The Medical Tourism Impact on the Global Focus on the Patient Experience

Mussaad Al-Razouki- Kleos, MD, Chief Executive Officer, Kleos Healthcare Corporation

YORN ID: 510
Kleos Healthcare Corporation

“Operating Where Health Meets Wealth”

Improving the Patient Experience in the Middle East

by:

Dr. Mussaad Al-Razouki
Introduction to Kuwaiti Healthcare System

Patient Experience Today

Part of the Solution
Introduction to Kuwaiti Healthcare System

Patient Experience Today

Part of the Solution
## Overview of the Kuwaiti Healthcare System

### Healthcare Growth

<table>
<thead>
<tr>
<th></th>
<th>April 2011</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospital Beds</td>
<td>8,757</td>
<td>22.9%</td>
</tr>
<tr>
<td>Public Beds</td>
<td>7,635</td>
<td>25.9%</td>
</tr>
<tr>
<td>Private Beds</td>
<td>1,122</td>
<td>5.7%</td>
</tr>
<tr>
<td>Public Clinics</td>
<td>92</td>
<td>12.2%</td>
</tr>
<tr>
<td>Doctors</td>
<td>6,825</td>
<td>2.6%</td>
</tr>
<tr>
<td>Nurses</td>
<td>16,107</td>
<td>5.5%</td>
</tr>
</tbody>
</table>

### Public Healthcare Spending

<table>
<thead>
<tr>
<th></th>
<th>April 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total MoH Budget</td>
<td>~1 Bn KD</td>
</tr>
<tr>
<td>Overseas Health Budget</td>
<td>~0.5 Bn KD*</td>
</tr>
<tr>
<td>Kuwait Private Insurance Mkt Size</td>
<td>~30-45 mn KD</td>
</tr>
<tr>
<td>Kuwaiti Citizens</td>
<td>1,156,914</td>
</tr>
<tr>
<td>Expatriates</td>
<td>2,450,930</td>
</tr>
</tbody>
</table>

### Per Capital Healthcare Spending in Kuwait

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Spend per population</td>
<td>275 - 330 KD</td>
</tr>
<tr>
<td>Spend per Kuwait citizen</td>
<td>750 KD</td>
</tr>
<tr>
<td>Typical Insurance Premium</td>
<td>250 – 300 KD</td>
</tr>
<tr>
<td>US per spend per citizen</td>
<td>~1,500 KD</td>
</tr>
</tbody>
</table>

Source: Kleos Healthcare, OECD, GSCP, MoH, Business Insider
The Ministry of Health’s (MoH) Budget has almost doubled in the past five fiscal years.

Kuwaiti Ministry of Health Budget (2006-2012)

- 2008-9: 620,964
- 2009-10: 859,758
- 2010-11: 1,082,010
- 2011-12: 1,197,163
- 2012-13F: 1,526,077

150 mn KD will be spent on Overseas Treatment (i.e. 10%)

Source: Kleos Healthcare Analysis, Dr. Waleed Al Falah (MoH – Quality and Planning Department, Dr. Eissa Al Misri (MoH – Overseas Planning Department)}
Six government entities are building hospitals in Kuwait

Planned Number of Beds for Government Entities

Planned number of new public hospital beds in Kuwait by entity

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>MoH</td>
<td>688</td>
<td>550</td>
<td>600</td>
<td>300</td>
<td>250</td>
<td>300</td>
<td>600</td>
<td>180</td>
</tr>
<tr>
<td>MoPW</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>324</td>
</tr>
<tr>
<td>KOC</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1,168</td>
</tr>
<tr>
<td>PIFSS</td>
<td></td>
<td></td>
<td></td>
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<td></td>
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<td></td>
</tr>
</tbody>
</table>

Total number of hospital beds per year

Note: MoPW - Ministry of Public Works, PIFSS - Public Institute for Social Security, MoI - Ministry of Interior, KOC - Kuwait Oil Company
Source: Kleos Healthcare Analysis, Ministry of Health, Ministry of Public Works, Public Institute for Social Security, Ministry of Interior, Kuwait Oil Company
At the current rate of development Kuwait will have 2.5X the number of hospital beds when compared to hotel rooms by 2020

