

## PATHCARE KENYA LIMITED PARTNERS WITH KENYA MEDICAL ASSOCIATION

PathCare Kenya was started in 25th November, 2002 by Dr. Kiran Radia as the Chief Executive Officer. It is a private, Kenyan owned professional laboratory, which provides services to clinicians and their patients in collaboration with PathCare South Africa, one of the leading pathology groups. It was first independent pathology practice in Kenya to be accredited (ISO 15189:2007) in April 2004. This accreditation is maintained via annual inspections by the SANAS Accreditation committee.

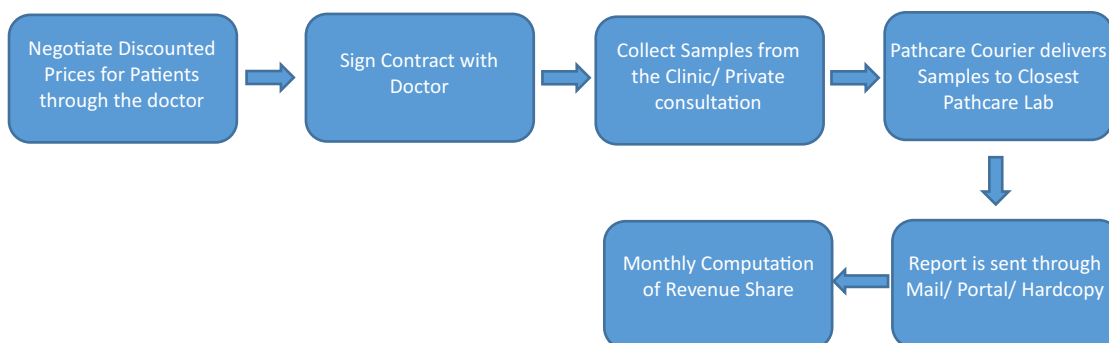
PathCare Kenya is run by a highly qualified team of Kenyan professionals composed of clinical pathologists, technologists, data management experts, IT technicians and administrative personnel. In addition to the Kenyan team, PathCare Kenya has access to the expertise of over 70 world class pathologists through its strategic alliance with PathCare South Africa. This alliance provides expertise to offer over 4,000 different types of tests.

As part of our growth and expansion strategy, we are partnering with like-minded organizations to bring Pathcare Kenya Laboratory services closer to the public. The Kenya Medical Association is an umbrella body for Kenyan Doctors whose twin mission is to champion for Doctors welfare and quality healthcare in Kenya. Through a MOU signed with Kenya Medical Association, PathCare Kenya Limited has begun on the journey of partnerships with independent doctor practices that will see doctors and patients accessing Quality, Timely and Affordable Laboratory diagnostics.

### Breaking Brick & Mortar

As we move from the capital intensive brick and mortar system of building/equipping collection centers throughout the country, we have opened doors to Partner with independent practicing doctors where we will set a phlebotomist in their facilities and collect patient lab samples at their locations. This model will utilize the existing infrastructure in the doctor practices and as a result, we will cater for the overheads we use (expenses) through a revenue share model. This means that the patients do not have to walk the distance to the lab; they can be sorted all under one roof and in return, Pathcare will pay for utilities through a revenue share with the independent doctor practice/clinic

Through this system, the patient samples are collected on time and the doctor receives the results on time through our portals and also through hard copies that can be delivered on request



### Other Additional Benefits

As part of the agreement, KMA members will be accorded a 20% discount at Pathcare. Pathcare Kenya has further rolled out a research package contract for KMA members doing their research for their specialization thesis. They will enjoy a volume based discount as a way to support their study. All the benefits will be managed under the KMA registration number, subject to active membership.