



USHAS

USHAŞ ULUSLARARASI SAĞLIK HİZMETLERİ A.Ş.



USHAŞ INTERNATIONAL HEALTH SERVICES INC.

LAW OF ESTABLISHMENT

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The activities of USHAŞ mentioned in Decree Law No. 663 are:

- ❑ Promoting health services and health institutions of Turkey in international area, coordinating, guiding and supporting information activities.
- ❑ Providing intermediary activities related to international health services, to make contracts for international health services on behalf of public and private sector institutions within the framework of the authority given, to support the execution of contracts.
- ❑ Responding to applications for information on international health services, communicating with the relevant authorities for the resolution of complaints and disputes, taking preventive measures by identifying the problems that the parties may face.
- ❑ Providing information about the health system of our country, providing consultancy services to international people and organizations on health systems about health financing to public-private partnership models, meeting the international demands for the establishment and development of systems in these areas, making and implementing projects.



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- **Opening and operating health organizations** abroad, establishing a partnership and making a collaboration.
- **Supply of medicines, medical devices and supplies**
- To cooperate with the relevant institutions on policies and strategies, service delivery standards, **accreditation criteria**, price tariffs and legal regulations related to international health services and to make recommendations to the Ministry of Health on these issues.
- To carry out activities for **healthcare education**; to mediate the provision of foreign students to domestic educational institutions, to open an educational institution abroad and to conduct educational activities.
- **Developing incentives for education of health professions**, supporting international students and educational institutions in this field.
- Conducting national and **international congresses, seminars** and similar activities in the field of activity and conducting research and publication.

AREAS OF COOPERATION



Health Tourism



Office, Diagnosis Center/Outpatient Clinic, Hospital



Medicines, Medical Devices and Consumables



Public-Private Partnership (PPP)



Healthcare Information and Management Systems



Education

TURKEY AS A HEALTH TOURISM DESTINATION



TURKEY AS A HEALTH TOURISM DESTINATION

Modern Medical Technology

Close Flight distance

Short Waiting Period

Affordable Medical Fees

Socio-Cultural Similarity

Qualified Personnel

Touristic Facilities

High Quality Service



*Turkey has a very important geographical location which appeals to approximately 1 billion people and 57 countries in 4 hour flight distance.





CORPORATE IDENTITY

TURKEY HEALTH TOURISM UMBRELLA BRAND



TurkishHealthcare



USHAŞ
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Turkey is in the top three countries in Health Tourism.

read details



PLANNED/ESTABLISHED



HEALTH TOURISM COORDINATION OFFICES



RUSSIAN FEDERATION

HEALTH TOURISM COORDINATION OFFICES



UKRAINE

HEALTH TOURISM COORDINATION OFFICES



AZERBAIJAN

HEALTH TOURISM COORDINATION OFFICES



UZBEKISTAN

TURKISH MEDICAL CITY





ANKARA BİLKENT CITY HOSPITAL

Ankara City Hospital, is **the largest health facility in Europe and 3rd largest health facility in world**. It has a bed capacity of 3,660 including 44 suite, 22 grand and 8 king suite rooms.



İSTANBUL BAŞAKŞEHİR ÇAM VE SAKURA CITY HOSPITAL

Başakşehir Çam and Sakura City Hospital consists of the main hospital with a capacity of 2,682 beds, Physical Therapy and Rehabilitation Hospital with a capacity of 200 beds and psychiatric hospital with a capacity of 128 beds. It has the title of "World's largest seismic insulator building".

