



Corporate Profile



Table of contents

- 1. Our Story P1
- 2. Value Proposition P2
- 3. South African Healthcare Market P3
- 4. Membership P4
- 5. Product Offering P5
- 6. Alliance Partners P6-7
- 7. Corporate Governance P8
- 8. Message from our MD P9
- 9. Contact Information P10





Introduction

OUR STORY

MediCoop is the “next generation” medical financial institution, providing investment, savings and finance solutions exclusively to the healthcare sector. As a financial institution we take a very different approach - our clients are our members, and our members are our shareholders.

VISION

Our vision is to be the leading medical co-operative financial institution in South Africa, owned and controlled by medical professionals based on co-operative principles.

The vision implies an institution whereby capital and cash flows are mobilised from members within the medical profession and outside sources for reinvestment in the healthcare industry through the deployment of physical, human and social capital.

INTRODUCTION

MediCoop (“MediCoop”) is a registered co-operative Financial Institution (Reg No 2015/014609/24) regulated by the Prudential Authority under the South African Reserve Bank as a deposit-taking institution (Act No 40 of 2007). MediCoop is a registered and authorised credit provider (NCRCP 8712) and is compliant with all the necessary procedures and processes to continue to meet the requirements of the NCR and FIC (ID No 38406).

MediCoop has been formed to meet the needs of healthcare professionals, and with an understanding of the medical industry, is geared to provide not only relevant financial services to its members but also familiar investment opportunities to diversify members’ conventional earnings.

In line with co-operative principles and its Constitution, MediCoop is required to adhere to a set common bond relating to qualification requirements for membership. Shareholders must be members and MediCoop may only transact with its members. Membership of MediCoop is limited to healthcare professionals, healthcare workers, medical industry stakeholders and related parties.

We have a simple product portfolio focusing on investment and savings accounts, term deposits, loans, equipment and practice finance.

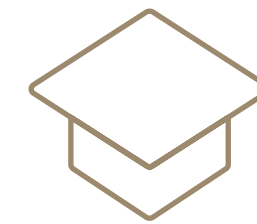


Value to Members



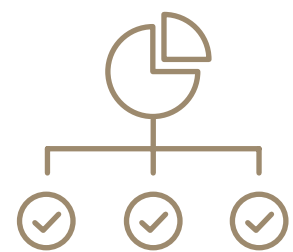
ACCESS TO CAPITAL

Affordable and efficient finance provision to healthcare professionals.



INDUSTRY FOCUSED KNOWLEDGE

MediCoop, through its member network, has a deeper understanding of the opportunities and risks of the industry.



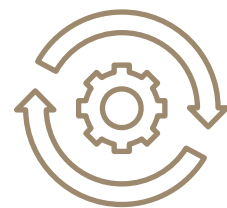
VALUE CHAIN DIVERSIFICATION

To diversify from the traditional time and fee-based revenue models, thereby building equity, capital growth and passive income/return on investments.



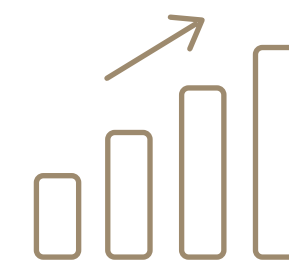
FINANCIAL SERVICES

Through the co-operative model and our Alliance Member Network, MediCoop can offer a broad scope of services to its members.



TRANSFORMATION

MediCoop acknowledges the potential and need to transform the medical sector to represent the population, grow the economy, and improve healthcare outcomes in South Africa.



SUSTAINABILITY

We enable people, businesses, and society to grow in a way that is sustainable in the long term.





SOUTH AFRICAN HEALTHCARE MARKET

South Africa has the largest healthcare market in Africa. In 2018, the total healthcare spend in South Africa was around R392 billion or around 8.4% of GDP, where the private sector makes up roughly 52% of the total spend.¹ Only an estimated 17% of the South African population has access to private healthcare through medical aid schemes, whilst service delivery of public healthcare is under severe strain due to the lack of human and physical capital and intellectual resources. In South Africa we have 0.8 doctors per 1,000 people, where the acceptable average according to the World Health Organisation (WHO) is around 3.1 per 1,000 people.²⁻³

There are 248,512 registered healthcare professionals, 285,704 registered nurses, and 25,328 active practices in South Africa.⁴ MediCoop has an estimated target market audience in excess of 500,000 professionals and medical organisations.⁵

The current deficiencies in our health system are driving cost increases far above inflation and creating challenges for health providers to deliver optimal care at all levels within the system. As patient numbers and expenses escalate, health providers are finding it increasingly difficult to make ends meet given the limited resources and capital at their disposal.

Cooperation and mobilisation of resources between medical practitioners, health providers, funders and government are essential in an industry that is looking for reform.

MediCoop was established to provide capital, financial services and investment opportunities to the medical profession. Financial co-operatives, as economic enterprises, play an important role in uplifting the socio-economic conditions of local communities. As member-owned institutions with the interests of their members and the community at heart, co-operatives represent a model of economic enterprise that has high regard for human and social values.

