

#AapkaHealthBuddy

India's No.1 Digital Healthcare Platform

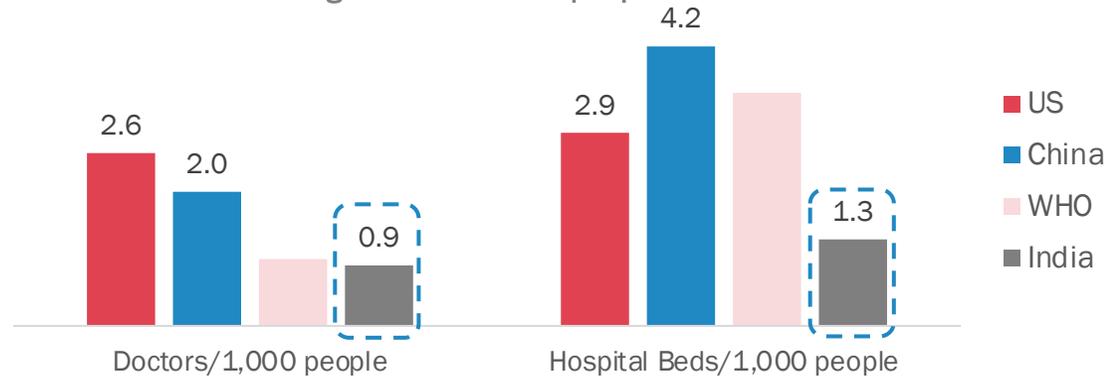
**Enbasekar, Cofounder & CTO
JICA India Presentation**

December 2021

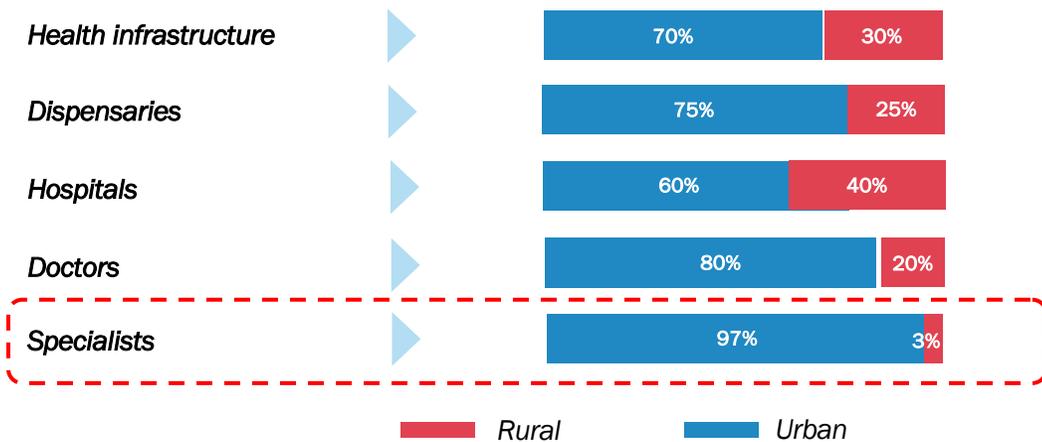
India has a **poor health infrastructure** with access to quality healthcare being a major challenge

A Access to healthcare across India is a challenge

Huge concentration of health infrastructure in urban areas. The health infrastructure is lacking both in terms of people and facilities.



