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Middle East



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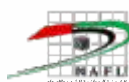
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Editor's Note

Fundamental changes in the Kingdom

The Kingdom of Saudi Arabia is the largest country in Gulf Cooperation Council (GCC) member countries and dominates both the global and local economic scene in many ways. Under 'Vision 2030', the country is going through fundamental structural changes in all the sectors including the healthcare sector. According to '2018 KSA Healthcare Overview' released by Colliers International, Saudi's currently estimated population of 32.6 million will reach 77.2 million by 2050 and this will surely fuel the demand for more and high quality healthcare services. Considering the government's encouraging programs for private sector participation in healthcare industry, we are to see more investment by international players in the coming years.

Another remarkable investment highlighted in the report is the NEOM City which is expected to cost \$500 billion. Announced back in October 2017, the project is located on the Red Sea Coast and to span over a total area 25,900 sq km linking KSA to Egypt and Jordan, creating new markets for many sectors, including healthcare and biotech.

From the region's biggest we have shifted our focus to another biggest scheme in India. 'Ayushman Bharat' also known as National Health Protection Scheme, the biggest health financing scheme in the world, is set to create a network of health and wellness infrastructure across the nation and aims to deliver comprehensive primary healthcare providing insurance cover to least 40 per cent of India's population which is majorly deprived of secondary and tertiary care services. The recently announced scheme during 2018 Independence Day has already created waves across the industries as the number of beneficiaries is almost equal to the population of Canada, Mexico and the US taken together.

From a modest start with an objective to become the industry's leading platform to share the latest news and best practices, we are now celebrating our 12th edition and we assure our readers that MediWorld ME will be packed with lots of new features and sections in 2019.

As we present this year's last issue, we look forward to receiving your comments to bring MediWorld ME to greater heights together.

Happy Holidays.

Sincerely,

Editor, MediWorld ME

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Health. Overview

The Kingdom of Saudi Arabia



Colliers International KSA

Healthcare Overview 2018 provides an

in-depth analysis of the key factors impacting

the Saudi Healthcare sector and its

future outlook and identify opportunities

and challenges to operators and investors

The Kingdom of Saudi Arabia (KSA) with a current estimated population of approximately 32.6 million is the largest country in the GCC. Under Vision 2030, the country is going through fundamental structural changes in all the sectors including the healthcare sector.

The Healthcare sector in KSA is undergoing evolution on the back of rapid advancements in technology, research and development (R&D) in line with the global and regional trends. However, healthcare providers and professionals are grappling with several challenges concurrently, such as patients becoming customers and the patient-care transitioning from “fee for quality” rather than “fee for service”. This coupled with new compliance requirements that aim at wellness and prevention plus ensuring better coordination, efficiencies, add depth and complexity to an increasingly competitive marketplace.

Recent trends and industry dynamics require operators in the healthcare sector to make challenging decisions. Whilst the healthcare system has improved across the region including Saudi Arabia the sector offers opportunities for investors/ operators.

Key factors that make Saudi Arabia's healthcare market attractive are:

- * The Kingdom's healthcare sector is structured to provide a basic platform of healthcare services to all, with specialised treatment facilities offered at some private and public hospitals.

- * Saudi Arabia has an estimated population of 32.6 million in 2018, which is expected to double, reaching 77.2 million by 2050, growing at 2.65 per cent per annum. Assuming a more conservative 1.02 per cent average annual growth, as suggested by the World Bank, the Kingdom's population would still reach 45.1 million by 2050.

This increase in population is expected to fuel the demand for healthcare services in the country. Concurrently, the healthcare system needs to treat emerging Lifestyle Diseases and Illnesses associated with modern and urban lifestyle, partially due to the growing middle-income population.

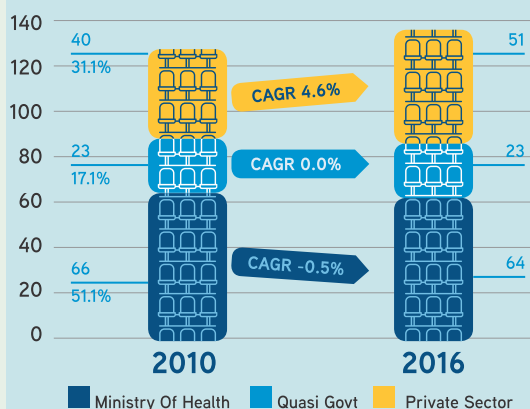
- * The government is encouraging private sector participation in the healthcare sector as the public sector's role is gradually transitioned to becoming more of a regulator rather than as a provider of healthcare facilities, as highlighted in the National Transformation Plan (NTP) and the privatization plan. In 2017, Saudi Arabian General Investment Authority (SAGIA) announced that foreign investors can have 100 per cent ownership in health and education sectors, once implemented this is expected to boost private sector investment in healthcare in KSA.

- * Government commitment to healthcare is evident as the government continues its efforts in developing various medical cities. However, many of these facilities are expected to be operated in conjunction with the private sector investment using various Public Private Partnership (PPP) models.

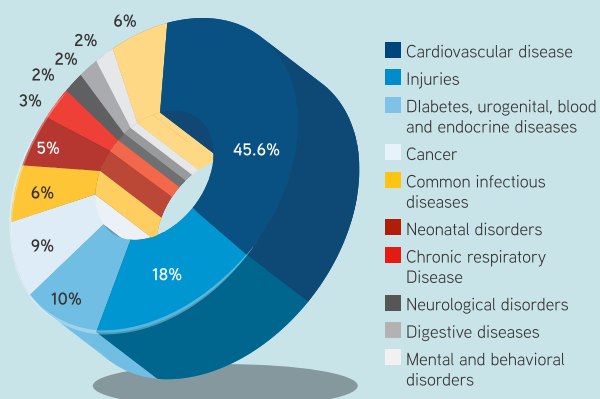
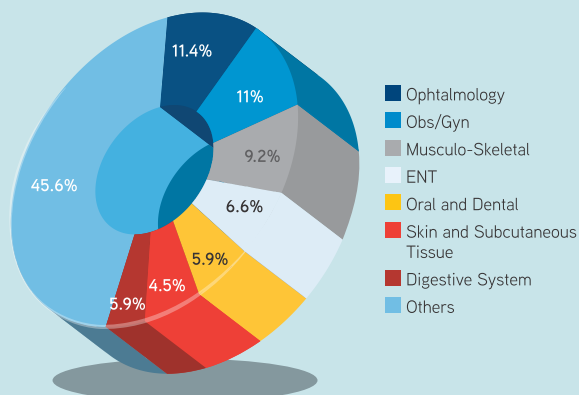
- * The healthcare and social services sector has been allocated 15 per cent (SAR 147 million) of the total KSA's 2018 budgeted expenditures, up from actual spend of SAR 133 million during 2017. This 10.5 per cent increase in the allocation reflects a strong indication of potential demand as well as the government's willingness to augment growth and improvement within the sector.



Number of outpatients in KSA (millions), 2010 - 2016



Outpatient Encounters by Specialty in MOH hospitals in 2015**





Changing population profile

The population pyramid in the Kingdom of Saudi Arabia has significantly changed between 1980 and 2015, and it will further change by 2050. This will have a significant impact on healthcare demand in terms of quality, quantity and type of healthcare facilities.

During 2015-2050 approximately 19 million babies will be born in KSA, creating demand for facilities and services, relating to mother and childcare (obstetrics, gynecology, pediatrics, etc.) along with the more common prevailing communicable and some non-communicable diseases.

The age group between 20-39 years is very important for future healthcare planning, as it is common that there is the development of chronic diseases; cardiovascular, irritable bowel syndrome, chronic obstructive pulmonary disease and some types of cancer. These have a long term impact on demand for healthcare. With 12 million population in this age group there is considerable demand not only for curative but also preventative facilities.

Over the next three decades, we envisage a sharp rise in healthcare demand as approximately 80 per cent of an individual healthcare requirements typically occur post the 40-50 age range. This is primarily due to an increase in lifestyle related diseases, such as diabetes, coronary and other obesity-related illnesses.

An increase in life expectancy is expected to extend from the current level of 73.1 years and 76.1 years for males and females respectively to 78.4 and 81.3 by 2050. This is expected to create demand on long-term care (LTC) facilities, focusing on geriatric related care, rehabilitation and home healthcare services. Based on current international benchmarks of 4-6 beds per 1,000 population above 65 years, KSA currently needs from 6,400 to 9,600 beds dedicated for LTC, this is expected to reach 41,200 – 61,800 LTC beds by 2050.

The NEOM City

Long beaches, valleys and deserts cradled by mountains all located in north-western Saudi Arabia with breathtakingly diverse terrain, this unique geographical location enjoys a temperate climate. Cool winds from the Red Sea create the most desirable temperatures for future residents – on average around 10C cooler than surrounding areas and the rest of the GCC.

The NEOM City which will cost \$500 billion and was announced in October 2017 will be located on the Red Sea Coast promising a new lifestyle that does not currently exist in Saudi Arabia. The new city is planned to span over

The NEOM City which will cost \$500 billion and was announced in October 2017 will be located on the Red Sea Coast promising a new lifestyle that does not currently exist in Saudi Arabia. The new city is planned to span over a total area of 10,000 sq m (25,900 sq km) linking KSA to Egypt and Jordan, creating new markets for many sectors, including healthcare and biotech.

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The biotech sector will focus on next-generation gene therapy, genomics, stem cell research, nanobiology, bioengineering plus attracting the talent to research, develop and apply the new knowledge, NEOM will be a new nexus for this vital activity.

In last few decades alongside the demand for primary accommodation, a second-tier demand for second homes within the residential market has emerged, especially in the Eastern Province. With the development of NEOM city, Colliers expects that the second homes market flourish in the red sea area not only as secondary homes but also as an investment product supported and driven by leisure, healthcare and wellness.

Hospitals and bed capacity

The healthcare sector in KSA is represented by three main healthcare players:

Ministry of Health (MoH) is the regulator for all healthcare related activities and services within the country. MoH has played a dominant role in providing healthcare services in KSA. In 2016, MoH contributed 58.3 per cent of the total hospitals and 59.1 per cent of the total beds supply. The primary aim of these facilities is to provide care for free to Saudi nationals. However, in areas where private hospitals are not available or under certain emergency circumstances or in case of specialized treatments that are not available in local private hospitals, expats can access MoH facilities.

The Quasi-Government healthcare facilities are hospitals and health centers operated by the MoH and predominantly catering to employees of the government organizations. Some of the Quasi-Government facilities include: National Guard, Ministry of Defence and Aviation, Ministry of Interior, Royal Commission, ARAMCO, etc.

