



Healthshare
Health Solutions

An Overview





About Healthshare

**We are a company that understands
the business of healthcare**

We add value to healthcare by providing a wide range of service offerings, tailor-made to suit all our clients

About Healthshare

A brief history

Established 2004



Ernest Oppenheimer Hospital
700-beds



Sir Albert Medical Centre
176-beds



Evander Hospital
200-beds

Over 15 years, Healthshare has managed 10 hospitals
with a cumulative 2 300 hospital beds



Ernest Oppenheimer
Hospital
700-beds



Sir Albert Medical
Centre
176-bed



Evander Hospital
200-bed



El Khadra Hospital
Tripoli
450-bed



Hillcrest Private
Hospital
200-bed



St Helena
Hospital
176-beds



Leslie Williams
Hospital
210-bed



St. Mary's Private
Hospital
200-bed



Ondangwa Private
Hospital, Namibia
36-bed



LUTH Cancer and
Radiotherapy Centre,
Lagos, Nigeria -
Outpatient



Healthshare's Services

**Guiding and supporting healthcare providers
at each point of a healthcare facility's lifecycle**

Healthshare's Services

Healthshare's services cover every aspect of healthcare facility development and management and beyond.



Hospital Ops management

End-to-end solutions for managing the administrative, clinical, and operational management of public and private hospitals, and other healthcare facilities.



Managed Care referrals

Healthshare provides case management, billing auditing, and clinical product development services to our clients, ensuring a transparent and cost-effective patient referral process.



Consulting & advisory

Healthshare offers a complete and integrated approach to clinical design, building, equipping, and management of healthcare facilities and services



Healthshare consulting & advisory services

Turnkey development of new healthcare facilities



Turnkey development of new healthcare facilities



Full turnkey offering for new facilities

Planning

1 Strategic plan phase



Focus on the creation of

Vision / mission creation
Internal / external assessment
Strategies / initiatives
Site identification
Feasibility assessment
Master facility plan – initial process
Capital structure analysis
Business plan

Deliverable to client

Strategic plan
Feasibility & service configuration
Concept design
Operational narrative
Business plan

2 Project launch phase



Focus on the creation of

Project delivery team formation
Master facility plan process completion
Operational & space programming
Clinical design brief
Master project & budget schedule establishment

Deliverable to client

Clinical brief & health technology plan
Detailed design
Project implementation plan
Financial close

Planning implementation, management & commissioning

2 of 3

3 Design phase



Focus on the creation of

Facility design
Schematic design
Design construction documents
Equipment and technology planning
Master project budget & schedule updates
Regulatory agency review/approval
Bid / contract awards

Deliverable to client

Guaranteed maximum price
construction
Complete listing of medical &
technology
Equipment tender document

4 Construction phase



Focus on the creation of

Mobilisation & start-up
Project construction
Coordination with ongoing
operations, equipment delivery &
installation
Certification of occupancy

Deliverable to client

Completed facility certificate of
occupancy

Planning implementation, management & commissioning

3 of 3

5 Occupancy commissioning phase



Focus on the creation of

- More planning
- Building commissioning
- Staff training
- Staff & patient occupancy
- Post-occupancy management

