

V24/7

Vaidya24/7

Find a Trusted Doctor, Anywhere in India, in 10 Minutes.

Pre-Seed Pitch Deck — 2026

AI-Powered Healthcare for People Who Are Not From Here

Inside This Deck — 17 Slides

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| ■ Problem & Solution | ■ Market Size & Business Model |
| ■ Go-To-Market Strategy | ■ Traction & Validation |
| ■ Competition & Compliance | ■ Team & Ask |
| ■ Phase 2 & 3 Vision | ■ Financial Projections |
| ■ Why Now | ■ Exit Strategy |
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Raising Rs.50 Lakhs Pre-Seed | 5% Equity

Confidential — For Internal Use Only

Vaidya24/7 Pvt. Ltd. | 2026 | Pre-Money Valuation: Rs.9.5 Crore

THE PROBLEM

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"It's 11pm. You're in a city you don't know. You're running a fever. You open Google, type "doctor near me" — and have no idea which result to trust or how long the wait will be."

600M+
domestic travelers per year

50M+
Indians relocate annually

ZERO
platforms built for them

The 3 Core Pain Points Every Traveler Faces

- 01

No way to verify if a doctor is trustworthy in an unfamiliar city
- 02

No real-time availability — long waits, zero transparency on wait times
- 03

No medical history accessible across cities when you need it most

97%
confirmed the problem exists

85.7%
called the experience stressful

71.4%
said 'I genuinely need this'

57.1%
requested early access

THE SOLUTION

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Vaidya24/7 is an AI-powered platform that connects working professionals, travelers, and students to a verified, available doctor — anywhere in India — in under 10 minutes.

Four Things That Make Us Different

AI

AI Health Assistant

Describe symptoms in plain language — AI identifies the right medical speciality and surfaces verified, available doctors instantly. No Googling. No guessing.

RT

Real-Time Availability & Smart Matching

See which doctors are available right now. AI ranks by speciality fit, ratings, medical history, and distance — not just proximity.

HP

Health Passport — Cross-City Medical History

Blood type, allergies, medications, and full consultation history follow you everywhere. Every new doctor gets full context instantly — no repeating yourself.

ABDM

ABDM Integration via Middleware

Connected to Ayushman Bharat Digital Mission via certified middleware partner. Health Passport links to user's ABHA ID — pulling records from every ABDM-registered hospital.

Regulatory Compliance:

Telemedicine Practice Guidelines 2020 | DPDP Act 2023 | Technology platform — no medical license required

THE PRODUCT

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Vaidya24/7 has a complete 9-screen UI prototype built independently using no-code AI tools. The full user journey is designed from onboarding to Health Passport — available for demo.

01	Home Dashboard	Location-aware doctor discovery with specialty categories (Emergency, General, Dentist, Mental Health, Lab Test), real-time available doctors nearby with distance and ETA, and a Travel Emergency banner for urgent care situations.
02	AI Symptom Checker	User types symptoms in plain language. AI analyses, recommends the right specialist, and instantly shows verified available doctors ranked by fit, distance, and rating. Emergency detection built in — critical symptoms flagged immediately.
03	Doctor Profile & Booking	Verified credentials, 120+ reviews, years of experience, MBBS/MD qualification, consultation fees, clinic location, real-time availability status. Appointment confirmed in one tap with instant digital confirmation.
04	Health Passport	Blood type, allergies, current medications, chronic conditions, and full consultation history across all cities — always accessible. Connected to ABHA ID via ABDM integration. Every new doctor sees full context instantly.
05	Hospital Emergency Booking (Phase 2 Preview)	Real-time hospital bed availability. Pre-admission intake shared before arrival. Hospital team briefed and prepared. No forms at reception, no waiting for resources — the hospital is ready when you arrive.

MARKET SIZE

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India's digital health market is at an inflection point. Vaidya24/7 targets the largest underserved segment — people who are not from here.

TAM > SAM > SOM

TAM Rs.73,000 Crore

Total Indian Digital Health Market

SAM Rs.18,000 Crore

80M intercity travelers & working professionals

SOM Rs.450 Crore

5 major metros — first 3 years of operations

Additional Opportunity — B2B Corporate

5 million corporate traveling employees x Rs.3,600/year subscription = Rs.18,000 Crore additional B2B addressable market on top of the consumer opportunity.