Private sector facilities are accessed by expatriates as they do not have access to public facilities and at times Saudi nationals also visit private facilities to avoid the waiting time at public facilities and benefit from the higher quality of care. Private sector operated approximately 32.2 per cent of hospitals carrying 24.6 per cent of the overall bed supply.

Between 2010 and 2016 the number of doctors per 1,000 population increased from 2.4 in 2010 to 2.8. The ratio of nurses improved from 4.8 to 5.7 and number of beds per 1,000 population increased from 2.1 to 2.2. However, even



King Khalid Medical City

then it remains low compared to other developed countries and even world average of 2.7 beds. Yet, it is far too simplistic to look only at bed ratios when looking at the Saudi healthcare market. Population demographics, disease profiles, medical procedural advances, insurance costs, government / private sector involvement and affordability levels all have significant impacts on bed and hospital demand numbers.

The Saudi Public Private Partnership Law

Released in July 2018 for public debate and comments, the law is expected to boost private investment in the Kingdom with the concurrent impact on the Saudi economy. The Private Public Partnership (PPP) draft bill is the beginnings of the legal framework on which the Saudi government can begin to outsource healthcare provision. The outsourcing is expected to be done through typical PPP projects for a fixed duration and / or selected disposal of government assets. The Saudi government stated aim is to raise US\$200 billion by 2030 through privatization.

Array of opportunities

Demand for private healthcare: Year on year the volume and share of private sector has been increasing. In case of outpatients, between 2010-16 the private sector share increased from 31 per cent (40 million) to 37 per cent (51 million) a CAGR of 4.6 per cent. For inpatient services the share increased from 32 per cent (1.1 million) to 35 per cent (1.3 million) at a CAGR of 2 per cent. This compares to negative growth in MoH facilities, due primarily to the increasing number of insured expatriates and increasing popularity of the private sector among Saudi nationals. The public sector's role is also gradually transitioned to becoming more of a regulator rather than as a provider of healthcare facilities.

Daycare surgical centers: Due to advancements in healthcare technology (for example laparoscopy) a number of daycare surgeries (treatments / procedures) have significantly increased, resulting in higher demand for daycare surgery centers. The demand for daycare surgical centres has also increased regionally and in the KSA, due increase in prevalence of number of lifestyle diseases; diabetes, obesity, depression, strokes, cardiovascular diseases, blood pressure, etc., which does not require treatments in traditional hospital set-ups.

Increased demand for quality: KSA's healthcare facilities in general and Riyadh and Jeddah in particular, are observed to be accredited by international healthcare



King Saud Medical City

accreditation bodies such as Joint Commission International (JCI) and Australian Council of Healthcare Standards International (ACHSI). These accreditations are one of the key factors patients consider while choosing a healthcare facility, as these assure high quality of health standards.

Demand for maternity and paediatrics: Number of private health facilities, especially in Riyadh and Jeddah are focusing on maternity and paediatrics owing to high demand for these specialties. Hospitals such as Dallah Hospital, Specialist Medical Center and Dr. Sulaiman Al Habib have separate buildings dedicated for mother and child services. As per Colliers research, throughout the KSA and especially Riyadh and Jeddah there is a high demand for maternity and paediatric services supporting a business case for developing stand-alone hospitals or as part of a hospital complex.

Laboratory and diagnostic center: Standalone laboratory and diagnostic centers are required in KSA to support the increasing volume of outpatient facilities.

Long Term Care/ Rehabilitation: With the changing age profile, KSA requires a large number of LTC facilities. The government is seeking private sector facilities specialized in LTC to refer their patients requiring rehabilitation and/ or long term care.

Increased demand for specialized services: Centers of excellence focusing on certain specialties such as ophthalmology, cosmetic surgery, IVF and orthopaedics (sports medicine) are expected to grow further, especially in Riyadh and Jeddah. Many general hospitals also have established dedicated wings to provide highly specialized services in a single specialty this has often been a key factor to the success of these facilities.

Primary care: Owing to the large population in the KSA and high occupancy rates of the hospitals, the country requires more primary care clinics and medical centers to meet the demand of the rising population.

In conclusion, the Kingdom is moving towards encouraging more private sector participation in the healthcare sector, however; the extent of investment required is significant. In Colliers opinion, one way of bridging the required investment is by way of creating more REIT funds. Based on Colliers estimate, REIT funds in the Kingdom can unlock around US\$ 7.5 billion to US\$ 8.5 billion property value from the private sector, thereby playing a key role in augmenting growth in the healthcare sector.



Madhukar Tanna
CEO, Pharmax Pharmaceuticals

Opinion Dubai:

An emerging innovation hub for pharmaceutical manufacturing

According to the Pharmaceutical Research and Manufacturers Association Gulf Forum the pharmaceutical market in the UAE is expected to grow from AED9.61 billion in 2016 to AED14.11 billion by 2020, with key drivers including increased healthcare spend, mandatory health insurance and growing medical tourism.

With Dubai already being home to both local and international healthcare and pharmaceutical companies, this year alone the Emirate has added a number of facilities to its offering, including pharmaceutical manufacturer, Pharmax Pharmaceuticals. Recent research by macroeconomic research firm, BMI, forecasts the UAE's pharmaceutical and healthcare sector is expected to grow by over 5 per cent in 2018 to AED65.68 billion, reaching AED78.13 billion by 2021.

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Recent boom in pharma

Madhukar Tanna, CEO, Pharmax Pharmaceuticals, explores the reasons behind the recent boom in the UAE's pharmaceutical sector and how Dubai is becoming a hub for innovation in healthcare in this editorial opinion:

A main point of discussion at regional pharmaceutical event, CPhI Middle East & Africa, which took place in September in Abu Dhabi, was innovation and the future of healthcare and pharmaceuticals in the UAE. This level of focus on the emergence of the UAE as a major pharmaceutical manufacturer and exporter is not a new one, but it has been gaining momentum recently.

In 2014, HH Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, launched Dubai Plan 2021 to reinforce the emirate's position as an international leader across a number of sectors. This followed the November 2014 announcement by the UAE Government that 2015 would be the 'Year of Innovation', promoting the UAE as a global pioneer in innovation alongside the introduction of the ambitious National Innovation Strategy.

June 2016 saw another strategic framework announced by His Highness Sheikh Mohammed bin Rashid Al Maktoum with the launch of Dubai Industrial Strategy 2030, further driving Dubai to become a global platform for knowledge-based, sustainable and innovation-focused businesses. Among the six priority sectors identified in the strategy are pharmaceuticals and medical equipment, due to their importance to Dubai Plan 2021 and future growth potential.

Innovation in healthcare

The term innovation is often associated with Research and Development and the launch of new medications. However, innovation also encompasses finding improved methods of delivering existing treatments. For example, replacing an injectable with an oral dose, or substituting an oral tablet with a patch. By offering patients alternative routes to administration, we can improve the patient experience and increase the likelihood of patients remaining compliant with their recommended courses of treatment.



As the patents expire on medications, manufacturers, such as Pharmax, have the opportunity to mass-produce generic alternatives. The Food & Drug Administration defines generic medication as a drug product that is comparable to a brand listed drug in dosage form, strength, route of administration, quality and performance characteristics and intended use. Generic medications are more affordable than name-branded alternatives, making them a more attractive alternative for insurance providers and sufferers of chronic illnesses where long-term treatment is indicated.

In addition to generic forms of medications, complex generic forms are a focus for both the region and Pharmax. Complex generic medications provide higher margins when compared to generics, further incentivising local manufacturers to seek out innovation in the delivery of treatments.



Vital government support

The UAE Government's vision for innovation and growth in the key targeted sectors, including pharmaceuticals and medical equipment, has opened the doors for local pharmaceutical companies to establish themselves in the region. A key milestone was the requirement of mandatory health insurance for all residents. Access to universal healthcare has increased demand for affordable medications used in the treatment of chronic illnesses.

Historically, the UAE has relied upon the importation of medicines from the international market. However, with government support for local manufacturers, including Pharmax Pharmaceuticals, local companies have a unique opportunity to produce locally-manufactured medications and treatments and enter the market.

Private sector pharmaceutical manufacturing companies are also being encouraged to seek out and create partnerships at every level of the sector. In addition to equipping its new state-of-the-art facility with European-sourced equipment, Pharmax is entering into technology agreements with world-class pharmaceutical companies with a view to offer patients in the UAE and GCC medications with improved delivery systems.

When Pharmax was in the very early stages of its establishment, we considered only one location for our headquarters – Dubai. When looking at the requirements for launching and running a successful pharmaceutical manufacturing business, Dubai Science Park (DSP) was a perfect fit. DSP's commitment to creating an ecosystem that promotes innovation is perfectly in-line with Pharmax's long-term vision. In 2015, DSP and its taskforce partners identified five prime areas for innovation in the local healthcare sector, including complex generics.

In adherence with the efforts of the UAE Government to transform the United Arab Emirates into one of the most innovative countries in the world, the UAE is taking

In adherence with the efforts of the UAE Government to transform the United Arab Emirates into one of the most innovative countries in the world, the UAE is taking great strides towards becoming a leading global healthcare destination, offering best practices in patient care and locally-produced medication. The collaboration between the private sector and the Ministry of Health and Prevention has resulted in the number of UAE-based pharmaceutical manufacturing companies increasing from 14 to 18 between 2014 and 2017.

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The collaboration between the private sector and the Ministry of Health and Prevention has resulted in the number of UAE-based pharmaceutical manufacturing companies increasing from 14 to 18 between 2014 and 2017. This number is expected to reach 36 by 2020, according to Dr Ameen Hussain Al Amiri, Assistant Undersecretary for Public Health Policy and Licensing at the Ministry, while addressing a workshop organized by the ministry and regulatory experts from the European Medicines Agency.

As the UAE continues to reinforce innovation across all sectors, Pharmax supports Dubai's vision to become an international hub for pharmaceutical manufacturing, supplying not only the UAE but also the wider GCC and further afield.

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Ayushman Bharat

A 'Game Changer'

India's National Health Protection Scheme

'Ayushman Bharat', the biggest health financing scheme in the world, aims to create a network of health and wellness infrastructure across the nation in delivering comprehensive primary healthcare.

India's constitution guarantees free healthcare for all its citizens, but in practice the private healthcare sector is responsible for the majority of healthcare in India, and most healthcare expenses are paid out of pocket by patients and their families, rather than through insurance. All government hospitals are to provide healthcare free of cost.

Pradhan Mantri Jan Arogya Abhiyan/ Ayushman Bharat Yojana and/or also known as National Health Protection Scheme is a program which aims to provide a service to create a healthy, capable and content new India. The biggest health financing scheme in the world, offers an insurance cover of Rs 5 lakh, which is expected to cover 10 crore poor families or almost 50 crore persons.

