



## Seeking Social Loans ( Not Donations)

**We are seeking your investment for procuring oxygen concentrators that will be rented to the needy (mainly mid to low-income households)**

- Covid-19 wave 2 in India has been a tragedy of unprecedented scale and calamity
- Country is gasping for oxygen across many major cities
- Oxygen and hospital beds are in short supply
- **Oxygen concentrators (OCs) can help patients** requiring oxygen support **but are largely out of stock** or selling at very high prices in the black market
- To make an impact and save lives, **we seek your investment (not donation)**
- Your investment will go towards buying oxygen concentrators and renting them out
- Oxygen concentrators will be **distributed via 1mg.com** and similar channels
- Your investment will go into an **investment fund (special purpose vehicle – SPV)**; fund will be **professionally managed by a leading asset manager (GRIP Invest)** that manages assets for many start-ups in India
- **Your investment will be returned back to you** (based on the rental income earned by the fund) after a period of 6 months
- The entire initiative is being run on a **not for profit** basis



# Unprecedented Calamity :

Every second of inaction is causing loss of lives

## This is COVID's Largest Humanitarian Crisis

**369,942**

Daily Cases (2<sup>nd</sup> May)

Huge Shortfall in Oxygen Contributing to Deaths

**3,421**

Daily Deaths (2<sup>nd</sup> May)

Exacerbated by Lack of Medical Staff and Hospital Beds

**3-5x**

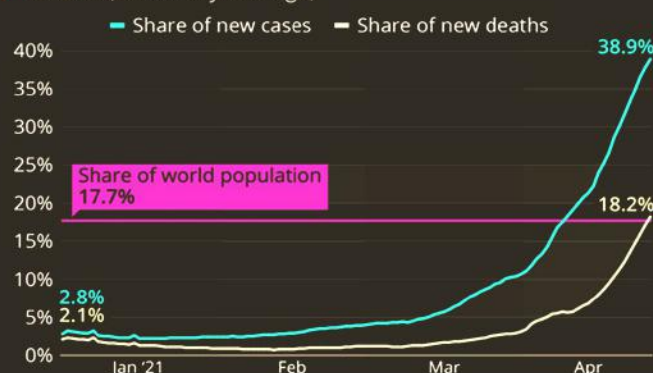
Actuals es'td over  
official figures

Daily Deaths Tripled in the last Two Weeks

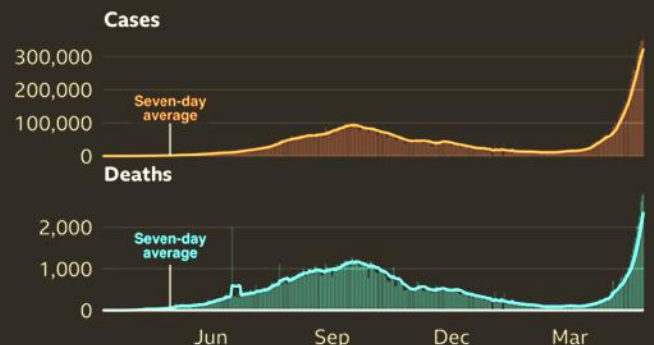
**Covid-19 wave 2 in India has been a tragedy of Unprecedented Scale and Calamity; no near-term respite in sight**

### India Emerges as the World's COVID-19 Hotspot

India's share of global new COVID-19 cases and deaths (seven-day average)



### Number of daily cases and deaths in India



Deaths on 17 June include historic deaths reclassified with coronavirus as cause

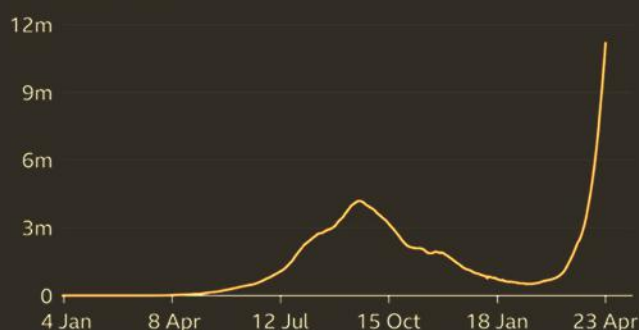
Source: Johns Hopkins University, data to 26 Apr

