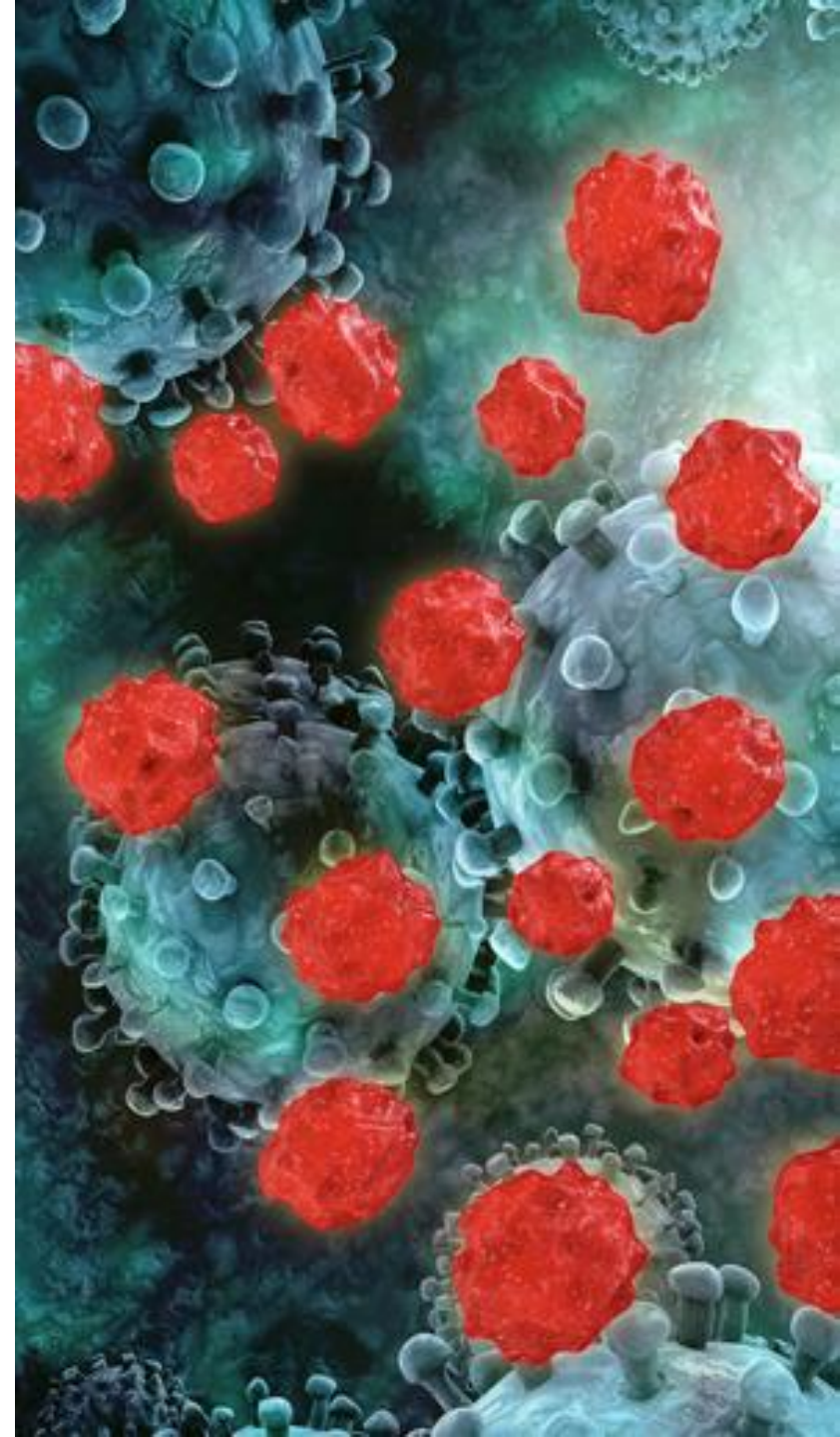


Last Resort Clinic

Offshore Option

Krista Bahm
Alex Bratianu-Badea
KC Collins
Fanni Fan

May 14, 2015



AGENDA



- I. Overview and Solution
- II. Business Model and Operations
- III. Branding and Marketing
- IV. Raising Capital and Financials
- V. Ecosystem and Legal Issues
- VI. Challenges and Outlook

I. OVERVIEW



Overview

Overview:

- For-profit cancer clinic in Bermuda with a non-profit virtual network to provide the clinic with additional resources, such as knowledge base and research facilities etc.
- Partnership with research labs
- Members of virtual network will work together with clinic to examine patient history, diagnostic and molecular data, treatment options to make a treatment plan for patients

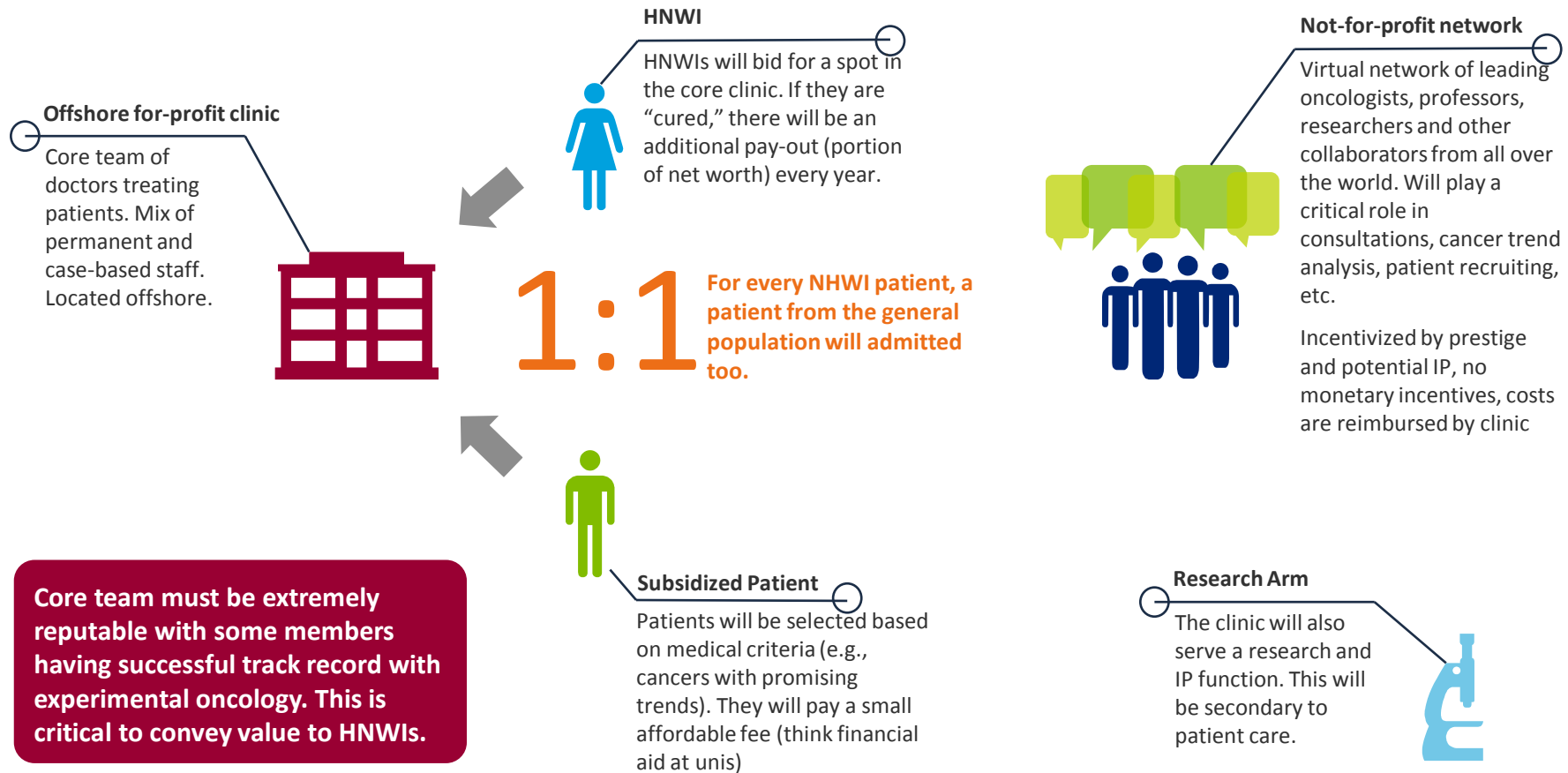


II. BUSINESS MODEL AND OPERATIONS



Business Model and Operations

HNWIs will pay a fee for themselves and to subsidize a second patient.



“Ground Rules” and Other Considerations

Equal treatment across HNWIs and patients from the general population.



If things turn south, LaRC doctors will perform final ER functions, leveraging local hospitals in offshore location.



