



24H  
Home Health Care  
Professionals visit your Home!

Jun Sasaki M.D.  
CEO, Yushoukai Medical Corp.

**JUN SASAKI M.D.**

Founder and CEO, Yushoukai Medical Corporation

Born 1973. Graduated from the Faculty of Medicine, University of Tsukuba in 1998. Joined the Department of General Internal Medicine, Mitsui Memorial Hospital in 1998. Assigned to the Department of Gastroenterology in 2000. Entered the Doctoral Course (Pathophysiology and Regulatory Internal Medicine), Graduate School of Medicine, University of Tokyo, 2003. Department of Gastroenterology, University of Tokyo Hospital.

- Specialist in general internal medicine.
- Councilor of the Japanese Society of Home Health Care Alliance.
- Board member of the Japanese Society of Home Emergency Medicine.
  
- Expert member, Council for Regulatory Reform, Cabinet Office (Working Group on Medical Care, Nursing Care and Countermeasures for Infectious Diseases).
- Member of the Task Force on Regulatory Reform of Pharmacies and Pharmacists, Ministry of Health, Labour and Welfare.
- Member of the Task Force on Decision-making Processes for Medical Treatment and Care in the Final Stage of Life, Ministry of Health, Labour and Welfare





医療法人社団 悠翔会  
YUSHOUKAI MEDICAL CORPORATION

Supporting  
**8000** Patients at Home  
For 24\*365

離島・過疎地での地域総合診療

General Practice in  
Remote Islands/Depopulated Areas

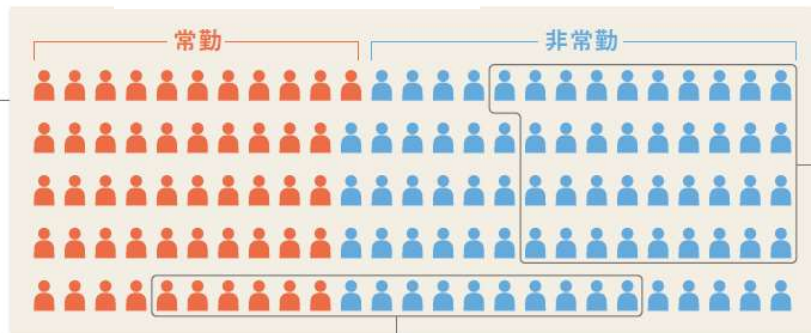
大都市部の在宅医療

Home Medical Care  
in Metropolitan Areas



Doctors **125人**  
Regular 65  
Part-time 60

Night Duty Doctor **37人**



General Practitioner

**78人**  
常勤47人  
非常勤31人

- 家庭医療専門医 ..... 5人
- 家庭医療指導医 ..... 5人
- プライマリ・ケア認定医 ..... 6人
- プライマリ・ケア指導医 ..... 5人

## Partners

Hospitals

**108** 医療機関

緊急入院の受け入れ:年間**2,595**件  
在宅患者の新規紹介:年間**729**件

Nursing Stations

**836** 医療機関

訪問看護の依頼割合:**80%**  
在宅患者の新規紹介:年間**181**件

※各書類の発行枚数  
訪問看護指示書:26,437枚  
特別訪問看護指示書:2,327枚  
精神科訪問看護指示書:128枚  
訪問リハビリ指示書:261枚

Care Management Offices

**1,362** 事業所

居宅介護支援の依頼割合:約**90%**  
在宅患者の新規紹介:年間**778**件  
居宅療養管理指導の算定回数:年間合計**101,347**回

Elderly Facilities and Residencies

**176** 事業所

施設患者の新規紹介:年間**1,284**件  
施設患者の看取り患者数:年間**645**人  
施設看取り率:**72.9%**

Pharmacies

**685** 事業所

訪問服薬指導の依頼割合:約**65%**  
年間総処方箋枚数:**134,977**枚  
訪問服薬指導の指示回数(処方箋内記載):**69,370**回

Other GP Clinics

**16** 医療機関

診診連携による24時間対応

悠翔会では、2011年より地域の在宅医の先生方に対する休日・夜間の時間外対応のバックアップを行っています。在宅医療機関の多くは、常勤医師が1人の診療所。365日×24時間、休まずに対応し続けるのは物理的に困難です。そしてこの24時間対応が、在宅医療の最大の参入障壁にもなっています。私たちは、時間外対応のサポートを通じて、在宅医療に参加してくれる医師を増やし、地域全体の在宅医療力をアップしたいと考えています。

