

Agenda

1 Overview of iKure

2 iKure's Last Mile Healthcare Delivery Model

3 Challenges of Last Mile Healthcare Delivery

4 How iKure's Delivery Model Addresses the Challenges?

5 Select iKure Projects for Last Mile Healthcare Delivery



iKure is a *Population Health Management* company that delivers primary healthcare services through digital technologies, a network of hub & spoke clinics and trained frontline health workers.

iKure's health management services span Preventive, Promotive and Curative aspects of healthcare.

iKure focuses on addressing the primary healthcare needs across all settings – rural, semi-urban and urban areas.

Delivering Solutions for India's Primary Healthcare Challenges

iKure's Delivery Model

- Scalable
- Sustainable
- Profitable

iKure's Business

Primary
Healthcare
Delivery

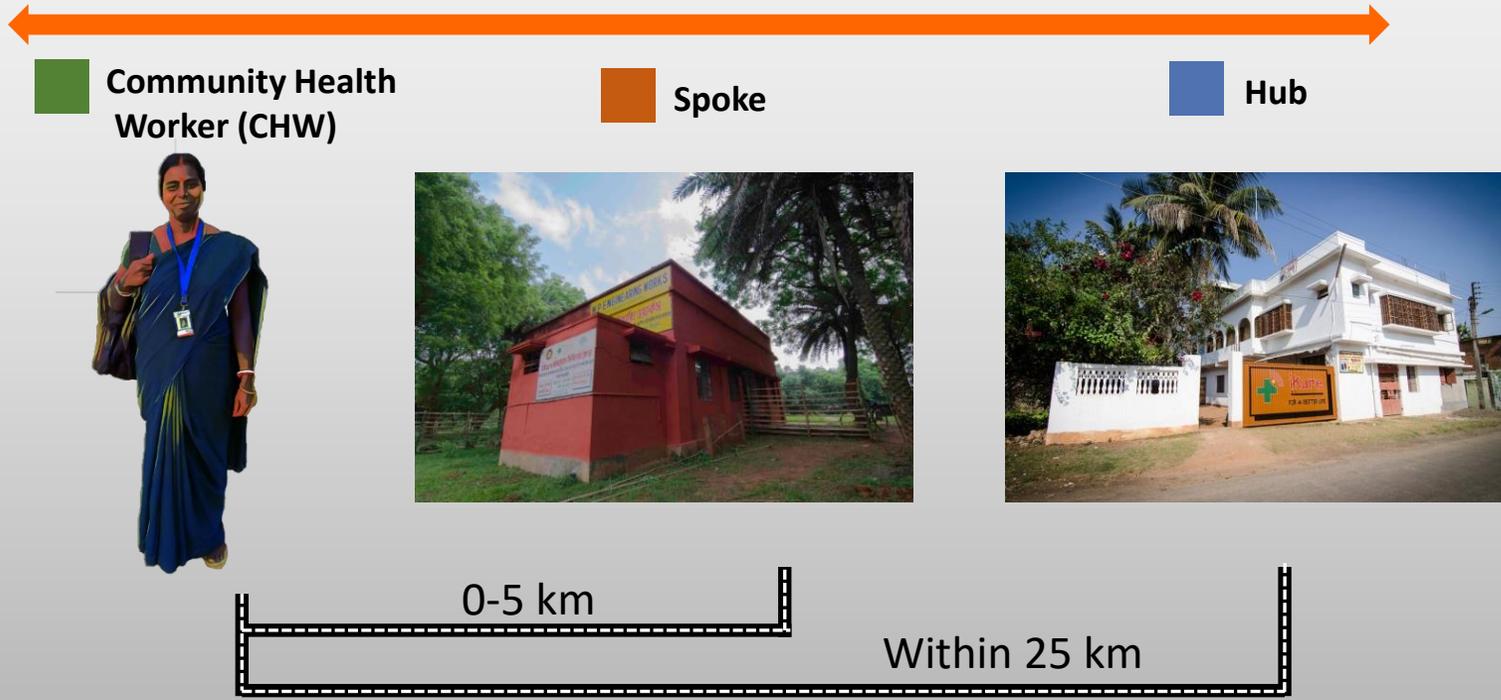


Research and
Development



Technology
Solutions

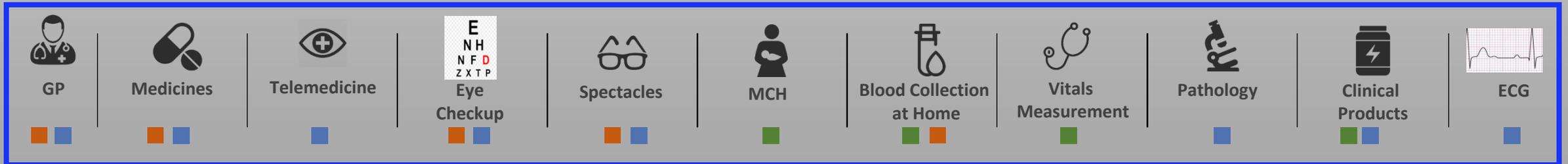
iKure's Primary Healthcare Delivery Model



Revenue Break-Up (FY2020-21)

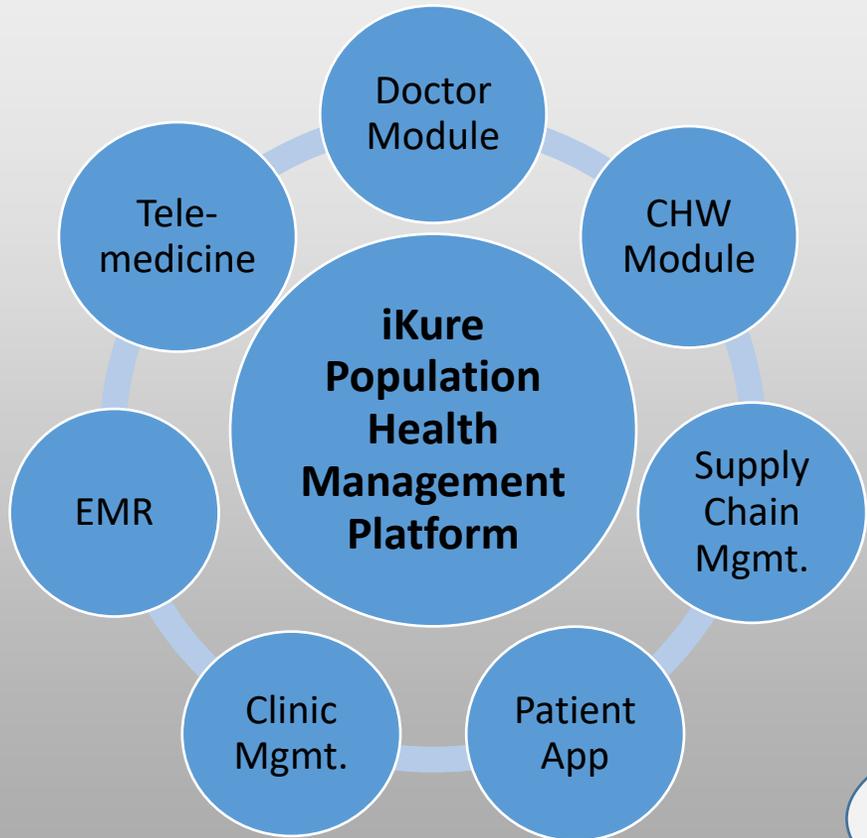
- **iKure Clinics (76%)**
 - Clinical services (26%)
 - Sale of products (74%)
- **Healthcare Projects (24%)**