For medically selected patients, cancer trends will be considered (e.g., cancers for which promising treatments exist).



Success pay-outs will be put in a third party trust and annual installments will be distributed to LaRC.



Value Proposition

Best cancer specialists
Most innovative
Personalized
Collaborative efforts

Customer Acquisition Channel



Reputation in Academia



Virtual Network



Word of Mouth



Public Relations

Target Group

- UHNWI and patient from general public
- Patient has completed traditional treatments OR
- Patient has a type of cancer for which survival rate is very low using traditional methods

Target Nationalities

- United States
- China
- Canada
- England
- India
- Saudi Arabia
- Qatar

Pricing

UHNWI

Fixed fee determined by second price auction during initial phase, % of total net worth as a donation after curing the patient

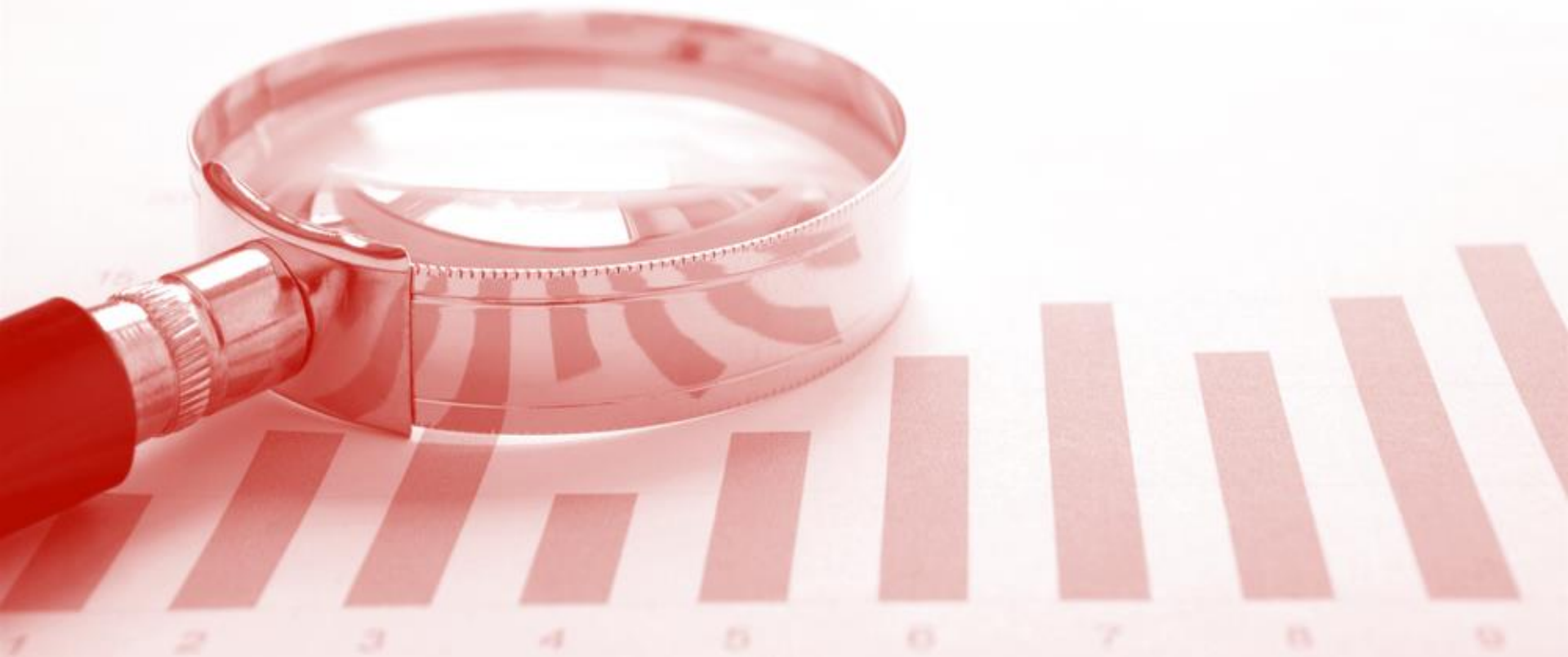
General Public

Fixed fee calculated based on affordability to signal commitment

Distribution

- 1 Treatment in clinic in Bermuda
- 2 Continued care at home through Telemedicine
- 3 Partnership with other clinics that are part of the LaRC network

