

SWISS
INNOVATION
FINALIST
2019

STARTUP ISTANBUL
ACCELERATION
PROGRAM
JUNE
2020

Switzerland Tourism.
Member



Innosuisse

STARTUP
BAHRAIN

سليم
Saleem

A Secure Platform for
Cross-Border Healthcare

Saleem Telemedicine W.L.L.

Founders

Mohammed Blal

Board Member

Family business in medical software consulting



BSc. Computer Science

Post-Investment: Full Time

Khalid Sater

Board Member

Maintenance Manager

Founded Khutwa Chairty

Post-Investment: Part Time

Stefano Barber

Board Member

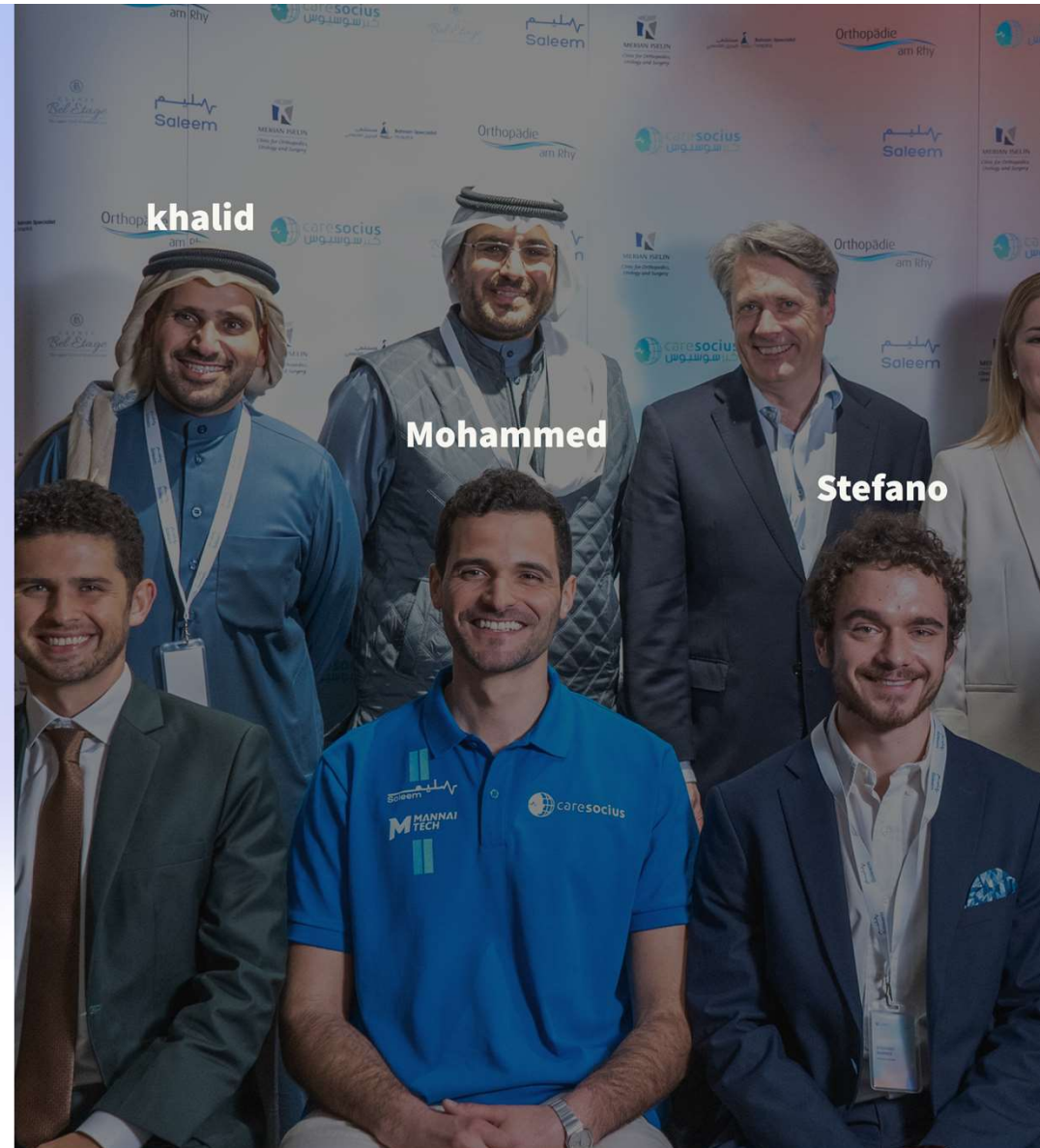
Senior IT-Project Manager



BOSCH

AI-Research

Post-Investment: Part Time



Telemedicine?