Deliverable to client

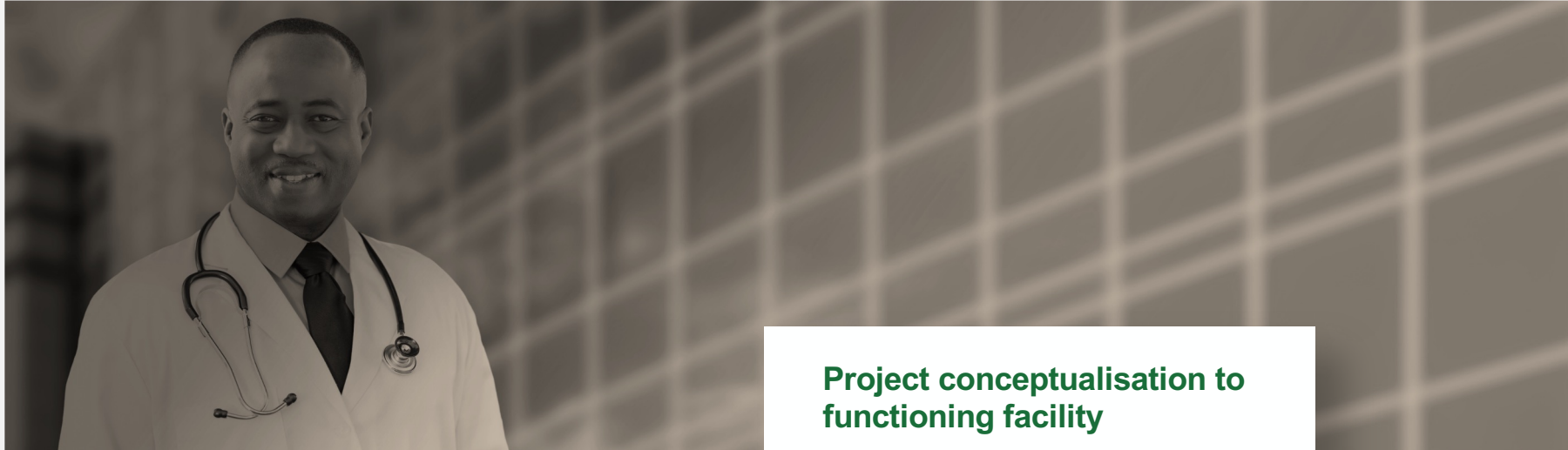
Functioning facility according to specifications

Hospital management

6 Hands-on operational management



- Day-to-day involvement
- On-the-job training
- Skills transfer
- Process optimisation
- Monitoring & reporting
- International accreditation
- Ongoing support
- Audits, reports
- Assistance with new projects



Project conceptualisation to functioning facility

Consulting & Advisory Services

Planning & development of new healthcare facilities and upgrading of existing facilities

- Planning Based on Cultural needs, Services requirements, Legal and statutory framework
- Clinical Input into Design and Layout, allowing for future expansion and technological advancements
- Design to optimise Patient, Staff, Public and Goods flow throughout the facility
- Staff Planning to meet Service Level Requirements
- Health Technology Planning; optimisation of advanced technology within budgetary framework
- Complete integrated ICT planning to link clinical and business needs
- Budget, Financial Feasibility and Information Memorandum
- Integrated Commissioning – HTP and Business commissioning



Healthshare operational management

Management of Healthcare Facilities





Operational Management Services

Management of healthcare facilities

Healthshare manages all aspects and systems optimally as an efficient integrated unit, whether

- Private hospitals (management)
- Public hospitals (skills transference)
- Not-for-profit healthcare facilities
- Specialist healthcare facilities
- Mine hospitals, public private partnership, or government supported facilities
- Primary healthcare, or occupational health clinics of mines, private companies, e.g., motor industry, or casinos
- Private hospital pharmacies, or independent facilities
- Medicine stores



Healthshare's experience and project timeline

**We enable our customers to deliver quality
healthcare that represents global best practice**

Over 15 years, Healthshare has managed 10 hospitals with a cumulative 2 300 hospital beds



25

Years of cumulative
healthcare services
management experience



2 300

Hospital beds managed to
date



10

Hospitals managed over
15 years



14

Number of countries in
Healthshare has operated
in Africa & Middle East



14

Number of hospital
implementation processes
conducted



36

Market feasibility studies
and financial models
conducted



90%+

Success rate for
hospital license
applications



4

Number of hospitals
Healthshare has helped
turn around

Over 15 years, Healthshare has managed 10 hospitals with a cumulative 2 300 hospital beds



2

Hospital turnkey
developments



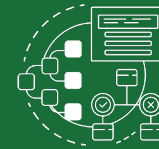
8

Transaction advisory and
funder related due
diligence processes



2

Current Hospital
Consulting /Pre- Fin Close
Projects / Pipeline



2

Projects in various stages
of development

Over 15 years, Healthshare Managed International Referrals of Ministries of Health, Medical Insurance Schemes and Large Employer Groups.