診診連携によるバックアップの実績

2013年 5クリニック 596人  
2022年 **16**クリニック **2,048**人

東京消防庁・後期高齢者の  
年間搬送件数の  
12.1%に相当

### Emergency Visits

**34,797** 件

[前年比+6,837人]

① 緊急往診

**10,899** 件

[前年比+1,226人]

② 電話再診

**23,898** 件

[前年比+5,611人]

緊急往診までの所要時間

**41.1** 分

[前年53.6分]

救急要請から  
診察までの所要時間  
**40.6** 分  
(2020年・全国平均)

Total Visits  
**141,553** 件

[前年比+9,606件]

### Regular Visits

**106,756** 件

[前年比+2,769人]

2021年

総患者数 **6,629** 人

管理患者数 **4,934** 人 (居宅2,120人・施設2,814人)

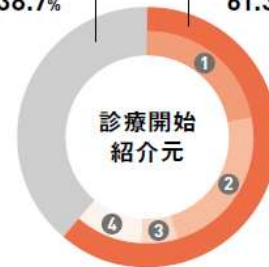
2022年

総患者数 **7,369** 人

管理患者数 **5,227** 人 (居宅2,458人・施設2,769人)

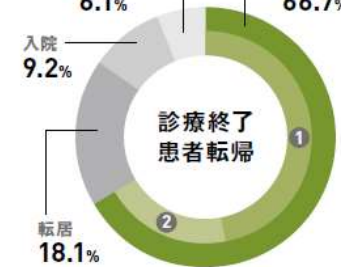
### Patients Initiated on Home Medical Care **3,316** 人

施設 38.7% 居宅 61.3%



### Patients Completed Home Medical Care **3,023** 人

入院 9.2% 転居 18.1% その他 6.1% 死亡 66.7%







## Regular Visit

1-4 times/Month

According to the Medical Dependency

Comprehensive, Continuous and Systematic Medical Management at Home





## Management of Medical Devices

Home Oxygen Therapy, Ventilator,  
Tubal Feeding, TPN, Catheters...





**34797**

Total Emergency  
Response/year

Equivalent to **12.1%**  
of the total number of  
**CALL 911** by people aged 75 and older  
to the **Tokyo Fire Department**

**10899**

Total Emergency  
Visit/year

Equivalent to **37%**  
of the total number of  
**Ambulances** received by  
**6 Tokyo Metropolitan Hospitals**

## Emergency Response

Can be contacted 24 hours  
Telemedicine and Emergent Visit





**COVID-19 Home Care  
Supported over 4,000 Patients  
in Tokyo**





## Medical Exam & Treatment at Home

Compact Devices are Available at Homes and Helps Physicians Practice.



