



# Product Overview

2022



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# Our World is Your World

## 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.

## WE ARE TRULY UNIQUE

1. Membership and shareholding are limited to healthcare professionals and their associates, healthcare workers, medical businesses and industry stakeholders.
2. We have a simple product portfolio focusing on investment and savings accounts, term deposits, loans, equipment and practice finance.
3. We use our profits to offer members better rates and lower fees\*.
4. Encouraging savings by providing a means whereby such investments and savings may receive a very attractive rate of return.
5. Investing in healthcare projects, technologies and business opportunities in South Africa.

## 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.

## MEMBERSHIP APPLICATION

If you are a healthcare professional or an associates, healthcare worker, medical businesses, or industry stakeholders and comply with the minimum requirements, you can complete our online Member Application Form. [Click here to apply for membership.](#)





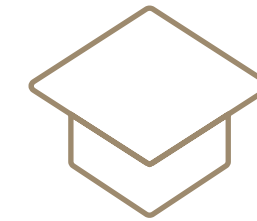


# Value to Members



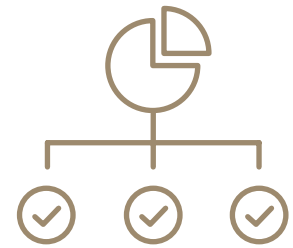
### ACCESS TO CAPITAL

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.



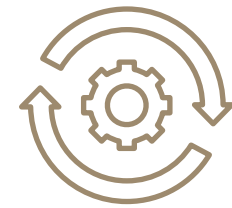
### VALUE CHAIN DIVERSIFICATION

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



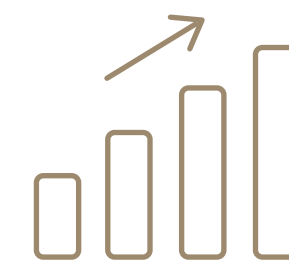
### FINANCIAL SERVICES

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.







# MediCoop



## Investment & Savings





# Investment & Savings

Members may acquire additional Voluntary Shares to a maximum value not exceeding 15% of the existing allocated shares. MediCoop also provides long term investment instruments particularly focused on members that wish to invest capital beyond the limited 15% shareholding ceiling.

When it comes to saving, our members have different needs. MediCoop’s savings products offer very competitive interest rates, flexibility and no monthly fees.\*

## SAVINGS ACCOUNT

- Very competitive rates with immediate access to cash.
- No monthly fees which allow our members to enjoy interest on their deposit without eroding their capital.
- Monthly interest can be reinvested or paid out depending to the member’s needs.
- Dedicated service with a personal contact point.

## OPEN AN ACCOUNT

MediCoop offers a variety of investment and savings accounts. [Click here to open a current, savings or investment account.](#)

## CURRENT ACCOUNT

Last Updated: 01 November 2022

Savings Amount	Savings Period	Nominal Interest Rate*
R1 - R100 000	Immediate Access	6.30%

## FLEXIBLE NOTICE ACCOUNT

Last Updated: 01 November 2022

Savings Amount	Savings Period	Nominal Interest Rate*	Effective Interest Rate (Annual Payout)
Any amount	45-Days Notice	6.50%	6.70%
Any amount	90-Days Notice	6.75%	6.96%





# Investment & Savings

## FIXED TERM ACCOUNT

Last Updated: 01 November 2022

Savings Amount	Savings Period	Nominal Interest Rate*	Effective Interest Rate (Annual Payout)	Effective Interest Rate (Payout on Expiry)
R10,000 to R100,000	6 Months	6.75%	6.96%	6.86%
R100,001 to R500,000	6 Months	7.00%	7.23%	7.11%
R500,001 to R1,000,000	6 Months	7.25%	7.50%	7.37%
R10,000 to R100,000	12 Months	7.50%	7.76%	7.76%
R100,001 to R500,000	12 Months	7.75%	8.03%	8.03%
R500,001 to R1,000,000	12 Months	8.00%	8.30%	8.30%
R10,000 to R100,000	24 Months	8.25%	8.57%	8.94%
R100,001 to R500,000	24 Months	8.50%	8.84%	9.23%
R500,001 to R1,000,000	24 Months	8.75%	9.11%	9.52%
R10,000 to R100,000	36 Months	8.75%	9.11%	9.96%
R100,001 to R500,000	36 Months	9.00%	9.38%	10.29%
R500,001 to R1,000,000	36 Months	9.25%	9.65%	10.61%
R10,000 to R100,000	48 Months	9.25%	9.65%	11.14%
R100,001 to R500,000	48 Months	9.50%	9.92%	11.50%
R500,001 to R1,000,000	48 Months	9.75%	10.20%	11.87%
R10,000 to R100,000	60 Months	10.00%	10.47%	12.91%
R100,001 to R500,000	60 Months	10.25%	10.75%	13.32%
R500,001 to R1,000,000	60 Months	10.50%	11.02%	13.37%
R1,000,001 and above	A premium rate applies to balances above R1million. Terms and conditions apply.			

\*\* Rates and fees are subject to change based on daily market fluctuations and economic changes. Terms and conditions apply. All rates are quoted on a nominal annual compounded monthly basis for the relevant period. Clients (Members) are required to maintain a minimum positive cash balance of R500 in their flexible notice deposit account and a minimum positive cash balance of R10,000 in their fixed rate deposit account.