BBC

## India Needs Oxygen

### India's oxygen needs as cases surge

Estimated daily oxygen needed for Covid-19 patients, in cubic metres



Data estimated using the World Health Organization figures for new reported Covid-19 cases and the % expected to require oxygen

Source: PATH Covid-19 Oxygen Needs Tracker, updated 23 April

BBC



**Covid-19: With oxygen running out, Delhi asking patients to leave**

Durgesh Nandan Jha & Sakshi Chaudhary / TNM / Updated: Apr 23, 2021, 09:06 IST



**Hospitals / Markets Running Out of Oxygen**



# Oxygen and Bed Shortage Causing havoc

## Delhi Doctor Among 12 Dead After Batra Hospital Ran Out Of Oxygen

The hospital said re-supply tankers only reached the hospital at around 1.30 pm, meaning that critically ill patients were without oxygen for around 80 minutes

India [+ Add to myFT](#)

Critical oxygen shortage underlines severity of India's Covid crisis

Modi's government accused of failing to prepare for second wave ripping through country



## Woman Dies In Car Outside Noida Hospital, Gasping, Unable To Find Bed

The woman, who lay in the car outside the state-run GIMS hospital in Noida for nearly three hours, lived alone in Noida while her two children lived with her husband in Madhya Pradesh.

All India | Reported by Saurabh Shukla, Edited by Sumana Nandy | Updated: May 01, 2021 11:06 am IST

### TRENDING

Delhi Doctor Among 12 Dead After Batra Hospital Ran Out Of Oxygen



# Oxygen concentrators are running out of stock; selling at high prices in the black market

## Primehealers.com

**Oxygen Concentrator for Rent / Sale in Bangalore & Delhi**

Best branded oxygen concentrator for rent in Bangalore & Delhi available with Primehealers. We are known as the best oxygen concentrator rental providers in Bangalore. Oxygen machine on rent will be provided by us within 10 hours of order. **Medically Cleaned & Safe to use.**

**OxyMed Oxygen Concentrator**

Brand: OxyMed Concentrator  
Capacity: 5Ltr/Minute  
Medical Oxygen Machine

Currently out of stock

Rent/Month: 60,000  
Purchase at: ₹40,000

[Book Now](#)

## 1mg

**Dedakj Oxygen Concentrator**

Brand: Dedakj Concentrator

- No device features automatic power-off function
- Provides a convenient inhalation method
- Comes with a manual adjusted flow regulator
- Gives a stable oxygen supply for 48 hours

Price: ₹ 50,000

[Add to cart](#)

## Black Market Prices up by 1000 %

India's COVID-19 surge is highlighting a ruthless, gloom black market for oxygen, where sellers jack prices up to 1,000%

That is about nine times its normal price, the black market oxygen, the government of the Uttar Pradesh state of India.

Business Insider India | 3d



## Amazon.com

**Oxygen Concentrator**

Brand: MYSIQUE

Price: ₹ 66,666.00

You Save: ₹ 9,999.00 (15%)

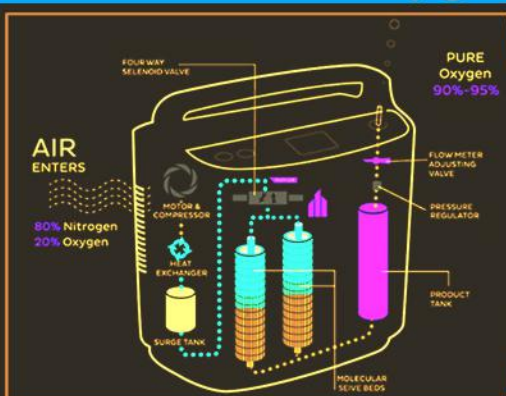
Free shipping & 5% cashback with

[Add to cart](#)

# What is an Oxygen Concentrator

**Oxygen Concentrator** : Turning Air into Oxygen Provides care at home

1. Takes air from the room.
2. Compresses the Oxygen.
3. Takes out Nitrogen from the air.
4. Adjusts the way the air is Delivered.
5. Delivers the Purified air.





# Oxygen Concentrators can make a real difference by freeing up medical beds and enabling care at home



A \$1,000-1,200 high flow ( 10Litres / Min.) concentrator can treat upto 5 patients / month

120-150 lives can be saved in its life time

One concentrator can positively impact upto 600 families in its life time.

