KIRINYAGA YOUTH SUMMIT 2026 · INNOVATION PITCH

# LexMed Inc.

*Health as a Right. Law as Code.*

Africa's compliance-native digital health platform — making law executable code to de-risk healthcare at continental scale.

**Binding Smart Contracts · AI Dispute Resolution · Verified Pharma Supply Chain**

# THE PROBLEM

### Counterfeit Medicines

**10–30%**

**of medicines are substandard or falsified**

Rising to >50% in some categories ⟶ up to 500,000 preventable deaths/year (WHO 2024–25)

### Litigation Crisis

**>300%**

**surge in medical negligence litigation**

Kenya High Court record: KSh 157M award (2025). Nigeria multi-million naira judgments now routine.

### Digital Health Stalled

**<12–15%**

**telemedicine adoption outside South Africa**

Blocked by provider liability fears, patient distrust, and regulatory uncertainty across most markets.

*Sources: WHO 2024–25, UNODC, Kenya High Court records, NDPR/NHIS filings*

# MARKET OPPORTUNITY

## African Digital Health Market

# USD 6B

2025 market size

## 23–25% CAGR

Annual growth rate

### 80–85% of scale-ups stall or fail

Not from lack of product–market fit — but from regulatory sanctions, litigation & counterfeit scandals.

### LexMed solves the root cause

We embed compliance from transaction inception — turning the #1 killer of African health startups into our moat.

### 20+ jurisdictions, one platform

Kenya, Nigeria, South Africa, Rwanda, Ghana — expanding across sub-Saharan Africa from Day 1.

# THE LEXMED SOLUTION

*One unified platform that makes every healthcare transaction legally unbreakable from inception.*



## Telemedicine Suite

AI-generated jurisdiction-specific smart contracts in <12 seconds. Dual biometric e-signature. Immutable blockchain recording. Compliant with DHA 2022, POPIA, NDPR & more.



## Health Guard Pharma Chain

Only verified NAFDAC/PPB/SAHPRA suppliers. Every batch on blockchain. AI cross-checks prescriptions. Target counterfeit rate: <0.2% (vs 10–30% average).



## Care Resolve AI Arbitration

3-tier dispute resolution. AI binding decision in <72h. Fine-tuned on 200,000+ African medical judgments. >99% disputes resolved on-platform. Saves $500M+/yr.



## Intelligence Bank

Consent-layered, GDPR/HIPAA-compliant anonymized data lake. Sold to pharma, governments, insurers & researchers. 85–92% gross margin.

# HOW IT WORKS · TELEMEDICINE FLOW

1

## Patient Match

Patient matched with licensed, verified provider — GP, specialist, pharmacist, or lab technician.

2

## Smart Contract

AI generates jurisdiction-specific consent contract in <12 seconds. Explained in local language at ≤6th-grade level.

3

## E-Signature

Dual biometric + OTP e-signature. Contract immutably recorded on permissioned blockchain.

4

## Consultation

Full session recorded with revocable, granular consent. AI flags anomalies in prescriptions in real time.

5

## Follow-Through

Prescriptions, lab orders, referrals & follow-ups all inherit the same enforceable legal wrapper.

# CARE RESOLVE · AI-FIRST DISPUTE RESOLUTION

***Category-defining feature — no equivalent exists anywhere on the continent.***



## Tier 1

**AI Arbitration — FREE**

- Dispute raised within 90 days
- Platform ingests contract, recording, clinical notes
- LexMed Legal Engine: fine-tuned on 200,000+ African medical judgments
- Binding decision in <72 hours
- Target: ≥98% acceptance rate (PayPal/eBay standard)



## Tier 2

**Expert Committee — USD 150–450**

- Panel of retired judges & senior clinicians
- Compensated USD 120–250/hour
- Final binding decision in ≤7 days
- Available if Tier 1 contested



## Tier 3

**Court — Only After Tiers 1 & 2**

- Contractually mandated exhaustion of Tier 1 & 2 first
- Projected: >99% resolved on-platform
- Ecosystem savings: >USD 500M/year by Year 5