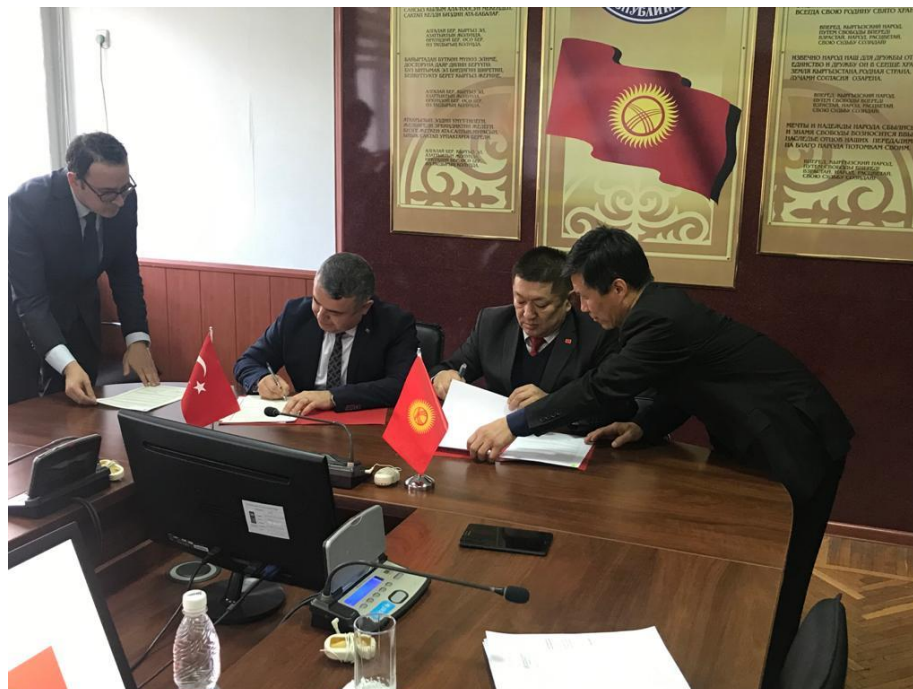




AGREEMENTS AND PROTOCOLS ON COOPERATION



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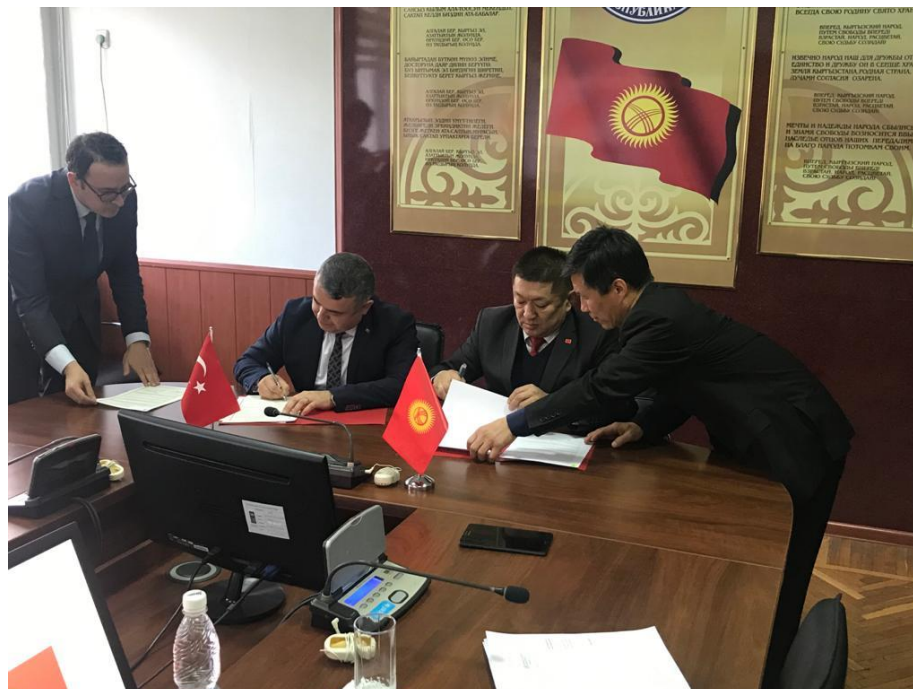




