

CONTACT INFORMATION

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FINANCIAL INFORMATION

Company Stage: Seed

Previous Capital: \$100K USD

Monthly Net Burn: \$7000 USD

Capital Seeking: \$1M USD

USE OF FUNDS

45% Product Development

25% Business/Sales

15% Operations

15% Legal/Regulatory

MANAGEMENT TEAM

- **CEO & Co-Founder:** Monika Mehta, PhD Immunology from School of Medicine, NUS. 7+ years of experience in biomedical sector. Worked with SingHealth and Chugai Pharma as Senior Scientist leading 3 chronic respiratory disease projects.
- **CTO & Co-Founder:** Dheeraj Mundhra, Masters in Computing and Mathematics from IIT- Kharagpur. 6+ years of experience building AI softwares in healthcare from scratch, passing clinical trials and commercially deploying in 100+ hospitals across India.

ADVISORS

- Dr. Dhruv Chaudhry, President and HoD, PGI Rohtak Hospital
- Dr. A. K. Vaid, Senior Oncologist, Medanta Hospitals
- Mr. Subramaniam Swamy, 20+ years in B2B2C business sales

Zealth is building an operating system for Indian healthcare to deliver continuous, personalised, and predictive care to 1.38 billion people.

PROBLEM/OPPORTUNITY

India has one of the lowest doctors to population ratios [1:5000 vs 1:1000 (recommended by WHO)], particularly for chronic diseases. On one hand, doctors are overburdened and on the other hand, patients often feel disconnected and isolated from the healthcare system leading to poor outcomes and increased healthcare costs.

SOLUTION/PRODUCT

India's 1st digital health intervention platform powered by artificial intelligence that provides remote monitoring through vitals and patient reported outcomes; is device agnostic and also provides 24*7 support to patient through online community.

BUSINESS MODEL

B2B2C, subscription model (\$20 per patient per month) to hospitals in India

MARKET

50 million chronic patients in India with \$12 billion market, growing at CAGR of 12.5%

COMPETITORS

Companies into tele-consultation in India like Practo, mFine and 1mg can potentially become competitors if they decide to move onto remote monitoring and patient engagement. Few remote monitoring startups like Stasis or Vinsense are also in the similar field with the main focus on vitals monitoring.

COMPETITIVE ADVANTAGE

Zealth is the only fully automated and holistic end to end solution. It not only caters to patient patient remote monitoring through vitals but also captures crucial symptoms that can not be captured otherwise via patient reported outcomes (PRO). Zealth's unique algorithm are tailor made to analyse the PRO data coming from diverse population of India, particularly from tier 3-4 cities in regional languages. Further, the partnerships with some of the leading hospitals and unique user insights that we have got after talking to 200 doctors and 300+ patients is helping us make sure that we build the right future.

TRACTION

300% MoM growth, \$5000 revenue, 4 leading hospitals on board as paying customers with signed MoU and 9 more in the pipeline

NEXT STEPS

10 hospitals on board by Oct 2020, \$20,000 revenue

ISO and HIPPA certification by end of 2020

Continue expanding in India and file 2 patents for technology