



# *Revitalising renal care*

## *Challenges and opportunities*

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*June 28 2012, London*

# Meet: Henrietta



- › Henrietta, 75
  - › lives in London
  - › has 3 children and 4 grand children
  - › used to work as a pharmacist
  - › her life motto is: Carpe diem
  
- › And: She has a chronic disease

# The prevalence of chronic diseases is increasing

157

By 2020, **157 million** US citizens are predicted to have **more than one chronic disease**.

75%

**75% of health-care budget** in the US is spent on chronic diseases (US\$ 1.7 trillion/a).

US \$  
1,300

**Over 65 year old** with multiple chronic diseases spend US\$ 1,300 per year on medicine.



80%

**80% of chronic diseases** could be eliminated by **preventive measures**, according to WHO.

4%

**Less than 4 cents of every dollar** spent on health care in USA goes to preventive and public-health measures.

# One case in 3 million



- › Henrietta, 75
  - › Was first diagnosed with chronic kidney disease in 1985
  - › In 1991 she started on dialysis
  - › In 1994 she received a transplant
  - › Her kidney failed in 1999

# Our kidneys are vital – and irreparable

Chronic Kidney Disease  
Stage 1-4

Chronic Kidney Disease  
Stage 5

Total population – 7 billion

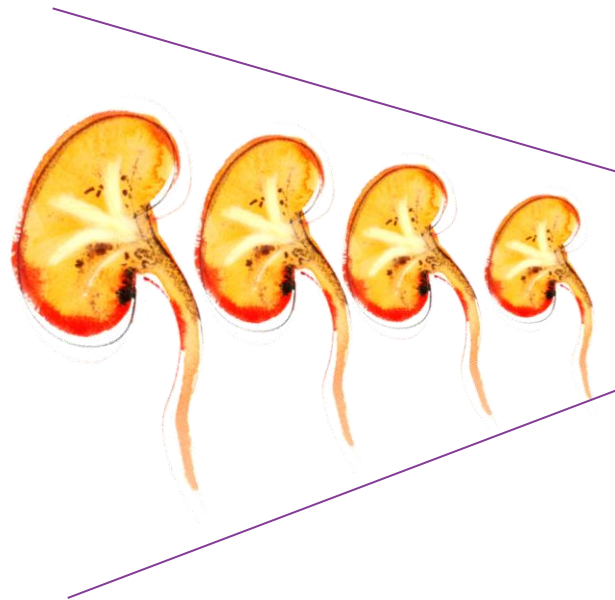
8 % of total population – 600 million

2.7 million

In Clinic Hemodialysis

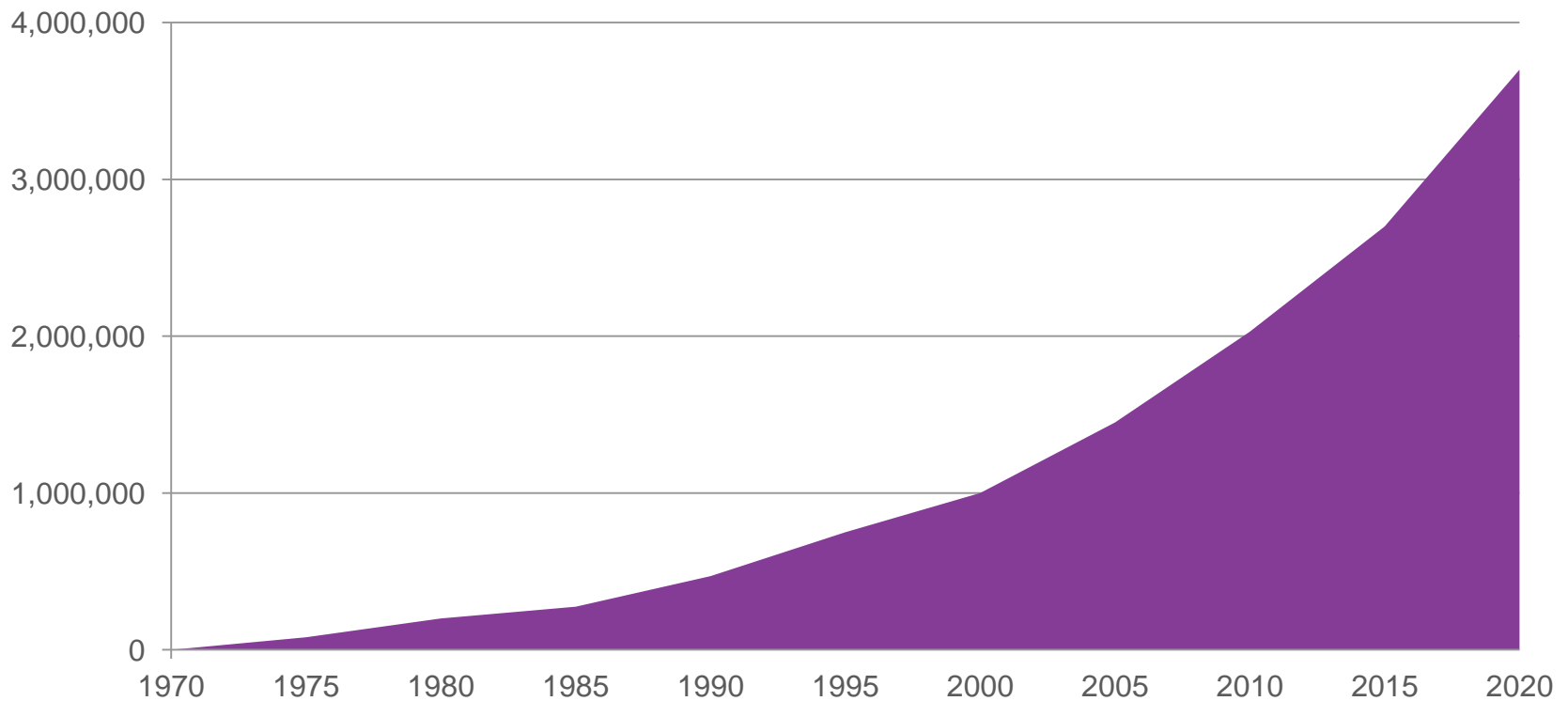
Home care  
(Peritoneal Dialysis, Hemodialysis)