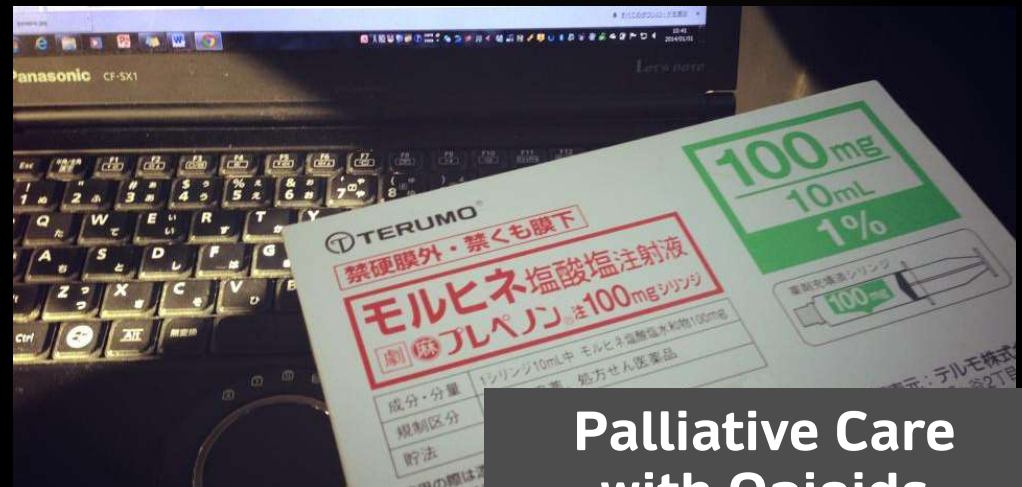




Treatment of Infectious Disease



Blood Transfusion



Palliative Care with Opioids



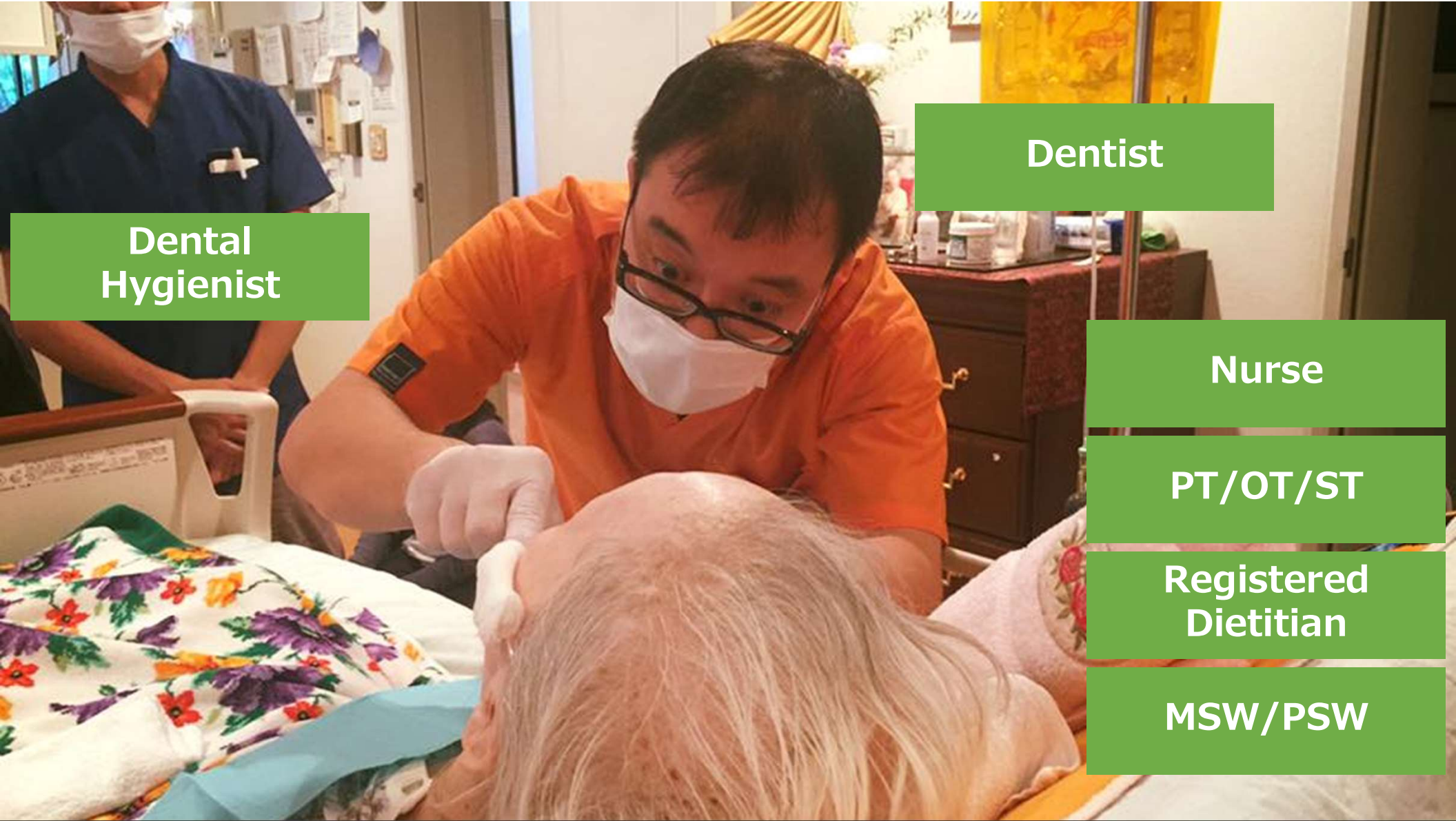


## Avoiding Hospitalization

Total Number of Inpatient  
days/person/year  
**41.2 days ▶ 11.5 days**

Reduction in hospitalization  
by **240,000 days in total**  
Hospitalization  
**Costs worth 70M \$**