AGREEMENTS AND PROTOCOLS ON COOPERATION

USHAŞ SIGNED PROTOCOLS WITH

- Kazakhstan
- Djibouti
- Libya
- Somalia
- Sudan
- Kyrgyzstan





AGREEMENTS AND PROTOCOLS ON COOPERATION

USHAŞ SIGNED PROTOCOLS WITH

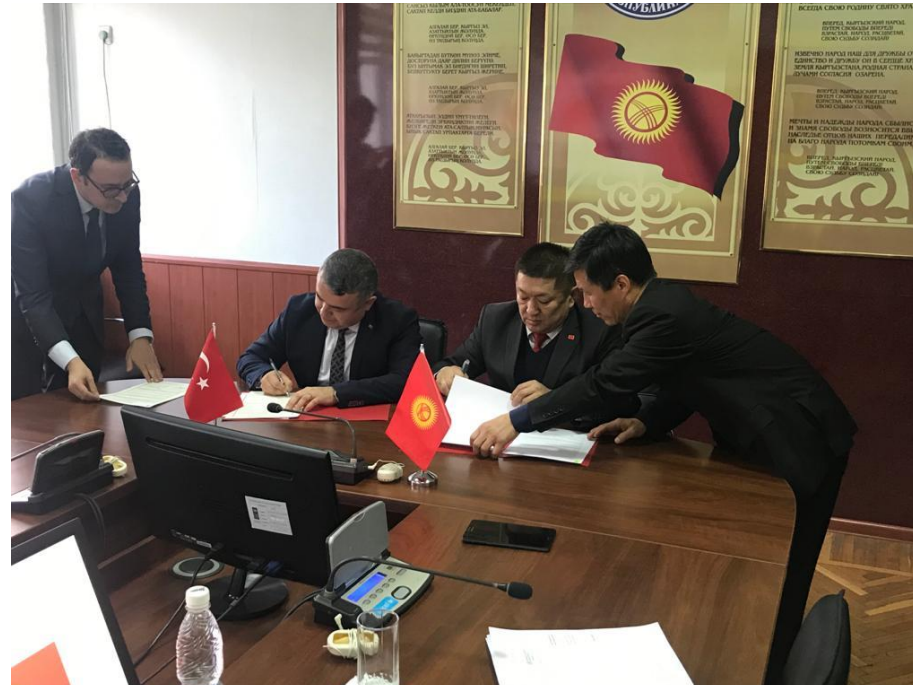
- Kazakhstan
- Djibouti
- Libya
- Somalia*
- Sudan *
- Kyrgyzstan



USHAŞ NEGOTIATES PROTOCOLS WITH

- Uzbekistan
- Georgia

- * Somalia Mogadishu Training and Research Hospital
- * Sudan Nyala Training and Research Hospital





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DURING THE COVID-19 PANDEMIC

PROTECTIVE MATERIALS SUPPLY ROLE

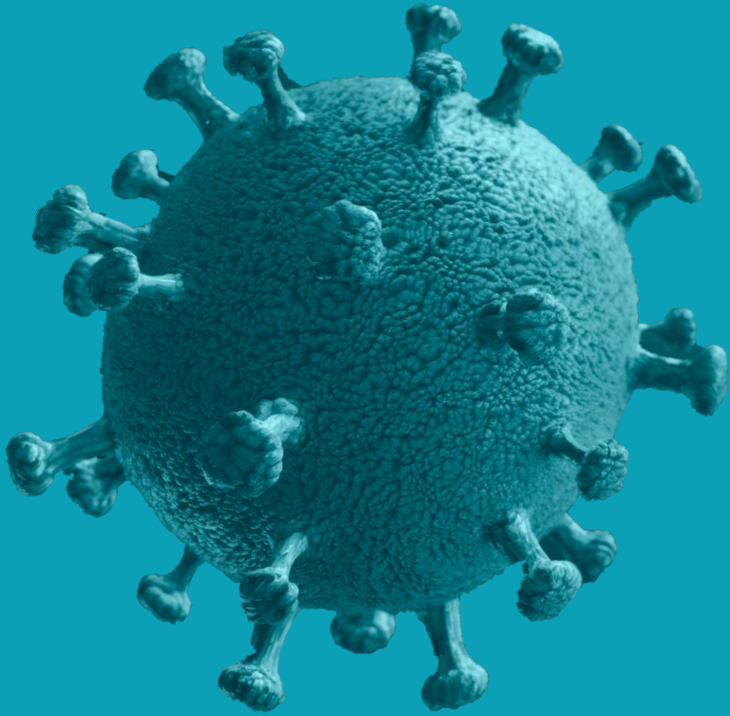
MAIN PROBLEMS/CHALLENGES AT THE BEGINNING OF COVID-19 PANDEMIC:

- The prices of protective materials increased speculatively and sharply.
- The producers were not willing to offer goods to the domestic market due to the export-oriented production.
- Local production capacities were insufficient to meet the high domestic demand.
- Due to the increasing demand, raw material costs also increased sharply.
- Hospitals and healthcare professionals had difficulties to reach PPEs.

