



Dubai Health Investment Guide 2024

A comprehensive guide on health investment in Dubai with a listing of investment needs and opportunities for health services.



His Highness Sheikh Mohammed bin Rashid Al Maktoum

Vice President and Prime Minister of the UAE and Ruler of Dubai



The UAE and Dubai have placed a high priority on creating one of the world's best healthcare sectors, in line with our development vision centred on human wellbeing and happiness. Consistent with our unwavering drive for excellence, we continue to transform the sector by bringing together the globe's leading healthcare expertise, talent and institutions and opening new avenues for innovation to flourish. Our goal is to create a vibrant global healthcare hub that serves not only the needs of the people of our nation but also caters to the growing requirements of our vast region. Aligned with our goal of making the UAE one of the world's best places to live and work, we are on a constantly evolving journey to raise standards of human development and welfare.





His Highness Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum

Crown Prince of Dubai and Chairman of the Dubai Executive Council



Dubai is one of the world's fastest-growing cities, with its population set to reach 5.8 million by 2040. Our comprehensive strategy to upgrade the quality of care will ensure that Dubai's citizens, residents and visitors continue to receive high-quality medical care at modern facilities that are fully equipped to meet the potential needs of a rapidly growing population for specialised health services.



His Highness Sheikh Maktoum bin Mohammed bin Rashid Al Maktoum

First Deputy Ruler of Dubai, Deputy Prime Minister and Minister of Finance of the UAE



Dubai has set an example for the world in fostering productive partnerships between the public and private sectors to drive sustainable economic growth and the accelerated development of strategic sectors.



Foreword

I am pleased to introduce the Dubai Health Investment Guide, which showcases investment trends and opportunities in Dubai's thriving healthcare sector.

Dubai is an ideal destination for healthcare investments with a world-class infrastructure and innovative initiatives. Dubai's strategic location, advanced infrastructure, and robust regulatory environment provide a solid foundation for healthcare investors to build and grow successful businesses. The healthcare sector in Dubai has been expanding rapidly in recent years, driven by the government's strong commitment to providing high-quality healthcare services to its population.



Dubai Health Authority plays a critical role in shaping the future of healthcare in Dubai by ensuring that the citizens and residents have access to high-quality, affordable healthcare services. As DHA continues to build a world-class healthcare system in Dubai, the investment & PPP department remains a key driver of progress, working tirelessly to forge strong partnerships and deliver innovative solutions that improve the health and well-being of our community. The department also leverages strategies to attract healthcare providers, technologies and talent to Dubai.

The Dubai Health Investment Guide provides a look at the healthcare landscape in Dubai, including the latest trends and opportunities for investment. The guide shows how Dubai offers a wealth of possibilities for investors looking to enter or expand their presence in the healthcare industry.

I would like to take this opportunity to thank all the stakeholders who contributed to the development of this guide, including the personnel, the private sector and government agencies. Their collaboration and support have been instrumental in driving the growth of Dubai's healthcare sector and positioning it as a leading hub for medical tourism, research, and innovation.

I invite you to explore the Dubai Health Investment Guide and learn more about the opportunities available in this dynamic sector. Whether you are a healthcare provider, investor, or entrepreneur, Dubai offers a vibrant and supportive ecosystem that can help you achieve your goals and make a positive impact on the health and well-being of people around the world.

His Excellency Awadh Al Ketbi
Director General, Dubai Health Authority

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Dubai Advantage

Dubai today is a global hub for business, tourism, and innovation. It is a city that offers unparalleled opportunities for investment, with a stable economy, favourable business climate, and a strategic location at the crossroads of Asia, Europe, and Africa.

Factors Making Dubai an Ideal Destination



Dubai The City

- As a Smart City, with high ranking on globally recognised indicators such as infrastructure, ease of doing business, competitiveness, prosperity, innovation, liveability and happiness, Dubai offers a high-quality lifestyle for happy, innovative and empowered people from around the world.
- A rich, diverse culture makes Dubai one of the world's most preferred destinations to live in.



Dubai The Global Business Hub

- Dubai visualises itself to be one of the leading business hubs, the most business friendly economy in the world, and a preferred location for establishing global headquarters of large corporations.
- Dubai is also the preferred Global Foreign Direct Investment Destination for more than 70% of Fortune 500 companies and new economy entrepreneurs alike.



Dubai The Gateway

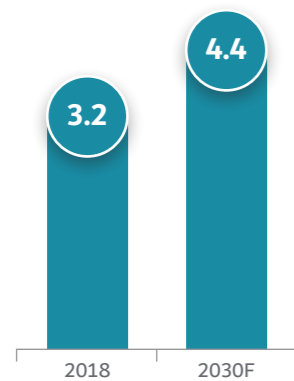
- Regionally, with its reputation for stability, reliability and a low risk environment, Dubai acts as the gateway to the Middle East, Asia and Africa.
- Dubai's diversified, investor-centric and innovation-driven economy has been constructed in consonance with the Dubai Plan 2021, which aimed to make the city a dynamic engine of local, regional and global economic growth, trade and innovation.

Dubai - The City

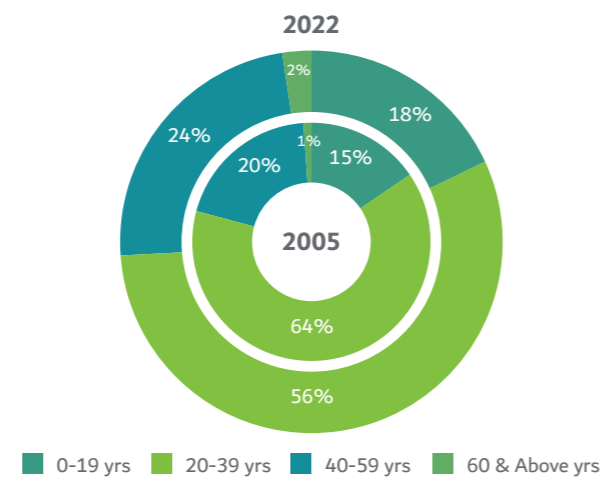
Dubai is a unique city, with a global reputation and popularity. It has achieved remarkable growth and development in a relatively short period and has emerged as a modern metropolis, renowned for its towering skyscrapers, cutting-edge technology, and world-class infrastructure.

Dubai has been experiencing significant population growth over the years and has witnessed a diverse demographic distribution, with a population consisting of both Emiratis and Expatriates from over 200 countries.

Growth of Dubai population
(2018-2030F, in Mn)

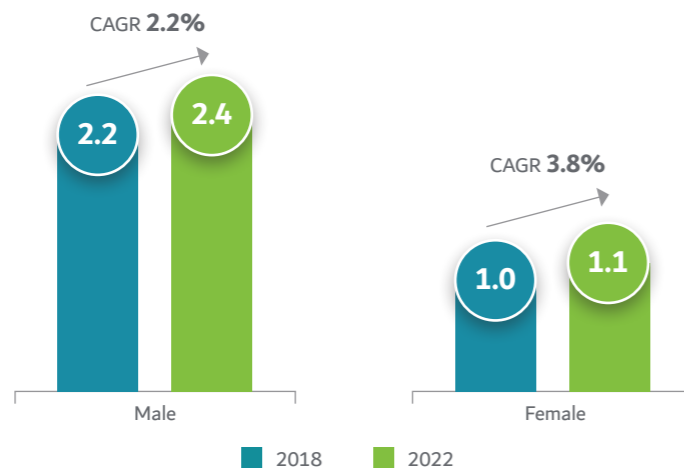


Demographic distribution in Dubai by age
(2005, 2022)



Dubai has witnessed an increase in population across all age groups between 2005-2022. The population between the ages of 20-39 years grew by 2X and between 0-19 years and 40-59 years grew by 3X indicating demand for services such as primary care, obstetrics & gynecology and pediatrics. The population above 60 years had witnessed the highest growth of 6X indicating need for geriatric care, long term and rehabilitation facilities.

Gender distribution in Dubai
(2018-2022, in Mn)



Dubai is also known for its ambitious and innovative projects, such as the Burj Khalifa, the world's tallest building, and the Palm Jumeirah, an artificial island that has become a symbol of the city's grand ambitions. The city has a reputation for pushing the boundaries of what is possible and for embracing new technologies and ideas.

In addition, the city is home to a thriving arts and culture scene, as well as a range of entertainment options, from world-class restaurants and shopping malls to adventure parks and outdoor activities.

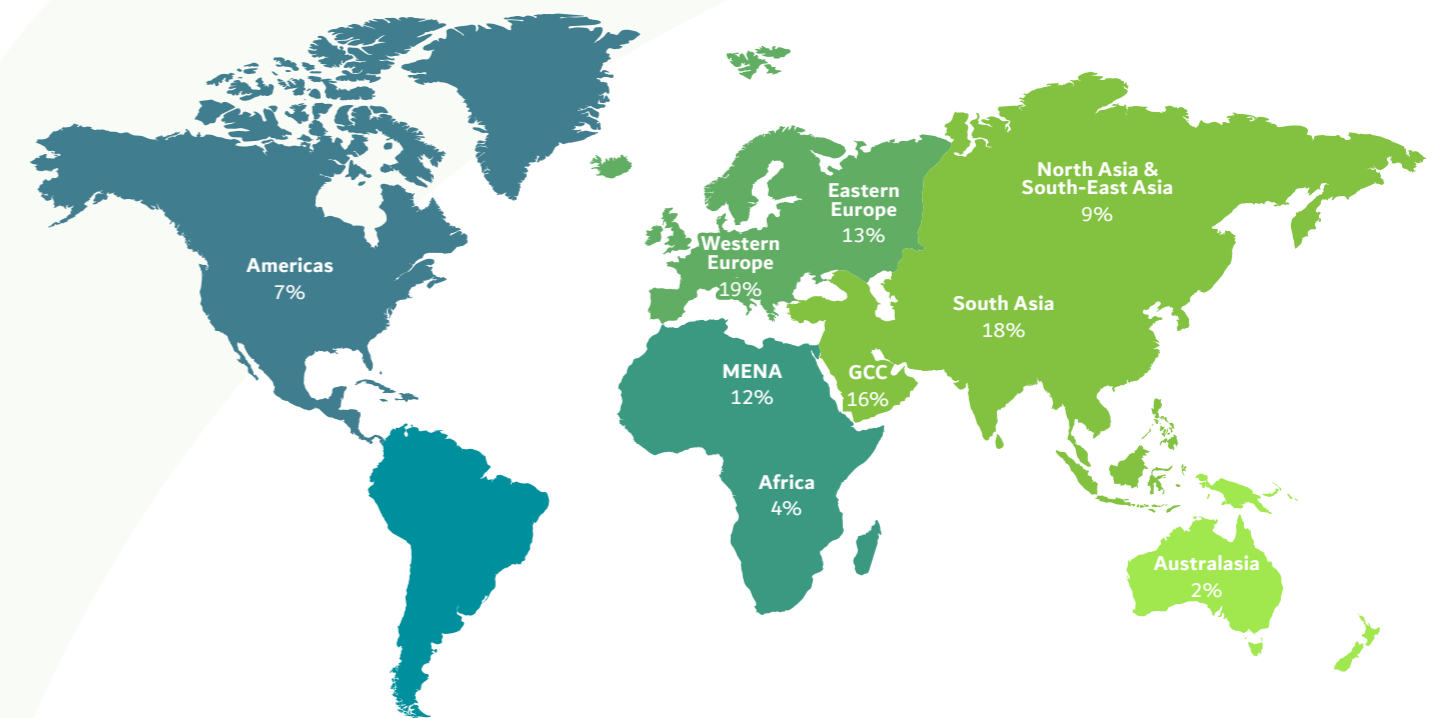
Dubai Visitor Performance

Overnights tourists
(2019 - 2023)



A half yearly comparison depicts the number of international tourists in 2023 (Jan-Nov) have surpassed the numbers in the same period, prior to Covid-19 levels.

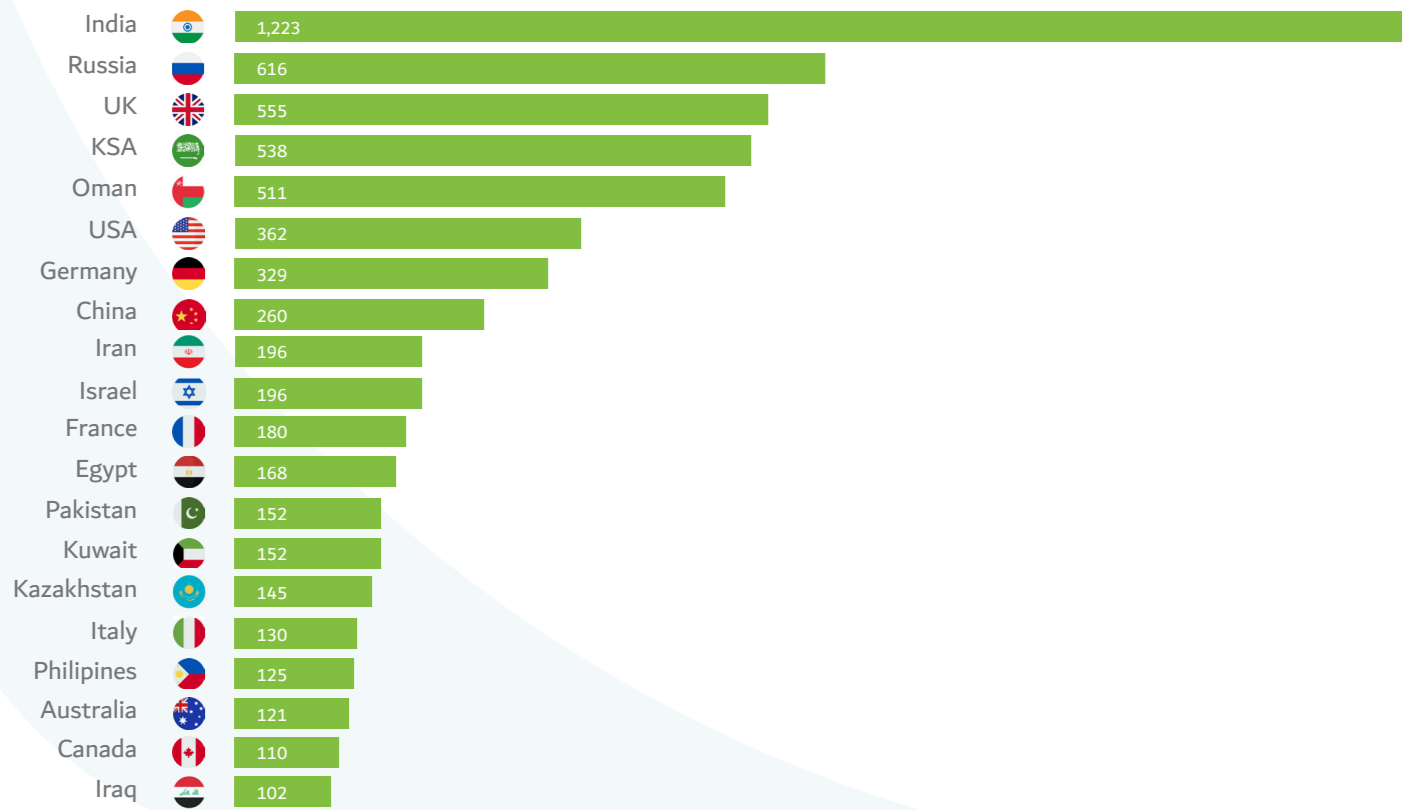
Visitor Performance by Source Market - YTD Nov 2023



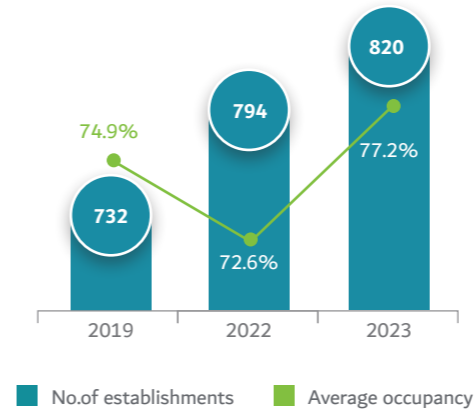
The top three source markets for visitors were observed to be from India, Russia and UK. Visitors from Russia witnessed a Y-o-Y growth of 99% between 2022 to 2023.

Top 20 Source Market For Visitors To Dubai - 2023

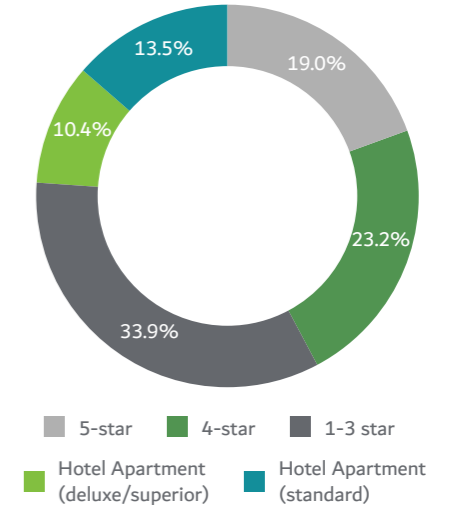
Visitors in '000



Accommodation supply and demand (YTD Nov 2019- Nov 2023)

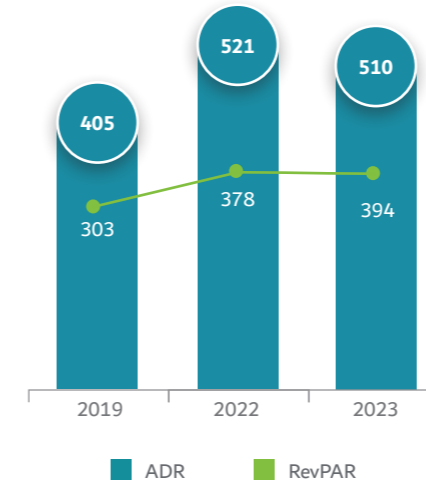


Type of establishment

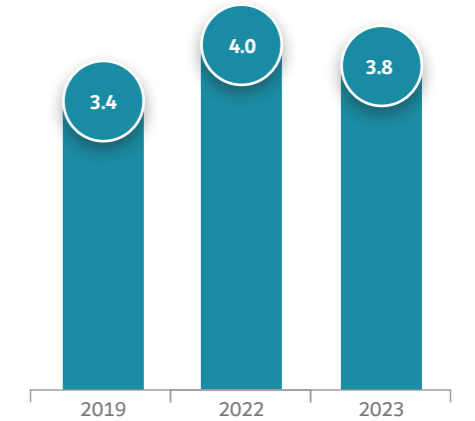


In 2023, the average daily rate (ADR) was AED 510 and the revenue per available room (RevPAR) was AED 394.

Economic growth in Dubai hotels (AED)



Average length of stay (Days)



Additional hotel establishments (YTD Nov 2019-Nov 2023)

88

Approx. 12% of the total hotel supply by YTD Nov 2023

Average occupancy of hotels in Dubai

+75%

Average occupancy

4 Star Hotels



5 Star Hotels



Overall, Dubai's unique combination of strategic location, world-class infrastructure, innovation, diversity, and ambition has made it one of the most dynamic and exciting cities in the world.

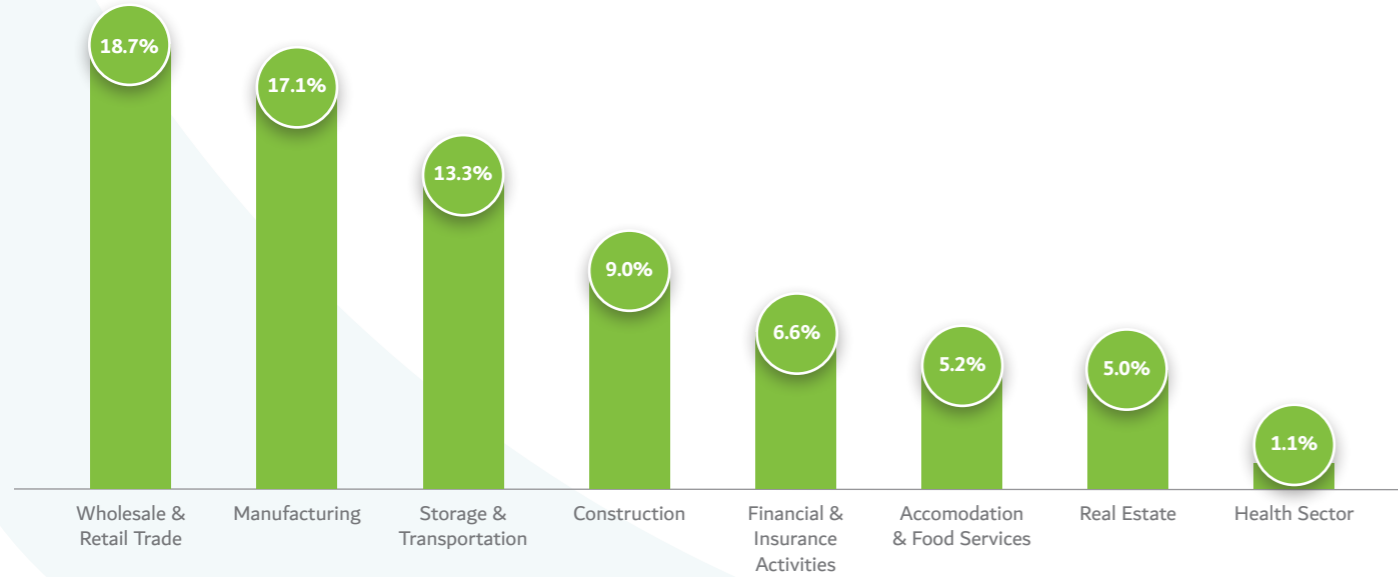


Dubai has been crowned the **No. 1 global destination** in the TripAdvisor Traveller's Choice

Output by Economic Activity (2021)

Dubai has a diversified economy, with the healthcare sector accounting for 1.1% of its economic activities

Output by Economic activity (2021)



Dubai's Top Attractions

1. Burj Khalifa

USD 2.7 Bn worth home sales since its opening in 2010



3. The Dubai Fountain

World's tallest performing fountain at over 900 ft in length



2. The Dubai Mall

Over 100 Mn annual visitors



4. Museum of the Future

Attracted over 1 Mn visitors from 163 countries in year 1



5. Expo City 2020

Designed with 15-minute city planning principles, its residential developments prioritise environmental sustainability, health and well-being

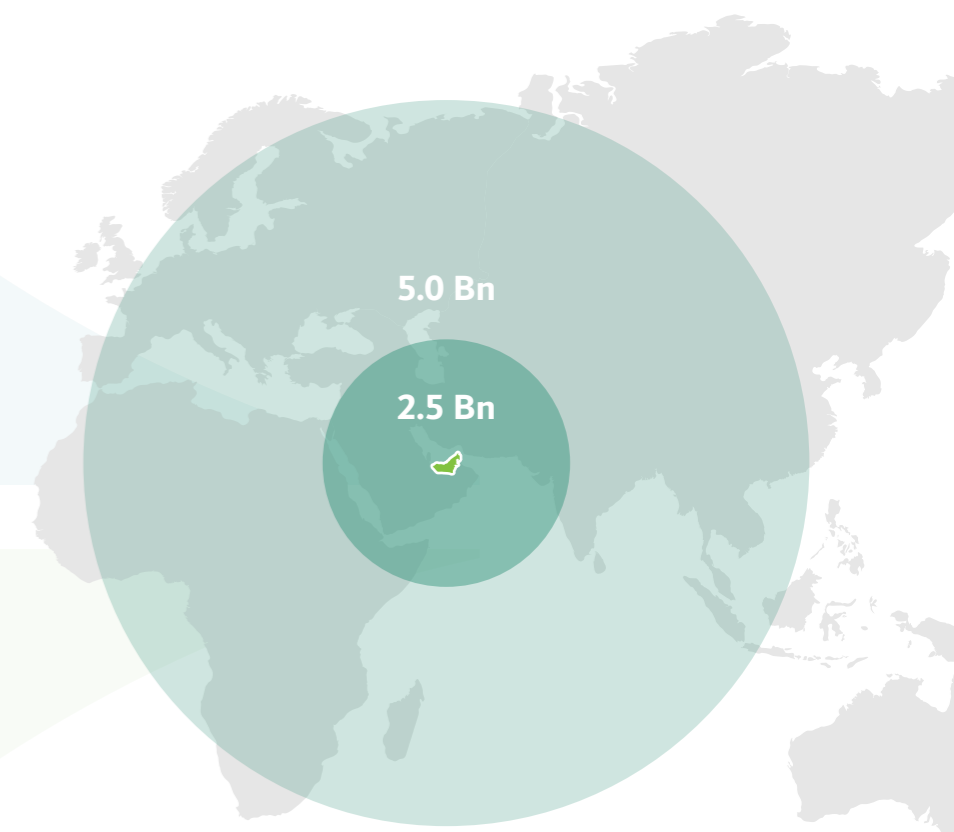


Dubai - The Gateway

The Cosmopolitan city of Dubai is often referred to as “The Gateway to the Middle East” as its strategic position on the south eastern coast of the Arabian Peninsula allows it to act as a gateway for Europe, Asia and Africa and a transit point for travellers. Henceforth, Dubai has emerged as a global hub for business, tourism, and innovation where its dynamic and progressive nature continues to attract people from all over the world, whether for business opportunities, leisure, or a high-quality lifestyle.

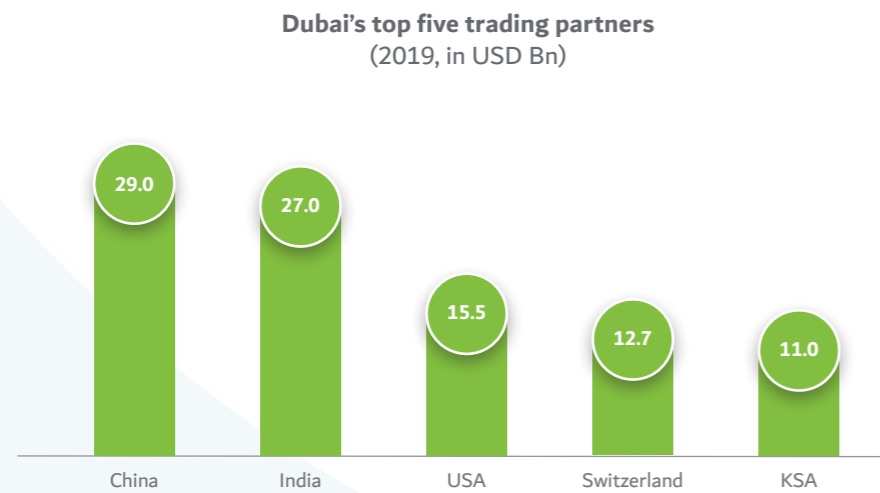
Dubai is also an important hub for trade and commerce, with its ports, airports, and logistics infrastructure facilitating the movement of goods and services around the world.