The goal of the scheme is to create a network of health and wellness infrastructure across the nation to deliver comprehensive primary healthcare, and to provide

insurance cover to be at least 40 per cent of India's population which is majorly deprived of secondary and tertiary care services. Prime Minister Narendra Modi recently announced the scheme during his 2018 Independence Day, following its launch in September.

Targeted audience

The scheme is targeted at poor, deprived rural families and identified occupational category of urban workers' families. The scheme ensures that adding no cap on the family size and age under AB-NHPS leaves nobody out. It is cashless and paperless at public hospitals and empanelled private hospitals.

"PMJAY - Ayushman Bharat is the biggest government-sponsored healthcare scheme in the world. The number of beneficiaries is almost equal to the population of Canada, Mexico and the US taken together," PM Modi said.

“PMJAY - Ayushman Bharat is the biggest government-sponsored healthcare scheme in the world. The number of beneficiaries is almost equal to the population of Canada, Mexico and the US taken together.”

- Narendra Modi, Prime Minister, India

The magnitude of the scheme could be gauged from the fact that more than 1,300 ailments are covered under it including heart diseases, kidney and liver disorders and diabetes, he added.

“People are calling the scheme Modicare and by other names, but for me it is an opportunity to serve the poor. Even the ones living in the lowest strata of the society will benefit from the scheme.

“I hope and pray that the poor do not have to visit hospitals, but, if they do, the Ayushman cover will be at their service. The poor of my country must get all the facilities that the rich enjoy,” the Prime Minister underlined.

According to the PM, this healthcare scheme will set an example for countries across the world. Around 13,000 hospitals have already signed up for Ayushman Bharat scheme, and the government aims to take a holistic approach to lay stress on affordable and preventive healthcare.

The PM also announced that while the scheme will initially cover 10 crore poor families as per the socio-economies census of 2011, it will “in the coming days also benefit the lower-middle income, middle class and upper middle class” by way of jobs in the medical sector as new hospitals will open in Tier 2 and Tier 3 cities.

Changing healthcare landscape

According to local media, the growing population and ascend in chronic care needs are wielding substantial demands on India's healthcare frameworks. It is greatly stressing that about 50-60 million Indians are constrained to spend half of their yearly family income to address medical issues, particularly with regards to hospitalization.

The out-of-pocket costs for medical services are extremely high for, which influence disservice to almost 7 per cent of the Indian population. Access to capital has been one of the biggest roadblocks to the growth of the Indian healthcare sector.

Today, majority of the system constitutes of private healthcare and the Indian government spends only about 1 per cent of its GDP on healthcare, which is among the lowest globally for any country. However, to meet India's burgeoning healthcare needs, both the public and private sector will have to join hands to build value-based and cashless healthcare. This implies providing a high-end care at a subsidized cost compared to other countries; to enhance healthcare services.

It is the commitment of the state to give free and universal access to quality healthcare services to its citizens as India keeps on being among the nations of the world that has a high proportion of ailments. The various well-being projects and policies in the past have not possessed the capacity to accomplish the coveted objectives and targets.

However, the recent launch of one of the major policy initiatives by the government, Ayushman Bharat –

The magnitude of the scheme could be gauged from the fact that more than 1,300 ailments are covered under it including heart diseases, kidney and liver disorders and diabetes.

National Health Protection Mission for the underprivileged section of Indian population, will help in the accomplishment of the dream of Universal Health Coverage of the Indian population.

Ayushman Bharat is an attempt to ensure that universal healthcare reaches the weaker section of the society and it may certainly boost the ratio of people availing primary healthcare and some of the secondary healthcare. But the current framework of the scheme will not be beneficial for people who need tertiary care as the remunerations under the scheme will not be sufficient to avail value based healthcare.

Under the scheme, tertiary healthcare service providers will be forced to cut costs at every level, which will lead to offering a sub-standard healthcare to patients under the scheme. They may not be able to avail the necessary medication, technology and clinical expertise to get the best outcome and will soon lose confidence in the system.

Strengthening infrastructure

Giving financial protection to the poor not only gives them access to healthcare but also is cost-effective. That is, it gives great incentives as the advantages of financial protection far exceed the expenses. However, cost-effective health coverage must cover primary care.

The World Health Organization (WHO) prescribes allotment to primary care, particularly for presently

The scheme is the commitment of the state to give free and universal access to **quality healthcare** services to its citizens as India keeps on being among the nations of the world that has a high proportion of ailments. The various well-being projects and policies in the past have not possessed the capacity to accomplish the coveted objectives and targets.



unprivileged low-income population. In India, reallocation of assets is important to fortify primary care and to embrace innovation and well-being programs, to be cost-effective in terms of expenses and anticipated benefits.

Solid primary care is crucial to keeping overall access to healthcare reasonable and inexpensive in the nation. India's greatest imperative to getting this going is not lack of capital or framework, but an intense deficiency of human resources and infrastructure. Most public healthcare facilities have noteworthy deficiency of specialists, doctors, nurses and other healthcare experts.

To address this, the government should use existing foundation in private medical schools that has been under-used because individuals cannot afford the cost of it. To utilize these spaces, bundle rates must be made competitive and at standard with the market rates.

The government says that volumes will help take care of the expenses, yet that is after a point of time. Now, they must get the beneficiaries, and make it reasonable for the hospitals as well.

Quality Healthcare

Quality Healthcare is defined as value-based medicine that is assessed by outcome. Today, nearly 80 per cent of healthcare in India is provided by the private healthcare system and in order to meet the burgeoning healthcare needs of Indian population through value based medicine, the country needs a synchronized effort by both private and public sector.

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The scheme further encourages hospitals to maintain certain minimum standards. The reward to hospitals is 10 per cent higher if they have National Accreditation Board for Hospitals and Healthcare Providers (NABH) accreditation and a basic technology criterion has been stated for hospitals to be qualified for this scheme.

Hospitals that meet certain quality benchmarks ought to be permitted to serve NHPS beneficiaries. Quality should be assessed not only by the infrastructure offered at the hospital but also by authentic patient outcomes attained.

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Need for total knee replacements to rise in the UAE

Aster Hospital, Mankhool recently opened its state-of-art Cardiac Catheterization Lab or 'Cath Lab' - a specialized unit that provides services for patients with various heart conditions, affirming foray into tertiary care services in the UAE as cardiovascular disease remains among the leading causes of death.

Growing number of people in the UAE complain of joint problems as the main reason for seeking treatment. For some, even day to day activities like walking or taking a small flight of stairs can be a tedious activity causing excruciating pain in the knee. Most resort to non-steroid anti-inflammatory drugs, vitamins, physical therapy or corticosteroid injections to ease the pain – these however do not relieve the pain in the long run.

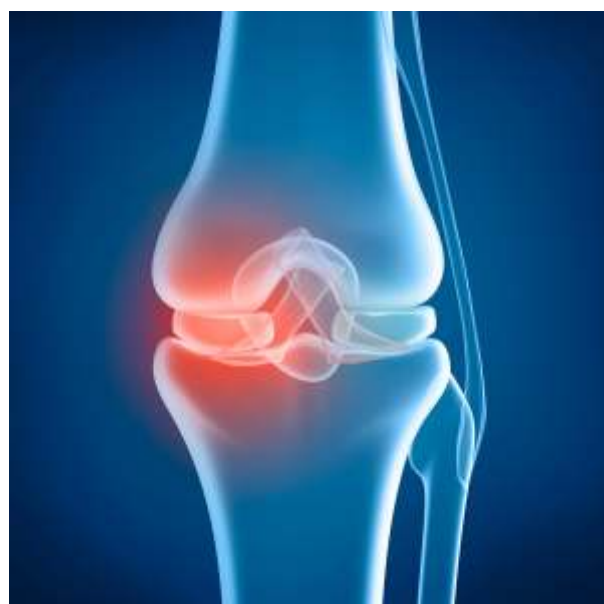
In the UAE, factors such as an ageing population, rising obesity, prevalence of arthritis, and lifestyle diseases such as diabetes, affect the joints, whetting the demand for specialized orthopaedic centres. Knee replacement surgery is a suitable fix and Dr. Samih Tarabichi, Consultant - Consultant Orthopaedic Surgeon, specialized in Joint Replacement at Burjeel Hospital for Advanced Surgery, Dubai, shed light on the subject in conversation with Vasujit Kalia.

“In recent times, we see that total knee replacement surgeries among younger patients' are increasing due to unhealthy lifestyle choices and obesity although patients between the age of 60-69 still remain the highest number of cases. The new technique that we use is Persona CR implants which save bone and ligaments. Persona – The Personalized Knee system is the most comprehensive, anatomically accurate and highest fidelity knee replacement system ever designed that allows our surgeons to provide each patient with a personalized fit.”

“In recent times, we see that total knee replacement surgeries among younger patients' are increasing due to unhealthy lifestyle choices and obesity. The new technique that we use is Persona CR implants which save bone and ligaments. Persona – The Personalized Knee system is the most comprehensive, anatomically accurate and highest fidelity knee replacement system ever designed that allows our surgeons to provide each patient with a personalized fit.”
- Dr. Samih Tarabichi, Consultant - Consultant Orthopaedic Surgeon, specialized in Joint Replacement at Burjeel Hospital for Advanced Surgery, Dubai.

In a knee replacement surgery, the patient is first put under general anaesthesia or localized anaesthesia where he or she is numbed below the waist. An 8 to 12 inch cut is made in the front of the knee. The damaged part of the joint is then removed from the surface of the bones, and the surface is then shaped to hold a metal or plastic artificial joint,” he said.

“The artificial joint is attached to the thigh bone, shin and knee cap either with cement or a special material. When fit together, the attached artificial parts form



the joint, relying on the surrounding muscles and ligaments for support and function. Joint replacement procedures were initially performed in the early 1970s and the average artificial joint would last approximately 10 years.



The average hospital stay after knee joint replacement is usually three to five days. If a single knee is replaced, patients are mobilized after 12 to 24 hours as per the pain threshold of patient.

Patient can walk with a walker after around 2 weeks. Stitches are removed after 12 to 14 days and aggressive physiotherapy is commenced, training of step climbing and getting down. Driving is usually allowed after 3 to 4 weeks.

“Nowadays, about 85 per cent of the joint implants will last 20 years or more. Improvements in surgical technique and artificial joint materials make these artificial joints last even longer,” explained Dr Tarabichi.

