

Project Example – Private Equity

Commercial Due Diligence – Telemedicine

Situation

- Leading provider of telehealth services (virtual doctor visits) and remote patient monitoring of chronic diseases
- Publicly listed. International investor holding experienced in healthcare wants to buy majority share.

Actions Proost Ventures

- Regulatory environment and expected changes for telemedicine in selected geographies
- Analyze revenue model and reimbursement regimes by public and private insurers in selected geographies, incl. approval procedure for telemedical services
- Outline market drivers and trends (disease incidence, demographics, technology, prevalence of home care, technological innovation) impacting telemedicine
- Determine market size and growth (both historical and projected) of telemedicine segments (market model)
- Benchmarking, profiling, and segmentation of relevant local and international competitors in telemedicine

Project Results

- Successfully performed buy-side Commercial Due Diligence in 3 weeks (incl. extensive expert and competitor interviews)

Annual telemedicine visits per insured person
- US, indexed=100* in Oct 2015 | Oct 2005 | Oct 2017 -

