RENDER HEALTH

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Digitizing healthcare processes and payments in emerging markets

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Healthcare Challenges in Emerging Markers

African Market

Over 85% of healthcare facilities not automated, using paper processes

Fragmented & Manual Process

Archaic process leads to errors and tragic loss of patients' life. Transfer of patients' records is infeasible.

Low Health Insurance Penetration

Low incomes of average citizen makes purchase of health insurance tough. More than 80% uninsured in Nigeria

Minimum Wage $46

Average Insurance $9 /month

Poor Decision Making

Incomplete health records hinder stakeholders' abilities to make informed decisions about patients and their communities

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Solution

Problem

Improving payment & patient Care

Solution

Unstructured Health data.

Payment for healthcare Service.

Financial inclusion for healthcare payment with Render Health Saving Card (RHSC)

Structuring Health Data for Patients and Healthcare Providers/Facilities.

Our Milestones

2018

01
2018
Render Health as born our of frustration with archaic healthcare processes/system in Africa

02
2019
Held focus group with healthcare providers in Nigeria to understand the problem

03
2020
Launched MVP in Lagos with multiple healthcare facilities

04
2021
Expanded to 3 other states in Nigeria

05
2022
Over 40 Healthcare facilities on contract

06
2022
Expanding to Public sector (PPP with 2 state governments)

07
2022
Selected to the Novartis Foundation Africa HealthTech Hub Accelerator

08
2022
Partnership with MasterCard

09
September -2022
Launched RHSC with over 10K on waiting list

2022

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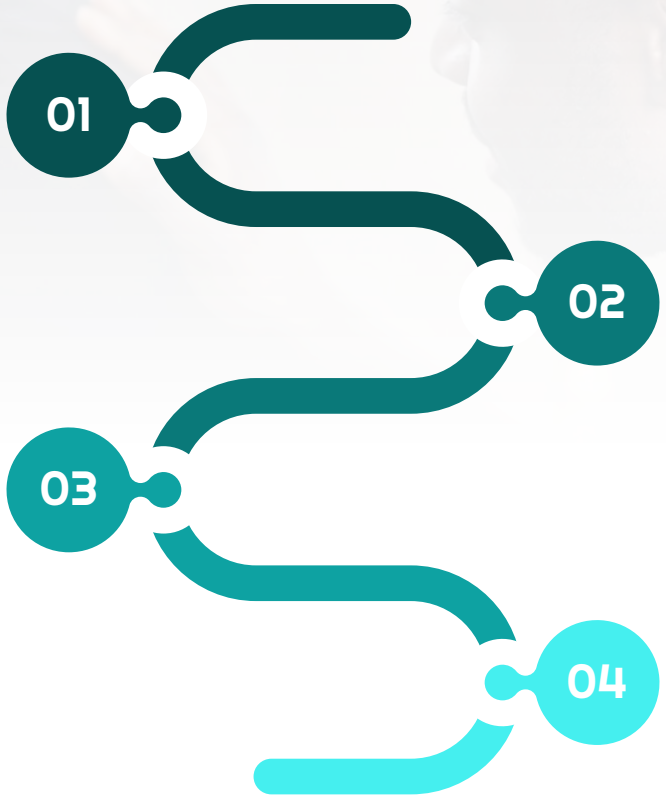
Our Future

2023

Expand RHSC to diaspora market



2023

Expansion effort to Rwanda

2023

Telehealth service with Nigerian Army

2024

Expansion efforts to Kenya and Ghana

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Unique Value Proposition

Render Health Savings Card (RHSC)

A health insurance alternative, similar to a Health Savings Account (HSA), giving value to patients. It allows them earn interest, save on healthcare spending and access to credit.

