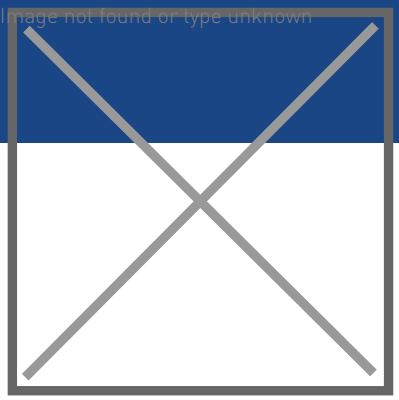


Plataforma de telemedicina altamente rentable y de gran crecimiento que sirve al mercado alemán del cannabis medicinal



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Oportunidad única de adquirir una plataforma de telemedicina y prescripción digital a distancia, de rápido crecimiento y totalmente conforme con la GDPR, que opera en el marco transfronterizo de la UE. La empresa conecta a más de 20.000 pacientes con médicos y farmacias autorizados en Alemania

TARGET PRICE
$ 9,000,000

GROSS REVENUE
$ 1,680,000

EBITDA
$ 1,008,000

BUSINESS TYPE
Empresas sanitarias

COUNTRY
Chipre

BUSINESS ID
L#20261003

Licencia(s) que posees

Opera en el marco de la telemedicina transfronteriza de la UE (médicos con licencia en Alemania y Polonia). Plataforma conforme al GDPR. No se requiere licencia de manipulación directa de cannabis.

Detalles del listado

- La empresa con sede en Chipre opera una plataforma de telemedicina totalmente digital, que permite consultas a distancia y recetas digitales
- Lanzada en 2024, la plataforma ha atendido a unos 20.000 pacientes y ha procesado más de 6.500 recetas al mes
- Se centró en la optimización profunda de los procesos para garantizar la escalabilidad antes de lanzar campañas de marketing dirigidas, incluida la publicidad en Facebook y el marketing de afiliación, y sigue implementando nuevas funciones para mejorar la experiencia del usuario
- Negocio rentable con márgenes superiores al 60%, un ritmo actual de ingresos de ~140.000 euros al mes y una previsión de 1,5 millones de euros para finales de año, lo que refleja un crecimiento anual del ~20%.
- Los ingresos se generan mediante reservas de citas con pacientes, servicios de marketing para farmacias, asociaciones con productores líderes y ofertas de productos de marca blanca.
- Funciona eficazmente con ~12 empleados/freelancers, aprovechando los especialistas freelance de front-end y back-end
- Los flujos de trabajo automatizados reducen el tiempo de consulta médica en un 90%, y la plataforma admite la funcionalidad de marca blanca para una rápida expansión B2B

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- El crecimiento anual previsto del 15-20% está impulsado por la creciente demanda de los pacientes y la reciente liberalización del mercado alemán del cannabis

- Busca la venta completa e incluye el negocio en marcha, la propiedad intelectual, la marca, la base de datos de pacientes y la base de código del software

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