SOLUTIONS/MEASURES

- Export ban (limited permissions for only a few)
- USHAŞ as a single buyer and distributor in the market/importer of critical drugs and materials
- Controlling the raw materials and supply chain

PROTECTIVE MATERIALS SUPPLY ROLE



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PROTECTIVE MATERIALS SUPPLY ROLE

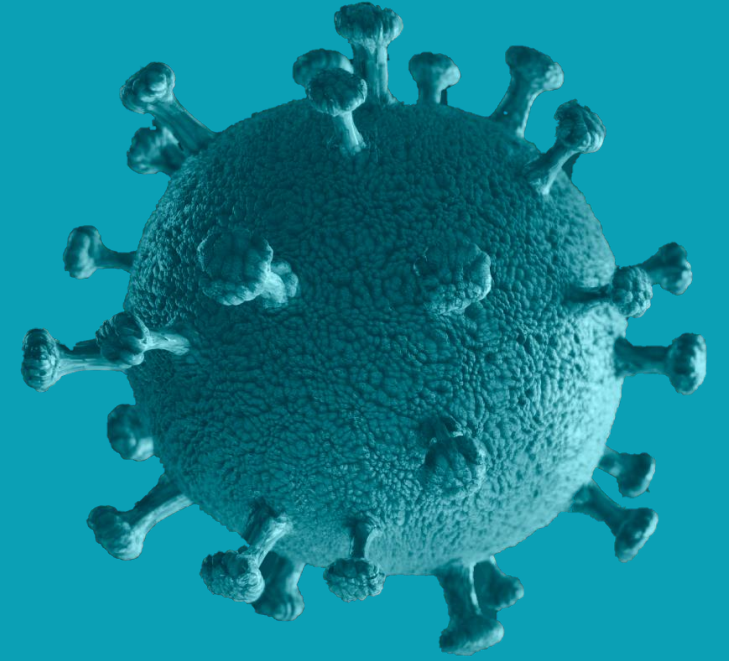
- **Thanks to its financial power, private sector dynamism and quick decision-making procedure,** instead of the standard bureaucratic purchasing process, USHAŞ has played an important role in the supply of PPEs through direct purchasing.
- As a single authorized buyer and distributor of PPEs in the market, USHAŞ has increased the daily supply of PPEs and **decreased the prices accordingly.**
 - ✓ Encouraged the industry towards new investments and higher production capacity utilization by providing guarantee of purchase.
 - ✓ Secured the supply chain and provided raw materials to the producers to help continuous production.
- Established supply, distribution and logistics network. Managed planning, supplying and delivering processes on a daily basis.
- **USHAŞ has closely worked together with Health Sector Associations.**
- **In terms of quality assurance,** USHAŞ cooperated with the Ministry of Family, Labour and Social Services, the responsible authority for market surveillance of PPEs in Turkey, and **Universal Laboratories,** an independent and accredited institution for the certification.



PROTECTIVE MATERIALS SUPPLY ROLE

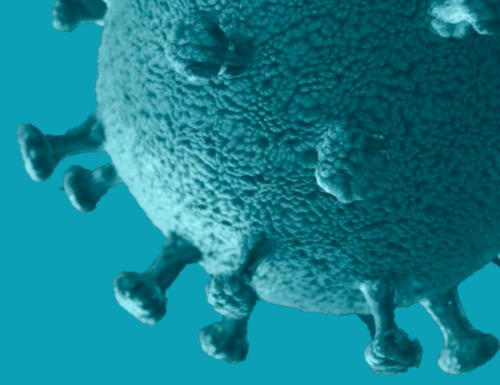
- By signing 248 contracts with surgical mask manufacturers and authorized dealers, **USHAŞ increased the daily distributions of 1 million to 25 million pieces from March 10 to April 20, 2020.**
- **UNDER USHAŞ UMBERALLA, THERE ARE ABOUT 350 MANUFACTURERS, AUTHORIZED DEALERS, FABRIC PRODUCERS FOR PPEs.**
- In two months, USHAŞ has delivered and distributed protective materials to Public, University and Private Hospitals, Public Institutions, industry and public in general.
 - ✓ 3 Layer Surgical Mask 361.095.980 pcs
 - ✓ FFP2 / N95 Mask 13.424.668 pcs
 - ✓ Protective Coverall 6.848.068 pcs
 - ✓ Protective Glasses 1.950.855 pcs
 - ✓ Apron 1.121.577 pcs
 - ✓ Examination Gloves 104.613.047 pcs





