



International Hospital Federation

**The voice of the International
Healthcare Community**

INTERNATIONAL HOSPITAL FEDERATION

The IHF is an international organization representing national hospitals and health care organizations from all over the world

- Fulfilling our vision to be a world leader in facilitating the exchange of strategic knowledge and experience in the hospitals and health care delivering sector
- The voice of the hospitals and healthcare delivery industry and their decision makers in the World Health Organization and major international health organizations
- Sharing universal values for improved performance of health care services and better access to care for the population
- Providing its members with many opportunities for networking: Annual Congress, Journal, Website, etc.



IHF Investor-Owned Hospital SIG

The IHF to be an ARENA for exchange and discussion

- **Highlighting Opportunities**
- **Identifying Needs** for both investors and healthcare organisations
- Sharing **experiences** and promoting best practices
- Endorsing **strategic methods** to **improve funding, finance** mechanisms and service delivery
- Describing **specificities** of operating in the market environment



Demand for private health services

- Growing demand
- Complex market
- Rough balance between the need to ensure business sustainability with a social perspective (financial challenged population)



The private health sector in emerging markets is the only operational sector nowadays with a substantive number of ongoing projects: proving evidence for this successful sector

HOWEVER:

- Lack of health literacy both in investors and patients
- Lack of information is dragging capital and isolating private healthcare facilities in emergent countries
- Private healthcare organizations in LMIC, particularly small and medium-sized enterprises (SMEs), remain under-financed
- Public authority & government still monitor, administer and regulate services so they must fully understand the needs for capitalization in health services

Tackling an increasing demand for private health services

Ongoing developments, by the Investor-owned Organisations
Special Interest Group of the IHF



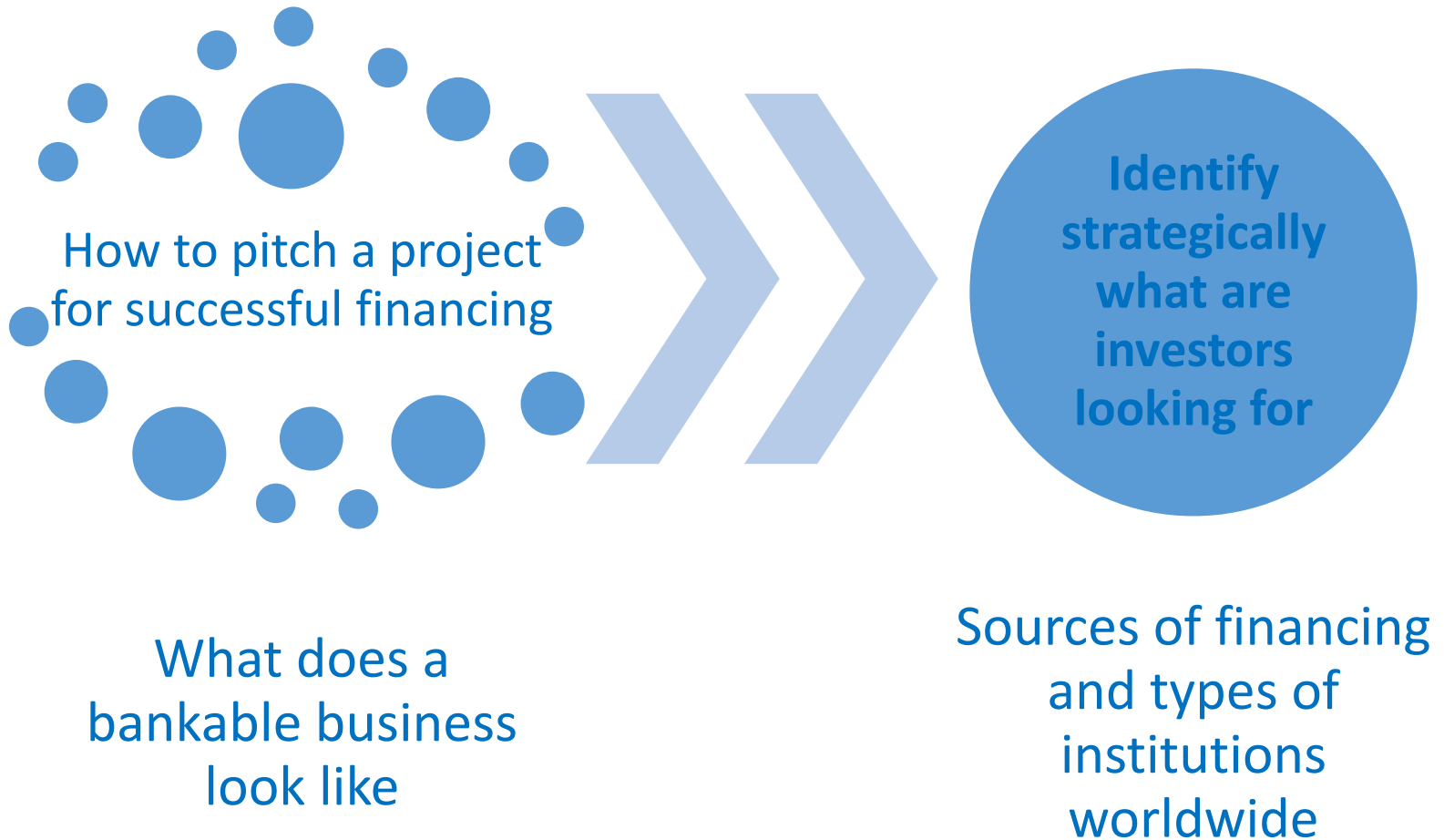
1. Connecting stakeholders

- Governmental instances and public authorities
- International Financial Institutions
- Investors
- Entrepreneurs/Private Healthcare

Exploring the role of

- The public sector
- Role of Financial institutions
- Role of Investors and how entrepreneurs perceive them
- Finally, how are entrepreneurs playing in? next slide....

2. Explore relationships between Investors and Healthcare Organisations



Benefits of the participation of private K

What is the role THE PUBLIC SECTOR

- Faster and smoother execution lines
- Intensive K projects
- Efficient Management
- Lower operating costs
- Access to innovative technology
- ...

Government

- Predictable stream of revenues
- Limited competition
- Volume of activity guarantee from public sector
- Possibility of LT contract of exploitation
- ...

Investors

- Improved and larger base of health services
- Reduced waiting times
- Freedom of choice of service provision
- Potentially better clinical outcomes
- ...

Patients

What are HEALTHCARE ENTREPRENEURS looking for

- Healthcare entrepreneurs managing health systems and looking for financing in emergent countries
- Seeking capital for expansion (brownfield) or new projects (greenfield).
- Consolidation of services or building scale.
- Being approached by investors (including Private Equity firms) for majority/minority acquisitions, mergers and developments of start-ups.
- Mixed scale and scope of capital need: small to large operators in different parts of healthcare ecosystem.

What are Private Equity and Financiers looking for?



- Bankable business plan with well-defined strategy
- “Healthy” financials and solid management/governance status
- Possibility to expand business and scale up
- Want to invest in Management and Business Opportunity

3.CATALOGUE

KEY LEARNINGS

Entrepreneurs (many are medical specialists) NEED financial education/information

INVESTORS need a health culture

WHAT IS THE IOH seeking
A CATALOGUE OF Operators
Financing institutions,
investors, healthcare
organisations, services
providers, insurers
...AND ACTIVITIES





....passing the floor to the INVESTOR

BENGUELA

...

www.ihf-fih.org

THANK YOU

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