



## Medical centre expansion to provide a wide range of medical services in Almaty

### Annual capacity:

- 251 thous. inpatient treatment medical services;
- 147 thous. molecular diagnostics services;
- 441 thous. clinical diagnostics services.

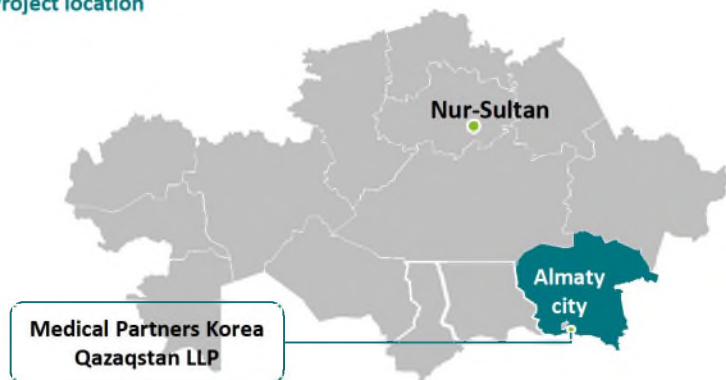
### Project investment attractiveness:

Investment – US\$ 17,251 thousand  
 NPV – US\$ 14,126 thousand  
 IRR – 25.5%  
 Payback period – 5.2 years

### Project profitability



### Project location



### Project

The first stage of this investment project envisages the expansion of the existing medical centre (up to 10 thousand sq. m.) and a laboratory, located in the Medeu district of Almaty

### Company

The initiator is Medical Partners Korea Qazaqstan LLP, the main activity of which is general medical practice. The initiator is a subsidiary of Medical Partners Korea.

### Market

- According to Ministry of Health statistics, regional demand for inpatient services in state institutions in absolute terms correspond to the population for the region. As a consequence, Almaty is the leader in terms of hospitalisations. In 2019, in Almaty hospitalisations reached 356 thous. people, of which 289 thous. were hospitalised in state hospitals and 66 thous. in private hospitals.
- **Provision of services to medical tourists traveling from Kazakhstan to Korea.** According to KHIDI, Korea's MoHW, more than 50 thousand Kazakhstani tourists were provided with medical services in South Korea in 2020. The total expenditures of Kazakhstanis amounted to about USD 363.6 million per year, with the average cost of medical services per client at USD 7,000 . USA. In case of expansion of the medical center in Almaty, the flow of medical tourists leaving for South Korea may be served in Kazakhstan.

### What is the project's attractiveness?

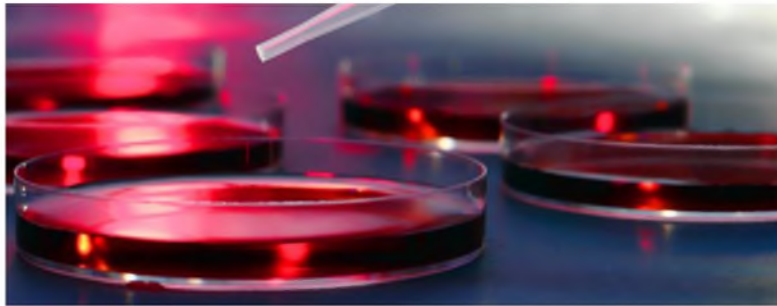
- **State support.** The launch of healthcare facilities is actively supported by the state (concessional loans for machinery, equipment). The availability of a modern medical infrastructure that meets international standards is of crucial significance for the further development of the country's entire health care system.
- **Dynamically developing city.** Almaty is a fast-developing city whose population in the last 10 years has increased by 3.3% every year and stands at 2 million people as of end of 2021.
- **Company staff.** The company employs highly qualified staff consisting of experienced doctors from South Korea and local doctors of the highest category.

### Investment proposal

The Project requires investment of US\$ 17,251 thousand, of which:

- 100% (US\$ 17,251 thousand) – Investor participation.

The proposed financing structure and state support measures are indicative. The final financing structure and Project interests will be determined based on the results of negotiations with the investor.



## Dialyzer unit production plant

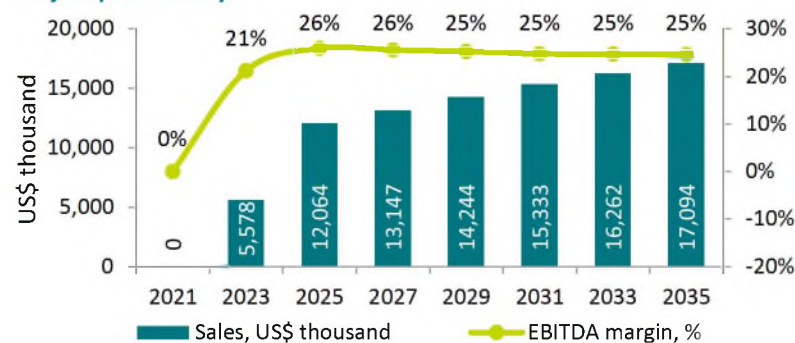
### Annual capacity:

Dialyzers – 1 million units/year.  
All finished products will be sold domestically.

### Project investment attractiveness :

Investment – US\$ 6,138 thousand  
Project NPV – US\$ 9,340 thousand  
IRR – 34.7%  
Payback period – 4.68 years

### Project profitability



### Project location



### Project

The Project proposes the construction of a plant to manufacture dialysis units with capacity of 1 million units per year. The plant will be built in Aktobe Oblast on a 4 ha leased site. Production premises will cover an area of 3,100 m<sup>2</sup>.

### Company

Global Service Company XXI LLP. The Company has been selling imported dialysis units in Kazakhstan since 2018.

### Market

- In Kazakhstan, dialysis unit production is a current issue due to the steady growth in the number of patients with terminal kidney disease and forced to undergo substitutive therapy – haemodialysis. According to the III National Congress of Kazakhstan Nephrologists, Dialysis Doctors and Transplantologists (Semei, September 2019), the number of patients on haemodialysis at the start of 2019 was 7,370.
- The dialysis unit production process in Kazakhstan is underdeveloped due to distances from raw material suppliers. Domestic demand for haemodialysis consumables is covered by imports. Official statistics on dialysis unit production in Kazakhstan are not kept.

### What is the project's attractiveness?

- **Low level of competition.** The Project will supply medical institutions with domestic products and reduce import reliance, as dialysis units are currently not produced in Kazakhstan.
- **State support.** The Project is recognised as a priority sector for state support, which offers a range of concessions, preferences and land. The Initiator is planning to enter into a long-term agreement to supply medical items with SK-Pharmacy LLP within the framework of a 10-year programme to support domestic manufacturers.

### Investment proposal

The Project requires investment of 6,138 thousand USD, of which:

- 30% (1,841 thousand USD) – investor participation;
- from 70% (4,297 thousand USD) – debt financing subject to collateral.

The proposed financing structure and state support measures are indicative. The final financing structure and Project interests will be determined based on the results of negotiations with the investor.