Medical Services for Schools

Investment Opportunity – Ancillary service

EDUCATION

استثمر في السعودية
INVEST SAUDI

Medical Services for Schools

OPPORTUNITY DESCRIPTION: Invest in providing medical services for schools in KSA and improving the student health

OPPORTUNITY OVERVIEW

Opportunity Overview

Medical services in schools are an essential need, offered to students, teachers and support staff

Invest in providing need-based medical services rendered to students, teachers and other personnel in school to promote better health and lifestyle

Regulator

School Health General Department is one of the major entities that looks after medical services in schools

Four key components comprise the medical services offered in schools

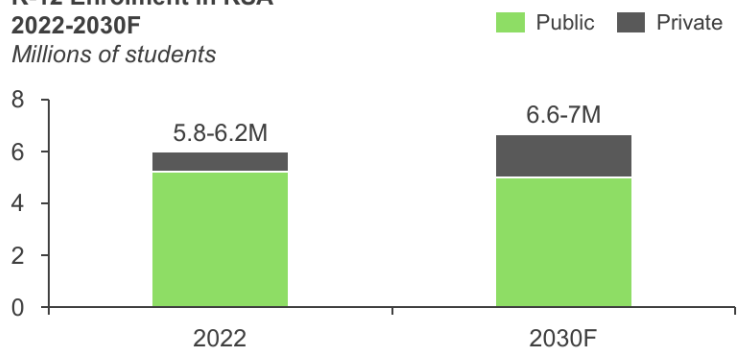
NOT EXHAUSTIVE

Acute and emergency care	Urgent situations and medical emergencies
Care coordination	Data flow and communication
Chronic disease management	Managing and dealing with chronic conditions
Family engagement	Awareness and collaboration

Growth Drivers and Initiatives

Growing underlying K-12 enrolments and high disease incidence will drive demand for medical services

K-12 Enrolment in KSA
2022-2030F
Millions of students



NOT EXHAUSTIVE

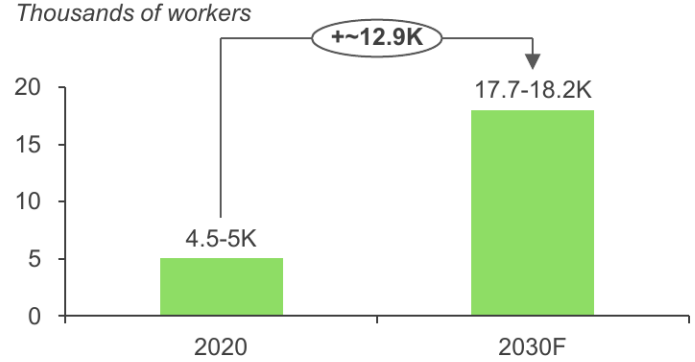
Growth Drivers

- Development of new cities leading to establishment of new schools
- High prevalence of chronic diseases and need for monitoring at an early age
- High incidence of childhood obesity
- Government initiatives and collaborations between MoH and MoE

Demand and Providers

Professions like school nurses are expected to witness a significant uptick in demand by 2030

Demand for School Nurse
2020-2030F
Thousands of workers



Many providers like Saudi Response Plus Medical Services provide services to schools

NOT EXHAUSTIVE

1. *School-based clinics*
2. *Physical and mental well-being*
3. *Customized offering for students*

ctor Transformation Plan, provider websites, industry participants

Medical Services for Schools

OPPORTUNITY DESCRIPTION: Invest in providing medical services for schools in KSA and improving the student health

INTRODUCTION AND OFFERINGS

Introduction to Medical Services for Schools

Invest in providing need-based medical services rendered to students, teachers and other personnel in school to promote better health and lifestyle

Elements of School Healthcare

- Health Education
- Health Services
- Physical Education
- Nutrition Services
- Healthy School Environment
- Health Promotion for Staff
- Counseling and Social Services
- Parent & Community Interaction

School Health General Department *is one of the major entities that looks after medical services in schools and aims to improve the lifestyle of students and prevent healthcare-related risks*

Service Offerings

NOT EXHAUSTIVE

Medial service providers in schools render many services in-house from diagnosis and treatment to care coordination and management

Medical services rendered in schools

Acute and emergency care	Care coordination	Chronic disease management	Family engagement
Coordinating for urgent situations and medical emergencies via school nurses and other professionals	*Providing data and communication among relevant authorities to improve medical management*	*Helping students deal with chronic health conditions like asthma and supporting them in managing these situations better*	*Making families at home aware of the health services provided at school and working with them to better solve for existing conditions*

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Definitions

#	SCORECARD SECTION	DEFINITIONS
1	Market size	Size of market in value/volume in KSA and/or Region (MENA/GCC) covering future projections based on available estimates from published /government sources
2	Business drivers	A select number of factors that will influence future demand for the related product/service
3	Investment highlights	An overview of key financial metrics summarizing the investment opportunity along with the expected return based on the suggested investment size
4	Value proposition	Summary of key differentiators that position KSA as a strategic choice over other regional/global peers
5	Market readiness	An overview of KSA market structure, market maturity and level of participation by local and global players
6	Global trends	Latest business developments within the sector/product category
7	Scalability and localization	Ease of scaling the business across the value chain or into new adjacent products or geographies that would maximize the opportunity's investment returns and the ability and potential to locally manufacture the product and its components
8	Import dependency	An overview of the countries from which Saudi Arabia is importing the product and their value/volume and share in total imports
9	Value chain analysis	The process or activities that would potentially need to be carried out to deliver the underlying product or service
10	Key stakeholders	Government institutions, organizations, and/or authorities that participate or influence the market for the underlying product/service
11	Enablers	Factors that enable investment in the underlying opportunity
12	Cost of doing business in KSA	Key factors that position KSA as a competitive destination for investment in the region. Productivity adjusted wages do not include cost of $1.23/hour towards annual recurring charges including work permit, resident identity (iqama) and health insurance

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