

“The Internet is reaching any community years before hospitals, trained doctors, or labs.”

Connectivity Boom:

Affordable devices, AI tools, and digital services are penetrating faster than hospitals or clinics can be built.

Opportunity Gap:

Delivering quality care without massive physical infrastructure investments.



70% Mobile Internet

Africans expected to have mobile internet access by 2030, transforming communication.



60% Distant Access

Over 60% live more than 5 km from the nearest health facility, creating significant barriers to care.



1 in 5 Counterfeit

Medicines in circulation are estimated to be counterfeit in some markets, posing severe health risks.

Africa is undergoing a connectivity revolution — smartphones, affordable data, and digital services are spreading rapidly. Yet healthcare access remains critically underdeveloped: shortages of doctors, unsafe medications, and fragmented health records. This gap is not just a challenge — it's one of the greatest opportunities of our time.

- ⓘ “We have the tools to leapfrog decades of traditional infrastructure and deliver quality healthcare — now.”

Why Now? – A Convergence of Opportunity

Africa stands at a unique crossroads: a critical need for healthcare meets unprecedented digital readiness and a favorable policy landscape. This is not just a challenge, but a defining moment for innovation.

Public Health & Infrastructure Gaps

- 52% of Africans lack adequate healthcare access
- Only 2.6 doctors per 10,000 people (WHO target: 10/10,000)
- 1 in 5 medicines are counterfeit, causing up to 500,000 deaths annually in Sub-Saharan Africa

Digital Solutions & Green African Markets

- 80%+ mobile penetration in many countries
- Urban internet penetration: 57%, rural: 23%

Policy & Public Readiness

- COVID-19 drove 200%+ increase in teleconsultations
- Governments prioritizing digital health as a development pillar like eHealth strategies adopted in Kenya, Nigeria, Rwanda

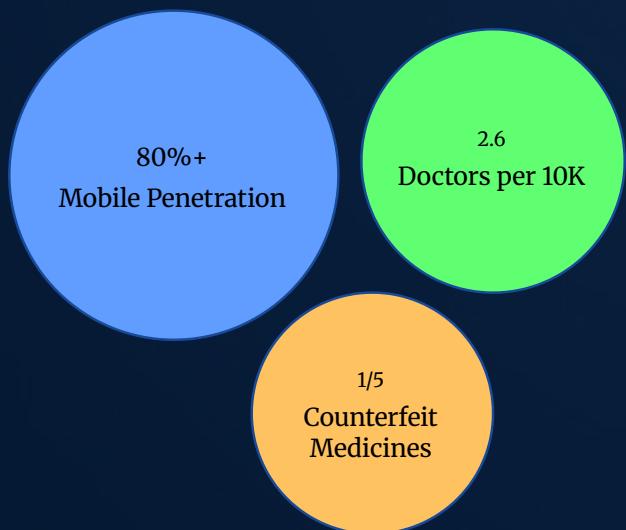
Demographic Advantage & Change

- Median age ~19 – a digitally native, mobile-first generation
- Urbanization projected to reach 50% by 2035 with growing middle class demanding specialist-driven, authentic healthcare

Competitive Timing

- Falling technology costs (AI tools, cloud, cross-border payments)
- Opportunity to lead in trust-based care & verified medicine supply in low market competition

Market Readiness



Supporting Indicators & Opportunity for Mediconnect

Factor	Current Status	Opportunity for US
Digital Penetration	Rapid mobile & internet growth	Reach users via app & low-data channels
Policy Readiness	National eHealth strategies, AMA regulation	Faster compliance & scalability
Demographic Shift	Young, urbanizing, tech-savvy	High adoption potential
Infrastructure Gap	Rural/underserved areas	Mobile-first care bypasses physical bottlenecks
Competitive Landscape	Fragmented single-service providers	First-mover in integrated, trust-based ecosystem

Our Solutions – A Unified Digital Healthcare Ecosystem for Africa

A single platform connecting patients, doctors, pharmacies, diagnostics, and medical travel — built for Africa's realities.



Access Anytime,
Anywhere

On-demand consultations
& verified medicine,
wherever you are.