We reduced Costs and Insured good Clinical Outcomes



4

Ministries of Health served through Managed Care



4

Medical Insurers served through Managed Care



5

Large Employer Groups served through Managed Care



Managed Care

Management of International Referrals

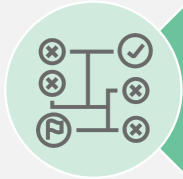


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The Managed Care Approach



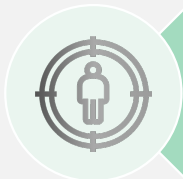
Clinical and Financial Risk Assessment



Managed Healthcare – facilitate appropriateness and Cost effectiveness

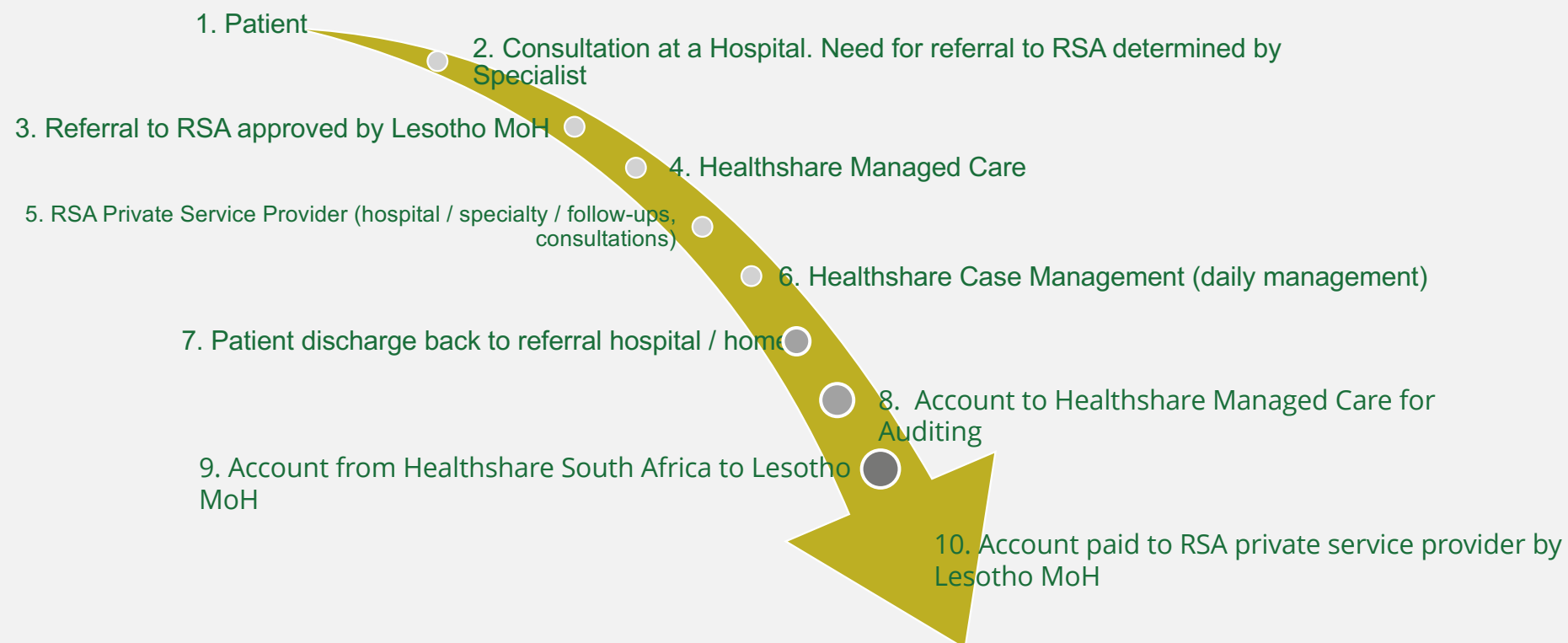


Relevance of Healthcare services within affordability constraints



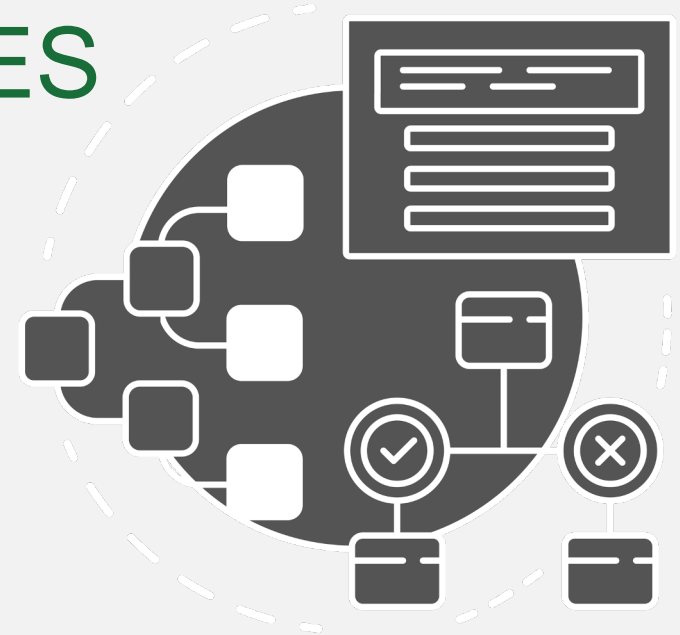
Deployment of Rules and Clinical Management Based Programmes

REFERRAL PROCESS



MANAGED CARE SERVICES

- Booking patient appointments
- Authorisations
- Auditing of accounts
- Account queries
- Logistics and accommodation management
- Provision of chronic medication
- Statistics and patient summaries for the Client
- Submission of audited accounts for payment with the Client
- Tariff negotiations with service providers in RSA
- Design and management of referral processes



Healthshare's project timeline

3 x Harmony Hospitals

- 700 Bed Ernest Oppenheimer Mine Hospital
- 176-bed Sir Albert Medical Centre
- 96-bed Evander Hospital.

Blyvooruitzicht Primary Healthcare Centres

- Occupational health Centre Management
- Medical Centre (Primary Healthcare) Management

Botswana 6 Hospitals

- GAP Analysis of 4 District Hospitals