Kuwait Hospital Beds vs. Hotel Rooms

Total number of hospital beds per year

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Hospital Beds</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>6,066</td>
</tr>
<tr>
<td>2011</td>
<td>7,635</td>
</tr>
<tr>
<td>2012</td>
<td>7,933</td>
</tr>
<tr>
<td>2013</td>
<td>14,763</td>
</tr>
<tr>
<td>2014</td>
<td>21,704</td>
</tr>
<tr>
<td>2015</td>
<td>24,214</td>
</tr>
<tr>
<td>2016</td>
<td>25,332</td>
</tr>
<tr>
<td>2017</td>
<td>25,144</td>
</tr>
<tr>
<td>2018</td>
<td>25,144</td>
</tr>
<tr>
<td>2019</td>
<td>25,144</td>
</tr>
<tr>
<td>2020</td>
<td>25,144</td>
</tr>
</tbody>
</table>

CAGR: 14%

Total number of hotel rooms per year

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Hotel Rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>6,698</td>
</tr>
<tr>
<td>2011</td>
<td>7,033</td>
</tr>
<tr>
<td>2012</td>
<td>7,385</td>
</tr>
<tr>
<td>2013</td>
<td>7,754</td>
</tr>
<tr>
<td>2014</td>
<td>8,142</td>
</tr>
<tr>
<td>2015</td>
<td>8,549</td>
</tr>
<tr>
<td>2016</td>
<td>8,976</td>
</tr>
<tr>
<td>2017</td>
<td>9,425</td>
</tr>
<tr>
<td>2018</td>
<td>9,896</td>
</tr>
<tr>
<td>2019</td>
<td>10,391</td>
</tr>
<tr>
<td>2020</td>
<td>10,911</td>
</tr>
</tbody>
</table>

CAGR: 5%

Note: CAGR – Compound Annual Growth Rate
Source: Kleos Healthcare Analysis, Trimideast (2004),
The utilization of current government healthcare facilities is sub-optimal

Source: Kleos Health Analysis, Ministry of Health data
A ‘Quality Gap’ still persists in terms of the provision of healthcare services in Kuwait (and the GCC)

**Number and Percentage of JCIA Accredited Hospitals**

*Selected GCC Countries*

<table>
<thead>
<tr>
<th>Country</th>
<th>Total JCIA Accredited Hospitals</th>
<th>JCIA Accredited Hospitals (Percentage)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kingdom of Saudi Arabia</td>
<td>408</td>
<td>36 (8.8%)</td>
</tr>
<tr>
<td>State of Kuwait</td>
<td>19</td>
<td>2* (8.3%)</td>
</tr>
</tbody>
</table>

Note: JCIA – Joint Commission International is used as a proxy for healthcare quality measures

Source: Kleos Analysis
Introduction to Kuwaiti Healthcare System

Patient Experience Today

Part of the Solution
Introduction to Kuwaiti Healthcare System

Patient Experience Today

*Local Care*

Part of the Solution
The Kuwaiti patient is disenfranchised with the current state of the healthcare system, a change is needed

**Current State of System: Centralized**

- Healthcare Abroad

**Recommended End State:**

- Decentralized and Accountable

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**Today**

- Lack of focus among entities
- Lack of integration
- Overlap of services and lack of oversight on healthcare abroad (separate for each ministry)

**Results in**

- Low utilization of current resources
- Lack of single country-wide master plan
- Wasteful expenditure of healthcare resources (fiscal, clinical and administrative)

**Benefits**

- Increase patient choice leads to competition and improved performance orientation
- Double quality control through single regulator and insurance system
- Improved internal processes
- Decreased government expenditure on healthcare

---

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- Improved internal processes
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---

**Source:** Kleos Healthcare
“The state of our healthcare system is so deplorable, hospitals are so crowded, we must only have 1 doctor for every 10 people!”

- Kuwaiti patient
Overall perception of care is low, primary care access is superb, secondary care is acceptable and tertiary care is almost non existent.