MediCoop

Finance & Leasing



# Practice & Equipment Finance

MediCoop offers equipment and practice finance with different structuring options to suit your business needs.

The challenge and opportunity are not only to provide start-up finance but also to support market entrants with administrative, financial and risk planning, practice and staff management, practice development and expansion.

## EQUIPMENT RENTAL FINANCE SOLUTION

Our Innovative Equipment Rental Finance Solution provides practices with a cost-effective alternative to asset procurement without the burden of ownership. With no upfront cash payment required and rates that come in below traditional financing options, MediCoop can assist practices to preserve their working capital and redirect cash reserves to core business activities that can help generate profits.

## BENEFITS

- Access to state-of-the-art equipment, which might be too expensive to buy at the outset.
- Maintain regular technology upgrades.
- Scalability - more affordable to expand as you grow.
- Cheaper than delving into your own capital or traditional financing options.
- Cash is preserved and redirected towards core business activities.
- Off-balance sheet finance.
- Monthly payments are tax-deductible.
- Flexible payment and end-of-term options.

## APPLY FOR FINANCE

Our tailored financing and leasing products, encapsulated in a member-driven co-operative, is a first for the medical sector. [Click here to apply for finance.](#)

\* Dependent on equipment purchase price, affordability and credit analysis. Terms and conditions apply.







# Practice & Equipment Finance

## DIFFERENCE BETWEEN EQUIPMENT RENTAL, HIRE PURCHASE AND OUTRIGHT PURCHASE

Equipment Rental	Hire Purchase (HP) of Equipment	Outright Purchase of Equipment
Flexible monthly premiums - i.e. escalation options	Fixed monthly premiums	N/A
No deposit required*	Usually a deposit is required upfront	Capital outlay upfront
Interest calculated on the purchase price before VAT	Interest calculated on top of VAT	Opportunity cost lost due to capital tied up in the equipment rather than business operations
100% Tax deductible	Interest portion is tax deductible	Deductible by depreciation via Balance Sheet Annually
Insurance and maintenance can be included in the monthly premium	Can only finance actual equipment	N/A
Appear as an operating expense in the Income Statement	Appear as an asset in the Financial Statements	Appear as an asset in the Financial Statements
No Capex approval required	Capex approval required for purchases of equipment	Capex approval required for purchases of equipment
Upgrade option available free of additional VAT on original equipment, with flexible end-of-term options	Upgrade option available but all VAT on original equipment is paid	Very little value is attached to trade-in of equipment after the depreciation period and therefore capital would effectively be lost when new equipment is purchased
Improved Equity, Current and Return of Asset Ratios in the financial analysis of the business	Has to be capitalised	Has to be capitalised







Financial Services



# Financial Services

## MEDICAL MALPRACTICE

The current absence of management guidelines in South Africa for healthcare professionals, and large disparities in disease burden, work practices and healthcare resources, require doctors, nurses and allied healthcare workers to ensure niche insurance cover, designed and tailormade for the specific occupational environment in which you work.

Through Aon as the leading provider in Medical Malpractice insurance broking in South Africa, we work with you to reduce your exposure against any actual or alleged medical negligence as a healthcare professional, including complaints lodged with professional councils.

## PRACTICE MANAGEMENT

We know that medical health professionals are too busy taking care of people to attend to the daily details of administration, medical aid claims, finance, negotiating personnel policies and ensuring regulatory compliance. In collaboration with our alliance member network, MediCoop provides a comprehensive range of practice management services and staff solutions.

## SHORT-TERM INSURANCE

As a healthcare professional, you're exposed to risk every day and the reality is that it is increasing, both in frequency and complexity. As a global short-term insurance provider, our alliance member, Aon, can advise you on how best to navigate those risks, offering their unique expertise to help you not only succeed, but thrive.

Through Aon we provide Business and Professional Indemnity Insurance, Household and Motor insurance, Employee Benefits Solutions, and more.

## FINANCIAL MANAGEMENT

Auditing, bookkeeping, and other financial solutions through The Tax Shop. Collaboration has become the norm as a sound growth strategy and is known to help a business improve its performance, services and enhance skills. We believe that trusting, collaborative relationships form the basis of every successful endeavour.

[Click here to view the different financial and management services offered through MediCoop.](#)







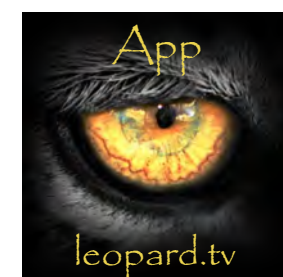
## Financial Services

### FINANCIAL PLANNING AND INVESTMENT

The success of your profession is not only reliant on your professional skill but also on how you plan and execute your financial long-term objectives and mitigate professional and personal life risks. Our partnership with Sanlam Blue Star and Consult at Momentum (Lynnwood Bridge) allows you as a MediCoop member to personal and professional advice to manage your personal financial life risk and investment to ensure a financially independent future.

## Additional benefits upon joining MediCoop

- Accident cover of R30,000 at R30 pm (The first 6 months accident cover premiums are included in the joining fee as a corporate reward to natural persons joining). \*
- Free wildlife magazine (valued at R336 per year) brought to you by Leopard.tv Wildlife Magazine.



- Free online access to the latest medical market news through MedBrief Africa.







## Alliance Partners



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.



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 Partners



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.







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