TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ

Dumlupınar Bulvarı No:252 (Eskişehir Yolu 9. Km.) 06530 /ANKARA www.tobb.org.tr - tobb@hs01.kep.tr

Sayı : E-34221550-720-4257 **Tarih**: 26.04.2024
Konu : IFC tarafından iletilen kamu-özel ortaklığı proje duyurusu - Özbekistan

TÜM ODALAR
(Genel Sekreterlik)

İlgi : Dışişleri Bakanlığı'nın 24.04.2024 tarih ve 38017872 sayılı yazısı.

İlgide kayıtlı yazıda, Taşkent Büyükelçiliğimizden alınan yazıya atfen, Uluslararası Finans Kurumu'ndan (IFC) alınan örneği ekli e-posta mesajında, Özbekistan Sağlık Bakanlığı ile Ekonomi ve Maliye Bakanlığı işbirliğinde, Özbekistan'ın üç vilayetinde modern donanıma sahip (MRI, CT and nuclear, PET/SPECT CT) sağlık tesisleri inşa edilmesi ve sağlık personeli yetiştirilmesine ilişkin kamu-özel ortaklığı projesinin geliştirildiği kaydedilmektedir.

E-posta mesajında devamla, ilgi duyabilecek potansiyel uluslararası ve yerel ortaklara projenin duyurulmasını teminen, şirketleri niyet beyanı yapmaya davet eden duyurunun linki paylaşılmakta (https://gov.uz/en/ssv/sections/ob-ektlar-dhsh/view/8793/) ve konuya ilişkin örneği ekli sunum iletilmektedir.

Niyet beyanı ibraz etmek için son tarihin 30 Nisan 2024 olduğu kaydedilmekte olup, projeye dair irtibat noktaları (UzHealth@ifc.org and ksaliev@ifc.org) paylaşılmaktadır.

Bilgilerinizi ve konunun ilgili üyelerinize duyurulmasını rica ederim.

Saygılarımla,

e-imza
Ali Emre YURDAKUL
Genel Sekreter Yardımcısı

EK:
1- IFC'nin e-postası (2 sayfa)
2- Uzbekistan Imaging Diagnostics PPP_Teaser April 2024_ENG (17 sayfa)

Bu belge, 5070 Sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile İmzalanmıştır.
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Alican Aksoy

From: Turkish Embassy in Tashkent
Sent: Cuma 19 Nisan 2024 09:28
To: Alican Aksoy
Subject: FW: Expression of Interest - Imaging Diagnostics PPP Project in Uzbekistan
Attachments: Uzbekistan Imaging Diagnostics PPP_Teaser April 2024_ENG.pdf

ANTALYA DIPLOMACY FORUM

From: Kamoliddin Saliev <ksaliev@ifc.org>
Sent: Thursday, April 11, 2024 7:33 PM
To: Turkish Embassy in Tashkent <embassy.tashkent@mfa.gov.tr>
Cc: Sadjida Tashpulatova <stashpulatova@ifc.org>; Zarema Akhmatova <zakhmatova@ifc.org>; UzHealth <UzHealth@ifc.org>
Subject: FW: Expression of Interest - Imaging Diagnostics PPP Project in Uzbekistan

Dear Ambassador Olgan Bekar,

The International Finance Corporation (IFC), a member of the World Bank Group, presents to you its compliments and highest regards. IFC is assisting the Ministry of Healthcare and the Ministry of Economy and Finance of the Republic of Uzbekistan in developing a PPP (public-private partnership) Project to refurbish and/or construct new facilities, equip, recruit and train staff, and operate several diagnostics imaging departments with the aim to provide quality imaging services (MRI, CT and nuclear, PET/SPECT CT) to patients across three regions in Uzbekistan. Patients are expected to be referred to the PPP centers and the cost of imaging diagnostics services compensated for by the Government over the term of the PPP agreement (10-15 years, to be confirmed).

As part of this process, we are conducting a market sounding exercise to attract potential international and regional/local private sector participants to participate in the Project. The Government has also recently published an invitation to expressions of interest (EoI): https://gov.uz/en/ssv/sections/ob-ektlar-dhsh/view/8793/.

We would greatly appreciate if you could reach out to potential provider(s) who might be interested in this opportunity and in expanding operations through a PPP arrangement in Uzbekistan and encourage them to submit an EoI by April 30th. We would also be happy to hold discussions directly with such companies to present the Project and to address their questions, if you refer them to the IFC team. They can reach out to the Project team directly by emailing at UzHealth@ifc.org and ksaliev@ifc.org.

We thank you for your support and express hope for productive collaboration.