With 2.5 Bn people living within a **four-hour flight**, and 5.0 Bn within an **eight-hour flight** or less, the city offers unparalleled access to the world's largest emerging growth markets.



Dubai - The Hub

- **China** is the largest trading partner of Dubai with a **6% increase** from previous year, followed by **India** with a **16% increase**.
- The Kingdom of Saudi Arabia maintained its position as Dubai's largest Arab trade partner. The country was its **fifth-biggest partner globally reporting in excess of US\$ 11 Bn** worth of trade in 2019.



Jebel Ali port handled 13.5 TEU's in 2020 making it the **world's 9th busiest port**.



Dubai International Airport was the busiest airport in the world during 2019 receiving **66 Mn+ passengers**, more than 141 scheduled airlines and connecting 256+ destination, making Dubai a world-class aviation hub and a hyper-mobiliser for trade and logistics.

3rd

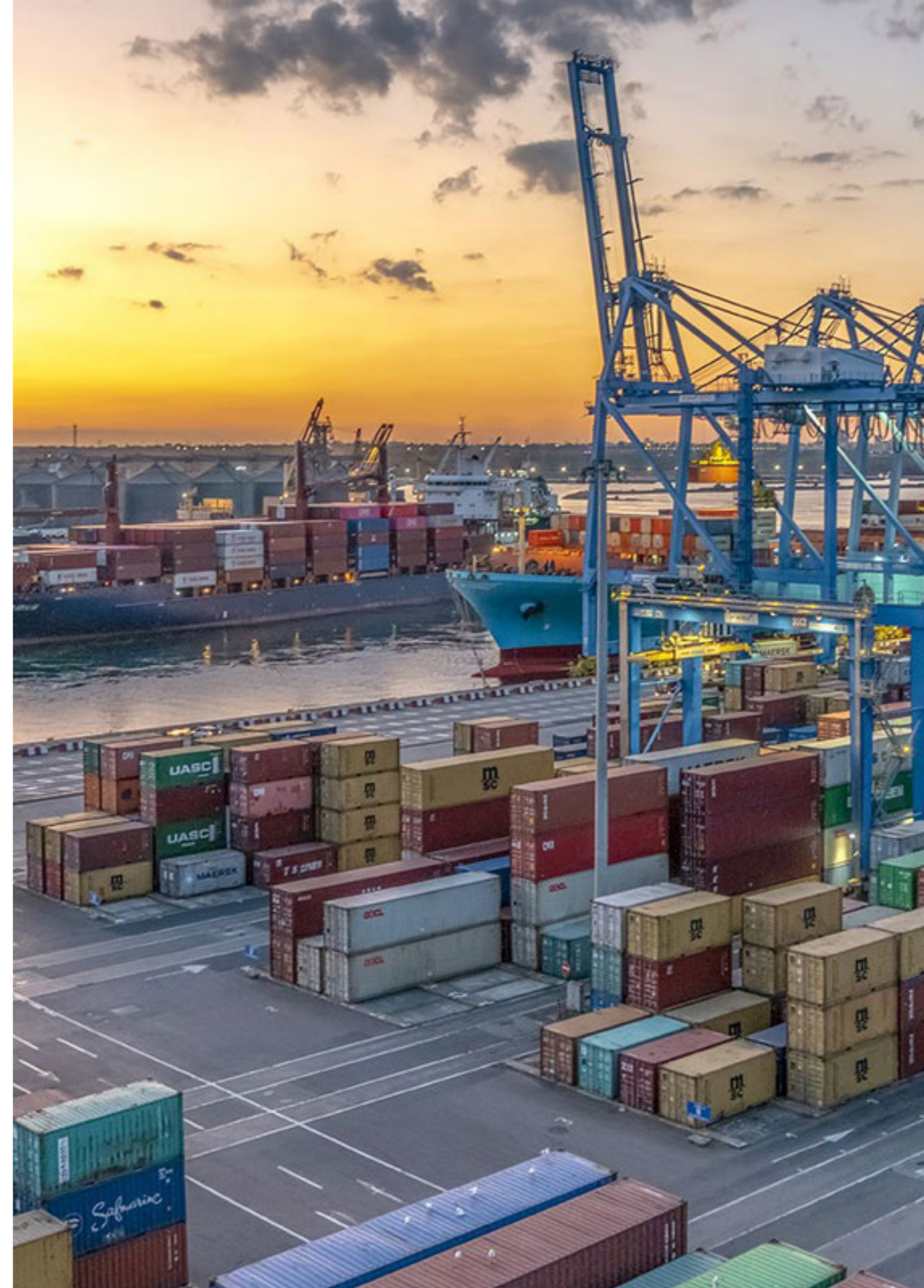
The Global Innovation Index, GII, ranked UAE among the **top 3 innovation economies** in the Northern Africa and Western Asia region and 36th globally.

Top
20

Dubai is also ranked in the top 20 of the most innovative cities in the world. Although Dubai is in its infancy compared to other global cities, the emirate reached an impressive **16th position out of 28 cities**.



Led by the Smart Dubai Office, the city has launched over **130 smart initiatives** so far, saving the Dubai Government **US\$1.2 billion over the past 13 years**, through shared infrastructure and smart services for 50 government entities.





Healthcare in Dubai

The UAE has a top healthcare system that is recognised worldwide for providing quality medical aid. Whereas the Ministry of Health and Prevention (MOHAP) oversees the national healthcare regulations, the emirate of Dubai has its own regional healthcare authority to regulate the private and medical sectors and it is known as Dubai Health Authority.



وزارة الصحة ووقاية المجتمع
MINISTRY OF HEALTH & PREVENTION

Ministry of Health & Prevention

The Ministry of Health and Prevention (MOHAP) in the United Arab Emirates (UAE) is a government ministry responsible for overseeing the healthcare sector and promoting public health initiatives in the country. The ministry plays a vital role in providing healthcare services, preventing diseases, and ensuring the well-being of the UAE's population.

MOHAP works to provide comprehensive and high-quality healthcare services to residents and citizens of the UAE. It oversees the operation of public hospitals, clinics, and healthcare centres across the country.

MOHAP

- focuses on promoting public health and implementing preventive measures to reduce the occurrence of diseases and improve the overall health of the population.
- runs various awareness campaigns, vaccination programmes, and screenings to detect and prevent the spread of diseases.
- establishes and enforces health regulations and standards to ensure the quality and safety of healthcare services in the UAE. It also issues licenses and regulates healthcare professionals and facilities, including hospitals, clinics, pharmacies, and medical laboratories.
- plays a crucial role in emergency preparedness and response to healthcare crises and disasters.
- actively engages in international collaborations and partnerships to exchange knowledge, expertise, and best practices in healthcare.
- works with international organisation and participates in global health initiatives to address public health challenges.



هيئة الصحة بدبي
DUBAI HEALTH AUTHORITY

Dubai Health Authority

The Dubai Health Authority (DHA) is the government organisation responsible for overseeing the healthcare sector in Dubai, United Arab Emirates (UAE).

It was established in 2007 under the directive of His Highness Sheikh Mohammed bin Rashid Al Maktoum, the Vice President and Prime Minister of the UAE and Ruler of Dubai.

The DHA's primary objective is to ensure access to high-quality healthcare services and promote the health and well-being of the residents of Dubai. It operates under the vision of creating a healthier and happier community and strives to enhance the healthcare infrastructure, systems, and services in the emirate.

The DHA

- regulates and licenses healthcare facilities, healthcare professionals, and healthcare products in Dubai.
- develops and implements healthcare policies, guidelines, and standards to ensure the provision of safe and effective healthcare services.
- focuses on health promotion, disease prevention, and public health initiatives to improve the overall health outcomes of the population.
- collaborates with various stakeholders, including government entities, healthcare providers, private sector organisations, and international partners, to drive innovation, excellence, and advancements in the healthcare sector.



Dubai Health

Dubai Health (DH) is a public entity, and the emirate's first integrated academic health system that seeks to enhance the quality of patient care. DH was created with a vision of "Together We Advance Health For Humanity" and a mission of "We serve to impact lives and shape the future of health through the integration of care, learning and discovery and giving." Establishing the Dubai Health will strengthen Dubai's position as a global hub for medical and life sciences and a leading center for medical education, research, and scientific innovation.

DH is comprised of the following:

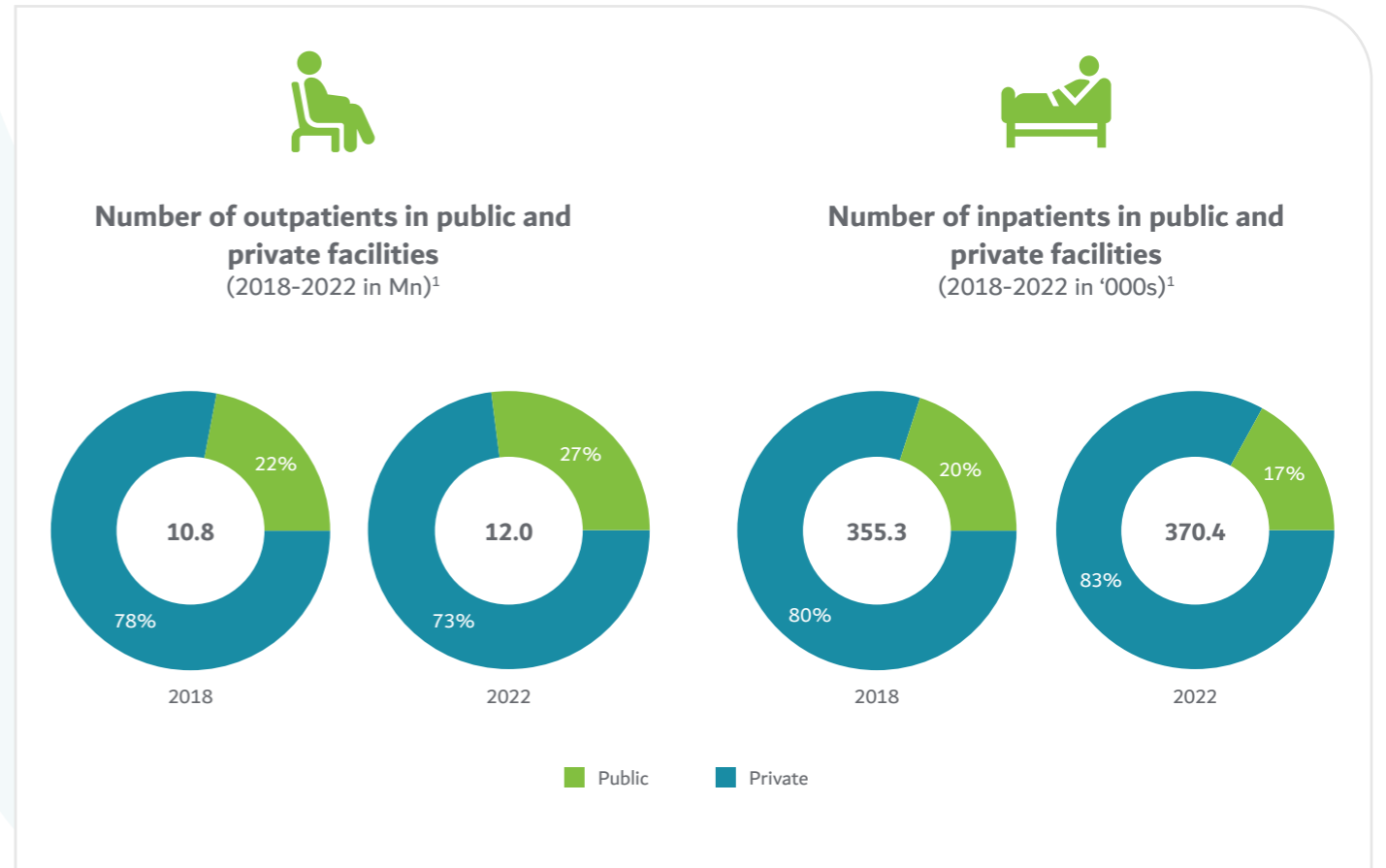
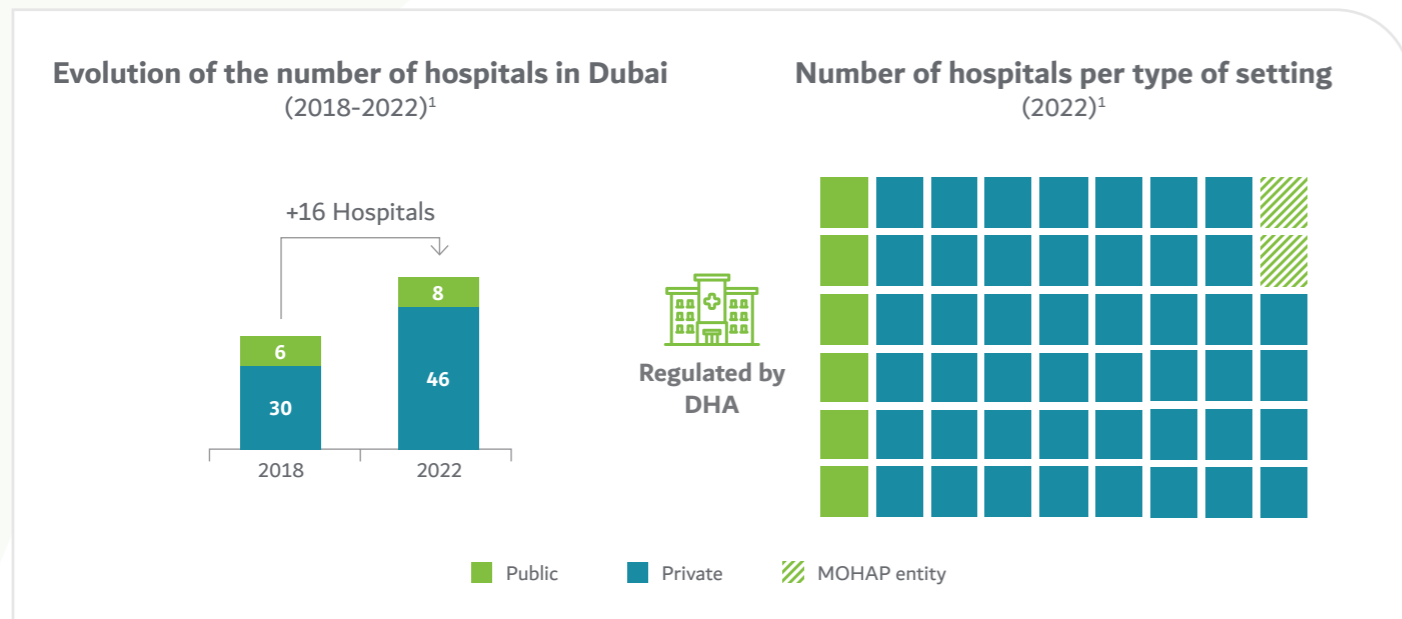
- Clinical Enterprise: Rashid Hospital, Dubai Hospital, Latifa Hospital, Hatta Hospital, Primary Health Centres, Specialised Centres, Medical Fitness Centres, Al Jalila Children's Speciality Hospital, Dubai Dental Hospital
- Mohammed Bin Rashid University of Medicine and Health Sciences (MBRU): Hamdan Bin Mohammed College of Dental Medicine, College of Medicine, College of Nursing and Midwifery, Research and Graduate Studies, Postgraduate Medical Education
- Al Jalila Foundation

DH aims to

- advance health services in Dubai through a new academic system that integrates healthcare, medical education, and scientific research.
- improve the efficiency, quality, and accessibility of Dubai's healthcare services in accordance with the highest standards and best practices.
- seek to strengthen Dubai's leadership in academic education and scientific research in medicine and health sciences, as part of the broader strategy to strengthen the knowledge economy.

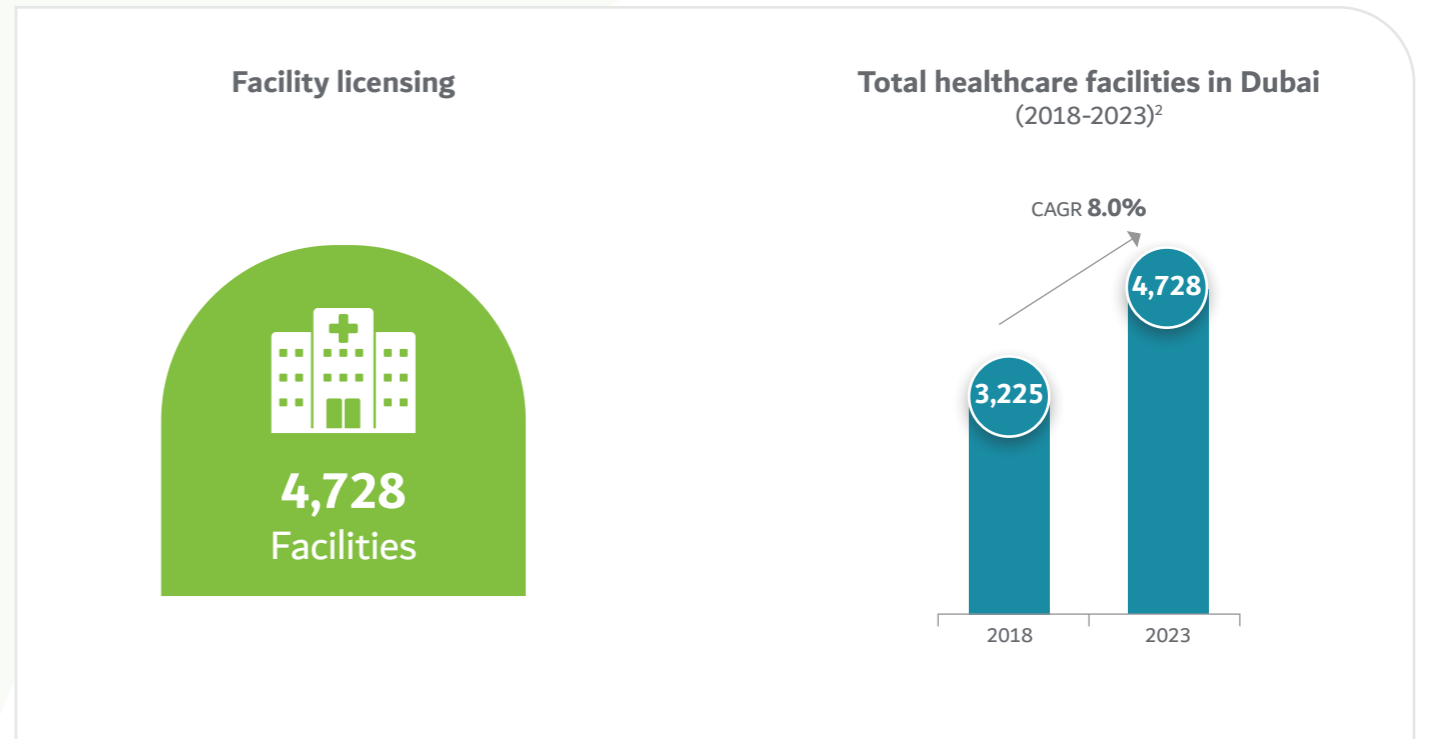
The private sector has spearheaded the development of Dubai's healthcare infrastructure

The rapid development of Dubai's domestic market and its growing role as a regional medical tourism hub has led to significant growth of its healthcare infrastructure, spearheaded by private sector investment in health services.

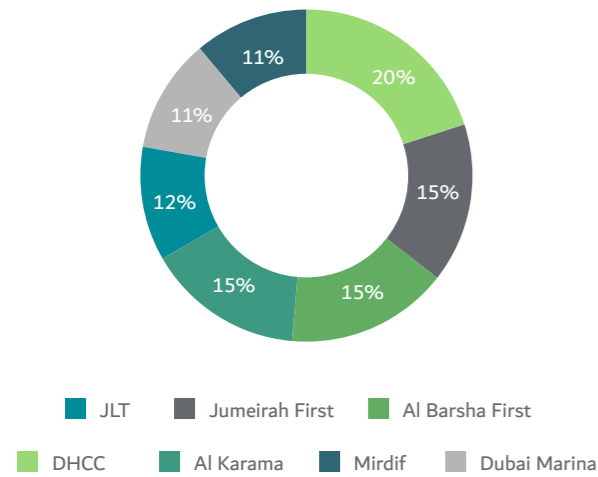


The numbers of healthcare facilities and professionals licensed by DHA have seen significant growth in recent years.

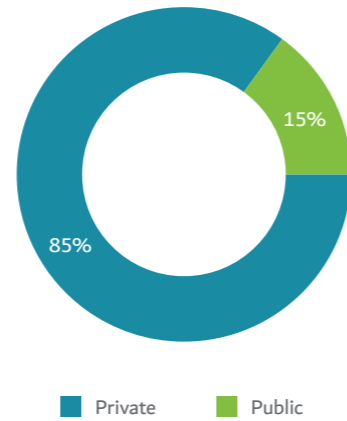
Two main factors have driven the rise in numbers of healthcare facilities and of professionals licensed by DHA: population increase and the implementation of mandatory insurance



Top areas for facility licensing (2022)²



Professional distribution by sector (2022)²



Top facility categories (2022)²

| | |
|---|-------|
| Pharmacy | 1,419 |
| Polyclinic | 1,397 |
| Optical Center | 429 |
| Clinical Support | 196 |
| Home Healthcare Agency | 161 |
| General Clinic | 126 |
| Speciality Clinic | 80 |
| Dental General Clinic | 79 |
| Traditional, Complementary and Alternate Medicine | 61 |
| Day Surgery Center | 60 |
| Hospital | 52 |

Professionals distribution by type of facility (2022)²

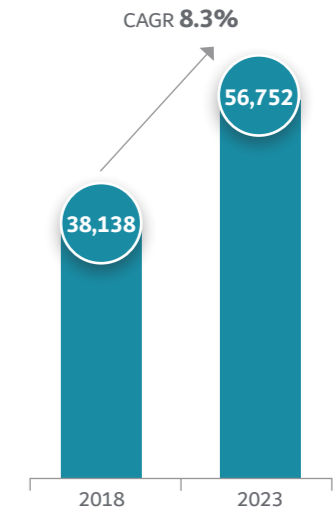
| | |
|------------------------|--------|
| Hospital | 22,348 |
| Polyclinic | 19,303 |
| Pharmacies | 4,887 |
| Home Healthcare Agency | 2,371 |
| Day Surgery Center | 1,684 |
| School Clinic | 1,014 |
| Optical Center | 885 |

Dubai has witnessed an increase in number of healthcare professionals from various countries, however there remains a need for specialised healthcare workforce to serve niche specialties which would be required due to changing demographics.

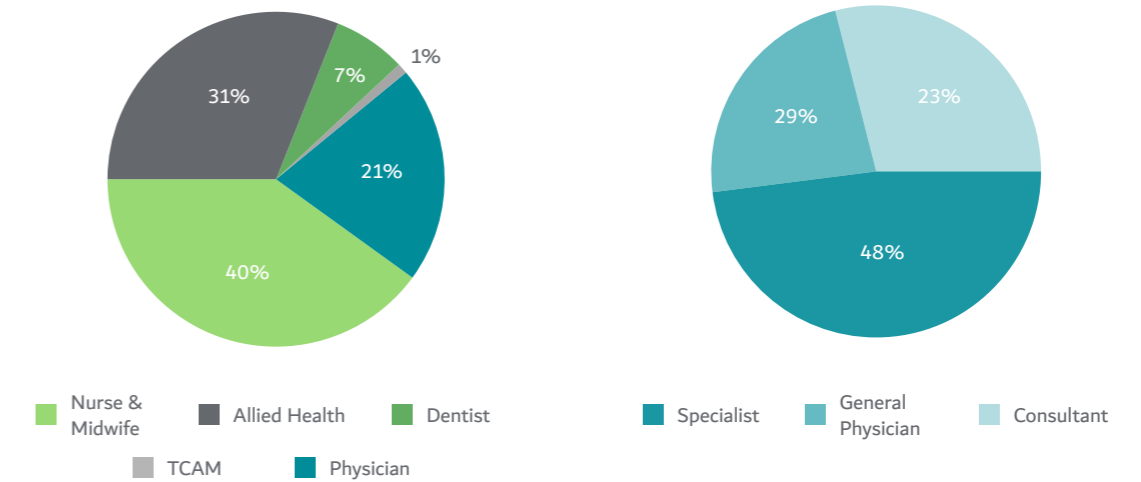
Professionals licensing



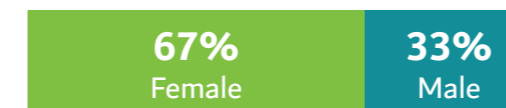
Total healthcare professionals in Dubai (2018-2023)¹



Distribution of professional by category (2022)¹



Healthcare professionals split by gender (2022)¹

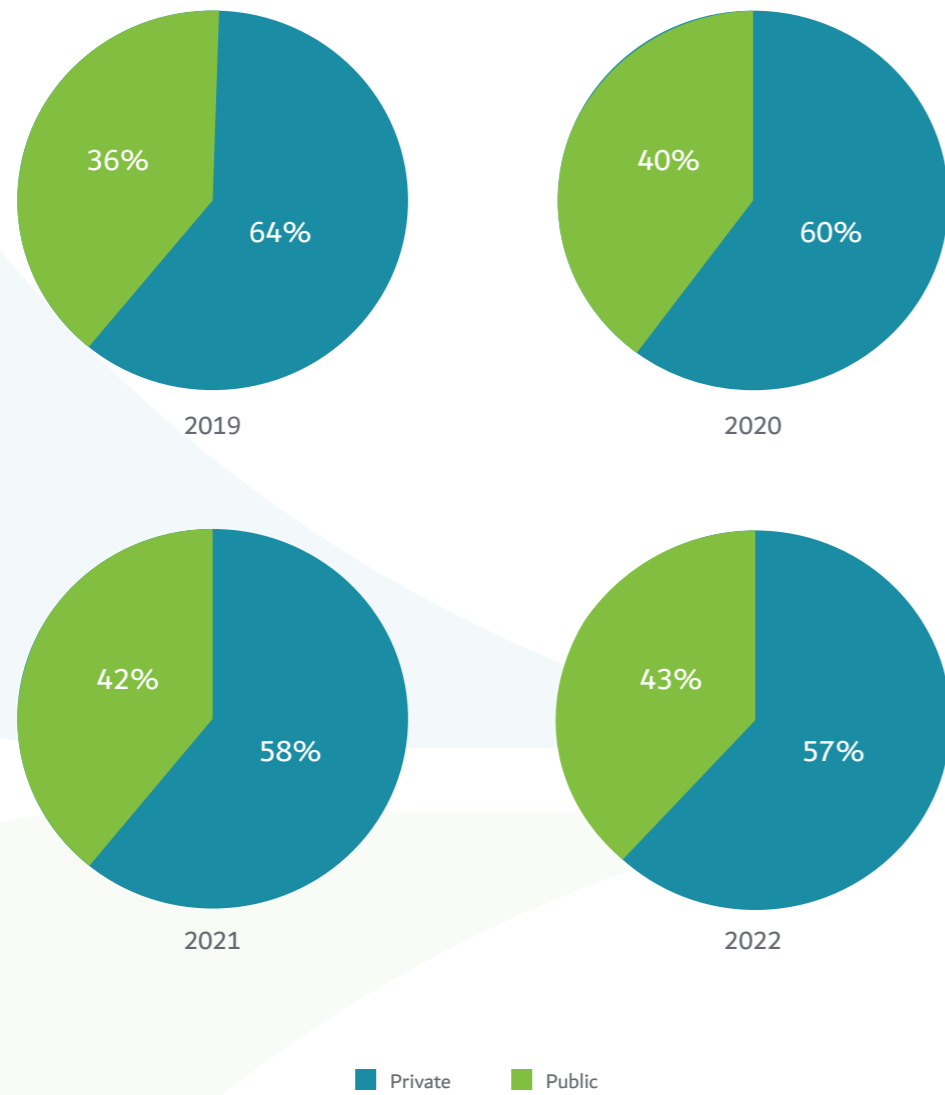


Healthcare professionals split by nationality (2022)¹



Dubai's healthcare funding strategy supports the growth of private sector

98% of Dubai's population is now covered by medical insurance. The healthcare expenses reached approx. AED 21.4 billion in 2022³. The government contribution in total health increased by 8% between 2018-2022, however the share of private insurance was still higher than the government sector.



