



HealthMinds

ISO 9001:2015 & ISO 27001:2013 (Data Security Standards)

Annual Report 2021-22



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From the Desk of
Dr. Chinmaya P Chigateri
Founder & CEO of
Healthminds



The COVID 19 pandemic redrew the grids and lines on the manner in which businesses are run. The biggest learning for us has been that the one trait that successful teams and organizations possess is their ability to adapt and change. For us, from mid-2020 onwards has been a series of events that have led us through multiple micro-pivots leading us down paths that we never anticipated. As a traditional research enablement company mainly working with academic institutions, our sights were never set on working with the pharma and MedTech industry. But as luck would have it, one of our customers sought us out and helped us to foray into providing services to enterprises through them. Gratifying was the fact that they were able to see the potential of Healthminds' superb research team and the application of our research skills in working with pharma and MedTech companies. As they say, destinies are crafted by people you would least expect, and in our case, I cannot help but agree more. A big thank you to all our customers who have helped us innovate, evolve, and succeed in these difficult times.

We have recorded our best year financially and ended it on a high note by being profitable. Our Sales team led by Raghav Kini made great strides this financial year. This reinforces my conviction that I am backed by the best sales team ever to lead the revenue office at Healthminds. A special mention will go out to Dr. Ravindranath

Kunjithai, who joined us as VP of Growth and Strategy for his continued confidence building and leading us on the right path. A big round of applause to Swetha Jonnalagadda and Siddharth Jadhav who have been the foot soldiers in this big milestone.

We have had many firsts in our company during the pandemic. We forayed into different verticals driven by the need for clinical data and content services for digital platforms catering to pharma and MedTech companies. We took our entire buying cycle for individual doctors and researchers looking for research and publication services online through a cloud-based offering called www.drivemyresearch.com. A big thank you to our tech team led by Madhusudan and others.

In our journey through these uncertain times, we discovered leaders among our colleagues with exceptional skills. A big shout out to Meghna Chakraborty, Dr. Crystal Leita, and Dr. Upasana Shukla who from being academicians stepped up to lead some of our large customer projects with impeccable deliveries. A learning for me has been that leadership should not be airlifted in our company, rather it should be groomed and nurtured with our organization. I resolve in the future to always have leadership positions offered to our internal colleagues before looking outside. There are a lot of uncut diamonds within our company and we are in the process of discovering them.

Going forward, I am certain that our team will live up to their potential in exceeding the milestones that we achieved so far. Our pursuit to impact the research ecosystem, both academia, and enterprise, for our customers to be at the cutting edge of innovation will be relentless. We will constantly be encouraged to stay on the path because we are aware of the positive impact it has on the eventual patient, seeking care. This thought will continue to drive us! Shubhangini joins me in wishing Team Healthminds the very best!



OUR OFFERINGS

Solutions across the opportunity landscape



HealthMinds' Core

Real World Evidence & Digital CRO

Solution

Orci.ai

Product

Orci.ai - RWE Repository Platform for medical data

www.orci.ai

Service

- Validation Studies for Medtech/Health AI
- Clinical Data Management
- Analytics
- Pharmacovigilance

Content to engage medical professionals digitally

Solution

MEDI pro

Product

www.cmemaster.com

Service

- Pharma/Medtech -marketing content to engage with HCPs
- Patient education material
- Continuing Medical Education

Regulatory Practice & Medical Writing

Solution

DriveMY RESEARCH

Product

Drive My Research Platform

Research management platform

www.drivemyresearch.com

Journal Grid - Journal Management Platform

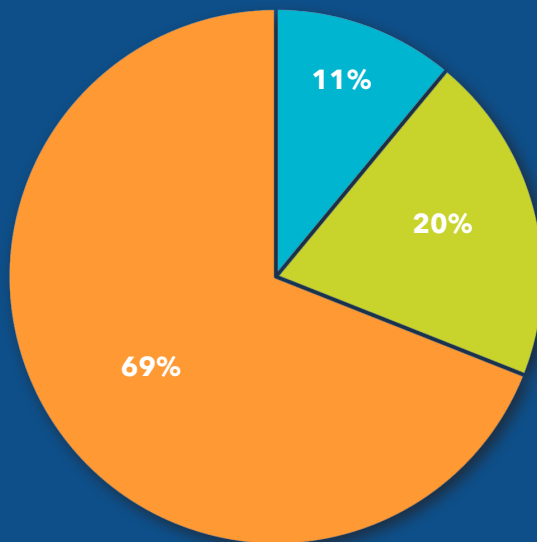
www.journalgrid.com

Service

- Regulatory Affairs for pharma and medtech
- Scientific Publications Support
- Journal Management Services