What is Telemedicine?

(tel-uh-med-uh-sin *noun* [U])

Remote consultations and discussion of a patient's medical condition by telecommunications technology.



Patient Interface

Top-Tier Health Guidance

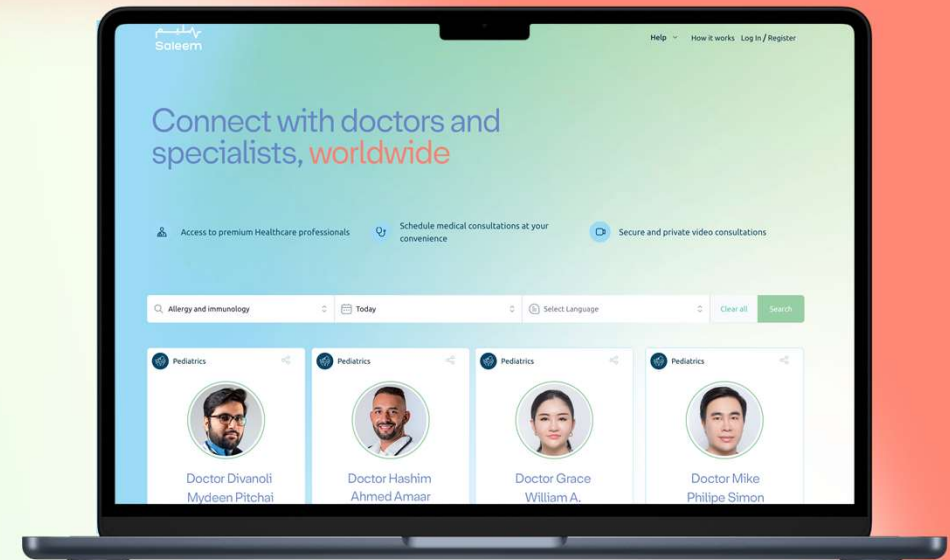
Access leading doctors globally and nationally for unparalleled healthcare.

Inquiry Assistance & Reviews

Let Saleem, our intelligent AI based chatbot, help you discover the right doctor for your specific needs or read reviews.

Secure Medical Records

Upload and share your medical documents securely, ensuring confidentiality and accessibility when needed.



Doctor Dashboard

Optimize clinic performance and boost revenue

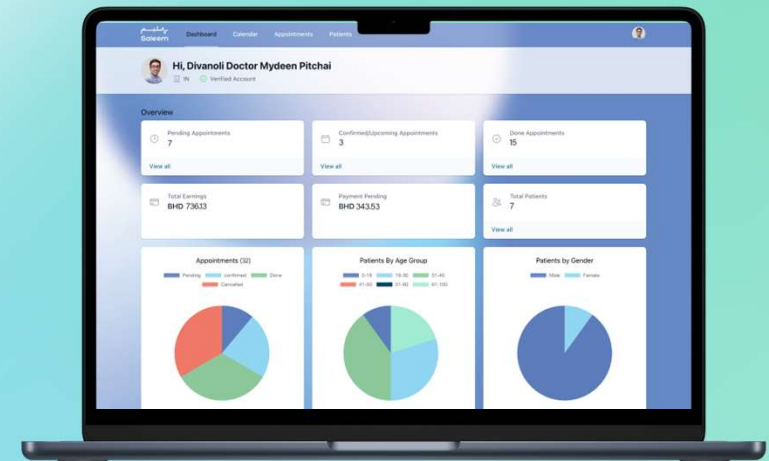
Maximize clinic efficiency and patient satisfaction with our platform. Streamline patient handling processes, improve experience and attract international clients for increased revenue and positive reviews.

Effortless Medical Report Management

Simplify medical report handling by enabling secure and direct uploads. Enhance clinic workflow, allowing patients to submit and receive reports seamlessly.

Advanced Analytics for Informed Decision-Making

Gain insights into clinic performance and patient interactions using our analytics tools. Monitor key metrics, track patient journeys, and make data-driven decisions to refine services.