The intention of the founding members was to establish a financial co-operative institution for medical professionals and key role-players in the health industry that is owned and controlled by them on the co-operative principle.

We put the interests and ambitions of our clients and members first. As our clients are our members and our members are our shareholders

- ***we are all owners of the institution.***

References

1. Africa Health (2018). Industry Insights: South Africa Healthcare Market Overview. Africa Health: An Informa Experience.
2. DOH (2016). Strategic Plan: 2015/16 - 2019/20. Pretoria: Department of Health South Africa.
3. WHO (2015). South Africa: WHO Statistical Profile. Global Health Observatory: WHO & UN Partners.
4. HPCSA (2021). Retrieved from www.hpcsa.co.za/publications/statistics.
5. SANC (2018). Retrieved from www.sanc.co.za/stats/stat2018/Distribution%202018.xls.htm.



MEMBERSHIP

A NEW WAY OF BANKING

Membership is limited to healthcare professionals and their associates, healthcare workers, medical businesses and industry stakeholders. Each member must provide proof of membership of one of the following recognised professional bodies:

- Health Professionals Council of South Africa;
- South African Nursing Council;
- Pharmaceutical Society of South Africa;
- South African Medical, Dental, Homeopathic, Physiotherapy and Psychiatrists Associations;
- Board of Healthcare Funders and Council for Medical Schemes;
- South African Institute for Healthcare Managers;
- Hospital, Day Hospital and Renal Care Associations of South Africa;
- South African Veterinary Association;
- The Public Health Association of South Africa;
- The South African Medical Device Industry Association;
- The Professional Provident Society of South Africa;
- Medical Network for Southern Africa NPC; and
- Any further groups approved by the Prudential Authority.

MEDICOOP MEMBERSHIP

MediCoop is owned by its members through membership shares and may in terms of its Constitution only transact and provide services and products to its members.

In line with the MediCoop Constitution, a prospective member is required to purchase a minimum of 1,000 shares (R1 per share) and pay a R200 joining fee to qualify for membership.

Each member, regardless of shareholding, shall only have the right to a single vote at the Annual General Meeting (AGM), where no single shareholder will be allowed to own more than 15% of the total issued share capital at any point in time.

MEMBERSHIP APPLICATION

If you are a healthcare professional, healthcare worker, or medical industry stakeholder and comply with the minimum requirements, you can complete our online Member Application Form. [Click here to access the Member Application Form.](#)



PRODUCT OFFERING

INVESTMENT & SAVINGS

MediCoop offers a variety of investment and savings products, tailored around the specific needs of our members with attractive interest rates, flexibility and no monthly fees.

Savings Accounts: (a) Current accounts (b) Flexible notice accounts, and (c) Fixed term savings deposit accounts.

Investment: Long term (6, 12, 24, 36, 48 and 60 months) investment instruments particularly focused on members that wish to invest capital beyond the limited 15% shareholding ceiling.

Financial Planning and Investment: Through Consult at Momentum (Lynnwood Bridge) and Sanlam Bluestar, we offer professional financial planning, life risk solutions and investment services.

FINANCE & LEASING

Our tailored financing & leasing services, encapsulated in a member-driven co-operative, is a first for the medical sector.

Equipment Rental Solution: Our Innovative Equipment Rental Finance Solution provides practices with a cost-effective alternative to asset procurement without the burden of ownership.

Practice Finance: Finance to set up a new medical practice or buy into existing practices.

The challenge and opportunity is not only to provide start-up finance, but also to support these young professionals with compliance requirements, administrative and financial planning, risk management, practice management and infrastructure development and expansion.

FINANCIAL SERVICES

MediCoop offers a variety of financial and insurance products & services for medical professionals and organisations through our alliance partner network.

Medical Malpractice: Through Aon we provide Medical Malpractice insurance.

Short-term insurance: Through Aon we provide business insurance, professional indemnity insurance, employee benefits solutions and more.

Practice management: In collaboration with our Alliance Members, we offer a comprehensive range of practice management services and staff solutions.

Audit & Accounting Services: Through The Tax Shop we offer financial and tax services to medical professionals.





Alliance Member Network



Aon South Africa and MediCoop has an agreement whereby Aon provides Medical Malpractice and a range of short-term insurance solutions to MediCoop's members. [Click here to read more.](#)



As a MediCoop investor and partner, JPF Insurance offers an extensive group bargained insurance product range with Accident-, Life-, Disability-, Funeral- and Breast Cancer cover specifically developed for the healthcare industry.



MediCoop has partnered with Med Brief Africa as our preferred MediCoop publicity and news platform. The app-based platform separates news based on the various sectors in the medical industry.



MediCoop's collaboration agreement with The Tax Shop provides for accounting and tax services to be offered to all MediCoop members.



Located across South Africa, Sanlam-authorized BlueStar businesses aim to provide investors with professional financial advice - and personalised solutions - via a team of accredited, local financial planners.



MediCoop's Alliance Partnership with Consult at Momentum (Lynnwood Bridge) and Sanlam Bluestar is specifically targeted towards a plan and strategy on the individual's journey towards financial wellness and investments.





