And tell us about the problem you're trying to solve.

Dan Vahdat

The problem we are trying to solve, it's a very big one, right?

Every country spends like 10 to 20% of their GDP toward health, with prediction that this is going to double because of aging populations, the cost of treatments and so on.

In the past almost ten years, something new came to our life: mobile phones and connected devices, in ways that it was impossible to imagine.

We could and we can collect data real time about your vital signs.

By combining these two things, plus medical knowledge on top, there is a new field of digital phenotyping of your body created that enables you to personalise the delivery of care or research.

Charlotte Kan

And tell us a bit more about your offering.

What does digital first delivery of care and research look like?

Dan Vahdat

Having a tool as simple as an app on your phone that can tell you what to do, when to do it and how to do it.

That's what we mean by digital first delivery of care and research.

A technology that is almost like a companion, is always next to you and looking after you, while it connects you to your care team, research team, in case you are participating in research.

Suddenly having a technology that's next to you enabling that personalisation and changing the delivery of care from being reactive, which is what we used to have, to proactive, that is a huge opportunity, and it's something that for the very first time is possible today.

We showed it to a lot of clinicians, doctors in different hospitals, including John Radcliffe in Oxford, and then people loved it.

And that kind of like hobby project suddenly made us really commit to this path, which is around access to the data.

No matter where you are as a patient and no matter where you are as clinicians and care providers, because when you know things, you can do something about it.

And, and suddenly that little hobby project became like our life for the past ten years.

Charlotte Kan

So how do you monetise your solution?

Who are your clients?

Dan Vahdat

We primarily work with healthcare systems, government, public systems or you have private.

It's always free for patients.

They only benefit from the solutions and get a prescription of our applications almost the same way that you get a prescription of a treatment, or a drug.

That is kind of like our work on the healthcare side.

And on the research side, we do work with life sciences companies, either do clinical trials at scale and they use our technology and we have powered some of the largest studies ever.

Charlotte Kan

Dan, what's the pandemic changed for your company and also healthcare in general?

Dan Vahdat

I think pandemic really forced everybody from governments to providers, healthcare side, life sciences, to look into doing the delivery of care and research differently because you couldn't do it in an old way.



And technology was there in a really scalable way, ready to help because everybody has mobile phones.

Last year, we partnered with governments to do national deals across the country, right?

Something like this was unimaginable even for us two years ago, to be able suddenly to partner with a country like UK, like Germany, like UAE, in a larger scale to France.

It works for developing countries, rich countries and anything in between.

And that is, I think, wonderful to have the little hospitals in your pocket for everybody in the world.

Charlotte Kan

What's your vision for Huma Therapeutics?

Dan Vahdat

We think if you can provide the kind of treatments and interventions through hospitals at home and so on, not only do you help people to live longer, but also you help people to live happier, healthier and more productive, which is good for the society, good for the family and so on and so forth.

We as a company have raised some money historically to invest into our R&D, to invest into some of these projects, to invest in the partnership.

Without finance, you can't hire talents.

Companies like us, we have nothing really, right?

It's the talent that creates the innovation and continues innovating and making it better and better.

And in the world of technology, what money does helps you to experiment.

If you slow down for two years, other companies, they do better innovations and you get behind and you can do less impact for the patients and for the people.

But more importantly, how can we create a coalition of companies that they partner with us?

They become our shareholder strategically.

And instead of Huma Therapeutics doing it all, this ecosystem drives this movement of bringing digital first delivery of care and research to everybody in the world.

And that's also why it's important to have partners like HSBC because accessing and reaching these partners in different geography... we don't have that network and knowledge, but they do.

They've been operating for many, many years.

They have many relationships, and we can tell them that these are the partners we need on the life sciences part and the health side, on the consumer health side and the technology.

And that's how we brought some of the best investors.

Without partners like HSBC, we couldn't have pulled off what we did and the calibre of partners we brought, in the timeframe that we did it.