<table>
<thead>
<tr>
<th>Category</th>
<th>Primary</th>
<th>Secondary</th>
<th>Tertiary</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ministry of Health</td>
<td>Access 24/7 in most areas</td>
<td>Free and treatment medication for nationals</td>
<td>Free and treatment medication for nationals</td>
</tr>
<tr>
<td></td>
<td>Free and treatment medication for nationals</td>
<td>Miniscule co-payments for expatriates</td>
<td>Miniscule co-payments for expatriates</td>
</tr>
<tr>
<td></td>
<td>Miniscule co-payments for expatriates</td>
<td>Latest equipment</td>
<td>Latest equipment</td>
</tr>
<tr>
<td></td>
<td><em>Lowest quality perception</em></td>
<td>Long waiting times</td>
<td>Long waiting times</td>
</tr>
<tr>
<td>Military and Oil Company</td>
<td>Private health insurance</td>
<td>Private health insurance</td>
<td>Private health insurance</td>
</tr>
<tr>
<td></td>
<td>Free and treatment medication for employees</td>
<td>Free and treatment medication for employees</td>
<td>Free and treatment medication for employees</td>
</tr>
<tr>
<td></td>
<td><em>Used to have highest quality perception</em></td>
<td><em>Used to have highest quality perception</em></td>
<td><em>Used to have highest quality perception</em></td>
</tr>
<tr>
<td>Private</td>
<td><em>Highest quality perception</em></td>
<td><em>Highest quality perception</em></td>
<td>Virtually Non existent</td>
</tr>
<tr>
<td></td>
<td>Perceived as profit motivated</td>
<td>Perceived as profit motivated</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Focus on beauty and cosmetics</td>
<td>Focus on beauty and cosmetics</td>
<td></td>
</tr>
</tbody>
</table>

Source: Kleos Healthcare
Government care is very reactionary

As of May 9, the World Health Organization reported 536 diagnosed cases of MERS, among them 145 deaths.

May 2014

2012 2013 2014

GRAPHICS BY XAQUÍN G.V., RYAN MORRIS, KELSEY NOWAKOWSKI, AND JOHN TOMANIO, NG STAFF
The map displays only those cases for which individual patient data can be tracked. SOURCES: ANDREW RAMBAUT AND PAUL WIKRAMARATNA, WORLD HEALTH ORGANIZATION; EUROPEAN CENTRE FOR DISEASE PREVENTION AND CONTROL.
Government Preventative Medicine Tactics are too little too late

Public Perception:

Unprofessional | Too late | Static | Soviet era
Introduction to Kuwaiti Healthcare System

Patient Experience Today

*International Care*

Part of the Solution
Six government entities send patients abroad

Ministry of Health
Dr. Ali Al Obaidi

Ministry of Defense
Sheikh Ahmad Khalid Al Hamad Al Sabah

Kuwait Oil Company
Chairman, Sami Al Rushaid

Amiri Diwan
Sheikh Sabah Al Ahmad Al Jaber Al Sabah

Crown Prince Diwan
Sheikh Nawaf Al Ahmad Al Jaber Al Sabah

Prime Minister’s Diwan
Sheikh Jaber Al Mubarak Al Hamad Al Sabah

Source: Kleos Healthcare
The above-named patient was involved in MVC (21/10/2011) and admitted to ICU.

The patient sustained:
- Liver tear grade 3
- Bilateral basal lung contusion
- Un-displaced S.N fracture right humerus in arm sling
- Supra-condylar fracture right femur is accepted position and treated conservatively
- A1 fracture at tibia, still unstable
- All fractures are uninking.


The patient is under care in Orthopedic Ward till today (15/11/2011).

Dr. Sami Mohammed Al-Kurati
Overseas Medical Department
Al-Adan Hospital
Four to five distinct departments are involved in sending patients abroad on behalf of the Ministry of Health (MoH)

MoH Hospital (e.g. Amiri, Al Razzi)

Treatment Abroad Department (MoH)

Adult/Pediatric Treatment Abroad Committee

Main Treatment Abroad Committee

Overseas Medical Tourism Office (e.g. D.C., London)

Foreign Medical Services Provider

1. Specialist Consultation
2. Fill out forms for Treatment Abroad
3. Forms sent to Hospital
4. Committee Meets to Review Case
5. Approve Case
6. Location Decided
7. File Opened
8. MoH Undersec. Approval
9. File Transferred
10. Appointment Provided

Source: Kleos Healthcare Analysis, MoH Interviews
Patient dissatisfaction with healthcare quality resulting in the preference for Kuwaiti patients to seek treatment abroad

- The general public perceives there to be lower quality healthcare provided through both the government and private sector in the GCC and therefore prefer to be treated abroad.