Transplant



# The number of dialysis patients increases at fast pace

## Number of dialysis patients globally

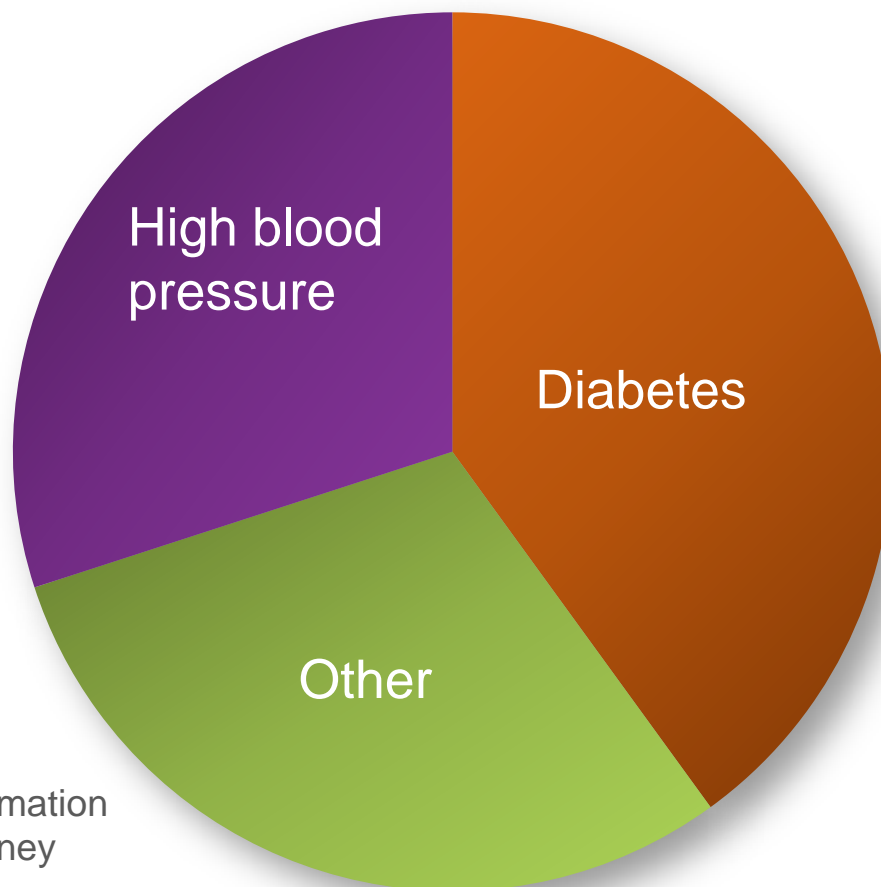


Source: FMC 2012

# Diabetes and hypertension are key causes for chronic kidney disease (CKD)

High blood pressure causes 30% of all chronic kidney diseases

1 billion people worldwide suffer from high blood pressure



Diabetes is the cause of 40% of all chronic kidney diseases

240 million people worldwide suffer from diabetes

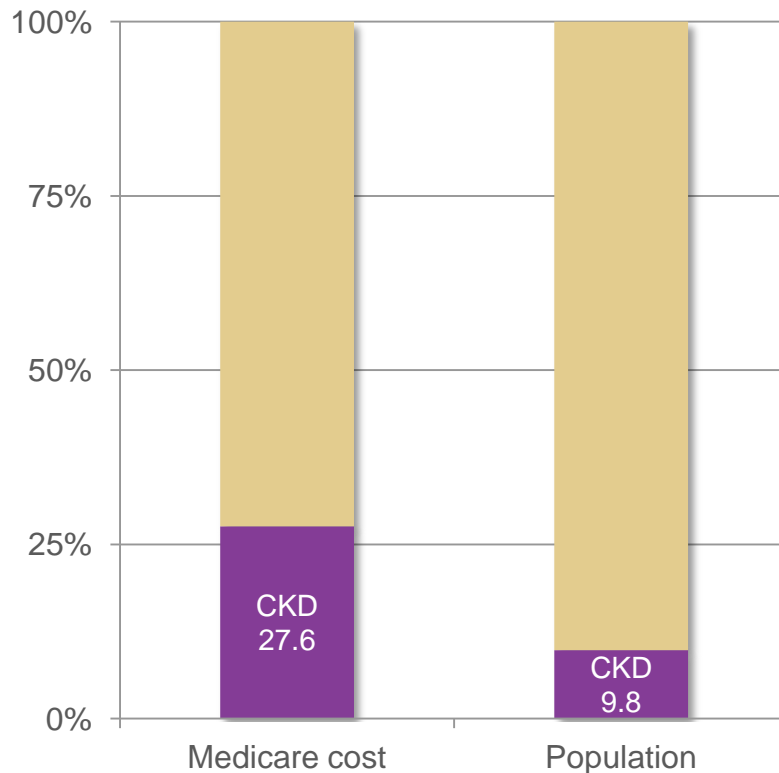
This number will amount to 380 million in 2025