On investment pay back the concentrator can add to long term capacity building :

Retrofitting ambulances for critical patient movement

Village medical centers without Oxygen supply.

## 1,000 CONCENTRATOR CAN IMPACT 6,00,000 FAMILIES WITH SUFFERING FAMILY MEMBER

We need your investment to procure oxygen concentrators that will be deployed on rent (including renting to ambulances)



**USD 1 Million**

Investments to be raised



**1000**

Oxygen Concentrators to be procured



**150,000**

Lives could be positively impacted

## What we need from YOU



**Not donation.....but Investment** to procure oxygen concentrators that we will rent

## We are working with leading institutions to execute effectively

### 1mg

#### Distribution

Oxygen concentrators to be distributed via 1mg and other B2B channels

### GRIP

#### Investment Managers

Oxygen concentrators to be distributed via 1mg and other B2B channels



#### B2B Demand

One of the largest Ambulance fleet operators



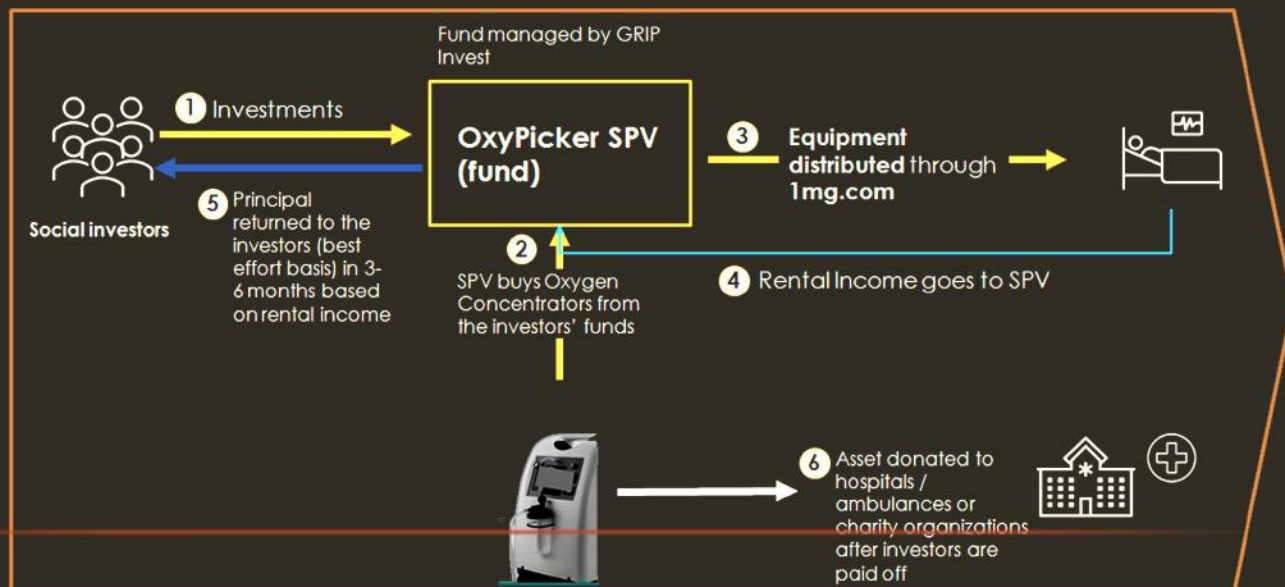
and many more...

#### Operating Volunteers

For execution oversight, data, analytics, import process management, asset listing on 1mg etc



How will the fund work: you will invest into an SPV; SPV will own oxygen concentrators and collect rental income through which your principal will be returned



## Team



**Shailesh Tiwari**

Founder of gamechange.com (Singapore). Ex : McKinsey Associate Partner, Ex Unilever Alum: INSEAD, IIT Roorkee



**Amit Jain**

Runs distress investment fund  
Ex : SCB/Rabo/ ANZ/ Tatas  
Alum: IIM Bangalore



**Kamal Jain**

IIMBAA Dubai Chapter Director  
Alum : IIMB

### User Interface



**Yadvinder Singh**

Runs global call centre operations  
Managing COVID helpline centers  
Clients Handled : Facebook, Prudential

### Sourcing



**Sanjay Hirpara**

Runs Operations across Asia and China Over 30 years of trading experience

### Investment Management



**Gaurav Punjabi**

Runs wealth management business in India. Ex : Hannam and Partners, Tresvista.  
Alum : S P Jain Inst. Of Mgmt.