“The recent improvements in this type of surgery include minimally invasive techniques where small incisions help in ensuring a speedy recovery and auto-transfusion where the patient’s own blood can be used if a transfusion is required. Also for specific cases, computer navigation, 3D printer and (PSI) patient specific instruments – help in total knee arthroplasty (TKA) accuracy in placing the implant in excellent alignment which helps it last longer. And lastly gender based implant makes better alignment

depending on whether the patient is a male or a female.”

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“The patient may also have to visit an outpatient physical therapy facility as the final stage of the rehabilitation process. Outpatient therapy may last from 4 to 6 weeks, depending on the progress,” he added.

“Knee replacement surgeries offer sufferers a new lease of life and Burjeel Hospital for Advanced Surgery, Dubai has always been committed to provide the best healthcare with world-class medical experts and state-of-the-art technology to the residents of the UAE and GCC.” concluded Dr Tarabichi.



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A scenic photograph of a Norwegian fjord. In the foreground, a calm body of water reflects the sky. To the right, a small village with red wooden houses is built on a rocky shore. In the background, a massive, steep mountain rises from the water, its peaks covered in snow under a dramatic, cloudy sky.

Maintaining the Nordic welfare model with universal healthcare

Spending more of its GDP (10.5pc) on healthcare than any other country in the world, except the United States and Switzerland, Norway's healthcare bill amounts to \$38.4 billion in total, or \$7,300 per citizen



Officially the Kingdom of Norway is a Nordic country in Northwestern Europe whose core territory comprises the western and northernmost portion of the Scandinavian Peninsula; the remote island of Jan Mayen and the archipelago of Svalbard are also part of the Kingdom of Norway. The Antarctic Peter I Island and the sub-Antarctic Bouvet Island are dependent territories and thus not considered part of the kingdom. Norway also lays claim to a section of Antarctica known as Queen Maud Land.

Norway maintains the Nordic welfare model with universal healthcare and a comprehensive social security system, and its values are rooted in egalitarian ideals. The Norwegian state has large ownership positions in key industrial sectors, having extensive reserves of petroleum, natural gas, minerals, lumber, seafood, and fresh water. The petroleum industry accounts for around a quarter of the country's gross domestic product (GDP). On a per-capita basis, Norway is the world's largest producer of oil and natural gas outside of the Middle East.

The country has the fourth-highest per capita income in the world on the World Bank and IMF lists. On the CIA's GDP (PPP) per capita list (2015 estimate) which includes autonomous territories and regions, Norway ranks as number 11. The country has the world's largest sovereign wealth fund, with a value of \$1 trillion. Norway has had the highest Human Development Index ranking in the world since 2009, a position also held previously between 2001 and 2006. It also has the highest inequality-adjusted ranking. Norway ranked

first on the World Happiness Report for 2017 and currently ranks first on the OECD Better Life Index, the Index of Public Integrity, and the Democracy Index. Norway has one of the lowest crime rates in the world.

Universal access in healthcare

The Norwegian healthcare system is founded on the principles of universal access, de-centralization and free choice of provider. On a per head basis, Norwegian expenditure on healthcare is the highest in the world. Every member of the Norwegian National Insurance scheme (broadly speaking, every resident of Norway) has the right to access healthcare services. Although treatment is not free, there is an annual limit on how much any one individual has to pay for healthcare.

While health care policy is controlled centrally, responsibility for the provision of health care is de-

Norway maintains the Nordic welfare model with universal healthcare and a comprehensive social security system, and its values are rooted in egalitarian ideals. The state has large ownership positions in key industrial sectors, having extensive reserves of petroleum, natural gas, minerals, lumber, seafood, and fresh water.

centralized. Local authorities at municipal level organize and finance primary health care services according to local demand. The central government has overall managerial and financial responsibility for the hospital sector.

Four Regional Health Authorities (RHA) is overseen by the Ministry of Health and Care Services runs all public hospitals in Norway. A small number of hospitals are privately owned. However, the public funds most private hospitals, and private health insurance is not at all commonplace.

Healthcare in Norway is not free. Residents must pay for all treatment and even a standard consultation with a GP. However, once a person reaches an annual limit of expenditure, they receive an exemption card, which entitles them to free treatment for the remainder of the year. This system ensures that everyone pays a little, but the sick are not burdened with the stress of huge medical bills. The exemptions to this system include children under sixteen and pregnant women, who receive free healthcare.

Pharmaceutical system

The Ministry of Health and Care Services (Helse- og omsorgsdepartementet, HOD) is the legislative authority. The Norwegian Medicines Agency (Statens legemiddelverk, NoMA) (subordinate to the HOD) is in charge of marketing authorisation, classification, vigilance, pricing, reimbursement and providing information on medicines to prescribers and the public.

HELFO decides on reimbursement for individual patients for pharmaceuticals without general reimbursement or indications not covered by general reimbursement. HELFO also monitors the prescriptions issued by outpatient doctors.

All major international pharmaceutical companies are represented in Norway, but only a few of them have established their own manufacturing units in the country. In Norway there are three wholesalers providing a full range of products to the market, belonging to the leading European pharmaceutical distribution companies. Each of the wholesalers is vertically integrated with their own pharmacy chain. In addition small outlets belonging to the pharmacies dispense medicines. Grocery stores, gasoline stations e.g. are allowed to distribute a restricted list of OTC.

Healthcare technologies

Norway spends more of its GDP (10.5pc) on healthcare than any other country in the world, except the United States and Switzerland. That amounts to \$38.4 billion in total, or \$7,300 per citizen per annum in 2016. The state-dominated medical system, covering 85 per cent of total healthcare costs, is striving for technological advances and organizational improvements in a climate of budget constraints, a rise in chronic disease and an aging population.

The health and social welfare system in Norway is predominantly publicly financed, primarily through a national insurance tax. The national insurance, or

Norway spends an estimated \$7 billion annually on its hospitals, and there is an attractive market for innovative, high quality medical and dental equipment. A further \$2.5 billion has been earmarked for the Norwegian Ministry of Health and Care Services for upgrading hospital and/or building new hospital facilities.



Tønsberg Hospital

social security, is a collective insurance plan to which all in Norway belong. Citizens requiring medical treatment in Norway are guaranteed medical care and user fees are limited – no one pays more than about \$150 per year for public health services.

Estimates from the public health authorities and trade associations indicate that the total Norwegian market for medical and dental equipment and supplies is over \$2 billion. Public health care authorities are estimated to account for about 90 per cent of the purchases of medical equipment, whereas private (non-publicly funded) purchases account for the remaining 10 per cent. About half of the medical equipment is sold to hospitals.

The Norwegian pharmaceuticals market is estimated at \$2.8 billion, including value added tax (PRP - pharmacy retail price). The modest growth in recent



The generic pharmaceuticals market has grown significant in recent years and accounts for 49 per cent of the market, and with the introduction of the 'step price scheme,' aimed at further reducing the price of generic medicines, this is a trend set to continue.

years is attributed to the government's restrictive policy in fixing prices and reimbursement, and the patent expiry of several high turnover brands. The generic pharmaceuticals market has grown significant in recent years and accounts for 49 per cent of the market, and with the introduction of the 'step price scheme,' aimed at further reducing the price of generic medicines, this is a trend set to continue.

With a rapidly aging population, an increase in chronic disease and increasing healthcare costs, the Norwegian government has stated that telemedicine, e-health and welfare technology are national priorities as they are very important tools in the successful implementation of the key Integrated Health Care Reform of 2012. The authorities are implementing electronic patient journals/EPJ's, and have successfully launched e-prescriptions, a national health portal where citizens will be able to have access to their digital health information.

Telemedicine is seen as an important part of future acute medical care, radiology (work-sharing among hospitals) with specialist consultations within the ear-nose-throat field (video conferencing); specialist consultations in dermatology (e.g. video conferencing and still picture technology); and cardiography (e.g.

heart rhythm/sound comparisons). Also, clinical information systems, home care and personalized health systems, services for remote patient monitoring, systems for integrating local-, regional-, and national health information networks, represent significant potential. However, there are some barriers to entry, such as a requirement for local language, privacy and data protection concerns, standardization and interoperability issues, and reimbursement issues.

Due to very limited domestic production, Norway relies heavily on imports of medical equipment and increases in market demand are likely to be met by imports. Equipment to be sold in Norway must be registered with the Norwegian Directorate of Health. Norway participates in the EU internal market through the EEA Agreement (European Economic Area), and has the same rights and obligations as EU member states in regulation of medical devices.

Norway spends an estimated \$7 billion annually on its hospitals, and there is an attractive market for innovative, high quality medical and dental equipment. A further \$2.5 billion has been earmarked for the Norwegian Ministry of Health and Care Services for upgrading hospital and/or building new hospital facilities.

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Julphar announces entry into oncology market



Julphar has announced its entry into the oncology market through a licence-and-supply agreement with Russia's leading biotechnology company, BIOCAD. Julphar will be partnering with BIOCAD and Health Authorities to register three leading specialized products to the UAE, which are used to treat breast cancer, B-cell non-Hodgkin's lymphoma, chronic lymphocytic leukaemia, colon cancer, lung cancer and glioblastoma.

Jerome Carle, General Manager of Julphar, said, "We are delighted to be partnering with BIOCAD in the UAE market as they have a proven track record and they support our core values. Entering the oncology market is a huge step forward for Julphar."

"It will enable us to continue to focus on delivering healthcare solutions that make a real difference to people's lives," he added.

Cancer is one of the biggest health burdens in the UAE. According to a report issued last month by the International Agency for Research on Cancer, IARC, of the World Health Organisation, WHO, breast cancer accounted for more than 20 per cent of the total 4,707 new

cancer cases that were found in the UAE in 2018.

"Cancer can be a very costly illness, placing a considerable financial burden on families," Carle said, adding that the launch of these products in the local market, "we would like to ensure that as many people as possible have access to life-saving medicines," he added.

Dmitry Morozov, CEO of BIOCAD, said, "Access to international markets is the number one priority of our company. That is why we consider our cooperation with one of the largest pharmaceutical companies in the Middle East a turning point in our international business development not only in the United Arab Emirates but also the Middle East and North Africa region, MENA, in general.

"Moreover, medicines produced by BIOCAD are competitive in their effectiveness as well as the price. Therefore, the presence of innovative Russian drugs in the UAE will help make important biological therapies widely accessible to patients. We are glad our products will increase access to treatment of the most severe types of cancer for more patients in the UAE than before," he concluded.



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Philips partners with DHA and VPS Healthcare to address child nutrition



Royal Philips has partnered with the Dubai Health Authority (DHA) for the 2nd year running and VPS Healthcare to launch 'Switch to healthy Living', a nationwide campaign that focuses on driving awareness around the impact of obesity, & promoting healthy eating habits

amongst school children.