Patient Control

Giving patients access and control of the health data. (Putting patients at the center)

All Access Healthcare

Usability cutting across of access of healthcare including pharmacies, traditional and non traditional healthcare provider

Our Traction

Consultation with the Bill and Melinda Gates Foundation on Digital health in Nigeria

Moorkeji Innovation fund grant

Our Specialties

Since 2019, In Nigeria

40+
Healthcare Facilities

5K+
Patient Registered

- General Medicine
- Pediatrics
- Physiotherapy
- Dermatology
- Rheumatology
- Hematology

Nigerian Army Telehealth

Private Public Partnership

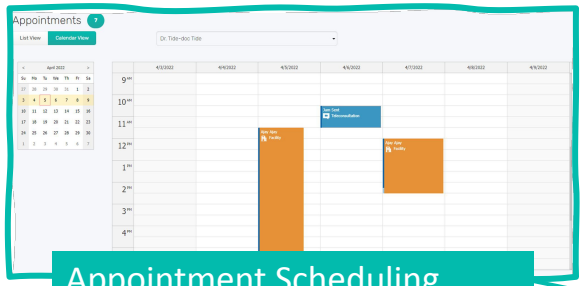
Novartis Norrsken Accelerator

4
Operational States in Nigeria

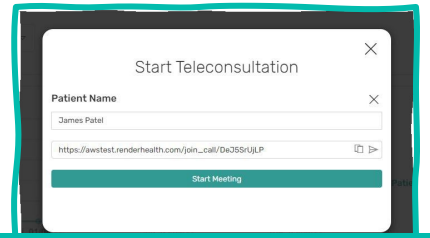
2
State Government

Dashboard

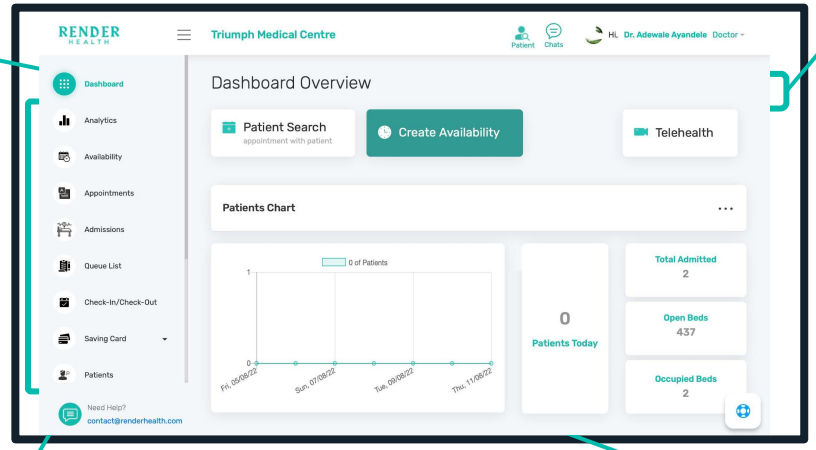
Overview

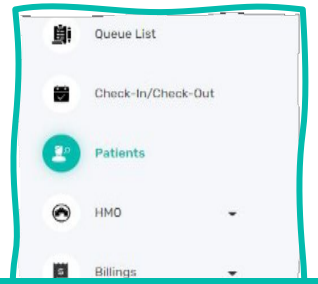


Appointment Scheduling

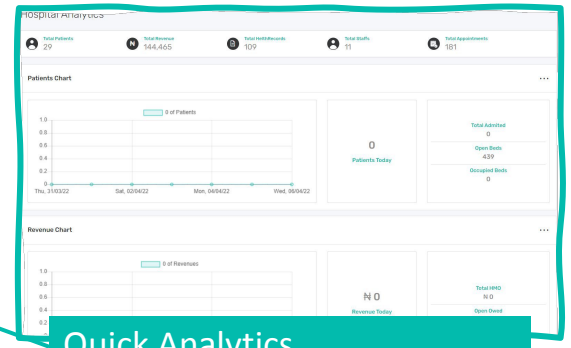


Teleconsultation





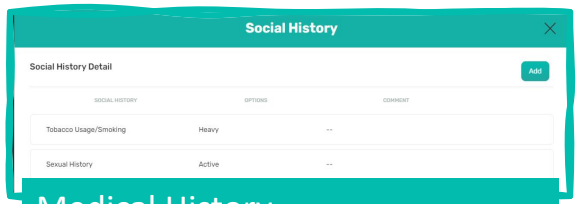
Sidebar Navigation



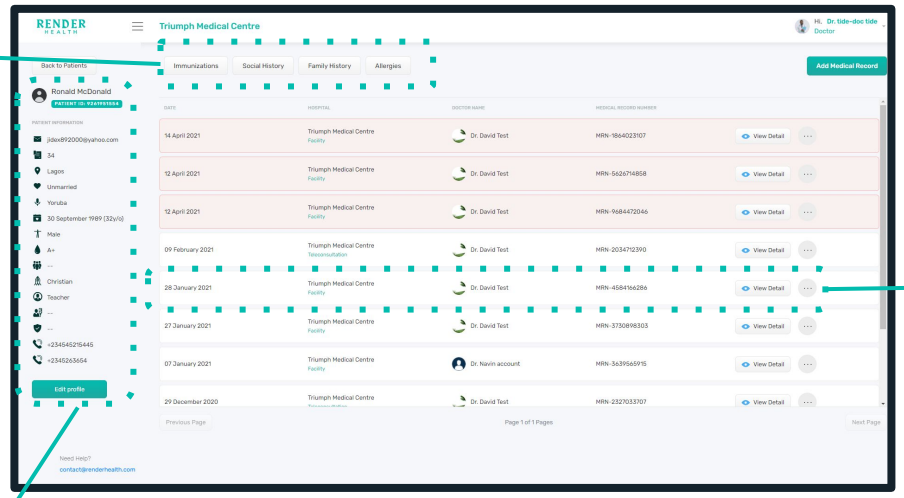
Quick Analytics