Kind regards,

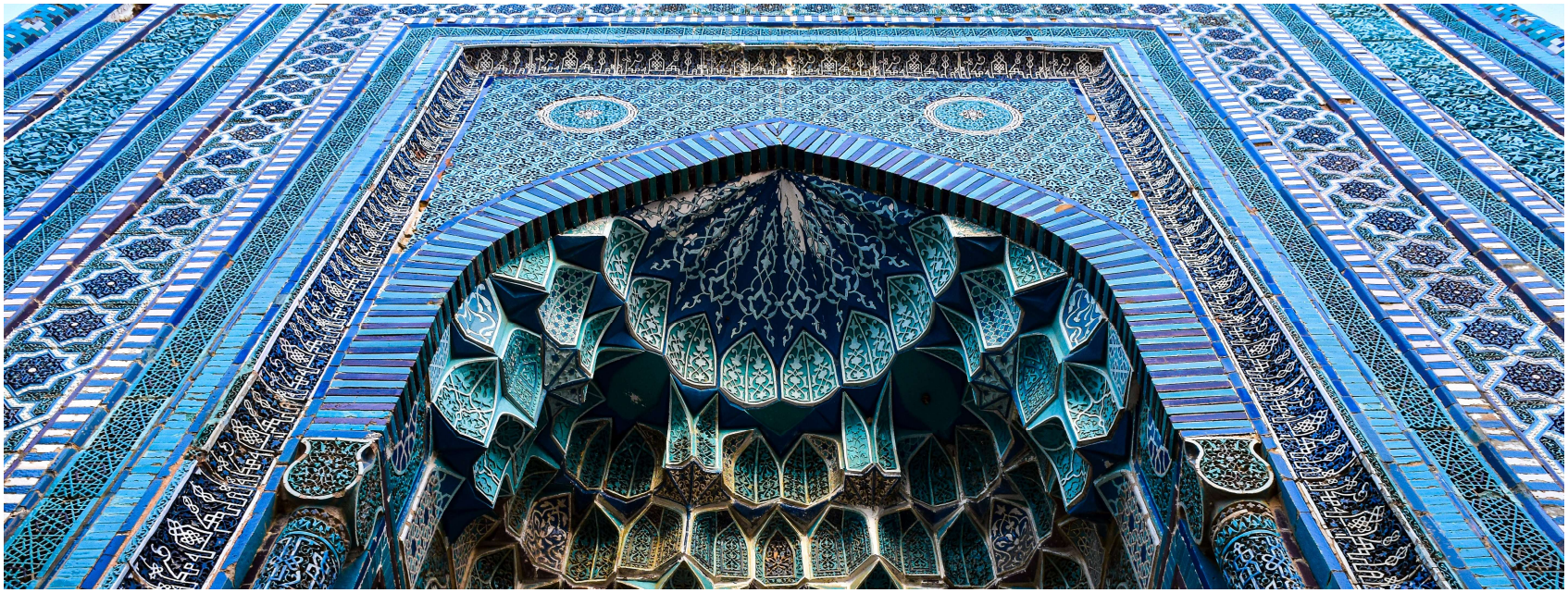
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Kamoliddin Saliev
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Uzbekistan Imaging Public-Private Partnership Project

Teaser / Project Information

April 2024

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Gelen Tarih Sayı: 29.04.2024 - 3002

Disclaimer

This document (hereafter referred to as the "Teaser") has been prepared by the International Finance Corporation ("IFC") solely for the purpose of assisting prospective investors to preliminarily assess the opportunity ("Opportunity") to invest in the Uzbekistan Diagnostic Imaging public-private partnership (PPP) Project (the "Project").

As a recipient of the Teaser, you must read this section before considering the information set out or referred to in this Teaser. If you do not accept, agree or understand the provisions set out in this section, you must immediately return this Teaser and any other information supplied to you. The Teaser has been prepared by IFC on the basis of information supplied to IFC by the Ministry of Health ("MoH") and other local public entities and open sources. The Teaser and anything contained in this Teaser does not, nor is intended to constitute or create (i) an offer capable of acceptance or solicitation of an offer to invest or participate in the Project, and/or (ii) any binding legal relationship or other duty or obligation enforceable in law by any prospective investor and other recipient of the Teaser under, or in connection with, its subject matter in respect of any of the IFC, MoH and other local public entities. In this regard none of IFC, MoH and other local public entities shall have any liability for any loss, cost and expense incurred by any prospective investor and other recipient of the Teaser under, or in connection with matters disclosed in it and/or the recipient's reliance on it. Furthermore, the Teaser contains information and data, including the envisioned Project structure presented herein, which is by its nature selective and indicative, and which was available as of 1 April 2024 and is subject to updating, expansion, revision and amendment. Such information may involve significant elements of subjective judgment and analysis, which may or may not be correct. The IFC, MoH and other public entities accepts no responsibility to notify any prospective investor or recipient of any information or data set out in this Teaser changes or is found to be inaccurate or incomplete nor to update the Teaser to reflect any changes, inaccuracies or incompleteness.

