



# Access to advanced health technology through innovative financing solutions

Healthcare facilities turn to Philips Capital and Atradius Dutch State Business for export state-of-the-art healthcare technology from the Netherlands

Strategic Partnership

**PHILIPS**





# How to finance healthcare technologies from Philips

## Export Credit Agency Financing Structure

Atradius Dutch State Business (Atradius DSB), the Dutch government's Export Credit Agency (ECA), plays an active role in healthcare financing transactions. Atradius DSB's purpose is to facilitate the financing of exports and increase the competitive advantage of national enterprises in foreign markets.



The ECA Financing Structure allows cross-border healthcare providers access to hard currency financing to purchase Philips medical equipment. Philips Capital works through a global network of financiers and ECAs, such as Atradius DSB. Export credit support, available from other ECAs, can vary in accordance with national rules and regulations.

Another significant advantage of an ECA solution is the timeframe for a transaction's payback structure, which can be up to seven years. This is a considerable advantage, as banks tend to be reluctant to finance transactions with such a long risk horizon.





# Philips is improving people's health and well-being

Philips enhances people's health and well-being through meaningful innovation and aims to improve 2.5 billion lives per year by 2030. Regarding healthcare as a connected whole - helping people live healthier by giving clinicians the advanced technology necessary to make precise diagnosis, deliver personalized treatment, and aid in the patient's recovery at home. All efforts are supported by a seamless flow of insightful clinical and patient data.

With a proud heritage of ground-breaking innovation that stretches back almost 130 years. Meaningful innovation – focused on care providers' needs – remains at the heart of everything we do. Philips Capital has been providing innovative financing solutions globally since 2014. New economic realities, fast-changing technology, and demands for improvements in clinical services, create significant uncertainties in the healthcare landscape, to which Philips Capital is proactively responding.

Healthcare leaders are seeking innovative financing solutions to manage technology investments, reduce operating expenses, and lower their Total Cost of Ownership (TCO).

At the same time, they are working to improve clinical and operational performance and optimize patient and staff satisfaction. These challenges present an opportunity to transform healthcare from a fragmented, transactional relationship to a longer-term strategic partnership, with Philips, aimed at delivering better health outcomes, improving patient and staff experience, and lowering the cost of care.





# Building resilient partnerships to provide patient-centric care

## Success can be achieved when healthcare leaders have common goals, aligned interests and shared benefits

Philips and healthcare providers around the world establish long-term partnership agreements to deliver patient-centric care tailored to fulfill patients' needs and positively impact treatment outcomes by using integrated health technology.

In essence, the partnerships improve the strategic alignment of both organizations, impacting personalized healthcare across the entire patient journey. This also leads to consistently exceeding patient and family expectations of clinical excellence and patient services. To assure success, these partnerships are supported by Atradius DSB, by means of an ECA financing structure attached to a medical equipment export-transaction.

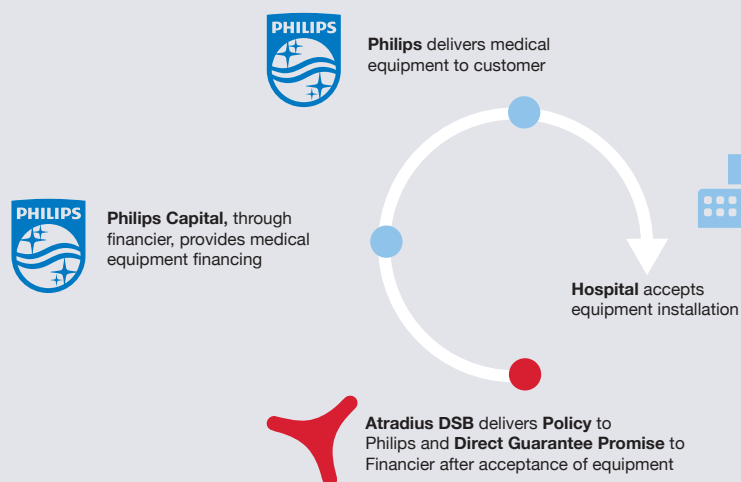
While new technology and advanced equipment enhances diagnostic precision, treatment quality and operational excellence, financial challenges that block such exports often present a real barrier. The distinct yet complementary aspects of the three organizations involved (Philips, healthcare facilities, and Atradius DSB) and their integrated role in successfully deploying this healthcare financing model, help to overcome such financial challenges.