With rising levels of obesity, and studies demonstrating a correlation between weight and health issues, Philips' 'Switch to Healthy Living' campaign presents an opportunity to impact the lives of UAE residents from a young age.

Obesity amongst children is a cause of concern in the UAE. Statistics published by the Abu Dhabi Department of Health in 2014 showed that 14 percent of pupils across the Emirate's schools were overweight, while 15 percent of them suffered from obesity. The UAE National Agenda aims to reduce the prevalence of obesity amongst children from 13.17 percent (as of 2014) to 12 percent by the year 2021.

The campaign will demonstrate how children will manage their food options when they are asked to prepare their own lunchboxes. Parents will be encouraged to set a strong example in preparing healthy meals so that their children are influenced and aware of the right nutrition needed.

Ozlem Fidanci, Philips CEO, Middle East and Turkey also noted, Our 'Switch to Healthy Living' campaign focuses on driving real awareness through the collaboration with our partners to promote healthy eating as a conduit for happier children. At Philips, our role is to empower children and their families to become healthy, live well, and enjoy their lives through meaningful innovations. Addressing children's health is a top priority that is in line with the UAE national healthcare agenda. The prevalence of overweight and obese children continues to rise as parents underestimate their children's weight problems. In the broader context, obesity will increase healthcare spending, and will resume the spread of non-communicable diseases."

As part of the campaign, Philips and its partners will organize a workshop to educate families about the importance of nutrition. Through food demonstrations and interactive taste tests, the workshop will show parents the small changes needed to live healthier lifestyles. Led by Dr. Abir Hobballah, Dietitian at VPS Healthcare, the workshop will provide a forum to discuss simple lunch box recipes.

Biological dentistry launched in Dubai

Those in search of an alternative to traditional dentistry are being empowered to try out biological dentistry thanks to the launch of the holistic approach at Dr Roze & Associates Dental Clinic. Using a biological approach to dental care, the clinic will assist patients with their oral and overall general health and well-being through education, awareness and preventative methods as well as the implementation of healthy behaviours.

Dr David Roze, Founder and Oral Surgeon, Dr Roze & Associates Dental Clinic, said: "Not only have technological advances played an important role in dental care and treatment over recent years, but the emergence of biological dentistry has helped transform traditional forms of dentistry.

"A biological dentist is a dentist who practices dentistry while understanding that what happens to the teeth and gums may have an impact on the rest of the body. By making a patient orally healthy, we are positively influencing their general health and well-being."

Scientific studies have shown that many chronic diseases are caused by dental problems. As a result, biological dentists believe prevention is the best cure – tooth decay can be cured or prevented with proper nutrition.

Biological dentists believe that placing metal and/or other foreign materials in the teeth and gums may have unintended consequences. That's why many biological dentists offer biocompatibility tests to make sure that the filling, crown, root canal, or other restoration doesn't cause an adverse reaction on the rest of the body. One of the key aspects which defines a biological dentist is the rejection of the use of mercury-based, or amalgam fillings.



Dr Roze, said: "Our clinic follows a strict Scandinavian protocol for amalgam removal. We use a rubber dam, oxygen mask, surgical suction, double masks and latex sheets that fit around the tooth to prevent any particles of the filling ending up in your mouth or stomach during the removal.

Dental lasers have allowed Dr Roze and his team to reduce the need for antibiotics and prescriptions of anti-inflammatory drugs, ultimately speeding up the healing process in a more natural way. A dental laser is a focused and powerful light that can help reduce bacterial activity in a natural way. They can also promote the healing and obtain the haemostasis without sutures – depending on the wave length used.

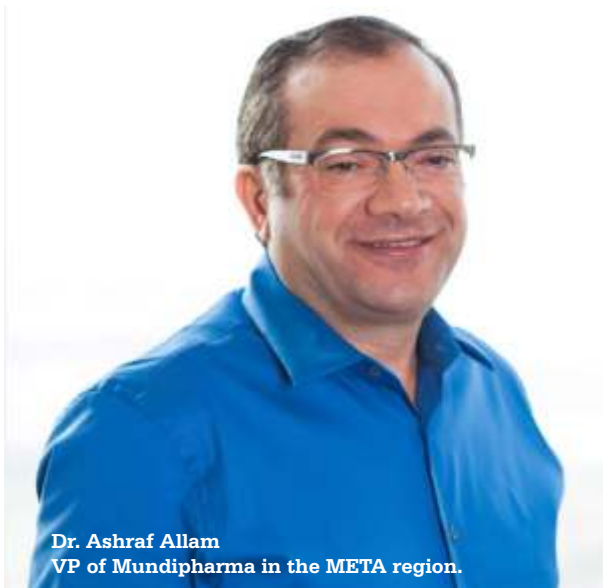
Micro dentistry uses microscope-based technology to examine problems in a tooth, such as a cavity. This allows for magnification up to 40 times, compared to six times when using a traditional loop. The high-quality microscopic picture allows for ultra-precise work on each tooth, removing only what needs to be removed to retain as much healthy dental tissue as possible.

Pharma companies need to act local and invest in right talent - Mundipharma



“Global, regional and local pharmaceutical firms operating in the Middle East, Turkey and Africa (META) region need to be able to ‘change the tires while driving’ if they are to benefit from doing business in a challenging, but also highly rewarding market”, says Dr Ashraf Allam, VP of Mundipharma in the META region.

Doing business in the META region is not always straight forward, but if approached with the right strategy, the right team, and a willingness to quickly adapt to any challenges, companies will be able to successfully access a market worth US\$40 billion annually with 1.4 billion customers.



Dr. Ashraf Allam
VP of Mundipharma in the META region.

“Compared to other emerging markets, META is still a profitable region with a large growing middle class of potential customers. If you are doing business here, you need to rise to new challenges every day. I always say that you must be able to change the tires on your car while you’re driving – you can’t stop the car because no one will give you time, not your shareholders, not your headquarters, not your customers, but it needs to be done and you have to be always ready.” he added.

“It’s a very complex region with more than 50 markets,” says Dr Allam. “There are markets in good shape, some are building very well, then there are markets which

suffer from political instability, where you can find tanks in the streets”.

Key to navigating the myriad challenges facing businesses is hiring the right people: “Invest in talent, bring in people who know the market and are able to have quick impact. And hire a mix. For sure you need staff with experience, sure, but mix it up with younger team members who have the hunger – energy is just as important as wisdom in a successful company.

“The business in this region requires you to build strong business relationships and partnerships with the key stakeholders. This is where companies need to be able to adapt and be flexible. The most successful players in this market know how to adapt. They have locally adapted pricing and a customized strategy for each segment of the market.”

Among the positive trends currently shaping the business landscape across the META region are improved timelines for regulatory approval and increased awareness and enforcement of rules related to intellectual property, especially in the GCC. However, continued pressure on budgets has led to the introduction of wide-ranging cost containment measures in both the public and private sector limiting the government spending on healthcare.

“Companies are now seeing their profits come under increased pressure,” says Dr Allam. “In this economic environment profit margins and price competition is intense and it is proving difficult to pass on the rise in the otherwise regulated selling prices.

To drive success at a regional level, businesses must have a portfolio tailored to the market, build lasting relationships with ministries of health and regulators, and pay special attention to employing talent and building capacity, says Dr Allam.”

A good distribution network in the region is extremely important, says Dr Allam. While it can be hard sometimes to negotiate the right agreement with a financially sound distributor, it can result in increased, consistent and reliable countrywide coverage.

“Also, invest in awareness campaigns, educational activities from which physicians can learn more about brands that can help their patients, as well as developing partnerships with retail customers and hospitals to ensure they carry your products,” adds Dr Allam.

Early diagnosis key to osteoporosis treatment and prevention - specialist



Early diagnosis is essential to effectively managing and treating osteoporosis, according to a senior physician at a leading Abu Dhabi specialty hospital, Healthpoint, with the disease showing no visible symptoms until the patient suffers a painful and debilitating bone fracture.

Dr. Gianina-Elena Statache, Rheumatology Specialist at Healthpoint,

part of Mubadala's integrated healthcare network, says around one in three women, and one in five men, over the age of 50 will suffer a fracture due to osteoporosis. The common condition gradually weakens bones over many years, making them fragile and more likely to break.

"Osteoporosis can be extremely painful and is a significant cause of disability among older people, yet many patients will have no idea they have the condition until it is already very well advanced," explains Dr. Statache. "This is because the loss of bone mass does not cause any pain until a fracture occurs, showing the bone is already significantly weakened. Hence it is absolutely important to diagnose people as soon as possible."

As an integrated, multi-disciplinary hospital, Healthpoint provides complete care to osteoporosis patients. For the past year, the hospital has operated a Fracture Liaison Service to identify patients admitted to the hospital with a fracture, and offering to assess them for osteoporosis. Where the disease is diagnosed, physicians can then follow up with appropriate treatment.

So far, the service has screened more than 100 patients, through an examination of the patient history, clinical examination, and procedures such as dual-energy X-ray absorptiometry (DEXA) and blood testing. Of those 100, more than 40 have been diagnosed with osteoporosis and fragility fractures.

This helps catch the disease while bones still have most of their strength, when it still requires a more serious accident to cause the injury. With more advanced cases, even a minor fall, or in some instances a cough or sneeze, can cause a fracture. Spinal deformity, height loss, and severe back pain are among the longer-term effects of osteoporosis. Patients can find themselves confined to bed for long periods, be unable to walk, and lose much of their independence.

Yet there are some simple measures people can take to reduce the risk or severity of the disease in later life. Dietary supplements such as vitamin D and calcium, at doses instructed by a physician, are essential in osteoporosis – calcium to help rebuild bone, and vitamin D to help the body process the calcium – and a diet rich in these nutrients is important. Exposure to sunlight can also help replenish vitamin D and contributes to bone health. Other preventative measures can include regular exercise. Tobacco smoking and alcohol consumption are both linked to increased risk, so these should be avoided, as is being underweight, which reduces BMD.

NMC Health and Hassana sign MoU to target Saudi market



NMC Health (NMC), a private healthcare operator with operations across 17 countries, and Hassana Investment Company (Hassana), the investment arm of the General Organization for Social Insurance (GoSI) of Saudi Arabia, have signed an MoU that aims to form a joint venture (JV) to acquire and develop a pan Saudi Arabia network of world-class healthcare facilities with a capacity of up to 3,000 beds.