REVENUE BREAK UP - FY 2021-22

Distribution of Revenue across the Business Units

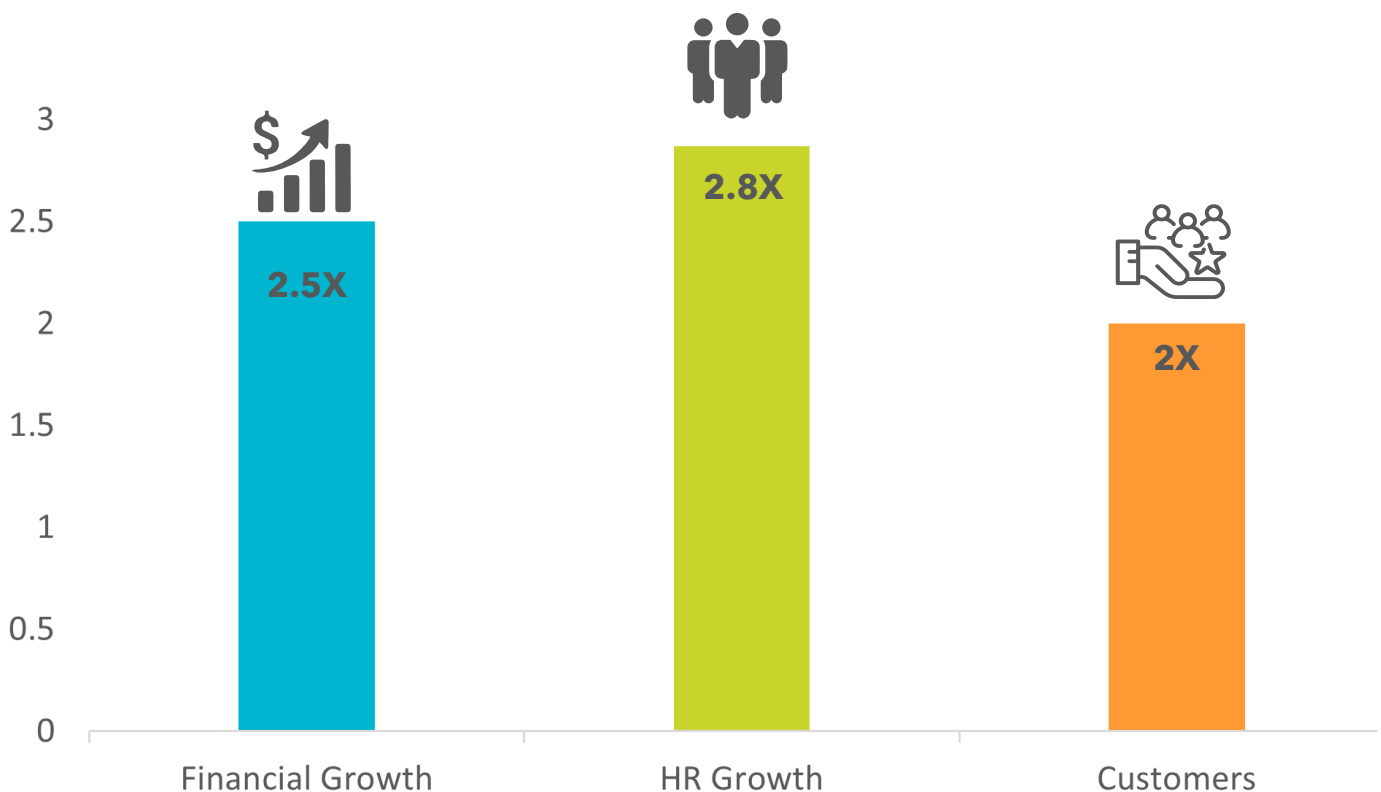


Drive My Research set to better the FY 21-22 numbers driven by a strong pipeline in the medical devices regulatory enquiries.