One Platform, All Care

From first symptom to full
recovery — all in one place.



Trusted, Transparent,
Affordable

Licensed doctors, verified
drugs, transparent pricing.

Our Services – End-to-End Digital Healthcare Ecosystem

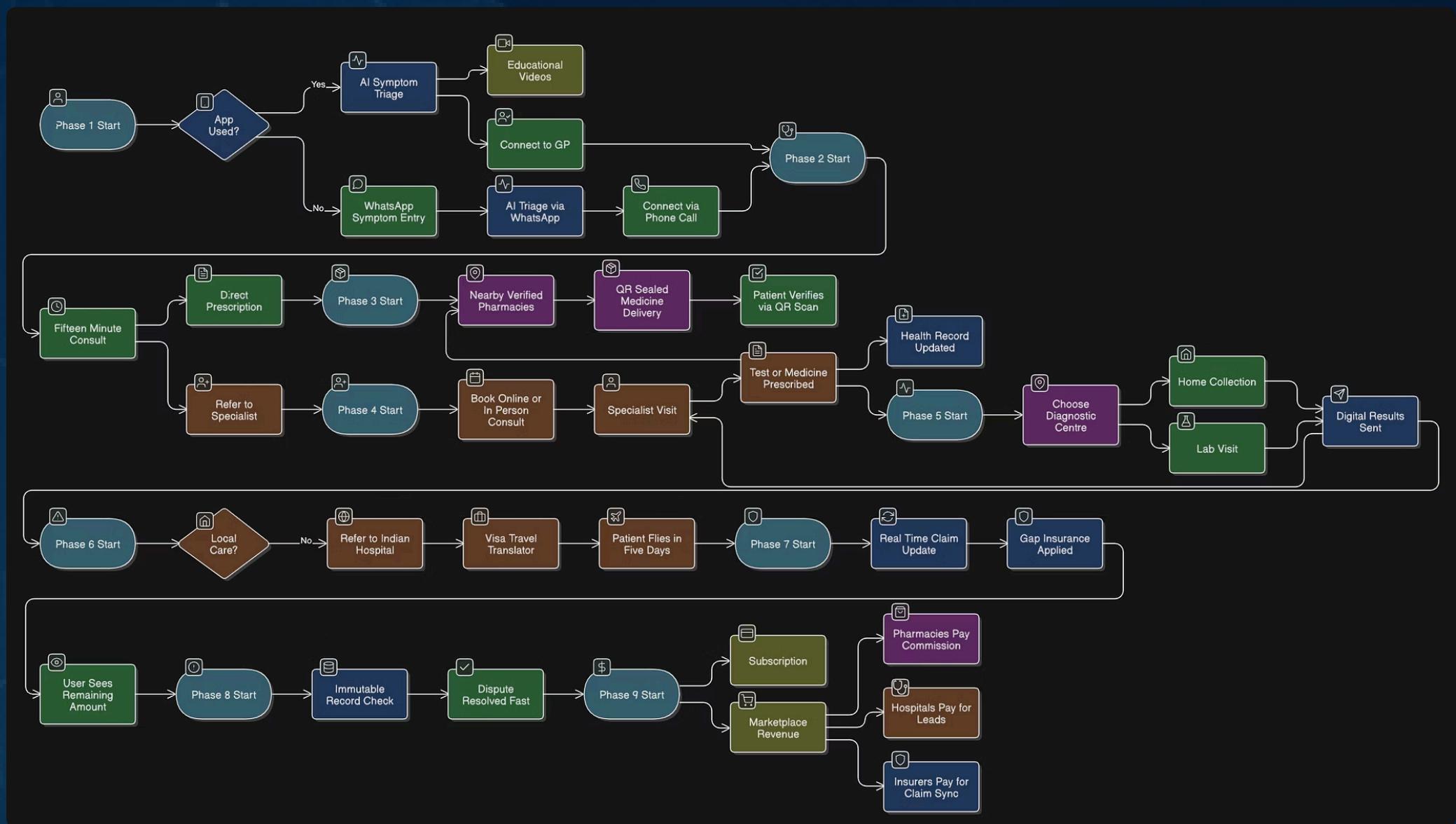


- Decision framework for inpatient/outpatient, domestic/international
- Concierge services (visa, translators, bundled pricing)
- Clear paths for outpatient procedures
- Treatment financing via asset-backed loans (local fintech)
- Payment coordination & bundled pricing transparency