BIO-SPEEDY

THE DOMESTIC COVID-19 RT-QPCR DETECTION KIT



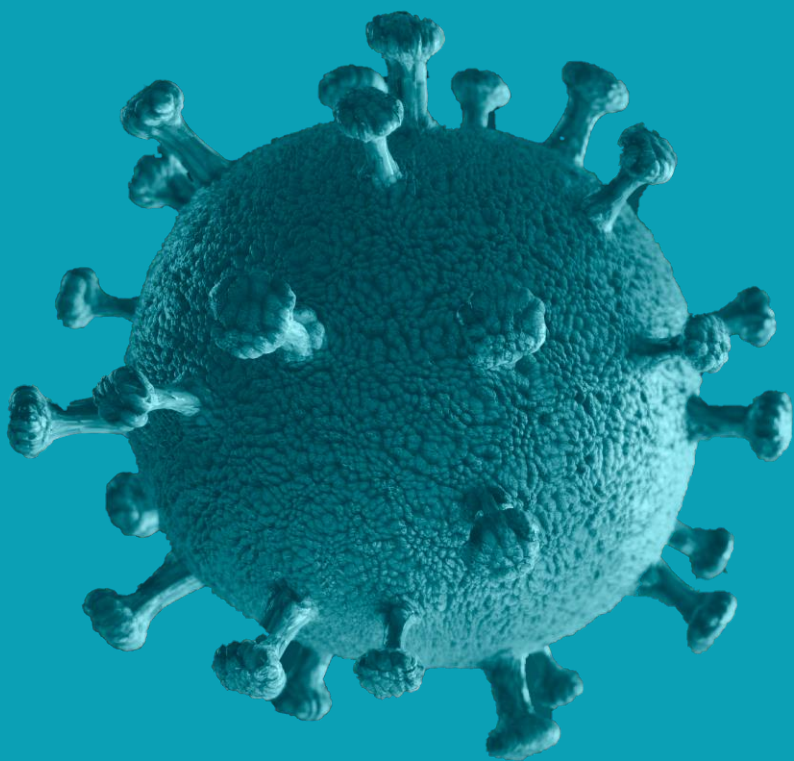
Researchers from Ministry of Health, General Directorate of Public Health, Department of Microbiology Reference Laboratories and Biological Products and Bioeksen R&D Technologies Ltd. developed kits based on a reference protocol recommended by WHO for molecular testing of SARS-CoV-2 on 17 January 2020.

BIO-SPEEDY

THE DOMESTIC COVID-19 RT-QPCR DETECTION KIT

- Selling and marketing rights belong only to USHAŞ.
- Approved by “The Food and Drug Administration (FDA)” and waiting for approval of World Health Organisation (WHO) for registration.
- Delivered **3 million** tests of kit in Turkey and sold over **2 million** tests of kit abroad (over 20 countries).





BIYOVENT

THE DOMESTIC ICU VENTILATOR

- Ministry of Industry and Technology/Ministry of Health
- Biosis/Baykar/Aselsan/Arçelik/Tüseb
- Selling and marketing rights belong only to USHAŞ.
- Has CE Certificate





BIYOVENT

THE DOMESTIC ICU VENTILATOR

- Applied to “The Food and Drug Administration (FDA)”
- Started to use in Basaksehir City Hospital and Pandemic Hospitals.
- From all over the World, over 8.000 ICU Ventilators are demanded and about 6.000 ICU Ventilators were delivered.
- About 2.500 ICU Ventilators are being exported/planned to be exported to over 20 countries.



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COOPERATION WITH UNDP

- UNDP identified USHAŞ as a role model for developing countries due to its success as a supplier of personal protective equipments (PPEs), its rapid supply and distribution network, its contribution to the increase in production and decrease in prices, and its support to the financing, production and export of domestic ventilators and diagnostic kits, within the scope of combating Covid-19.
- We signed a cooperation protocol with UNDP in order to improve the capacity of Personal Protective Equipment production in developing countries and to share experiences.



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THANK YOU!

Mehmet Ali KILIÇKAYA
General Director

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