# REVENUE MODEL

**Telemedicine Take Rate** — **20–27%**

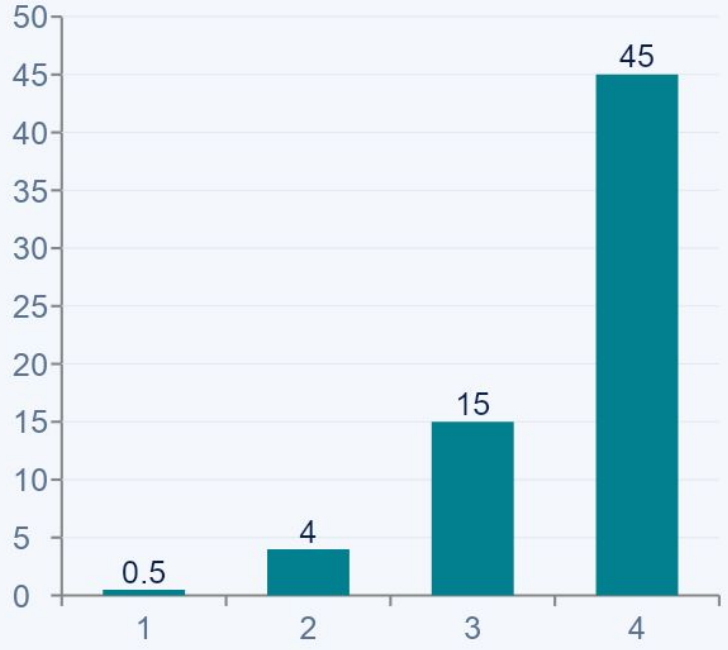
**Health Guard GMV Take Rate** — **7–10%**

**Care Resolve Tier 2 Fees** — **~100% margin**

**Intelligence Bank Data Licensing** — **85–92% margin**

*White-label compliance engine for Helium Health, mPharma, Babyl & others → future USD 150–300M business line*

**Intelligence Bank Revenue Projection**




*2028 target: USD 35–55M @ 85–92% gross margin*

# TRACTION & ROADMAP

**Now**

### Platform Built

Working prototype of telemedicine suite + smart contract engine. Regulatory mapping: KE, NG, SA, RW, GH.

**Q2 2027**

### Pilot Launch – Kenya

50 licensed providers. 500 patient beta users. Care Resolve Tier 1 live. PPB & DHA compliance certified.

**2030**

### Est Africa Expansion

NAFDAC Health Guard go-live. Care Resolve Tier 2 panel assembled. First white-label partnership.

**2035**

### Continental Scale

20+ jurisdictions. Intelligence Bank monetization. 75,000–120,000 last-mile jobs created.

🌍 **Revenue-share model projected to create 75,000–120,000 skilled healthcare jobs across East & West Africa by 2030**

# WHY LEXMED WINS · COMPETITIVE MOAT

### Compliance is the Moat

Competitors add compliance as an afterthought. LexMed is compliance. Every contract, every transaction, every jurisdiction — from Day 1.

### Proprietary Legal AI

200,000+ African medical judgments + full statutory corpus. No competitor can replicate this dataset without years of work.

### Network Effects

Every provider, patient, and pharma that joins strengthens the trust layer. Data flywheel feeds the Intelligence Bank & AI accuracy.

### Regulatory Relationships

Built for — and with — NAFDAC, PPB, SAHPRA, TMDA, NDA. Incumbents risk retroactive sanctions. LexMed is the safe harbor.

### First-Mover + Category Creator

No equivalent on the continent. Care Resolve, smart-contract telemedicine, and blockchain pharma provenance — all in one platform.

### B2B2C Revenue Flywheel

White-label engine creates recurring SaaS revenue from incumbents (Helium Health, mPharma, Babyl) while growing end-user ecosystem.

THE ASK

# Join Us in Building Africa's Healthcare Legal Operating System

**Mentorship & Network:** Connect us with health regulators, legal experts, and institutional investors across East Africa.

**Seed Funding:** We are raising our pre-seed round to complete platform build, obtain first regulatory certifications & run Kenya pilot.

**Strategic Partnerships:** Healthcare providers, pharmacies, insurers, and government agencies to co-create the ecosystem.