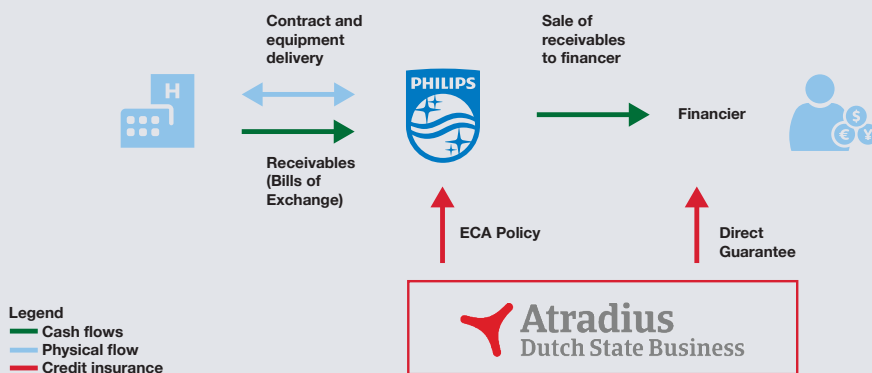
# The role of Atradius DSB in the strategic partnership with Philips & healthcare facilities globally

## Attractive financing structure with Export Credit Agency



In a typical healthcare project, Philips delivers and implements cutting-edge health technology specifically designed for a healthcare facility, with the support of Atradius DSB. Atradius DSB provides an attractive financing structure for the acquisition of multiple healthtech solutions required for healthcare facilities.

## The Atradius DSB Guarantee



In order to grant a policy and commit to a direct guarantee for the transaction, Atradius DSB financial experts conduct a structured risk assessment including, but not limited to, the buyer's financial position and ownership structure, the country's macro-economic position and political stability, and the sector's current development in the market.

With the support of Atradius DSB, Philips Capital facilitates the export of advanced health technology from the Netherlands. Philips Capital provides one point of contact for financing to deliver cost-effective financial solutions that match the hospital's specific needs and requirements through linear payment structures over the duration of the agreed financing tenor.



# Advantages of using an ECA structure

Philips Capital, a strategic partner for all health technology and financing needs, offers a consultative approach with a flexible financing solution to address the hospital's business requirements, cash flows, and growth projections

ECA financing provides healthcare facilities with an initial grace period to ramp up their operations and bridge any potential delays in opening a new facility due to economic or supply chain issues

Long-term financing supported by Atradius DSB is essential for many healthcare facilities in achieving their far-reaching plans to create the hospital of the future today

Financing also helps healthcare facilities acquire the most advanced medical equipment at a reasonable price, enabling the acquisition of more advanced equipment than may have been originally planned

The ECA financing structure also enables access to additional international funding channels, while preserving existing credit capacity

Partnering with Philips and Atradius DSB allows healthcare facilities to benefit from cost-effective financing and access the latest medical technology from the Netherlands



Access to hard currency finance



Protect existing credit capacity



Secure competitive interest rates

1 Harvard Business Review Analytic Services, "Ensuring Agility and Connectivity in Today's Health Care Landscape," January 2022.  
[https://hbr.org/sponsored/2022/01/ensuring\\_agility\\_and\\_connectivity\\_in\\_today/s\\_health-care-landscape](https://hbr.org/sponsored/2022/01/ensuring_agility_and_connectivity_in_today/s_health-care-landscape).

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