Kidney inflammation  
Polycystic kidney

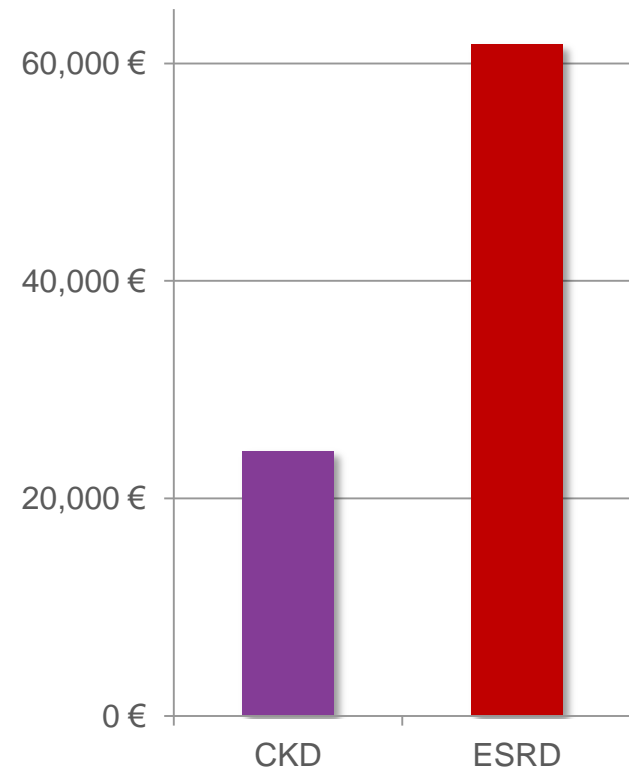
Source: World Kidney Day

# ...with significant effects on health care budgets

## Share of CKD (Medicare costs and population in the US)



## Medicare costs per patient/year







## *Implications for the patient*

The Institute of  
Medicine  
recommends to  
consume **3**  
**litres** of water  
per day

**Dialysis**  
**patients** are  
only allowed to  
consume **500ml**  
of water per day



# ESRD changed Henrietta's life



- › Daily life
  - › 3 dialysis sessions per week (each session lasting 4 hours)
  - › Strict diet
- › Physical & emotional effects
- › Co-morbidities include
  - › Hypertension
  - › Depression
  - › Chronic pain
  - › Itching
  - › Fatigue



## *What Diaverum can offer*



# Our aim is to revitalise renal care



**Our Vision**  
First choice in renal care



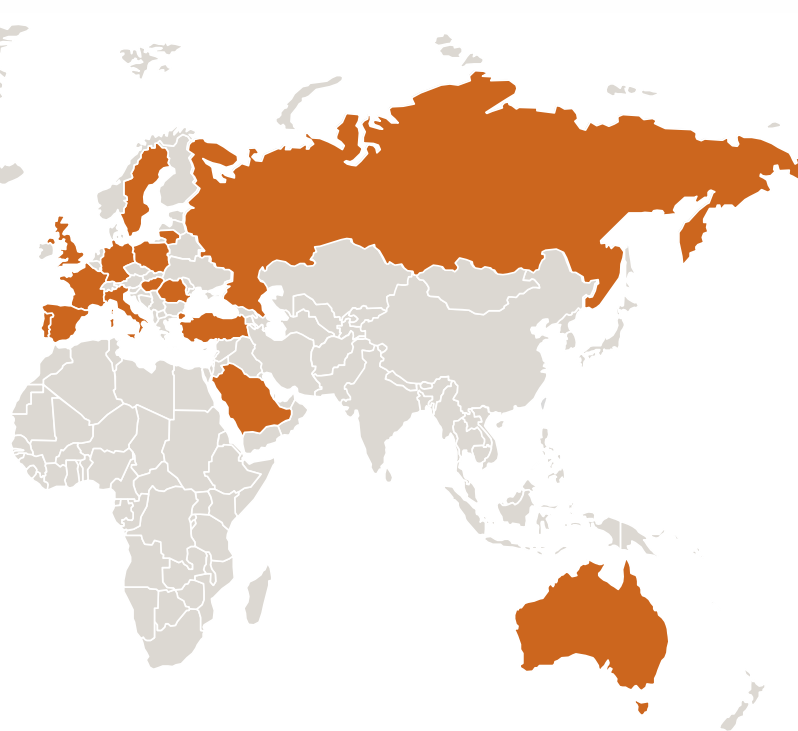
**Our Mission**  
Improve quality of life for renal patients



**Our values**  
Competent  
Inspiring  
Passionate

# Present in 17 countries across the world

17 countries  
 >250 clinics  
 6 900 employees  
 20 000 patients  
 3 million treatments p.a.

