



A VINCI Group Company



Construction Summit EMEA 2022

9 June 2022, Lisbon



- Our company and successful projects
- Challenges in the healthcare sector
- What is to come



| A WORLD REFERENCE |



**PRESENT
IN 120 COUNTRIES**



LEADING COMPANIES

*Concessions:
Autoroutes/Airports*

*Construction
Energy*



**263.000
EMPLOYEES**



**ANNUAL
TURNOVER**

*> 50.000
millions of €*





1. HEALTH



2. EDUCATION



3. AGRICULTURE AND INDUSTRY



4. COMMUNITY SERVICES



➤ Countries with projects ◀



- ANGOLA
- ARGENTINA
- BOLIVIA
- COSTA RICA
- CHINA
- DOMINICAN REP.
- ECUADOR
- EL SALVADOR
- EQUATORIAL GUINEA
- GHANA
- HONDURAS
- IVORY COAST
- LEBANON
- MALI
- NICARAGUA
- NIGER

- PANAMA
- PARAGUAY
- PERU
- SENEGAL
- UGANDA
- VIETNAM





TURNKEY PARAMETRIC HOSPITAL

- Design and Executive Project
- Construction
- Equipment
- User training
- Start-up

Own patent since 2013



➤ Parametrics Hospitals ◀



Easy to scale-up

- Usually, each service or area has a different width based on its distribution and purpose.
- **Parametric hospitals are a flexible solution**



REDUCTION CAPACITY OF EXECUTION TIME: Design, Construction and Equipment

CONVENTIONAL HOSPITAL



1 year design + 2 years building TOTAL: 3 years

PARAMETRIC HOSPITAL



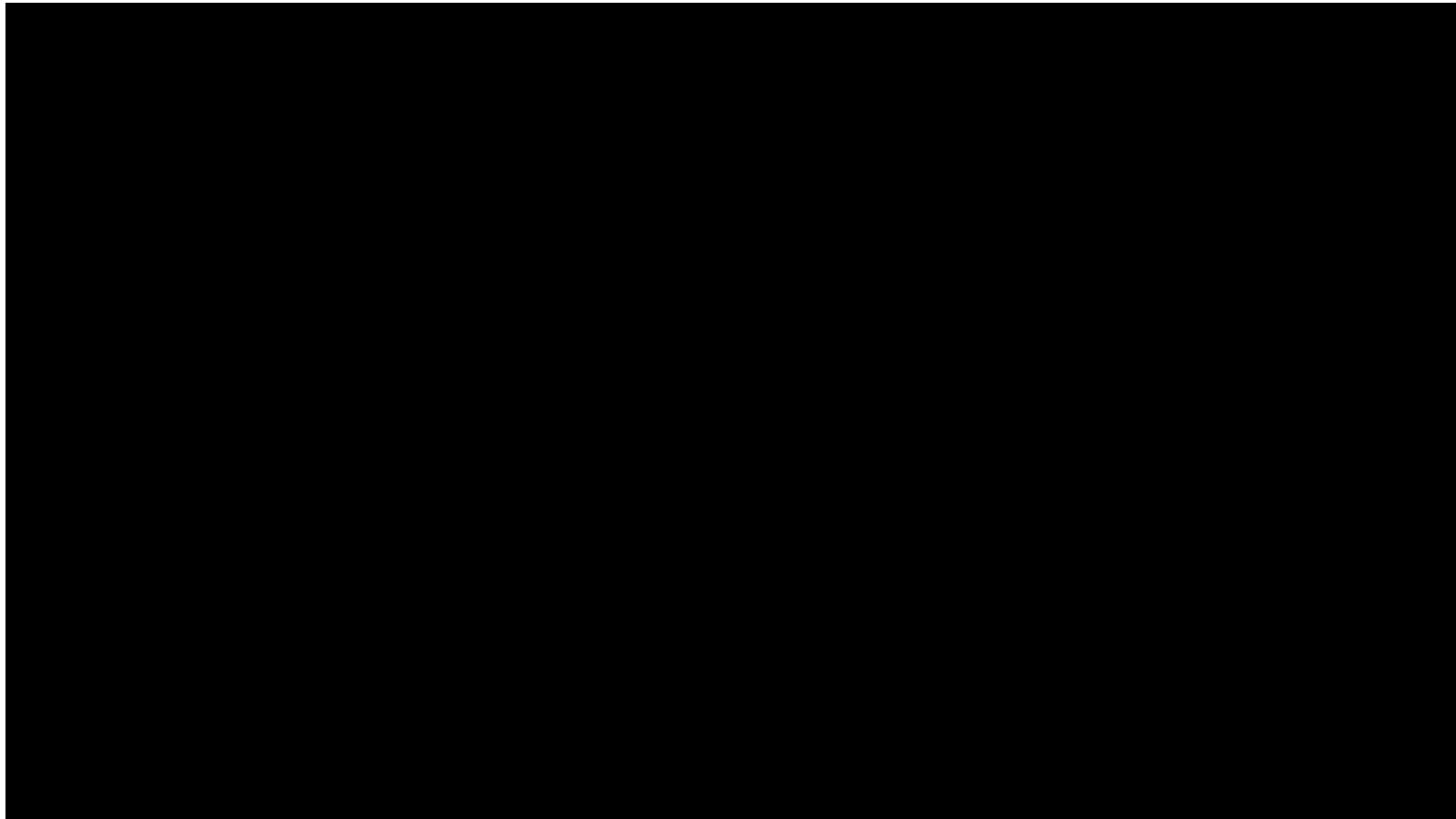
0.5 year design and 1 year building, overlapping TOTAL: 1 year

