

## Impacting Patients, Hospitals, Investors – the *Game Changer* – hospitalforsalelease.com

### **Why build new hospitals, when there is capital locked in unused assets?**

www.hospitalforsalelease.com a one-of-its kind, is online marketplace for distressed hospitals where you can identify these investment opportunities and directly access the buyer and the seller.

### **Why is insolvency and bankruptcy high among healthcare service providers?**

The main reasons are – soaring infrastructure costs, medical equipment costs, staff challenges, evolving healthcare regulations,

and fewer patient walk-ins all of which can push hospitals out of business.

### **Would it be correct to describe hospitalforsalelease.com as a Quikr, OLX, or Airbnb of the healthcare sector?**

Yes, just like them we are a game changer in the healthcare industry to make an impact in the life of patients worldwide.

### **In a shared economy does it make any sense to own fixed assets?**

Not at all when so many distressed assets are lying vacant and also so much space

is readily available in existing hospitals for expansion; so why keep building new hospital assets? The time is to invest in building new services in existing hospitals.

### **How would you describe your startup?**

I would describe it as a free-listing, brokerage-free, subscription-based model for accessing details of interested buyers/sellers to contact them directly.

### **Since the launch of the platform on January 26, 2017 how many hospitals are available for lease? For sale?**

227 Hospitals from 150 cities, having two beds to 1200 beds, across various speciality have already registered for sale/lease/or are looking for their hospital expansion.

### **Is there any registration charges?**

No, under our freemium model, users are required to pay only for value-added services.

### **Who determines the fair market value of an asset? Do you propose a price, limit the band, or is it left to the seller to quote a figure? Is there any third-party auditing, site visit and price verification, product quality verification?**

Since the value of the deal is very high as hospitals investment is huge, we leave it to the wisdom of the buyer and seller to negotiate terms as mutually agreeable to each other.

### **Can one sell/lease medical equipment also on your portal?**

Yes, we have this option where one can post details of medical equipment of a hospital available for sale, lease or an investor can post his requirement that he requires a particular medical equipment.



Amrit Pal Singh  
Founder and CEO,  
www.hospitalforsalelease.com

**How many investors have listed on the platform?**

241 investors from 61 cities have already registered to buy/lease/ invest in an existing hospital expansion whom the hospital owners can contact directly for their negotiation to close the deal.

**Who all are there in your team?**

We have passionate & professional people in our team who are techie like cyber security experts, developers, data analytics expert, design, content writers, social media, blog, video making and marketing people, who are sincerely working to make this dream a success.

**Who sets the sales and leasing terms, especially for sensitive equipment that has high wear and tear issues?**

It is mutually decided by the seller and buyer amongst themselves.

**Does medical equipment ownership make any sense in the face of rapidly changing technology? Hospitals are reluctant to invest further capital when the technology is still in a trial phase. But holds the promise of cutting-edge medical breakthrough.**

As medical equipment are very expensive and technology keeps changing, it is wiser and best for hospital start-ups to lease equipment or buy used equipment rather than investing hugely in a new one.

**Going forward what features/services do you plan to introduce on the site to aid transactions?**

A unique feature we have added now is that an investor can also find hospitals in a city within a distance from a location so that they can zero in on an asset nearby.

**Today, healthcare organizations can secure financing through innovative lease structures that are tailored to their**

**business needs. Why do they need to come to your platform?**

True, but how and where they will find where that hospital asset is worldwide to finance? That is the need gap that www.hospitalsforsalelease.com plugs in.

**Is co-management of hospitals, with physician lead groups also a growing trend?**

Absolutely, in India as well as abroad.

**Tell us something about yourself and how this idea was born?**

I am the founder of www.hospitalsforsalelease.com, Amrit Pal Singh, an MBA who has travelled and worked extensively in India and overseas for over 22 years. While working with hospitals and their top management teams, I discovered that the managements are always under stress to get quick results to break even and make their hospitals profitable as investments in these entities are unusually high. I was myself affected by some of these decisions as a patient, and as an attendant.

I decided to fix these problems and came up with this idea which is the result of 5 years of research, hard work, and creativity, as well as the belief and support of a set of passionate people who worked with me as a team to make this idea successful.

**What kind of investors are you looking for in your startup?**

We are looking for likeminded people, companies which have seen hospitals from close quarters as a patient, attendant and felt the pain when they rushed to a hospital in an emergency, trusting their and their loved ones life to the hospital in distress and felt cheated in the end. Now they have an opportunity to bring a big change in the healthcare industry to improve healthcare delivery for patients, worldwide by investing in our startup. ●

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