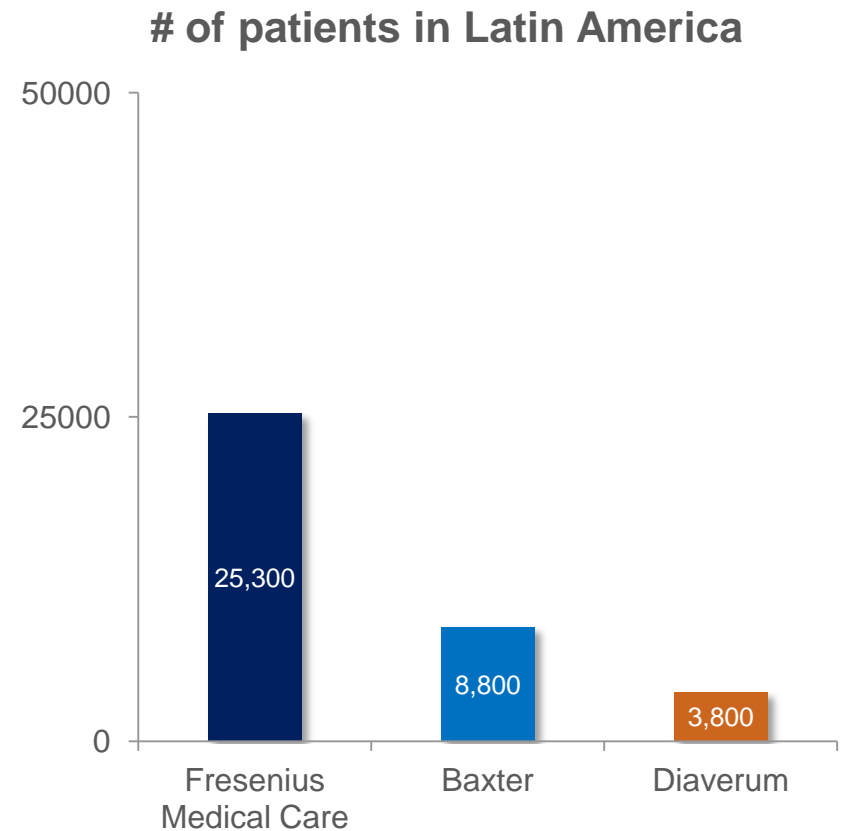
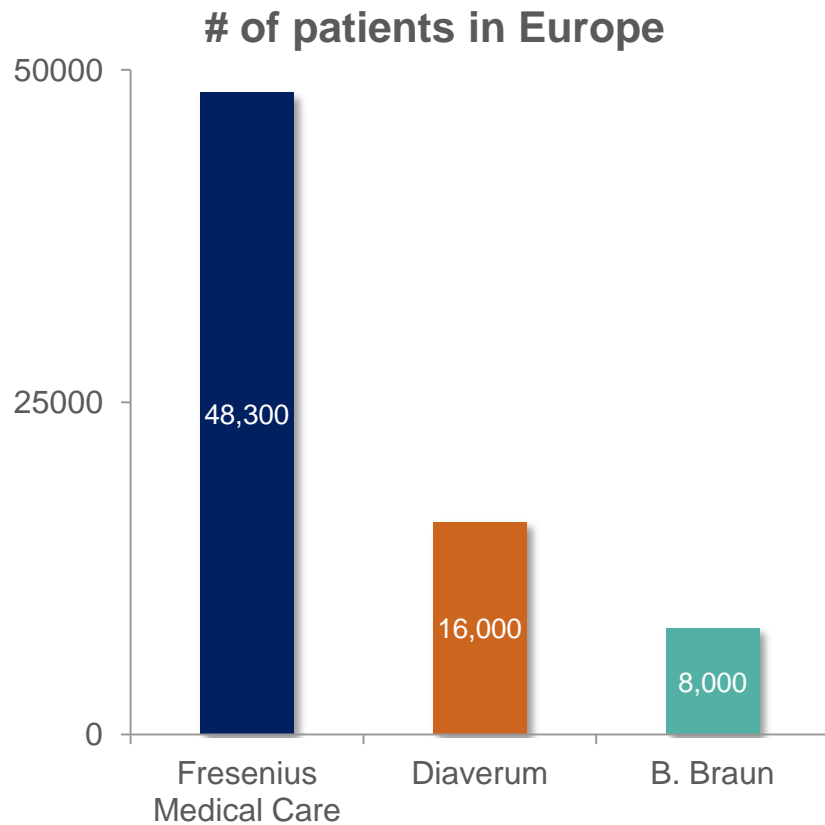


Latin America	2012
	Clinics
Argentina	34
Uruguay	7
Chile	6
<b>Total</b>	<b>47</b>