“ A secure solution for groups to access a large patient base across the world and improve the workload of our patient coordinators”



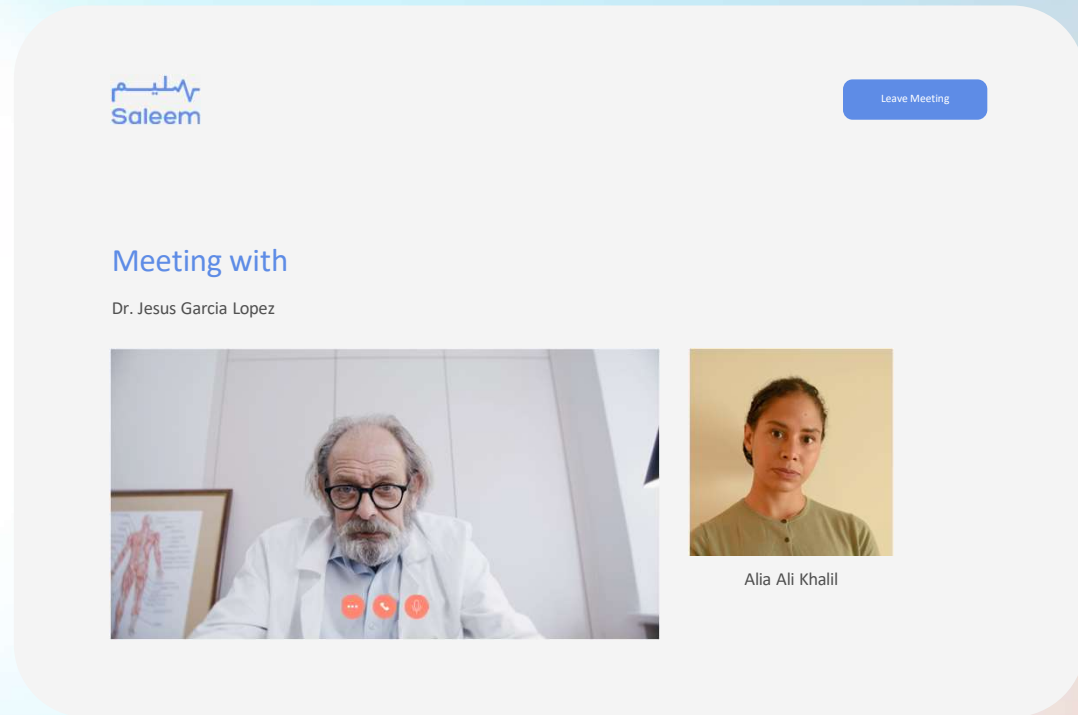
Majed K. Ardati
Chief Operation Officer



Patient Interaction

Engage with patients through two methods:

- **Direct Messaging**
- **Video Functionality**



We will provide a clear path
for patients during their
health journey.



How it Works (for patients)



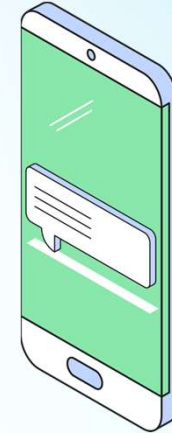
01: Sign Up



02: Find Your Doctor



03: Talk to your Doctor



04: Feedback



Offering easy access with a clear view of who is the specialist that will provide the expertise to patients, and how much it would cost.

What makes us different?



Global Health Guide for Patients

- Access diverse medical insights from a global network of doctors for comprehensive healthcare guidance.
- Ensure patient data security, creating a safe environment for their healthcare interactions.
- Build trust through transparency, offering clear information for confident, informed patient decisions.

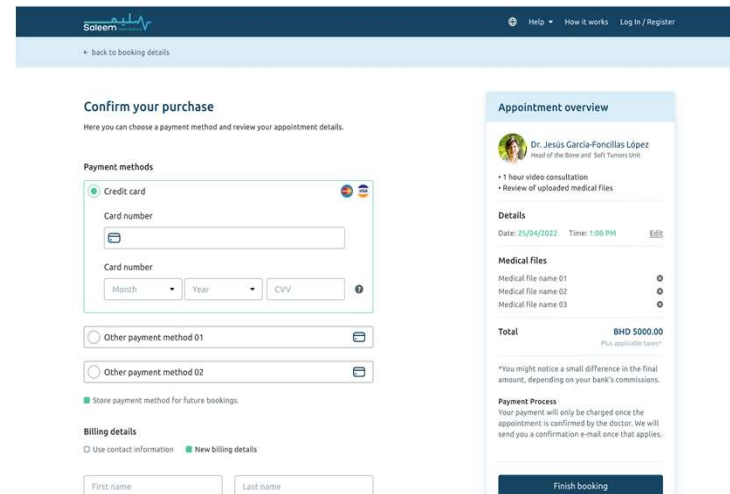
Clinic & Doctor Patient Relationship Solution