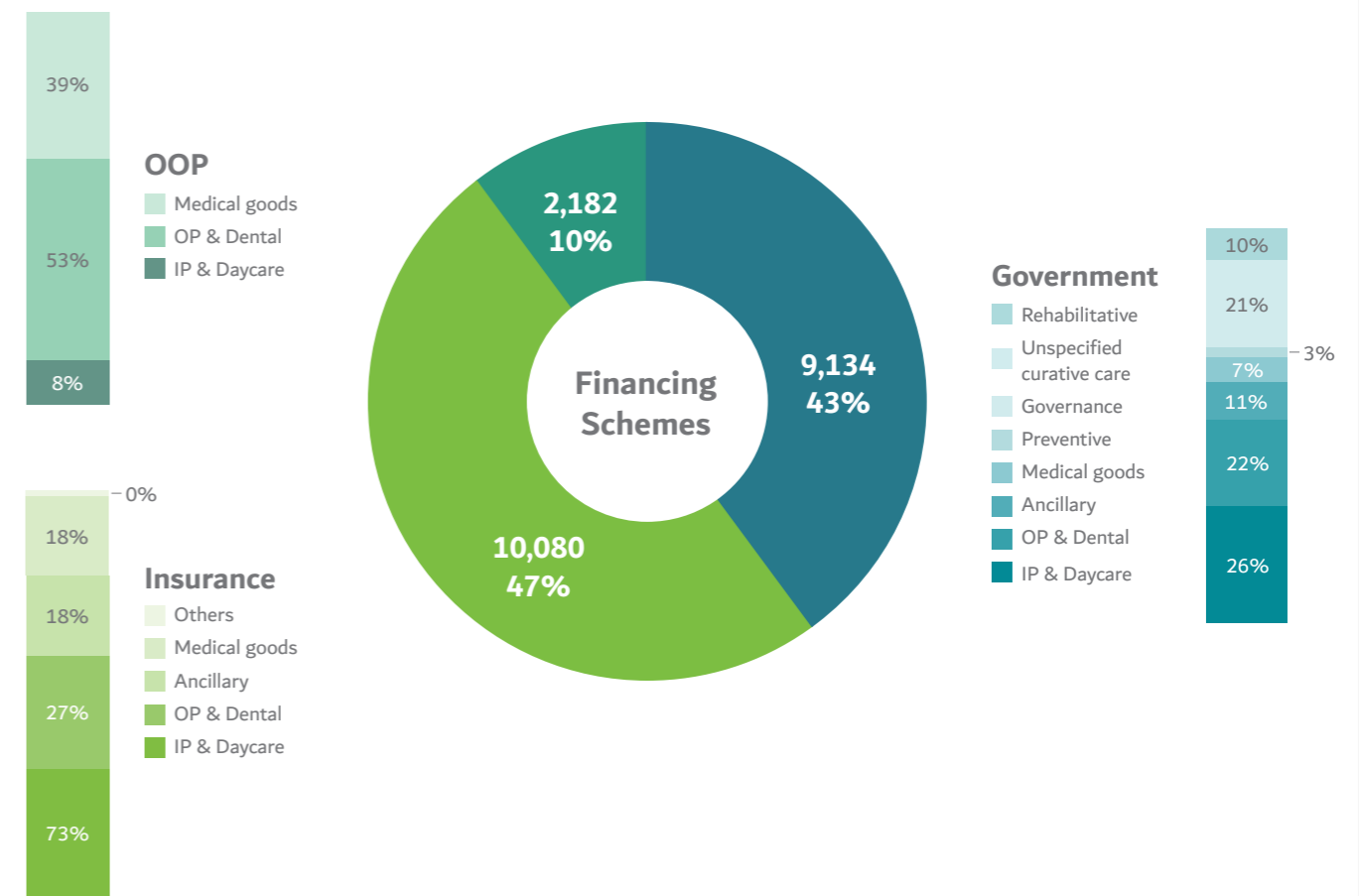
Dubai has emerged as one of the world's leading healthcare destinations in recent years and witnessed a significant growth in its infrastructure, with high-quality multinational and specialised facilities and licensed medical professionals in the city. This growth is driven by the emirate's forward-thinking approach, government investment support, private sector participation, and the ease of regulatory processes. At Dubai Health Authority, we are committed to further expanding Dubai's private health facilities in line with our efforts to drive innovation, encourage research and education, and invest in new technologies to deliver world-class healthcare services to our people.



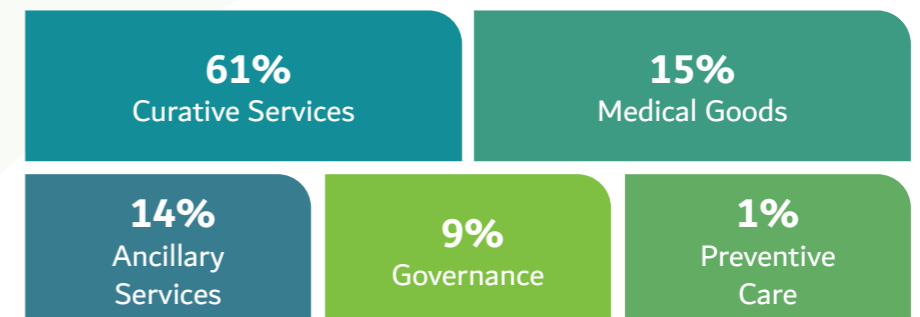
Dr. Marwan Al Mulla
Chief Executive Officer
Health Regulation Sector
Dubai Health Authority

Financing flows from financing schemes and healthcare functions

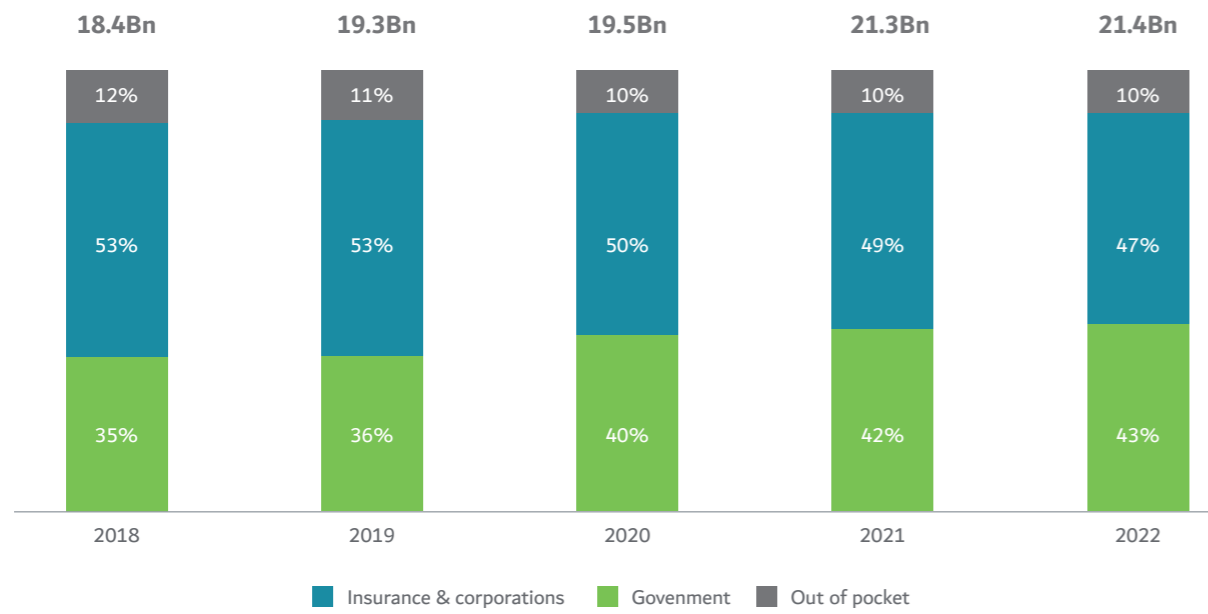
Dubai 2022



What was it spent on³ ?

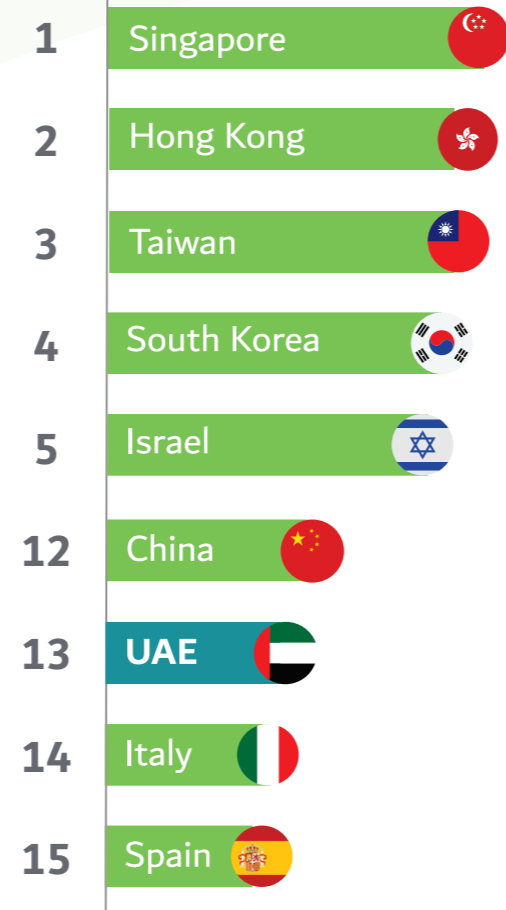


Healthcare expenses by source of funds
(2018-2022 in AED)³

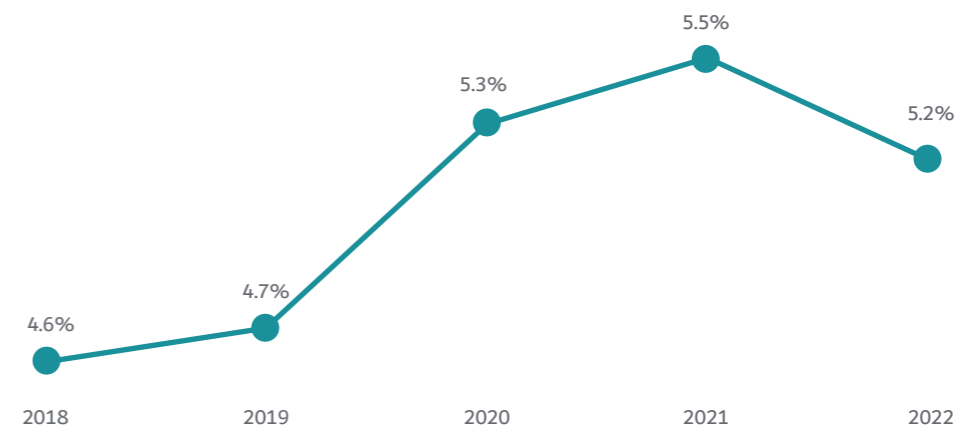


Despite years of positive development, the growth in the healthcare sector has been mostly articulated towards primary and secondary care to cater to Emirate’s dynamic demography. However, with a shift in these demographics and a rise in communicable diseases, there remains a substantial growth opportunity within the sector.

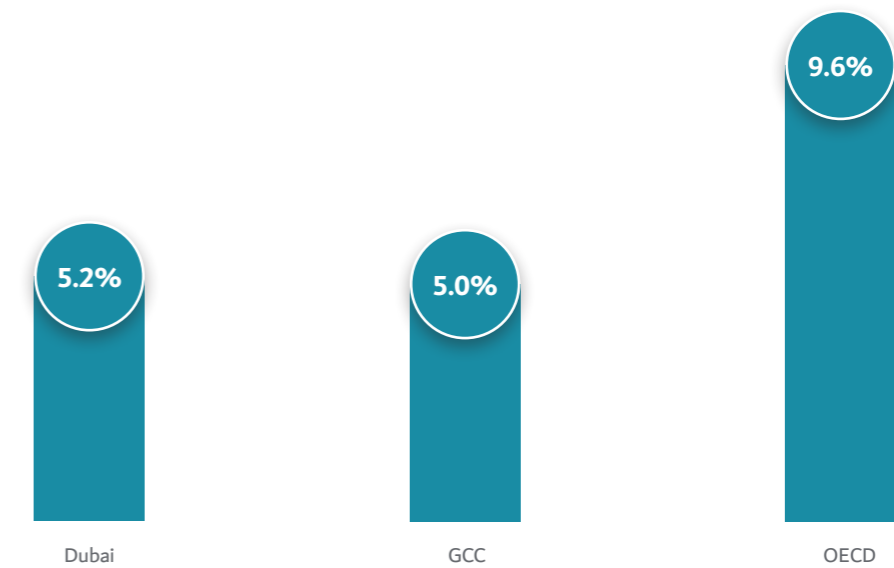
Globally, the UAE is among the top 15 economies⁴ with the most efficient healthcare sector, and highest ranked in the Middle East.



Healthcare expenditure in Dubai
(2018-2022 in % of GDP)³



Healthcare expenditure % of GDP in Dubai vs GCC and OECD countries
(2017-2022)⁵



1. Dubai Health Statistics 2022
 2. Dubai Health Authority
 3. Health Account System Dubai 2022
 4. Bloomberg Health Efficiency Index 2020
 5. Alpen Capital
 *2023 data is until mid-year

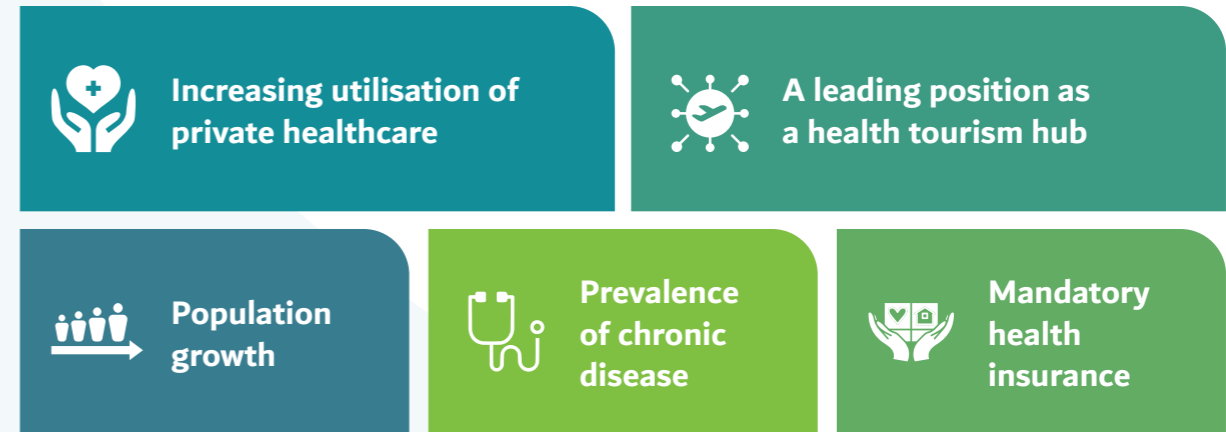


Drivers in Healthcare

Dubai Healthcare Investments and Partnerships address the needs of the emirate and its future opportunities by providing the best service for investors with a focus to enhance the competitiveness of the health sector. It plays a key role in:

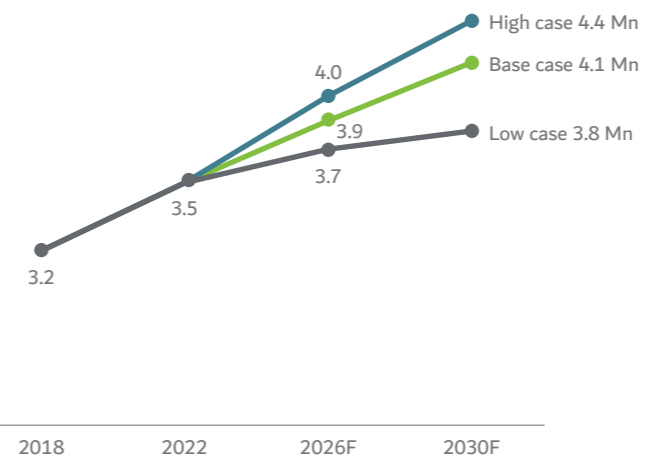
- Increasing awareness of the economic vitality of the sector to attract foreign direct investment.
- Facilitating investments to address current gaps and future opportunities.
- Provide a sustainable public/private investment model to enable and facilitate future investment activity within Dubai's health sector.

The need for investment in healthcare services is driven by demand, which in turn is driven by several key factors:



1. A growing population entails a greater need for health services

Growth of Dubai's population (2018-2030, in Mn)¹



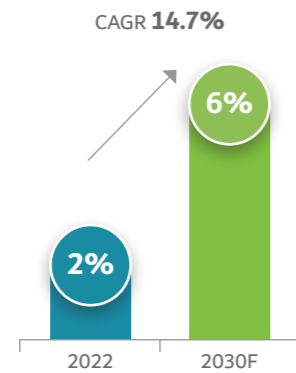
Nationality-wise distribution in Dubai (2022)



Dubai's population is growing at a steady rate. Between 2018-2022 the population increased at a CAGR of 2.7% and is forecasted to grow at a CAGR of 2.0% between 2022- 2030¹

From 2018 onwards, both Emirati and Expatriate population have witnessed an increase in population at a CAGR of 2.8% and 2.7% respectively. This trend is expected to continue due to upliftment reforms for the Emirati population and favourable regulations to attract foreign nationals.

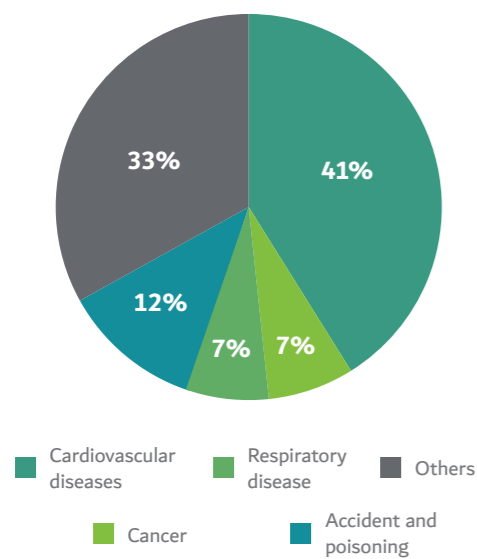
Population above 60 yrs in Dubai (2022-2030)²



The population above the age of 60 years is expected to increase **3X** by 2030³, a trend that mirrors global demographics as people around the world are living longer. This shift in demographics will have significant implication on the demand for elderly care services such as homecare services, long term care and rehabilitation facilities among others.

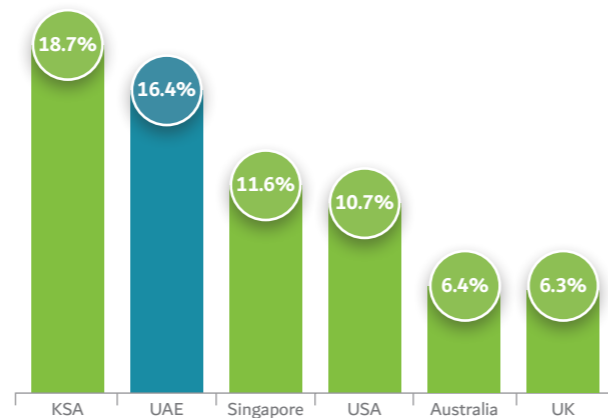
2. A high prevalence of chronic and non-communicable diseases indicates an increasing need for health services, associated tertiary care expertise and chronic disease management

Causes of mortality in Dubai's population (2022)⁴



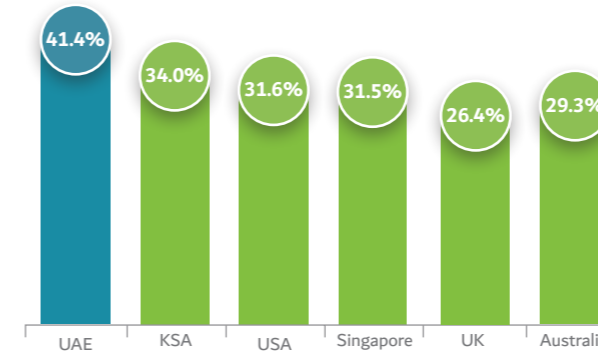
Cardiovascular diseases was the main cause of mortality in Dubai during 2022, accounting for 41% of total deaths.

Prevalence ratio of diabetes in population aged 20 to 79 yrs (2021)⁵



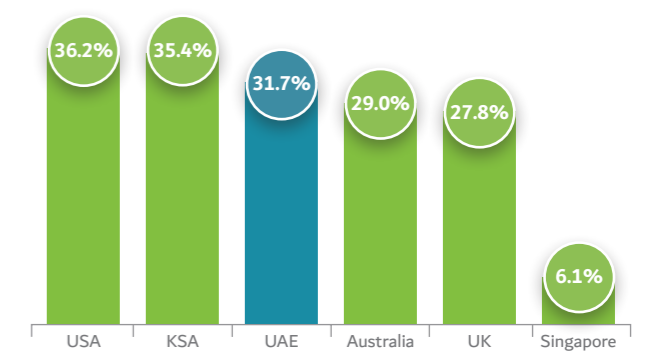
Diabetes is one of the most common lifestyle disorders. UAE has the second highest diabetes prevalence ratio and is around 2-4 times higher than the developed countries.

Prevalence ratio of hypertension in population aged 30-79 yrs (2021)⁶



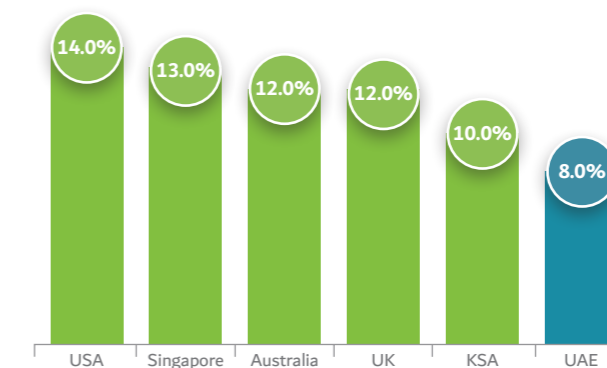
Globally, the prevalence of hypertension has been on a rise. UAE has seen a higher prevalence rate of 41.4%, compared to other developing countries.

Prevalence ratio of obesity* in adult population (2016)⁶



Obesity is a significant and growing public health issue. The prevalence of obesity in UAE reached 31.7%, which equates to 5 times that of Singapore.

Prevalence of daily smoking (2021)⁷



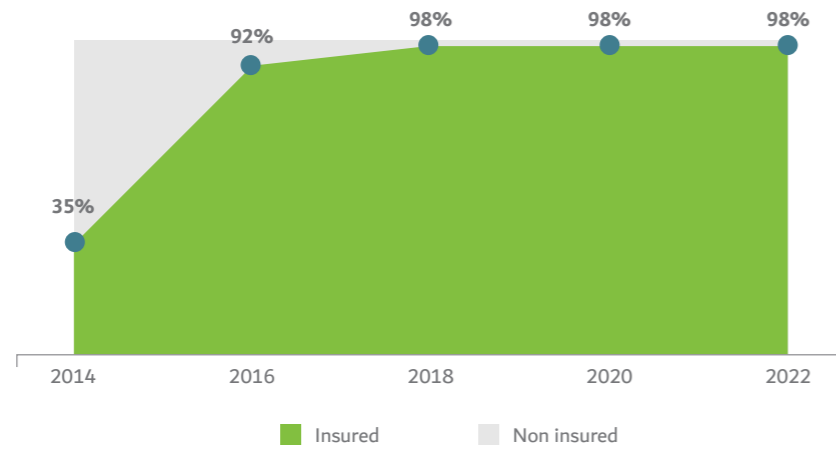
Smoking is a global public health concern. Prevalence of daily smoking in UAE is lower compared to other developed countries at 8%.

3. Health coverage for all of Dubai's population sustains the development of the healthcare sector for both residents and tourists

Close to 100% of Dubai's population benefits from **health coverage** after introduction of the mandatory health insurance law in 2014.

The **prevention** and **early detection** landscape is **changing rapidly**, as illustrated by screening services newly included as part of mandatory health insurance for diabetes, heart disease, new born screening, developmental screening, and cancer (breast, colorectal and cervical).

Share of insured population in Dubai
(2016-2022 in percentage)



In 2022⁸
57%
of health expenditure
was covered by
private insurance.