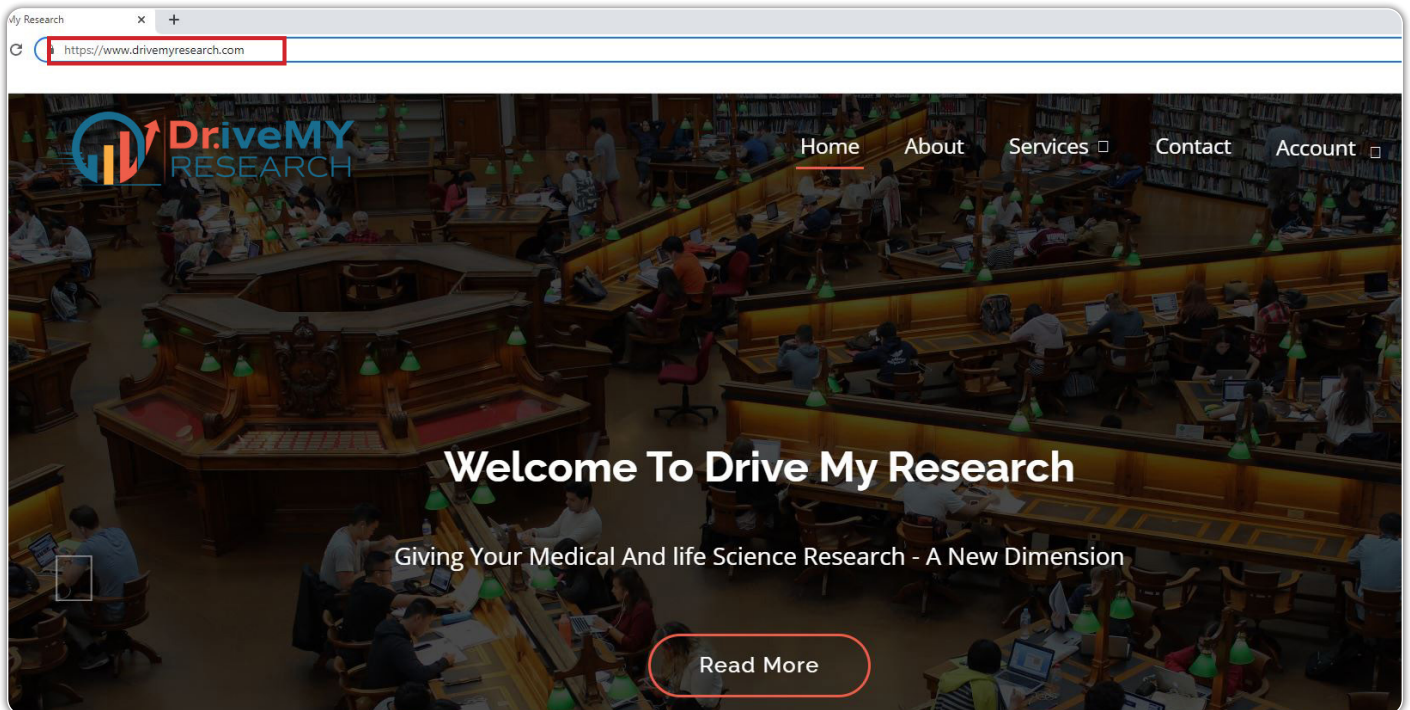
MediPro is set to grow the next financial year driven by a strong pipeline generated.

Orci.ai saw disproportionate growth driven by Pharmacovigilance activity driven by COVID 19.

