

Team 8

Matthew Bierman

Matthew Kelemen

Ernie Narbona

Richard Rea

Andrea Wong

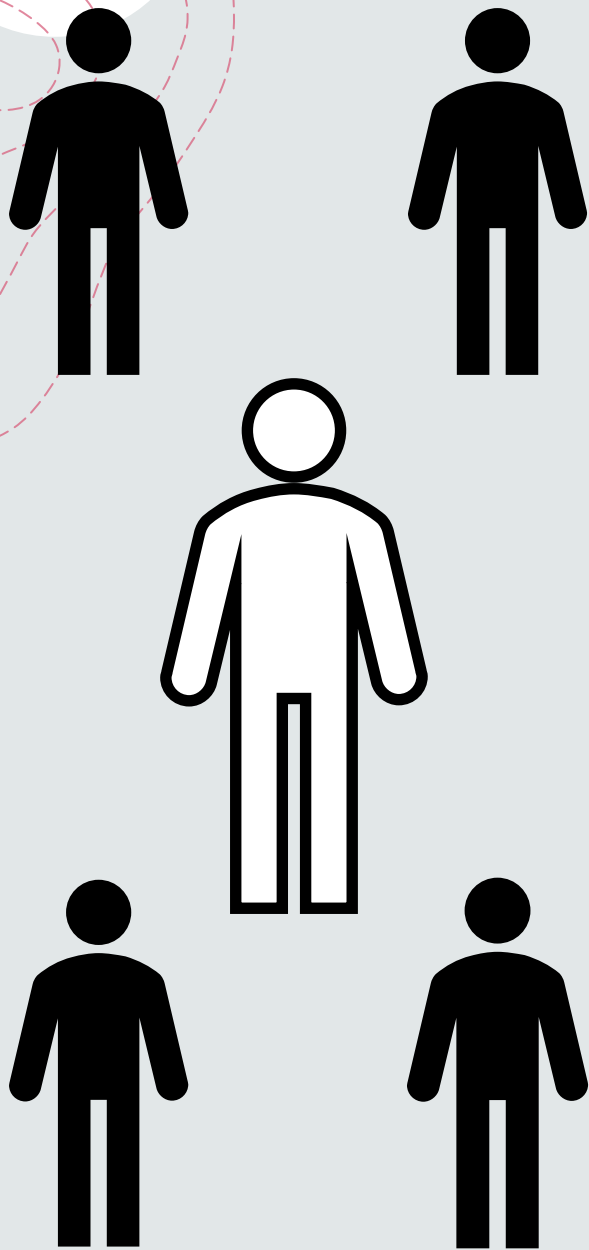
Kenny Zhou



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- **1 in 5** Americans struggle with mental illness
- Typical treatments include:
 - Therapy
 - Medication
- For many, these methods ***don't work***
- Mental health is treated separate from overall health
- Many people ***self-medicate*** with alcohol and opioids



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Benefits

- ***Holistic approach to mental health***
- ***Extended offerings:***
 - Intravenous Ketamine
- ***High-end, spa-like experience***
 - Impeccably furnished
 - Well trained, courteous staff
 - Custom built loungers for Ketamine administration



Our Market

- + **Clinic in Beverly Hills, CA**

- + Corner of 3rd St. and Robertson Blvd.

- + **Target Customer**

- + High Income

- + Female

- + Over 45

- + Single/Divorced

- + Within 10 miles of our clinic






Why Ketamine?

Benefits

- + Highly Effective
- + Works Quickly
- + Limited Side Effects
- + Pain Reduction

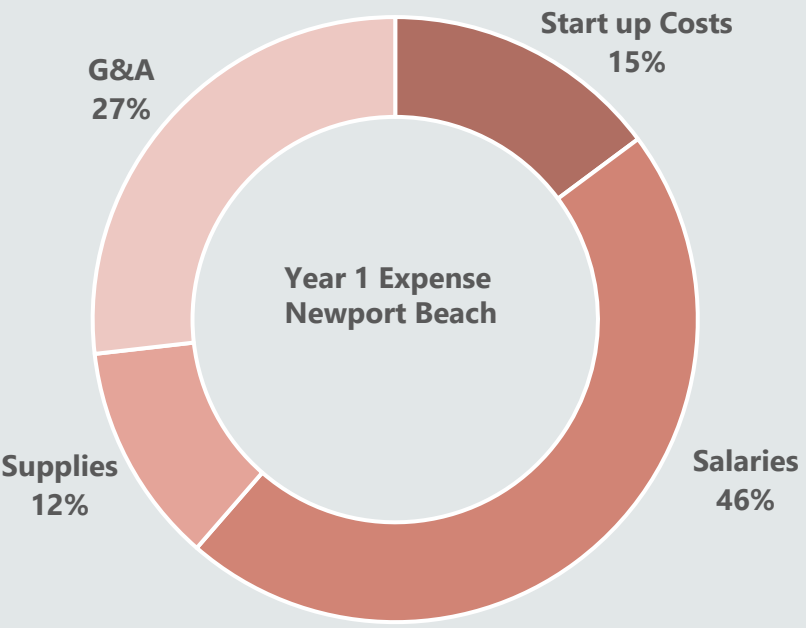


COMPETITIVE MATRIX

Benefits & Features			
Professional Guidance from medical experts	✓	✓	✓
Safe and Non-addictive	✓	✓	✓
Personalized Treatments	✓	✓	
Luxury, Spa-like experience	✓		
Medication and therapy under one roof	✓		