Pacific	2012
	Clinics
Australia	7
<b>Total</b>	<b>7</b>

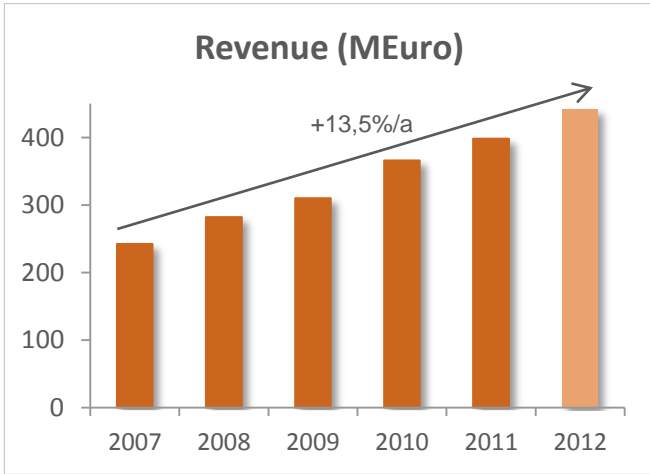
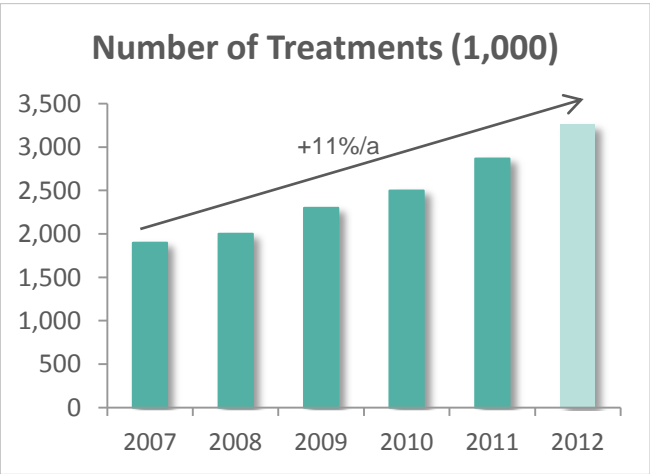
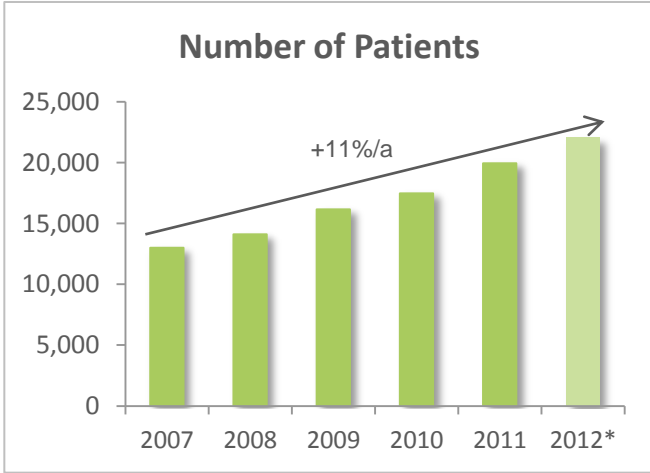
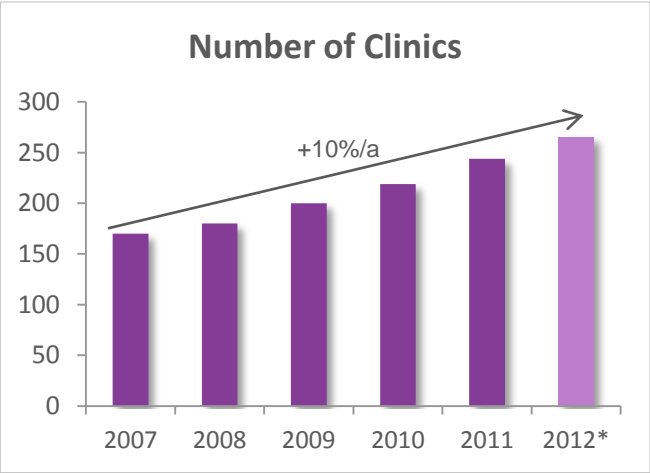
Europe & Middle East	2012
	Clinics
France	16
Germany	16
Hungary	11
Italy	23
Lithuania	14
Poland	24
Portugal	24
Romania	9
Saudi	1
Spain	28
Sweden	4
Turkey	19
UK	9
<b>Total</b>	<b>197</b>