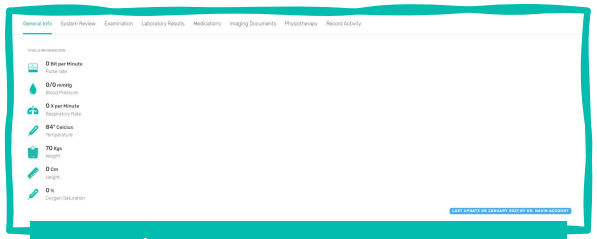
Dashboard

Overview

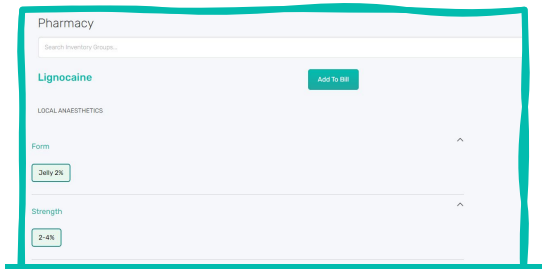


Medical History





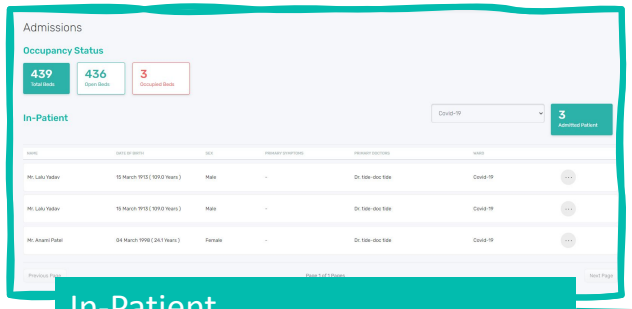
Records



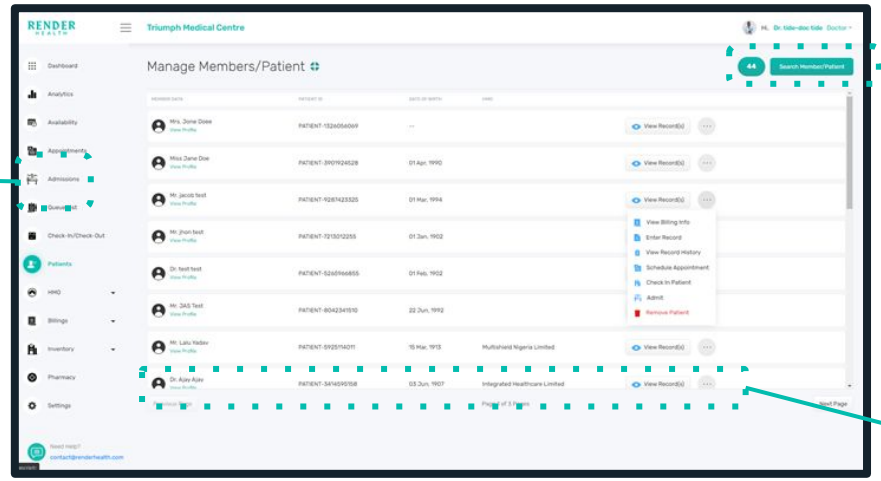
Patient Bio

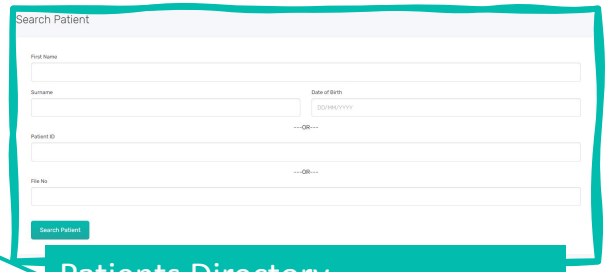
Dashboard

Overview

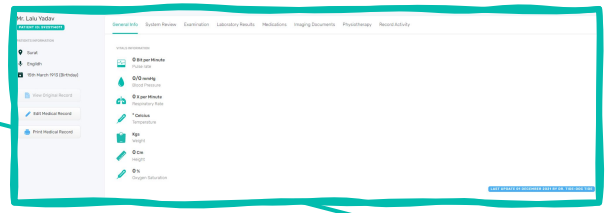


In-Patient





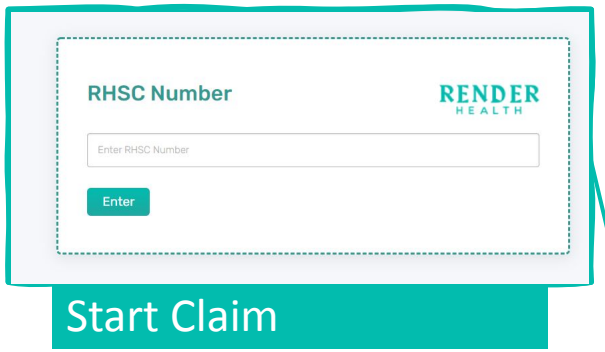
Patients Directory



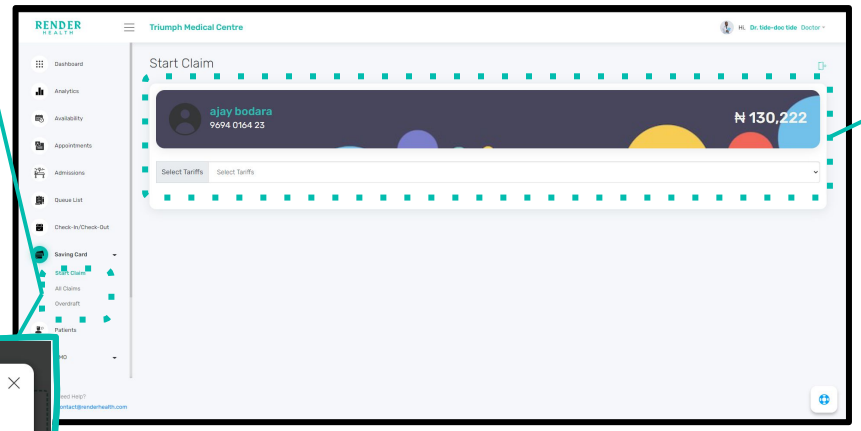
Electronic Medical Records

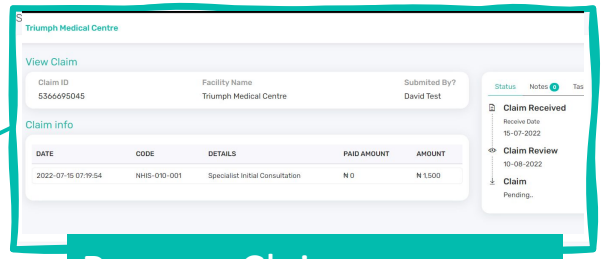
Dashboard

Overview

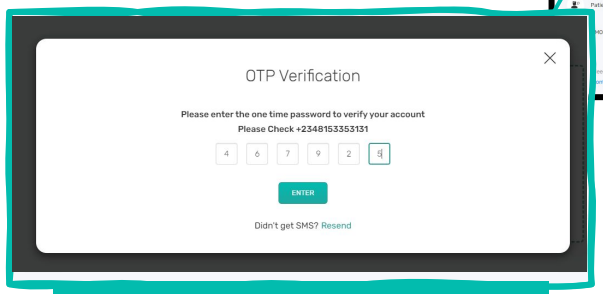