**76 % of Revenue
in FY20-21**



iKure's Technology Platform

iKure Population Health Management Platform



CHW – Community Health Worker;
EMR – Electronic Medical Record

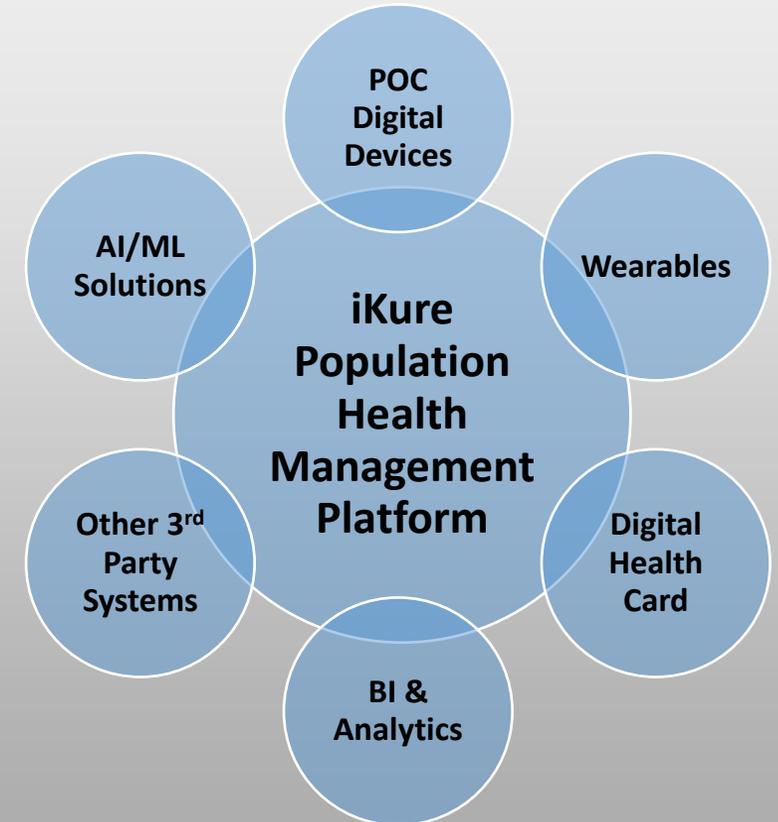
iKure's Technology Platform For

Access
Availability
Affordability
Awareness
Assurance
Accountability

24 % of Revenue in FY20-21*

* Technology & Research

Integration With Eco-System



POC – Point Of Care

BI – Business Intelligence

AI/ML – Artificial Intelligence/Machine Learning

iKure continuously collaborates with the best to bring innovation in healthcare. Our model is taught as a case study at Stanford University, which is a testimony to iKure's success.



Research and Development

Research as a Service



Ongoing

Created an AI / ML module for Hypertensive population. Designed Supply Chain Framework & optimization of our resources.



Ongoing

LifePlus has engaged with iKure for a project involving data collection from 1000 patients using LifeLeaf, a smart wearable device.



2019

Partnered to showcase our innovation in all the official communications. It will create new development opportunities and connect us with investors & potential partners.



2019

Published a research paper in International Journal 'ORF'. ORF brings leading Indian economists and policymakers to present agenda for India's economic reforms.



2018

The elite BCtA membership powered by UNDP lets iKure leverage the high network platform and work closely on Sustainable Development Goals and impact assessment.



2019

Rethinking our business model with the opportunity to collaborate with other possible partners in healthcare to form a robust framework to scale up to reach large population.



2018

Our model was taught as a Case Study at Stanford University. iKure plans to partner with several Stanford Biomedical companies for innovative POC devices.