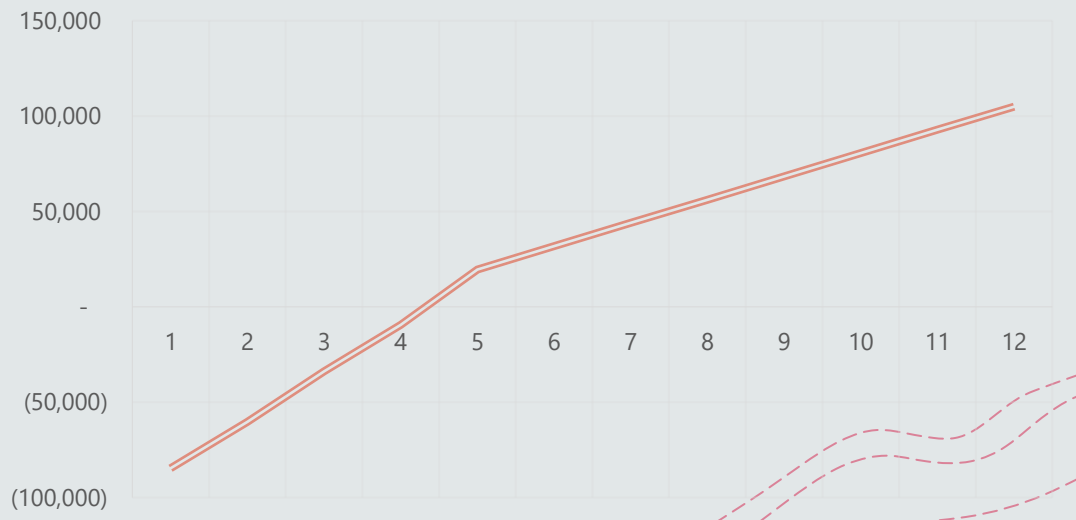
Quick Facts

- 60% of patient base is subscription
 - \$600 per treatment
- 40% of patient base is pay per visit
 - \$800 per treatment
- Average Revenue per Treatment = \$680
- Average Profit per Treatment = \$516
- Average per Patient Margin = 76%



(in thousands)	Newport Beach			Cash Flow Beverly Hills			Consolidated		
	Year 1	Year 2	Year 3	Year 1	Year 2	Year 3	Year 1	Year 2	Year 3
Revenue	\$ 1,747	\$ 4,334	\$ 6,065	\$ 3,226	\$ 3,226	\$ 3,226	\$ 4,973	\$ 7,560	\$ 9,290
Cost of Sales	349	786	1,062	660	660	660	1,009	1,446	1,722
Gross Margin	1,398	3,548	5,002	2,566	2,566	2,566	3,964	6,114	7,568
Upfront Expense	250						250		
SG&A	1,087	1,335	1,495	1,204	1,204	1,204	2,291	2,539	2,699
Total Expense	1,686	2,121	2,557	1,864	1,864	1,864	3,550	3,985	4,421
Cash Beg	-	61	2,213	620	1,362	1,362	620	1,423	3,575
Change in Cash	61	2,153	1,294	742	-	-	803	2,153	1,294
Cash End	\$ 61	\$ 2,213	\$ 3,508	\$ 1,362	\$ 1,362	\$ 1,362	\$ 1,423	\$ 3,575	\$ 4,869

YEAR 1 CASH FLOW - NEWPORT BEACH



Our Team



Andrea Wong
President and CEO

- 20 years experience opening and selling Med Spas & Medical Clinics to large corporations



Matt Kelemen
Chief Marketing Officer

- MBA – USC Marshall School of Business
- BS, Finance – California State University, Northridge
- 5+ years as VP of Sales in the Pharmaceutical industry



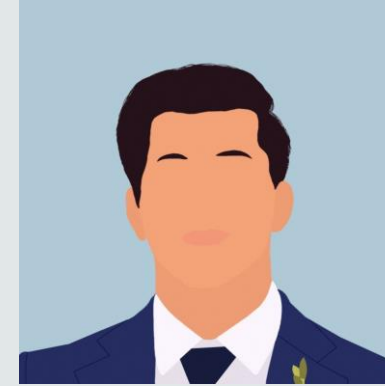
Ernie Narbona
Chief Real Estate Officer

- MBA – USC Marshall School of Business
- MS, Construction Management – Louisiana State University
- 7+ years experience in construction and project management, specializing in luxury spas



Kenny Zhou
Chief Financial Officer

- MBA – USC Marshall School of Business
- BS, Economics – University of California San Diego
- 10+ years in Finance and capital management in major hospital systems



Richard Rea
Chief Technology Officer

- MBA – USC Marshall School of Business
- MS, Cybersecurity Engineering – University of San Diego
- 10+ years in IT leadership at healthcare organizations



Matthew Bierman
Chief Operating Officer

- MBA – USC Marshall School of Business
- 10+ years healthcare operations management
- Former VP of Operations for Mindbloom



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Newport Beach

- \$500k for 20% stake
- Open second clinic in Newport Beach, CA

Demographics

- Per Capita Income = \$100,000
- 51.4% Female
- Median Age = 47.5
- Population = 83,993



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info@harmonysedge.com

(310) 555-5555

THANK YOU!

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Appendix



References

+ <https://www.cdc.gov/mentalhealth/learn/index.htm>

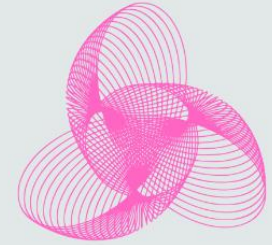
Alternative Logos



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