



With Cost of Healthcare Escalating in the United States and Western Europe Leading Many People to Seek Medical and Dental Care Abroad, Medical Tourism Company Global Health Voyager, Inc. is in The Right Business at The Right Time

**Services
Healthcare - Tourism
(GLHV-OTCBB)**

Global Health Voyager, Inc.

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**Ali Moussavi
President and CEO**

BIO:

Ali Moussavi is the President and CEO of Global Health Voyager. He principally is responsible for identifying and structuring international opportunities and partnerships.

Prior to joining the Company, Mr. Moussavi, had a career in Investment Banking, focusing on capital raising, mergers and acquisitions, and International Business Development.

Mr. Moussavi has substantial experience and knowledge in global expansion and over the past five years, has acted as corporate advisor to several U.S. companies, restructuring financial and business reorganization plans and assisting in the global expansion of clients' consumer and/or investment bases.

Mr. Moussavi's experience in creating online media destinations and connections with medical facilitators is pivotal in the Company's venture in the medical tourism industry.

Mr. Moussavi holds a BA from New York University.

Company Profile:

As a U.S. based full-service medical

tourism company, Global Health Voyager (GHV) extends its vast worldwide network of highly accredited facilities to patients in need of healthcare and surgical procedures.

GHV is your One-stop Medical Tourism shop, providing you the ability to choose and access information about a wide array of destinations, hospitals, procedures, and services all from one convenient location. Through our established relationships with international providers, GHV has already done the groundwork to make sure your chosen hospital and doctor is accredited and safe to work with.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com**

CEOCFO: Mr. Moussavi, what attracted you to Global Health Voyager?

Mr. Moussavi: It is really all about what attracted me to the field. I started reading about medical tourism about two years ago, when I read a book called *The Patients Beyond Borders* by Josef Woodman. I decided that it was a very mom and pop operated business and it would be one of the greatest business ventures left on earth. Therefore, I decided to establish a medical tourism facilitator business, where we will link consumers to medical travel opportunities—positioning our organization as an international enterprise.

CEOCFO: Would you explain what medical tourism is all about?

Mr. Moussavi: Medical tourism has probably existed for centuries. It is basically when you leave your home-

town to get medical care either abroad or in another state; it can be inbound, outbound and interstate. The reasons people do this are numerous – but it is mostly for economic reasons and/or access to better care. There are many medical facilities in Western Europe and North America, but with advances in medical technologies and the cost of healthcare going through the roof in the United States, more and more people for economic reasons are willing to go abroad for their medical or dental needs. In addition, a lot of insurers generally companies with 5,000 employees, have realized that offering the medical travel option to their employees might be very beneficial, because they just cannot bear the cost this day and age.

CEOCFO: Global Health Voyager is a one-stop medical tourism resource; would you give us some details on what you do?

Mr. Moussavi: When somebody calls Global Health Voyager, an MD will answer the telephone and they will go over what the medical needs or what the questions of that person is. Then, according to what that person or patient tells the doctor, certain recommendations are made, an email is sent to them with those suggestions and a case manager is assigned to them. The case manager will take the patient through the process, organizing and logistically planning it with their American doctor to correspond with a foreign doctor or the surgeon that is going to be taking care of the patient. This is after the patient chooses one venue for their procedure. After that, it is either up to the patient or if the patient asks us we

would be glad to provide them with the travel part of the treatment. That will include anything from airport transfers to translator, to plane tickets to hotels. On the other hand it could be a full service white glove concierge service or you could just choose to do it themselves. It is pretty divided how people go about that part of it and set a date for surgery or procedures. It is important to make sure the client's medical records are in an electronic format so they can be transferred and everything organizing and coordinating this whole thing. After that, seeing the client go and somebody will pick him up that we have arranged. Hopefully, they have a nice stay at the hospital or clinic of their choice and when they come back we organize the aftercare, and that's it.

CEOFO: How do you ensure quality of service all the way through, from the people that are picking them up, to the hospital facilities and the aftercare?

Mr. Moussavi: A lot of experience goes into this. Global Health Voyager as a company has not been doing this for long, but we did acquire Planet Hospital that has been doing this since 2002 and arguably, they are the oldest running medical tourism facilitators in the United States. They have sent over 3,000 patients abroad, so they are very experienced. They know the potholes, they know the providers not to go with and they know the providers to go with. This issue may be a barrier to entry. As far as the actual medical care goes, we try to use hospitals that are what is called JCI accredited, which is Joint Commission International. This is an international body that accredits hospitals and clinics. There is slightly over 300 of them that have their stamp of approval at this point. There are more hospitals and clinics in the application process right now, but really the number of institutions that one is willing to send a US patient to is not that large. Therefore, we go by their accreditation and that is how we

choose. Obviously, like anything else, things could go wrong, but we try to cover all the bases for it not to happen.

