

On the 13th of May 2013, around 25 distinguished experts and leaders from the banking and healthcare sector came together in a consultative roundtable hosted by the Egyptian Banking Institute (EBI) in cooperation with HFIF in the headquarters of the EBI. The aim of the event was to inform about the dynamics of both industries and to explore shared growth potentials.



#### Main Obstacles at the Interface of HC & Banking

- Lack of match-making services
- Market opportunities in HC are hard to identify
- Lack of information and data about the HC sector
- Lack of mutual understanding between the sectors

#### Perspective of Banking Sector: Suggestions for the HC sector to Facilitate Cooperation

- Underlining loan pay back models
- Execution of proper feasibility studies
- Improvements in corporate governance, transparency & oversight systems
- Focus on models to balance between profitability & social responsibility
- Cooperation should be perceived as a partnership, “it’s more than just money”

## Perspective of HC Sector: Suggestions for the Banking Sector to Facilitate Cooperation

- Perception needs to shift from seeing private hospitals as NPOs to dealing with them as businesses
- There is the need to allocate a special part of the bank portfolio to HC
- Cooperation should be perceived as a partnership, “it’s more than just money”

## Financial Tools for HC: Special Considerations

- SMEs in HC need to have a special position to ensure that they get access to finance
  - To ask for more collateral could be an option
- HC needs models to finance:
  - Start-ups
  - Expansion Plans
  - Equipment Updates

## The Way Forward: Next Steps

- Need to build a collective action to advance the HC sector and make HC more bankable
- Action points:
  - Execution of simulation game
  - Focus on the development of tailored tools for banking in HC
  - Creation of a certificate for CFOs in HC
  - Creation of a training program for banks to understand the healthcare industry



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