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Plateforme de télémédecine très rentable et à forte croissance desservant le marché allemand du cannabis médical

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Plateforme de télémédecine très rentable et à forte croissance desservant le marché allemand du cannabis médical

Opportunité unique d'acquérir une plateforme de télémédecine et de prescription numérique en pleine expansion, entièrement à distance, conforme à la GDPR et opérant dans le cadre transfrontalier de l'UE. L'entreprise met en relation plus de 20 000 patients avec des médecins et des pharmacies agréés en Allemagne.

TARGET PRICE
$ 9,000,000

GROSS REVENUE
$ 1,680,000

EBITDA
$ 1,008,000

BUSINESS TYPE
Entreprises de Soins de Santé

COUNTRY
Chypre

BUSINESS ID
L#20261003

Licence(s) détenue(s)

Fonctionne dans le cadre de la télémédecine transfrontalière de l'UE (médecins agréés en Allemagne et en Pologne). Plateforme conforme au GDPR. Aucune licence de manipulation directe de cannabis n'est requise.

Détails de l'inscription

- L'entreprise chypriote exploite une plateforme de télémédecine entièrement numérique, permettant des consultations à distance et des prescriptions numériques.
- Lancée en 2024, la plateforme a servi environ 20 000 patients et traité plus de 6 500 ordonnances par mois.
- Elle s'est concentrée sur l'optimisation des processus afin de garantir l'évolutivité avant de lancer des campagnes de marketing ciblées, y compris la publicité sur Facebook et le marketing d'affiliation, et continue à mettre en œuvre de nouvelles fonctionnalités pour améliorer l'expérience de l'utilisateur.
- Activité rentable avec des marges supérieures à 60 %, un chiffre d'affaires actuel d'environ 140 000 euros par mois et une prévision de 1,5 million d'euros d'ici la fin de l'année, ce qui représente une croissance annuelle d'environ 20 %.
- Les revenus sont générés par la prise de rendez-vous avec les patients, les services de marketing pour les pharmacies, les partenariats avec des producteurs de premier plan et les offres de produits en marque blanche.
- Fonctionne efficacement avec environ 12 collaborateurs/ free-lances, en s'appuyant sur des spécialistes free-lances front-end et back-end.
- Les flux de travail automatisés réduisent le temps de consultation des médecins de 90 %, et la plateforme prend en charge des fonctionnalités en marque blanche pour une expansion B2B rapide.

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- La croissance annuelle prévue de 15 à 20 % est due à l'augmentation de la demande des patients et à la récente libéralisation du marché allemand du cannabis.

- La vente complète est recherchée et comprend l'entreprise en activité, la propriété intellectuelle, la marque, la base de données des patients et la base de code du logiciel.

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