

## EXECUTIVE SUMMARY

PT Langkah Harapan Bersama with the solution: Langka(H) - is a network platform of telemedicine for rare diseases ecosystem that connects patients and health service providers in Indonesia. Langka(H)'s mission is to improve the quality of life of rare disease patients, increase user satisfaction in the health service ecosystem, and raise awareness and understanding about the conditions and needs of rare disease patients. Langka(H) offers services that enable patients to consult with experts from all over Indonesia (and the world) via video calls, chat messages, and online forums. Langka(H) also provides health service providers with the opportunity to expand their reach, share knowledge and collaborate with other stakeholders in the ecosystem.

Langka(H)'s target market consists of thousands of people in Indonesia and potentially millions of people around the world who suffer from rare genetic disorders such as hemophilia and thalasemia. According to research, these patients often experience delayed diagnosis, lack of treatment options and social isolation. Langka(H)'s platform aims to address these problems by giving them easy access to specialized rare disease care.

Langka(H) has a competitive advantage that is different from others because it develops a multi-sided network platform that specifically handles rare diseases. In its early development, the platform will connect rare disease patients with expert health service providers from various competencies and specializations, provide information on the availability of current blood donors, community forums, online chat interfaces, and nutrition catering services via a user-friendly app with secure data protection. Langka(H) has established partnerships with several government and private community institutions and service providers such as leading hospitals, PMI, Reblood and hemophilia and thalasemia communities in Indonesia.

Based on the ten-year projection and the most likely scenario, Langka(H) has Rp20 billion in initial equity funding to launch the platform, recruit more health service providers, market the services, and improve the company's operations and generate an internal rate of return (IRR) of 26.04% with a positive net present value (NPV) of Rp11.21 billion using weighted average cost of capital (WACC) of 14.5% as reference. This business is projected to break

even within 7 years 1 month. From a feasibility review, Langka(H) is a viable business to run.

PT Langkah Harapan Bersama believes that Langka(H) can revolutionize the telemedicine industry and improve the quality of life of millions of people with rare diseases in Indonesia and the world.

