

About the Company

Firm X was founded in 19XX by late Dr. V, Liberia's former health and social welfare minister. Post Dr. V, his son Dr. S (ex-XXX investment officer, ex-XXX investment banker) took over the operations of the clinic and has been managing it for over 8 years. The Clinic has a strong operational history. It was the only clinic that remained open and provided medical services to Liberians and international clients even during the Liberian civil war. Additionally, the clinic remained operational during the Ebola crisis of XXXX/XX. The clinic provides diagnosis and referrals, minor surgical procedures, child care, prescriptions and has an internal pharmacy and laboratory. Some of the services includes, blood tests for malaria and typhoid, mother & child care, X-ray scanning, ultrasounds, echocardiography, etc.

Location

Monrovia, Liberia

Sector

Healthcare

Investment Details

Q1 20XX

XX% Equity

Industry Overview

- Currently, there is only one qualified doctor for every 71,000 people in the country. More developed African nations average one physician for every 10,000 people ¹.
- Approximately 28% of the estimated four million people living in Liberia lack access to healthcare, which is defined as living more than 5km from a health facility ².
- As of 20XX, Liberia's per capital health expenditure was \$XX³. This reflects a growth of almost fourfold over the past 10 years.

Investment Thesis

Positives

- Centrally located within walking distance from downtown and business district
- Healthy client base of mid/high income professionals with private healthcare coverage
- Contracts with local staff of UN, World Bank and global insurance companies such as XXX.

2nd Phase:

Firm X is opening two new clinics in suburban Monrovia to provide middle to high income earners with best in class healthcare facilities. Operational strategy aims to reduce short patient wait times, high quality of patient services and reduce inventory levels.

- Target customers will include individuals and families earning on average \$XX per month or more and spending about 3-6% of their income every month on routine healthcare. This segment accounts for approximately 12.5% of the total Liberian population (520,000 people). Additional revenue will be generated from expats from multilateral agencies that are based in Liberia.

Services provided will include: Internal/general medicine, new-born care, infant care, biopsies and immunisations etc. Special focus will be on women and children, as Liberia has a substantially high infant mortality rate as of 20XX ⁴. (53 per 1,000 births).

- The clinics location will have at least a couple of existing strong performing referral hospitals within a 5 mile radius. Given its primary outpatient focus, the expansion sites need to be close to an inpatient referral center.

Firm Y's Participation in 2nd Phase:

Firm Y is aiming to provide Firm X with a debt facility of about \$XXk guaranteed by a commercial fund so that it can meet its expansion targets.

Threats & Issues

- Talent retention can be a concern given the fact that internationally trained/qualified doctors in Liberia are scarce, so a loss of one of the two doctors could be difficult to replace

Key Financials

Financial Summary

	FY 20XX	FY 20XX	FY 20XX	FY 20XX	FY 20XXP
Revenues	X	X	X	X	X
Gross Profit	X	X	X	X	X
EBIT	X	X	X	X	X
Net Income	X	X	X	X	X
Total Assets	X	X	X	X	X
Current Assets	X	X	X	X	X
Debt	X	X	X	X	X
Book Equity	X	X	X	X	X

- Source 1
- Source 2
- Source 3
- Source 4

Income Statement



Balance Sheet