## Frequently asked Question (FAQ)

### • What is the target amount to be raised?

We are targeting to distribute 1,000 concentrators which will cost around Rs. 10 Crores. (US c.\$ 1.3 Million). This is our initial amount which we can increase based on response. However, since time is of the essence, we would keep on releasing in lots of 50 investors on first-come-first -invested basis.

### • What is the minimum investment amount?

While there is no minimum investment amount, however, there is a cost associated with administering each investor. Therefore, the investment amount needs to cover this cost. Ideally, we would look for lots of ONE concentrator (and multiple thereof) but a fractional amount would also be considered.

### • What is the Probability that the entire investment would be recouped back?

The primary objective of this initiative is to run the program on no profit and no loss basis. However, for no loss scenario, there has to be sufficient "rental income" to cover both direct and indirect cost of procuring and deploying the concentrator. The rental income would be dependent on how long there is (acute) shortage of medical oxygen in India. Our rough estimate indicates that a concentrator needs to be on rent for around 60 - 65 days to recover all its associated cost.

### • What is the cost of a single concentrator?

The current market Demand Supply situation is quite acute with Demand far outstripping Supply. This has resulted in either of the two scenarios - countries stopping supplies to India or manufacturers marking up their rates significantly. Our indicative estimate is that a single (10 Liter / Minute) concentrator would cost around Rs. 1 Lakh (this includes Ex works cost plus Freight plus GST). Actual details would be available for any investor to verify. We are also open to suggestions on considering any alternate supplier who qualifies the technical benchmark and is cost -competitive with assured timely supplies.

### • Can I Invest in oneconcentrator jointly with friends?

Yes you can. However, this has to be your internal arrangement. We will take on board and sign-up with only one investor. This is for reducing administrative cost of the program. We are running this program on pro-bono basis with all the team members being volunteers. We request your understanding of this point. We may provide certificates to all participating individuals but monitoring reports, status of investments, communication, etc., will be provided only to the first name investor.

### • Can I Invest from my overseas account or send remittance from overseas (outside India)?

Since the entire program is on the basis of no profit no loss (with underlying investment risk), any repatriation out of India would entail regulatory and administrative challenges. Consequently, we would take investment only in INR (Indian Rupees) and from an account in India which can receive back the funds on non-repatriable basis.

### • When do you expect to launch the program?

There is global shortage of Oxygen Concentrators from reputed brands such as Philips, Inogen, etc. We have identified couple of suppliers based in China and Singapore and we expect to place orders for initial 100 Concentrators Soon. The need for concentrators is urgent and hence your early contribution is highly appreciated.

### • How will I get to know the impact of my investment?

We have multiple ways to engage with you so that you are able to monitor your investment:

- a. You will receive a certificate indicating your investment in the number of concentrators you have invested in and being a part of this initiative.
- b. You will receive regular reports indicating where your concentrator has been deployed (individual name/ family /Institutional name).
- c. We are also trying to create an information system to periodically update you on lives saved and families supported by contribution from each investor.



## Frequently asked Question (FAQ)

- **What happens after the initial investment of the concentrator has been returned to the investor?**

After the return of the principal amount, the concentrator becomes "free". The concentrator will then be donated to hospitals / charitable organization, etc. Investors have two options:

- They can take the concentrator back from us and donate to any hospital/ medical institution of their choice.
- Other option is we will identify deserving organisations and donate the concentrator. We will provide investors with the report as to where their concentrator(s) has been donated.

- **Can we waive off rent of the concentrator to poor families?**

While we are working to maximise the use of concentrators, the process requires end user to take adequate care of the machine and return it back in a timely manner after its use. Consequently, extending it for free may result in risk of abuse on multiple accounts. An alternate solution to this could be an intermediate NGO / agency which can borrow these concentrators on pre-defined terms and conditions and can then put them to service for free to the end user at NGO/agency's own risk and responsibility.

## For Pledges Contact:



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