Three-Sided Marketplace

USERS

B2C Subscriptions Rs.999 / Rs.599 per year

DOCTORS

Onboarding + Commission 10% per booking

COMPANIES

B2B Corporate Plans Per-employee monthly

BUSINESS MODEL

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Four Revenue Streams — Built for Scale

01

B2C Freemium Subscriptions

- Free tier — basic doctor search and limited bookings to drive acquisition
- Rs.999/year — Travelers & Working Professionals (unlimited + AI assistant + Health Passport)
- Rs.599/year — Students, verified with college ID
- Rs.49 OTA Add-On — 'Travel Health Cover' sold during flight/hotel checkout on MakeMyTrip, Goibibo, Ixigo

02

Doctor-Side Monetisation

- Rs.999-2,000 launch onboarding fee — reduced for first 6 months to build supply quickly
- 10% commission on every confirmed booking — only revenue share, no upfront for premium partners
- Premium listing upgrade — priority placement, profile boosting for high-volume doctors
- New patient acquisition channel for doctors — verified travelers they wouldn't otherwise reach

03

B2B Corporate Plans

- Rs.99/month starter tier — limited features, entry-level for smaller companies
- Rs.300/month full plan — unlimited access, Health Passport, dedicated account manager
- Target: IT firms, consulting, FMCG sales teams, logistics companies with traveling employees
- 85.7% of survey respondents would use Vaidya24/7 as an employee benefit

04

Co-Living & OTA Partnerships

- Co-living partners: Stanza Living, OYO Life, Colive, Zolo — bundled resident health plan
- OTA partners: MakeMyTrip, Goibibo, Ixigo — Rs.49 travel health add-on at booking checkout
- Co-living bundle: Rs.299/resident/year shared between platform and co-living company
- Low CAC, high volume, perfect timing — user is already in travel/relocation mindset

B2C Revenue Projection:

Year 1: Rs.88 Lakhs | Year 2: Rs.4.4 Crore | Year 3: Rs.17.6 Crore

GO-TO-MARKET STRATEGY

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Vaidya24/7 uses a multi-channel acquisition strategy combining direct B2C, OTA distribution partnerships, co-living bundling, and B2B corporate sales to achieve 5,000 users and 300+ trusted doctors in Bangalore in 12 months.

Channel 1	OTA Partnership — Rs.49 Add-On	Partner with MakeMyTrip, Goibibo, Ixigo, and Cleartrip to offer 'Travel Health Cover' as a Rs.49 add-on during flight and hotel checkout. Traveler is already in travel mode — Rs.49 feels like nothing. OTA gets 20-30% revenue share. Vaidya24/7 gets millions of impressions per day with zero marketing spend.
Channel 2	Co-Living Partnerships	Partner with Stanza Living, OYO Life, Colive, and Zolo to bundle Vaidya24/7 as the default healthcare solution for every new resident. Target: students and young professionals who just relocated — your primary customer, captive audience, at the exact moment they need healthcare in a new city.
Channel 3	B2B Corporate Sales	Pitch directly to HR and employee benefits teams at IT firms, consulting companies, and FMCG sales teams. One deal with a 500-person company = 500 users immediately. Rs.99/month starter plan lowers entry barrier. Rs.300/month full plan for companies that see value. High LTV, low churn, predictable recurring revenue.
Channel 4	Direct B2C — Referral + LinkedIn	Founder story-led LinkedIn content targeting working professionals. Referral mechanic built into Health Passport — 'Share your health history with your doctor' drives organic sharing. Target: 50 early access users in Bangalore who each refer 5 more. Community-first growth before paid marketing.