Dubai’s healthcare sector is rapidly evolving into a world-leading system, driven by new technology, innovation and booming population growth. In this time of rapid change, the government provides invaluable support both from a funding and regulatory perspective, and ensures that this evolution is a measured and sustainable process. Mediclinic Middle East, which entered the market in 2006 and has grown tenfold since then, is proud to have been a part of this incredible development in Dubai’s healthcare market, and looks forward to continuing our strong partnership with the government and regulatory authorities in the years to come



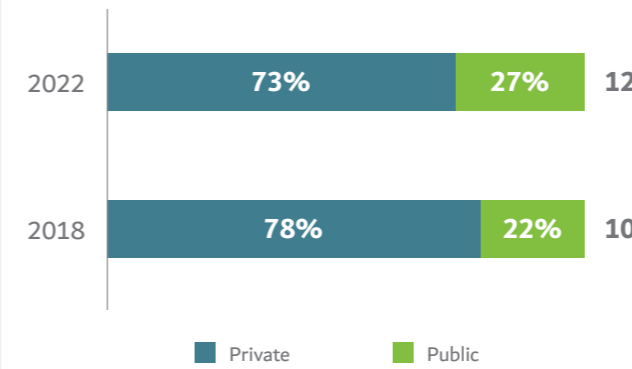
Hein van Eck
Chief Executive Officer
Mediclinic Middle East

4. Private sector utilisation has grown significantly and will continue to rise

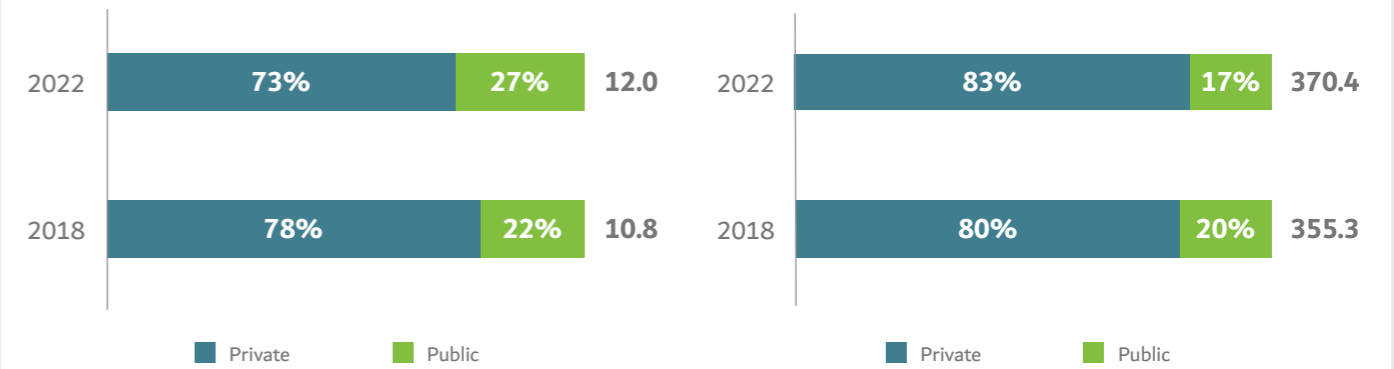
Between 2018-2022, Dubai’s healthcare sector was dominated by the private sector in terms of the absolute volume of inpatient and outpatient in comparison to the public sector.

In 2022, **73%** of outpatients and **83%** of inpatients were observed to visit the private sector healthcare facilities.

Number of outpatients in Dubai
(2018-2022, in Mn)⁴

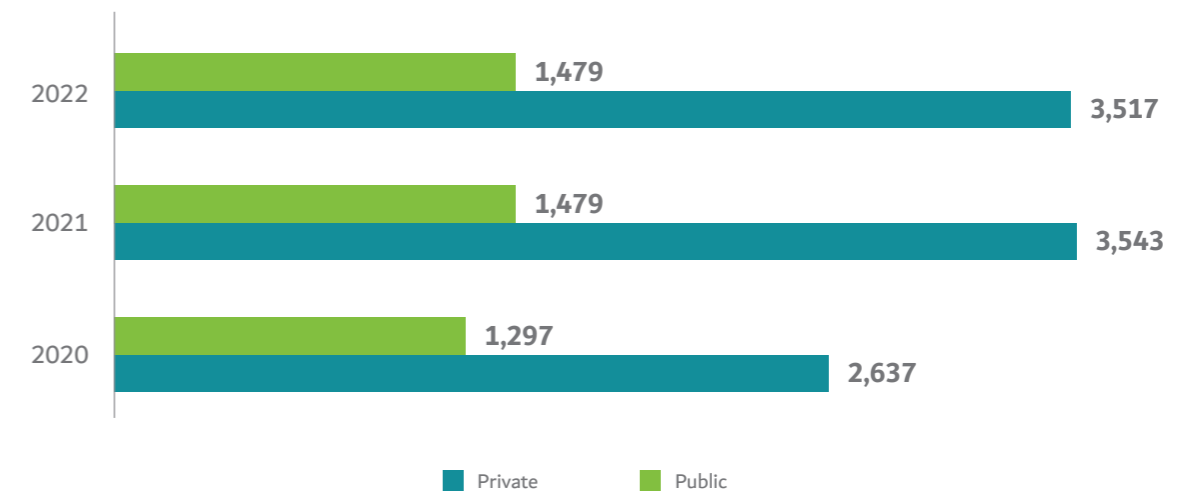


Number of inpatient in Dubai
(2018-2022 in '000)⁴



The private sector has seen a significant increase in the number of inpatient beds growing at a CAGR of 15.5%, while the public sector witnessed growth at a CAGR of 6.8%.

Inpatient bed distribution in Dubai
(2020-2022)¹



A supply-gap exists in specific types of services. This is an opportunity for private sector investment in:



The UAE has become a leading force in healthcare, with the GCC healthcare market projected to grow by \$243.6 billion in 2023. Government spending on healthcare is increasing at a 6% CAGR, and Dubai alone will require thousands of healthcare professionals by 2025. In this landscape, Fakeeh University Hospital – a venture of Fakeeh Care Group KSA, stands out as a significant investment of \$500 million, offering advanced care and innovations. It boasts 350 beds, the largest private sector emergency department in Dubai, and pioneering features such as a fully automated robotic pharmacy and drone medicine delivery. Fakeeh University Hospital contributes to Dubai’s vision as a global hub for technology and smart applications, aligning with the city’s urban master plan and Smart Dubai Strategy. The private healthcare sector, like Fakeeh University Hospital, complements the public institutions in serving the people of Dubai. By prioritising patient care, leveraging technology, and adopting an integrated healthcare model, Fakeeh University Hospital aims to drive academic care, clinical excellence and make a positive impact on the UAE’s healthcare sector.



Dr. Mazen Soliman Fakeeh
President & Chairman
Fakeeh Care Group

5. A leading position as a health tourism hub with scalable growth and opportunities



Over 674,069 tourists were welcomed in 2022 in Dubai generating over AED 992 Mn in total healthcare revenue.



In 2022, 39% of health tourists were from Asia and 21% from Arab and GCC countries.



A travel insurance program specifically for health tourists travelling to Dubai has been introduced to support health tourism.



With a strategic gateway to the world, Dubai has emerged as the preferred destination to live, work and invest for the global population who want to experience the best in the world. Shaped by the worldly Vision of HH Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of UAE and Ruler of Dubai, the city has been progressing at the fastest possible pace, proving to be a power to be reckoned with, for the region and the world. Today, the healthcare infrastructure offered by Dubai is one of the most advanced in the world, driven by technology, clinical excellence and digitisation, raring to provide the best medical solutions to patients. Supported by the immense focus on healthy living and well-being, the city has been attracting medical leisure tourists from far and wide. With a growing demand, rising population age and influx of medical tourists, the city remains ripe for continued investments.



Alisha Moopen
Managing Director
Aster DM Healthcare

Key Services

Business Setup Recommendation



Business Map



Visas and Residency



Renew License



Start-up Support and Venus

Find your Free Zone

Funding Opportunity

Useful Information

invest.dubai.ae

1. Dubai Health Authority
2. Dubai Statistics Centre
3. Oxford Economics
4. Dubai Health Statistics,2022
5. International Diabetes Federation
6. WHO Health Statistics,2023
7. WHO
8. Health Account System of Dubai,2022

*For obesity, the latest available data is for 2016

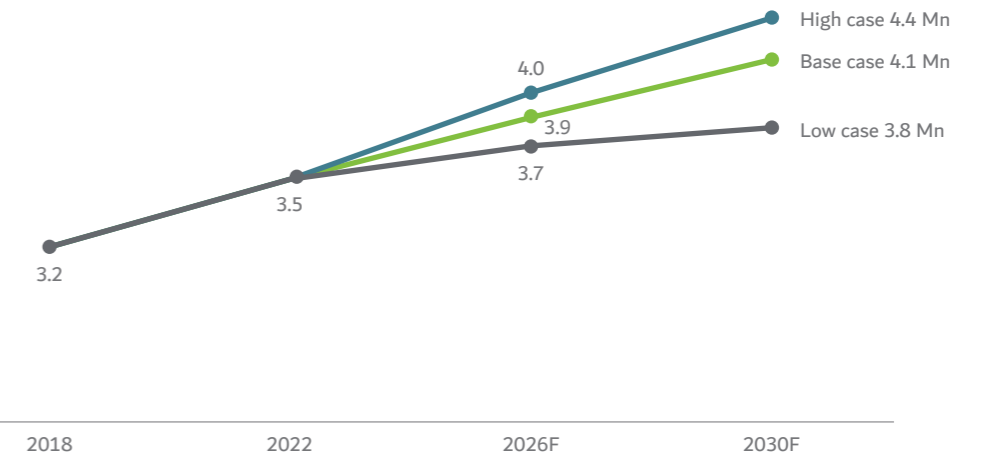




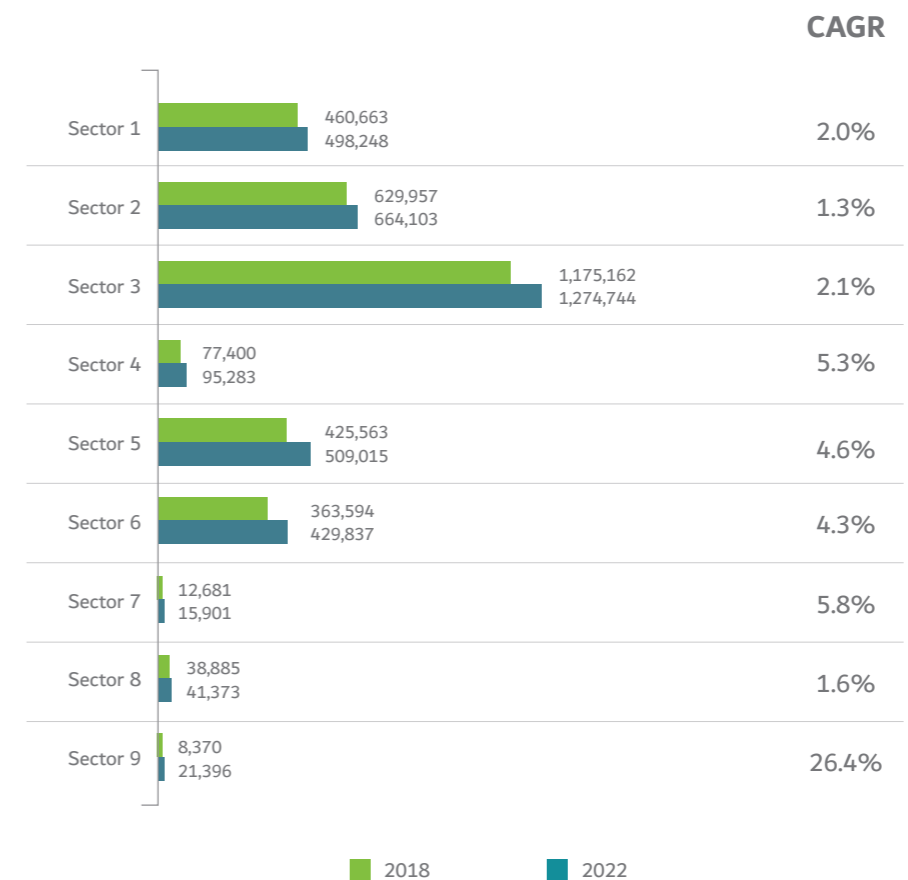
Health Investment Needs and Opportunities

This section provides an overview of the upcoming growth in various sectors and areas of Dubai which will lead to an increase in population and serve as a driver for additional healthcare investment. Three scenarios high, base and low have been defined based on the population's forecasts, expecting an annual growth of 2.7%, 2.2% and 1.5% per annum between 2018 and 2030 respectively.

Population forecast of Dubai (2018-2030)¹



Sector wise population in Dubai (2018-2022)²



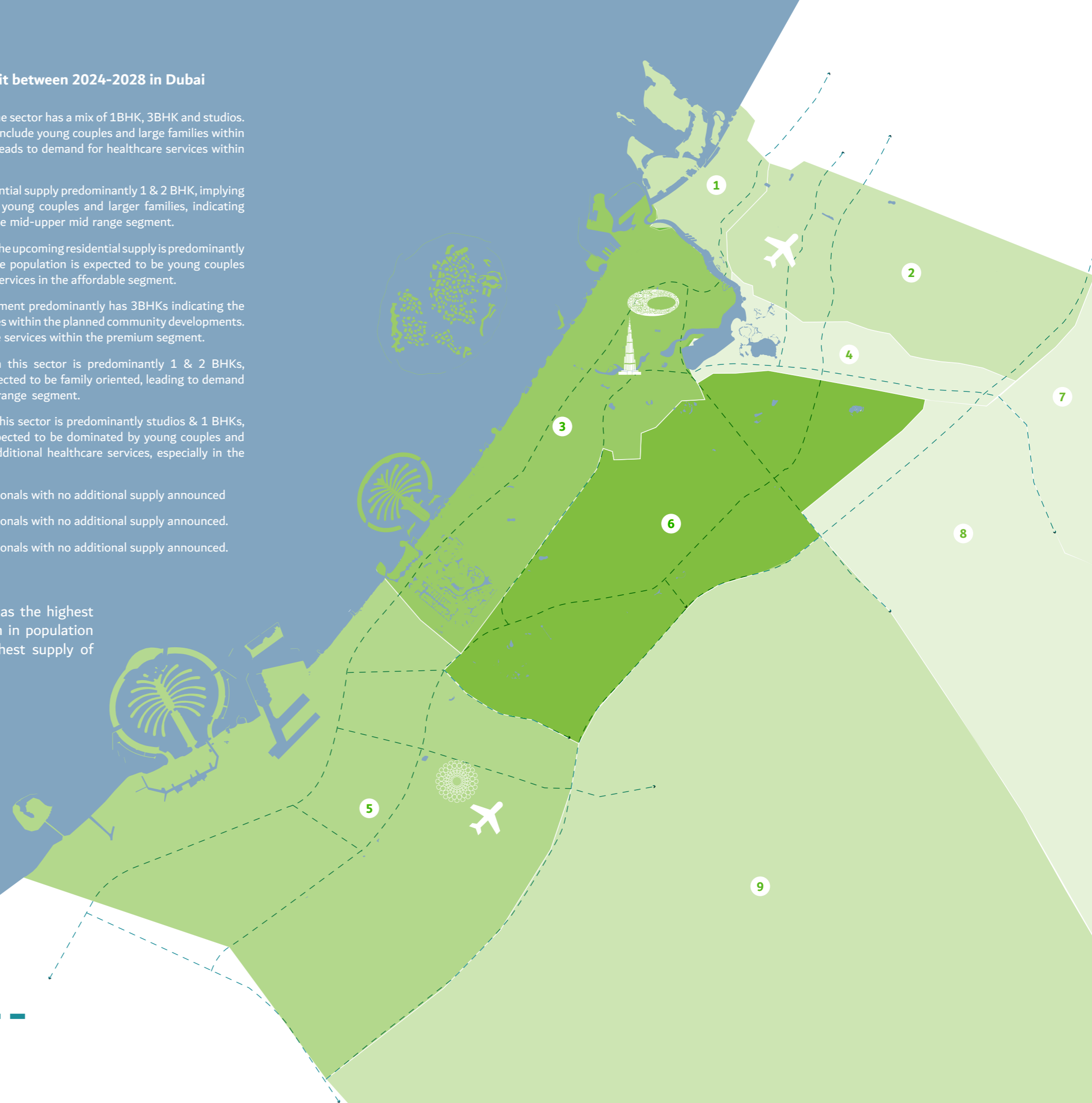
Increasing supply of residential unit between 2024-2028 in Dubai



- Sector 6** The upcoming residential supply in the sector has a mix of 1BHK, 3BHK and studios. This indicates the population would include young couples and large families within the community developments. This leads to demand for healthcare services within the premium segment.
- Sector 3** This sector is expected to have residential supply predominantly 1 & 2 BHK, implying the population to be dominated by young couples and larger families, indicating demand for healthcare services in the mid-upper mid range segment.
- Sector 5** This sector is industrial in nature and the upcoming residential supply is predominantly studios & 1BHKs, indicating that the population is expected to be young couples and bachelors, requiring healthcare services in the affordable segment.
- Sector 9** In this sector, the upcoming development predominantly has 3BHKs indicating the population comprising of large families within the planned community developments. This indicates demand for healthcare services within the premium segment.
- Sector 2** The upcoming residential supply in this sector is predominantly 1 & 2 BHKs, indicating that the population is expected to be family oriented, leading to demand for healthcare services in the mid-range segment.
- Sector 1** The upcoming residential supply in this sector is predominantly studios & 1 BHKs, indicating that the population is expected to be dominated by young couples and bachelors, leading to demand for additional healthcare services, especially in the affordable segment.
- Sector 7** This sector comprises of Emirati nationals with no additional supply announced
- Sector 8** This sector comprises of Emirati nationals with no additional supply announced.
- Sector 4** This sector comprises of Emirati nationals with no additional supply announced.

Dubai has been divided into 9 geographical sectors- Sector 3 has the highest volume of population, sector 9 has witnessed the fastest growth in population between 2018-2022 and sector 6 is expected to have the highest supply of residential units between 2024-2028.

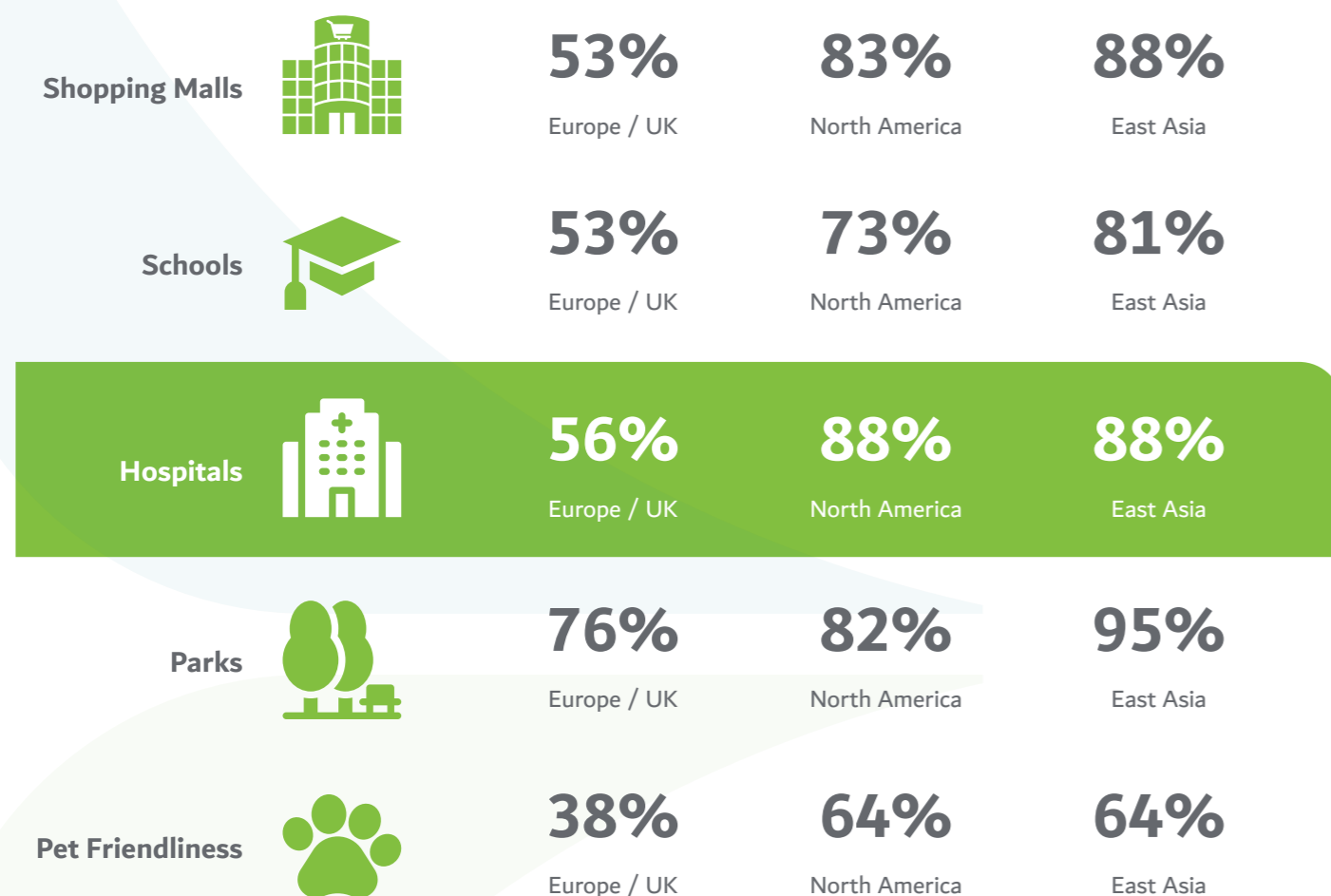
Main Roads



Dubai has also witnessed a 15%⁴ increase of High Net-Worth Individuals (HNWIs) between 2021-2022. A recent study conducted by Knight Frank, which included responses from 183 HNWI depicts that healthcare facilities were an important consideration while choosing a residential community. This creates a strong business case for outpatient and inpatient facilities within each sector expecting additional supply of residential communities as highlighted in the map.

Factors that are important to HNWI's Dubai real estate purchases

Percentage of respondents by location



The Emirate of Dubai is currently in a period of sustained transformation, as governmental bodies and regulatory authorities endeavour to nurture economic prospects and enhance the well-being of both citizens and residents. The overarching objective, outlined in Dubai Economic Agenda (D33), is to elevate Dubai into one of the world's top 4 financial hubs within a decade, attracting foreign direct investments surpassing Dh700 billion. Additionally, there exists a comprehensive urban development plan aimed at rendering Dubai a "20-minute city." Central to our social framework is the role of healthcare in ensuring the realisation of these objectives and the welfare of the populace. Consequently, there is a pronounced need for innovative healthcare solutions, presenting substantial prospects for existing, emerging and international healthcare service providers to broaden their scope of operation within Dubai.



Shehzad Jamal
Partner- Strategy & Consultancy , Healthcare & Education, MEA Knight Frank MENA

Snapshot of investment focus area to address continuum of care needs



Long Term Care and Rehabilitation

- Several medical conditions and treatment under orthopaedics, neurology, cardiology and Oncology require extended therapy and/or physical therapy.
- Multiple studies indicate the burden of conditions treated under these specialties such as: around 1 in 59 children suffer from autism, 1 in 12 has had a disorder related to speech or language in the past years while a global average of 20% people aged 20-59 suffer from chronic back pain.
- WHO estimates that approx. 16%⁵ of the world's population lives with some form of disability (1 in 6 individuals). Persons with disabilities have twice the risk of developing conditions such as depression, asthma, diabetes, stroke, obesity or poor oral health. Certain percentage of these individuals suffer from severe disability, the equivalent of disabilities inferred from quadriplegia, blindness and severe mental disabilities, requiring for specialised care services, physiotherapy, speech and learning therapy etc.
- In addition, Dubai's population above the age of 60 years is estimated to grow from 2% at present to 6% by 2030. This will stimulate the demand for healthcare in general and geriatric care in particular. Hence, above conditions and ageing population will drive the need for long term care and rehabilitation facilities.
- Investments should be focused on building specialised centres and inpatient facilities for rehabilitation, expanding home health and telehealth services for consultations, in addition to remote monitoring for less complex cases etc.



Chronic Diseases Management and Tertiary Care

- In 2021, alone 41% of SAADA patients (all UAE nationals) accounted for 39% of health spending on chronic disease management programs⁶. These programs have been introduced based on the prevalence of non-communicable disease which is particularly high in UAE where NCD's account for 76% of deaths. More than 16% (1 in 6 individuals) of population (20-79 years) suffer from diabetes , 40% (2 in 5 individuals) are overweight and cardiovascular diseases are upto 3 times higher in some developed countries⁷.
- Chronic disease management can benefit immensely from investments in ambulatory care centers. Dedicated programs that allow home care and remote monitoring can considerably lower costs instead of occupying inpatient beds. In addition, telehealth could also support patient's monitoring post surgery or discharge.
- Dedicated specialised centres are the most convenient to set up and treat advanced specialties, for addressing the needs of prevention, diagnosis and treatment.



Urgent Care

- Set up of urgent care walk-in clinics could help reduce the pressure on ER's in acute hospitals and also help address the challenge of rising costs from the utilisation of health services in more expensive settings.
- Approx 60% of cases reported in emergency department in Dubai hospitals are non- urgent in nature.
- Telehealth application and services could also collaborate with urgent care clinics to triage patients reducing time and improve access to care.



Mental Health

- Based on WHO's international classification of diseases, it is estimated that around 15% of the global population suffer from mental and substance use disorder. The prevalence rate is approx.12% in the UAE⁸.
- According to the WHO, patients suffering from diabetes are 2x-3x more likely to be diagnosed with depression. The high incidence of diabetes in UAE indicates high incidence of depression
- Neuropsychiatric disorders contribute an estimated 20% of the burden of disease in the UAE. 75% of these psychological conditions are associated with depression and anxiety⁹.
- In UAE, the current density of beds catering to mental health services is observed to be 14 beds per 100,000 population, which is lower in comparison to other developed nations. In addition the density of psychiatrists is as low as 0.3 per 100,000 population.
- Between 2018 to 2022, the outpatient volumes in Dubai for mental and behavioural health grew at a CAGR of 20% in the private sector and by 39% in the public sector¹⁰.
- At present, Dubai has one dedicated inpatient facility i.e. Al Amal Hospital (public entity), the number of inpatients witnessed by the public sector grew at a CAGR of 41% as opposed to the private sector which saw a decline in admission at a CAGR of -22%. This decline in private sector admission is due to lack of dedicated mental health inpatient facilities¹⁰.
- The ratio of outpatient to inpatient facilities is insufficient to manage the demand created by patients who require care on an admission basis.



We consider the UAE to be an extremely attractive destination for investment for a breadth of reasons; it's population base and economic growth provide a strong platform, and when allied to the ease of doing business, it's high appeal as a destination when recruiting quality practitioners and its place as a global medical tourism hub this offers excellent potential for growth. We are also benefitting from the UAE's focus on improving mental health and reducing stigma related to it across a relatively young population, which in turn enables us to offer support to a wider group of clients.



