Synergy Newsletter

Issue 8

Synergizer – Healthcare



Synergy Consulting

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PREFACE

Dear Reader,

We are pleased to share this eighth edition of our Healthcare newsletter.

The objective of this newsletter ("Synergizer-Healthcare") is to provide you with recent updates and insights on projects and activities in the Healthcare sector. We have tried to cover upcoming projects that would be of interest across the Middle East, South and South-East Asia, Central Asia, South America and Africa.

We express our sincere gratitude to all our clients and well-wishers for the support and encouragement provided at all times. For some of the readers who may not know us well, Synergy Consulting Infrastructure and Financial Advisory Services Inc. is a financial advisory firm specializing in PPP project advisory, project finance support, M&A advisory, financial modeling, feasibility assessment, corporate debt, and equity raising, etc.

We are active across multiple infrastructure sectors, including Healthcare, Real Estate & Housing, Education, Transport, Power - Conventional & Renewables, Water & Wastewater, District Cooling, Oil & Gas, Petrochemicals, ICT (Information & Communications Technology), Metals & Mining, Green Hydrogen, and Development Advisory. We have experience across 80+ countries providing financial advisory services both to public and private sector clients. We have closed the financing of transactions valued at over USD 100+ billion and advised on M&A transactions of over USD 10+ billion.

We roll out this newsletter every quarter to update you on the latest developments in the sector. We have taken the liberty of signing you up for this newsletter and hope you find the same helpful.

We look forward to your feedback and suggestions on the newsletter.

Best regards,

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Provision of Extended Care Services PPP, KSA – EOIs Submitted



The MoH in KSA has announced that c.200 companies submitted 424 EOIs in the three projects for extended healthcare services under the PPP model in Riyadh and Dammam. The three projects are as follows:

Project 1: Long-Term Care Hospital and Skilled Nursing Home Facility

- Long Term Care (LTC) for 400 beds (200 beds for each cluster)
- Skilled Nursing Homes (SNH) for 200 beds (100 for each cluster)

Project 2: Medical Rehabilitation Project

- 300 Medical rehabilitation hospitals (150 for each cluster)
- 240,000 rehabilitation outpatient sessions annually (120,000 for each cluster)

Project 3: Home Healthcare Project

- 10,000 Active Patients (AP) (5,000 AP for each cluster)

Project 1 and Project 2 are to be delivered on a design, build, finance, operate (clinical and non-clinical), maintain, and transfer (DBFOMT) basis with 20 years of operations period, and Project 3 is a home healthcare service contract with 10 years of operations period.

The MoH is in the process of hiring a financial advisor for procurement advisory of the projects.

Al-Iman General Hospital Staff Accommodation PPP, KSA – Prequalified Bidders Announced



The Ministry of Health (MoH) in collaboration with the National Center for Privatization & PPP (NCP), have announced 11 consortiums/ companies qualified for Staff Accommodation Facilities at Al-Iman General Hospital in KSA. Earlier, the MoH and NCP had received Expressions of Interest (EOI) from 62 firms.

The project scope include design, build, finance, operation, and maintenance (DBFOM) of the staff accommodation facilities and partial demolition of existing housing units. The concession period is expected to be 25 years, including a construction period of 2 years. Based on market feedback, RFP is expected in Q4 2024.

The project expects to provide accommodation capacity for 808 people and deliver 564 residential units comprising of: 3-bedroom and 2-bedroom units, Studio and Dormitory units. The project will also include the delivery of nursery, kindergarten, gym, pool, prayer area, library, commercial areas, and 280 parking spaces. The list of pre-qualified bidders is as below:

- Al Bawani Capital
- MADA International Holding
- Retal Urban Development + Samaya Investment Consortium
- Al Modon Al Arabia Holding
- MASIC logistics
- Vision International Investment Company
- Alghanim international general trading & contracting co. W.L.L
- FCC Concesiones de Infraestructuras + IHCC Consortium
- Urbas Middle East
- CICLAT + MXB Investment Company Consortium
- Lamar Holding

SABIC Behavioral Care Specialist Hospital PPP, KSA – Prequalified Bidders Announced



Saudi Basic Industries Corporation (SABIC), in cooperation with Saudi Arabia's MoH, has announced a list of pre-qualified bidders for the development of a hospital facility catering to mental and addiction treatment.