12-Month Launch Plan

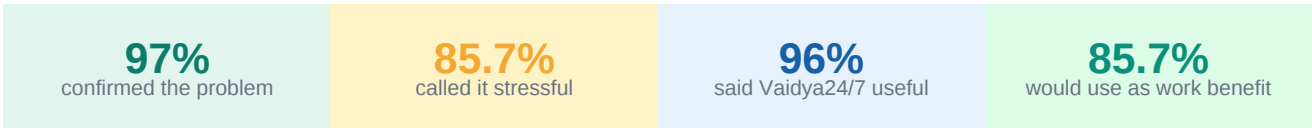
Month	Milestone
Month 1-2	Register company, finalise co-founder, build working MVP in Bangalore
Month 3-4	Onboard 50+ doctors in Bangalore, launch beta with 500 users
Month 5-6	Sign first OTA partnership, first co-living deal, 2,000 users
Month 7-9	Expand to Mumbai and Pune, 200+ doctors, 5,000 users
Month 10-12	Sign first B2B corporate client, 300+ doctors, 5,000 users, prove unit economics

TRACTION & VALIDATION

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No revenue yet — but meaningful early signals that validate the problem, the solution, and the market before a single line of code is written.

Primary Research — User Survey



- 97% of respondents confirmed they have faced or can clearly imagine this problem
- When asked what they did: 42.9% asked friends/colleagues, 28.6% called family back home, 14.3% Googled blindly
- Time wasted finding a doctor: 57.1% spent 15-30 minutes, 42.9% spent 30-60 minutes
- 71.4% said Vaidya24/7 would be 'extremely useful — I genuinely need this'
- 57.1% signed up for early access immediately when asked
- Survey actively expanding — target 50+ responses before first investor meeting

Prototype Complete

- 9-screen fully designed UI prototype covering complete user journey end-to-end
- Screens: Onboarding, Home Dashboard, AI Symptom Checker, Doctor Profile, Booking Confirmation
- Health Passport, My Bookings, Profile with Health Snapshot — all screens designed and ready
- Built independently using no-code AI tools — demonstrates full product vision for investor demos

Regulatory Awareness — Built Compliant From Day One

- Telemedicine Practice Guidelines 2020 — all doctors required to comply as condition of onboarding
- Digital Personal Data Protection Act 2023 — Health Passport data stored on India servers, consent-first design
- ABDM Integration via certified middleware — Health Passport connects to national ABHA health ID system

COMPETITIVE LANDSCAPE

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"Every existing platform is built for people at home. Vaidya24/7 is built for people who are NOT from here."

Feature Comparison

Feature	Practo	Apollo 24/7	MediBuddy	Vaidya24/7
Travel-specific platform	No	No	No	Yes
AI symptom matching	No	No	No	Yes
Cross-city medical history	No	No	No	Yes
ABDM / ABHA integration	Partial	Partial	No	Yes
Real-time booking	Partial	Partial	No	Yes
OTA distribution channel	No	No	No	Yes
Co-living partnerships	No	No	No	Yes
Day-1 DPDPA compliance	No	No	No	Yes
Hospital emergency network	No	No	No	Phase 2
Medical tourism platform	No	No	No	Phase 3

Compliance Advantage: Built compliant from day one — Telemedicine Guidelines 2020 & DPDP Act 2023. Most competitors retrofitted compliance after scaling — Vaidya24/7 makes it a founding principle.

THE TEAM

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The Founder



Aditya Verma
Founder & CEO — Vaidya24/7
Ahmedabad, India | Building since 2024

"I've relocated across 3 Indian cities since 2020 and faced this problem every single time. I built Vaidya24/7 because I could not find a solution that worked for someone like me — and I know millions of Indians face this every day."

What I Bring to Vaidya24/7

6+ Years	of lived experience relocating across Indian cities — I am the primary target customer
Validated Concept	primary research, user survey, and complete 9-screen prototype built independently
Business Insight	identified B2C + B2B + Doctor + OTA + Co-living revenue streams independently
Travel Agency	owns TripVistaIndia — providing infrastructure and partnerships for Phase 3 medical tourism
Founder Hunger	commerce background, street-smart execution mindset, zero-excuses approach

Currently Building the Team

Technical Co-Founder	Mobile/full-stack developer with AI exposure — leads all product and engineering. Equity: 25-30% with 4-year vest + 1-year cliff (from 65% founder pool)
Medical Advisor	Doctor or healthtech professional for healthcare domain credibility. Equity: 0.5% with 2-year vest + 6-month cliff

THE ASK

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Raising Rs. 50 Lakhs | 5% Equity | Pre-Money Valuation: Rs.9.5 Crore