Alliance Member Network



CompSol Group of Companies was one of the principal investors when MediCoop was instituted. MedSol, a subsidiary of CompSol, provides practice management solutions.



MedSol boasts more than two decades of partnering with thousands of medical practices throughout South Africa that offers medical practices a focused everyday practice experience for unparalleled debtor management.



The South African Medical and Dental Practitioners Association (SAMDP) is a national body of black medical and dental practitioners established in 1989 and serves the healthcare needs of historically disadvantaged populations of South Africa.



MediFin enables South Africans the opportunity to cover their medical treatments and procedures when they are unable to immediately cover the costs or when not covered by their medical aid provider.



Representing a collective of medical investments in the healthcare sector, the 1st Care Group played a paramount role in the establishment of MediCoop.



PPLE Healthcare is South Africa's only one-stop medical and clinical staffing company specialising in nursing staff. As a leading medical broker for nurses, PPLE Healthcare is an essential partner for MediCoop.





CORPORATE GOVERNANCE

The Constitution, as approved by our members and the Prudential Authority (PA) under the South African Reserve Bank (SARB), governs MediCoop’s corporate structure and has various checks in place to ensure MediCoop remains member-controlled.

- **Voting rights:** Each member, regardless of shareholding, shall only have the right to a single vote at the AGM.
- **15% Shareholding ceiling:** Notwithstanding the above, no single shareholder will be allowed to own more than 15% of the total issued share capital at any point in time.
- **Board of Directors:** MediCoop is governed by a Board of Directors appointed by our members. The Board is composed of directors with a diverse mix of skills, experience and competencies in the relevant fields of expertise and is well placed to take the business forward. The board as at 1 January 2022 consists of the following individuals:

Adv. BC Esterhuyzen (*Chairman*), Mr. JJF Lüttich (*Deputy Chairman*), Mr. TL Botha (*Managing Director*), Mr. TJ Louw, Dr. S Tshabangu, Dr. ND Munisi, Mr. JJ Calitz, Mr. P van Heerden, Dr. KR Ntshwana, Dr. GM Ramokgopa, Mr. BH Groenewald, Mr. JD Pepler, Ms. LL Hagedoorn (*Treasurer*)

COMMITTEES

The following committees are appointed to assist the board and executive team in managing MediCoop’s affairs:

- **Governance Committee:** Assess monthly management accounts and approve membership applications.
- **Audit and Supervisory Committee:** Monitor adequacy of internal audit function.
- **Investment Committee:** Plays a central governance role in all investment related activities.
- **Credit Committee:** Consideration and approval of finance applications, as well as the monitoring of MediCoop’s credit risk and compliance with the Prudential Authority’s requirements.
- **Nominating Committee:** To nominate at least one individual for each vacancy to be filled and ensure validity of candidates to fulfill applicable vacancies.
- **Education Committee:** Responsible for the continuing education of the Members.
- **Community Development Committee:** Identify, consider and approve community development projects.





MESSAGE FROM OUR MD

MediCoop is certainly one of the most exciting new projects on the South African healthcare horizon. The provisioning of unique tailored financing services and insurance, encapsulated in a co-operative client-owned structure, is an all win-win invention. *The sky is truly the limit!*

We are dedicated to the healthcare industry and thoroughly understand the requirements of the sector. As a financial co-operative institution, we share our profits with our members, as shareholders to bring you superior interest rates and lower fees. MediCoop is the only financial institution of its kind in South Africa today where healthcare professionals can sign up for affordable finance to grow their practices and medical businesses. Our savings and investment deposit accounts are structured around your specific needs and truly offer some of the best interest rates in the market .

MediCoop is gaining momentum in attracting healthcare professionals to the Co-operative hive. As a collective, we will have the authority to speak with a voice that will be acknowledged by government and private healthcare alike. Let us spread the word and encourage our qualifying healthcare colleagues to join our growing Co-operative.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Theuns Botha', written in a cursive style.

Theuns Botha





+27 (0)87 057 1427



info@medi.coop



www.medi.coop

SA Primary Medical Financial Co-operative Limited Registration No. 2015/014609/24 | Registered Credit Provider NCRCP 8712 | Financial Intelligence Centre ID 38406
© Copyright 2022 MediCoop. All Rights Reserved.

Copyright: The information provided herein is the possession of MediCoop and are protected by copyright and intellectual property laws. The information may not be reproduced or distributed without the explicit consent of MediCoop.

Legal Disclaimer: MediCoop has made every attempt to ensure the accuracy and reliability of the information provided on this discussion document. However, the information is provided “as is” without warranty of any kind. MediCoop, its directors or associates does not accept any responsibility or liability for the accuracy, content, completeness, legality, or reliability of the information contained herein. No warranties, promises and/or representations of any kind, expressed or implied, are given as to the nature, standard, accuracy or otherwise of the information provided in this document nor to the suitability or otherwise of the information to your particular circumstances. Persons acting on any information provided does so at their own risk and are encouraged to perform detailed assessment and due diligence with the help of professional advisors, prior to any decision related hereto.