Start Claim





Process Claims



Secured Authentication

Partnership

mastercard

OYO STATE: THE PACESETTER
OYO STATE
THE PACESETTER STATE

NOVARTIS
The Novartis Foundation

PROVIDUSBANK

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Our Impact

Alternative saving option for patients

No gap in patient health data from pharmacy to healthcare center

Access to better healthcare

Opportunity for credit to pay for healthcare services

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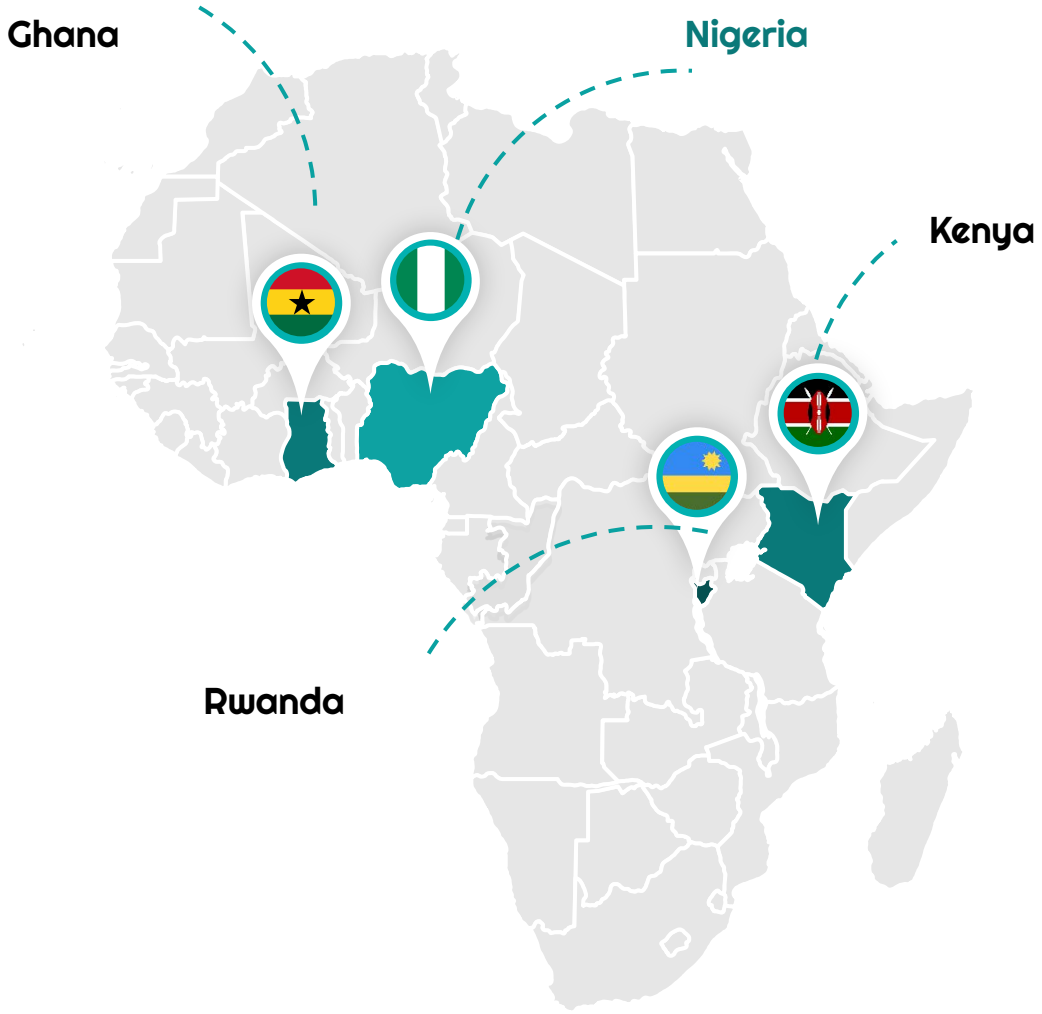
Market Size

