

Welcome

**“Tele Medicine - Social
Business program in
Bangladesh”**



Vision:

Enabling health care service from anywhere and ensuring the right of health care services .

Mission:

To be the leading telemedicine services of the country.

Business Objectives:

- To provide health care around the country mostly for the Under privileged peoples.
- To establish rational drug use which minimize the drug resistance
- To preserve the health record in database for longer time
- To reduce rush in health facilities
- Provide Medicines in subsidized rate.



What is the social problem?

- **Healthcare is not available to people in remote locations.**
- **Under privileged people cannot afford healthcare services and expensive drugs.**
- **There is a rush in the medical facilities in the city due to which people do not get service on time.**

How can it be overcome ?

- **E-Medicare is set to provide world class telemedicine and healthcare service all over the country at a minimum cost by conducting remote audio visual consultation with experienced doctors.**
- **It will remotely capture various physiological parameters like ECG, BP, Blood sugar etc. through 64 kbps internet connection (1:1) using multimedia laptop from a central clinic in Dhaka.**

What Services we Provide:

a) Physiological Parameters (PHOTO NEXT PAGE)

- **ECG**
- **Blood Pressure measurement**
- **Blood Sugar Test**
- **Auscultation by Stethoscope**
- **Temperature measure by thermometer**

How does it work?

- **Real time video+ audio + data transmission at 64 kbps
Internet Connection**
- **Equipment taking rural conditions into account**
- **Breaking the cost barrier while maintaining the quality**
- **Connectivity over various kinds of networks: DSL,
Cable, PSTN, VSA**

Parameters of Remote Medical Diagnostic Kit:



Equipment



•Stethoscope



•Temperature



•Blood Pressure



•ECG

Existing Business Models:

- Own Centers 07 working at present
- With NGO 02 working at present
- With Industry 02 working at present



□ Present Center Status:

Center name	Patients/day	ECG/day	B.Sugar Test/day	Patients/Month	ECG/Month	B.Sugar Test/Month
Nakhalpara	15	6	12	375	150	300
Bonosree	12	3	11	300	75	275
Jurain	11	5	14	275	125	350
Gazipur	17	4	13	425	100	325
Tongi	13	8	11	325	200	275
Cantonment	16	6	10	400	150	250
Mirpur	12	5	14	300	125	350
Krail Slum	17	9	9	425	225	225
Tejgaon slum	14	7	11	350	175	275

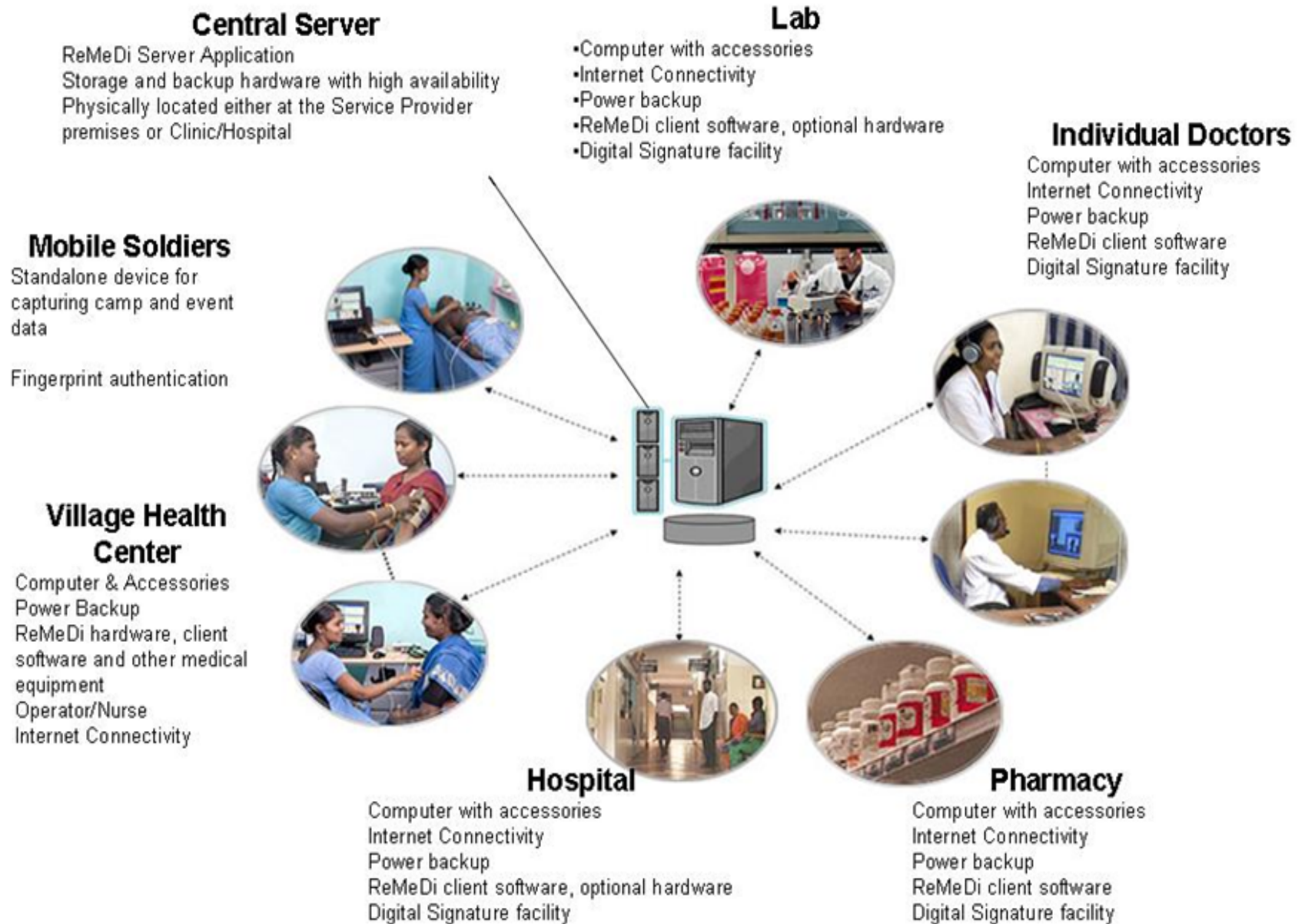
□ Areas of Service at Present:

- **Mother and child health care**
- **Communicable & non communicable Diseases**
- **Respiratory tract infection (s)**
- **Cardio Vascular & Gastro-intestinal diseases &**
- **General Health Care**

□ Social Impact:

- **When people become sick they go to drug sellers to purchase medicine without prescription which is against medical ethics.**
- **The under privileged community have no choice due to high cost.**
- **Through E-Medicare patients will get e-prescription**
- **They will have access to medicine at a subsidized rate**
- **It creates opportunities for unemployed people**

Future E-Medicare Network



□ Legal Status:

-E Medicare Limited .

Registered under the companies Act,1994.



E-Medicare Ltd.



A Sister concern of JMI Group.

- This will be converted into a social business

Marketing, Selling and Distribution:

- **Orientation, Campaign, advertisement (Newspaper, Bill boards), distribution of leaflets etc.**

Service Charges:

- 1) **Registration Fees = 50 Tk. Per /Person**
- 2) **ECG Test = 50 Tk. P/p**
- 3) **Blood sugar test = 30 Tk. P/p**

Existing Investment Cost (Based on 9 centre):

BDT: 10.00 Million.

Employment opportunity: 30 people

Further Investment Cost (Base on 01 Centre, In RURAL AREA)

Total Capital Required for 1 Centre: Tk 1,102,000/=

□ Future No of Centre Expansion:

Target Year No of New Centre Investment Cost

2013(Sep-Dec)	3	03.5 million
2014	9	10.10 million
2015	9	10.20 million
2016	9	10.30 million
2017	9	10.40 million

□ No of peoples will get health Service

<u>Service Year</u>	<u>No. of Patient</u>	<u>No of Centre</u>	<u>Year wise No of Service</u>
2013	400	(3 +9)	46,800 (4 & 12 months)
2014	425	(3+9+9)	91,800 (08 monts+ 12)
2015	425	(3+9+9+9)	150,000 (in a year)
2016	450	(3+9+9+9+9)	210,600 (in a year)
2017	460	(3+9+9+9+9+9)	264,960 (In a year)

No of Job opportunity : 2013 = 6, 2014= 20 ,2015 = 22, 2016 = 24, 2017= 25 gradually, Total Employed = 122.

Source of Fund:

- Looking for potential Social Investor.

Break even point:02 years

Payback period:06 years

Health contribution : 763,560

Financial Analysis

Comprehensive Income Statement for 6 years

Particulars	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17
Income from Centre	3,790,800	6,936,900	10,061,500	12,476,000	15,046,500	17,839,500
Cost of Service	217,800	260,900	290,500	320,500	352,000	360,500
Gross Profit	3,573,000	6,676,000	9,771,000	12,155,500	14,694,500	17,479,000
Admin/Selling/Mkt Exp.	2,313,000	3,029,000	3,871,000	4,050,500	4,975,000	5,780,000
Net Profit	<u>1,260,000</u>	<u>3,647,000</u>	<u>5,900,000</u>	<u>8,105,000</u>	<u>9,719,500</u>	<u>11,699,000</u>

Particulars	Dec-12	Dec-13	Dec-14	Dec-15	Dec-16	Dec-17
Non Current Assets						
Property Plant & Equipment	15,000,000	30,100,000	42,150,000	55,175,000	69,175,000	82,175,000
Current Asset	3,126,000	3,392,000	3,580,000	3,530,000	2,950,500	2,900,000
Cash in Hand	200,000	220,000	250,000	255,000	200,000	180,000
Cash at Bank	300,000	500,000	450,000	420,000	350,000	380,000
Inventories(Medicine)	1,800,000	1,922,000	1,980,000	1,955,000	1,800,500	1,750,000
Advance ,Deposit	200,000	250,000	300,000	320,000	280,000	240,000
Receivable	626,000	500,000	600,000	580,000	320,000	350,000
Total Property & Assets	<u>18,126,000</u>	<u>33,492,000</u>	<u>45,730,000</u>	<u>58,705,000</u>	<u>72,125,500</u>	<u>85,075,000</u>
Capital & Liabilities	1,760,000	19,147,000	33,400,000	48,605,000	64,219,500	79,199,000
Share Capital	500,000	15,500,000	27,500,000	40,500,000	54,500,000	67,500,000
Retained Earnings	1,260,000	3,647,000	5,900,000	8,105,000	9,719,500	11,699,000
Long Term Liabilities	15,749,000	13,125,000	11,040,000	8,500,000	5,876,000	3,126,000
Director Loan	15,749,000	13,125,000	11,040,000	8,500,000	5,876,000	3,126,000
Current Liabilities	617,000	1,220,000	1,290,000	1,600,000	2,030,000	2,750,000
Accounts Payable	267,000	600,000	620,000	650,000	800,000	1,200,000
Sundry Creditor	300,000	520,000	550,000	700,000	750,000	850,000
Others Payable	50,000	100,000	120,000	250,000	480,000	700,000
Total Capital & Liabilities	<u>18,126,000</u>	<u>33,492,000</u>	<u>45,730,000</u>	<u>58,705,000</u>	<u>72,125,500</u>	<u>85,075,000</u>

THANK YOU