- GAP Analysis of 2 referral Hospitals

Hillcrest Private Hospital

- 200-bed project in distress
- Commissioned and Managed
- 3x PMR Bronze and Diamond winner

2004-2007

2006

2007 - 2013

2008 - 2010

2008 - 2010

2008 - 2011

2010 - 2013

Debswana Hospitals

- Orapa Hospital (90-bed) and Jwaneng (90-bed) healthcare services management efficiency improvement programme

President Steyn Primary Healthcare Centres

- Hospital IT Implementation
- Management of all Healthcare services, including primary, secondary, tertiary (hospital) and occupational Health

El Khadra Hospital, Tripoli

- 450 bed Public Hospital
- Converted to Private Hospital

Mthatha Private Hospital

- Turnkey development – 52 beds

Healthshare's project timeline

Debswana Hospitals 2 <ul style="list-style-type: none"> Hospital Optimisation Implementation of 2 x 90-bed Hospitals 	Sibanye Hospitals <ul style="list-style-type: none"> 210-bed Leslie Williams Hospital 176-bed St Helena Hospital Managed Referrals 	MoH Botswana <ul style="list-style-type: none"> Managing International Referrals 	Rand Uranium (Gold1) <ul style="list-style-type: none"> Managing International Referrals 	MoH eSwatini <ul style="list-style-type: none"> Managing International Referrals
2011-2013	2011-2015	2012 - 2018	2012 - 2015	2014 - 2018
	Kiaat Private Hospital <ul style="list-style-type: none"> Turnkey development – 125 beds 		St. Mary's Private Hospital <ul style="list-style-type: none"> 200-bed Private Hospital Complete Financial Turnaround in 3 months 	

