



شركة علي عبدالوهاب المطوع
التجارية ش.م.ك.م.
ALI ABDULWAHAB AL MUTAWA
COMMERCIAL CO. K.S.C.C.

Gustave Roussy Cancer Centre Kuwait (GRCCCK)

June 2017

About AAW



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- **Ali Abdulwahab Al Mutawa Commercial Co.**, also known as **AAW** is one of the oldest, largest and most successful retail and distribution conglomerates in Kuwait.
- AAW is a century old business with world-class operations in six diverse retail divisions, **representing over 100 global brands** in the surging Kuwaiti market.
- It's 100-years' legacy has given AAW the ability to set its cornerstones in many distribution and retail practices such as **Pharmaceuticals, Consumer Goods, Outdoor, Sports & Fashion, Furniture** and **Kitchens and Home Appliances**.

Selection of the brands AAW represents

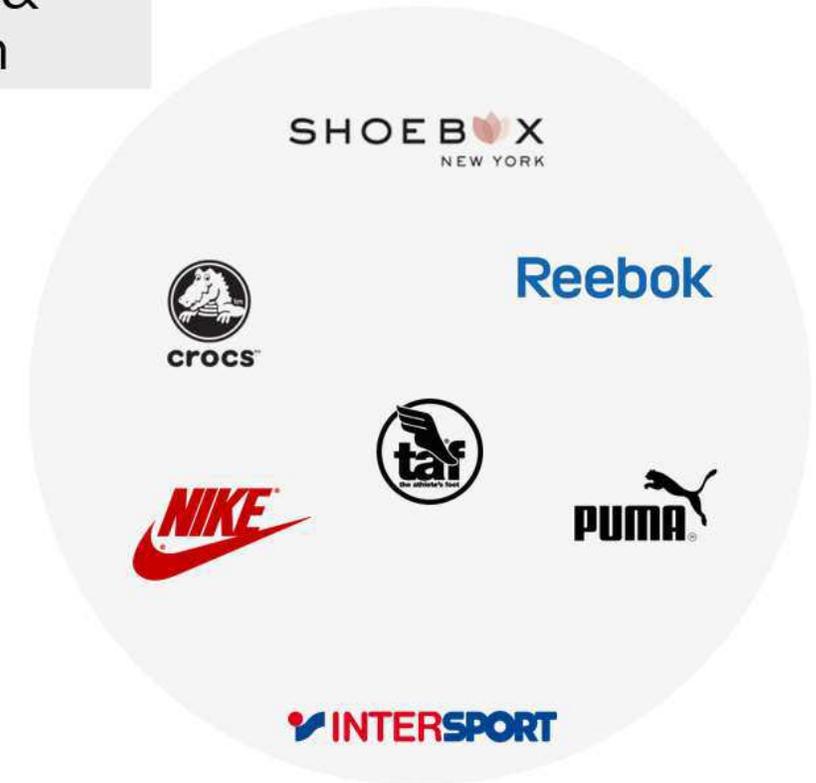


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Consumer goods



Sports & Fashion



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Kitchens & Appliances



Outdoors



Selection of the brands AAW represents



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Furniture



Pharmaceuticals



About Gustave Roussy



- **Gustave Roussy**, an oncology institute set up in **1926** by Professor Gustave Roussy, has distinguished itself from its inception by a fully integrated approach combining research, healthcare and teaching.
- Today it is among the **top 10** cancer centers worldwide fighting against cancer.
- Gustave Roussy International (GRI) is the affiliate company of Gustave Roussy the European leading comprehensive cancer centre based in Paris – France that is dedicated to promote and **transfer abroad** certain Gustave Roussy's Know How. GRI was incorporated on December 19th, 2014.

About Gustave Roussy

- Its healthcare professionals are internationally renowned specialists in all forms of cancer, at all stages and for patients of all ages.
- Gustave Roussy has expertise in complex forms of cancer, and cultivates an approach that combines cutting-edge medicine with patient care.
- Every year, Gustave Roussy welcomes 12,000 new patients and receives a total of 48,000 patients (Top1 in Europe).
- Gustave Roussy treats a full-range of patients (30% are monitored for rare complex cancer or advanced-stage cancer), conducts research and develops new therapies and passes on knowledge and know-how to the medical and scientific communities in France and world-wide (3,000 students, nurses, engineers, researchers and physicians trained annually).

About the Project

- **Gustave Roussy International (GRI)** in partnership with **Ali Abdulwahab al Mutawa (AAW)** has set up a **private, renowned and competitive Gustave Roussy Cancer Centre in Kuwait (GRCCK)** to **support Kuwaiti government efforts to face cancer challenges in Kuwait** by providing comprehensive, multidisciplinary high standard cancer care from diagnosis to treatment and follow-up.
- The GRCCK will thus provide a new perimeter of care, complementary to the public sector, with a double benefit: **reduction of patient outflow overseas**, and **improvement in access and quality care for patients in Kuwait**.
- The organization of the GRCCK is defined in complete coordination with Gustave Roussy International, based in France.

Aims of the Project

- The aim of GRCK is to **upgrade standards of quality care** in Kuwait and spread its influence over the **Middle East region**, by providing the best medical care in cancer based on **Gustave Roussy's experience and know-how**.
- To transfer medical and paramedical know how and **cutting edge technology**.
- To Provide **High-level training** to medical and paramedical staff in oncology.
- To enhance innovative care services which are **not currently offered in Kuwait**.

Added value of the project

- The main added-value of this project relies on the **French-Kuwaiti partnership** considered as a vector of cooperation between both countries.
- **Instead of attracting Kuwaiti patients to France and abroad**, the main purpose of this project is to bring French expertise to Kuwait through several levers:
 - Installation of a **permanent team** integrated with French physicians and managers at GRCK;
 - **Skills and technology transfer**, regularly fueled thanks to the organization of experts' onsite visits;
 - Helps providing additional **emotional support** by surrounding the patient with more family members who aren't initially able to accompany the patient through this journey.

Added value of the project

- Potential identification of French companies active in Kuwait that could intervene as suppliers for the GRCK and reinforce the **French Kuwaiti partnership**.
- **Reducing the Kuwaiti government's medical-social** bill that elevates to around USD 50M yearly spent on 600 patients' companions covering their travel, accommodation and living expenses.
- **Finally, this project will support local small and medium enterprises or agents** active in the field of medical devices and equipment supply, transportation, IT system and maintenance, cleaning, catering, security, etc.

Project volume & planned productive capacity

- GRCK project is expected to reach full capacity **including radiotherapy and nuclear medicine** at Year 5.
- This capacity will enable GRCK to target more than 2,000 patients per year, and this volume is expected to increase with time.

Important aspects

- **I. Project total investment value**
 - The project's value is roughly **KD 35,141,000 approx.** (€ 100,000,000); with a need of approximately **13,982,000 KD (43,109,000 €) in the initial years to launch the project** in terms of location set up, acquiring the equipment and starting the operations.
- **II. Project total projected labor**
 - In order for the GRCKK to reach its highest activity after five (5) years, it will need to hire approximately 400 employees (medical and non-medical staff).
- **III. Projected market share**
 - GRCKK project expect to reach a total market share of 30%.