The project scope includes:

- Procurement, installation, replacement, and maintenance of medical equipment not provided by SABIC
- Replacement and installation of medical equipment provided by SABIC

The hospital facility, located in the Al-Narjis district of North Riyadh, will be built over an area of 62,500 sq. meters, with the following capacity:

- 150 - admission hospital beds
- 5 - inpatient treatment rooms
- 19 - outpatient clinics
- 6 - daycare treatment rooms

The concession term of the project is expected to be 15 years.

The list of pre-qualified bidders is as below:

- Bahwan Services & Trading Company
- Dallah Health Company Alliance
- Henry Ford Health Systems Alliance
- Medical Specialist Company Alliance
- University of California San Diego Alliance

Dialysis Center PPP, Philippines – Invitation to Bid



The Department of Health and the Baguio General Hospital and Medical Center (BGHMC) have invited interested parties to bid for a dialysis center within the BGHMC Compound.

The project entails converting the current dormitory building at BGHMC into a fully operational dialysis center to provide high-quality services.

The scope of the project involves rehabilitation of an existing three-story building; procurement, delivery, and installation of renal facilities, including provision of 108 hemodialysis machines and 9 backup hemodialysis machines; operations and maintenance of the project; as well as provision of workforce, such as nurses, dialysis technicians, and administrative staff.

The project is to be delivered under a 16-year concession period (including 1 year of construction period).

The dialysis center will serve hemodialysis patients in the Province of Benguet and surrounding areas of the Philippines.

Pre-Bid conference was conducted on April 17, 2024. As per the proposed timeline, bid submission and preferred bidder award is expected in H2 2024.

Manila Cancer Center PPP, Philippines – Invitation to Bid



The PPP Center in the Philippines, on behalf of the University of the Philippines, is planning to develop Manila Cancer Center, which has received its National Economic and Development Authority (NEDA) board approval in February 2023.

The project envisages development of a new standalone hospital building located within UP PGH's Metro Manila campus. The scope of work includes:

- Designing, engineering, financing, construction, operation, and maintenance of 150 beds for charity patients and 50-150 beds for private patients
- Provision of procurement, maintenance, and periodic replacement of medical and non-medical equipment and facilities management along with non-clinical services such as cleaning, catering, laundry, and security for a 30-year concession term.

The project cost was updated to PhP 9.5 billion and approved by the NEDA board on April 25, 2024.

Mariveles Mental Wellness Center PPP, Philippines – Feasibility Study Ongoing



The Department of Health (DoH), Public-Private Partnership (PPP) Center and Mariveles Mental Wellness and General Hospital (MMGWH) in Philippines, along with their advisors, conducted a market-sounding webinar in early 2022 to gauge interest from private partners for the Mariveles Mental Wellness Center project.

The feasibility assessment of the project was initiated in 2022 and the project is expected to be tendered on a Build-Transfer-Operate (BTO) basis, with an estimated investment requirement of PhP ~1.2 billion (USD ~23.2 million), and a concession term of 50 years (including development and construction period).

The project scope include design, build, finance, operate, and maintenance of the facility and ancillary facilities (parking, accommodation rooms, etc.).

State University Hospital or Unpad Hospital PPP, Indonesia – Market Sounding



The State University Hospital has invited several partners and investors for the development of State University Hospital under Public-Private Partnership (PPP) model.

The project is supervised by the Ministry of Finance and the National Development Planning Agency (Bappenas) of Indonesia.

