

#startupoftheday 124- Pristyn Care

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Focusing on the patients in an attempt to simplify their surgery experience

Inception- 2018

Location- Gurugram

Domain- Healthcare delivery

Founders- Harsimarbir (Harsh) Singh, Dr Vaibhav Kapoor and Dr Garima Sawhney

Total team strength- 1700

Total funds raised- Rs 723 crore

Investors- Tiger Global Management, Sequoia Capital, Hummingbird Ventures, Epiq Capital, Winter Capital and Trifecta Capital, Angel investors include Kunal Shah (founder and CEO, CRED), Deepinder Goyal (co-founder and CEO, Zomato), Abhiraj Singh Bhal (co-founder & CEO, Urban Company) and Varun Alagh (co-founder & CEO, Mamaearth)

Revenue generated since inception- NA

Key highlights-

- Currently Pristyn Care has around 1700 employees on board and is planning to increase the number by 2500 by March 2022
- Bridges the accessibility gap in the surgery space and provides superior quality surgeries to patients in Tier 2 & 3 cities
- Functions in a scalable asset-light manner and offers high-end surgery solutions close to patients' residences, thereby helping them with the care that is truly closer to home
- Provides end-to-end patient-first support services such as diagnostics support, complete health-insurance claim processing, and hospital admission paperwork from the comfort of the home of the patient. The cab pick-up and drop service for surgical patients, medicine delivery at home and free post-surgery consultation are all being covered by the Pristyn Care Team.
- All the advanced surgeries are performed in a minimally invasive way, i.e minimum cuts on the body and while we say minimally invasive, we use advanced equipment such as diode LASER, Mini-port Laparoscopy kits, 3D meshes, a few to mention
- The youngest Unicorn in healthcare in India
- Expanded to 12 categories in Delhi NCR and geography has expanded to 40+ cities
- To expand footprints to 60-70 cities and provide quality surgery care to all parts of the country
- Expanding disease categories by adding more specialities, general surgery and urological surgeries being the constant for all operating cities
- Expanding ophthal care from 15 cities to 30 cities and Aesthetics from 13 cities to 20 cities
- To scale up operation capabilities and technological advancements

Founder Speaks-

"India's healthcare industry is undergoing an unprecedented crisis with the hit of pandemic but the overall industry has shown hope over the past few years, though still behind the agreeable number in essential areas.

The overall Indian healthcare market is forecasted to grow up to \$300 billion. Factors like rising urbanization, increasing healthcare awareness, availability and accessibility, will speed up the growth of this sector.

But the real scenario of demand-supply gap is huge in tier II & III cities and patients and care-givers have to travel very large distances to seek medical care. This puts an enormous economic burden on the families. At least one male relative accompanies the patient and arrangement of boarding and lodging in addition to the expected expenditure on medical care incurs a huge out of pocket expenses and eventually causes financial burden by the loss of wages for the accompanying person."

- Harsimarbir (Harsh) Singh, Co-founder, Pristyn Care, Gurugram