



## INTERNATIONAL TRADE INDUSTRY SNAPSHOT

### INVESTMENTS IN HOSPITALS AND CLINICS IN CHILE

October 2011

#### OVERVIEW

Chile's Ministry of Health intends to invest \$1.66M in 22 new state-owned hospital projects over the next four years. These new health institutions will require large investments in technology in order to increase efficiency and ensure accurate diagnostics. In addition to government funded projects, the private sector in Chile will invest approximately \$600 million over the same time period in order to comply with the growing private healthcare demand. These investments will cover new infrastructure, new technology and additional professional staff.

#### MARKET POTENTIAL

Over the next four years, newly built state-owned hospitals will add approximately 3,500 new beds to the Chilean health system. With dispersed locations through the country, three will be located in the northern part of Chile, five in central Chile, and the remaining will be built in southern Chile. The largest hospitals, with a total of over 1,500 beds, will be built in central Chile, where the country's largest city, Santiago, is located. Among the hospitals to be built in the surrounding areas of Santiago, a \$334 million investment will specialize in elderly care and \$100 million will be spent on a children's hospital. Each newly built state hospital will focus on state-of-the-art equipment, including digital radiology and imaging, clinic history of patients, electronic files, medical information systems, and references.

The private sector investments will also have considerable impact in the country's health system. Red Salud will invest \$40 million in a new clinic in Santiago, and \$38 million in 4 additional clinics throughout Chile. This group is also considering an additional investment of \$21 million in new medical centers. Grupo Masvida will invest a total of \$84 million in two medical centers and the expansion of two existing clinics. This year, Grupo Banmedica will make additions to several clinics throughout the country and plans to expand its operating clinics in Peru and Colombia. Clinica Las Condes will invest \$180 million during the next three years in order to double its current offerings. This expansion plan includes an additional 160 new beds, 19 operating rooms and 1,400 parking spaces. Clinica Indisa has budgeted \$125 million over a five year period for a new clinic in Santiago with continued annual expansions to its health network. Grupo Cruz Blanca plans to increase its ambulatory services, add beds and consultation rooms, 12 dental clinics, a new laboratory, a sterilization unit, and a hemodynamics unit to existing facilities.

These wide-ranging investments in hospitals and clinics, in both the private and public sectors in Chile, will provide Georgia companies that supply medical equipment, medical devices and medical related software with exceptional opportunities. The next medical trade show, Expohospital 2012 ([expohospital.cl](http://expohospital.cl)), an International exhibition of technologies, products and services for hospitals and clinics will take place June 27<sup>th</sup> - 29<sup>th</sup>, 2012 in Santiago, Chile.

#### KEY CONTACTS

- Directorio de Salud (medical services and equipment supplier website): [www.directoriosalud.cl](http://www.directoriosalud.cl)
- Ministerio de Salud (Chilean Health Ministry): [www.minsal.cl](http://www.minsal.cl)
- Clinicas de Chile AG (Private Clinics Association): [www.clinicasdechile.cl](http://www.clinicasdechile.cl)

Georgia's Chile office can provide Georgia companies with quick market assessment, identify potential business partners in the market, and facilitate business to business connections. For more information contact Brian Wilson, Managing Director, **Georgia Department of Economic Development** trade office in Santiago, Chile, at [BWilson@georgia.org](mailto:BWilson@georgia.org) and +56 (2) 335.2910.