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Czech x India Business



MEDHUB GLOBAL



Revolutionizing Healthcare Procurement
through Innovation and Expertise

November 2025



Medical Imports in India

As you all are aware – India is one of the fastest growing economies.



India's medical device imports in FY
2023-24: approx **US\$8.18 billion**



Approximate medicine/pharmaceutical
imports (broad) for India in 2024: **US\$ 2.8
billion**



Five-year CAGR in device segments:
~8.8%.



Five-year CAGR in medicine segments:
~9%.

*Approximate **US\$ 106 million** of medicine + medical-instrument imports from Czech Republic*



Medical Exports from India

India : Delivering Healthcare to the World



India's medical-device exports in FY 2023-24 were **≈ US\$ 3.8 billion**.



Approximate medicine/pharmaceutical export (broad) from India in 2024: **US\$ 27.8 billion**



Five-year CAGR in device segments: **~11.5%**.



Five-year CAGR in medicine segments: **~7.2%**.

The share exported to Czech Republic is quite small in relative terms: around **US\$ 48 million**



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India Potential

Healthcare is moving beyond medicines & equipments

01

Raw Material : There is a massive demand for raw material used for manufacturing healthcare products.

01

Certified Refurbished Equipments: This category has become has a Global demand now.

01

Industry 4.0 Solutions: Ai solutions, robotics, SAAS platforms, etc have enormous potential.

01

Aesthetics, Lifestyle & Fitness Products: There is a immense surge in this domain.



The Market Access

Most companies find it difficult to get the right access to market.



Relying upon general marketing where CAC is where high.



Participation in events where the capex and opex cost is very high



Challenge in finding authentic distributors and buyers



No clear visibility into opportunities and demands for offered services and products



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Opportunity is Now

Geo politics on one hand has appeared as a challenge however is also creating opportunity for newer players to enter the market.

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Introducing



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Healthcare Procurement Today

Healthcare procurement is Broken. Fragmented. Costly. Opaque. Risky.

But we are changing that.

Welcome to MedHub Global – a platform designed to revolutionize global healthcare procurement.

Effortless Procurement, Endless Possibilities – AI-Powered Tools for the Modern Marketplace



The Problem

Today, healthcare procurement is plagued with



Counterfeit or substandard medical products



Lack of real-time product availability



Inflated procurement costs due to layers of middlemen



Vendor mismanagement and unreliable supply chains



Inaccessible or hard-to-discover products when urgently needed



Lack of supply chain transparency and excess variable costs

Who We Serve

A solution for all healthcare B2B ecosystem stakeholders

Suppliers



- **Manufacturer** — Produces goods and sells to distributors or buyers
- **Distributor** — Purchases from manufacturers and sells to buyers
- **Component / Raw Material Producer** — Supplies to other manufacturers

Buyers



- **Hospitals / Clinics / Care Homes / Pharmacies / NGOs / Etc.** — For consumption or B2C distribution
- **Distributor** — Purchases in bulk for downstream resale