Successful Projects



REDUCTION CAPACITY OF EXECUTION TIME:

Design, Construction and Equipment





Reduction of the expected execution time:

- **PUYO Hospital**, 125 beds, 14.000 m², **executed in 14 months**.
- **MACHALA Hospital**, 200 beds, 27.434 m², **executed in 13 months**.
- **MANTA Hospital**, 202 beds, 28.037 m², **executed in 13 months**.



CLIENT:
Ministry of Health

DESCRIPTION:
200-bed parametric hospital

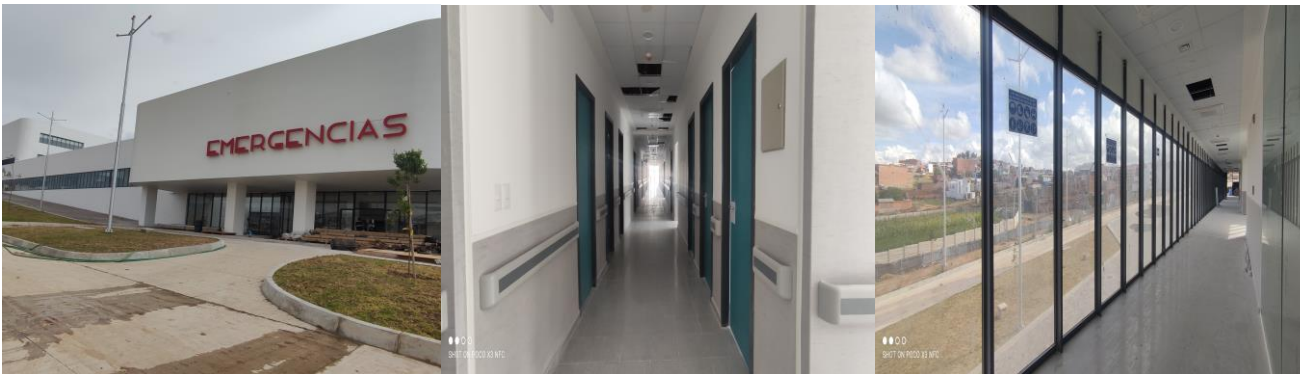
START DATE:
2017

COMPLETION DATE:
2021

Montero Hospital



Bolivia



CLIENT:
Ministry of Health

DESCRIPTION:
200-bed parametric hospital

START DATE:
2018

SCHEDULE COMPLETION DATE:
2022

Chuquisaca Hospital



Bolivia

Challenges in the healthcare sector





New competitors

- China
- India

Lack of expertise

- Construction personnel
- Health personnel

Complex contracting processes

- Bureaucratic tendering
- Absence of definition

What is to come





EPC vs PPP

- Chile and Colombia

ESG Criteria

- More resources available for Social Projects

Prices on the rise

- Shortages & Logistics bottlenecks
- Access to financing: Bonds and Export Credit Facilities



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