- It is reported that the UAE currently spends $2 billion (USD) on treatment abroad (compared to $1.8 billion USD that the government of Kuwait spends). Altogether the GCC is spending approximately $7.2 billion to 12 billion (USD) on treatment abroad (with roughly 80% of that spend representing the government spending).

(1)= MoH 2006 data
Source: Kleos Health Analysis, Gullup Survey (2011)
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Patient Experience Today
Part of the Solution?
Kuwait Health Assurance Company
Arabi group recently won the bid on the Kuwait Health Assurance Company ("KHAC")

Executive Summary

Arabi Group Consortium

Immediate Goal
- Establish KHAC Management Company

Governance
- Four board seats to Arabi Group Consortium
- Three seats shared by the government

Kuwait Health Assurance Company (KHAC)
- Establishment and Management of three hospitals (~750 beds) in Jahra (Amghara), Farwaniya (Dhajeej) and Ahmadi (South Sabahiya)
- 10 primary care health clinics with one in at least each governorate
- One single day surgery center in Hawally
- ~ 1,000 doctors & 3,000 clinical staff
- Target Market: 1.2 to 1.7 million expatriate population of Kuwait working in private sector
- Compulsory Healthcare Assurance services
- Total Capital Cost to realize KHAC: 230 mn KD
  - 26% to Arabi Group for 66.7mn KD (163 fils/share)

Key Success Factors
- International Hospital Management Brand
- International Hospital Design Company
- International Health Insurance Company
- Investment Company/Private Equity Company
- PMCM Company
- CRO Company

Note: 1) Hospitals include both general and specialty hospitals, primary, secondary and specialty care clinics, and all auxiliary and health related facilities. * According to KHAC Auction Document
Overview of Location of Kuwaiti Hospitals

KHAC Hospitals
1 – Jahra
2 – Farwaniya
3 – Ahmadi

Kleos Immediate Acquisition Targets
1 – Hospital
2 – Clinic

Government Hospitals
1 – Sabah
2 – Amiri
3 – Mubarak
4 – Farwaniya
5 – Adan
6 – Jahra
7 – Jaber
8 – Ahmadi (KOC)

Private Hospitals
1 – New Mowasat
2 – Omoma
3 – Salam
4 – Dar Al Shifa
5 – Royal Hyatt
6 – Hadi
7 – Rashed
8 – Sief
9 – International
10 – Safat American
11 – London

Sources: Kleos Analysis
Introduction to Kuwaiti Healthcare System

Patient Experience Today

Part of the Solution

Local: The AbiDoc Cloud Based Network and System
ABIDOC IS THE BEST WAY TO BOOK A DOCTOR APPOINTMENT

Abidoc provides a quick, convenient and secure way to book your doctor appointment.

Choose the doctor's specialty from over 55 different medical, dental and surgical specialties.

Select the area on the website or just search nearby using GPS on your Android or iOS device.

Refine your search by insurance company/plan, reason for visit, the gender and language of the doctor.

Browse the doctor list to learn more about their background including educational and clinical qualifications.

Book a direct appointment by selecting the slots which are synced in real time with the doctor's schedule.

