

加拿大以退伍军人为重点



MERGERSCORP

加拿大在线健康和远程保健平台，提供综合医疗和大麻保健服务，年收入 360 万美元，息税折旧摊销前利润（EBITDA）150 万美元—由覆盖全国的临床医生、VAC 计费专业技术和精简的 100% 虚拟模式提供支持

这家利润丰厚的交钥匙虚拟诊所年收入超过 360 万美元。它为全加拿大 1,500 多名医用大麻患者（主要是退伍军人）提供慢性病和治疗护理方面的综合远程保健服务，包括心理健康、疼痛管理和处方药膏。

它由退伍军人领导，没有债务，并与退伍军人事务部保持一致，拥有成熟的患者基础、不断发展的基础设施，服务范围覆盖加拿大全境。

对于大麻或医疗保健行业的战略买家来说，这是一个理想的机会。

- 强大的虚拟平台通过强大的交付网络为医疗评估、心理健康咨询、自然疗法和饮食护理、慢性疼痛管理、处方疗法（包括医用大麻）以及快速专家转诊和诊断提供便利。
- 通过与专家网络建立全国性伙伴关系，提供全面的医用大麻和远程保健服务，实现对患者的全程综合护理。
- 为约 1,500 名活跃的医用大麻患者提供服务，开出近 2,800 张处方/转介各种模式的患者，突出表现为经常性收入、高患者保留率以及大麻和处方药膏（如氯胺酮）的多样化治疗用途。
- 利用强大的在线影响力—网站、社交媒体、虚拟患者社区、在线教育和虚拟平台—提高患者认知度、参与度和预约转化率。程序化广告活动的点击率为 0.3，远高于 0.2 的行业标准。
- 由退伍军人创办、领导和经营的企业，在加拿大军队服役的时间加起来超过 300 年。自 2017 年以来，这个坚定的团队已经建立了强大的老客户保留率和忠诚的使命驱动型文化。执行团队和员工承诺在新的所有权下继续为企业效力
- 自筹资金，无负债，拥有强大的以现金为基础运营模式。

TARGET PRICE

\$ 0

GROSS REVENUE

\$ 3,600,000

EBITDA

\$ 1,500,000

BUSINESS TYPE

医疗保健业务

COUNTRY

加拿大

BUSINESS ID

L#20261004

- 年收入始终保持在 360 万美元以上，息税折旧摊销前利润率始终保持在 42% 以上。
- 除医用大麻外，收入情况还包括药用复合霜剂，包括含有氯胺酮的高需求配方。
- 特别关注军人、退伍军人和急救人员社区，提供符合加拿大退伍军人事务局（VA C）和 Medavie Blue Cross 账单协议的服务。
- 与多个省份的持证临床医生签订合同并聘用他们，使其符合各省的医疗保健法规，覆盖范围广泛，包括服务不足的人群和农村人口。
- 通过专门的监管合规委员会保持强有力的内部合规性。
- 提供即时的现金流、全国性的业务覆盖以及新服务和新市场的扩展潜力。
- 定位为交钥匙、可扩展的业务-是与现有 LP、医疗保健集团或希望扩大医用大麻投资组合的战略投资者整合的理想选择。

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