The MoU targets a total investments value of up to SAR 6 billion over the next five years and to employ up to 10,000 employees, including full-and part-time positions. At inception, the proposed JV will become one of the largest private healthcare operators in Saudi Arabia with a combined capacity of 1,489 beds (664 beds contributed by five NMC facilities and 825 beds by two National Medical Care facilities).

NMC and Hassana signed the MoU on the sidelines of the Future Investment Initiative (FII) 2018, the second edition of a major conference-taking place in the Saudi capital Riyadh from 23-25 October, organized by the Public Investment Fund (PIF) of Saudi Arabia.

Prasanth Manghat, Chief Executive Officer of NMC, said: "We identified the Kingdom of Saudi Arabia as a key strategic priority for NMC and the proposed partnership between NMC and GoSI/Hassana would offer a tremendous opportunity for both companies to better serve the KSA healthcare market. The Saudi government's forward-looking and investor-friendly policies make the Kingdom one of the most attractive destinations in the region for investment in the healthcare sector. NMC is keen to bring its international expertise, world class collaborations, specialized services (Maternity, Oncology, Pediatrics, Diabetes centers etc.) and key verticals (Fertility, Long-term Care, Cosmetics etc.) to serve population of the Kingdom."

Saad Bin Abdulmohsin Alfadly, Hassana's CEO, said in a statement, "The proposed partnership between Hassana and NMC is driven by our view that healthcare in Saudi Arabia is one of the most attractive markets for strong long-term growth. The proposed JV has ambitious growth plans across different healthcare sub-sectors, with both partners committed to compounding returns over the long term, whilst providing best-of-class services to patients. Benefiting from Hassana's role as a strong long-term financial and strategic investor and NMC's expertise as a sophisticated and successful healthcare expert internationally.

Ibnsina Pharma drives agility with Infor



Infor, a leading provider of industry-specific cloud applications, announced Ibnsina Pharma (S.A.E.), one of Egypt's largest distributors of pharmaceutical products, has invested in Infor EAM, Infor d/EPM, Infor M3, Infor SCE (Warehouse Management System), and Infor OS to help unify and integrate its business processes across its developing operations.

Ibnsina Pharma, a major healthcare solutions provider in the region, has been growing steadily through supply chain services, importation, and distribution of healthcare products in the private and government sectors. Today, it has the second-biggest share of the Egyptian market in the industry and operates a chain of 55 wholesale pharmacy stores across the country.

Ibnsina Pharma chose Infor's industry-specific solutions to help streamline its business operations across the organization; generate strong financial reports; achieve operational efficiency; integrate with other technologies in the supply chain and implement best practices for better control of processes. It ultimately plans to migrate the application to the cloud.

"In recent years, technology has revolutionized the healthcare industry, and by default the pharmaceuticals industry. Technology-enabled solutions such as

trackers, biosensors, and wearables are the way of the future and the pharmaceutical industry will need to embrace digital transformation to support all new updates associated with the rising population and the emergence of new chronic diseases," said Amro Khorshid, IT Director, Ibnsina Pharma.

From a supply chain perspective, Ibnsina Pharma expects to produce more

robust and consistent monthly sales forecasting and replenishment planning cycle with Infor's warehouse management system. Additionally, Ibnsina Pharma will have greater visibility and speed of information sharing across all its supply chains, with greater collaboration between its customers and suppliers and allowing for better decision-making throughout the overall supply chain.

"Ibnsina Pharma is Infor's first pharmaceutical customer in the Middle East. We are delighted to work with the team and enrich the experiences of its customers and employees," said Jonathan Wood, general manager for India, Middle East and Africa, Infor.

Ibnsina Pharma expects to benefit from Infor d/EPM's modern intelligent business and financial performance management capabilities which will help drive its overall business performance with more agility. With greater business insights from Infor d/EPM, Ibnsina Pharma will be able to make more informed decisions across its organization. Infor d/EPM will enable the company to modernize data processing and enrich decision-making with advanced analytics and planning capabilities, self-service dashboards, and social collaboration.

MBF Group announces agreement to build medical city in Pakistan



The MBF Group announced an agreement with Ibchez Housing and Nixon to establish an integrated medical city within the 100,000-sq m Gulberg Greens in the Pakistani capital of

Islamabad. The agreement will include the construction of a hospital that will provide medical services at international standards.

Sheikh Mohammed bin Faisal Al Qassimi, Founder and Owner of the MBF Group, said that the project will include a 400-bed university hospital that will offer the most advanced levels of healthcare services. The medical city will also feature the country's first medical mall, therapeutic and recreational areas, a regional cardiology centre, and an orthopaedic centre, he added.

He noted that the city will include a nursing college and is expected to serve some 1 million patients and clients on a monthly basis. There is a need for such advanced hospitals to serve Pakistan's growing population, he stressed.

Al Qassimi pointed out that the investment provided for the medical city has reached US\$970 million, while noting that its land has been purchased, as well as the desire of all parties to complete the project on time, in a bid to answer the growing demand for medical services in Islamabad and provide specialist health services that are in short supply.

He added that the group will manage the city's 1,000 medical, technical and administrative staff, who will all be Pakistanis, and is responsible for providing medical equipment and beds. Nixon will represent the group in Pakistan, and the medical city will be their first joint project, he said.

Mubadala to deliver lab services to leading healthcare provider



National Reference Laboratory (NRL), a Mubadala Healthcare network provider and NMC Group announced they have signed a Laboratory Services Agreement making NRL the exclusive provider of laboratory testing to patients at 31 NMC healthcare facilities across the UAE.

NMC patients will now have direct access to NRL's comprehensive, specialist test menu of more than 4,700 tests, which is one of the largest laboratory test menus globally thanks to NRL's partnership with LabCorp, the world's leading diagnostics company.

Eng. Abdulla Al Shamsi, Head of Mubadala Healthcare said: "Through our world-class network of healthcare providers, we are very pleased to work alongside private healthcare companies to provide laboratory tests and services that have a transformative impact on patients, allowing us to collaborate in improving patient outcomes and positively impacting the healthcare sector across the United Arab Emirates."

Chief Executive Officer at National Reference Laboratory, Abdul Hamid Oubeisi added: "We are pleased to have been selected by NMC Group as their trusted partner in the provision of high-quality

laboratory diagnostic services. As one of the most experienced providers of laboratory solutions in the country and the region, we are looking forward to bringing our proven track record of testing and world-class logistics to the patients of NMC Group to ensure their treatment journey is optimized through swift and accurate laboratory testing."

As a result of the agreement, patient samples collected from 10 of NMC's largest hospitals and medical centers, including both NMC Royal Hospitals and NMC Specialty Hospitals in Abu Dhabi and Dubai, will be exclusively handled by NRL.

NRL's logistics network will guarantee sample integrity and timely sample collection from NMC Group's country-wide network, ensuring reliable and fast test results. Additionally, best practice connectivity solutions, including a web-portal and a two-way real-time interface between NRL's Laboratory Information System and the Electronic Medical Records (EMR) of the NMC Group, will ensure test ordering and results delivery are as efficient and accurate as possible. This paper-less system will help reduce the risk of human error and work duplication, and enhance quality and patient outcomes.

Mubadala Investment Company actively manages a worldwide portfolio supporting the vision of a globally integrated and diversified economy, through sustainable returns to its shareholder, the Government of Abu Dhabi. In March 2018, Abu Dhabi Investment Council (ADIC) joined the Group. Mubadala's US\$225 billion portfolio spans five continents with interests in aerospace, ICT, semiconductors, metals and mining, renewable energy, oil and gas, petrochemicals, utilities, healthcare, real estate, defense services, pharmaceuticals and medical technology, agribusiness and a global portfolio of financial holdings.

Weight-bearing exercises can enhance bone and joint health - expert

Citizens in the UAE are gripped to the Dubai Fitness Challenge, and there couldn't have been a better time than November, which marks the celebration of World Diabetes Day, which is held on 14 November each year to raise awareness about the condition and its negative implications. In an effort to improve bone and joint health of the UAE citizens, medical experts from Burjeel Hospital for Advanced Surgery (BHAS) recommend varied forms of fitness activities to create a positive impact for bones and joints.

"Diabetes has often been related to heart disease, stroke, neuropathy and eye problems, but problems related to bones are often neglected. Taking this as an opportunity, we would like to encourage people with diabetes, who are at an increased risk of bone diseases to immerse themselves into fitness activities," said Dr. Amr Osman, Specialist Orthopedic Surgeon at Burjeel Hospital for Advanced Surgery (BHAS).

It has been observed that individuals with diabetes have 1-2 times greater chance of fractures. In fact, people with type 2 diabetes could have three times greater the risk of bone fracture than those with normal blood sugar, depending on skeleton size and how long someone has had diabetes. A study, by the European Association for the Study of Diabetes (EASD) Annual Meeting in Berlin, Germany, has found that diabetes is tied to a greater likelihood of having several musculoskeletal disorders including osteoarthritis, rheumatoid arthritis and osteoporosis.

According to Dr. Amr Osman, a healthy diet with plenty of calcium and vitamin D and regular weight-bearing exercise are key to slowing bone loss, improving balance and preventing falls and injuries. In addition, avoiding smoking and maintaining a healthy body weight can help combat diabetes and the conditions associated with it.

Patients benefit from increased healthcare options in Al Ain

Cleveland Clinic Abu Dhabi has launched a primary healthcare service at its Al Ain facility, providing a full-time Primary Care Consultant physician in response to requests from the local community. By introducing a primary healthcare service, health problems can be identified earlier to reduce the need for specialist care in the future. Patients who need further diagnosis and support can be seamlessly referred to Cleveland Clinic Abu Dhabi main campus for specialist treatment.

Cleveland Clinic Abu Dhabi – Al Ain began offering select medical services in December 2017, and the facility has proven to be a popular option for patients looking for access to the Cleveland Clinic model of healthcare closer to home. Dr. Mourad Habib Kirolos, Staff Physician Family Medicine, will lead the primary care service in Al Ain as part of the new offering.

Dr. Rakesh Suri, CEO of Cleveland Clinic Abu Dhabi, said: "Cleveland Clinic Abu Dhabi is focused on providing the community with the treatment they need when and where they need it. Treating patients closer to home is a priority and our outpatient clinic in Al Ain will provide primary care to support early intervention

that will ultimately save lives."

In addition to primary care, the Al Ain facility offers patients a range of tests to screen for serious medical conditions including the early detection of most forms of cancer. The clinic provides advanced PET-CT and CT diagnostic imaging.

Cleveland Clinic Abu Dhabi, part of Mubadala's network of healthcare providers, is a multispecialty hospital on Al Maryah Island in Abu Dhabi, UAE. Cleveland Clinic Abu Dhabi is a unique extension of US-based Cleveland Clinic's model of care, specifically designed to address a range of complex and critical care requirements unique to the Abu Dhabi population.