Use of Funds

Rs.15L Product Development 30%	Rs.12L Team Hiring (12 months) 24%	Rs.8L Marketing & User Acquisition 16%
Rs.6L Doctor & Hospital Onboarding 12%	Rs.4L Operations & Legal 8%	Rs.5L Buffer / Contingency 10%

What Rs.50 Lakhs Gets Us in 12 Months

1 City Starting with Bangalore	300+ Doctors Verified & trusted	5,000 Users First paying customers	1 OTA Deal Distribution secured	1 B2B Client Corporate plan signed	Unit Economics Proven — Series A ready
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Cap Table — Pre-Seed

Stakeholder	Pre-Investment	After 5% Investor	Notes
Aditya Verma (Founder)	65%	61.75%	Majority control maintained
Technical Co-Founder	25-30%	23.75-28.5%	4-yr vest, 1-yr cliff
Founding Team / ESOP	10%	9.5%	Future key hires
Pre-Seed Investor	—	5%	Rs.50 Lakhs
Total	100%	100%	

PHASE 2 — HOSPITAL EMERGENCY NETWORK

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In a medical emergency, every minute counts. Vaidya24/7 Phase 2 eliminates the 3 biggest delays in Indian emergency healthcare.

The Problem Today — 3 Delays That Cost Lives

- Delay 1** Finding which hospital nearby has capacity and availability
- Delay 2** Explaining your condition from scratch to the receptionist on arrival
- Delay 3** Waiting for the hospital to arrange the doctor, bed, and resources

Vaidya24/7 Phase 2 — What We Build

- BED** **Real-Time Hospital Bed Availability**
Partnered 24/7 hospitals update bed and ICU availability in real time on our platform.
Users see which hospitals have capacity before they leave home.
- PRE** **Pre-Admission Intake**
When a user books a bed, their medical details, condition, allergies, and ETA are shared.
Hospital team briefed and prepared before the patient arrives.
- ETA** **Hospital Is Ready When You Arrive**
No forms at reception. No repeating your condition. No waiting for resources.
You arrive — the doctor, bed, and team are already waiting for you.

Phase 2 Revenue — Hospital Partnerships

- Hospital listing fee: Rs.25,000 to Rs.1,00,000 per hospital per year based on size and city
- Per-admission commission: 2-5% of every confirmed bed booking through Vaidya24/7
- Priority Emergency Badge: hospitals pay premium to be listed as verified emergency partners
- Timeline: Phase 2 launches 12-18 months after Phase 1 — funded by Series A

PHASE 3 — MEDICAL TOURISM & GLOBAL EXPANSION

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\$9 Billion
India medical tourism market

20%
Annual growth rate

\$180 Billion
Global market by 2030

32 Million
NRIs — first global market

The Travel Agency Unfair Advantage

Aditya owns TripVistaIndia — a travel agency with existing airline partnerships, hotel relationships, ground transport networks, and booking systems. A competitor would need years and crores to build this infrastructure. Vaidya24/7 already has it.

End-to-End Medical Journey — 5 Steps

1	Hospital Discovery	AI recommends top hospitals by success rates, credentials, and cost
2	Treatment Planning	Telemedicine pre-consultation, cost estimate, treatment timeline
3	Medical Travel	Travel agency handles flights, hotel near hospital, local transport
4	During Treatment	Health Passport gives full context. Family gets real-time updates
5	Post-Treatment	Follow-up consultations, medication reminders, recovery tracking

Global Expansion — Priority Markets

Market	Why It Makes Sense	Entry Strategy
UAE & Gulf	32M Indian diaspora, high spending power, fragmented expat healthcare	Partner with Indian hospital chains already present
UK	Large Indian community, NHS waitlists create private healthcare demand	Target Indian diaspora via community networks
USA	4M Indian-Americans, complex insurance creates access gaps	Start with NRI market, expand to general population
SE Asia	Singapore, Malaysia — high medical tourism, English-speaking markets	Partner with existing medical tourism facilitators

FINANCIAL PROJECTIONS

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Conservative projections based on B2C subscriptions only. B2B corporate plans, doctor-side revenue, OTA commissions, and co-living partnerships add significant upside not reflected in base case below.

