

Commercial Opportunities in the Healthcare sector of Peru



Business Environment

- **Economically stable**

- GDP of \$202.3 billion
- GDP growth in 2013: 5.8%.
- GDP per capita \$ 10,700
- Inflation rate: 2.8%. Lowest in LatAm

- **Population:** 30'814,175 inhabitants

- **Economic perspectives**

- Peru's credit rating raised by Standard & Poor, Fitch y Moody's
- Peru has the highest investment rate in LatAm: 25% of GDP.
- GDP acceleration in 2016, 6%
- Peru will be the 26th largest economy in the world in 2050, according to Grant Thornton Report

Investment rate in LatAm, 2014

País	S&P	Fitch	Moody's
Chile	AA-	A+	Aa3
Perú	BBB+	BBB+	A3
México	BBB+	BBB+	A3
Brasil	BBB-	BBB	Baa2
Colombia	BBB	BBB	Baa3
Bolivia	B-	BB-	Ba3
Ecuador	B	B	Caa1
Venezuela	B-	B	Caa1
Argentina	CCC-	CC	Caa1

Fuente: Standard & Poor's, Fitch Ratings y Moody's.
 Actualizado al mes de Julio, 2014

Openness to the world

- Peru ranks 42st in the World Bank's Easy of doing business table and 2nd best in Latin America.
- 17 Free Trade Agreements and 29 Bilateral Investment Treaties.
- Most important one FTA with European Union started in 2012.
- FDI to Peru increased by 25% annually over the last ten years to \$12,240 million in 2012.

Ease of Doing Business Ranking, 2014

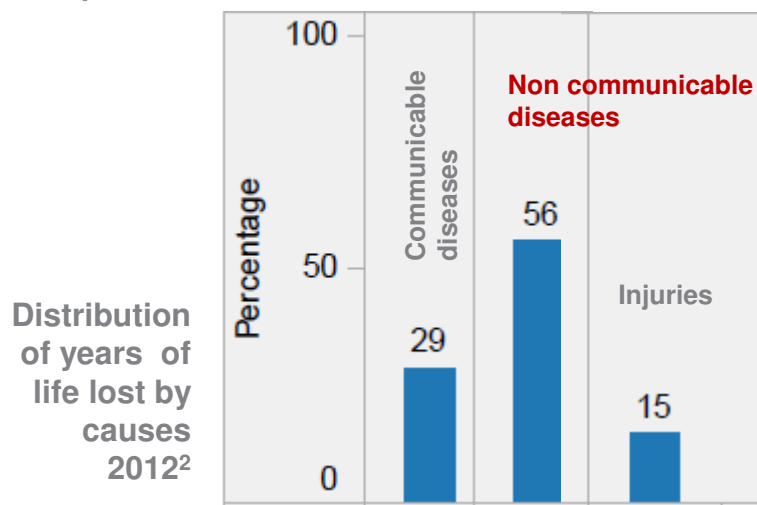


Challenges and Opportunities

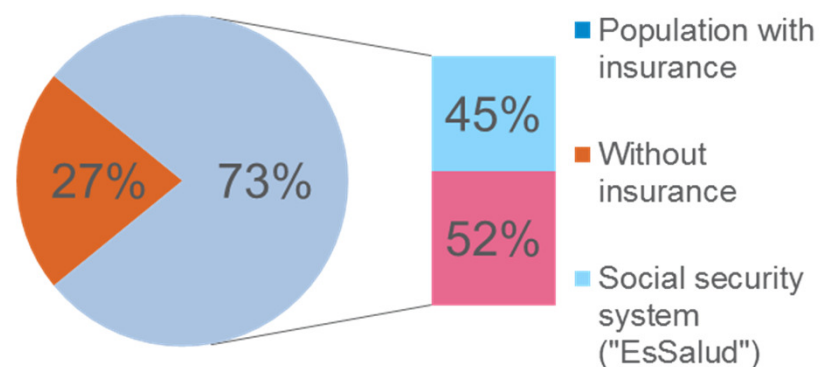
Health Outcomes:

Increase of life expectancy from 66.74 (1995) to 74 years (2012)¹.

Decrease of infant mortality rate from 55 (1995) to 17 per thousand live births (2012)¹.