The PPP Project is the second stage of Unpad Hospital's establishment, which started in March 2023. The first stage of Unpad Hospitals' establishment is the construction of a five-floor building (Building A) with a capacity of 117 beds. The construction of Building A already underway and was expected to be handed over in the first quarter of 2024.

In order to develop education capacity at Unpad, it plans to build an additional building, with an extra bed capacity of 132 beds over eight floors – total capacity shall become 249 beds.

The project scope include development of facilities, maintenance, core operations, and operations of convenience facilities.

Peshawar Hospital PPP, Pakistan – Project Announced

International Finance Corporation (IFC) and the Khyber-Pakhtunkhwa government have signed an agreement for the procurement of a 500-bed tertiary care hospital in Peshawar on PPP basis. The expected development cost for the project is ~PKR 15-20 billion.

The project is expected to be the first green-field PPP project in Pakistan's healthcare sector and serve more than 150,000 people annually.



Medical Colleges PPP (Uttar Pradesh), India – Bid Evaluation Ongoing

- The government in Uttar Pradesh signed a memorandum of understanding (MoU) with Shri Siddhi Vinayak Trust, Bareilly, and Shanti Foundation Trust, Maharajganj, to establish two medical colleges in Sambhal and Maharajganj district of Uttar Pradesh on PPP basis by 2024.
- Tenders have also been floated for establishing six new medical colleges under the PPP model by the directorate of medical education and training. The six districts identified are Bagpat, Kasganj, Hathras, Mainpuri, Hamirpur, and Mahoba. The government is floated the tender in August 2023 and received 15 proposals in October 2023.



SCCL Cath Lab (Telangana), India – EOIs Received

Singareni Collieries Company Limited (SCCL) is a leading Government owned coal mining enterprise in Telangana with operations spread across 6 districts. SCCL currently owns 7 hospitals.

SCCL has invited Expressions of Interest (EoI) for the establishment of a catheterization laboratory at the SCCL area hospital in Ramagundam, Godavarikhani under PPP basis. The private partner is expected to install, equip, operate, manage and maintain the catheterization lab and undertake construction/ refurbishment of the premise.



Multispecialty Hospitals PPP, Uzbekistan – Project in Planning

International Finance Corp (IFC) has signed an agreement with Uzbekistan's government to develop 3 new multispecialty hospitals in Samarkand, Jizzakh, and Kashkadaria regions on a public-private partnership (PPP) basis.

The project aims to provide specialized secondary and tertiary healthcare in a modern, efficient, and patient-centered setting, offering multiple specialties.



Polyclinics and Medical Centers PPP, Uzbekistan – Upcoming Project

Asian Development Bank (ADB) has signed a Memorandum of Understanding (MoU) with the Uzbekistan Ministry of Health to act as transaction advisor for multidisciplinary hospitals project in the Andijan and Bukhara region of Uzbekistan.

The project is expected to be tendered on Public-Private Partnership (PPP) model.



Radiotherapy Centers PPP, Uzbekistan – Bid Evaluation Ongoing



The Ministry of Health (MOH) of the Republic of Uzbekistan is evaluating bids for the Radiotherapy PPP Project. The project plans to deliver outpatient radiology services in Fergana, Khorezm, Samarkand, and Tashkent regions.

The private partner is expected to design, finance, construct, equip, operate, and maintain four radiotherapy centers to provide patients with 90,000 radiotherapy services per year on linear accelerators (for ~4,600 patients) across all four sites.

The concession period for the project is 15 years.

As per market information the bidders for the project were as follows:

- ODG Ascend Calik (Consortium of Calik Enerji Sanayi ve Ticaret A.S., ODG France Selarl, and Ascend Advanced Healthcare Solutions)
- Consortium of MNT Saglik Hizmetlari ve Tic. A.S, Sma Team Ltd., and Medserve Medical Investment L.L.C.

The bids were submitted in Q3 2023.