Will Goodwin

Chief Operating Officer
Aspris



Precision Medicine

- Precision medicine is one of the key focus of the UAE. In March of this year, the UAE launched the National Genome Strategy to help guide advanced healthcare research, innovation and future technology use. The programme is one of the most comprehensive genomic regulatory initiatives in the world and will improve preventive and personalised healthcare within research and medical institutions across the country.
- The Middle East and Africa precision medicine market will expand at a CAGR of 10.0% to \$2.5 billion by 2023. The field is expected to grow by 11% annually to be worth \$142 billion globally by 2026.
- Investors can leverage on this by encouraging entrepreneurs to develop novel and ground breaking personalised medicine solutions towards improving the overall health outcome of patients.



Wellness and Anti-ageing

- Globally and in the UAE, improving longevity with focus on wellness and anti-ageing has become the fastest growing sector and most important health and lifestyle related concerns.
- Tourists from across the globe are attracted to the UAE including for wellness facilities. In 2022 an international wellness tourist spent 41% more than the average international tourist. A domestic wellness tourist spent 175% more than the average domestic tourist¹¹.
- Demand for wellness facilities has seen a remarkable surge in recent years, reflecting a shift towards prioritising holistic health and well-being. Factors such as growing ageing population, health awareness & lifestyle changes, increase in wellness tourism, increased disposable income, increase in workplace wellness programmes act as demand drivers for wellness facilities.



As we continue to advance in the field of healthcare, we recognise the importance of medtech startups in driving innovation and progress. These startups are not only instrumental in improving patient care and outcomes, but also in contributing to the economic growth of Dubai. We encourage and support the development of medtech startups and look forward to seeing their transformative impact on the healthcare landscape of our city.



H.E. Awadh Al Ketbi

Director General
Dubai Health Authority



1. Dubai Health Authority
2. Dubai Statistics Centre
3. REIDIN Insight
4. Knight Frank
5. WHO
6. SAADA
7. International Diabetes Federation and WHO
8. International Health Metrics Evaluation
9. Economist Impact
10. Dubai Health Statistics, 2022
11. Global Wellness Institute



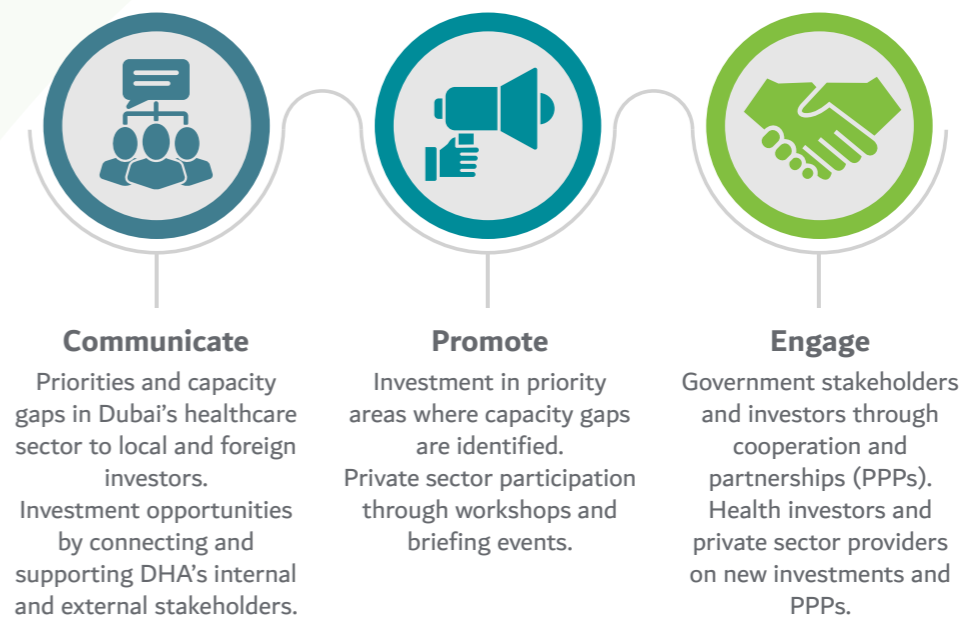
DHA Investment and PPP Department

The Investment and PPP Department within the Dubai Health Authority is responsible for managing and facilitating investment opportunities and public-private partnerships in the healthcare sector. The department's primary objective is to attract investments and promote collaborations with private entities to enhance the healthcare infrastructure, services, and overall healthcare delivery in Dubai.

The strategies employed by the Investment and PPP Department vary based on the annual goals and priorities set by the Dubai Health Authority and the prevailing market conditions and they include:



To ensure its success, the investment and PPPs department focuses on three key components



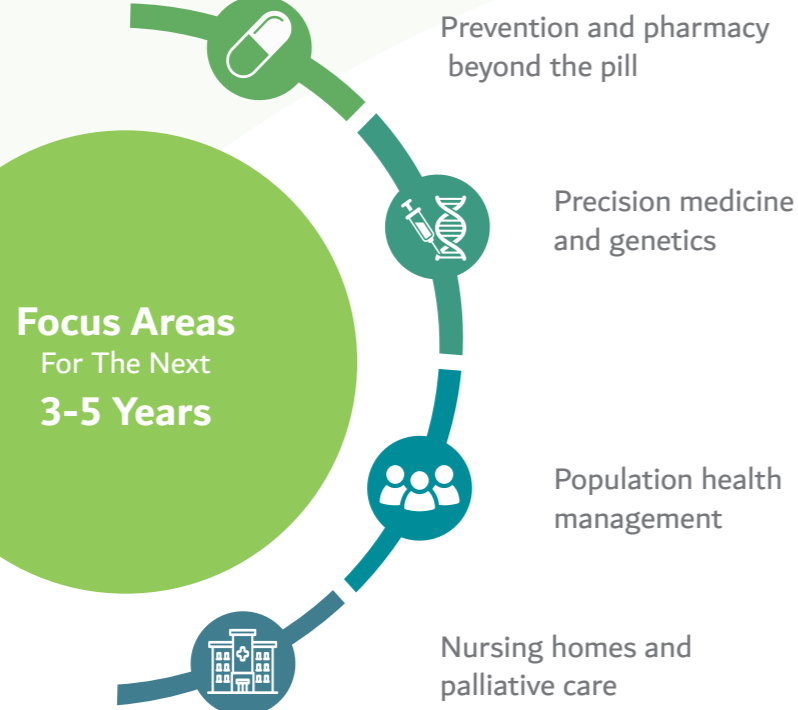
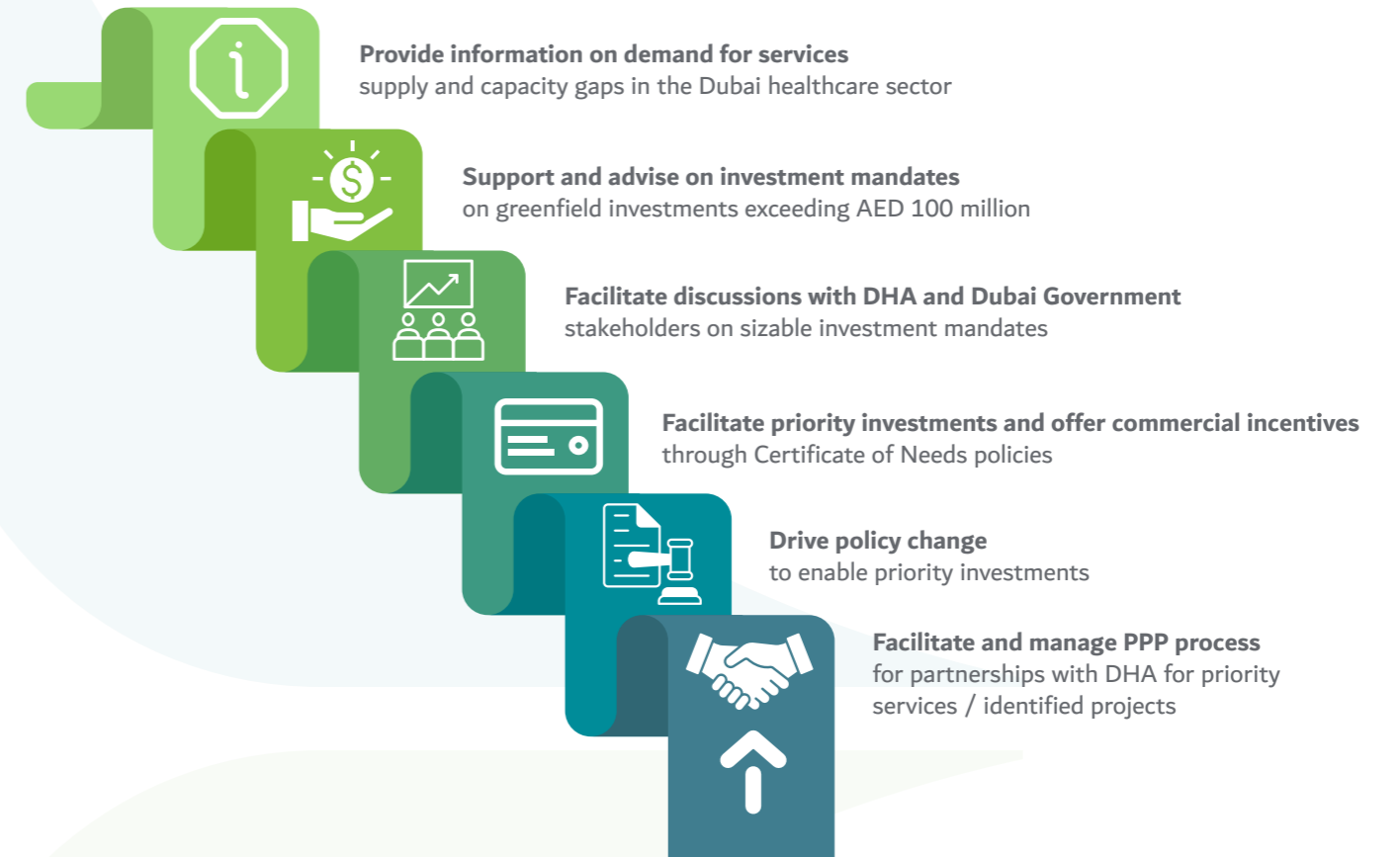
The focus areas to support the development of Dubai's health ecosystem are identified in the short to mid-term



■ Supported by health system evolution and technology ■ Identified areas on continuum of care

The Investment and PPPs Department offers additional services to support DHA's strategy

From an investor perspective, the Investment and PPPs Department is privileged source of information and facilitator of access to Dubai's healthcare sector. Some of its key responsibilities are to :



At the heart of our healthcare investment strategy is a commitment to fostering innovation, collaboration, and partnerships that will help us achieve our goals. We believe that by working together with leading healthcare providers, researchers and innovators from around the world, we can create a healthcare ecosystem that delivers exceptional patient care, drives medical innovation, and contributes to the overall well-being of our society. By focussing on startup innovation, collaboration and partnership, we can ensure that Dubai continues to be a leading destination for healthcare investment and innovation, and that we provide our citizens and residents with the best possible healthcare services.



Dr. Ibtesam Al Bastaki
Director Of Investment & Partnership
Dubai Health Authority

Implemented PPP projects



Dialysis Center (Al Barsha and Al Twar)

1. Specialised facility to deliver hemodialysis focusing on south Dubai, located in Al Barsha area and Al Twar with capacity of 60 chairs and 40 chairs respectively.
2. An O&M partnership model is agreed for managing the dialysis services, focussing on patient convenience, clinical efficiency, quality of care and accessibility.



Dubai Physiotherapy & Rehabilitation Center

1. An interdisciplinary medical rehabilitation facility for adults, children and adolescents providing outpatient and inpatient physiotherapy and rehabilitation services.



Post-acute Healthcare Management

1. A comprehensive healthcare facility dedicated to manage post-acute patients from DHA facilities.
2. An O&M partnership model to manage the patients clinically and to support in necessary repatriation requirements.

In progress PPP projects



Cardiology Center of Excellence

1. Cardiology Center of Excellence focussing on multi-disciplinary cardiac care, a one stop approach with integrated care continuum.
2. Design, Build, Finance, Operate (Non Clinical) & Transfer model of partnership. Located adjacent to Rashid Hospital Trauma Center, the facility shall consolidate Dubai & Rashid Hospitals Cardiac Services by adding-70 beds in addition to its current combined capacity.

Key Points Of Contact:

Dr. Ibtisam AlBastaki
IIBALBastaki@dha.gov.ae



Introduction to DoF

The Department of Finance (DoF) for the Government of Dubai was established in 1995 under the Law no. (5), to supervise all financial and accounting affairs of the Government of Dubai, in addition to issuing consolidated financial statements for the emirate.

DoF is responsible for the following

- 1 Development of government's general annual budget and its execution in cooperation with all relevant local government entities.
- 2 It provides liquidity, including transferring sanctioned budgetary allocations to all government entities.
- 3 Oversees the preparation and development of financial resources.
- 4 Verifies the collections and provision of general revenues, while also supervising government banking accounts.

DoF Mission and Vision

VISION
Global leadership and innovative financial sustainability.

MISSION
Achieve financial sustainability to proactively support the leading position of the Emirate of Dubai through the fair and efficient distribution of the Emirate's resources by utilising the best smart and innovative financial systems and practices in a manner that ensures the achievement of happiness and quality of life for the society.

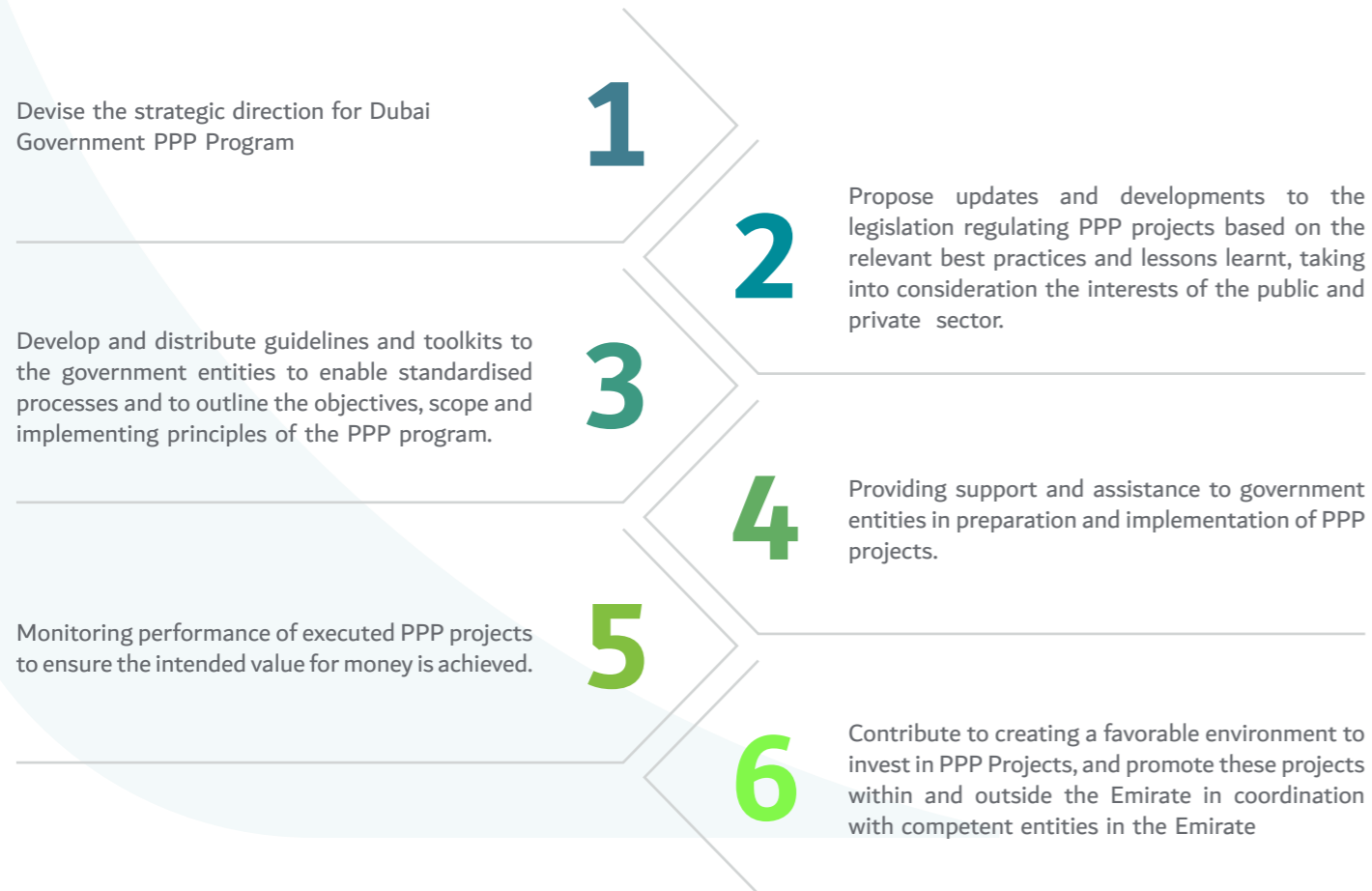
Public-Private Partnership Law:

PPPs have emerged as a pivotal instrument in modern governance, bridging the gap between the public and private sectors. These collaborations have gained substantial significance across the globe, fostering economic development, infrastructure improvement, and social welfare.

The Government of Dubai issued Law No. (22) of 2015 Regulating Partnership between the Public Sector and the Private Sector in the Emirate of Dubai (the 'PPP Law') to provide a legal framework for government agencies to enter into Partnership Contracts with the private sector.

The PPP Law creates an enabling environment for successful public-private partnerships while protecting both the public and private interests and promoting sustainable development.

Under the PPP Law DoF plays an instrumental role and it is responsible for the following aspects:



PPP Policy & Guidelines:

Following the enactment of the PPP Law, the DoF released first edition of the PPP Policy & Guidelines in 2019. These guidelines delineate the Dubai Government’s commitment to Public-Private Partnerships and serve as a guidance document that articulate the rationale behind the use of PPPs, and the scope and implementing principles of the PPP programme.

PPP Strategy:



First phase was successfully implemented, and it has laid the foundation for a strong PPP programme by developing a robust regulatory and governance framework.

This has significantly enhanced the PPP ecosystem in Dubai and has developed a unified implementation mechanism for Dubai government’s PPP projects.

DoF has initiated second phase which will span over five years.

The second phase is intended to undertake multiple development initiatives such as augmenting the pipeline of PPP projects, increasing the number of prioritised sectors and further enhancing the regulatory framework.

“ PPPs have emerged as a pivotal instrument in modern governance, bridging the gap between the public and private sectors. These collaborations have gained substantial significance across the globe, fostering economic development, infrastructure improvement, and social welfare.

Today, DoF boasts a leading PPP ecosystem that will enable Dubai government to become a regional role model in infrastructure project financing. Within this framework, Dubai Health plays a dynamic role in developing a well-established and inspiring healthcare sector in the emirate of Dubai.

”



Aref Abdulrahman Ahli
Executive Director
Planning & General Budget
Sector
Department of Finance

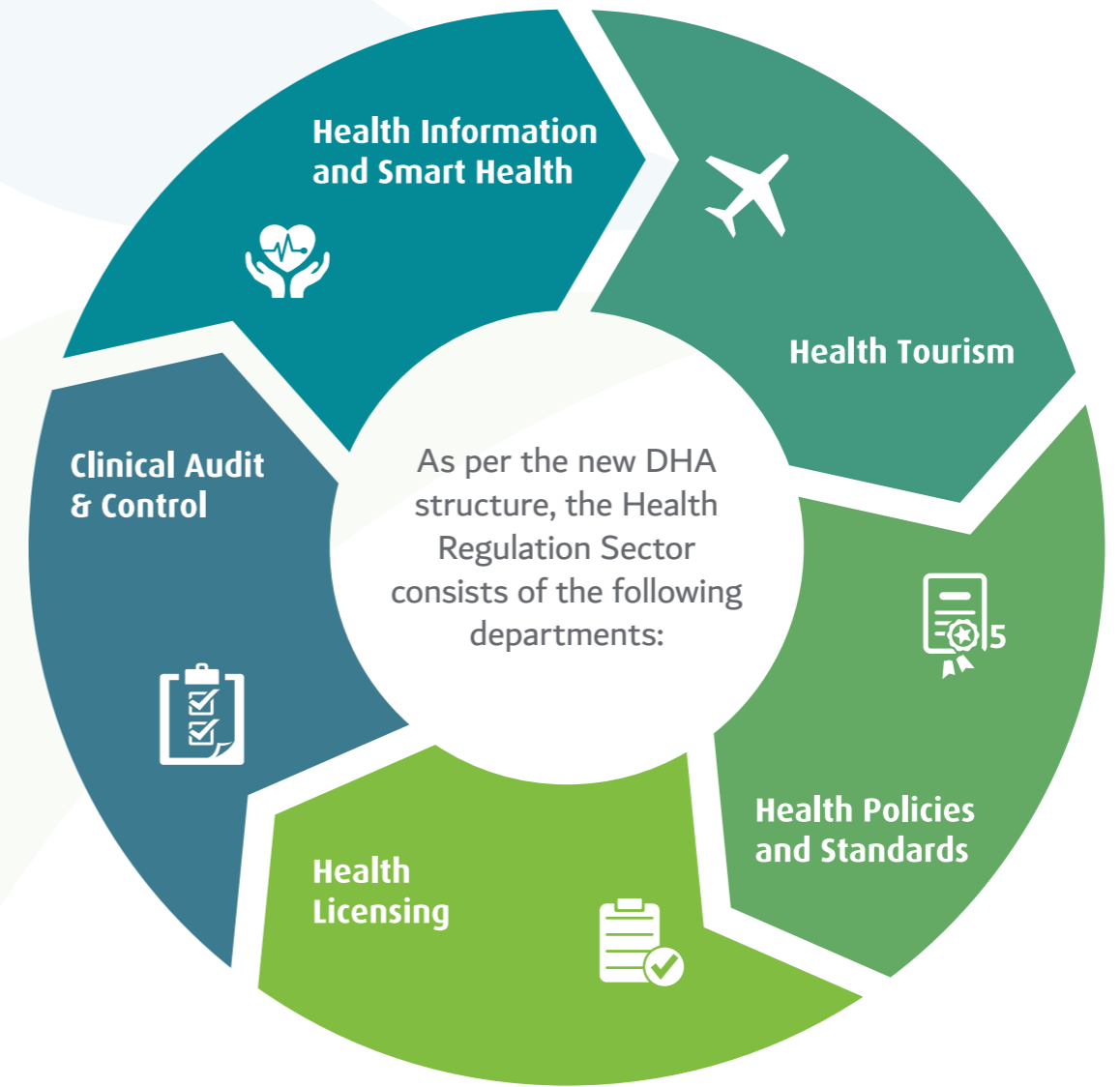


Overview of Health Regulations

The Health Regulation Sector at DHA is responsible and accountable for **regulating all health facilities and healthcare professionals in the Emirate of Dubai** with the exception of those that fall under the jurisdiction of the Ministry of Health and Prevention (MOHAP). The Health Regulation Sector **takes a proactive, friendly and flexible approach toward regulation in order to drive high quality and safety in healthcare.**

The roles and responsibilities of Health Regulation Sector has been mentioned below:

- Developing regulation, policy, standards, guidelines to improve quality and patient safety and promote the growth and development of the health sector.
- Licensure and inspection of health facilities as well as healthcare professionals and ensuring compliance to best practice.
- Managing patient complaints and assuring patient and physician rights are upheld.
- Governing the use of narcotics, controlled and semi-controlled medications.
- Strengthening health tourism and assuring ongoing growth.
- Assuring management of health informatics, e-health and promoting innovation.



Licensed healthcare facilities and professionals

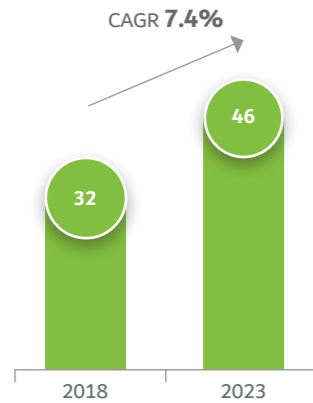


56,239
Healthcare Professionals

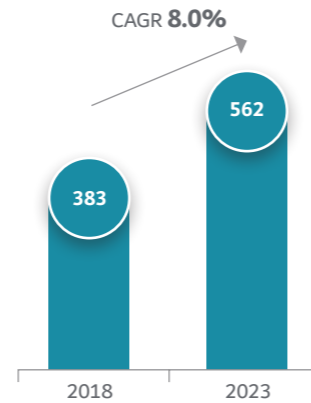


4,609
Healthcare Facilities

Number of healthcare facilities in Dubai
(2018-2023 in '000)²



Number of professionals in Dubai
(2018-2023 in '000)²



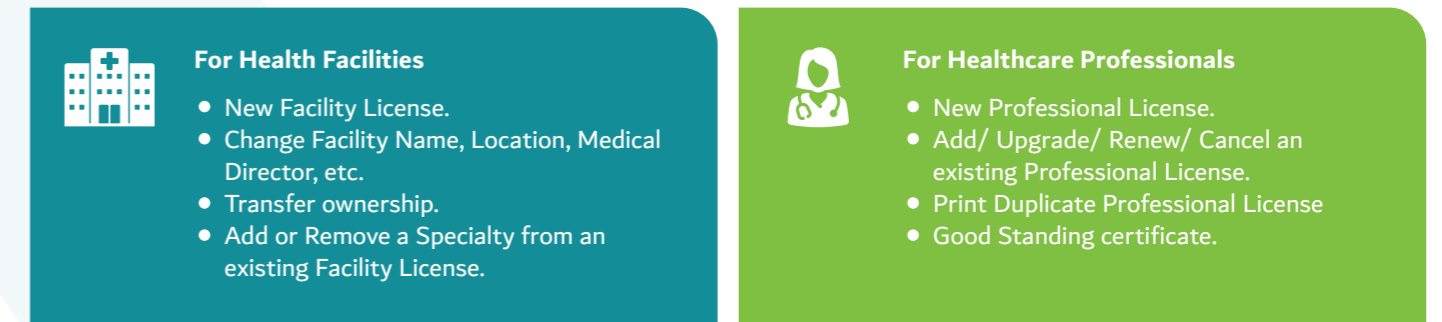
Sheryan Project

An online system to facilitate Licensing of Health Facilities and Healthcare Professionals.

SHERYAN

Sheryan is the online licensing and inspection system of Dubai's Health Regulation Sector, Dubai Health Authority. Its latest version is a one-stop-portal powered by emerging technologies and supported and enabled with AI and innovation to provide citizen-centric experiences.

Key Functionalities of Sheryan



Key benefits of the new Sheryan program

Improve the customer and employee experience

Increase operational performance



Drive stronger regulatory compliance

Be powered by new digital channel capabilities and real-time decisioning, automated workflows, etc.