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Gelen Tarih Sayı: 29.04.2024 - 3002

Executive Summary

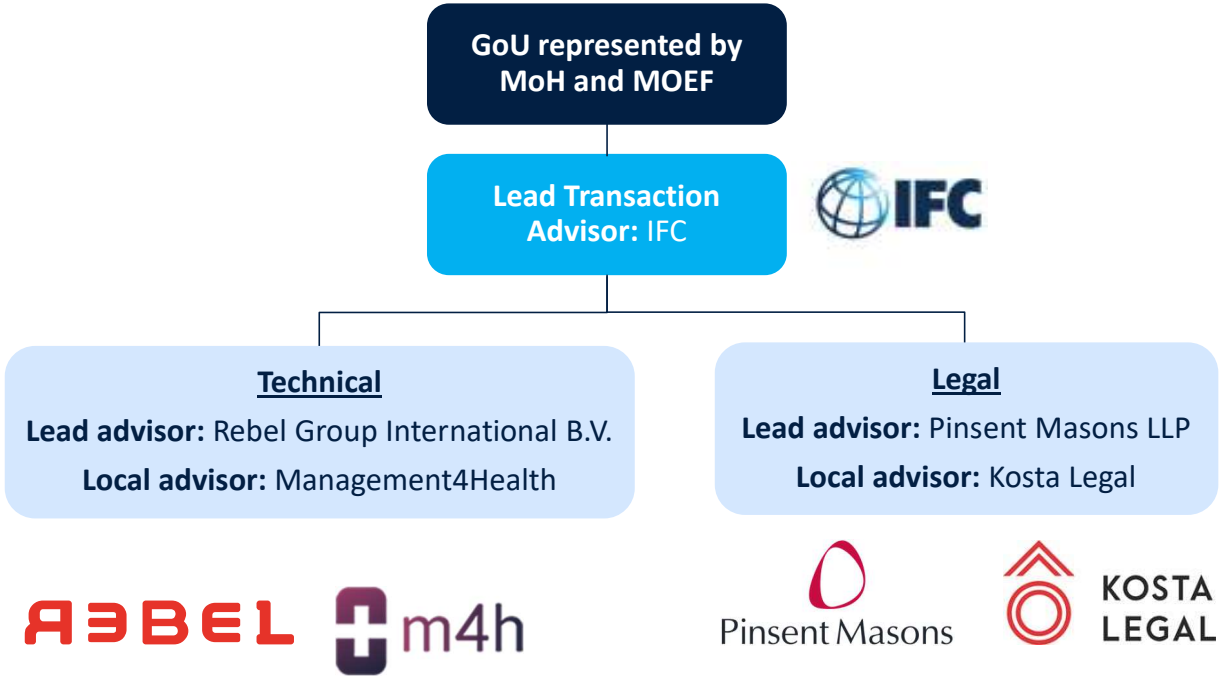
- The Government of Uzbekistan (GoU) acting through the Ministry of Economy and Finance (MoEF) and the Ministry of Health (MOH) wishes to attract a qualified private operator to finance, refurbish, equip and operate several existing diagnostic imaging departments as well as hire and train medical staff to provide efficient and quality contemporary imaging services to patients in three regions of Uzbekistan under a long-term public-private partnership (PPP) agreement.
- The three regions include Kashkadarya, Namangan, and Jizzakh. The project is envisioned to use a digital PACS system across locations to enable remote reading, and better use of specialized equipment in a hub-and-spoke manner.
- The objective of the GoU is to attract a qualified private operator to help increase access to quality imaging care, and to benefit from the private sector investment and expertise. The Project is of high priority for the Government, as part of its strategy to improve the quality of public healthcare for patients in the country.
- The International Finance Corporation (IFC), a member of the World Bank Group, was appointed by the GoU as the Lead Transaction Advisor to assist with the preparation and structuring of the PPP Project and with selecting a private partner through a competitive tender process in line with the Uzbekistan PPP Law.
- IFC, together with a team of specialized technical and legal consultants, MoH, MoEF, is currently in the process of determining the market interest in the transaction (“Market Sounding”).
- Following the Market Sounding and detailed due diligence, the GoU intends to launch a tender.
- The purpose of this presentation is to introduce the opportunity to potential investors. The details related to the structure of the PPP Project are in the process of discussion and are subject to change.
- IFC has already assisted the MoF and MoH in the **successful tender process for the Dialysis PPP for three regions** in 2020 covering 1,100 patients and is currently working on two other projects including a hospital PPP as well as a radiotherapy PPP project.