# The market is split between three key players in EMEA and Latin America



Source: FMC Annual Report 2011, research

# We keep on growing



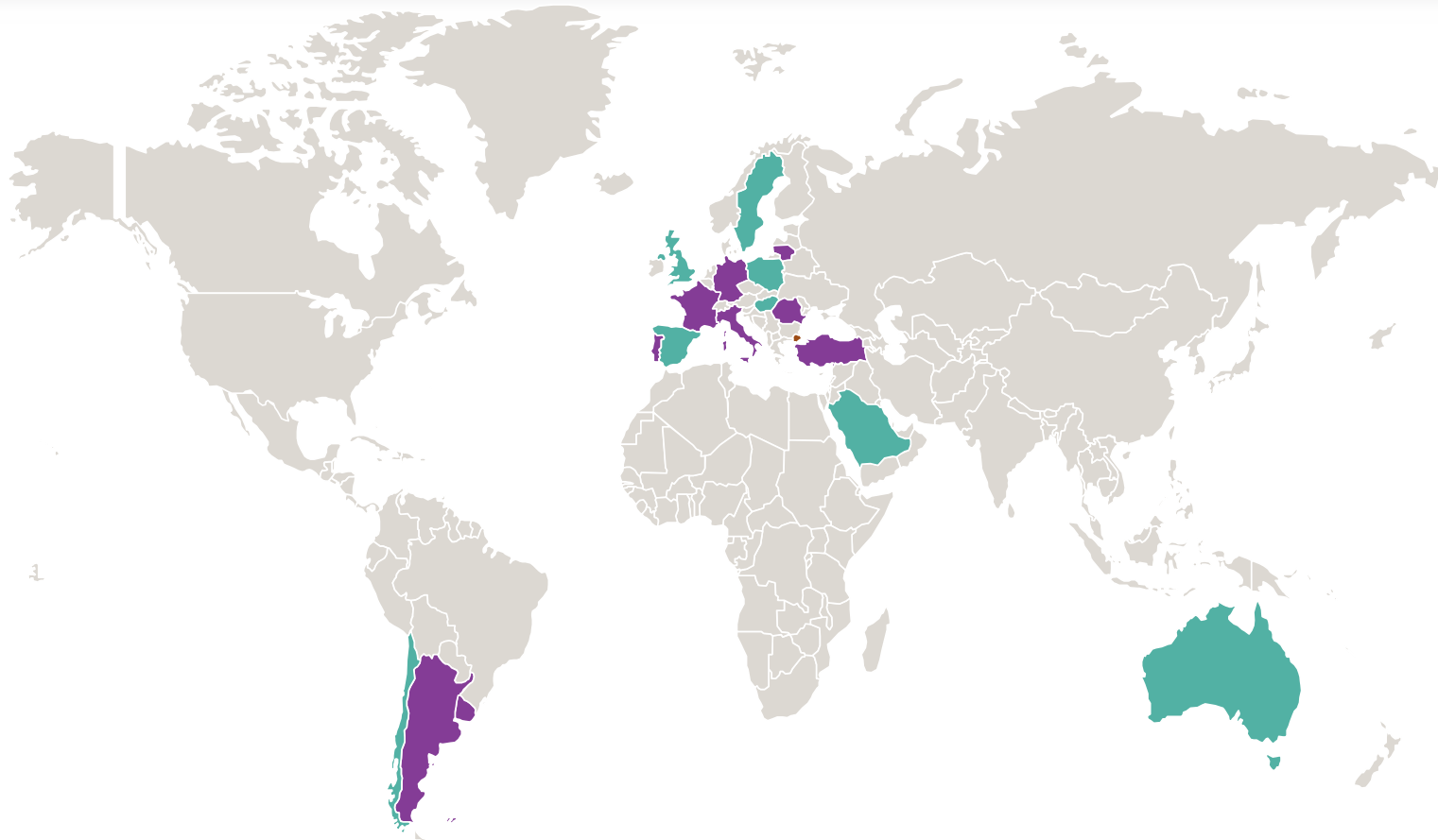
\*forecast 2012



# Same treatment, different operating models

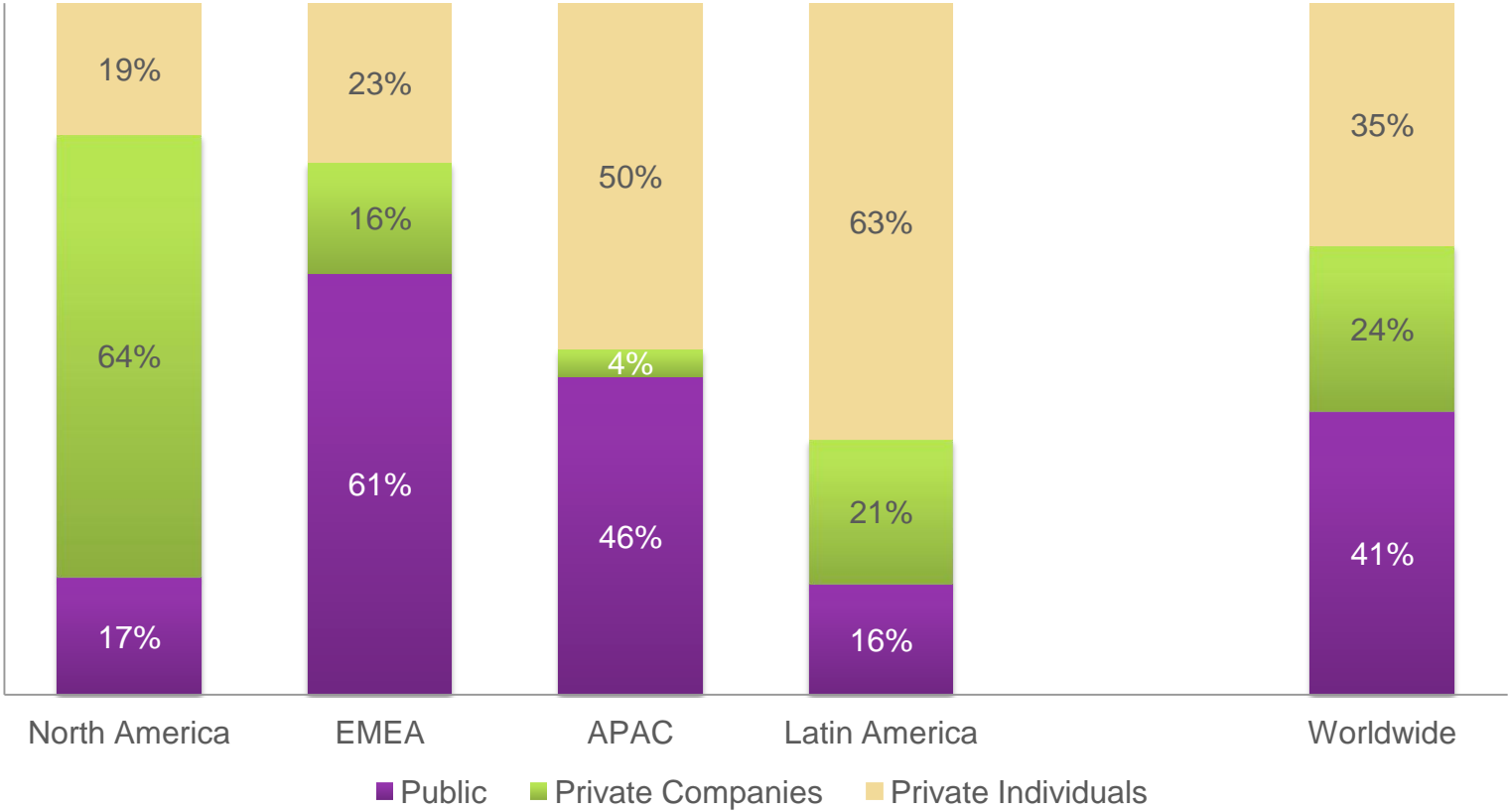


# The regulatory environment differs



- Typical tender markets (payment on case-by case basis)
- Typical non-tender markets (fixed pricing)

# The split between public and private varies by geography



Source: FMC Annual Report 2011

# Diaverum is quickly adapting to different operating models

## Operating clinics

### Ratio

- › Nurse to patient
- › Doctor to patient
- › Station to patient

### Consumables

- › Single use
- › Re-use

## Treatment

### Quality measures/reports

- › Reporting of medical outcomes
- › Minimum targets for medical outcomes
- › Impact of meeting/not meeting targets