3-Year Revenue Forecast — Base Case (B2C Only)

Metric	Year 1	Year 2	Year 3
Launch cities	1 (Bangalore)	3 (+ Mumbai, Pune)	8 cities
Active users	5,000	35,000	1,50,000
Paid subscribers	2,000	18,000	90,000
Professional plan (Rs.999)	1,400 users	12,600 users	63,000 users
Student plan (Rs.599)	600 users	5,400 users	27,000 users
B2C Revenue	Rs.17.4 Lakhs	Rs.1.58 Crore	Rs.7.9 Crore
Doctor onboarding fees	Rs.3 Lakhs	Rs.12 Lakhs	Rs.40 Lakhs
Doctor commissions (10%)	Rs.2 Lakhs	Rs.15 Lakhs	Rs.60 Lakhs
B2B corporate plans	Rs.1 Lakh	Rs.30 Lakhs	Rs.1.5 Crore
OTA & co-living revenue	Rs.50K	Rs.8 Lakhs	Rs.40 Lakhs
Total Revenue	Rs.24 Lakhs	Rs.2.23 Crore	Rs.10.4 Crore
Gross Margin	~65%	~68%	~72%
CAC (avg per user)	Rs.480	Rs.320	Rs.210
LTV (avg per user)	Rs.1,800	Rs.2,400	Rs.3,200
LTV:CAC Ratio	3.75x	7.5x	15.2x

Key Revenue Assumptions

- 40% of active users convert to paid in Year 1 — conservative given 96% survey usefulness score
- Professional to student split: 70/30 based on primary target customer profile
- Doctor commission assumes average Rs.400 consultation fee x 10% x 50 bookings/doctor/month
- B2B assumes 1 corporate client of 100 employees at Rs.99/month in Year 1
- OTA revenue assumes Rs.49 add-on with 1% conversion on 1,000 monthly impressions in Year 1
- Year 2 and Year 3 growth driven by city expansion, OTA scale-up, and B2B pipeline

Path to Series A

Rs.24L Year 1 total revenue	3.75x LTV:CAC ratio Year 1	~65% Gross margin Year 1	Rs.10Cr+ Year 3 revenue target
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Series A trigger: Rs.2+ Crore ARR, LTV:CAC above 5x, and unit economics proven in Bangalore. Expected Series A raise: Rs.10-15 Crore at Rs.50-80 Crore pre-money valuation.

WHY NOW

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Five forces are converging right now that make this the perfect moment to build Vaidya24/7. Miss this window and the market gets crowded.

01	Post-COVID Healthtech Adoption	COVID-19 permanently changed how Indians think about healthcare. Telemedicine adoption grew 20x between 2019 and 2023. Users are now comfortable booking doctors digitally — the behaviour change Vaidya24/7 needs already happened. Building this in 2019 was too early. Building it now is perfect timing.
02	ABDM — National Health Stack is Live	India's Ayushman Bharat Digital Mission launched the ABHA health ID in 2021. Millions of Indians now have a digital health identity. Vaidya24/7's Health Passport connects directly to this national infrastructure — something that simply did not exist 3 years ago. We are building on top of government rails, not from scratch.
03	UPI Makes Rs.49 Micro-Transactions Viable	UPI processed 13 billion transactions in a single month in 2024. Our Rs.49 OTA travel health add-on is only viable because of UPI's zero-friction payment infrastructure. This distribution channel did not exist at this scale before 2022.
04	India's Domestic Travel is Booming	Post-COVID domestic travel in India hit an all-time high in 2023-24 with 600M+ trips. More people are moving cities for work than ever before — 50M+ relocations annually. The problem Vaidya24/7 solves is getting bigger every single year, not smaller.
05	No Dominant Player in This Niche — Yet	Practo was founded in 2008. Apollo 24/7 launched in 2020. MediBuddy has been operating for years. None of them have built travel-specific healthcare. This gap exists not because it's impossible — but because their DNA is built for people at home. The window to own this niche is open right now.

The window to own the travel healthcare niche in India is open right now. In 12-18 months OTAs, hospital chains, or a well-funded competitor will try to build this. Vaidya24/7 needs to move first — and with Rs.50 Lakhs, we can.