Total transactions through Sheryan Portal³



2022



2023

Link for all the services in Sheryan



For Facilities



For Professionals

1. TCAM- Traditional Complementary and Alternative Medicine
2. 2023 data is dated until March
3. 2023 data is from Jan end Q3

Key Points Of Contact:

Dubai Health Authority – Headquarters
Sheikh Ahmed Square, Al Jaddaf
800 342 | Info@dha.gov.ae

Useful Information

See more details on the Health Regulation Sector website: [See website](#)

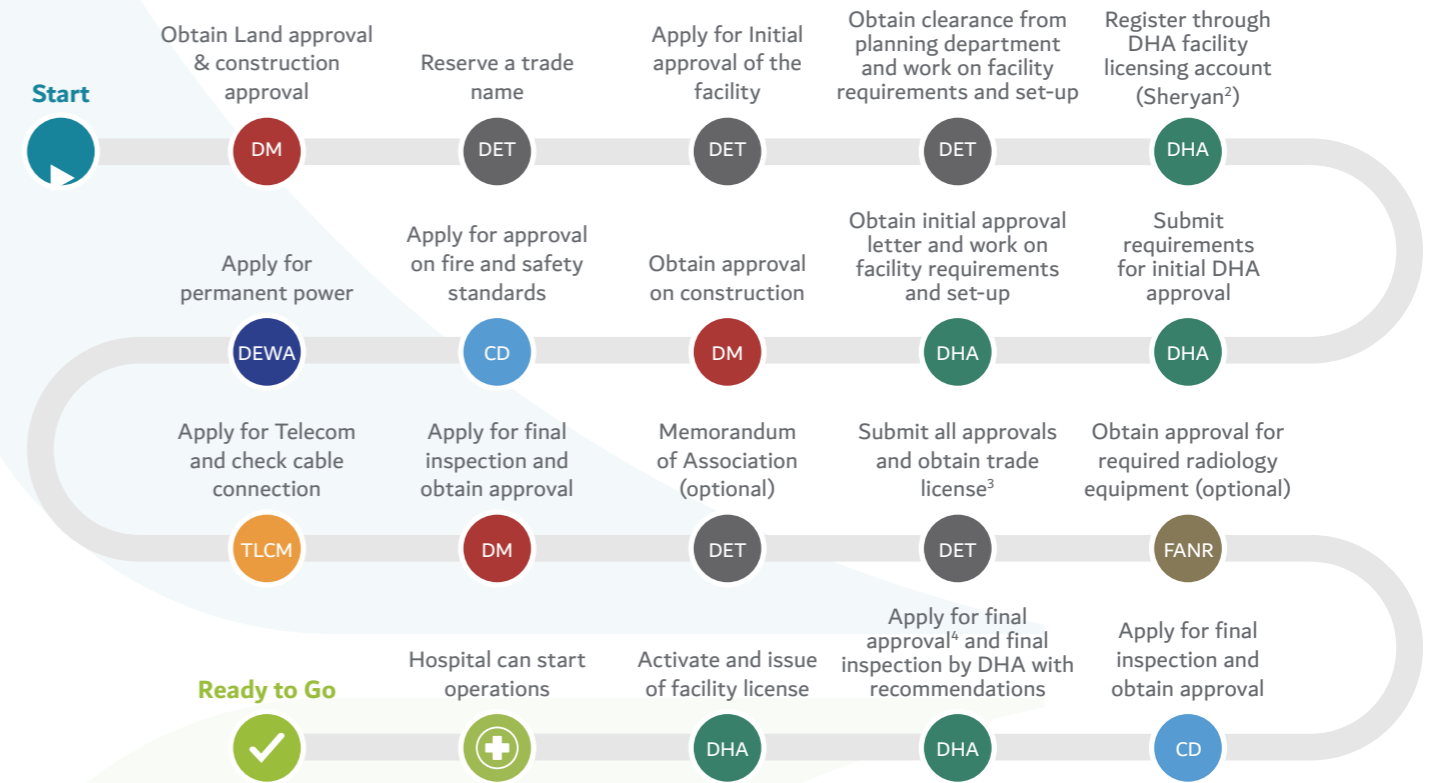




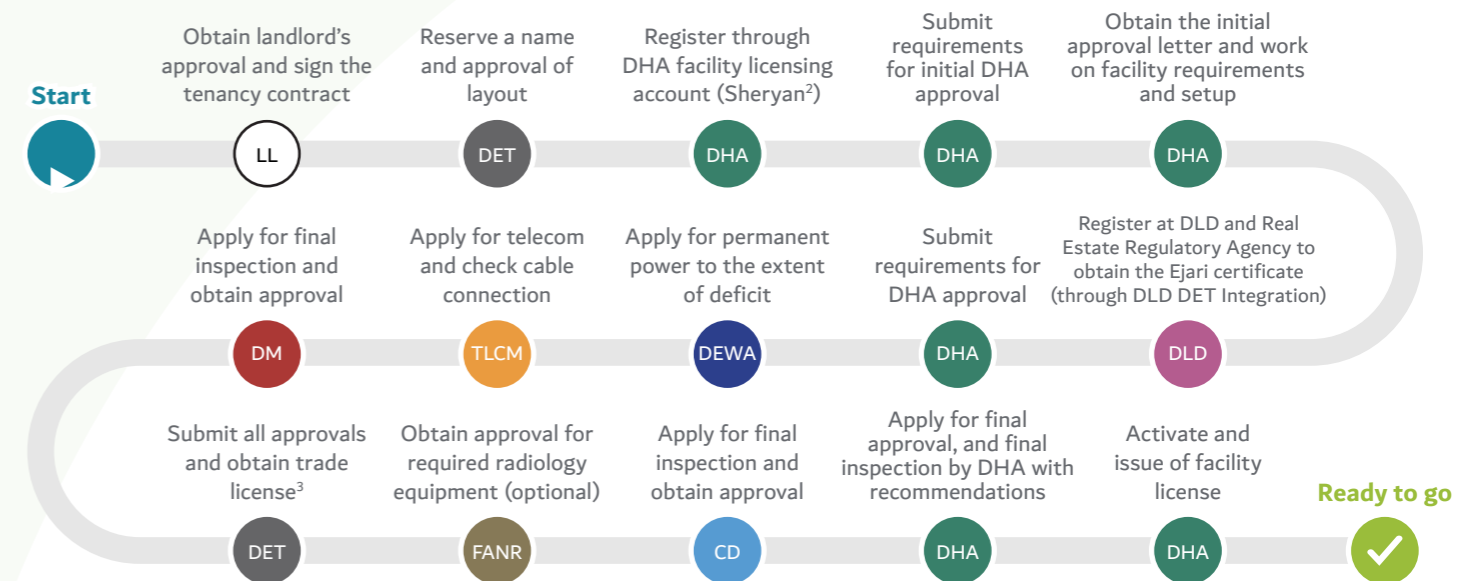
Setting Up Health Facilities In Dubai

Investors wishing to enter the Dubai market by opening a facility will follow different journey based on the nature of the project. In 2023, and in line with the D33 objectives that were launched by HH Sheikh Mohammed Bin Rashid which emphasise the focus on the ease of doing business, the mappings highlighted below provide a general approach for all investors. This does not consider specificities that may require additional approvals. Also, opening a health facility in a freezone such as DHCC may follow a different journey.

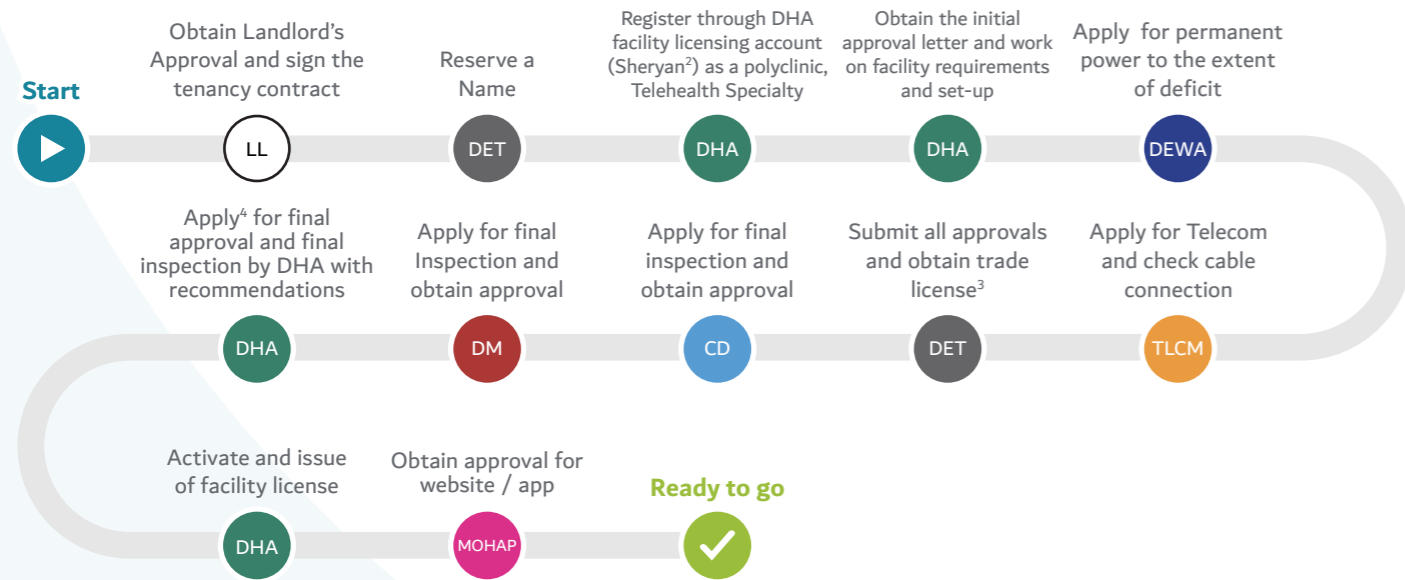
Licensing Process Map for Health Facilities: New Constructions



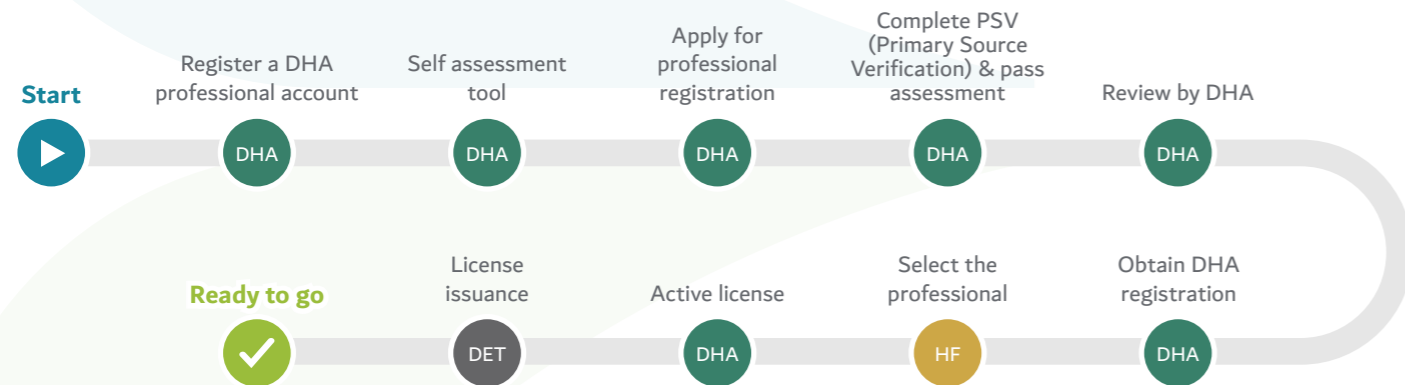
Licensing Process Map for Hospitals and Clinics: Refurbishment⁵ / Expansion



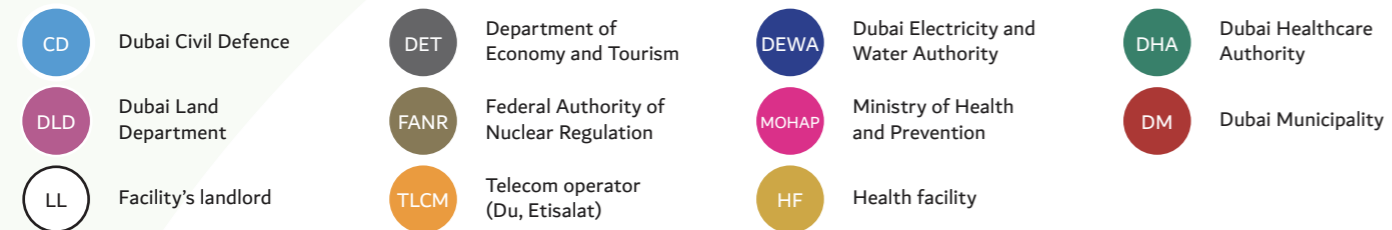
Licensing Process Map for Telehealth Services¹ – Standalone / New Facility



Licensing Process Map for Physicians and Healthcare Professionals⁶ – New Applicant



Stakeholders



1. Within Dubai or a free zone (excluding DHCC), See DHA services for Health facilities at [Licensing Health Facilities](#). See DHA specific regulations per type of facility (incl. design requirements, patient care, diagnostic services, etc.) at Licensing services
2. See DHA e-services at [e-services](#). See DHA requirements for new facilities at [New Facility License](#)
3. If the Hospital/polyclinic is close to critical infrastructure (e.g. metro station, airport) additional approvals might be necessary (e.g. RTA or Dubai Civil Aviation Authority)
4. Upload Trade license from Department of Economy and Tourism Dubai (DET) or Free zone. Update NOC by the medical director signed by all partners or authorised person with supporting documents
5. If any structural change takes place during the set-up, additional approvals might be necessary
6. See DHA services for Healthcare professionals at [Professional Licensing Procedures](#). See DHA requirements for new healthcare professionals at [Professional Qualification Requirements](#)





Health Insurance in Dubai

Health insurance in Dubai is regulated by the Dubai Health Authority (DHA) and is mandatory for all residents, including nationals, expatriates, employees, their dependents (spouses, children, domestic workers) and sponsors. The government of Dubai issued the health insurance law no 11 in 2013 to implement the mandatory health insurance scheme in order to ensure that all residents have access to essential healthcare services.

DHA has defined a minimum level of coverage called the Essential Benefits Plan (EBP). The EBP provides essential healthcare services and covers inpatient and outpatient treatments, emergency care, maternity services, and medication. Insurance coverage can be obtained from approved private insurance providers in Dubai and DHA maintains a list of approved insurers that offer health insurance plans compliant with the regulations.

Employers are responsible for providing health insurance coverage to their employees. The cost of insurance is typically borne by the employer, although it can be shared between the employer and employee. Once enrolled in a health insurance plan, individuals receive an insurance card, which they present at healthcare facilities to receive medical services.

Insurance plans often have a network of healthcare providers, including hospitals, clinics, and pharmacies, where policyholders can receive medical services at discounted rates. It's important to check the network coverage while selecting a health insurance plan. Health insurance policies typically have an annual renewal process. Failure to comply with the health insurance regulations may result in penalties for both employers and individuals.

Government Insurance Program:

Dubai Health Insurance Corporation (DHIC) has unified all government health insurance systems under one umbrella known as Unified Gov. Programme – Enaya. This unification covers all Dubai nationals and the Government of Dubai employees. Following the move there will be one table of benefits to ensure health and well-being for all members. Enaya is administered by third-party administrators under the supervision of DHIC.

eClaimLink: a tool aiming to unify and centralise patients' health data



eClaimLink is the eClaim initiative of Dubai Health Insurance Corporation that has established and implemented a unified healthcare language and communication scheme across the Emirate and which provides a centralised health data tracking system. eClaimLink facilitates the exchange of financial and clinical information between payers, providers, patients and authorities, and provides DHA with the information needed to organise, strategise and optimise the healthcare ecosystem in Dubai.

Impacts of the eClaimLink programme



Exchanging health and financial information Organising, monitoring and intervening

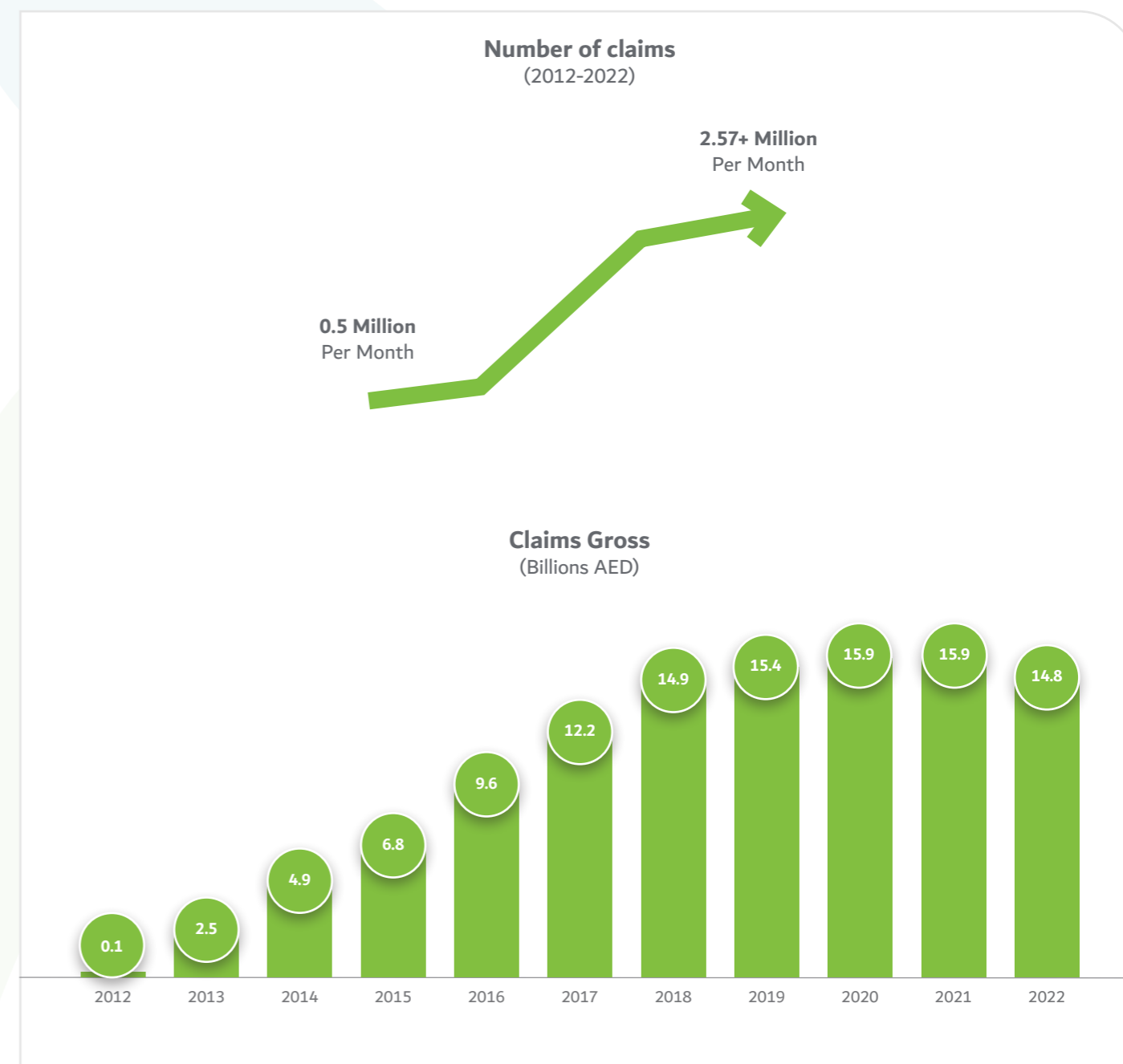


Other initiatives within eClaimLink include:

- eClaims • ePrescription • eAuthorisation and eEligibility • eReferral

Providers and payers are required to complete the registration process and enrollment once they have completed the licensing procedure with either DHA, MOH, or DOH.

Dubai Health Insurance Corporation eClaimLink in Numbers - 2022



DRG: a new pricing system for healthcare services

Dubai Health Authority has adopted the International Refined Diagnosis Related Groups (IR-DRGs) for inpatient hospital payment, which bundle inpatient hospital services into a single group for each inpatient stay. The DRG provide a flat perdischarge payment that varies based on diagnoses, severity, and procedures performed.

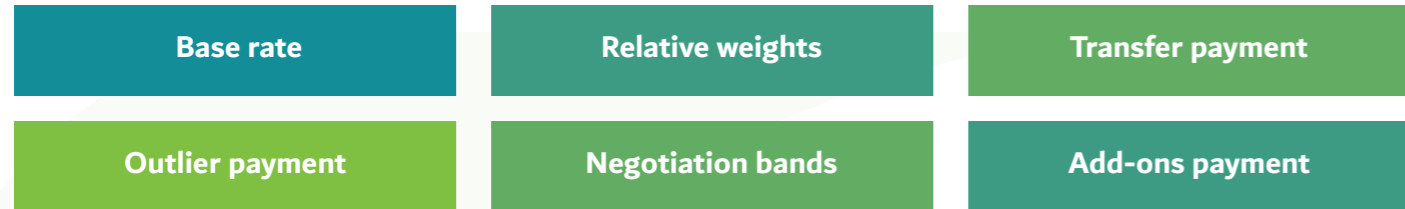
DRGs are used for two purposes:



Several types of services are included in the DRG, such as:



The DRG payment system uses a series of parameters for calculating the specific payments to be made to hospitals for each inpatient stay:



EJADAH

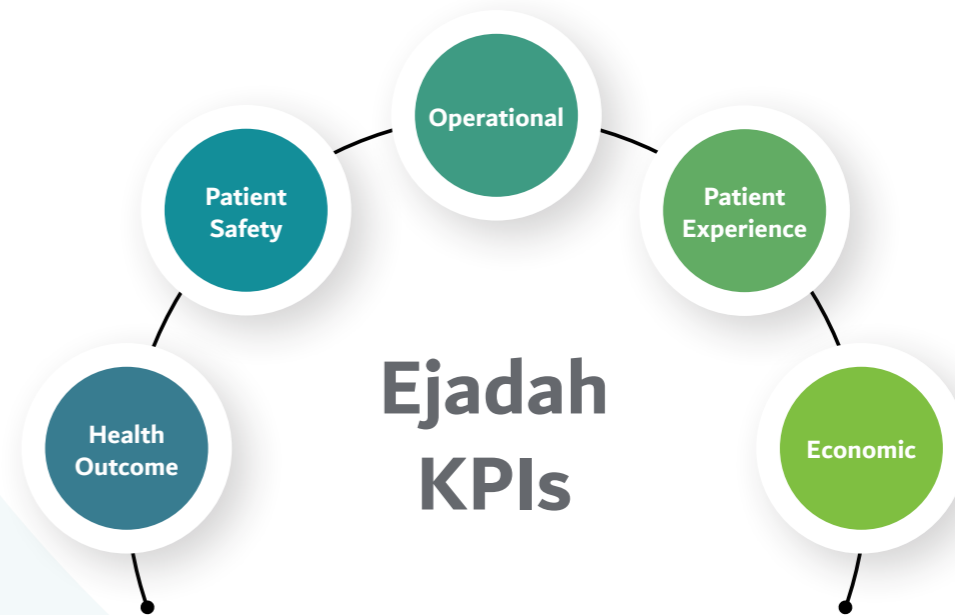


The initiative aims to standardise quality, improve access to care and ensure efficiency

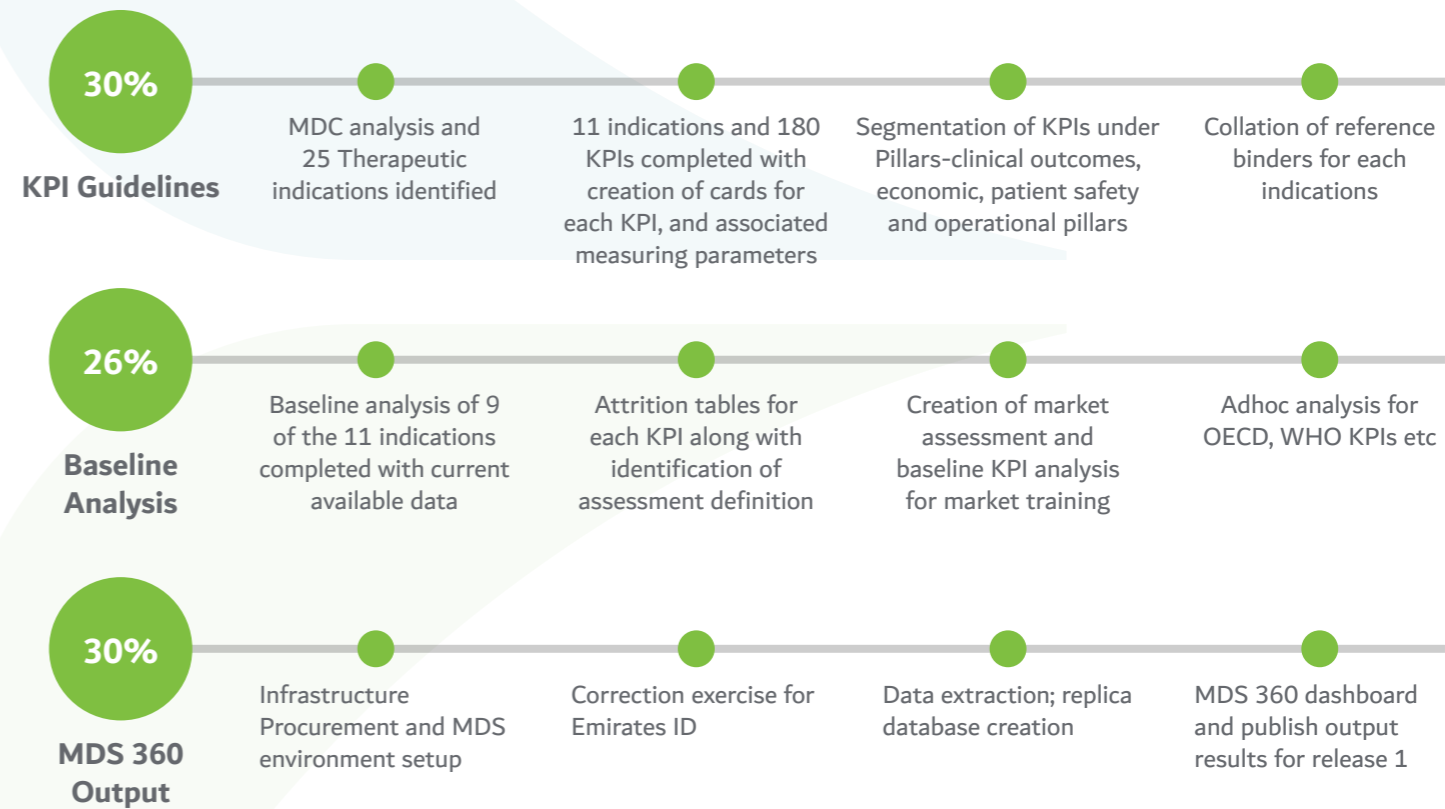
Ejadah is a performance management framework to enable the monitoring of healthcare activities in Dubai.

