

Assisting Health Care in Africa: The Apollo Story

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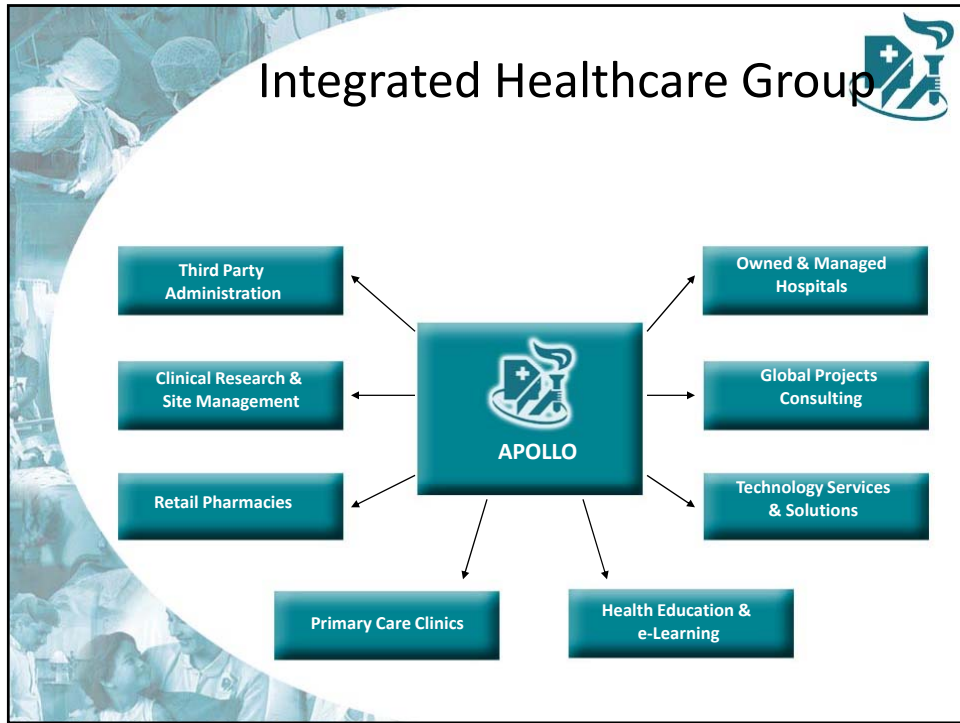
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A large, colorful collage representing healthcare. The top left features the text 'The Future of Healthcare in India' in white on a dark blue background. Below this, there are several images: a group of doctors in white coats looking at a laptop, a woman holding a baby, and a grid of six images showing various hospital buildings. In the bottom right, there is an image of a surgical team performing an operation. The bottom left corner features the Apollo Hospitals logo, which includes a stylized '25 years' and the tagline 'touching lives'. The text 'Yesterday, Today & Tomorrow' is prominently displayed in the center, with 'Apollo Telemedicine Networking Foundation' written below it. The entire collage is set against a background of green and blue wavy lines.



150 Bed Tertiary Care Hospital, Yemen



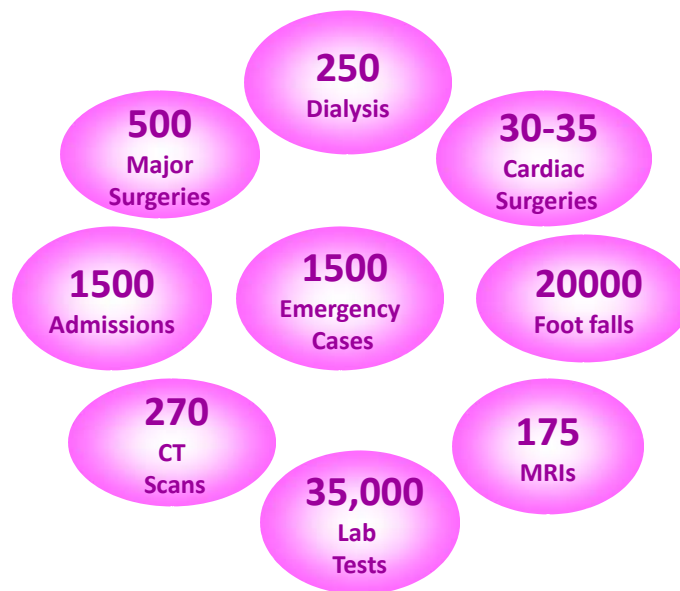
220 Bed Tertiary Care Hospital, Mauritius