SIGNIFICANT MILESTONES



MILESTONES FROM OUR BUSINESS UNITS



- Launched Journal Grid, a cloud-based journal management system www.journalgrid.com for universities and institutions to better manage their scientific journals - Total Visitors for the year was 27,000; Total Registered Users of 1,700 spread over 16 countries
- Over 650+ manuscripts processed this year
- Launch of our e-commerce and cloud-based portal www.drivemyresearch.com to enable researchers in their publication journey
- Acquired our first major client, a government medical university for Journal Grid

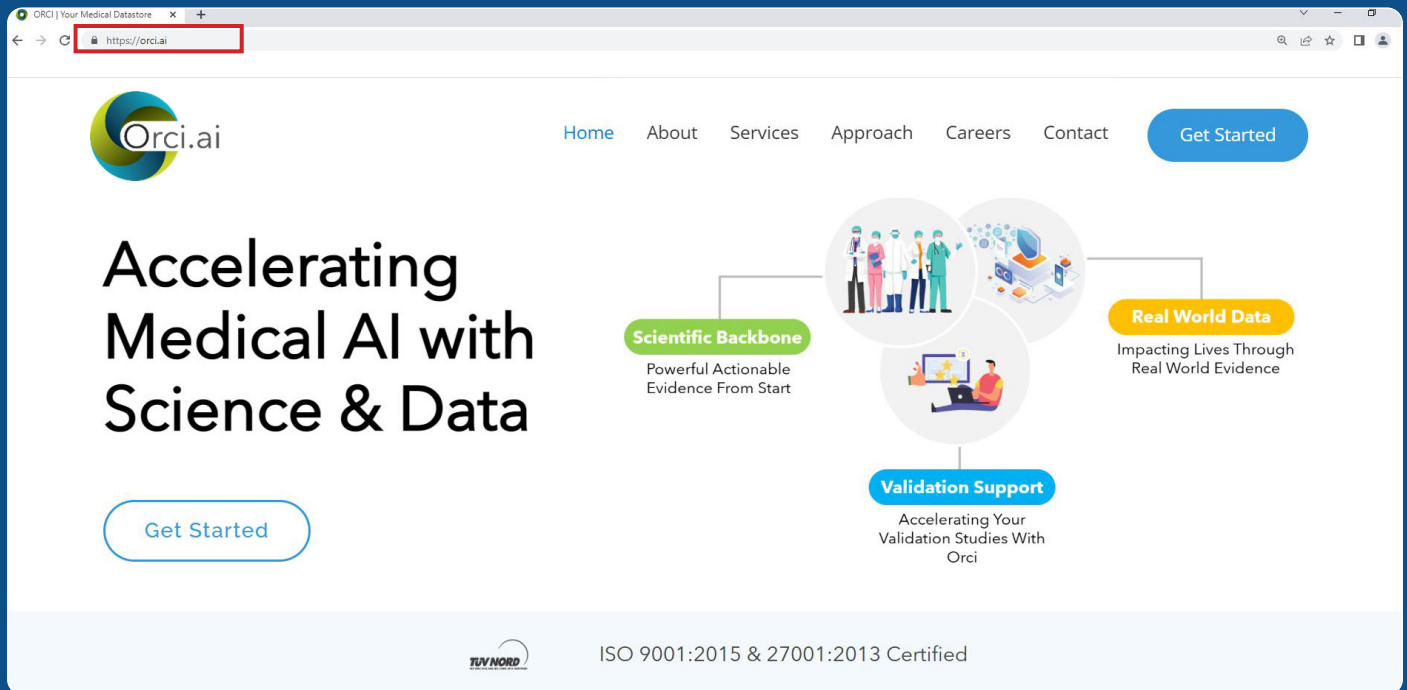


Expanded our services to prominent pharmaceutical companies globally

Improved our content offerings to exceed 16 therapy areas with teams comprising of strong subject matter experts