Health Insurance Coverage³:



Healthcare Budget⁴:

2010

USD 2,484 million

2014

USD 3,992 million

1.85% of GDP

+
60.7%

(1) National Institute of Statistics and Informatics, INEI; (2) Health reporting system of Ministry of Health ; (3) National Household Survey of Peru, ENAHO; (4) Budget law

HEALTHCARE REFORM IN PERU

(December 2013)



Universal coverage
of social protection
in health



Make the health services
meet the needs and
expectations of
population



Patient Protection and
responsibilities in
healthcare

Midterm goal: Improve public health service
network to resolve 70% of health demand.

Investment Policy

**Investment:
USD 3,000
million**

**Public Private
Partnership
(PPP) financing
model with (50%
through PPP)**

**Public
management
of health
services**

**Design, build
and equipping
of new Health
Facilities**



INVESTMENT PORTFOLIO (2014-2016)



**NATIONAL
HOSPITALS**



**REGIONAL
HOSPITALS**



**Health
Centres**

Projects

13

23

170

**Investment
(USD)**

370,176,187

800,782,717

1,836,921,059

Total Investment: USD 3,007,879,963

PPP Projects

- Construction and equipping of 29 new hospitals under the PPP financing model with a budget of **USD 1,681,785,714** and additional budget of **USD 1,857,142,857** for operation and maintenance.
- Government open the sector to foreign investment:
 - Design, build and equipping new Hospitals
 - Infrastructure and equipment Management



PPP Hospitals



**NATIONAL
HOSPITALS**



**REGIONAL
HOSPITALS**



**Health
Centres**

Projects

9

7

13

**Investment
(USD)**

USD 1,681,785,714

PPP Projects – Hospital Design and construction

Projects	Location	US\$ Investment
National Institute for Organ Donation and Transplantation	Lima	28,571,429
National Hospitals		
Sergio Bernales	Lima	158,214,286
Dos de Mayo	Lima	268,571,429
Arzobispo Loayza	Lima	214,285,714
Cayetano Heredia	Lima	107,142,857
Hipolito Unanue	Lima	107,142,857
San Juan de Lurigancho	Lima	54,339,286
Regional Hospitals		
Piura	Piura	100,358,249
Trujillo	La Libertad	140,371,383
Juli	Puno	20,000,000
Ilave	Puno	20,000,000
Health Centres		
Lurin	Lima	20,000,000
TOTAL		1,238,997,490

Private Investment Promotion

MINSA - PROINVERSION

PROINVERSION

The government promotes private investment into public projects in the infrastructure and social sectors. PPP projects can be accessed through:

- Public Initiatives
- Private Initiatives



Companies Operating in Peru

Spanish



indra

Brazil



British



GE Healthcare



Currie & Brown



Map of Peruvian Healthcare projects

www.geominsa.minsa.gob.pe/geominsa/

PERÚ Ministerio de Salud

Mapas Georeferenciales MINSa e Intersectoriales

Mapa Base

- Google Mapa de Calles
- Google Mapa de Calles + Satellite
- Google Mapa Físico

MINSa

- Proyectos de Inversión
- Establecimientos
- Establecimientos Estratégicos
- Establecimientos Priorizados - TB (1era Fase)
- Establecimientos Priorizados - TB (2da Fase)
- TeleSalud
- Tambo
- Establecimientos Priorizados
- QALI WARMA
- Límites Distritales
- Establecimientos RCN

Proyectos de Inversión

Búsqueda: Acerca de:

Código SNIP:	Año	Proyecto	Monto Inversión
	2013	MEJORAMIENTO DE LOS SERVICIOS	5,896,842.00
	2013	MEJORAMIENTO DE LA CALIDAD	5,052,890.00
	2012	IMPLEMENTACION DEL CENTRO	40,588,800.00
	2013	MEJORAMIENTO DE LA CALIDAD	2,751,354.00
	2012	MEJORAMIENTO DE LA CAPACIDAD	2,272,155.00
	2013	MEJORAMIENTO DE LA CAPACIDAD	8,701,854.00
	2013	MEJORAMIENTO DE LA CAPACIDAD	3,893,216.00
	2012	EQUIPAMIENTO DEL SERVICIO	1,033,032.00
	2012	MEJORAMIENTO DE LA ESTRATEGIA	5,886,757.00
	2013	MEJORA EN LA ADMINISTRACION	3,555,494.00
	2012	FORTALECIMIENTO DE LA OPERACION	1,446,683.00

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Thank you

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