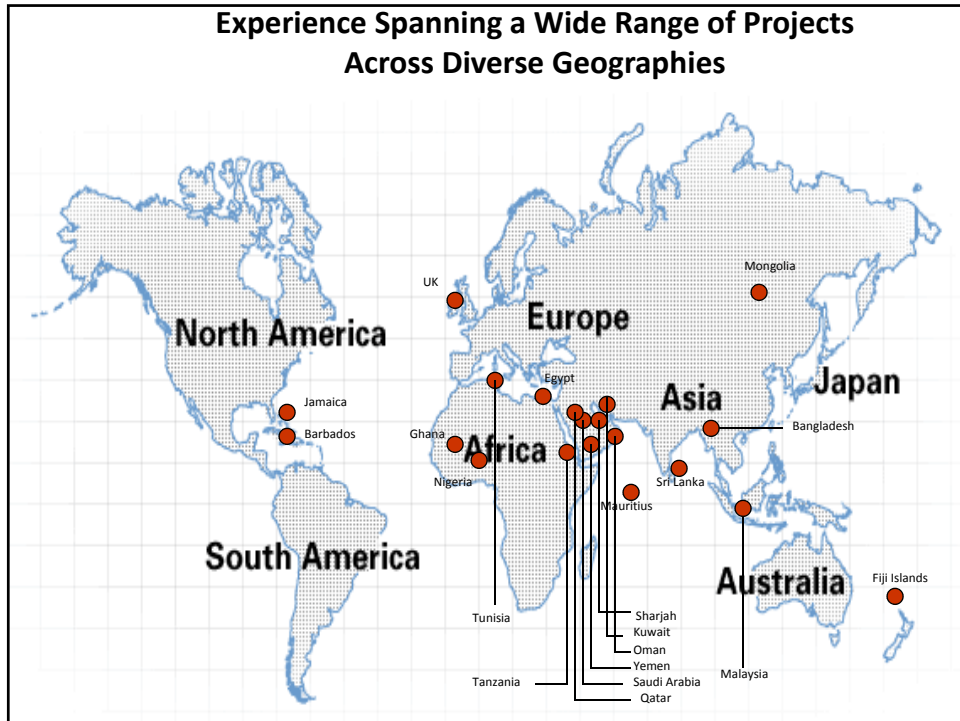


Snapshot

- Fully integrated healthcare group
- Over 43 tertiary and secondary care hospitals totaling over 10,000 beds in India and abroad
- High end services provider with international standard outcomes
- Largest private sector employer of healthcare professionals
- First hospital to be accredited by Joint Commission International (JCI) in India. Six Hospitals accredited till date
- International partnerships with John Hopkins Medicine, Cleveland Clinic, MD Anderson Cancer Centre, Kings College and others
- Information Technology Solutions: IT and Business Process Outsourcing Services to healthcare organizations in the US and Europe.
- Clinical Research: FDA approved sites for clinical research with more than 54 trials conducted

A day in the Apollo Health System





Biology...

Byte...

Bandwidth...

3 "B's" are changing the way we look at Healthcare

Remotely sensing instruments

Temperature sensing instruments

Medical Value Travel – The India cost Advantage

Procedure	United States	India	Thailand	Singapore
Coronary artery bypass surgery	\$70,000-133,000	\$7,000	\$22,000	\$16,300
Bypass surgery with heart valve replacement	\$75,000-140,000	\$9,500	\$25,000	\$22,000
Hip replacement	\$33,000-57,000	\$7,200	\$12,700	\$12,000
Knee replacement	\$30,000-53,000	\$7,200	\$11,500	\$9,600
Prostate surgery (TURP procedure)	\$10,000-16,000	\$3,600	\$4,400	\$5,300
Gastric bypass	\$35,000-52,000	\$9,300	\$13,000	\$16,500
Face-lift	\$10,500-16,000	\$4,800	\$5,000	\$7,500

Note: U.S. charges are list prices. Physician and certain other fees are generally excluded. Prices at non-U.S. hospitals are all-inclusive other than for Panama, which does not include surgeon's fee. Only data from Joint Commission International accredited hospitals considered.