1.34 Billion
Total Patients in Market

$11 Billion
Projected Market size by 2024

Over **600M Uninsured** and paying out pocket with **no discount** in Africa



African market

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Business

Annual Subscription Fees

Yearly licensing fee
(Healthcare Facilities, Merchants)

Received payments from 16 Facilities till date*

Partnerships

Working with Pharma, NGO's
and Governments

Per Item Fees

- Claims processing fee (Facility, HMO)
- Teleconsultation fee (Facility)
- Private Public Partnerships with State Governments
- Discount from RHSC Merchants

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Revenue

Comparison Charts

	Helium Health	Talamus Health	Vezeeta	Render Health
Pricing	Per Consultation	Per Consultation	Per Consultation	Variable Pricing Plans
Customer Service	Extremely Slow	Extremely Slow	Mostly Virtual	Dedicated CRP per Hospital
Patient Portal	✅	⛔	⛔	✅
Telehealth	✅	⛔	⛔	✅
Health Insurance Claim Service	✅	⛔	⛔	✅
Patient Fintech Service	⛔	⛔	⛔	✅

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Our Ask

Hospitals with Interest to donate medical equipment

Partnerships with Pharma Companies with interest in Emerging Market

$ 3M

- Increase private public partnerships
- Expansion of marketing initiatives and presence
- Scale infrastructure resources to support our growth
- Customer Acquisition

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Our Advisors

Abhisek Chatterjee

Solution Design Lead
@ Novartis GDO

Vast amount of experience working with team to build health technology product

Dr. Leke Pitan

Former Commissioner of Health, Lagos State

Honorable Commissioner for Health in Lagos State, Nigeria from 1999 to 2006. He is passionate about improving healthcare access and the quality of life of people in Africa.

Gregory Quinet

Executive Director, Robin & Doug Shore Entrepreneurship & Innovation Center.

Managing Partner at Synistics, Inc./Quinet Analytics LLC

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Management Team

Babajide Oke

CEO & Founder

Babajide has several years of experience working in the biotech industry. Part of the team that worked on the Ebola Vaccine, several Oncology & Infectious diseases clinical trials across the United States.

John Shoboiki

CMO

John has 10 years working in the IT space. John is highly specialized with marketing and business strategy, and its implementation across various industries

Olatide Omojaro

CTO

A doctoral candidate at Georgia tech, Olatide is experienced in the fields of robotics and intelligent machine design. Olatide has worked as a specialized software research engineer with various Fortune-100 companies.