Dentist

Dental Hygienist

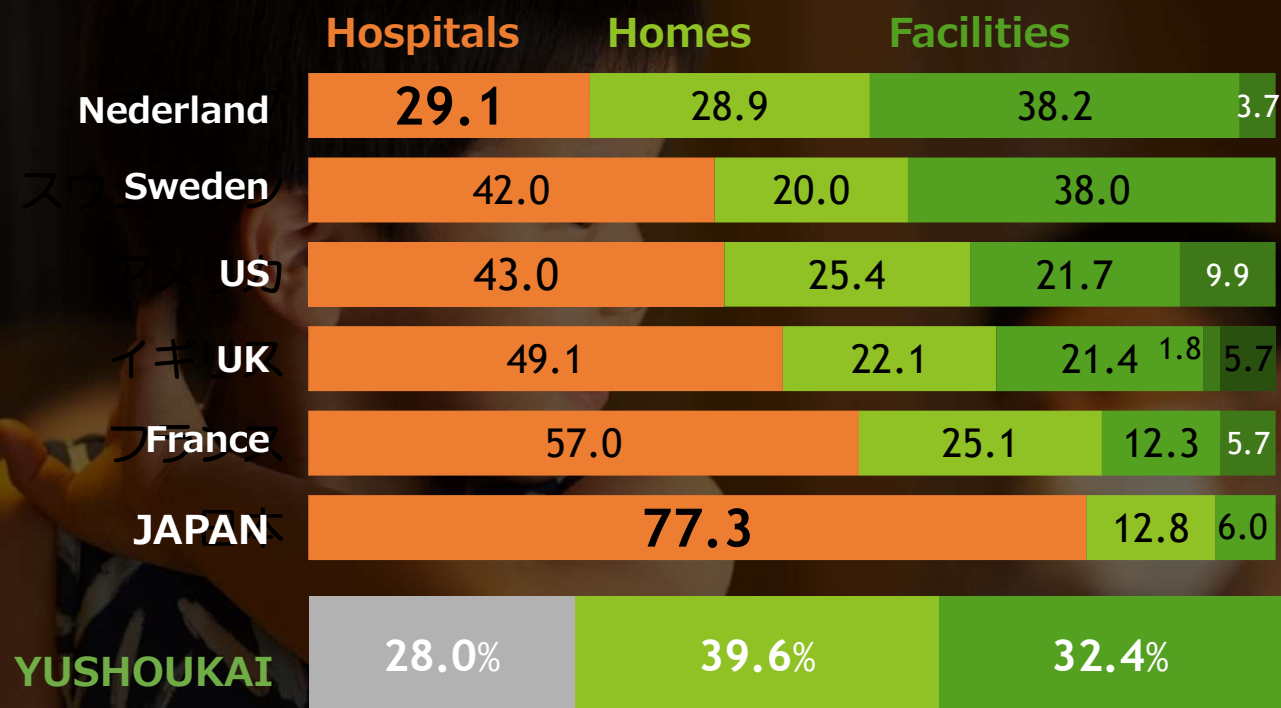
Nurse

PT/OT/ST

Registered Dietitian

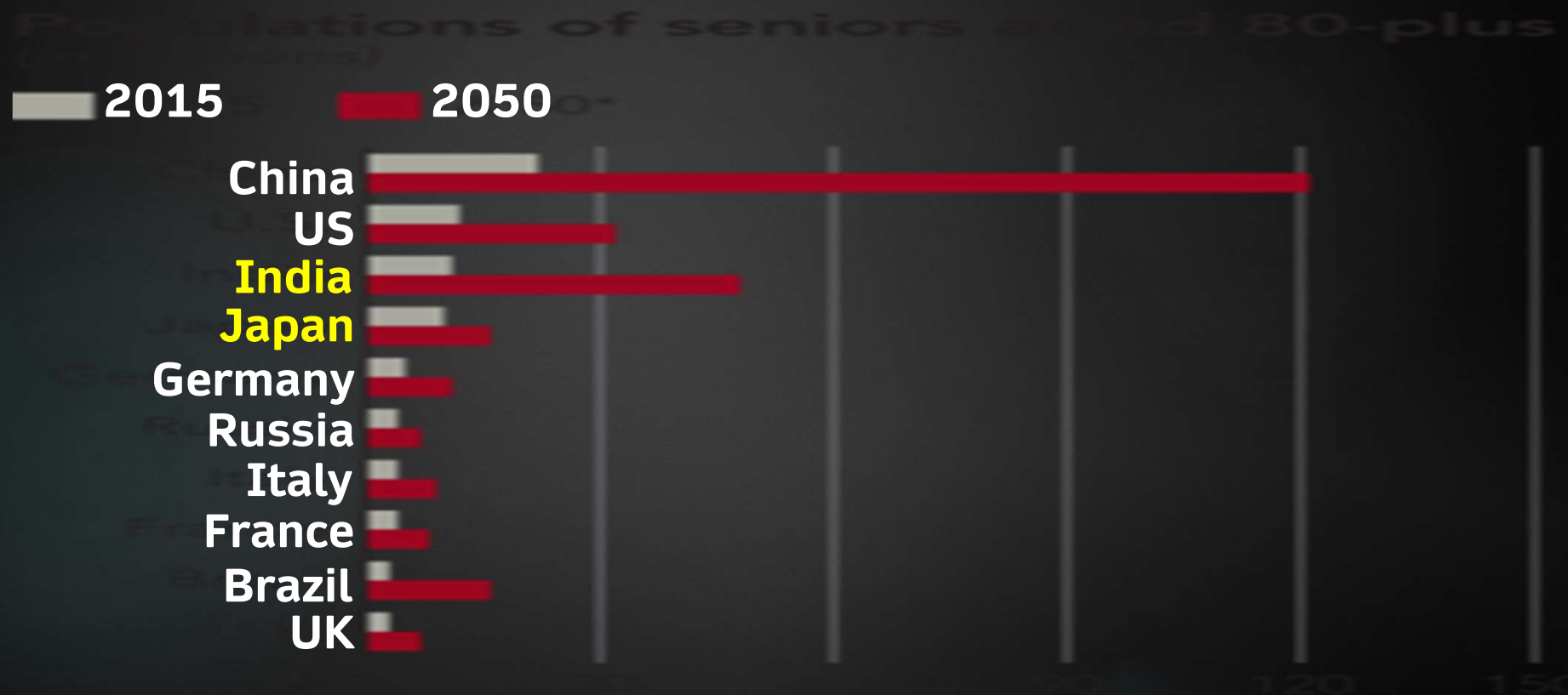
MSW/PSW

# 70% of patients End their Lives at Home with their Families



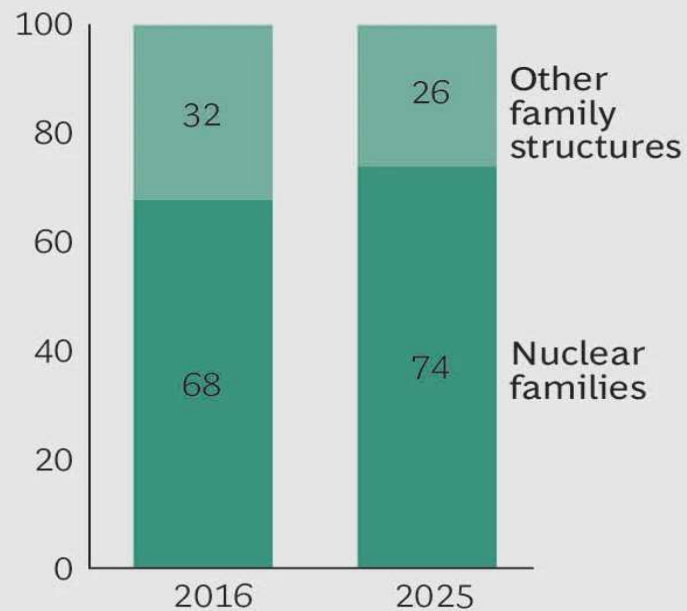


# Population of Elderly Aged 80+

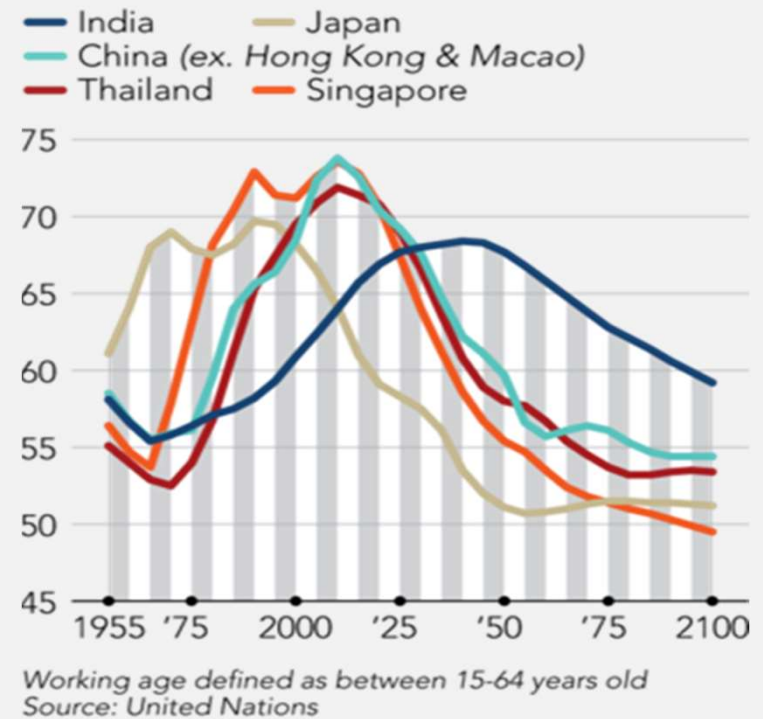


# Increasing Care Needs and Increasing Working Population in India

RISE OF NUCLEAR HOUSEHOLDS (%)<sup>2</sup>

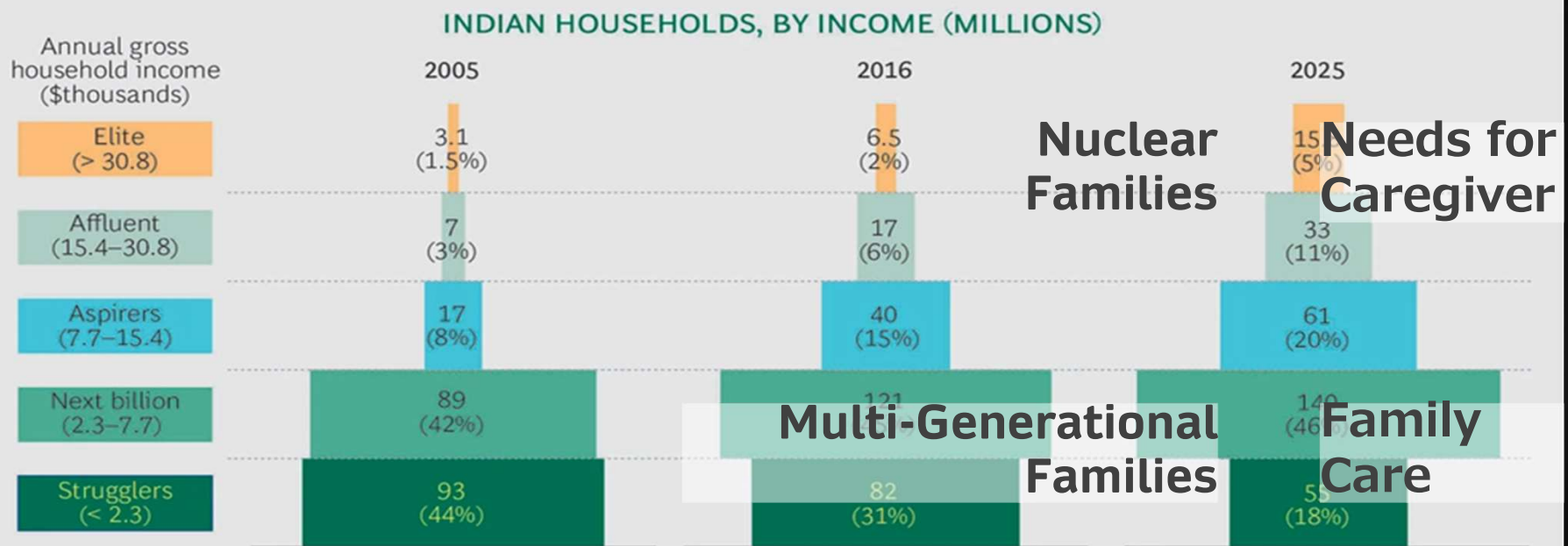


Working age (in percent of total population)



# Elite Families needs and can pay for Care

**EXHIBIT 1 | In India, Income Distribution Is Evolving as Affluence Rises**



Sources: BCG CCI proprietary income database; BCG analysis.

