

## Company Overview

- Sesame Care is a **direct-to-patient** healthcare company founded in 2018, and headquartered in New York
- Connects patients with healthcare providers across the U.S., offering services without the need for insurance.
- Offers both virtual and in-person appointments across **various specialties**, including mental health, imaging, and chronic care.
- Aims to make quality healthcare more **accessible, affordable, and transparent** for everyone
- Operates in all 50 states, **connecting thousands of providers** with consumers

## Key Financials (m)

Year	Revenue	EBIT	UFCF
2024	205.3	68.9	37.7
2025 (est.)	219.7	73.6	41.1
2026 (est.)	237.3	79.5	45.4
2027 (est.)	258.6	86.6	50.9

## Industry Outlook

- The telemedicine market is projected to reach USD 118.78 billion by 2031, **growing at a 17.35% CAGR**.
- Revenue generated through **subscription models and pay-per-visit consultations**, offering predictable income.
- Technological advancements and regulatory support are **driving growth**.
- The industry benefits from massive tailwinds, including shifts towards **personalized healthcare and an aging population**.

## Investment Thesis

- **Stable, Growing, and Defensible Cash Flows**
  - Sesame offers a subscription-based model and pay-per-visit consultations, providing stable and predictable cash flows through intrinsic recurring revenue
  - With over 100,000 patients using the platform and new doctors joining monthly, Sesame demonstrates strong growth potential
- **Massive Industry-Wide Growth**
  - The telemedicine market is projected to grow significantly with a 17% CAGR to 2031
  - As the market continues to shift towards remote healthcare and the population continues to age, Sesame will be rewarded with significant returns
- **Asset-Light Model with Recurring Revenue**
  - Sesame operates as a digital marketplace, minimizing capital expenditures that would otherwise eat into cash flow
  - The asset-light model allows Sesame to scale efficiently without significant infrastructure investments

**Recommendation:**  
**Acquire | Sesame**