### Medication

## Payments

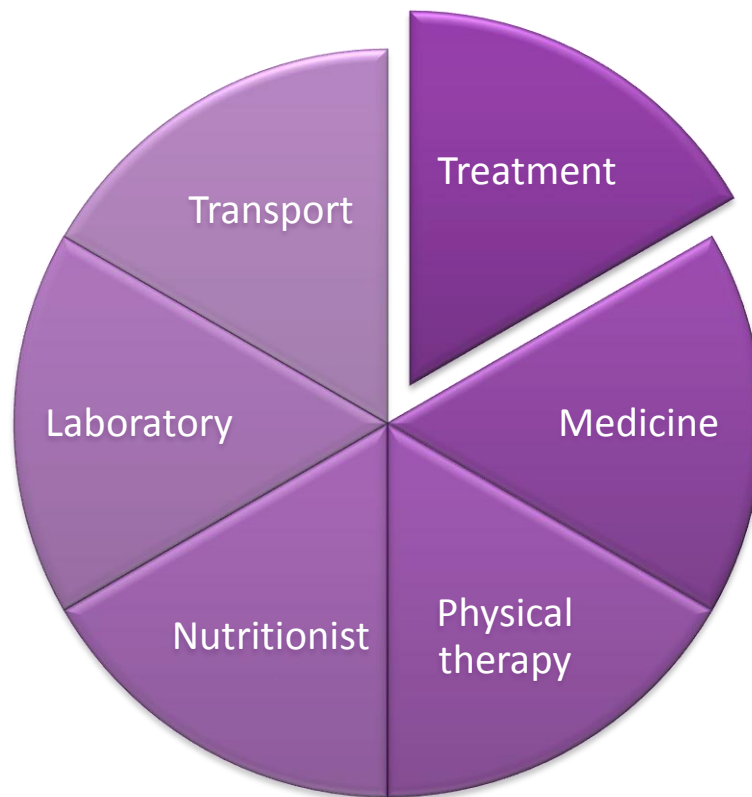
### Reimbursement

- › Per patient
- › Per treatment
- › Per week

### Reimbursement coverage

- › Treatment only
- › Including hemodialysis, excluding PD
- › All inclusive (treatment, medication)
- › Including / excluding prevention

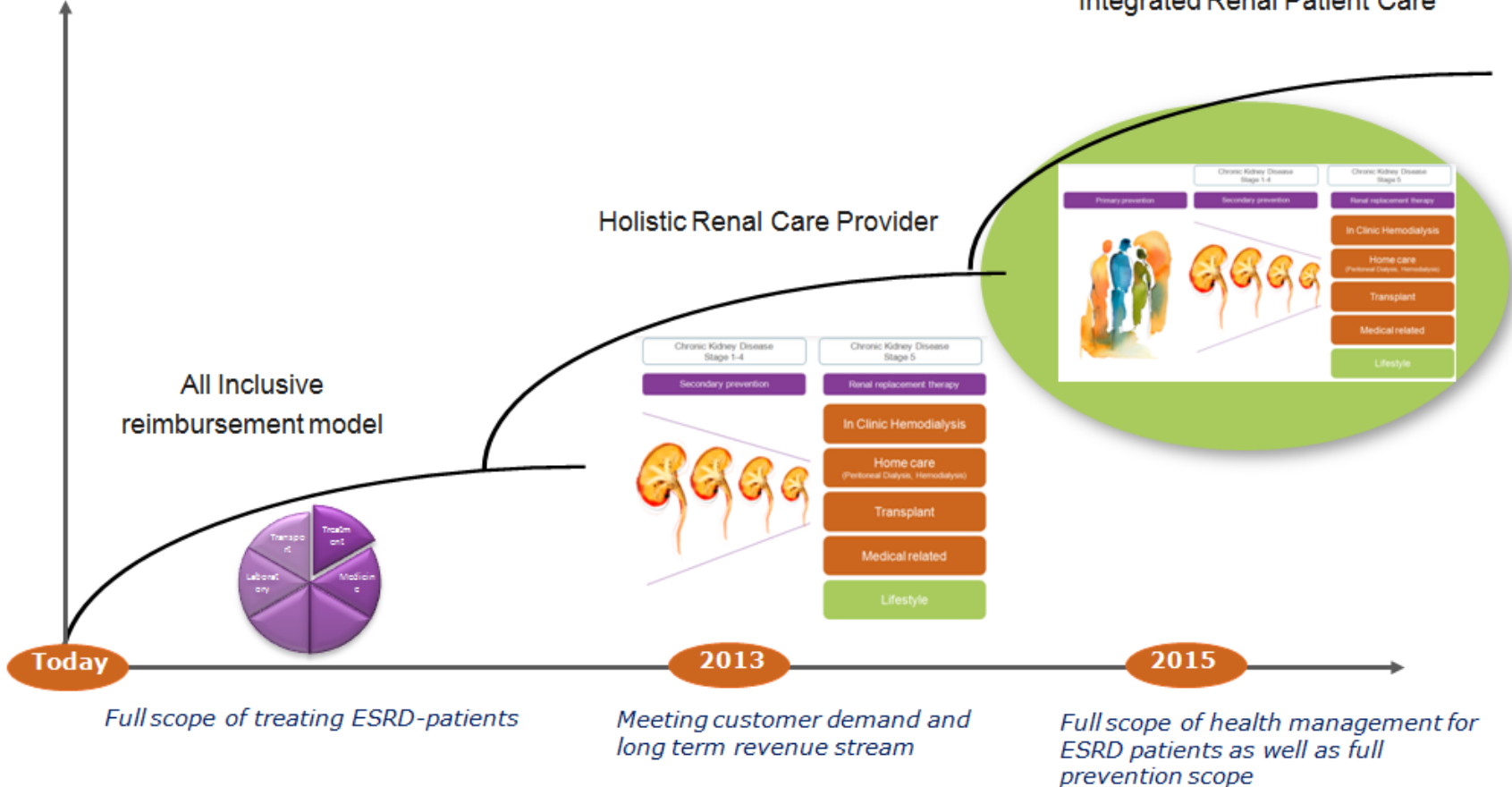
# An adequate solution: bundled reimbursement