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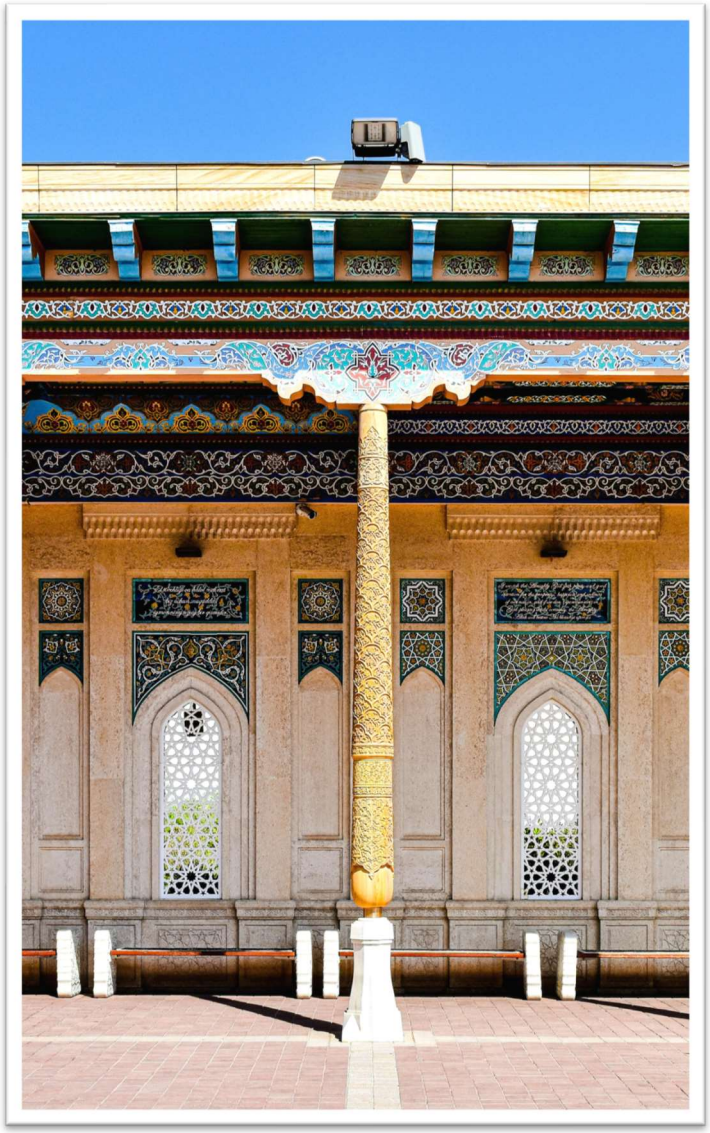
Uzbekistan Imaging PPP Project Preparation

- IFC PPP Transaction Advisory has been retained by the Ministry of Health (MoH) of Uzbekistan to act as Lead Transaction Advisor to conduct the due diligence, structure the transaction and prepare the tender. IFC has appointed legal (Pinsent Masons, Kosta Legal) and technical (Rebel Group) advisors.
- The Project is led by the MoH and MoEF from the GoU side.