The facilities at Cleveland Clinic Abu Dhabi combine state-of-the-art amenities and world-class service standards. The hospital is a 364 (expandable to 490) bed facility, with five clinical floors, three diagnostic and treatment levels, and 13 floors of critical and acute inpatient units. It is a physician-led medical facility served by North American/European Board Certified (or equivalent) physicians.

Moberg Pharma to bring fungal treatment options to the region



Mundipharma has signed a new agreement with Moberg Pharma, a specialist in topical treatments for nail and skin diseases, to commercialize its consumer healthcare product for the treatment of nail diseases in the Middle East and Africa (MEA). Moberg Pharma is one of the leading players in the treatment of nail diseases. Moberg Pharma is promoting its brands in the US and UK as well through distributors across more than 30 countries.

Under the agreement Mundipharma will license and introduce Emtrix® as part of Mundipharma's Betadine® range of infectious disease therapies. Used to treat discolored and deformed nails resulting from fungal infection or psoriasis, Emtrix® improves the appearance of damaged nails by reducing discoloration, normalizing thickness, and

hydrating brittle nails.

Onychomycosis is fungal infection of the nail, characterized by thickening, splitting, roughening and discoloration of the nail. This condition may affect toenails or fingernails, but toenail infections are particularly more common. It is estimated that about 2 per cent to 13.8 per cent of adults are affected by onychomycosis,⁵⁻⁷ and the prevalence increases with age reaching 25-30 per cent in the elderly.

Infections can be painful, have a negative impact on a patient's self-image and are associated with increased risk of secondary infection. If left untreated, onychomycosis can cause serious limitations to a sufferer's mobility.

Ashraf Allam, Mundipharma's Vice President for Middle, Turkey and Africa region, said: "The agreement with Moberg Pharma is a major boost to Mundipharma's plans to expand its operations in to new markets and to bring an even greater choice of healthcare products to our customers in MEA. This newly signed partnership means patients will be able to access one of the leading treatments for this common and uncomfortable condition.

Mundipharma is committed to offering the latest in market-leading healthcare products to patients across MEA bringing about effective and sustained improvement in people with onychomycosis infections in the Middle East and Africa Region."

"We look forward to developing our relationship with Mundipharma and making Emtrix® available in new regions as we expand our footprint in growing markets", added Peter Wolpert, Moberg Pharma's CEO.

UAE sets Guinness World Record in support of World Psoriasis Day



Global pharmaceutical firm LEO Pharma, in collaboration with Dubai Health Authority (DHA), successfully set a Guinness World Record® for the world's "largest awareness ribbon". Held in Dubai, in the presence of Dr. Anwar Al Hammadi, Head of Dermatology Department, DHA, the attempt was made to raise awareness and provide knowledge about psoriasis.

To achieve this record, a large fabric was custom made to match the colours of the awareness ribbon - orange and orchid, and in terms of dimensions, the requirement was for the ribbon to be over 1,000 m². LEO Pharma achieved the Guinness World Record® by building an awareness ribbon that measured 1,463.85 sq m, for the world's "largest awareness ribbon".

Psoriasis is a serious, lifelong condition that primarily affects the skin, but also impacts emotional, psychological and physical health. The disease can be disabling and stigmatizing, and it carries with it a number of associated diseases (known as comorbidities). People with psoriasis are over 50 per cent more likely to be clinically obese than the general population, putting them at increased risk of serious health complications such as diabetes, heart disease, stroke and some cancers. Hence, the need for greater awareness and optimal treatment is vital and needs to be reinforced.

Dr. Anwar Al Hammadi, Head of Dermatology, DHA, said, "The prevalence of psoriasis and its widespread nature is an urgent call for increased research, improved advancements and extensive public awareness. Initiatives such as these aid in better acceptance and understanding of the condition."

Hisham Omar, Senior Director GCC at LEO Pharma said "Psoriasis may look like 'just a skin disease', but it is so much more; just as those living with psoriasis, are so much more than the condition itself. It is LEO Pharma's mission to help people achieve healthy skin; but tackling the condition of someone's skin is just the first step".

Turkish Health and Medical Tourism to top 1 million in 2019



Medical tourism to Turkey from Bahrain, Kuwait and the United Arab Emirates (UAE) significantly increased since the beginning of 2018 as Turkey's international reputation as a high-quality medical services provider to global patients, it was revealed. Over the years Turkey has established a reputation and developed the necessary infrastructure required to become a leading global player in the healthcare services industry. The country's close cultural and religious ties with the Gulf Cooperation Council (GCC) countries have therefore made Turkey especially attractive for Arabic-speaking patients.

Moreover, concerning cost efficiency, Turkey provides better quality treatment when compared to its European and American counterparts. Some surgeries cost as much as 90 per cent less than other countries. With favorable exchange rates for dollar-backed currencies such as those in the GCC, medical tourism hit all-time highs in August this year, especially from the UAE, Kuwait, and Bahrain.

"We expect over 850,000 international medical patients to arrive in Turkey by the end of 2018 and expect that number to increase again to reach over 1 million patients by the end of 2019," said Salih Ozer, Attaché of Culture and Information from Turkey to the UAE.

Medical and healthcare tourists were mostly admitted to ophthalmology, gynaecology and obstetrics clinics and most preferred private practice hospitals. Patients from Saudi Arabia, Qatar, Kuwait, the UAE, Jordan, and Lebanon, have a great interest in hair transplantation and eye surgery and treatments, such as Lasik surgery and lens replacements.

Many of Turkey's doctors have been educated and trained in the USA, and Western Europe specialized in cardiac care, cancer treatments, and orthopaedic care. The major cities of Istanbul, Ankara, and Antalya are becoming more and more renowned for quality and affordable medical hospitals and clinics.

US\$778 million worth of business generated at Arab Health



Arab Health, the largest exhibition for healthcare & trade professionals in the MENA region, has announced that more than US\$ 778M worth of business was generated by exhibitors during the 2018 edition of the show.

This figure is in line with Alpen Capital's projections that GCC healthcare spend will reach US\$104.6 billion in 2022 from an estimated US\$76.1 billion in 2017 with a Compound Annual Growth Rate (CAGR) of 6.6 per cent.

With an anticipated need for an additional 13,000 hospital beds and the employment of 10,000 new physicians to the region, the demand is being mitigated by the 700 healthcare projects worth US\$60.9 billion under various stages of development as well government initiatives such as the recently launched Dubai Health Investment Guide 2018-25 designed to increase private sector participation.

Commenting, Ross Williams, Exhibition Director of Arab Health, said: "Some of the key factors stimulating the growth of the healthcare market in the region include the ageing population, increasing frequency of non-communicable disease, high cost of treatment and mandatory health insurance."

The World Health Organisation (WHO) global healthcare database last year highlighted that the Emerging Europe/MENA healthcare market is expected to grow by 5 per cent per annum. Healthcare UK, which is among the exhibitors at Arab Health, estimates potential contract wins for the UK of AED5 billion for this region, further underscoring the

importance of Arab Health. Last year, UK companies generated a high level of commercial interest during the show with British healthcare technology company Babylon announcing an agreement with THIOAH to provide Artificial Intelligence health services to Saudi Arabia, in association with the Saudi Ministry of Health. Now in its 44th year, the Arab Health Exhibition and Congress experienced year-on-year (YoY) growth of 3 per cent in exhibitor numbers between 2017 and 2018. Dealers & Distributors accounted for 37 per cent of total attendees in 2018 with the UAE, Saudi Arabia, India, Pakistan and Iran making up the top five countries looking to source new healthcare products and services.

Innovation is driving the healthcare industry forward and advances in technologies are creating vast new possibilities and opportunities for the UAE healthcare sector. In line with this, Arab Health 2019 will introduce a dedicated Innovation Hub to highlight some of these technological advances and innovations.



DHA to form committee to regulate organ transplantation



The Dubai Health Authority, DHA, is in the process of forming a local committee to regulate the transport and transplantation of organs and tissues in Dubai. The committee will be responsible for standardising and regulating the process of organ transplantation in accordance with the regulations and provisions stipulated in Federal Law No. 05 of 2016 on regulating the transfer and transplantation of organs and tissues.



DHA hosted a workshop to share experiences and learn about the best practices and latest developments in organ transplantation. The workshop was held with the participation of the National Committee for Organ Transplantation, chaired by Dr Ali Abdulkarim Al Obeidli and attended by representatives of the Donation and Transplantation Institute in Barcelona - Spain, headed by Professor Francesco Procaccio.

Dr Marwan Al Mulla, CEO of the Health Regulation Sector at the DHA, praised the efforts of all relevant health authorities that working on preparing a comprehensive national programme for organ donation and transplantation. He said that producing the comprehensive programme will relieve the pain of patients and reduce the burden on the health sector, especially when it comes to chronic cases that will be treated according to legislation and standards based on international practices.

More than 70 medical and technical teams specialising in intensive and emergency care from both public and private sector hospitals in Dubai attended the scientific workshop to exchange expertise and experiences in order to learn about the latest developments in organ transplantation programmes, especially in Spain.

Dr Al Obaidli said the workshop included an overview of the national organ transplantation programme in the UAE.

Other topics discussed included: the objectives of organising the procedures and organ transplants, international best practices and standard procedures for organ donation and the activation of the brain death protocol in the UAE.

The workshop also reviewed the successes of the national programme, including activation of the brain death protocol. Since the launch of the national programme, lives of 30 patients with organ failure were saved as they received organ donations from nine brain dead donors. The organs included the cultivation of the heart, lungs, liver, pancreas, and kidneys thus, enabling those who wish to donate to exercise their right to save the lives of others. It was highlighted that the success of organ transplantation will provide one of the most important solutions to a number of core diseases, such as kidney failure and liver failure, reflecting positively on the UAE's global position in the medical field in the future. It will also enable the UAE to become an example to be followed in the application of best international practices and the latest healthcare standards.

Annual Radiology Meeting

concludes on a high note



According to Tractica, a market intelligence firm that focuses on human interaction with technology, the artificial intelligence industry is set to reach 60 billion dollars by 2026 and medical imaging market is estimated to be worth 19 billion dollars by 2025. During the conference, experts highlighted that Artificial Intelligence will not replace radiologists but new technologies will certainly become an effective partner for radiologists in meeting their goals.

The 3rd edition of the Annual Radiology Meeting in UAE (ARM), the dedicated event for radiologists, radiographers, nurses and industry professionals recently took place in Dubai under the patronage of HH Sheikh Hamdan bin Rashid Al Maktoum, Deputy Ruler of Dubai, Minister of Finance and President of the Dubai Health Authority (DHA). The 3-day event that was launched on 31 October, under the theme 'Smart Imaging: Future of Radiology', aimed to put the spotlight on the latest trends, advances and technologies in radiology.