- Empower clinics and doctors with a sophisticated tool offering business intelligence reports for informed decision-making.
- Elevate your practice by highlighting specialties to a broader audience in the GCC-Region, enhancing visibility and patient reach.
- Enable doctors to extend telemedicine services seamlessly across borders, fostering global patient engagement.

Payment Gateway

All payments are handled over the platform, ensuring **Secure and On-Time Payouts**.

Payments are transferred every month in order to handle correctly claims management.



The screenshot displays the 'Confirm your purchase' page on the Saleem Telemedicine platform. The page is divided into two main sections: 'Payment methods' and 'Appointment overview'.

Payment methods: This section allows users to select a payment method. The 'Credit card' option is selected. Below it, there are input fields for the card number, cardholder name, and CVV. There are also options for 'Other payment method 01' and 'Other payment method 02'. A checkbox for 'Store payment method for future bookings' is present.

Billing details: This section includes a checkbox for 'Use contact information' and a checked checkbox for 'New billing details'. Below this are input fields for 'First name' and 'Last name'.

Appointment overview: This section provides details about the appointment. It shows the doctor's name, 'Dr. Jesús García-Foncillas López', and his title, 'Head of the Bone and Soft Tissues Unit'. The appointment details include '1 hour video consultation' and 'Review of uploaded medical files'. The date is '25/04/2022' and the time is '1:00 PM'. There are three 'Medical files' listed with radio buttons for selection. The total amount is 'BHD 5000.00' (Plus applicable taxes). A note states: 'You might notice a small difference in the final amount, depending on your bank's commissions.' A 'Payment Process' note says: 'Your payment will only be charged once the appointment is confirmed by the doctor. We will send you a confirmation e-mail once that applies.'

A 'Finish booking' button is located at the bottom right of the appointment overview section.



How do we make money?

15%

Telemedicine Consultations
(Taken from Doctors per consultation)

5BD

Service Charge
(Taken from Patients per consultation)

12-15%

Medical Travel (Next Phase)
(Taken from Hospitals **per Treatment**)

What We're Looking For – Seed



Equity
Investment

USD 247K



Shares

10%



Runway

12 months

Use of Funds



\$247K

Support

Marketing & Sales

IT Dev

Admin & Legal

Salaries & Consulting

\$ 131,768

Positioning the services across key markets and generate B2B Sales.
Why? Cost of marketing & growth campaigns.

\$ 90,606

Referral system, mobile app and testing.
Why? Market rates combined with revenue structure.

\$ 6,120

Key legal documents and licenses.
Why? To create a solid legal foundation for future company operation and protect shareholders.

\$ 104,896

Sustain key hires for 12 months.
Why? Market rates combined with revenue structure.