25 Years
Apollo Hospitals

**GLOBALLY COMPARABLE CLINICAL OUTCOMES
AT A FRACTION OF THE COST**

Source : US News & World Report, May 12, 2008; Patients Beyond Borders, Joseph Woodman, Publisher – Healthy Travel Media



Prof. K. Ganapathy interacting with His Excellency Olusegun Obasanjo, President of Nigeria (seated in the middle) in a demonstration of Telemedicine



Discussing Telemedicine Initiatives with PM of Mauritius



President of Nigeria



Prime Minister of Mauritius



Hi level delegation Netherlands



Ministers from Uganda





Apollo 's Present Role in Health care in Nigeria

- Agreement with Aruera Foundation to help children with cardiac surgery. NGO headed by Mrs. Jonathan (wife of the Vice President).
- Agreement with Rotary International (USA) on a project to help children from Nigeria for Cardiac surgery.
- Agreement with EXPAT HEALTHCARE -A Lagos based Insurance Provider on specific areas like Oncology and Neurosurgery.
- Training to 6 doctors from Nigeria in Spine Surgery, Neurosurgery, Emergency medicine, Paediatrics etc from April-09 to July-09.
- . ? Agreement for free medical camps with the NGO of the wife of the Governor of Plateau
- At Chennai division alone, over 200 patients from Nigeria have been treated in the last 5 months.

On-going / completed works in Nigeria

- Operations Assistance including training of doctors & nurses to Lagoon Hospital, Lagos a 60 bed private tertiary care hospital in Lagos
- Upgrade of infrastructure & establishing operational systems for primary & secondary care hospitals in Kwara. Beds - 400
- Upgrade National Orthopedic Hospitals located at Enugu, Kano & Lagos. 700 beds
- Super speciality hospital in Victoria Island in Lagos. 200 beds

Dr.K.Ganapathy, Apollo
Hospitals Chennai, India

Discussion in progress - Nigeria

Infrastructure upgrade and equipment planning & sourcing of Federal Ministry of Health Hospitals across the country

Assistance in establishment of a super speciality hospital for Mr. Dantata. a leading multi billion dollar business group in Nigeria.

Establishment of a Emergency network and supply of ambulances (mobile hospitals) for Federal Government.
Upgrade and Management of National Hospital, Abuja.

On going discussions in other countries in Africa

Commissioning and management of a 100 bed hospital in Seychelles

Implementation & operations support for a network of 3 hospitals of 100 beds each in Ghana

Operations Management of a leading private hospital in Nairobi, Kenya.

Establishment and Management of a 100 bed hospital in Uganda

Establishment and Management of a 200 bed hospital in Ethiopia

Dr.K.Ganapathy, Apollo
Hospitals Chennai, India 23rd
April 2009 Pan African CME
programme