iKure's Traction Till Date

Impact

2.5 M
Patients
Treated
(Cumulative)

14.4 M
Population
Covered

6,100+
SHG Members

10
States
In India

6,400
Villages
Covered

1,625
Health
Camps
Organized

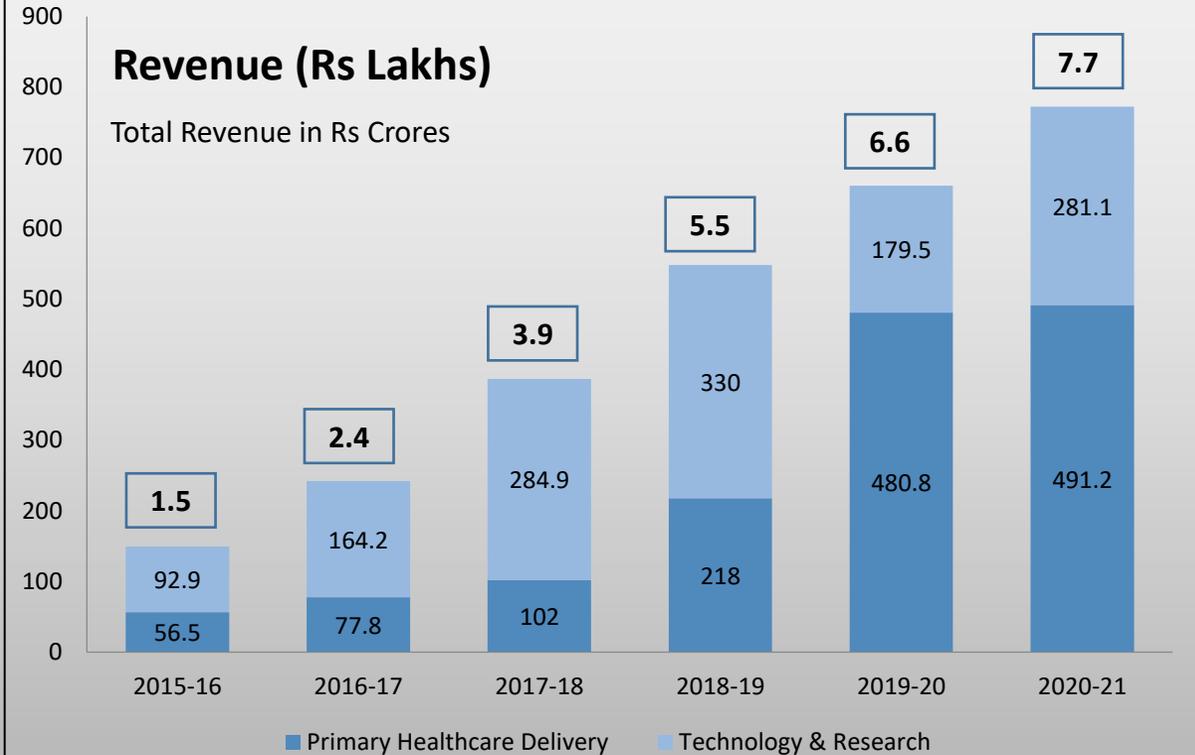
iKure's Technology Solution implemented in several East African countries

Established Hub & Spoke Model for technology-enabled delivery of primary healthcare at last mile



Revenue (Rs Lakhs)