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The Country

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Uzbekistan At-a-Glance

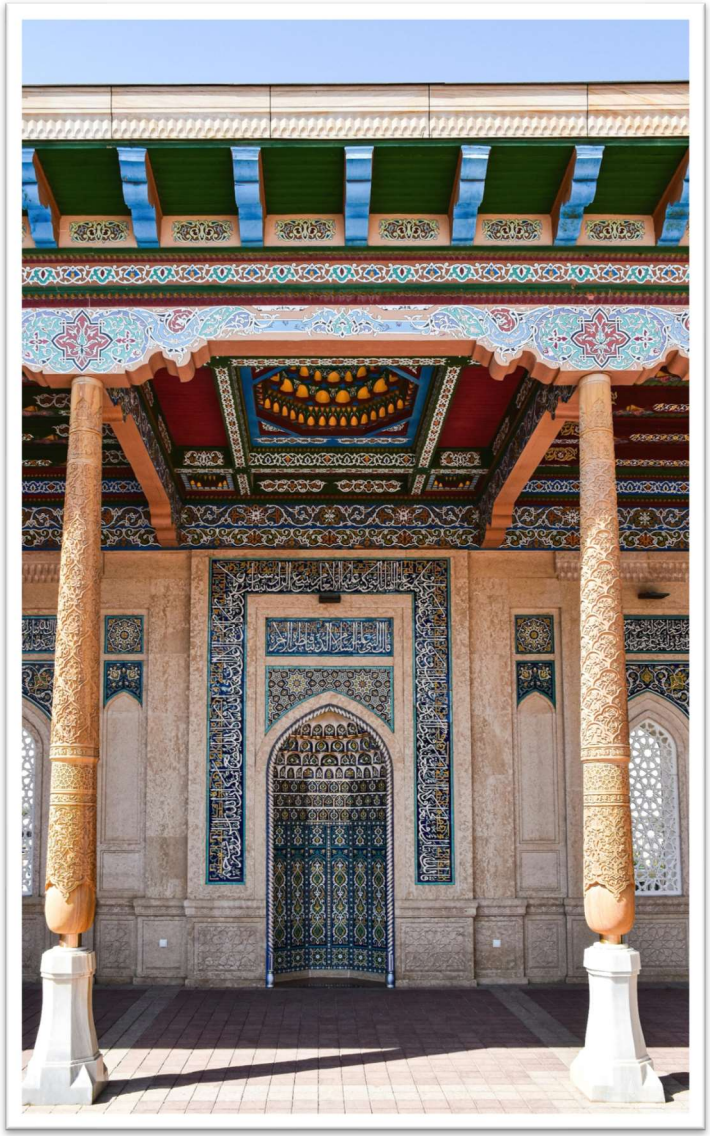
- The country has the potential to become the largest economy in Central Asia given its natural resources and the government's commitment to promoting private sector-led growth and population.
- Large FX reserves and low and affordable foreign debt provide a cushion against the global market volatility.
- Top reforms implemented since 2016: Liberalization of prices, cutting customs tariffs and moving to a floating exchange-rate regime, restructuring state enterprises, reforming the tax system, improvement in bureaucratic processes, expansion of social safety nets, simplification of visa regimes, etc.
- The government has adopted new legislation to promote competition and PPPs and already has several success stories across sectors, including in health.



Country snapshot	
Population	34.9 M (most populous in Central Asia)
GDP per capita	US$ 2,255 (2022)
GDP growth	5.7% (2023), 3.1% (2022), 6.2% (2021)
Expenditure on health	6.7% of GDP (2020)
Significant gas resources	1.5 - 1.6B tons of oil equivalent (2022)
Sovereign Ratings (2023)	Moody's: Ba3 (stable), Fitch: BB- (stable)

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The Situation

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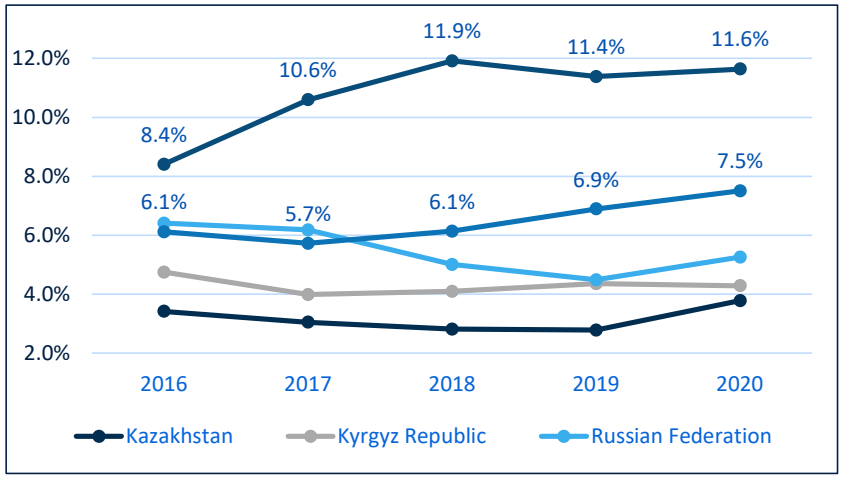
Key Sector Challenges

- Non communicable diseases (NCD) such as cancer, cardiovascular disease, diabetes and chronic respiratory disease are an increasing public health and development challenge in Uzbekistan and are responsible for 85% of all deaths in the country.
- The probability of premature death (before the age of 70 years) from one of the four major NCDs for a person living in Uzbekistan was more than 1 in 4 in 2015.
- Premature death, morbidity and disability associated with NCDs have a negative impact on socioeconomic development.
- This in turn is causing a surge in healthcare costs and social care and welfare support needs, as well as contributing to reduced productivity.
- In 2016, the government was estimated to have spent 2.1 trillion sum on treatment for the four main NCDs.