Note: Income distribution is calculated in constant 2015 dollars; \$1 = 65 rupees. Because of rounding, not all percentages add up to 100.





**Training**



**Follow up**

**Caregivers**

**Nurses**

**Matching**

Race  
Language  
Religion  
Gender  
Region of residence

**Clients**

# Largest Home Healthcare Service Provider In *Mumbai & Delhi*

Your health & wellness, our priority: Experience personal care & support with Care24.

Request a call back

Google Justdial lybra+



 4<sub>hr</sub> Fast Allocation

 09<sub>yrs</sub> Of Industry Experience

 2000+ Experienced & Verified nurses and caregivers.



## Our Services



### Elderly Companion Care

Care24's has qualified clinical staff specialized in providing round-the-clock elder care services



### Nursing Services

Our nurses are experienced in providing a complete range of nursing care specializations



### Doctor Visit At Home

Subscribe for regular doctor home visits for your elderly & loved ones



### Patient Care

Our attendants are certified caregivers well versed in various patient/elder care specializations



### Physiotherapy at Home

Our physiotherapist are experienced in providing a complete range of physiotherapy services



### Medical Equipment At Home

Buy or Rent all medical equipment at an affordable price.

Only for **Delhi-NCR** location



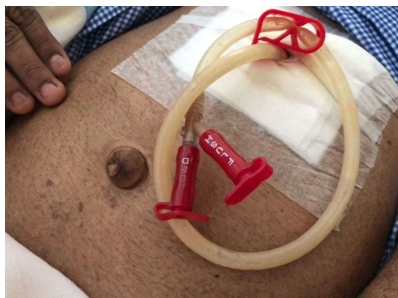
# 医療依存度の高いインドの在宅ケア

2019年5月、CARE24の訪問介護・訪問看護に同行した。そこには、多くの医療依存度の高い在宅高齢者が看護師の支援の下、療養生活を送っていた。気管切開、経管栄養など、日本であれば、在宅医療（訪問診療）の重度者加算の対象となるような患者も多かった。