Through the development of a system of KPIs, all healthcare facilities (hospitals and clinics), physicians and insurance companies will be rated for the quality of their service based on information collected by Dubai Health Authority (DHA) and reviews by patients, payers, and providers.

Healthcare facilities, physicians and insurance companies will all be monitored as part of this system.



Progress Update



Importance of EJADAH for stakeholders in the healthcare stakeholders

DHIC Vision



- Accessible and integrated healthcare
- A protected public health
- Access to health services
- Improved services quality
- Improved health status
- A dynamic and innovative health sector



Centered Around Patients



Patients

- Healthcare focussed on a patient centered model
- Improved healthcare quality
- Higher patient satisfaction

- Better informed patients
- Inclusion of patient voice through PROMs
- More focus on prevention and staying healthy



Providers

- Higher focus on following evidence-based healthcare practice
- Improvement in quality of healthcare services

- Consistent delivery of services across providers
- Reduction in medical errors
- Higher patient satisfaction



Payor Networks

- Justified payment for outcomes
- Promote cost-effective treatment options
- Treatment driven by 'medical-necessity'

- Comparison across providers in network
- Higher beneficiary satisfaction with plans



Government

- Improved oversight and monitoring of the healthcare ecosystem
- Data driven comparison of provider services (EJADAH KPIs)

- Improvement of healthcare delivery standards
- Benchmark healthcare standards with OECD countries



The Dubai Health Authority seeks, through its affiliated Dubai Health Insurance Corporation, to create a health system that is efficient, sustainable and transparent, by developing systems and setting regulations and procedures that serve the healthcare system and most importantly the patient. Dubai is also committed to ensuring that all residents and visitors receive the highest standards of care. Our mandatory health insurance policy not only safeguards the health and well-being of our residents and guests, but also opens up new investment opportunities for local and international healthcare providers.



Saleh Al Hashimi

Chief Executive Officer
Dubai Health Insurance Corporation

Key Points Of Contact:

isahd@dha.gov.ae

Useful Information

www.eclaimlink.ae





Health Tourism in Dubai

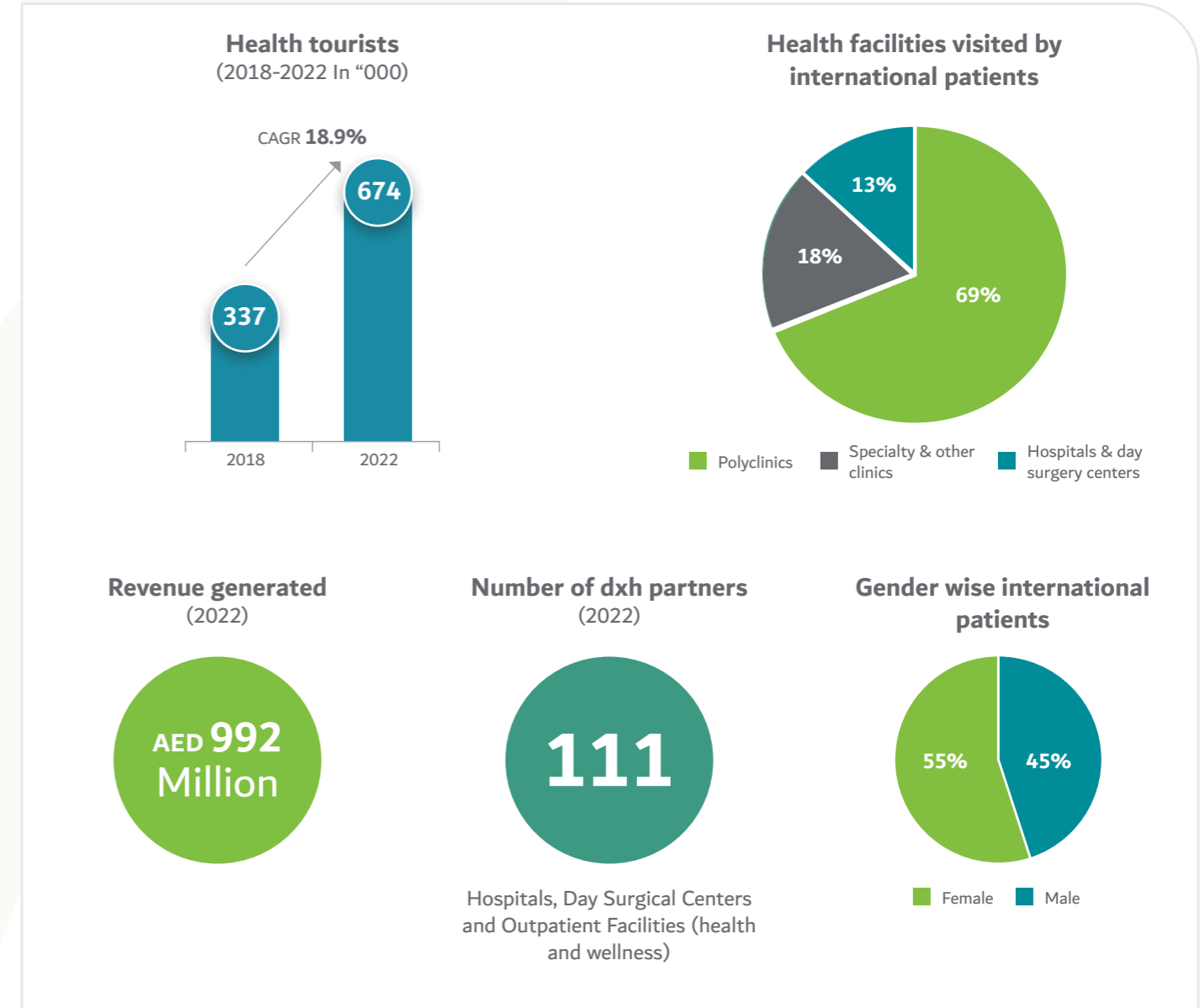
Dubai Health Experience (DXH) was launched by HH Sheikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman of the Executive Council, as a continuation of ‘Dubai, a Global Destination for Medical Tourism’.

The Health Tourism Department in DHA supports Dubai as a global health tourism destination and a gateway to the finest medical experts and premier accredited healthcare facilities. As part of its strategic plan, DXH is focussed on building strong ties with Dubai’s finest healthcare providers to create an unparalleled experience for health tourists. DXH today embraces 111 of Dubai’s leading healthcare providers. All the participating group members go through an evaluation process which involves each facility meeting rigorous requirements and standards, on-site inspections and ongoing reviews by DHA’s Health Regulation Department to ensure quality, safety and service standards for Dubai’s inbound health tourists.

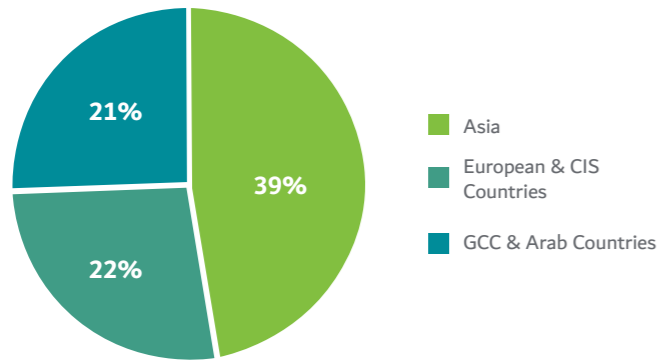
Today, Dubai is able to appeal to a wider audience who may be on the lookout for more wellbeing-related treatments in line with international benchmarks. Dubai offers a range of healthcare facilities including medical spas, integrated health and alternative treatment centres, such as homeopathy, ayurveda etc.

DXH.ae is the official website for “Dubai Health Experience” that allows visitors seeking treatment in Dubai one platform that is easy to access for information to a seamless journey.

Key Metrics Of Health Tourism In Dubai



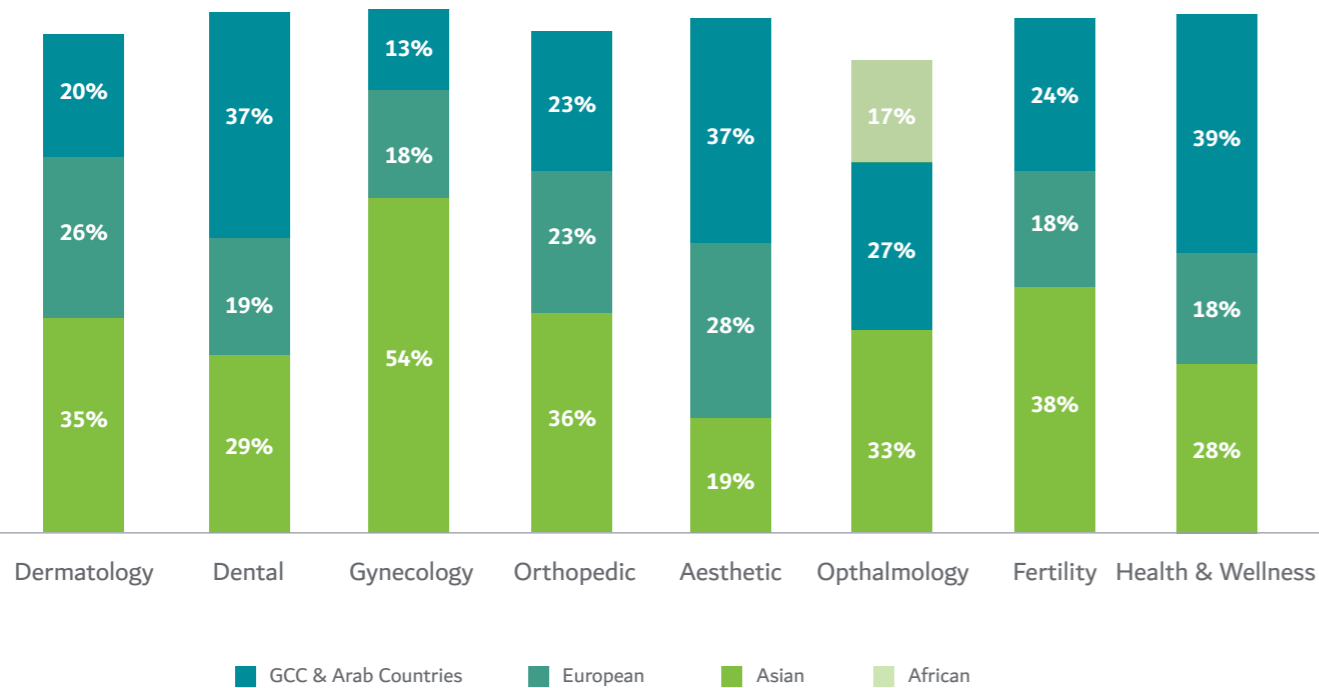
Top nationalities of health tourists



Top Source Countries



Health service utilisation split by top 3 nationalities in Dubai (2022)



Top 3 specialties for health tourism



Dubai's healthcare sector continues expanding its offerings for health tourism via its healthcare providers and renowned professionals. We aim to provide easy access to the highest quality of patient-centered care across various medical specialties. Dubai has created a very conducive journey for patients and their accompanying families and factors such as excellent infrastructure, choice of accommodation and access to world-renowned tourism options enhance overall experience.



Mohamed Almheiri
Director
Health Tourism
Department
Dubai Health Authority

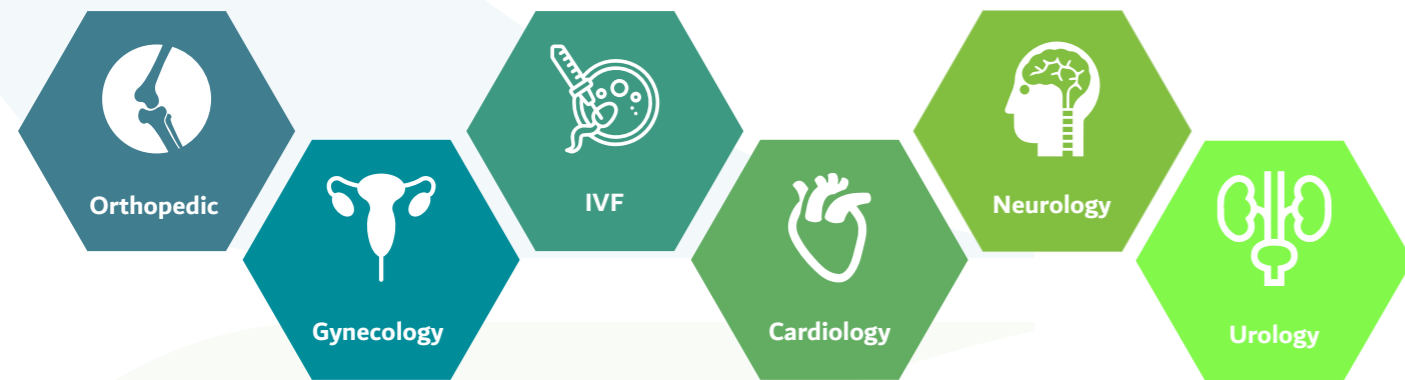
DHA has created a comprehensive health tourist journey to ensure that they enjoy the best possible experience in the city.



Second Medical Opinion (SMO)- DXH- patient journey



Specialities for DXH-SMO



Dubai is a recognised hub for health tourism



UAE in ranked #1 in the number of internationally accredited establishments by the Joint Commission International with 196 healthcare facilities



Dubai is ranked #6 globally and #1 in GCC, among attractive medical travel destinations, in the Medical Tourism Index 2020-2021

Dubai Health Experience (DXH) is part of Dubai's health tourism strategy, aiming to position Dubai as a global destination for health tourism

Dubai's excellent connectivity: under 8 hours flying time for 2/3 of the world's population.

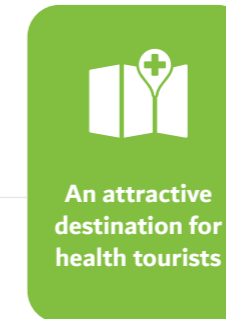
Visitors can obtain a medical tourism visa for long-term treatments through healthcare facilities.

Multi-disciplinary healthcare professionals and world-class healthcare facilities.

An alluring destination for tourists: 100% internationally accredited hospitals.

56,239 healthcare professionals from 110 nationalities.

Languages spoken by licensed professional-63



A government led initiative -DXH is a prestigious brand conceived by DHA.

Second medical opinion provided by select partners on DXH.ae.

A comprehensive patient protection plan including charter of patient's rights and responsibilities and a medical complaints procedure.

111 healthcare providers are recognised and approved by DHA as a DXH group member

Host of the Arab Health Exhibition & Congress for over four decades.

140 airlines directly connecting Dubai to 260 destinations.

Hub for health education and scientific study in the broader MENA region.



DXH.ae the official health tourism website and the DXH app, designed to allow health tourists access to information anytime, anywhere.

Collaboration with key travel and government departments to position Dubai as a top destination for health tourism internationally.

Health tourism education and training platform in conjunction with Dubai college of tourism.

Key Points Of Contact:

Health Tourism Department
800 342 | medicaltourism@dha.gov.ae

Useful Information

Dubai Health Experience (DXH): www.dhx.ae



Dubai Economic Development Corporation

Dubai Economic Development Corporation (DEDIC) is a newly formed entity established to execute the Dubai Economic Agenda “D33”, strengthening Dubai’s position as the **#1** destination for FDI.

VISION

Dubai Economic Development Corporation (DEDIC), the Economic Development arm of Dubai Economy and Tourism, is mandated to execute the Dubai Economic Agenda (“D33”).

MISSION

DEDIC’s key goals include enhancing Dubai’s economic competitiveness, implementing economic development plans, and supporting the diversification and sustainability of the emirate’s economy.

DEDIC is committed to support global and local businesses, in addition to investors in their pursuit to establish or expand upon their presence in Dubai in matters related to business incorporation, registration, government-related processes, licensing, bulk visas etc.

D33 aims to double the size of Dubai’s economy over the next decade and consolidate its position among the top three global cities.

Dubai’s Robust Economy



As we enter the era of D33, the convergence of digital technology, data analytics, and healthcare holds unprecedented opportunities for investors in Dubai. By capitalising on this transformative trend, investors can tap into a flourishing healthcare ecosystem that is poised for exponential growth. Dubai’s strategic location, state-of-the-art infrastructure, and visionary leadership foster an environment conducive to innovation and collaboration. With a robust regulatory framework and a thriving healthcare sector, Dubai provides a fertile ground for investors to realise their ambitions. By embracing D33, investors can unlock the potential of cutting-edge technologies such as artificial intelligence, telemedicine, and digital health solutions, revolutionising healthcare delivery and improving patient outcomes. As the #1 destination for FDI for the second consecutive year, Dubai stands ready to facilitate and support investors in their journey towards shaping the future of healthcare.



HE Hadi Badri
Chief Executive Officer
Dubai Economic
Development Corporation

Dubai's resilient and diverse economy offers an exceptional environment for investors



Dubai is the first, globally, in terms of resilience according to the United Nations across 117 indicators, with one of the highest GDP per capital growth rates globally post COVID-19

Over 95% of Dubai's GDP comes from non-oil based sectors, showcasing a well-diversified economy that is sustainable over time

The strategic vision and continued investment into Dubai's economy through D33, aims to double GDP by 2033

Dubai is a leader in attracting FDI

Dubai continued to lead the region and sustain its top ranking amongst leading global cities in FDI performance:



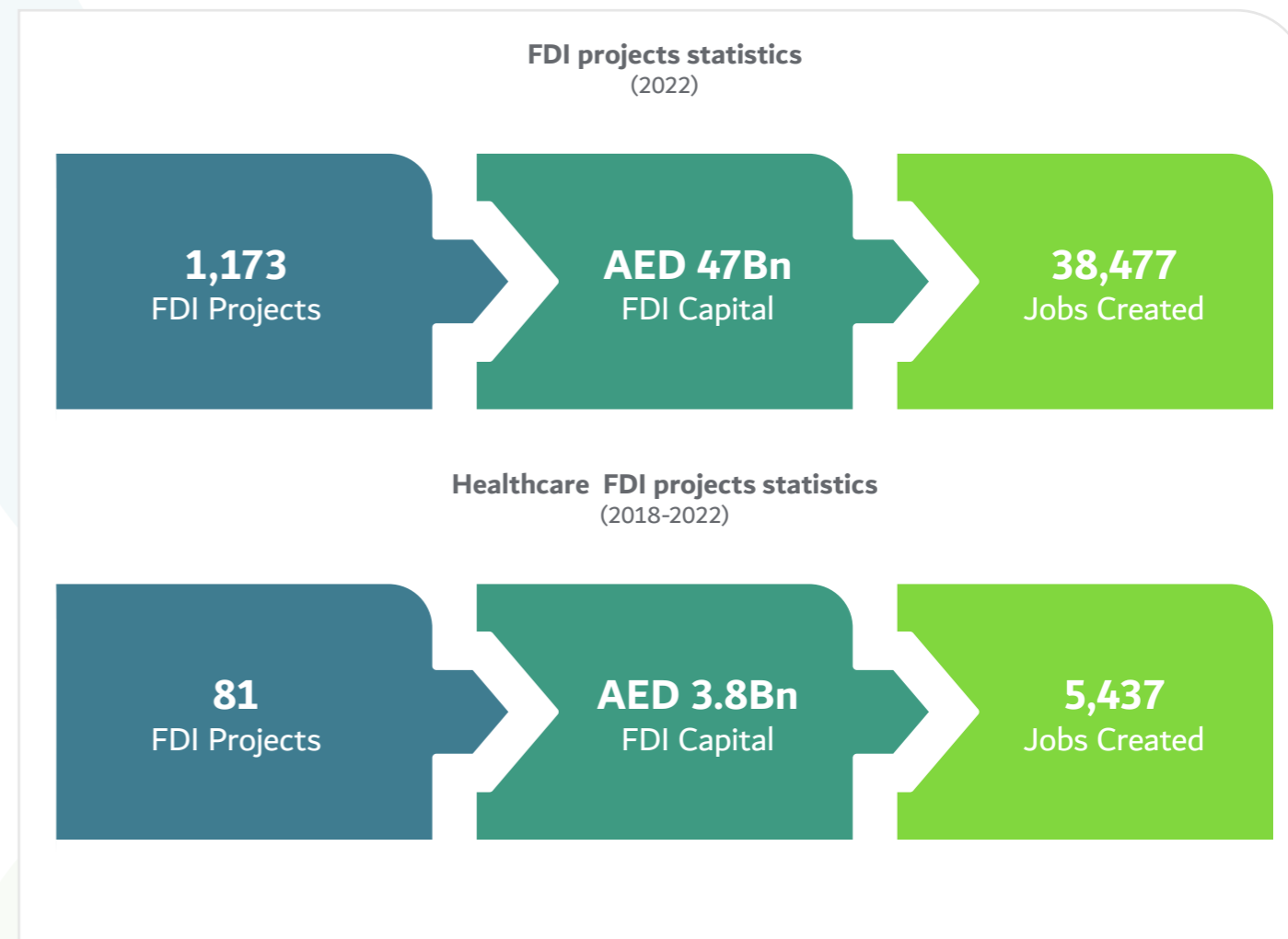
Dubai ranked #1 globally for attracting Greenfield FDI projects in 2022, for the second consecutive year, further reinforcing its position as the world's top foreign direct investment hub

In 2022, Dubai also ranked #1 globally in attracting Greenfield FDI projects and jobs created through Greenfield FDI in Healthcare which includes Medical devices and Pharmaceutical sectors while ranking 2nd globally in FDI capital

Dubai was ranked 1st globally in Greenfield FDI Projects, this includes Healthcare, Medical devices and Pharmaceuticals sectors in the last five years 2018-2022

As per Kearney's 2023, **Foreign Direct Investment Confidence Index**¹, UAE ranked 18th globally, while under the emerging markets category UAE ranked 3rd after China & India.

FDI projects statistics



1. Source: [Kearney](#), Dubai FDI Monitor, FDI markets

Key Points Of Contact:

Investment Promotion Team
ia.dedc@dubaidet.ae

Useful Information

Social Media



Visit Website: dubaitourism.gov.ae





Free Zones

Dubai Healthcare City



Dubai Healthcare City (DHCC) is a specialised free zone in Dubai that is dedicated to the advancement of healthcare services, medical education, and research. Established in 2002, DHCC has played a significant role in shaping the healthcare landscape in the region and attracting international expertise to the Emirate.



Infrastructure and Facilities: DHCC covers a sprawling area of 4.1 million square feet and offers state-of-the-art infrastructure, including modern clinics, hospitals, research centres, and academic institutions. It provides a comprehensive range of healthcare facilities to meet the diverse needs of patients.

Medical Education and Research: DHCC is home to leading educational institutions and research centres, including medical colleges, nursing schools, and postgraduate training centres. It offers specialised programs for healthcare professionals, fostering the development of a highly skilled workforce.

Multidisciplinary Healthcare Hub: DHCC houses over 160 clinical partners, including hospitals, outpatient medical centres, and diagnostic laboratories. These partners cover a wide spectrum of specialties, such as cardiology, orthopedics, oncology, pediatrics, and many more.

Global Healthcare Providers: DHCC attracts renowned international healthcare providers and professionals, contributing to its diverse and multicultural environment. Medical experts from various countries collaborate, exchange knowledge, and deliver world-class healthcare services.

Achievements

1 International Accreditations: DHCC has received several international accreditations and certifications for its healthcare services and facilities. These include accreditations from the Joint Commission International (CI), ensuring compliance with international quality standards.

3 Medical Tourism Hub: DHCC has become a popular destination for medical tourism, attracting patients from around the world seeking high-quality healthcare services. The presence of world-class medical facilities, renowned healthcare professionals, and a supportive ecosystem makes DHCC an ideal choice for medical travellers.

5 Strategic Partnerships: DHCC forms strategic partnerships with international healthcare organizations, academic institutions, and government entities. These partnerships facilitate knowledge exchange, research collaboration, and the implementation of best practices in healthcare delivery.

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Centre of Excellence: DHCC has established itself as a center of excellence in specialised medical fields. It has renowned centres dedicated to areas such as diabetes care, fertility and reproductive medicine, dentistry, ophthalmology, and orthopedics etc.

Research and Innovation: DHCC actively promotes research and innovation in healthcare. It collaborates with research institutions and encourages studies and clinical trials, leading to advancements in medical treatments and procedures.

Focus on Wellness and Prevention: DHCC places emphasis on preventive healthcare and wellness promotion. It offers a range of programs and services dedicated to promoting a healthy lifestyle, disease prevention, and early detection.

Dubai Healthcare City (DHCC) continues to evolve as a leading healthcare destination in the region, combining world-class healthcare services, medical education, and research. Its focus on innovation, international collaborations, and patient-centric care has made it a hub for cutting-edge medical advancements and a catalyst for the development of the healthcare industry in Dubai.

Dubai Science Park



Founded in 2005, Dubai Science Park is a vibrant, holistic business district, part of TECOM Group PJSC dedicated to supporting customers in the life-sciences, energy, healthcare, agricultural technologies and environmental sectors. Since its inception, the community has grown to more than 450 companies, employing over 5,500 professionals in the sciences, energy and environmental sectors.

Dubai Science Park is a global ecosystem that serves the entire value chain of the science, health and pharma sectors. Home to global MNEs, SMEs and start-ups, the hub contributes to Dubai's knowledge and innovation economy and its status as a medical tourism destination.

Through fostering growth, creativity, research, and innovation in the areas of human science, plant science, material science, environmental science and energy science, Dubai Science Park aims to play a significant role in facilitating a more sustainable and self-sufficient future that maximises the use of indigenous resources and talent.

The district is strategically aligned with government initiatives including 'We are the UAE 2031', Dubai Research and Development (R&D) Programme, and Dubai Economic Agenda 'D33' to encourage positive disruption in the healthcare industry and grow the local supply chain of the life, environmental, and energy sciences sectors.

Dubai Science Park Master Plan

Dubai Science Park's latest masterplan comprises of a warehouse complex, a twin-tower office, a laboratory complex, The Villa Lantana residential development, My City Centre Mall, Smart Start Nursery, Repton School Al Barsha, Neuro Spinal Hospital, Holiday Inn & Suites and The S Hotel Al Barsha.