Cause of death, by non-communicable diseases (% of total)

Country	2000	2010	2015	2019
Kazakhstan	79.6%	81.5%	84.0%	86.7%
Kyrgyz Republic	73.6%	76.9%	80.1%	81.6%
Russian Federation	83.1%	86.3%	87.6%	89.3%
Uzbekistan	***72.5%***	***80.4%***	***82.9%***	***85.2%***
World	60.8%	67.6%	71.2%	73.6%

Current health expenditure (% of GDP)



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Current condition of diagnostic imaging services offered in public health care facilities

- Imaging diagnostics is critical in tracing and treatment of non-communicable or chronic diseases and, although access to medical imaging services play a crucial role in the successful treatment of NCDs, the Uzbek population struggles to access quality imaging services in public hospitals.
- The low level of service is primarily attributed to poor availability of modern radiological equipment, particularly high-end machines like CT and MRI, inadequate maintenance, the absence of contemporary quality assurance systems, and a limited number of specialized staff trained to operate and interpret advanced scanners.
- Current equipment capacity falls short of international benchmarks, with hospitals acknowledging a diagnostic capacity shortage and underutilization of existing capacity.
- These factors will continue to put pressure on the capacity of Uzbekistan's health system to respond to the increasing demand.

Benchmark for CT Machines

Regions	CT machines per million	*Reference countries	Regional population (1 Jan 2023)	Extra machines needed to reach benchmark
Kashkadarya	3.7	13	3.5 mln	34
Jizzakh	3.4	13	1.5 mln	14
Namangan	3.0	13	3.0 mln	30
Total	**3.4**	**13**	**8.0 mln**	**78**

Benchmark for MRI Machines

Regions	MRI machines per million	*Reference countries	Regional population (1 Jan 2023)	Extra machines needed to reach benchmark
Kashkadarya	2.3	7	3.5 mln	16
Jizzakh	0.7	7	1.5 mln	9
Namangan	1.3	7	3.0 mln	17
Total	**1.6**	**7**	**8.0 mln**	**42**

**The reference countries include Turkey, Russia and Kazakhstan*

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Estimated demand based on number of 'vulnerable' patients shows a clear need for diagnostic imaging services

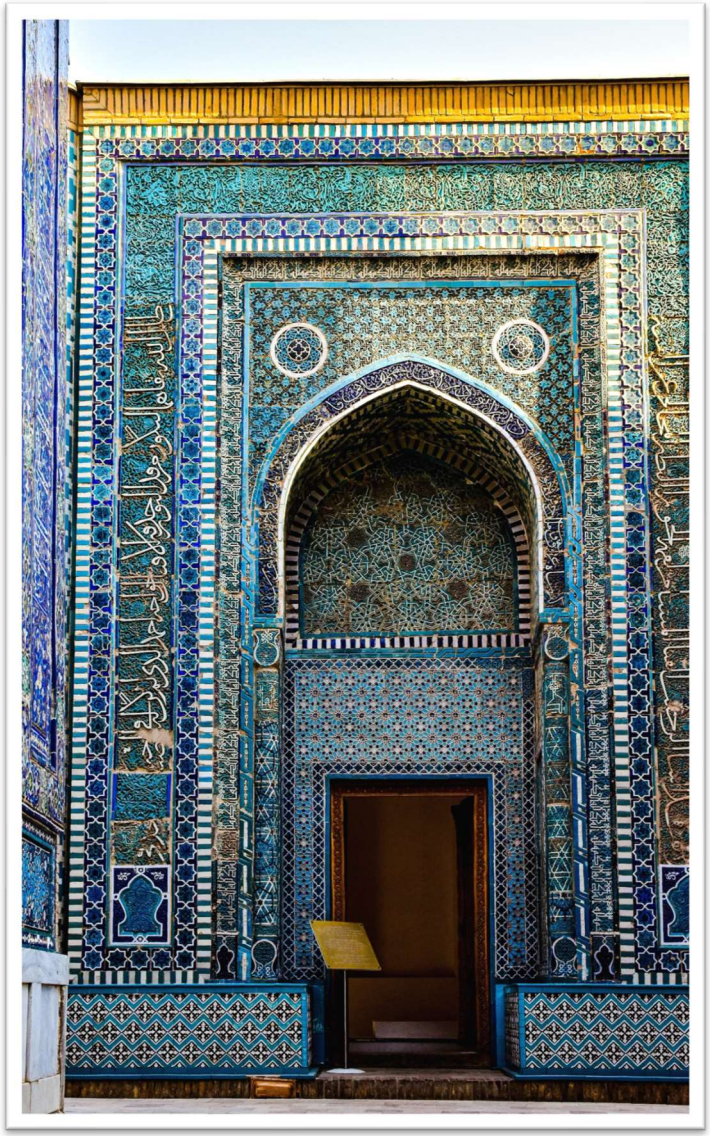
- Uzbekistan has a defined basic benefits package that includes free-of-charge primary and emergency care for the entire population.
- The package also includes care for "socially significant and hazardous" conditions and specialized (including hospital) care for certain population categories defined as vulnerable for the different levels of hospitals.
- These groups are of substantial size, and it is estimated that for all three regions, a large share of the population would fall under the category of vulnerable patients and would be entitled to state-provided health care treatments.
- It is expected that demand will rise with increased access, and as doctors discover more applications for imaging services. In addition, the GoU is moving towards Universal Health Coverage, indicating the likelihood of diagnostic imaging services being covered for an even broader spectrum of patients in the future.