看護師たちは医師の現場での十分な支援なく、在宅酸素療法、吸引療法、カテーテル管理、心電図測定、点滴などの医療処置を行っている。必要な場合には、病院を受診することになるが、通院が困難であり、通院頻度は不定期となっている。十分な健康管理が行うことに負担が大きい。



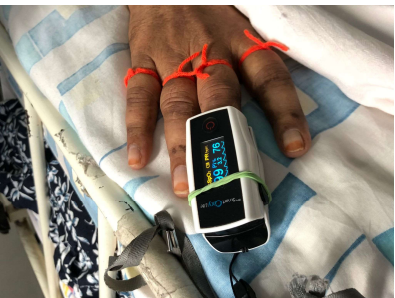
痰吸引器



経管栄養法（胃瘻チューブ）



在宅酸素療法（酸素濃縮器）



動脈血酸素飽和度測定



気管切開カニューレと人工鼻



服薬管理



訪問看護ステーションに準備された点滴やカテーテルの処置セット

## Improving the quality of home healthcare through "team medicine" in which medical care, nursing care, and nursing cooperate with each other

### Disseminate Japanese-style services

Yushoukai Medical Corporation was in charge of training Indian doctors and supporting trial medical care.

Japanese-style home medical care is characterized by holistic care that provides total support for the patient's life by offering so-called "team medical care" in cooperation with nursing care and nursing, in addition to medical care.