START SEARCH HERE

Find a doctor by specialty

Choose area

Doctor Search
أفضل طريقة لحجز موعد مباشر مع الطبيب

- توفير وقتك، وساعدك في حجز موعد مباشر مع الطبيب بكل السرية والأمان.
- إختيار تخصص الطبيب من بين 55 تخصص طبي وجزائي.
- إختار المنطقة على الموقع الإلكتروني أو أبحث عن خلال نظام الجي بي إس على التطبيقات الهاتفية الاداكي.
- يمكنك تعلم البحث عن خلال اختبار لشركة التأمين، سبب الزيارة، بالإضافة إلى جنس الطبيب وفترة.
- تصفح قائمة الأطباء، حجز العرض عن سيرتهما الذاتية وخبرتهم ودرجتهم.
- إحجز موعد مباشر بحجز الساعات في جدول الطبيب، يمكنك حجز الأطباء جدول حرارية تحدد بشكل فوري.

ابحث عن أطباء

- ساقطح التخصص لحجز
- ساقطح المنطقة تحقق

البحث عن الطبيب
AbiDoc is at its core an online directory, patient scheduling and reminder service that connects doctors to patients.

**Step 1 – Accurate search**

Search for a doctor based on specialty, location, insurance carrier and plan, reason for visit, language, and/or gender.

**Step 2 – Transparent research**

Learn more about a doctor including educational background, board certifications, and professional memberships.

**Step 3 – Convenient booking**

Choose an available date and time and book an appointment directly online and/or through a contact center.

- Patients can more easily find, learn about, and book an appointment with a doctor that fits their needs.
- Doctors can more effectively market themselves to patients and fill out empty appointment slots.
Refine your search or book an appointment

- **Dentist**
- **Salmiya**

Who accepts

- I'll choose my insurance later
- I'll choose my plan later

What's the reason for your visit?

- I'll choose the reason for my visit later

Search By Language or Gender

---

Click on a doctor name to learn more or click on a time to book an appointment

**Dr. Salwa Jeragh**

- **Dr. Salwa Jeragh**
- **Salmiya**

Book Online

---

**Dr. Haithem Dhan**

- **180 Clinic**
- **Salmiya**

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<table>
<thead>
<tr>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Sat</th>
<th>Sun</th>
<th>Mon</th>
</tr>
</thead>
<tbody>
<tr>
<td>01-04</td>
<td>02-04</td>
<td>03-04</td>
<td>04-04</td>
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<td>06-04</td>
<td>07-04</td>
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<td>05:00 pm</td>
<td>05:00 pm</td>
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<td>more</td>
<td>more</td>
</tr>
</tbody>
</table>

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**iSmile Dental Center**

Map data © 2014 Google. Terms of use.
## 180 Clinic
**Location:**
Block 1, Hamoud Zeid Al-Khelaif Street, Unit 1130 - Medical Clinic Building, Floor 8 & 9

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### Click on a doctor name to learn more or click on a time to book an appointment

<table>
<thead>
<tr>
<th>Doctor Name</th>
<th>Position</th>
<th>Available Times</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Sherry Saher</td>
<td>Dermatologist (Skin)</td>
<td>Tue 01-04: 01:00 pm, 01:15 pm, 01:30 pm, more; Wed 02-04: 09:00 am, 09:15 am, 09:30 am, more; Thu 03-04: 08:00 am, 08:15 am, 08:30 am, more</td>
</tr>
</tbody>
</table>

### Dr. Hathem Dhan
**Position:** Dentist, Orthodontist (Dental Braces)

<table>
<thead>
<tr>
<th>Available Times</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tue 01-04: 04:00 pm, 04:15 pm, 04:30 pm</td>
</tr>
<tr>
<td>Wed 02-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
<tr>
<td>Thu 03-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
<tr>
<td>Fri 04-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
<tr>
<td>Sat 05-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
<tr>
<td>Sun 06-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
<tr>
<td>Mon 07-04: 10:00 am, 10:15 am, 10:30 am</td>
</tr>
</tbody>
</table>
- Available on **Android** and **iOS**
- **GPS** based search
- **Notification reminders** 24 and 3 hours before appointment
- Booking process **duration** < 1 minute
- On **browsers**, AbiDoc’s platform is **responsive**, with the layout adjusting depending on the size of the screen and/or window detected

Whether the **website** or the **mobile applications**, the AbiDoc platform is under **continuous development**
Saleh Ahmad Mousa
Jumeirah Beach Residences, Dubai
(Soon)

Available Appointments

Languages Spoken
English
Arabic

Professional Statement
Please book through my AbiDoc profile and receive a 10% discount on your consultation
Looking forward to seeing you soon

Education
VCU
This appointment is for

- Myself
- Someone else

Book Now

Appointment Info:

Booked for: Myself
With: Saleh Ahmad Mousa
On: Sat Sep 28, 2013 - 18:00

Congratulations

Your appointment has been successfully booked with the doctor! We wish you well in your visit.