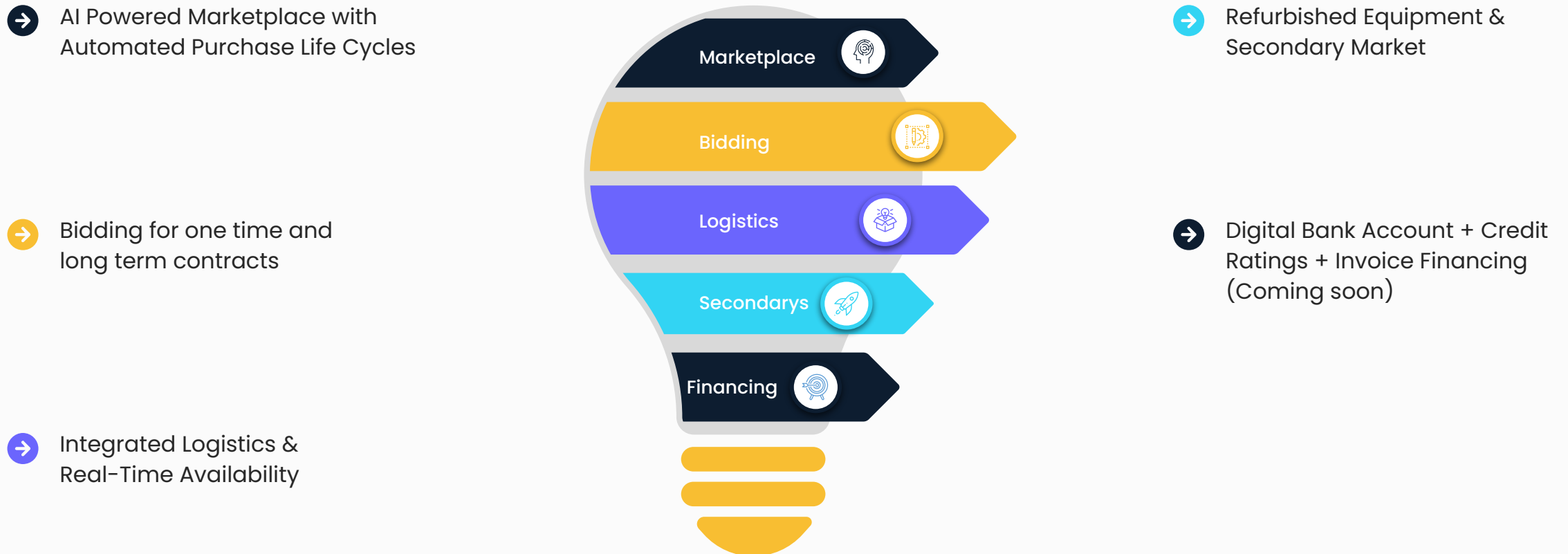
SERVICE PROVIDERS



- **IT Service Provider** — SaaS platforms for buyers or suppliers
- **B2B to B2C Providers** — E.g., mental health service to GP patients
- **Industry 4.0** — Ai solutions, robotics, etc

The Solution

An AI-powered Healthcare focused B2B platform that offers





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The Difference

Unlike Alibaba and other generic marketplaces, MedHub is



Healthcare-Specific:

Built solely for the medical ecosystem



Globally Compliant:

NHS, WHO, and local regulation ready



AI-Smart:

Automated procurement intelligence



End-to-End:

From sourcing to finance to logistics



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Medhub Market

Built for scale, designed for the world

01

**600+ Active buyers, sellers and
service providers**

02

45000+ live products

313 subscribers from India > 9000+ Products > Average Monthly Transaction Value of USD 186K growing 28% MoM



Risk Mitigation Approach

Managing risk is embedded into our operations and governance

01

Governance Framework: Risk oversight led by cross-functional leadership and board advisors

01

Early Warning Systems: Real-time alerts for operational and security anomalies

01

Performance Benchmarks: KPIs monitored to ensure stability and performance

01

Adaptability Protocols: Scalable architecture and agile response to new threats

01

Stakeholder Transparency: Regular reporting to investors, partners, and regulators



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One Subscription

Get Access To All Features With Just 1 Subscription.

There is No Transaction Fees on Trade.

Onboarding Process

Strong support process for onboarding and management.

→ **Demo:** Our team will conduct a detailed demo for your team.

→ **Signup:** Our team will guide you for complete signup process.



→ **Product Listing:** our data team will help you prepare data for bulk uploading your products.

→ **Training:** We offer multiple training sessions for your team to utilize complete potential of the platform.



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The Team

Grounded in experience, focused on transformation



Chintan Sareen

Founder & CEO

Chintan Sareen is the Founder & CEO of Shunya Ekai Technologies, with 19 years of experience in films, design, and tech. He specializes in building innovative IoT products and digital platforms, and has co-founded multiple startups.



Pankaj Kaul

Director

Pankaj Kaul is a senior finance executive with 18+ years of experience in corporate trust, investment banking and strategy with leadership roles at HSBC, ADCB and DHL across the UK and Middle East.



David Factor

General Manager

David Factor is a digital commerce expert with 20+ years of experience leading eCommerce and digital strategy for top brands like HX Expeditions, Samsung, RBS, and Apple.

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Get Set To Explore Your Global Potential



Scan the QR code to book a demo or reach out to us

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Thank You



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