Healthshare's project timeline

<p>Santa Clara Hospital, Lagos, Nigeria</p> <ul style="list-style-type: none"> Planning of 150-bed State-of-the-art private hospital in Lagos, Nigeria 		<p>MedHealth Malawi</p> <ul style="list-style-type: none"> Managing International Referrals 	<p>Medical Aid Society of Malawi</p> <ul style="list-style-type: none"> Managing International Referrals 	<p>Unihealth Mozambique</p> <ul style="list-style-type: none"> Managing International Referrals
2016 - 2020	2016 – 2021+	2017 – 2023+	2018 - 2023+	2018 - 2022
	<p>Horizons Clinic Hospital, Gambia</p> <ul style="list-style-type: none"> Planning of 65-bed VIP Private Hospital, Banjul, the Gambia Construction starts 2nd half of 2019 		<p>MoH Mozambique</p> <ul style="list-style-type: none"> Managing International Referrals 	

Healthshare's project timeline

Zoutpansberg Private Hospital

- 32 bed Hospital, expansion project to 100 beds

Katlegong Mother and Child Hospital

- 65 Bed Hospital, currently in finance procurement stage

Nigeria Lagos University Teaching Hospital

- Appointed to commission and manage the new Radiotherapy and Chemotherapy Department

Middelburg District Hospital – 220 beds

- Health Technology Planning, Equipment Procurement & commissioning

2017 - 2022

2017 - 2026

2018 – 2025

2018 – 2025

2018 - 2028

2017 - 2021

2017 - 2023+

New Era Day Hospital

- 30-bed Day Clinic
- 176-bed Private Hospital

Mogalakwena Private Hospital

- 65 Bed Hospital, currently in finance procurement stage

Jwaneng Mine Hospital

- Project Management and Clinical lead – 100 bed expansion

MoH Zambia

- Managing International Referrals

Healthshare's project timeline

MRI Botswana

- Lender Technical Advisory Service for investment into a healthcare business
- Due Diligence with BDO Botswana for Associated Fund Administrators Botswana

Firestone Hospital, Liberia

- 300 Bed Hospital
- Optimisation Process underway
- Human Resource and Medical Equipment Audit and Interventions
- IT Implementation

African Medical Centre of Excellence in Abuja, Nigeria

- 170-bed Non-Communicable Disease Hospital
- Full Oncology, Cardiology and Haematology Services Suite
- Medical Equipment Specification
- Tender Process Management
- Installation Sign-off

Giyani Hospital

- 65-bed private hospital
- Market Study, Financial Model, Scoping Document
- Commissioning
- Management

2022

2022

2022 – 2023

2022 – 2023

2022 - 2025

2022 - 2025

2022+

Douala Hospital in Cameroon

- Partnership with HTI Capital
- Comprehensive Market Study and Analysis
 - Financial Modelling
- Healthcare Facility Recommendations

Obudu State Swiss-Biostadt Hospital in Nigeria

- Commissioning of Hospital
- Bringing the facility to Operational Readiness

Indorama Hospital, Port Harcourt, Nigeria

- Design Narrative, Hospital Design support and Pre-Operations Consultation
- Commissioning and Operational Management of Hospital

Healthshare's project timeline

Axa-Mansard

- Managing International Referrals

Riverview Park Hospital, Lusaka, Zambia

- 172-Bed Hospital
- Financial Modelling, Business Plan and Clinical Design & Concept Design Report and HR Strategy
- Tender Process Management for Hospital Operations Manager
- Procurement Policy

2021 – 2023+

2023+

2023+

2022 – 2023+

2022 – 2023



Andandorr Project, the Gambia

- NMSI Project
- 1 x 60-bed and 2 x 40-bed hospitals
- Hospital Operations Manager

Waterfall Oncology Hospital, Gauteng, South Africa

- Financial Modelling
- Business Model
- Defence of Financial Model in Due Diligence Process



What value can Healthshare add to your project?

**We never rest until we've determined a strategy
that gets our clients the results they want.**



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