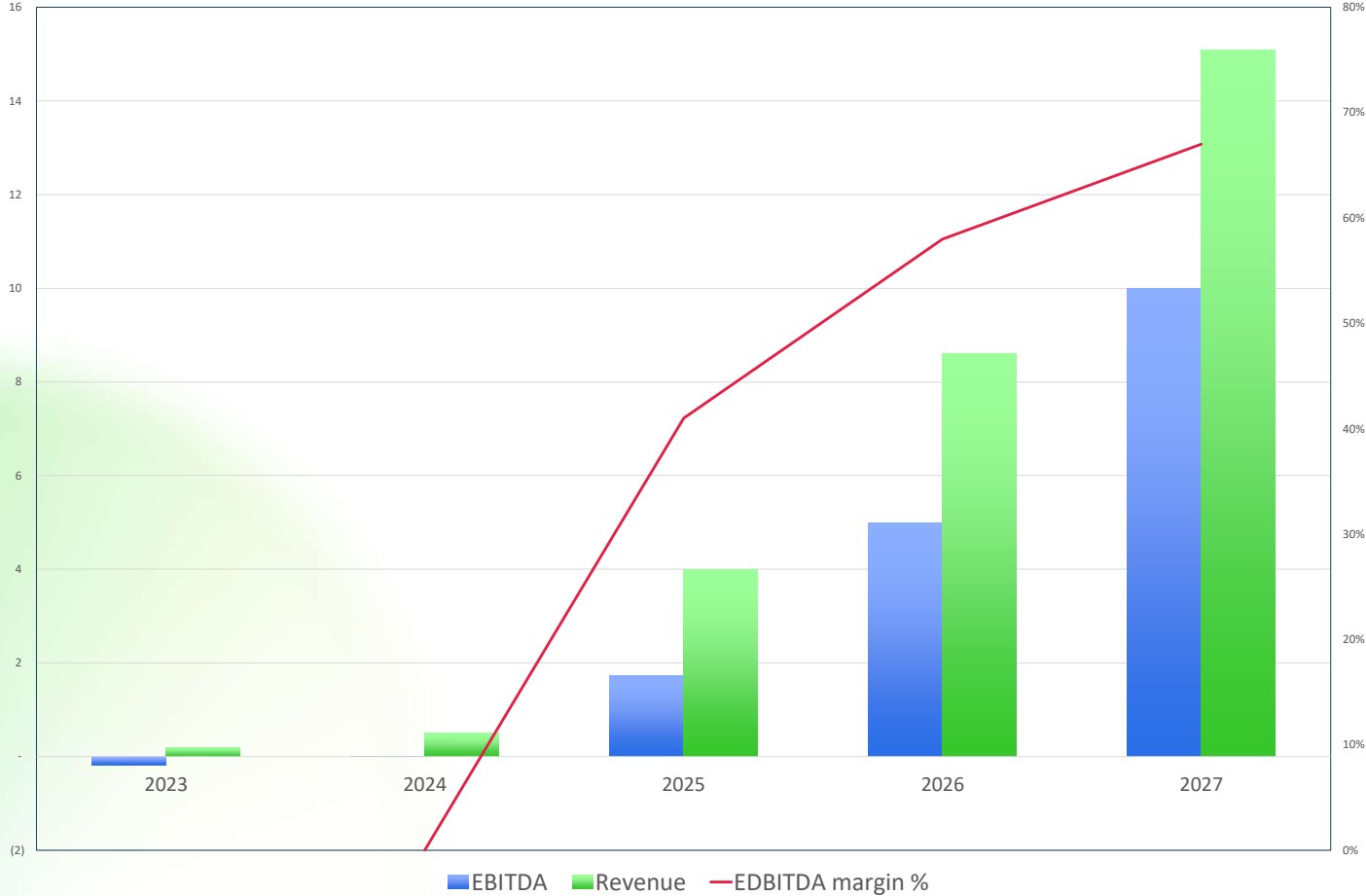
Seed Investment
\$247K

Close Date
31 March 2024

Secured Support
\$86K
(32K BD)

Outlook 2024 - 2028

Fiscal End 2028



Revenue
29.3 Million
USD

Consultations
37.500

**International
Treatments**
3.756

CAGR
236%

Achieved Key Milestones

Incorporation Success

Company registration completed, marking a crucial foundational milestone.

NHRA Licensing Attainment

Secured NHRA licenses for international doctor onboarding, eliminating the need for Bahraini residence.

Tamkeen Financial Support

Approved for significant financial support from Tamkeen, totaling 32,563 BHD, allocated for specific services.

Strategic Partnership

Selected as the Telemedicine solution partner for Bahrain Special Hospital, forging a strategic alliance in the healthcare sector.

These accomplishments underscore our dedication to excellence, **regulatory compliance**, **financial stability**, and **strategic collaborations**, positioning us as the right investment in a fast-moving healthcare industry.

We are primed for a data driven future and impactful contributions to Bahrain's healthcare landscape.



Goals for 2024

Enhance Healthcare Accessibility for Bahraini Population

Facilitate and improve access to international and national healthcare services for the Bahraini population, making it more convenient, easy and readily available.

Optimize Connectivity Among Healthcare Stakeholders

Establish seamless connections between key healthcare stakeholders, including patients, doctors, and hospitals. Foster an integrated healthcare ecosystem for streamlined collaboration.

Grow the business and achieve KPIs

Scaling international connectivity of healthcare services, from Bahrain to the greater GCC-Region. Positioning Bahrain as a key Hub for international healthcare.



Thank
You.

Be part of the revolutionary border
crossing health platform at your comfort.