Snapshot

Regional Opportunity - Overview

Follow the Money (all sources)

Financing deals

Key trends

Country highlights: Ethiopia
By 2016: $35 B healthcare market

1 billion inhabitants, in 2050 90% will be under 60

5.2% growth rate (projected, 2014)
FOLLOW THE MONEY

$10.3 B
health funding to the region in 2012

many others....
Snapshot: World Bank and African Development Bank healthcare sector (excludes Ebola crisis response funding)

- $3.5B+ active health portfolio
- $950M+ health pipeline

East Africa Spotlight

-$333M in capital intensive projects
FINANCING DEALS

Beyond donors: additional options to finance public / private customers

Export Credit Agencies (ECAs)
- $500M+ in ECA deals for public hospital / healthcare projects in SSA over past 3 years

Local financing
- Mechanisms, e.g. USAID DCA, Medical Credit Fund

Private equity
- Health in Africa Fund – Abraaj
- Investment Fund for Health in Africa
CRITICAL TRENDS: HIGHLIGHTS

1. Medical tourism market
   • Specialty care (NCDs rising)
   • Diaspora-led efforts (Ethiopia, Nigeria)

2. Asking cash up-front won’t cut it
   • Leasing / deferred payment essential
   • Managed service contracts

3. Beyond being a supplier
   • Training
   • Service
   • Value proposition vs. lower-cost manufacturers

MEDICAL TOURISM: NIGERIA CASE STUDY

• 47% Nigerians visits to India for health services
• 18-20K / yr
• Market: $250M-$1B (sources vary)
Critical Trends: Market Challenges Gradually Improving

**Challenges**

- Lack of sound data
- Sustainable financing: what happens after donor $ ends?
- Demand (base of pyramid): access, awareness and stigma
- Capacity gaps: human, infrastructure
- Political will varies

**Opportunities**

- Pilots
- More government ownership / $ capability (Lancet)
- Primary health build out, vouchers, leveraging ICT
- Donor investment in HRH ($130M MEPI program), telemedicine, etc.
- High in key countries (Eth., Rwanda), state / county levels (Nigeria, Kenya)
**Country Highlight**

- 90M citizens
- 10-12% growth
- Planning: Health Sector Transformation Plan 2020 & growth vision through 2035
- Focus: enhancing quality of primary care, specialized / tertiary services build-out
- Growing private sector, esp. in Addis

**Ethiopia, a Market Not to be Missed**