Diagnostics Imaging PPP, Uzbekistan – EOIs Invited



The Ministry of Health (MOH) of the Republic of Uzbekistan in collaboration with Ministry of Economy and Finance (MOEF), is embarking on a Public-Private Partnership (PPP) initiative and has invited expression of interest (EOI) for development of imaging centers and provision of nuclear medicine services across three regions – Kashkadarya, Namangan, and Jizzakh in Uzbekistan.

The scope of work include establishment of imaging departments on design, build, finance, operate and maintain (DBFOM) basis as well as hiring and training of medical staff for a minimum period of 10 years to provide efficient and quality imaging and nuclear medicine services to the patients.

The GoU has appointed International Finance Corporation (IFC) as the lead transaction advisor and several other specialized consultants like RebelGroup (Netherlands), Management4Health (Germany), Pinsent Masons (United Kingdom) and Kosta Legal (Uzbekistan) to facilitate the procurement process.

The tender is expected to be conducted in three stages with EOI as the first stage followed by the Request for Qualification (RFQ) which is expected in Q4 2024 and lastly by Request for Proposal (RFP) and awarding of the project.

The deadline to submit EOI was April 30th, 2024 and RFQ is expected to be issued in Q4 2024

CENTRAL ASIA

Multi-Specialty Hospital in Tashkent, Uzbekistan – JDA Signed

The Ministry of Health (MOH) of the Republic of Uzbekistan has signed a Joint Development Agreement (JDA) with InterHealth Medical Company LLC to develop a multidisciplinary hospital in the Yashnobod District of Tashkent on May 2, 2024, during Tashkent International Investment Forum

The scope of work include design, construction, equipping, financing and development and operation of the multidisciplinary hospital.

The project shall be undertaken in the form of a directly-negotiated arrangement with InterHealth.



Multi-Specialty Hospital in Fergana, Uzbekistan – Upcoming Project

The government of Uzbekistan hosted a bidders' conference in Turkey for the Fergana Hospital PPP, an IFC-supported project.

The hospital is expected to be build as an 800-bed hospital in the Fergana region.

The project is expected to be tendered on Public-Private Partnership (PPP) basis under a competitive bidding process.



Kokshetau Hospital PPP, Kazakhstan – Financial Close Ongoing

The Ministry of Healthcare (MOH) of the Republic of Kazakhstan aims to establish a 630-bed multi-specialty hospital in the Saryarka microdistrict of the city of Kokshetau.

The proposed project shall be delivered on a design, build, finance, and maintain basis under the PPP contractual agreement with a concession term of 7 years including 2 years of construction period.

The project sponsor will be responsible for the construction of the hospital and provide five-year building maintenance and repair and health information management system.

The total estimated project cost is EUR ~467 million. The project is expected to be financed by AIIB, and EBRD.



Hospital Modernization PPP, Peru – Feasibility Assessment



The Ministry of Health (MINSA) of Peru is evaluating the modernization of Hipolito Unanue National Hospital to be developed on a PPP basis. It has appointed a Peruvian investment promotion agency, ProInversión, to carry out a pre-investment study on the project. The study was expected to conclude in Q1 2024. Subsequently, the project is expected to enter its evaluation as a PPP and incorporated into the private investment promotion process in Q3 2024.

The concession period of the project is be 18 years and the scope for private operator include maintenance of infrastructure and equipment, and management of general services such as laundry, clothing, food, security and surveillance.

New Central Military Hospital PPP, Peru – Project in Planning



The Ministry of Defense aims to develop a new military hospital in Jesús María, Lima, on a PPP basis. The project is being promoted by a Peruvian investment promotion agency, ProInversión.

The concession period spans 30 years, with 4 years allocated for design and construction and 26 years for operation and maintenance. The objective of awarding the project is to plan, construct, sustain, and operate the new hospital, benefiting over 270,000 members of the Peruvian Army and their families. The upcoming hospital is expected to replace the existing facility.