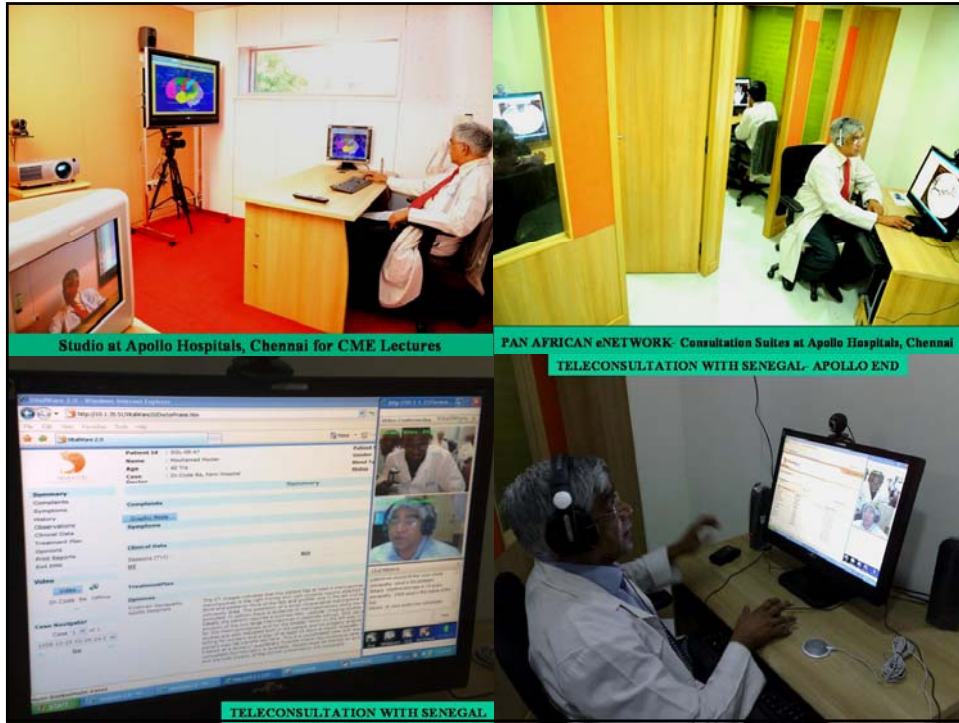
Pan-African e-Network

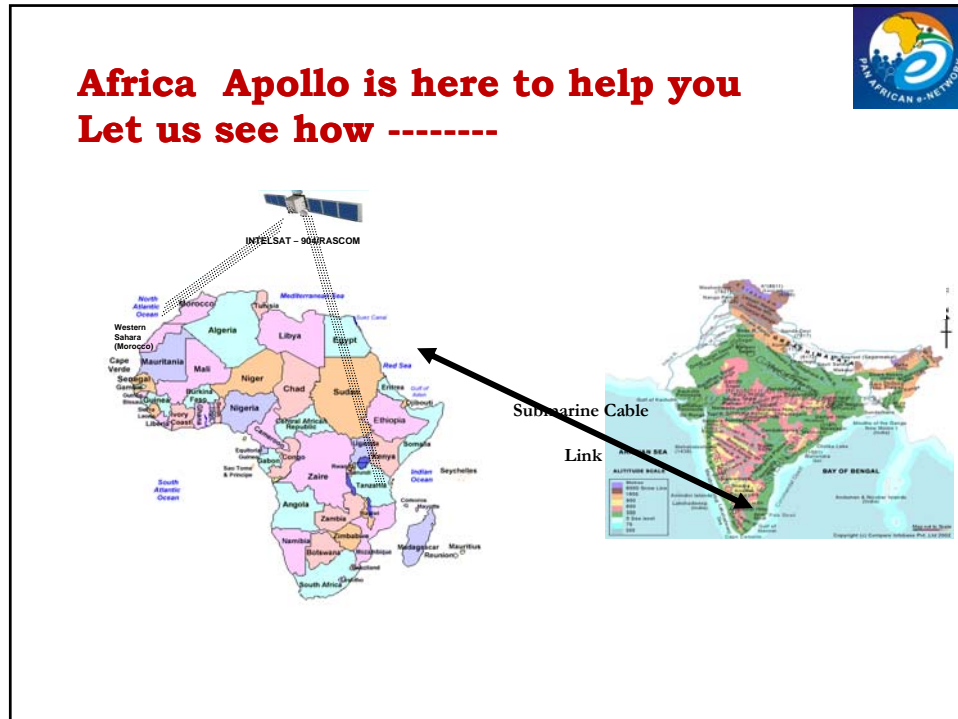
Heralding new era in providing
Tele-Education & Tele-Medicine
services to African countries




Initial Experience with the Pan African e Network





- Educational programmes from Pharmexcil thro PAeN
Free Teleconsultation from Apollo thro PAeN
- Burundi, Burkina Faso, Cameroon, Djibouti, Egypt, Eritrea, Ethiopia, Gabon, The Gambia, Ghana, Ivory Coast Malawi, Mauritius, Mozambique, Nigeria, Niger, Rwanda, Senegal, Sierra Leone, Seychelles, Tanzania Uganda and Zambia

How can Apollo Help

- Holding of specialist medical camps (no fees will be charged by consultants) in African countries with support of the pharmaceutical industry, Pharmexcil and local stakeholders
- Special discount in case investigations, IP treatment required at Apollo Hospital
- Free Review by Apollo teleconsultants thro PAeN