CEOFO: Global Health recently announced a relationship with Apollo Hospitals in India; would tell us about that?

Mr. Moussavi: Apollo Hospitals is one of the two largest chains of hospitals in India and the way the medical tourism business operates is we get relationships with hospitals and hospital groups. Each country is known for being good at certain procedures and each hospital within the country has its specialties and what they are

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known for. Apollo has a particularly good reputation as far as cardiovascular care goes and it is a real value proposition compared to what you would get in the United States. They have a number of JCI accredited hospitals within their chain and we plan to use those only for our patient care. It is a popular destination for cardiovascular care. Just to give you an example of the cost savings, a quadruple bypass surgery that would cost between \$150,000 to \$170,000 in the United States, will cost you between \$25,000 and \$35,000 in India. Those are the kind of savings that we are talking about and we are really comparing apples to apples when you are talking about brand names like Apollo

Hospital. In India, not all the hospitals, but certain hospitals that have their accreditation and it is just the value proposition that employers and individuals are taking advantage of.

CEOFO: Is there a particular demographic that you reach or is it across the board?

Mr. Moussavi: The demographic of the individual patient that approaches this medical tourism facility or any other medical tourism company, generally has been the under-insured or the uninsured, unless it has been for elective surgery. The tourism part comes into play if it is for elective surgery, plastic surgery, or some dental work, because you can go to some exotic local and make a vacation out of it also. The actual medical procedures part is the domain of the underinsured and uninsured. We are also working with a few groups trying to set up some financing facilities for people that cannot afford even the discounted procedure abroad. That is one side of our patient base. The other side of the patient base would be the B2B side. That would be when we sign up employers that have between 1,000 to 5,000 employees, so they can offer it as an option to their employees. They can incentivize them to go, because you need to incentivize them or they will just go get their care next door. In some cases some employers are actually are cutting them a check out of the savings they are making.

CEOFO: Is it difficult to get doctors to do the follow-up when someone else has done the procedure many miles away?

Mr. Moussavi: These people have their own physicians, and the GPs (General Practitioners) do that. There are other companies that provide a service of follow-up care, but it is not difficult to find people to be able to do the follow-up care. It is our job to make sure they are corresponding with the doctor or surgeon that did the job, the patients work, abroad. We

want to keep that line open just because one needs to. American doctors are generally very willing and able to do the follow-up.

CEO CFO: Are there concerns about the upcoming healthcare revisions that has been passed in the United States?

Mr. Moussavi: Sure, it could work for or against you. It depends on how you want to look at it. You could look at it as 30 to 40 million more are going to be insured, so there is not going to be a huge market. However, more people may want to go abroad to get care, because hopefully you have not been to an emergency room lately to know that no hospital in the United States is ready for that sort of extra patient flow. This is because 30 to 40 million people is a lot of people and unless you build new infrastructure we are going to be jammed. Therefore, people are going to need to go abroad. For example, like people in Canada already do, although they have the private, public, sector where you can get your healthcare for free. However, you have to Q up for three months like people in the UK do. They have it for free, but they choose to travel.

CEO CFO: How do people know about Global Health Voyager?

Mr. Moussavi: Planet Hospital, the company we have acquired is a very well known name in this field. All they need to do is a quick search and they come up with interviews with our founder Rudy Rupak. He has been all over the Wall Street Journal, CNN; there are news clips all over.

CEO CFO: What is the financial picture like for Global Health Voyager today?

Mr. Moussavi: For Global Health Voyager being in the public arena, it is not very hard to attract investments. People see opportunity, people understand it; it is not difficult to understand. We just give the same service as one would get here, or potentially deliver higher quality for a lower price. We do not want to just send Americans abroad, because this is a truly global business, with people from all over the world using medical tourism. In Asia in particular, where there are 2.5 billion upwardly mobile people, so we like to franchise our brand to whomever is willing to learn our systems and abide by our rules and have Global Health Voyager present all over Asia and get local patient basis. We can really ensure the global nature of this company and our vision that we had for it and actually that will brighten up our financials by a lot because we are not just depending on

one market and the politics of what is going to happen with Obamacare or such. Therefore, we are hedging our bets by going truly global.

CEO CFO: In closing, why should potential investor pay attention to Global Health Voyager, and is there anything people who are looking at the company as an investment might miss that they really should understand?

Mr. Moussavi: Yes, a lot of people do not know about medical tourism. The name is somewhat misleading, the tourism part, but for lack of a better word, we will just use the medical tourism thing. What people might miss is what they do not know. The best thing we can do is educate people every chance we get. When people start getting to know about this, they realize it is not something that is going to go away. It is getting bigger and bigger and it is truly a value proposition for consumers. The market is growing at a clip of 10% to 12% a year at least. That sort of growth is not available anywhere, and people find it attractive to invest in a venue that leverages expansion. So far we happen to be the only company out there.



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