

#### WELLNESS SPRING MEDICAL CO.

Moving forward with its leading role to support health sectors, Wellness Spring is a leading Saudi Arabian development and investment company at the forefront of Public and Private Sector Partnerships in the Kingdom of Saudi Arabia, the Gulf Cooperation Council and beyond, as a specialized investment in healthcare, it sectors includes hospitals, pharmaceuticals, management, operation, and investments.

With local, regional, and worldwide partners who have a long history in the health sector whether in design, construction, operation, or medical maintenance Wellness Spring seeks to establish strategic alliances and cooperative efforts to invest in the health industry.



### QUALITY

We promote fully managed, high-yield investment products catering to all levels of risk appetite of our clients.

### **CORE COMPETENCIES**

Introducing Wellness Spring Medical Co.

#### **Our VISION**

To become the Nationals most professional and added value investing co. participated in the success of Vision 2030

#### **Our MISSION**

To be an effective and committed contributor to the National Transformation Program Vision 2030, supporting and enabling both government and private sectors to transform and become part of the ecosystem fabric that frames the foundation stone in Vision 2030

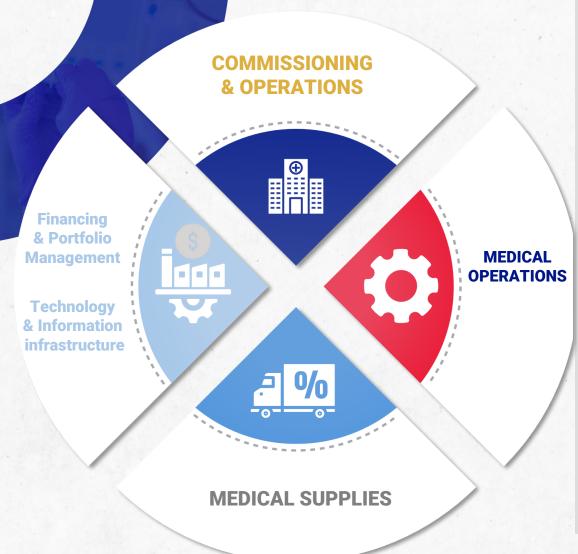
#### **Principles**

- Deliver an Exhaustive Solutions
- ✓ Empower our clients
- ✓ Provide a practical Solutions fit
- ✓ clients needs.
- ✓ Maximize the value and Impact



### **OUR SERVICES & SULOTION**

Wellness Spring Medical Co.



Commissioning & Operations

Medical Operations

**Medical Supplies** 

Technology & Information Infrastructure

Financing & Portfolio Management

We have established strategic contracts partnership with the contracting sector to compete and invest in commissioning projects for health sector projects, whether green or brown fields.

Forming strategic alliances with medical service providers who specialize in a range of areas, including hospital operations, medical staff, nursing, and administration, and who possess the know-how to share knowledge and offer the finest health practices.

Finding strategic companies with manufacturers, suppliers of medical devices & developing with the best-in-class products using the latest technologies, offering comprehensive quality, assurance testing, Business Development solutions and contract manufacturing facilities based on customers' needs.

And the latest technology, artificial intelligence, and the health information system, being among the basics, have established a strategic partnership with several local and global sources, who have sufficient capacity to build the infrastructure for the networking system, remote communication, and the health system based on artificial intelligence.

Investigate potential investment projects with the public and private sectors, using various models, such as PPP, to achieve optimal investment in Private Sector Participation, we were able to sign financing agreements with local and international to support health projects that request financial funding.

### **OUR STRATEGIES**

### For Portfolio Management



#### **Passive Investing**

Passive investing refers to a strategy where investors track a market index or benchmark using low-cost index funds or exchange-traded funds (ETFs).



#### **Active Investing**

Active investing entails actively buying and selling securities in an attempt to outperform the market.



#### Value Investing

Value investing revolves around identifying undervalued securities trading at prices below their intrinsic value.



#### **Growth Investing**

Growth investing focuses on investing in companies with strong earnings growth potential.



#### **Income Investing**

Income investing emphasizes the generation of a steady income stream by prioritizing dividends, interest payments, or rental income. This strategy is commonly favored by retirees or investors seeking reliable cash flow.

### **PUBLIC PRIVATE PARTNERSHIP**

SAJAYA -PPP Strategy

#### Key Target Areas for Private Sector Participation (PSP) in Health Sector

- The main targets on the healthcare side of vision 2030 includes modernizing and expanding Laboratory & Radiology services.
- Health Ministry targeting 100 PPP projects in next 5 years' worth SAR 48 billion
- Government aims to raise private sector contribution from 25% current to 35% by 2030





Primary Bidding of Radiology & Lab
Tests Tenders with Top global players



Sub-tender contracts with **primary awardees** based on **quality resources** (equipment's etc.) and **competitive pricing edge** 



Sajaya will target MOH's Private Sector
Participation (PSP) initiative to increase home
care coverage annually from 35,000 in 2019
to 133,000-145,000 by 2030



Sajaya will also focus on PPP projects related to rehabilitation

#### **Potential Clients**





#### **Global & Regional Partners**

















At Wellness Spring, we have been keen to establish many global and regional partnerships with investment companies in the health sector and provide a network of specialized experts in various sectors and fields, thus enriching our value proposition in investing in projects

## **JOINT VENTURE WITH DMED**

Introduction D.Med Healthcare Group

#### **Track Record of Excellence**

Experience in running more than 60 dialysis clinics with 5000+ patients.



Country	Services	Starting year	Clinics	Patients
C* Turkey *	<ul> <li>HD, Home HD, Holiday dialysis</li> </ul>	, 2016	18	2,000+
India*	• HD	2017	39	2,300+
Brazil *	• HD, PD, Acute	2019	2 +20 ICU hospitals	200+
Macedonia	• HD, HDF	2010	1	120+
Switzerland	Home HD	2019	0	30+
Qatar	Home HD	2021	0	70+

\* Operations sold

• Since start in 2010 dialysis experience in 6 countries / 4 continents

### **DMED-GLOBAL PRESENCE**

#### Introduction D.Med Healthcare Group

- Dmed Group Global presence. Operations in 59 countries across 4 continents, highlighting extensive reach and impact.
- Focus on Quality
- Clinics covering all treatment options HD, HDF, HHD, PD and acute.
- Dialysis services: >1.7Mio treatments in 6 countries since 2019, showcasing global healthcare excellence.
- Public and Private services provided
- PPP international projects, Tender, M&A, deep connection with industry. Tender awarded in India developing >40 dialysis units across Telangana Region.
- **Diversified portfolio**, sustainable **EBITDA**, ROI, and key financial indicators.



GLOBAL HEADQUARTERS
DÜSSELDORF GERMANY

# **THANK YOU!**

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