Health Infra distribution between Rural and Urban



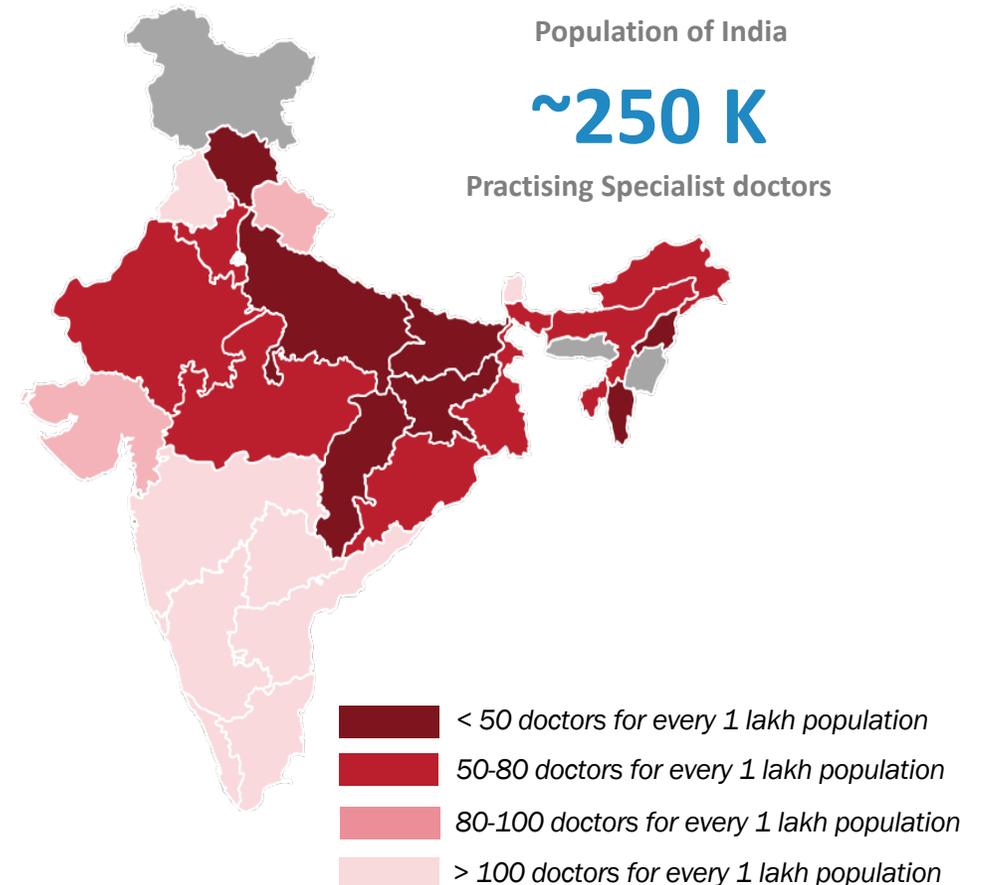
B Huge Shortage of Specialist Doctors

1.35 B

Population of India

~250 K

Practising Specialist doctors



MediBuddy – An Introduction

- India's #1 end-to-end on-demand Digital Healthcare Platform
- Omnichannel (Online & Offline) solution with comprehensive product offering across consults, labs & meds
- Deeply integrated within the payor ecosystem for individuals, corporates & insurers
- Unparalleled pan-India network with largest base of healthcare providers & partners

Online Consultation



5,000+
Doctors

Offline Consultation



90K+ Doctors
3.3K+ Hospitals

MediBuddy Clinics



200+
branded
clinics

Medicine Delivery



2500+
Pharmacies
23K+ Zip Codes

Lab Tests



1,600+
Labs

To be launched Procedures



278 cities
129 procedures
3K hospitals

Single Health record across multiple health services

One-stop full-stack digital platform for all healthcare needs connecting several stakeholders on the platform