# The Diaverum approach is integrated renal patient care

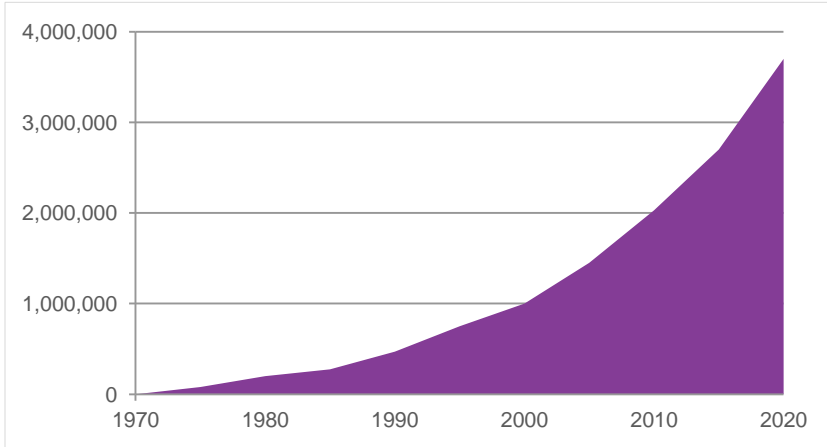
Real impact / revenues

Integrated Renal Patient Care

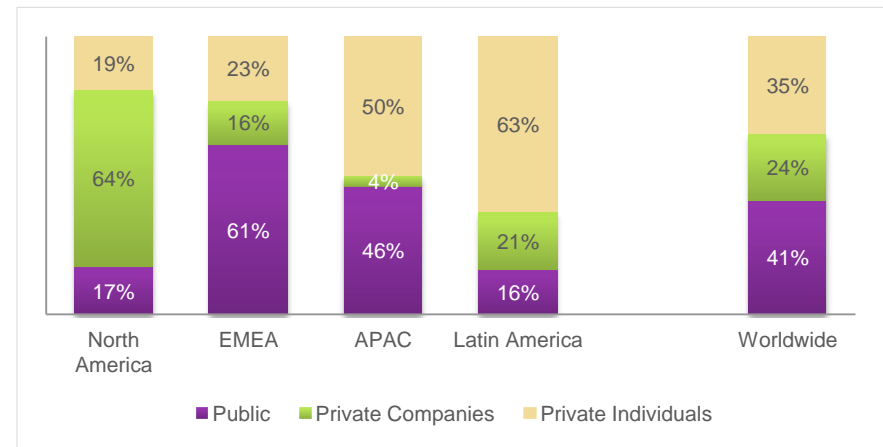


# We are well prepared for the future

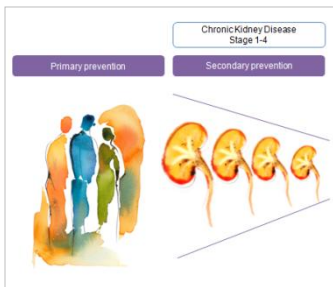
Number of ESRD patients will increase significantly



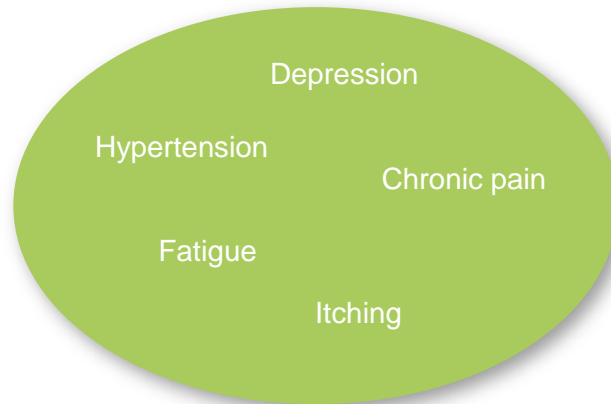
Privatisation in renal care will continue to grow



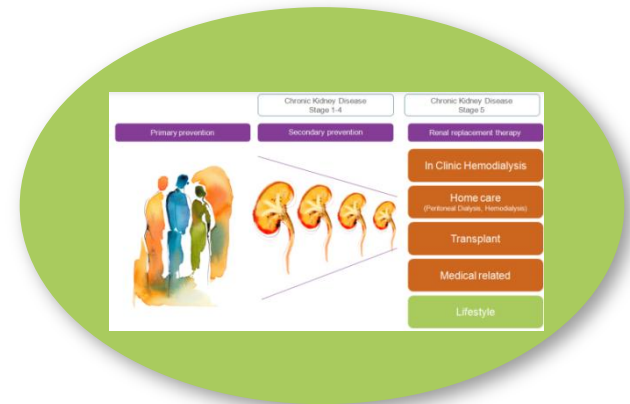
## Prevention



## Co-morbidities



## Integrated renal patient care



## ...and Henrietta?



- › She will definitely like the **integrated patient care** approach taking care of all her medical and psychological needs
- › She will encourage her family and friends to take **preventive actions**
- › Wouldn't you?





*Thank you!*

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