Designated patient groups categorized as vulnerable

No.	Category / Hospital level
1	Orphans
2	Individuals with I and II group of disability
3	Individuals disabled since childhood
4	Disabled individuals and participants in the war of 1941-1945, and individuals equated to them
5	Participants of the labor front during the war of 1941-1945
6	Non-working pensioners
7	Disabled individuals who took part in the liquidation of the Chernobyl disaster
8	Soldiers-internationalists
9	Family members recognized as low-income families through the information system "Unified Registry of Social Protection"
10	Individuals with socially significant diseases (tuberculosis, oncological diseases, malignant neoplasms, sexually transmitted diseases, AIDS, leprosy, mental illnesses)
11	15-17 years old adolescents and individuals of draft age (18-27 years old) according to the directions of draft commissions

Note: The above categories of vulnerable patients are applicable at a regional multidisciplinary medical centers, whereas a wider coverage is provided at Republican Level Specialized Medical Facilities.

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The Project

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Preliminary Structure

- **Project Strategic Importance:** The project is an integral component of the Government of Uzbekistan's broader health sector reform, aiming to enhance diagnostic imaging services and deliver high-quality healthcare across all regions of Uzbekistan.
- **Project Objective:** Increase the availability of imaging equipment within public hospitals, improve the quality, productivity and efficiency of imaging services; thus, equipping the Uzbek health system to provide better treatment of NCDs that will result in improved health outcomes and increased socioeconomic development.
- **Project Planned Locations:** based on the analysis, **Kashkadarya**, **Namangan**, and **Jizzakh** were prioritized by the Government for the Project. The following criteria were used in prioritization:
  - Highest unmet demand for diagnostic imaging services;
  - Potential to cover unmet demand in neighboring Oblasts; and
  - Commercial attractiveness and population density total population in the 3 oblasts only present 22% of country's population.



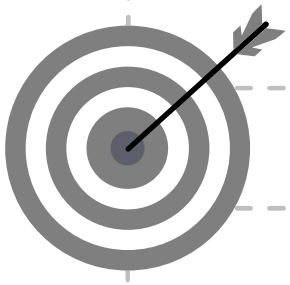
Population of Uzbekistan (million)		
No.	Region	2022
1	Namangan region	3.00
2	Kashkadarya region	3.48
3	Jizzakh region	1.48
4	Surkhandarya region	2.81
5	Khorezm region	1.96
6	Andijan region	3.32
7	Samarkand region	4.12
8	Ferghana region	3.98
9	Republic of Karakalpakstan	1.98
10	Bukhara region	2.01
11	Navoi region	1.06
12	Syrdarya region	0.90
13	Tashkent city	2.96
14	Tashkent region	2.99

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Government Objectives

By implementing the Uzbekistan Imaging PPP project and introducing Private Sector Participation ("PSP"), MoH aims to:



01 Leverage private sector expertise to improve the quality of services being delivered and patients being reached

02 Improve operational efficiencies and utilization of existing equipment

03 Make better use of the radiology human resources by incorporating a teleradiology network to allow more remote facilities to transfer images to the hub for reading and reporting

