



BioSpect

the business of Bio

24 years of leveraging the business of Bio
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#startupoftheday 126- Mosaic Wellness

01 March 2022 | Features

Enables Indians to lead more fulfilling lives through wellness



Inception- 2020

Location- Mumbai

Domain- Digital healthcare

Founders- Revant Bhate and Dhyanesh Shah

Total team strength- 100+

Total funds raised- Rs 264 crore

Investors- Sequoia Capital India, Elevation Capital and Matrix Partners India

Revenue generated since inception- Rs 100+ crore

Key highlights-

- Provides personalised solutions to solve health and wellness needs of both men and women
- Operates two digital health platforms viz. manmatters.com and bebodywise.com
- Business now has more than 50 million organic views a month on its content to help build more awareness around health and wellness issues
- More than 100,000 consumers get access to Telehealth Consultations with Medical experts across issues like Hair Loss, Dandruff, Acne, Ageing, PCOS, Sexual Health, Weight Management and more
- Does more than 300,000 transactions across 100+ products which have been developed with medical experts.
- Reached an annualized revenue of Rs 136 crore within 20 months of launch and is stated to cross Rs 151 crore in revenue within 2 years
- The next 5 years would ideally mean building on the core operating principal of building full stack digital health clinics providing access to 100M+ Indians with holistic healthcare

Founder speaks-

"As Indian evolves and as we as a society get more aspirational, a lot of Food, Accommodation and Clothing issues have been solved and we are now getting more aware of focussing on health. We see the community getting more aware about health and investments into one's own health should go up significantly over the coming decade. Health & Wellness is stated to cross \$500B in size by 2025 showing how large this market already is and will continue to grow."

- Revant Bhate, Co-founder and Chief Executive Officer, Mosaic Wellness, Mumbai