- Patient Health Locker (EHR, immunization, allergies, consult history)
- Exportable PDF for cross-border care
- Ministry dashboards with anonymized data
- Drug authentication analytics (QR/NFC seals)
- APIs for EMR integrations
- Insurance claim automation with real-time user updates

Mediconnect Service Flow – From Symptom to Resolution

Unified access to healthcare inclusive for all – digital First, made to Last



Starts where patients are (app/WhatsApp/SMS) → GP → verified meds & diagnostics → optional international care → real-time insurance → governed data & audit trail.

1

Entry & Triage

App first (symptom entry → AI triage + short educational videos).

No app? Use WhatsApp (text/voice) or USSD/SMS.

Rule: If AI confidence <80%, escalate to GP.

2

Connect to a GP (15-min)

Video/voice in-app (fallback to WhatsApp call).

Outcome A: Direct prescription (simple cases).

Outcome B: Refer to specialist (complex cases).

3

Medicine Fulfilment (Verified)

Pick nearby verified pharmacies in-app.

QR-sealed delivery/pick-up → patient scans to verify.

Auto-update: Health record (EHR) is updated on scan.

4

Diagnostics (Home or Centre)

Book home collection (phlebotomist dispatch) or diagnostic centre.

Real-time tracking of visit/collection.

Digital results sent to patient & doctors; stored in **Health Locker**.

5

Escalation to Advanced Care (Decision)

Local vs International (e.g., India) & Inpatient vs Outpatient.

Concierge: visa, travel, translator, bundled pricing.

6

Insurance & Payments (Live Sync)

Real-time claim updates; apply gap insurance if needed.

Patient always sees remaining out-of-pocket clearly.

7

Trust, Disputes & Audit Trail

Immutable record check for any dispute → fast resolution.

Drug authentication analytics from QR/NFC seals.

8

Data & Governance

Health Locker (immunizations, allergies, consult history, PDFs for cross-border).

Ministry dashboards (anonymized). APIs to EMRs & insurers.

9

How it Sustains (Monetization)

Subscription (consumer/family). **Marketplace revenue:** pharmacies commission, hospitals pay for qualified leads, insurers pay for claim sync.

Medical Tourism

Africa → India: Bridging the Care Gap

Africans travel to India annually

Medical arrivals to India in 2023

Cost savings vs. Western options

▼ Fact to see

Analysts estimate 200,000–250,000 Africans travel to India annually for treatment, accounting for more than half of all inbound medical tourists to India.

There is already significant African demand. One in five African visitors to India came for treatment in 2022 — this isn't hypothetical, it's happening.

High medical intent in key countries. Example: Nigeria (43.5% of its arrivals to India were for treatment), Kenya (16.3%), Tanzania (22.0%), Sudan (27.5%).

Why This Matters

Access Now, Not Later

Complex care when local queues, skills, or equipment are constrained.

Affordability at Scale

High-acuity surgeries at a fraction of cost, avoiding catastrophic spend.

Reliable Corridors

Mature India routes with e-medical visas, high hospital volumes, and bed capacity.

Complements Local Systems

We route only when domestic capacity is exceeded; data flows back for continuity.

How it Connects to Our Platform

Goal: Make it easy, safe, and transparent for first-time medical tourists.



Guided Start

GP review, eligibility, budget bands.



Smart Match

Best fit by outcomes, cost, visa speed.

66

Bundled Quotes

Apples-to-apples, no hidden fees.



Escrow Deposit

Money released on milestones only.



Visa & Travel

Letters, flights, meet-and-assist.



Casepack Ready

Labs, imaging, clinician summary.



Surgery & Stay

On-ground support, live updates.



Aftercare Loop

Tele-reviews, local labs, secure meds.

Trust & Safety — Our Non-Negotiables

Building a foundation of confidence in every interaction, from diagnosis to delivery.