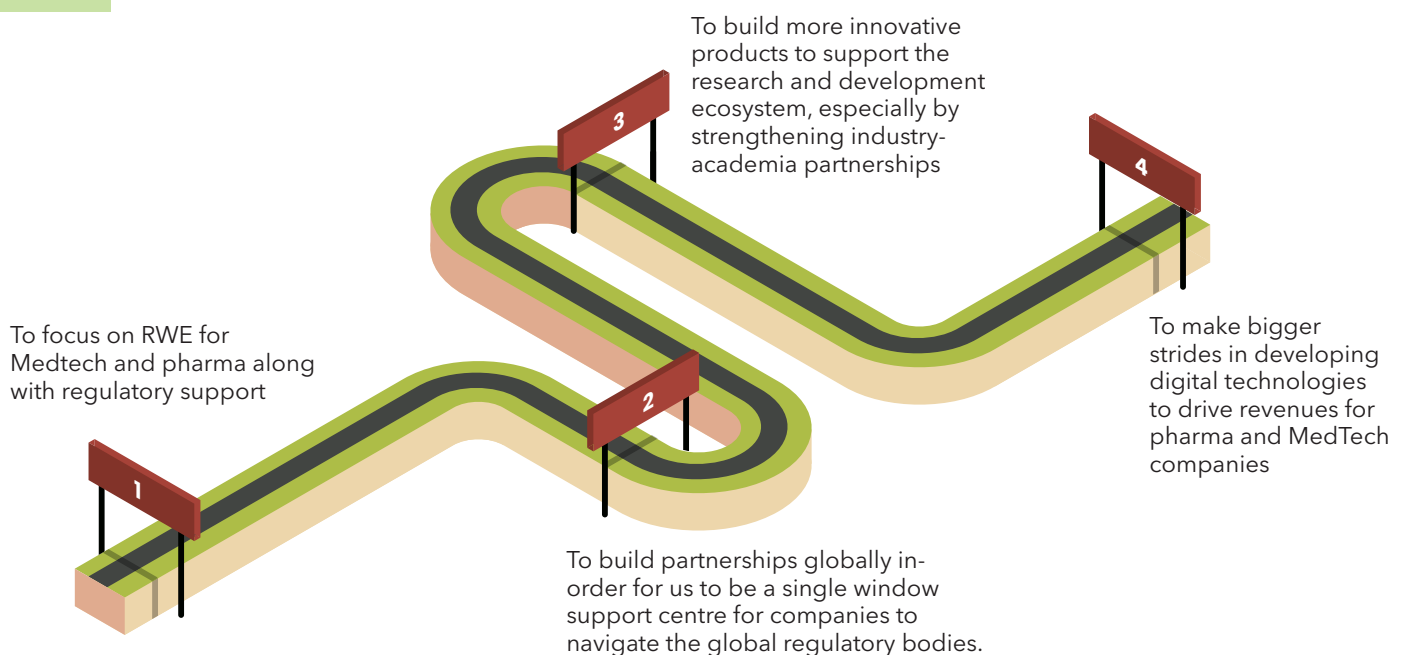
Enabled digital transformation and omnichannel marketing projects for our customers in line with digital-driven revenue strategies of the pharma industry





- Major revenue driver with Pharmacovigilance activities
- Launch of www.orci.ai, a one stop solution for all medical AI development ecosystems which includes RWE, clinical support, validation studies, and regulatory consulting
- Assisted our first USFDA trial
- Beta launch of Orci, our Medical Data Repository to build clinical data libraries to assist medical AI companies to shorten their development period
- Continuously expanding the data provider networks with newer collaborations

OUR PATH AHEAD



To keep to the true spirit of Healthminds, driven by the principle of relationships driving business. Our teams have always remained true to that spirit. Our focus on quality, punctuality, and integrity is the core ethos of Healthminds, and our quality processes have these three tenets as their primary focus areas. Our pursuit of excellence is unflinching, and we hope for a great FY 2022-23.

IN THE NEWS!

THE IMES BUREAU

HealthMinds and
ConformanceX partnership
<https://bit.ly/3vwwRy1>

ECONOMY PORT

DMR Launch
bit.ly/3PRt36B

HEALTHCARE RADIUS

Data curation for AI
development in healthcare
Page 28, 29, 30, 31
bit.ly/3zm3io6



Communication
challenges between
healthcare professionals and
industry
bit.ly/3oHybyf



To watch the video.
bit.ly/3JrV2aM

THE KEN

Quote on Everyone's building
health apps; no one's adding
medical professional
bit.ly/3SdTzbT

HealthMinds

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