EXIT STRATEGY

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Vaidya24/7 is building in one of the fastest growing sectors in India. Multiple credible exit paths exist — through strategic acquisition, secondary sale, or long-term IPO.

Exit Path 1 — Strategic Acquisition (Primary Path)

The most likely exit for Vaidya24/7 is acquisition by a larger healthtech, travel tech, or insurance player looking to add travel-specific healthcare to their ecosystem. Vaidya24/7's Health Passport data, verified doctor network, and OTA distribution are all highly strategic assets.

Potential Acquirer	Why They Would Acquire Vaidya24/7	Est. Timeline
Practo / Apollo 24/7	Add travel-specific niche they never built — instant market expansion	Year 4-6
MakeMyTrip / Ixigo	Add healthcare to travel ecosystem — cross-sell to 50M+ travel users	Year 4-6
PharmEasy / Tata 1mg	Expand from pharmacy to full healthcare journey platform	Year 5-7
Niva Bupa / Star Health	Access real-time health data for insurance underwriting and products	Year 5-7
International Player	Ping An Health, Babylon, or similar expanding into India market	Year 6-8

Exit Valuation — Revenue Multiple Method

5x-15x Revenue multiple for healthtech acquisitions in India	Rs.10Cr+ Year 3 projected total revenue	Rs.50-150Cr Expected acquisition range at Year 3 revenue	Rs.500Cr+ IPO path — Phase 3 global medical tourism scale
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Exit Path 2 — Secondary Sale

Early investors can achieve partial liquidity through secondary share sales at Series A or Series B — selling their stake to a new investor at a higher valuation without waiting for a full acquisition or IPO. This is standard practice in India's startup ecosystem and protects early investor returns even if a full exit takes longer than expected.

Exit Path 3 — IPO (Long-Term Vision)

As Vaidya24/7 scales through Phase 3 into global medical tourism, the platform could target a public listing on NSE/BSE or even NASDAQ if international expansion reaches significant scale. Comparable listed companies — Practo, Portea, and global peers — demonstrate that healthtech platforms can command premium public market valuations.

Investor Return Scenario: Rs.50 Lakhs invested at 5% equity today. At Rs.100 Crore acquisition — investor receives Rs.5 Crore = 10x return. At Rs.200 Crore acquisition — investor receives Rs.10 Crore = 20x return. Target exit horizon: 5-7 years.

PRODUCT ROADMAP

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From doctor discovery to full emergency healthcare infrastructure to global medical tourism — three phases, one mission: healthcare that works for people who are not from here.

Phase 1

Doctor Discovery & Booking

0 — 12 Months | Pre-Seed: Rs.50 Lakhs

- AI-powered symptom checker and doctor matching
- Real-time availability and instant booking
- Health Passport with ABDM/ABHA integration
- OTA partnership — Rs.49 travel health add-on
- Co-living partnerships — bundled resident plan
- B2C: Rs.999/Rs.599/year + Rs.49 OTA add-on
- B2B: Rs.99 starter + Rs.300 full plan
- Launch: Bangalore (Phase 1 only)
- Target: 300+ trusted doctors, 5,000 users

Raise: Rs.50 Lakhs Pre-Seed | 5% Equity

Phase 2

Hospital Emergency Network

12 — 30 Months | Series A: Rs.15-25 Crore

- Real-time hospital bed and ICU availability
- Pre-admission intake — details shared before arrival
- Hospital is prepared and waiting when patient arrives
- Hospital listing fees + per-admission commission
- Expand to 15+ cities across India
- Target: 100+ hospital partners, 2,50,000 users

Raise: Series A — Rs.15-25 Crore

Phase 3

Medical Tourism & Global Expansion

30+ Months | Series B: Rs.100+ Crore

- End-to-end medical journey with TripVistaIndia
- Lab tests, pharmacy, health insurance, ambulance
- Global: UAE, UK, USA, Southeast Asia
- 32M NRI community as bridge into global markets
- AI chronic disease management
- Target: 10M+ users, full healthcare OS

Raise: Series B — Rs.100+ Crore

Why Now? India's digital health market is at an inflection point. 600M travelers. 50M relocations. Zero platforms for 'I am not from here'. Vaidya24/7 captures this gap before it gets crowded.