People

- Verified clinicians
- GP gatekeeping
- Duty-of-care escalation



Medicines

- Verified pharmacy network
- QR/NFC tamper-proof seals
- Auto-refund + audit



Data

- Encrypted Health Locker
- Consent & localization
- Immutable logs



Money

- Milestone-based escrow
- Itemized bundled pricing
- Live claim status

Dispute Resolution Process



Report

Patient submits issue via app



Timeline

System creates auditable event log



Decision

Review by independent panel



Notify

Resolution communicated & enforced

Our Pilot Program: Proving the Model

A focused approach to validate critical functionalities and build trust.

Our pilot phase is strategically designed to prove essential capabilities: reliable low-bandwidth access, secure patient routing, and trustworthy service fulfillment. We're prioritizing safety and reliability, laying the groundwork before scaling our full suite of automations and services.

Key Focus Areas

Access & Consults	Verified Fulfillment	Robust Guardrails	Operational Reliability
App/WhatsApp entry, GP-led consultations, and short educational video tips to guide patients effectively.	Geo-tagged pharmacies and partner-assisted diagnostics ensure safe, verifiable medicine delivery and lab services.	Strict KYC and licensing for , audit trails, and encrypted Health Locker ensure data security and accountability.	Offline caching, auto-sync, and low-data design ensure consistent performance across diverse environments.

Roadmap to Launch

Discovery & MVP Build

Initial research, architecture, and core product development to establish foundational features.

Controlled Iteration

Refining flows, optimizing partner SLAs, and perfecting data handoffs based on beta insights.

1

2

3

4

QA & Beta Testing

Rigorous quality assurance, security audits, and closed beta with select users for early feedback.

Regulatory Gate & Launch

Securing necessary approvals for full public release, followed by continuous post-launch improvements.

We're Coming Strong. We're Coming Fast. We're Coming Soon.

Future Potential / Business Opportunity

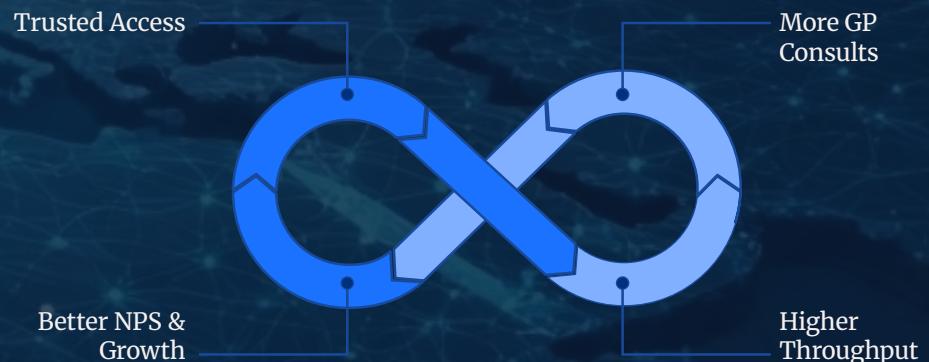
A trusted orchestration layer for care access, fulfilment, financing, and records—online and offline.

Monetization Streams

Our model is designed for sustainable growth without markups on care:

- Consumer Premium
Optional family plans for priority access & extras.
- Marketplace Commissions
Verified pharmacy & diagnostics orders.
- Provider Services
Listing, scheduling, and SLA tooling for partners.
- Payer/Employer Rails
Claims automation, pre-auth, and reporting.
- Medical Tourism
Escrow-secured bundled case coordination.
- Platform/API
Secure integrations and audit/export utilities.

Growth Flywheel



Scaling Path

A phased approach to market expansion and feature rollout:

- **Horizon 1:** GP consultations, verified pharmacy/labs, Health Locker, escrow.
- **Horizon 2:** Scaled specialist routing, medical tourism corridors, employer programs.
- **Horizon 3:** Embedded micro-coverage, CSR/charity pools, ministry analytics.

Non-Negotiable Guardrails



No ads or dark patterns.



Itemized pricing & milestone escrow.



Clinically neutral orchestration.



At Medicollect, we strive to earn and uphold the trust
of the community.

Thank you