The exhibition occupying an overall space of 3,960 sq m, witnessed the participation of 60 brands from more than 26 countries, who showcased their latest digital tools and next generation technologies in imaging systems that enable a faster, smarter and simpler path to more efficient diagnosis.

H.E. Humaid Al Qatami said:
"The Dubai Health Authority has succeeded in employing the most advanced technologies in artificial intelligence at one of its medical fitness centers and occupational health tests. This technology has achieved extreme accuracy in X-ray scanning reached up to 95 per cent without any human intervention, which saves the time of the doctors and technicians. This huge success has motivated the authority to imply this technology in all of its medical fitness centers and then gradually apply it in the hospitals."

Dr. Abdul Salam Al Madani, Executive Chairman of ARM, said: "Huge advances in digital technology such as 'Artificial Intelligence' and '3D technology' are having a massive impact on radiology, ensuring a bright and prosperous future for radiologists as well as the diagnostic imaging market in the UAE and the world. Today, radiology is no longer limiting itself to diagnosis but is equally playing a critical role in advancing sound clinical decisions and adopting an evidence-based approach towards treatment of various types of diseases."

Experts and specialists discussed a number of key topics related to radiology and diagnostic imaging such as: 'Imaging of Biliary Tract Emergencies and Pitfalls in Imaging of Abdominal Trauma', 'The Radiology in Works of Arts and An Introduction to MR-Spectroscopy' while also featuring a panel discussion under the title 'Will Artificial Intelligence replace Radiologists in the Future?'

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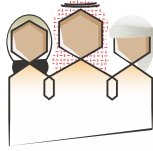


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Sharjah to launch 'My Health 7th Regional Conference' in November

نُحاور، نستمع، نُغيّر
Talk, Listen, Change



2018

مؤتمر صحي الإقليمي السابع
The Seventh Regional Sehati Conference

The Health Promotion Department at the Supreme Council for Family Affairs in Sharjah announced that it has finalized its preparations to launch the 'My Health 7th Regional Conference' on 27 November, which will include the attendance of a large local and global presence, under the patronage of Her Highness Sheikha Jawaher Bint Mohammed Al Qasimi, Wife of His Highness the Ruler of Sharjah and Chairperson of the Supreme Council for Family Affairs in Sharjah.

The conference will be held for two days at the College of Medicine and Health Sciences at the University of Sharjah, under the theme of "Talk, Listen, Change." The conference will feature the participation of more than 30 Arab and European doctors and experts, who represent global institutions that work in various fields of child care. The event will be held in cooperation with the University of Sharjah, the conference's strategic partner, and in the presence of Dr Ahmed Selim Al-Mandhari, Regional Director of the WHO Regional Office for the Eastern Mediterranean (WHO/EMRO).

The conference will include 14 panel discussions that feature a variety of topics including obesity, nutrition, and the negative effects of obesity on the physiological and psychological health of both children and youth.

Iman Rashid Saif, Director of the Health Promotion Department at the Supreme Council for Family Affairs in Sharjah, stated that the size of local and global participation for the 7th edition of My Health conference reflects the high level of trust that the participating global institutions have placed on the conference. She also stressed the keenness of the region's countries to review the phenomena of obesity and its effects on both children and youth, in order to find solutions and develop strategies that help solve this problem.

Dr. Amina M. Almarzouqi, Acting Dean of the College of Health Sciences at the University of Sharjah, stated that the 7th My Health conference will be the largest regional event of its kind, which will aim to help facilitate the exchange of expertise and best international practices, as well as showcase new initiatives that help to fight obesity amongst children.

The conference also includes global participants from the World Health Organization such as Dr Ayoub Al-Jawaldeh, Regional Nutrition Adviser at the WHO Regional Office for the Eastern Mediterranean (WHO EMRO); Dr Ibrahim Al-ziq, WHO Representative to Saudi Arabia, in addition to the organization's temporary consultants, which include Dr Ibrahim Elmadfa and Karen McColl, both of whom are WHO Temporary Advisers.

UITP to help address health issues linked to air pollution

UITP recently announced its participation in the World Health Organization's First Global Conference on Air Pollution and Health. UITP announced three new important steps to help fight air pollution in urban areas and prioritize the health and quality of life for urban residents. UITP, the World Health Organization (WHO) and the Climate and Clean Air Coalition have signed a partnership that confirms the important role that public transport can play to protect the health of urban populations - as well as our planet from the effects of air pollution. This partnership will ensure that our efforts are coordinated to expand the reach of our common objectives.

A campaign with the CCAC to raise awareness of what individuals can do to be part of the low carbon and healthy solution by using public transport and active modes will be launched during the occasion of COP 24.

"We are happy to announce our partnership with the World Health Organization and the Climate Clean Air Coalition. In the coming months, we will significantly scale up our joint efforts that will help build an informed public that is ready to embrace healthy mobility solutions, based on efficient public transport integrated systems as the backbone," said Pere Calvet, UITP President.

UITP also announced the establishment of a 'Health Cluster', in the framework of the Mobility Champions Community launched earlier this year by UITP and United Cities and Local Governments (UCLG). This new Cluster composed of local leaders will facilitate the exchanges and dissemination of the best practices on how health and overall quality of life for city residents should be the top priority of policy and decision makers.

The initiative is expected to make a significant contribution to the Sustainable Development Goals which will ensure healthy lives, better air quality and promote well-being for all. The Cluster will meet, at least, once a year. The first official meeting will take place in Stockholm, June 2019, during UITP Global Public Transport Summit.

"Localization of the 2030 Agenda and the 17 Sustainable Development Goals (SDGs) is the very key to success. It is also an opportunity for us to demonstrate that it is in cities, regions and territories - the closest to the citizens - that development must become tangible, and equality, health, prosperity and environmental sustainability realised. Our commitments as UCLG today, together with UITP, will enable us to keep advancing in the right mobility and health policy agenda, sharing a powerful global voice," remarked Roland Ries, Mayor of Strasbourg and Co-President of UCLG.



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Hatta Hospital

Sha'biah, Hatta, UAE
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joseph.karama@amberclinics.com

Mediclinic Welcare Hospital
Tel: - 04-282 7788

Lifeline hospital (Jebel Ali Hospital)
Tel: 800 4677 4825 (toll free),
+971 4 8845777

Iranian Hospital
Tel: 04-344 0250

Belhoul Speciality Hospital Tel:
+9714-2140399, +9714-2733333,
+9714-2140257

Medcare Orthopaedics and Spine Hospital
Tel: - 04-3768 400

Canadian Specialist Hospital
Tel: +9714-336 4444,
+9714-7072222

Mediclinic City Hospital
Tel: +971 4 435 9999

Cedars Jebel Ali Hospital
Tel: +9714-8814000,
+9714-8818816

Neuro Spinal Hospital
Tel: +971 4 3420000
+971 4 3157777

Zulekha Hospital
Tel: - 6005 24442; +9714-2678866

Al Zahra Private Hospital
Tel: +971 6 516 8902 / 7081

Royal Hospital
Tel: +971 6 5452222

Central Private Hospital
Tel: 06-563 9900

PHARMACIES

Aster Pharmacies
Toll Free# 800-700-600
Head Office: +971 4 3092900

Life Pharmacy, Dubai Branch
Tel: 04 222 5503

Makkah Pharmacy - Sharjah
Call: 06 565 6994

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Police
999

Dubai Police Call Centre
901

Dubai Police (Non-Emergency)
Tel: 04-609 6999

Sharjah Police
Tel: 06-563 3333

Ajman Police
Tel: +971 6 740 9999

Fujairah Police
Tel: 09-222 4411

Ras Al Khaimah Police
Tel: 07-235 6666

Umm Al Quwain Police
Tel: 06-765 6677

Directory Enquiry Services
Etisalat - 181
Du - 199

Disclaimer: Contact details in this section are for reference only. For any inquiries, please get in touch with the relevant authorities and entities directly as the contact details such as telephone numbers, email IDs and website addresses may change in time.





Fertility Forum

2 November
London, UK
<http://uat.fertility-forum.com>

5th World Holistic Nursing

Conference
5-7 November
Abu Dhabi, UAE
<https://holistic.nursingconferences.com>

The Patient Show

8-9 November
Lagos, Nigeria
<http://thepatientshow.com>

International Patient Experience Symposium

12-14 November
Dubai, UAE
<https://copd.healthconferences.org>

Int'l Advanced Orthopaedic Congress

15-17 November
Dubai, UAE
aocongress.com

Annual Sports Medicine Conference

16 November
Abu Dhabi, UAE
conferences.ae/sportsmedicine

Advanced Medicine Congress

16-17 November
Abu Dhabi, UAE
icldc.ae/event/advanced-medicine-congress#Home

MENA Pharmaceutical Manufacturing Congress

27-29 November
Riyadh, KSA
pharmamanufacturingmena.com

Asia-Pacific Dermatology and Aesthetic Conference

5-7 December
Singapore
<https://asiaderma.sg>

New Frontiers in Post Reproductive Health Conference

7-8 December
Dubai, UAE
<http://nfprh.ibcme.com>

Int'l Conference on Orthopaedics and Sports Medicine

10-11 December
Dubai, UAE
<https://orthopaedics.healthconferences.org>

Int'l Conference for Medical Sciences

12-14 December
Dubai, UAE
<http://dicms.ae>

Annual Conference on Inhalation Toxicology

13-14 December
Dubai, UAE
<https://inhalationtoxicology.conferenceseries.com>

Men's Health Congress

13-15 December
Dubai, UAE
www.menshealthcongress.com

Conference on Dementia and Alzheimer's Disease

13-15 December
Abu Dhabi, UAE
<https://dementia.neuroconferences.com>

2019

Int'l Dental Conference & Arab Dental Exhibition

5-7 February
Dubai, UAE
www.aeedc.com

Innovation Arabia

10-12 February
Dubai, UAE
innovationarabia.ae

International Family Medicine Conference & Exhibition

25-27 February, Dubai, UAE
<https://ifm.ae>

Int'l Pharmaceuticals & Technologies Conference

26-28 February
Dubai, UAE
duphat.ae

Int'l Humanitarian Aid & Development Conference

12-14 March
Dubai, UAE
dihad.org



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- 10Ft (or 2 LD3) ULD dollies. Cooling range -18°C/ +25°C
- Bulk trailers 2500Kg / 14m³ capacity. Cooling range 0°C/ +18°C





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