

MediConnect Health SAS - Q1 2024 Investor Update

Direct Investment: MediConnect Health SAS

Investment Type: PRIVATE_EQUITY

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Period: Q1 2024

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Highlights:

- Connected to 1,800 hospitals across the EU and UK
- Launched AI-powered clinical decision support
- Achieved GDPR and HDS certifications
- Expanded into telehealth services

Lowlights:

- CNIL compliance review (resolved)
- Integration delays with Dedalus and TPP
- Higher than expected cloud infrastructure costs

Milestones:

- Processed 45M patient records
- Launched interoperability platform
- Acquired competitor MediSmart for €11M
- Signed partnership with NHS Digital

Metrics Snapshot:

Revenue: €5,200,000

ARR: €6,100,000

MRR: €508,000

Gross Margin: 78.0%

Burn: €320,000

Runway (months): 40

Headcount: 285

CAC: €25,000

LTV: €180,000

NRR: 142.0%

Cash Balance: €6,400,000