Total Revenue in Rs Crores



Physical Presence

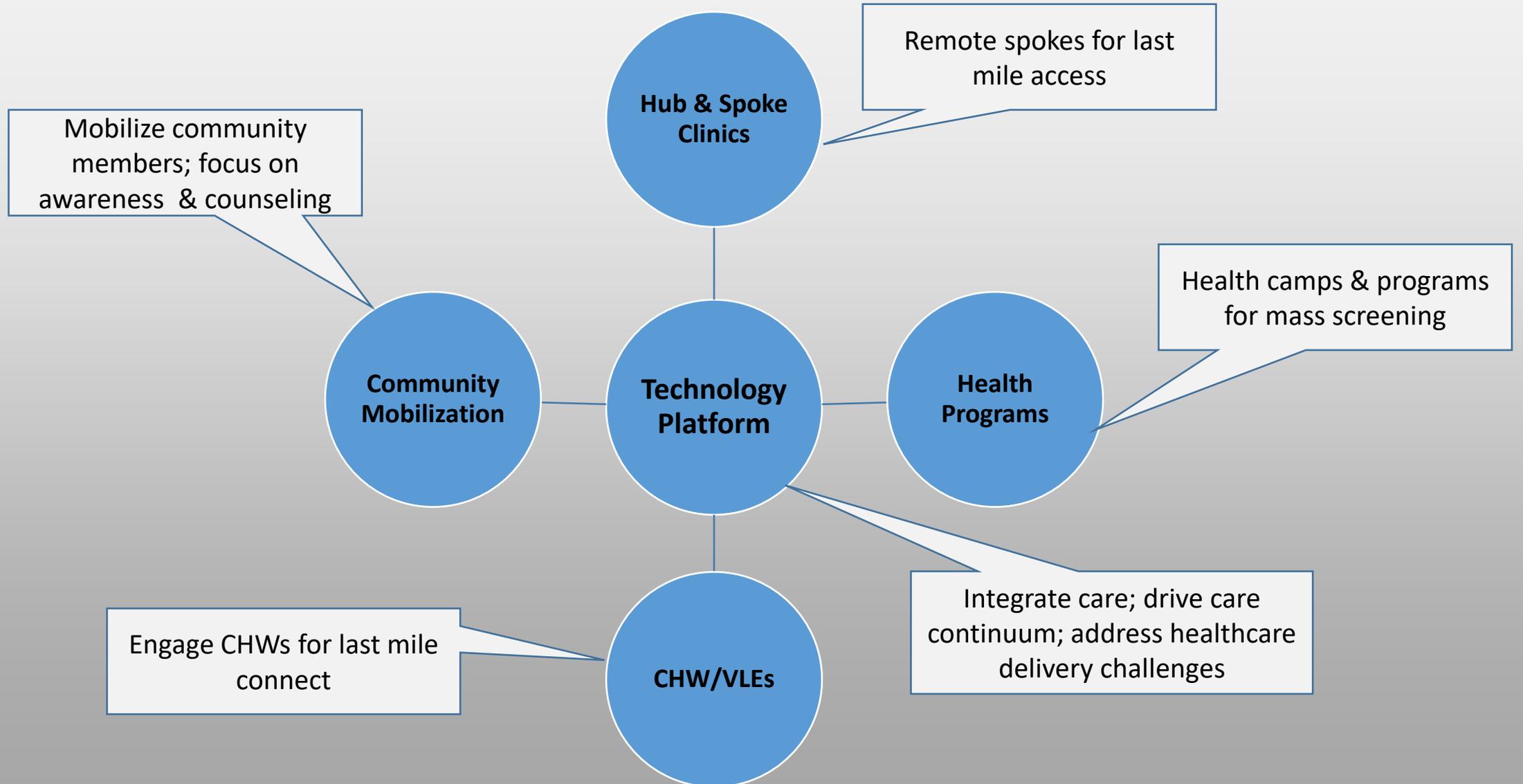
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• **Primary Healthcare Clinics**