III. FINANCE AND DATA ANALYTICS



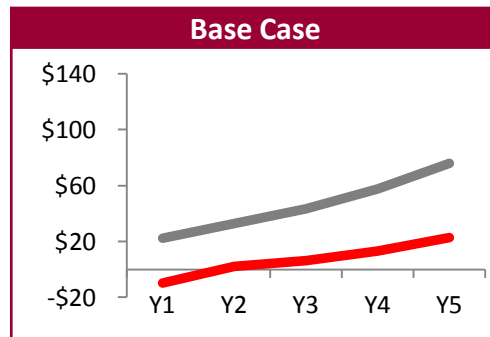
Financing and Financial Performance

Raising Capital

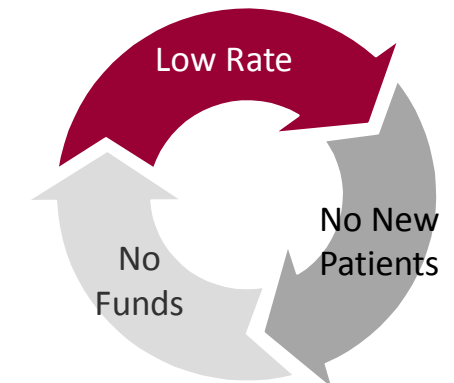
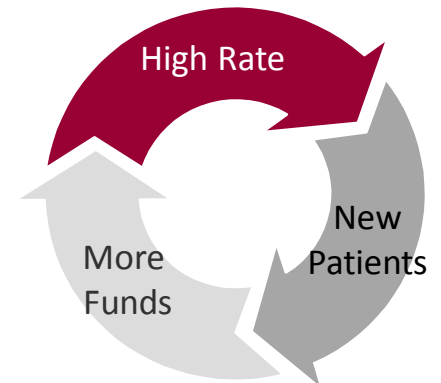
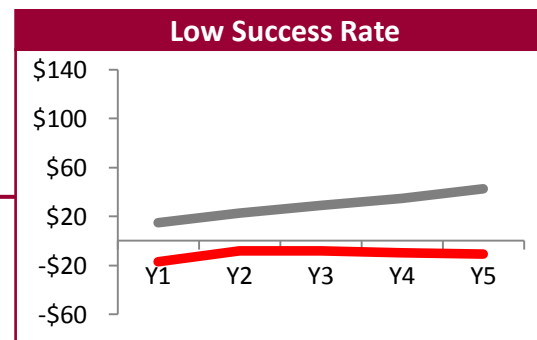
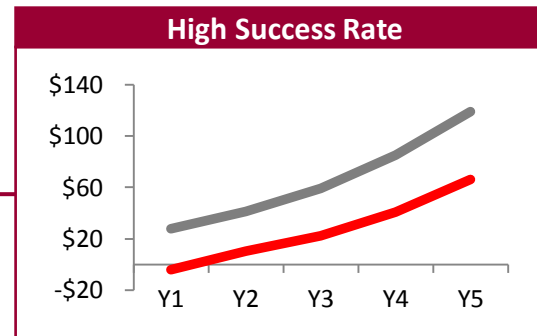
- VCs that find high risk-reward attractive
- UHNWIs looking for return who are aligned with cause



Getting early success
is critical!



Revenue Profit



Financial Drivers

- **Revenue:** Number of HNW patients and bid value (ultimately number of successes and quality of doctors)
- **Cost:** Treatment scope (e.g., re-diagnosis) and negotiations with pharma companies

Elements of cost

20%	Facility: Lifecycle and Equipment
30%	Clinical Support Services & IT
	Pharmacy
	Laboratory
	Diagnostic Imaging
	Contingency
50%	Clinical Care Delivery

Implication for LaRC

Partnership with local hospital and government

Outsourcing potentials, leveraging existing infrastructure

Collaboration/negotiation with pharma companies

Partnership with research institutions and virtual network

Upfront diagnostic Imaging in US or home country

Required buffer

Best international price for drugs

Why Bermuda?

- High potential for favorable legal environment with regards to healthcare policies
- Collaboration with government
- Proximity to the US and existence of a well-developed international airport
- Uncomplicated immigration process
- Favorable tax environment

Risks and Challenges



Data transfer and IP

Transfer of patient's medical record and development of IP



Insurance

Insurance for LaRC, malpractice insurance for doctors etc.



Medical facilities and drugs

Import of drugs, equipment and use of facilities



Mobility of patient and their family

Relocation of patient back to home and visits from family



Collaboration with other institutions

Regulations, payment structure, capacity

IV. CHALLENGES AND OUTLOOK



Thank you for listening.

Q/A