04 Transfer know-how and expertise to MoH existing staff through periodical trainings and on-the-job learning

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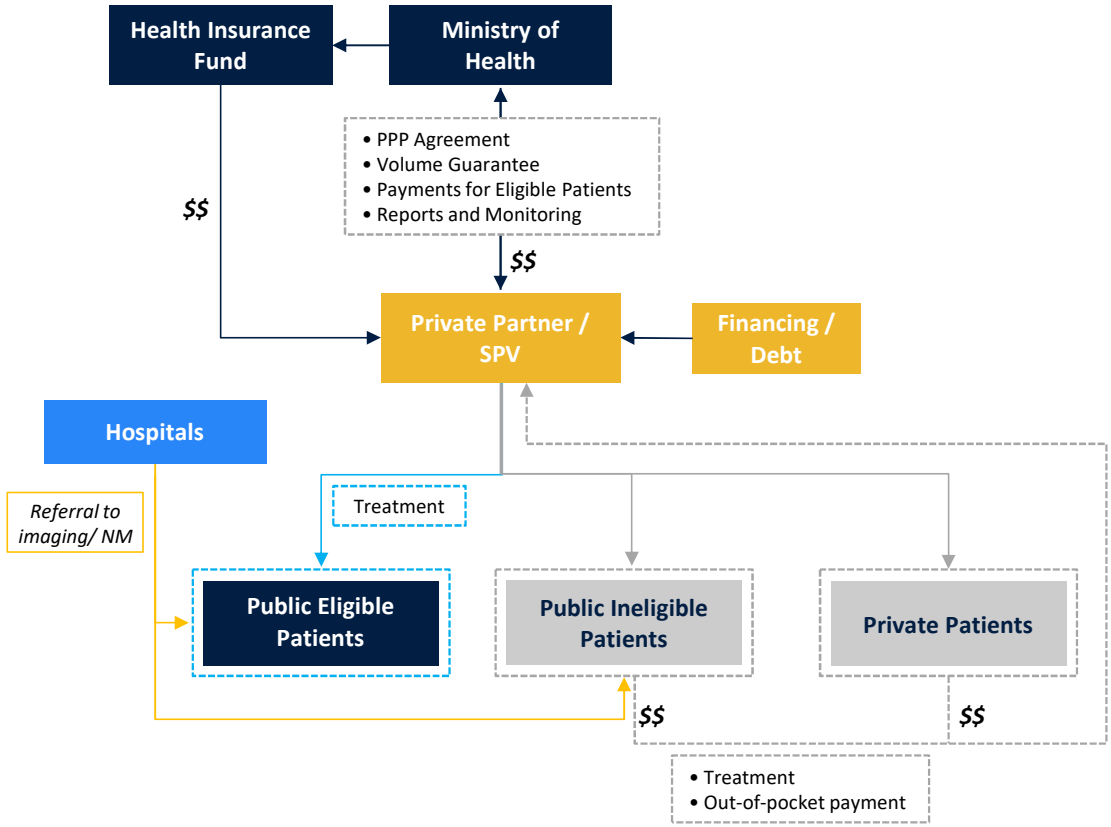
Envisaged Transaction Structure (1/2)

Grantor	Government of Uzbekistan represented by the Ministry of Health (MoH)
Regions	Jizzakh, Namangan, Kashkadaria
PPP Scope	Finance, refurbish, equip, staff, maintain, and operate 3 to 4 radiology departments per region
PPP Duration	10 to 15 years of operations (TBC)
Technology scope	- X-Ray (incl fluoroscopy), Ultrasound (incl doppler, 3D/4D), CT, MRI, PET-CT, SPECT - Production of radioisotopes in a cyclotron
Tender structure	- Aimed at national and international bidders, preferably in combination - Following Uzbekistan PPP law (RFQ, RFP)
Private Partner scope	- Take over existing radiology departments (premises, staff, equipment) - Construct new imaging diagnostics facilities where needed (e.g., for PET-CT/SPECT CT) - Operate and maintain the new radiology departments in line with KPIs and deliver imaging diagnostics services
Public Partner scope	- Hand-over of existing radiology departments - Provision of plots to expand radiology departments - Pay to private operator for the guaranteed number of patients for each region referred by the selected hospitals or from other hospitals in the region - Support for speedy permit processing
Revenues	- Payment from the Government for vulnerable patients - For self-paying patients and medical tourists: market prices

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Envisaged Transaction Structure (2/2)



- The Government may provide land plots suitable for the expansion of the existing facilities.
- The private operator will be delivering care in line with set quality indicators and submit performance reports.
- Diagnostic imaging services are included in the State Benefits Package for certain categories of vulnerable patients.
- The PPP will include a form of minimum volume/payment guarantee by the Government. The private partner can also provide treatment at market rate to public (ineligible) patients and private patients who are willing to pay out-of-pocket.

*Note: The above is only the draft structure and is subject to change.

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Thank You!

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