Patients

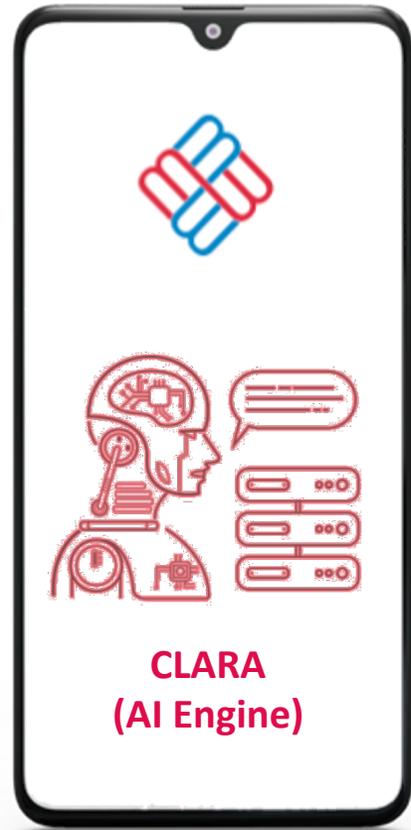
1.6 mn+
Users

0.6 mn+
retail users

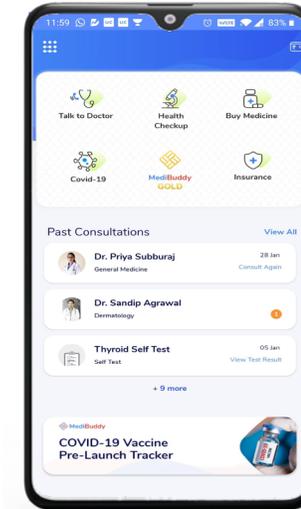
0.4 mn+
users via 450+ Corporates

0.6 mn+
users via 30+ Insurers

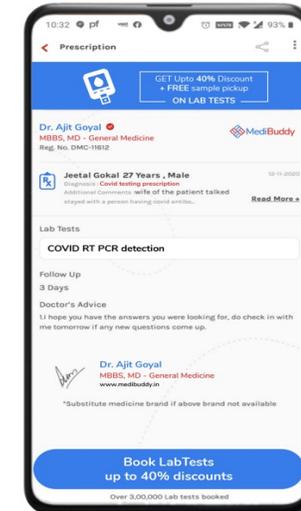
Platform



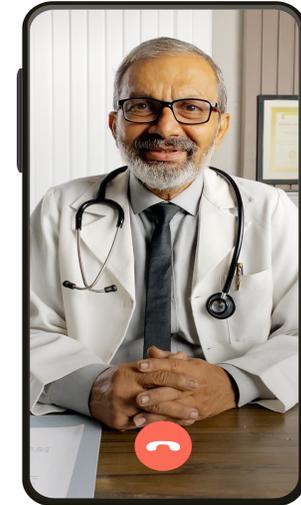
Choose Health
Services



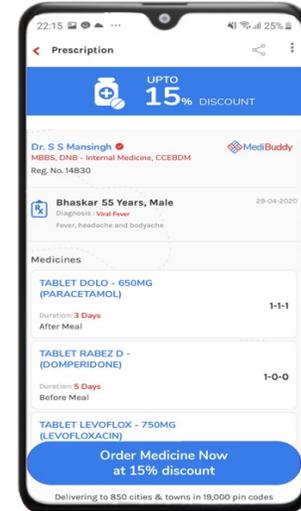
Book lab
tests



Consult
specialists



Order
medicines



Snapshot of the business today



\$60 mn

GMV
(Annualised)

C - 24%, L - 48%, M - 28%



5.3 mn

Transactions
(Annualised)

C - 52%, L - 31%, M - 17%



600k+

Active Transacting Users¹ across retail,
corporate and insurance

34% CAGR over the last 2 years



20%

Take Rate¹

C - 35%, L - 23%, M - 3%
30% (excluding Medicines)¹



\$28

Monthly ARPU (for a 24-month
retained user)

25% growth in ARPU for
retained customers



9,000+

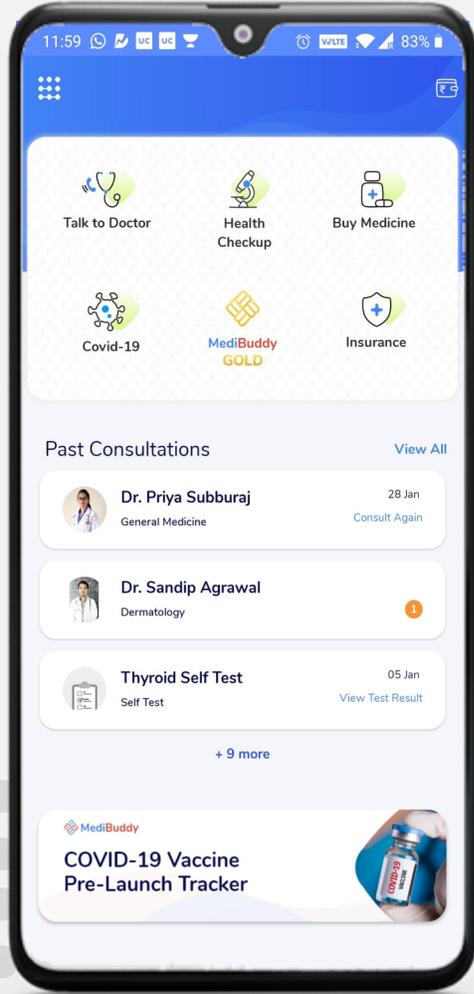
Healthcare Providers

across 26,000+ pincodes

Note: C - Consultation, L - Labs, M - Meds

GMV and Txns ARR are for Sep-21 and All metrics for Jun-21 unless stated otherwise; USD/INR = 74

1. For Q1FY22



Best positioned to dominate the digital healthcare market

1

Strong value proposition through a combination of network, pricing and product

2

Undisputed market leadership as India's #1 end-to-end Digital Healthcare Platform

3

High degree of customer affinity demonstrated by industry-leading cohorts and unit economics

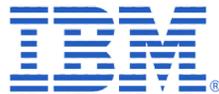
4

Multiple avenues for growth driving a large financial outcome

MediBuddy is the partner of choice for Corporates and Insurers

Trusted by 450+ leading corporates

Corporates



Working with by 30+ leading insurers

Insurers



MediBuddy – leading digital healthcare platform poised for growth

Backed by leading investors in US, Japan & India

Key Investors



MS&AD

三井住友海上キャピタル



Beyond
Next
Ventures

Angel investors : TechMatrix, DeNa, Ikuto Higashi, Hirofumi Kaneko , Anand Rajaraman + others

We're keen for partnership

Reaching more Customers

- Healthcare focused NGOs
- CSR and healthcare initiatives of large enterprises
- Employers and Insurers
- Financial partners

Improve quality of Healthcare

- Healthcare devices , testing equipment
- Point of care Diagnostics
- Labs and Pharmacy inventory
- Financial services partners
- Primary healthcare medical research firms

Thank you



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