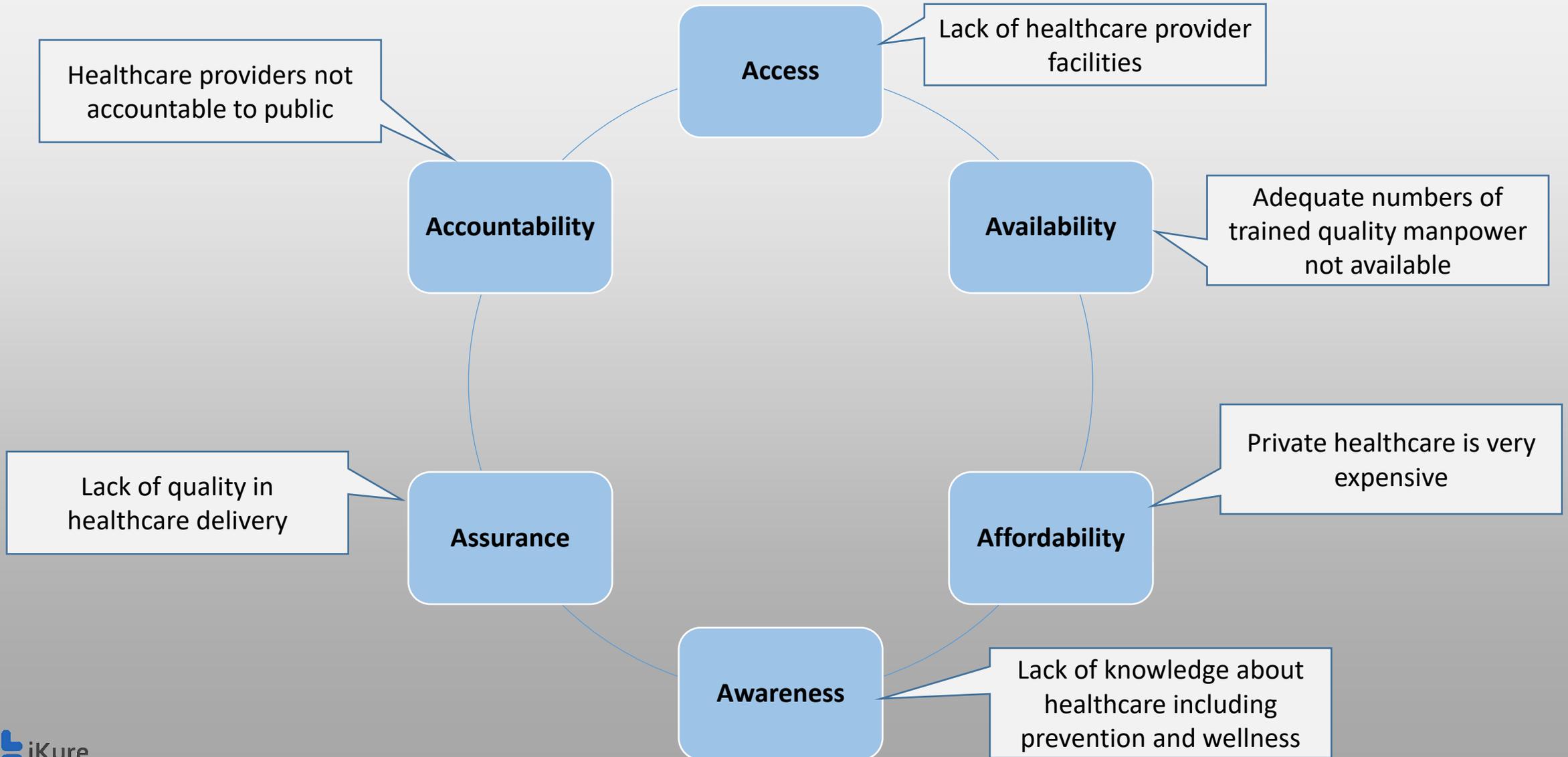
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• **Touch-points/ Interventions**

iKure's Last Mile Healthcare Delivery Model



Challenges of Last Mile Healthcare Delivery



How iKure's Delivery Model Addresses the Challenges?

Challenge	Solution from iKure
Access	Hub & Spoke Clinics; Teleconsultation; CHWs; Health Camps; Technology Platform; Connected Devices
Availability	Teleconsultation; Business Process Change (Task Redistribution); Technology Platform
Affordability	Innovative POC Devices; Business Process Change (Task Redistribution)
Awareness	Community Mobilization; Engage SHG members; Mobile Apps; Health Camps
Assurance	MBBS Doctors; Local ANMs/Paramedics; Digital Health Platform; iKure Clinics
Accountability	Institutional Review Board/Ethics Committee; MBBS Doctors; iKure Clinics; Local ANMs/Paramedics

Select Projects for Last Mile Healthcare Delivery



- Project for Frontline Health Worker model across 5 locations Howrah, Mohali, Hyderabad, Guwahati and Nagpur.
- Promoting these workers in their own community for their sustained livelihood.



- Teleconsultation based project for delivering physician consultation at Sub Centers
- Phase-I already completed in 6 Sub Centers in Khunti district of Jharkhand; Phase-II with 6 additional Sub Centers



- 6-month Pilot Project for eye check-up to identify high risk patients for DR, Cataract, ARMD and Glaucoma
- Project is being implemented at 2 locations - Hoskote (Bengaluru) and Domjur (West Bengal)



- Technology-enabled Maternal Health Program in an aspirational district of Jharkhand
- 18-month program for care management for 2850 pregnant women



- 6-month Pilot Project to conduct NCD screening at Baddi, Himachal Pradesh
- Potential to expand into new areas like screening of cervical cancer and breast cancer



- Project for Frontline Health Worker model enabled clinics across 341 blocks in West Bengal
- iKure will provide technical and clinical support.