New Villa El Salvador Emergency Hospital PPP, Peru – Project in Tender



The Ministry of Health (MINSA) of Peru plans to issue a public tender for the Operation and Maintenance of the New Villa El Salvador Emergency Hospital in Lima, Peru.

The Emergency Hospital in Villa El Salvador, was inaugurated in 2016, and require sustainable infrastructure and complementary services to ensure the provision of high-quality healthcare to users and patients. It aims to serve over 750,000 residents in the southern Lima area.

The proposed project has a concession period of 15 years and include the following scope of activities under the PPP model:

- Maintenance of the building, facilities and electromechanical equipment associated with the infrastructure;
- Maintenance and replacement of clinical equipment and non-clinical equipment;
- Warehouse management (general warehouse, specialized warehouse, general archive and medical records archive); and
- Operation and maintenance of general services: food, laundry, cleaning and biosecurity, comprehensive security.

Health Imaging PPP, Togo – Project Development

International Finance Corporation (IFC) and Government of Togo are planning to improve medical imaging services in public hospitals on PPP basis.

The project aims to give access to improved imaging services to patients at public hospitals in the capital Lomé and secondary cities with limited health services.



Integrated Diagnostic Center PPP, Ethiopia – RFQ Launched

The PPP Department of the Ministry of Finance of Ethiopia announced the RFQ for the Integrated Diagnostic Center PPP project at St. Peter Comprehensive Specialized Hospital in Addis Ababa.

The project aims to establish an integrated diagnostic center offering continuous laboratory, pathology, and imaging services. Due to a lack of qualified bidders meeting all RFQ requirements, the PPP authority canceled the initial bid process and has now issued a new RFQ for the project.

The deadline for submitting RFQ applications was November 2023. Subsequent stages to involve Request for Proposal (RFP) submissions exclusively from pre-qualified bidders.



ABOUT SYNERGY

GLOBAL OFFICES

22 YEARS OF EXCELLENCE



KEY SECTORS

- CCUS (Carbon Capture, Utilization, and Storage)
- Chemicals/ Specialty Chemicals
- Conventional Power
- Data Centre
- District Cooling
- Education
- Energy Storage
- EV's, Smart Mobility & Charging Infrastructure
- Green Hydrogen
- Health Care
- ICT (Information & Communications Technology)
- LED Street Lighting
- Metals & Mining
- Oil & Gas
- Petrochemicals
- Power Transmission
- Real Estate
- Renewable Power
- Solid Waste Management and Waste Recycling
- Strategic Water Reservoirs
- Transport & Logistics
- Water & Waste-Water
- Water Transmission

KEY RECOGNITION

PFI

PFI 2023

Central Asian Deal of the Year Award | Syrdarya 2 CCGT

PPP Deal of the Year Award | Al Wakra Al Wukair STP

Social Infra Deal of the Year Award | NEOM Residential Communities

Wind Deal of Year 2023 – APAC

IJ Global

IJ Global 2022

Financial Advisor of the Year 2022 - MENA

Advanced Petrochemicals Deal of the Year Awards 2022 - MENA

Refinancing and Expansion Deal of the Year Awards 2022 - MENA

Hydro Power Deal of the Year Award 2022 – APAC

IJ Global

IJ Global 2023

Renewable Energy Deal of the Year Award 2023 – MENA

Waste Deal of the Year Award 2023 - MENA

Water Treatment Deal of the Year 2023 - MENA

Energy Transition Deal of the Year 2023 – Africa

PPP Deal of the Year 2023 - APAC

MEED

MEED 2022

Desalination Project of the Year 2022 for Umm Al Haoul Expansion SWRO Desalination Plant

MEED 2024

Desalination Project of the Year 2024 for Barka V IWP Project, Oman

MESIA

MESIA 2022

Solar Financing Consultant of the Year 2022

MESIA 2023

Solar Financing Consultant of the Year 2023

Global Water Awards

GWA 2024

Desalination Project of the Year 2024 - Jubail 3A IWP, Saudi Arabia

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