Add to Calendar

My Appointments

UPCOMING
Saleh Ahmad Mousa
Sat Sep 28, 2013 - 18:00

PREVIOUS
AbiDoc is only the beginning...introducing SEHATech
SEHATech combines the vision of AbiDoc with the execution strength of Waseel and the reach of Saudi Telecom (STC)

- **AbiDoc**: is the Middle East region’s first cloud based scheduling solution that allows patients to book direct appointments with doctors online through a website and both iOS and Android.

- **Waseel**: created a link between 13 major insurance companies, 110 hospitals and over 1390 clinics and medical centers in Saudi Arabia running around 1.7 mn online transactions per month.

- **Saudi Telecom**: STC is the regions largest telecommunications and IT provider with 150bn SAR of revenue through mobile, fixed line and enterprise services with customers in 10 countries in Asia and Africa.

Note: SEHATech stands for Saudi Electronic Health Application Technology Company and also means “Your Health” in Arabic.
We aspire to establish SEHATech as the health IT hub of MENA

**SEHATech: A Cloud-based Hub for “all things Health IT” in MENA**

- **Health Information System (B2B) Hub:**
  - SEHATech plans to migrate all hospital/clinic administrative procedures onto its proprietary cloud based system.
  - These include: EHR, Medical Charting, Billing, Accounting, Inventory Management, Imaging (RIS/PACS), etc.
  - Directory and scheduling platform is currently online via www.AbiDoc.com.

- **Predictive Analytics (B2B):**
  - Healthcare in the MENA region suffers from opacity and lack of information on quality.
  - SEHATech plans to address that gap and become the number one reference for healthcare quality indicators through its AbiDoc Quality Algorithm that will quantitatively indicate a region's top doctor, clinic, hospital and even insurance plan.

- **Disease Management (B2B):**
  - As the MENA private insurance market evolves, SEHATech will develop the region's first Disease Management platform whereby patient treatment plans are vetted before the procedure as opposed to a bulk discount.
  - SEHATech will also offer medical Q&A services online.

- **Doctor eStore (B2B):**
  - As AbiDoc will already have the largest network of doctors in MENA, an online store can be developed that will allow these doctors to buy their medical supplies.
  - Orders will be automatically generated by the AbiDoc HIS Inventory Management module with preselected vendors while offering SEHATech doctors a bulk discount.

SOURCE: SEHATech Business Plan (Updated December 2013)
SEHATech is developing partnerships with leading technology companies to improve access and accountability in MENA health
Introduction to Kuwaiti Healthcare System
Patient Experience Today
Part of the Solution
International Care: MEDtrip.com
Introducing MEDtrip, the world’s first multi-lingual medical tourism portal available in Arabic, English, Spanish and Mandarin

www.MEDtrip.com
Hospital Israelita Albert Einstein (HIAE)
São Paulo, Brazil

JCI - Hospital Accreditation
HIAE was accredited for the third

MD Anderson Cancer Center
HIAE has been affiliated with the MD

The Doctor-Patient Gap
Are you scared to discuss care related issues with your doctor?

Why Dental Tourism is Good for Your Teeth and Wallet
Traveling overseas for your next dental could make financial sense.

Women and Falling Fertility
Find out how we can help you get affordable IVF treatments.

Cosmetic Surgery Abroad
Safe and reliable medical tourism hotspots to go under the knife.
Middle East healthcare leaders have turned to Kleos for insights, trends and direction on local healthcare issues. Kleos has a demonstrated track record of identifying trends and leveraging key market insights that drive change in the current MENA healthcare affecting the way that health services will be delivered in the future.

With deep knowledge in both the public and private sectors, Kleos is a proven and valued resource for the region. For more info visit www.kleoshealth.com