Top five business activities at Dubai Science Park

Life Sciences & Healthcare



Therapeutics



Medical / scientific devices / equipment



Speciality supplies



Life science services

Energy & Environment



Renewable Energy

Key partnerships contribute to a smooth set-up process at Dubai Science Park

UAE Ministry of Health.
The Executive Council.
Al Jalila Foundation.
Clean Energy Business Council.

Dubai FDI.
Mohammed Bin Rashid University of Medicine and Health Sciences.

Our new office at Dubai Science Park has provided us with the perfect opportunity to relocate to a new home with state-of-the-art infrastructure and access to key industry players. This will enable us to expand our local footprint in the UAE and demonstrate our support for the government's ambition to drive and accelerate sustainable development in healthcare, aligning with 'We the UAE 2031' vision.



Sameh El Fangary
President
GCC and Pakistan Cluster
Astrazeneca

Dubai Science Park has numerous advantages for investors in life sciences and healthcare related sectors

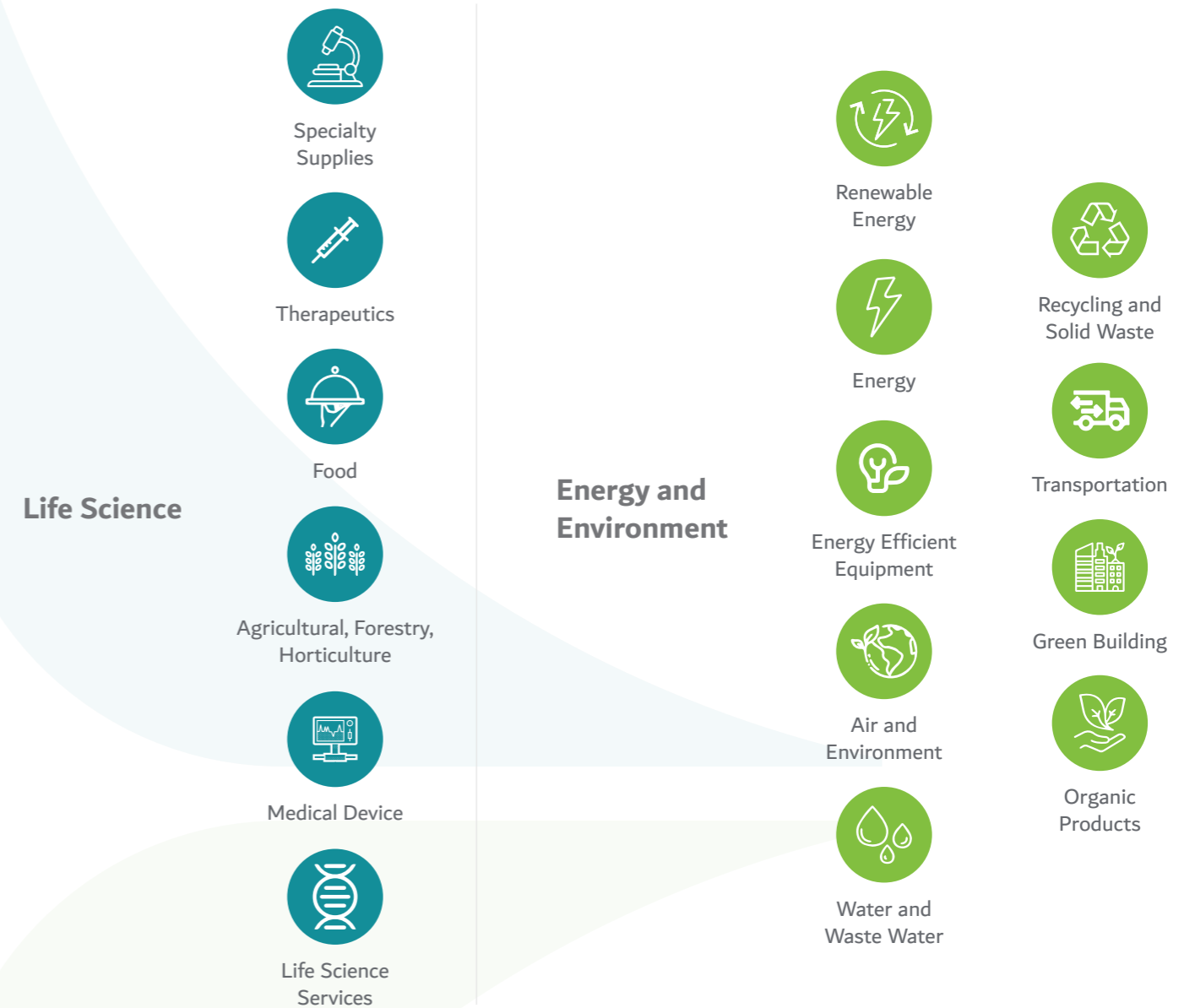


Healthcare will remain among Dubai and the UAE's socioeconomic priorities in the coming years, but industry innovation will reshape the way in which patient services are delivered. I am proud to say Dubai Science Park, a member of TECOM Group PJSC that is home to 450 customers and 5,500 professionals, is a key player in shaping the future of healthcare not only in the UAE, but across the world. Our holistic ecosystem nurtures the creation of a value chain that links partners in the wellness, med-tech, and pharmaceutical segments to collaborate for globally viable healthcare solutions. Dubai Science Park also enables innovation and disruption through partnerships with government, academia, and industry giants, in line with the Dubai Economic Agenda 'D33' and the Dubai Research & Development Programme. We are committed to paving the way for a future with smarter and more patient-centric healthcare for people in the UAE, the region, and the world.



Marwan Abdulaziz Janahi
Senior Vice President
Dubai Science Park (Part of TECOM group)

Segments and Activities











With Medtronic being the leader in medical technology globally, we looked for a business hub for our regional offices that allows us the opportunity to interact with different players in the industry working in healthcare but also in the technology sphere. Dubai Science Park has played the role of a specialised community that has supported Medtronic's expansion and investment in the United Arab Emirates and in the region. Dubai Science Park has also served as a major facilitator in allowing Medtronic to explore options on accessing the UAE markets directly and has supported with relevant market data accordingly. Our partnership with Dubai Science Park has fostered collaboration with different healthcare authorities to allow us to reach our goal of transforming healthcare. The leadership team at Dubai Science Park proactively reach out and are very interactive and collaborative.



Majid Kaddoumi
Senior Vice President
Middle East, Africa, Central
Asia and Turkey & Central
and Eastern Europe
Medtronic

Dubai Science Park is home to more than 400 companies and 4,000 industry professionals

| | 2014-2015 | 2016-2017 | 2018-2019 | 2020-2021 | 2022-2023 |
|---|--|---|---|--|--|
| Dental Clinic | | | | | dental studio  |
| Diagnostics & Analysis |   | | | | |
| Fitness Centre | | | |  | |
| General Hospital | | | |  | |
| Life Science Services | |  | |    |  |
| Medical / Scientific Devices or Equipment |      |      |   |   |     |
| Physiotherapy | | | | |  |
| Polyclinic | | | | |   |
| Specialty supplies | |  | |    |  |
| Therapeutics |       |    |      |           |           |
| Therapeutics and Medical Devices | | | |  | |

Other Free zones



Dubai Multi Commodities Centre

The Dubai Multi Commodities Centre (DMCC) is a free trade zone and business district in Dubai, United Arab Emirates. Established in 2002, DMCC serves as a global hub for commodity trade, providing a supportive business environment for companies involved in the commodities sector. It offers a wide range of services, infrastructure, and facilities to promote trade, facilitate business growth, and attract international investments. (DMCC) plays a crucial role in fostering the growth and development of the commodities sector in Dubai and the wider region. By providing a conducive business environment, modern infrastructure, and a range of support services, DMCC attracts companies from around the world, enabling them to thrive and contribute to the global commodities trade.



Jebel Ali FreeZone

Jebel Ali Free Zone is the largest and most well-known free zone in Dubai. It covers an expansive area and is situated near the Jebel Ali Port, which is the largest man-made port in the Middle East. JAFZA provides a wide range of business opportunities, including manufacturing, trading, logistics, and services.

Dubai Silicon Oasis

Dubai Silicon Oasis is a technology-focused free zone that aims to foster innovation and technological advancement. It offers a conducive environment for companies operating in the semiconductor, microelectronics, information technology, and other high-tech sectors. DSO provides state-of-the-art infrastructure and a range of amenities for businesses.



Dubai Airport Freezone

Dubai Airport Freezone (DAFZA) is one of the most renowned and successful free zones in Dubai. Established in 1996, it holds a prime location near the Dubai International Airport, one of the busiest airports globally, providing easy access to international markets. DAFZA has consistently played a pivotal role in promoting foreign investment and driving economic growth in the region.

Achievements

Awards and Recognition: DAFZA has been consistently recognized for its excellence and contribution to the business community. It has received prestigious accolades such as the Global Free Zone of the Year by the Financial Times' FDI Magazine multiple times.

Innovation and Technology: DAFZA places a strong emphasis on innovation and technology-driven growth. It has implemented advanced technologies, including smart solutions and digital platforms, to enhance operational efficiency and provide an optimal business environment.

Strategic Partnerships: DAFZA actively engages in strategic partnerships and collaborations with industry associations, government entities, and educational institutions. These collaborations foster knowledge exchange, research and development, and the creation of new business opportunities.

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Business Support Services: DAFZA offers a comprehensive range of business support services to facilitate the growth and success of companies. These services include simplified company setup procedures, streamlined visa processing, customisable office spaces, access to a robust logistics network, and specialised training programs.

Sustainability Initiatives: DAFZA is committed to sustainable practices and has implemented several green initiatives. These include energy-efficient infrastructure, waste management systems, recycling programs, and awareness campaigns to promote environmental responsibility among businesses and employees.

Attract Foreign Companies: DAFZA continues to attract companies from around the world due to its strategic location, robust infrastructure, business-friendly environment, and comprehensive support services. Its impressive track record and commitment to innovation have solidified its position as a leading free zone globally.

Key Statistics



Area and Infrastructure: DAFZA spans over 1.2 million square meters, offering modern and purpose-built facilities to meet the diverse requirements of businesses. Its infrastructure includes offices, warehouses, light industrial units, and showrooms.



Business Portfolio: DAFZA hosts a diverse range of industries, including aviation, aerospace, electronics, pharmaceuticals, logistics, e-commerce, and more. It houses over 1,800 companies from various countries, fostering a rich multicultural business environment.



Economic Impact: The free zone has made significant contributions to Dubai's economy. DAFZA accounts for around 8% of Dubai's total trade volume and generates substantial foreign direct investment (FDI) inflows. It has played a crucial role in strengthening Dubai's position as a global trade and logistics hub.



Employment Opportunities: DAFZA has created numerous job opportunities for both UAE Nationals and expatriates. It employs over 23,000 professionals who contribute their expertise to diverse industries within the free zone.



Dubai South

Dubai South, also known as Dubai South Development or Dubai South City, is a major urban development project located in the southern part of Dubai, United Arab Emirates. It is a dynamic and integrated master-planned city designed to serve as a hub for various sectors, including logistics, aviation, trade, and exhibition.



Location

Dubai South is situated strategically near the Al Maktoum International Airport. It is positioned at the crossroads of Asia, Europe, and Africa, making it a crucial logistics and trade hub.



Logistics District

One of the main components of Dubai South is its Logistics District. It is a vast area dedicated to logistics and transportation activities, including warehouses, distribution centres, and logistics service providers.



Aviation District

Dubai South is home to the Aviation District, which focuses on the aviation industry and related services. It includes facilities for aircraft maintenance, repair, and overhaul (MRO), aviation training institutes, and other aviation-related businesses. The district supports the growth of the aerospace industry and aims to become a regional aviation hub.



Residential and Commercial Areas

Dubai South features residential communities and commercial zones to cater to the needs of residents, businesses, and visitors.



Business Park

The Business Park within Dubai South provides a vibrant environment for businesses and entrepreneurs. It offers flexible office spaces, co-working facilities, and business support services, making it an attractive destination for startups, small and medium-sized enterprises (SMEs), and larger corporations.



Exhibition and Convention Centre

Dubai South boasts the Dubai Exhibition Centre (DEC), which is a state-of-the-art venue for exhibitions, conferences, and events.



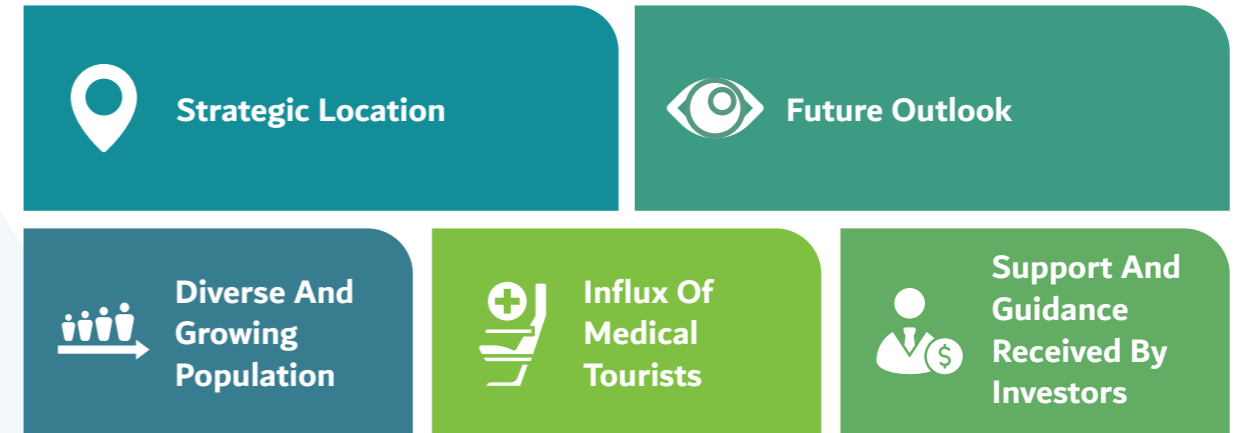
Sustainability and Smart City Initiatives

Dubai South is committed to sustainability and is designed to be an environmentally friendly and smart city. It incorporates green building practices, energy-efficient infrastructure, and smart technologies to optimise resource usage and enhance the quality of life for its residents and businesses.

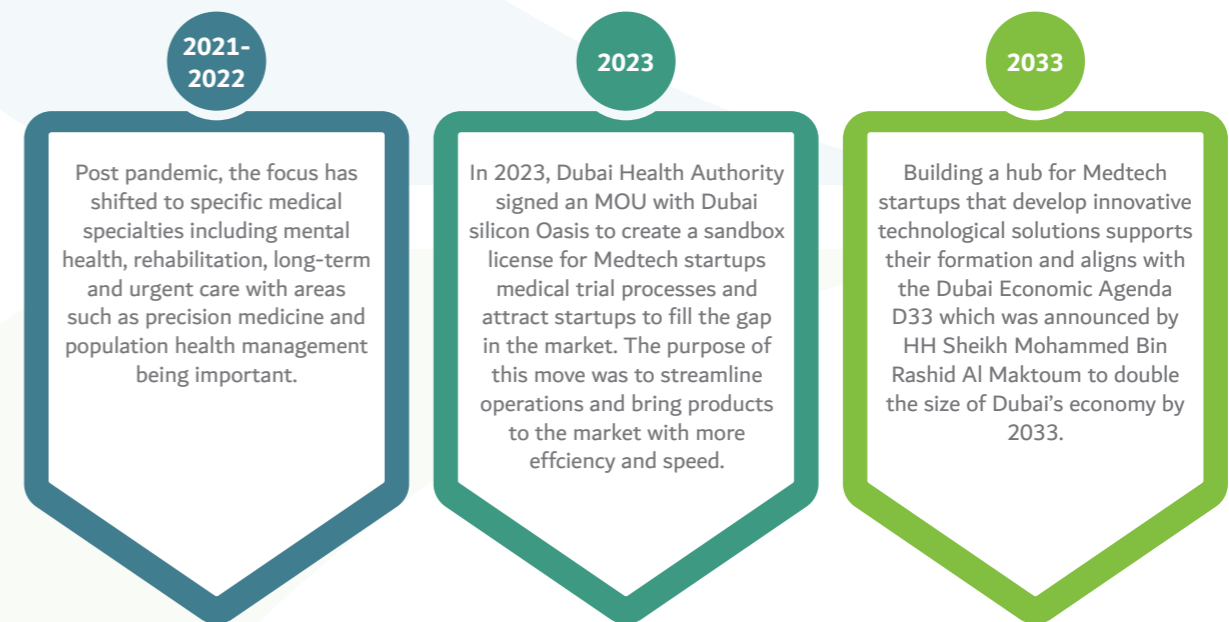


Innovation & Medtech Startups

The emirate of Dubai has become a desirable and favorite investment destination due to several reasons:



Dubai's investment-friendly ecosystem and ease of doing business have resulted in increased FDI inflows to the country and made it conducive for international healthcare startups to make Dubai their home. Major players in healthcare industries from different parts of the world are encouraged to invest in Dubai specifically medtech startups specialised in medical devices, diagnostics and digital health.



“Dubai Integrated Economic Zones Authority (DIEZ) is keen to support the growth of Dubai's healthcare sector by enhancing investment opportunities for healthcare businesses, driving the formation of healthcare start-ups, and accelerating innovative technological solutions. Our partnership with the Dubai Health Authority (DHA) seeks to provide business packages, services, and incentives to companies within the healthcare sector to increase the flow of investments and offer an ideal environment to facilitate innovation, research, and development. This aligns with our commitment to directly serving Dubai's Economic Agenda (D33) and future aspirations and bolsters the Emirate's efforts to achieve competitiveness in the healthcare sector.”



HE Dr. Mohammed AlZarouni
Executive Chairman
Dubai Integrated Economic Zones Authority (DIEZ)



Investor Success Stories

In Dubai, several investor success stories illuminate the thriving business landscape. These ventures not only amplify the investors' portfolios but also contribute significantly to Dubai's economy and healthcare growth, showcasing the city's appeal as a hub for innovation and entrepreneurial endeavours.

The guide dwells into the success mantra of some of these healthcare entities to understand their vision, journey, growth in focus segments and valuable advice to new investors.

Aviv Clinics



Describe your successful investor journey in Dubai

Our journey in Dubai has been a rewarding experience, and a significant part of this journey's success is attributed to our strategic partnership with DP World. We are deeply honoured and privileged to have partnered with a global leader of DP World's calibre.

Choosing the right partner is undeniably one of the most critical factors in a successful investor journey. DP World's unwavering support and extensive network have played a pivotal role in helping us navigate the complex business landscape of Dubai. Their deep understanding of the local market dynamics and global reach has been instrumental in our growth.



The synergy between Aviv Clinics Dubai and DP World extends beyond business; it's rooted in shared values and a mutual commitment to excellence. We are aligned in our dedication to innovation, sustainability, and enhancing the well-being of the UAE community and individuals in the region.

In addition to our partnership with DP World, our journey in Dubai has been characterised by relentless dedication to delivering cutting-edge healthcare services. We have consistently invested in state-of-the-art technology, attracted top-tier medical professionals, and maintained a patient-centric approach.

Our success, we believe, is measured not only in financial terms but in the tangible positive impact on the health and quality of life of our patients in Dubai and beyond. We have built a reputation for delivering world-class healthcare services, pivotal in our growth and recognition as a leading healthcare provider in the region.



What motivated you to choose Dubai as your investment destination?

Aviv Clinics' selection of Dubai as its destination stems from our unwavering dedication to innovation and the city's cutting-edge healthcare ecosystem. Our partnership with DP World stands as a cornerstone of this decision, as it harmoniously merges our healthcare innovation objectives with DP World's expertise and influence, paving the way for ground-breaking healthcare solutions.



Dubai's unique combination of diversity, growth prospects, and a strong emphasis on healthcare innovation harmonises perfectly with Aviv Clinics' core mission. The city's state-of-the-art infrastructure, patient-centric approach to care, and robust healthcare regulations render it an optimal location for our initiatives. Dubai's commitment to enhancing well-being aligns with our overarching mission to elevate people's health and wellness to new heights.



What advice do you have for aspiring investors looking to succeed in Dubai?

Achieving success in Dubai's healthcare industry necessitates meticulous planning, unwavering dedication, and an unrelenting commitment to excellence. Key guidance for thriving in this sector involves:



- **Prioritising Quality:** Uphold the highest standards in your products and services to stand out.
- **Regulatory Compliance:** Strictly adhere to local regulations and compliance requirements to ensure legality and trustworthiness.
- **Strategic Partnerships:** Forge alliances and partnerships strategically to leverage expertise and expand your reach.
- **Talent Attraction:** Attract top-tier talent to drive innovation and enhance service quality.
- **Innovation Embrace:** Embrace innovation to stay relevant and meet evolving healthcare needs.
- **Patient-Centered Focus:** Put patients at the core of your operations to build trust and loyalty.
- **Market Research:** Thorough market research is imperative for identifying opportunities and maintaining trust and reputation is paramount.

Wellth



What are the key reasons for your group to consider investment in wellness sector in Dubai?

As one of the largest integrated healthcare provider in the regions, Aster DM Healthcare has prioritised introducing services and facilities that can provide the complete circle of care to patients ranging from primary to quaternary care. Increasingly, we realised that most healthcare providers including ourselves have been focused completely on sick-care or providing treatment to patients who are ill, however we are not doing anything to help people stay healthy, sustain good health and prevent or delay occurrence of lifestyle diseases. This is how the concept of Wellth was born.

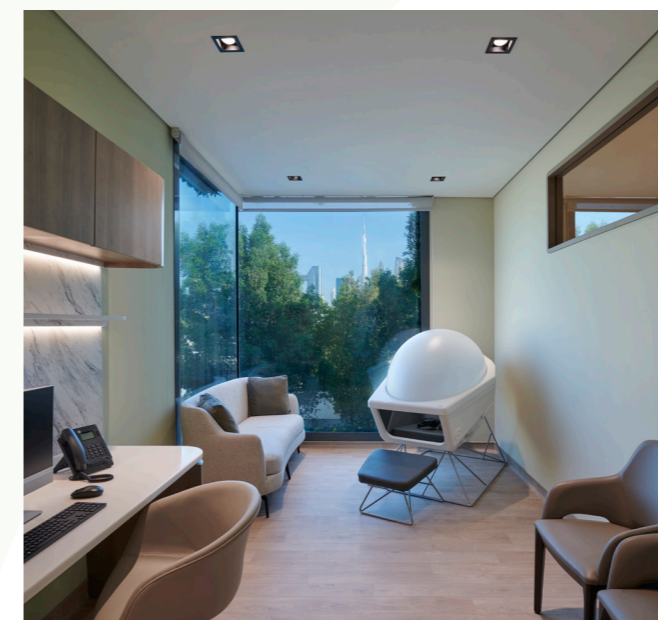


Backed by global experts like Dr. Deepak Chopra and Dr. Frank Lipman, Wellth is the region's first integrated holistic wellness centre, bringing the best of both Western medicine and Eastern healing traditions. In today's world people are looking for choices and hence the option to provide so many alternatives for evidence backed medicine under one roof was our goal.

This is also in alignment with the UAE government's vision to establish the country as a hub for international healthcare providing comprehensive solutions to people in the country as well as international health tourists.



With the global emerging wellness sector, what would be your value addition for customers who are looking for wellness related services in Dubai?



Wellth has put Dubai on the world-map for integrated wellness services at par with international facilities, known for personalised wellness solutions combined with best-in-class experience. The unique positioning of Wellth, backed by global experts like Dr. Deepak Chopra and Dr. Frank Lipman, is evidence based holistic practices combining the best of Western medicine and Eastern traditions, addressing the root cause of any health issue.

It's a transformational experience, empowering individuals to take control of their well-being and achieve true wellness. People of Dubai, the region and even international health tourists can now avail the best of Functional Medicine, Ayurveda, Chinese Medicine, Homeopathy, Anti-ageing, and other specialties, within one facility.



What key segments within the wellness sector are expected to witness growth during the next few years?



The wellness sector in Dubai is poised for significant growth in several key segments. Integrated wellness centres, offering comprehensive well-being services, are set to thrive as the importance of holistic health, preventative and wellness care, healthy ageing and managing lifestyle diseases gain importance. While quality conventional treatment methodology will still very much be in demand, wellness care will complement this and see a rise in usage given the changing population dynamics in the country and ageing demography.

Gargash Hospital



Can you share your successful investor journey in Dubai?

Gargash Hospital's journey emanates from the personal experience of its Founder & Medical Director, Dr. Husnia Gargash. She commenced her career as a Consultant in IVF, later deciding to start her maiden venture in 2010 when she opened a full-fledged IVF centre in Sharjah. The facility was able to establish itself well within the community, and received patients from Northern Emirates, Dubai and Abu Dhabi.



As the patient base was increasing in Dubai and Abu Dhabi, she wanted to provide a complete range of care for the entire family, and hence founded Gargash Hospital in Jumeirah, Dubai. From a humble beginning in 2019, today, Gargash Hospital has become a name to reckon with and has become increasingly popular among both Emiratis and Expats.



What motivated you to choose Dubai as your investment destination?

To cater to the needs of an increasing patient base, Dr. Husnia was contemplating starting a hospital, which would take care of the needs of the entire family. Ease of accessibility to the hospital – for the patients as well as the vendors - was an important consideration and hence, Dubai was the obvious choice.



According to her, what makes Dubai an excellent destination for investment is the ease of starting and expanding business. Whatever resources and assistance, a new investor requires is readily available. Whether starting a new business or expanding flourishing business, Dubai provides solutions customised to your needs.



What advice do you have for aspiring investors looking to succeed in Dubai?

According to Dr. Husnia, aspiring investors looking to succeed in the emirate should be passionate about their work, and should know where they want to be. Their hard work and perseverance will determine how far they will go. The COVID pandemic had occurred within a few months of opening Gargash Hospital. Those were challenging times, but Dr. Husnia and her team adapted quickly and thrived.



She suggests the following key factors for thriving in this sector:

- **Due diligence:** Exercise complete due diligence without fail.
- **Sector experts:** The initial team should include members with expertise in their respective fields who have knowledge and experience of Dubai healthcare market, including local regulations.



What are the new techniques / technology that you are introducing in the market?

Gargash Hospital has always strived to bring the best and the latest technological advancements for the benefit of the patients.

Gargash Hospital has a full-fledged IVF centre, complete with a state-of-the-art operation theater and IVF lab. It provides the latest IVF technologies, which yield better results.

Dubai Health Investment Guide 2024

The Dubai Health Investment Guide 2024 has been developed with the aim at fulfilling the following objectives:



Inform potential healthcare investors and operators about the attractiveness of the Dubai market.



Align investment priorities with future healthcare demands and needs.



Educate investors about the current investment ecosystem in Dubai, and the governance and regulatory framework.



Promote healthcare investment in Dubai to attract the right investments in Dubai's healthcare sector.

Conceived and developed by



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