The plan was to invite local doctors and nurses to Japan and have them observe Japanese-style home medical care on site, but due to the Corona disaster, they used a video of the home-visit treatment with English subtitles as teaching materials.



Scenes of training by Japanese doctors

### To the DX of Home Healthcare

Human Life Management Inc. is planning to introduce a digital stethoscope, tablet-compatible electronic medical records, and a nursing planning support system to home health care in India. Their goal is to support caregivers and nurses who visit patients' homes directly.

This business model, in which physicians who are in charge of telemedicine and on-site staff work together, provides peace of mind to both elderly patients and physicians, who may have difficulty dealing with telemedicine. This will also reduce the burden of hospital visits and hospitalization costs.



Promoting Digitalization of Home Healthcare

### To establish IT-based systems

Elderly people have chronic diseases that cannot be cured completely, and hospital visits and hospitalization are a heavy burden on both the patients themselves and their families.

Home medical care is expected to be enhanced to enable stable recuperation at home, reduce the number of hospitalization days, and ease the burden on the younger generation of workers. In preparation for the future aging of India's population, they are contributing to the realization of efficient home medical care by providing Japanese-style team medicine and multidisciplinary cooperation, and by building a system that utilizes IT.



IT operations staff for Team Health Care

### Interview



#### Vipin Patek

CEO and Founder,  
Care24

Care24 is leading home healthcare in India serving 700+ patients/day helping patients recover at comfort of their home. HLM played important role in enhancing the Care24's Home healthcare. The Japan team is implementing :

1. Training of Doctors,
2. Critical Patient's Monitoring at Home under supervision,
3. Doctor visit at Home,
4. Care24 to tie-up with largest Insurance providers to offer Homecare covered under insurance for the first time in India,
5. Opening doors in multiple countries including Thailand, Vietnam, and Indonesia to form strategic relation to expand Care24.

We are certain of increased value in future by increase in bilateral relation between partners.



# Providing Comfort to Homebound Patients through Japanese-Style Home Healthcare

Human Resources Development Products & Services



▲ Indian Home Healthcare Staff

## Providing home healthcare tailored to needs with local people

In India, with a population of over 1.3 billion, the number of single-person households of elderly people has been on the rise in recent years due to the aging of the population and the increase in nuclear families in metropolitan areas. Furthermore, due to the Corona disaster, many people are avoiding hospitals, and interest in telemedicine and home healthcare is growing.

Human Life Management Inc. (HLM), which provides operational support for home healthcare clinics in Japan, launched a collaborative business in June 2021 with Care24, which provides home visitation services and a matching platform for patients and caregivers for home healthcare and home care in India. They have been developing the provision of Japanese-style home healthcare services in collaboration with visiting nurses in metropolitan areas such as Delhi and Mumbai.

Furthermore, in addition to the current Care24 service, HLM is also promoting technology transfer of methodologies for efficient medical management of home patients, utilizing telemedicine provided by the YUSHOUKAI MEDICAL CORPORATION, which is supported by HLM.

Through the spread of home medical services in India and the provision of integrated medical, nursing, and care services, HLM is contributing to improving the quality of medical and nursing care in India.

Project Implementer: Human Life Management Inc. / YUSHOUKAI MEDICAL CORPORATION | Support: METI

### Cloud-based electronic medical record "homis"



© Human Life Management

An electronic medical record developed by HLM that specializes in home medical care for patient diagnosis and treatment 24 hours a day, 365 days a year. It has excellent efficiency, operability, and functionality, and you can safely enter medical charts, view medical information, and create

documents at any time, as long as you have an environment where you can connect to the Internet. This project aims to provide unique services in combination with Care24's existing system.

### Interview



#### Yoriko Matsumoto

Senior Associate,  
Program Management  
Office of HLM

We are very honor to work together with Care24 in India to develop a new market of home medical care business for their future aging society upon our expertise and experience in Japanese aged society for over last 15yrs.

Home health care system and operation in Japan has been grown based on the government insurance system matured, on the other hand there has been also new movement of home health care business in the private sector among Asian countries. Mixed up with our front line knowledge from experience in this sector and their insight of the ideal future based on the trial spirit, we believe to create a innovative and valuable service for the people in coming adding/aged society all over the world.



