

Surgery Holdings Limited

Newsletter

News on SHL

I mentioned in the August newsletter that SHL had been undertaking a process to secure capital investment to enable us to develop more local companies and provide the support and infrastructure they require. That process is now complete. SHL are pleased to announce that Assura Medical Group have invested £500,000 for a 15% stake in SHL. Strategically the collaboration that will ensue following this investment will not only give Assura greater access and collaboration with consultants but will also benefit SHL by providing exposure to the whole patient pathway including the primary care elements as well as the traditional secondary care focus that SHL have had.

A bit of background on Assura

Assura Group is a health provider organisation, listed on the London Stock Exchange. They invest in and develop primary health care property, community hospitals, integrated pharmacy and related medical businesses incorporating joint venture partnerships with GPs, consultants, diagnostic and service providers. There are 3 arms to Assura:

Assura Property develops and retains for long term investment: primary care resource centres; GP surgeries; and community hospitals.

Assura Pharmacy provides integrated pharmacy services working closely with GP practices and primary care organisations to meet the health needs of the patient community. The Company's pharmacy division now has 15 (2006: 4) pharmacies trading and a further five are scheduled to be opened in the next three months taking the total to 20 by the end of 2007

Assura Medical forms joint venture partnerships with GP practices and locality groups to manage the provision of new primary care services including out-patient services, diagnostic procedures and day care surgery. The Company's medical division is at an early stage of development and is in the process of forming a number of joint ventures with GPs and locality groups to provide out-patient and diagnostic services to patients in primary care and community settings. The Company has formed eight joint ventures serving circa 1m patients to date. Out-patient services have commenced in Liverpool, Bath and Macclesfield and there are many other services being bid for or planned within the existing eight joint ventures and with other GP partners and locality groups elsewhere.

Very recently **Assura Diagnostics** has been developed, this is a new division within the Assura Group. Assura Diagnostics is designed to support the provision of specialist clinical equipment to clinicians so that they can provide diagnos-

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What's Happening-continued

tic and therapeutic services in new settings.

The investment will also allow us to implement an IT system for access by all companies within SHL. The process of identifying the correct IT system has commenced with attention being paid to corporate governance requirements, the need for a robust patient administration system and a clinical governance system. Not only have Assura invested financially in SHL but have stressed a desire to collaborate with us on areas of growth and development. One such area is IT and they have been extremely supportive to SHL, allowing us access to their experts in this area to assist us in identifying systems that are fit for purpose.

SHL have now appointed a Chief Executive Officer and a Finance Director. David Jowett, commenced as CEO on a part time basis in September and Ania Kepka as FD in October. David has recently retired from his position of General Manager, Nuffield Hospitals and has many years of both NHS and private healthcare experience. We are pleased to welcome his vast experience into the SHL group. Ania Kepka has a corporate finance background having worked for a number of companies over the years, most recently Beer & Partners. Her experience in corporate finance will very much assist SHL in developing a solid financial structure for the future.

Finally on SHL on the 17th October the SHL directors Isam, David and Mark, Ania Kepka, David Jowett and myself joined together to evaluate what SHL had achieved to date. The day was helpful in planning the future and evaluating the operational and financial success of the company. It gave an opportunity to “take stock”. A number of decisions were made in regard to our future roll out plans, activity targets and financial targets—as these plans and objective develop further we will communicate with you all to ensure you are updated regarding the activities of the company

Local Company Update

Eastern Surgery Ltd — ESL

ESL continue to meet the demands of the choice at referral cataract contracts and the DEXA scanning contract. Waiting list activity continues to rise and ESL have recently secured a contract for 60 hip and knee replacements from an NHS Trust slightly outside their local boundaries.

Significant attention has been placed upon securing contracts of longevity with local PCT's. I mentioned in my last newsletter collaboration with EPC to deliver proposals to PCT's regarding the delivery of traditional secondary care services in primary care. I am pleased to be able to announce that ESL/EPC have been asked to take two of those proposals to formal business case stage. Both the pro-

600 Consultants have signed agreements to work with SHL

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LOCAL COMPANY UPDATE

vision of DVT management in the community and the reduction of emergency admissions into acute care for patients waiting for a laparoscopic cholecystectomy are being worked up by Clare at present. The indications at this stage are that both proposals would encompass all of East Suffolk and perhaps at some stage in the future West Suffolk as well.

I mentioned IT. ESL have commenced a pilot on behalf of SHL of a patient administration system. Galen is a new system developed by an Orthopaedic surgeon from the Midlands. The system allows for full patient administration functions, will encompass clinical audit and will perform some of the finance functions required. The pilot will complete in January/February 2008, at which time a decision will be made on whether it is a suitable system to roll out across the group.

ACTIVITY UNDERTAKEN BY ESL FROM MARCH 2007

March 2007				June 2007			
Operations	91	OPD	42	Operations	105	OPD	46
April 2007				July 2007			
Operations	67	OPD	84	Operations	90	OPD	19
May 2007				Aug 2007			
Operations	76	OPD	24	Operations	117	OPD	25
Sept 2007							
Operations	109	OPD	25				

Tyne & Wear Surgery Ltd—TWS

TWS have continued with the foot and ankle contract for Gateshead NHS Foundation Trust over the last 3 months and have delivered some oral surgery activity at Woodlands Hospital. Deborah Crewe continues to liaise with PCT's and Trusts regarding activity as well as consultants and insurers to allow continuation of the private activity TWS have been undertaking.

ACTIVITY UNDERTAKEN BY TWS FROM MARCH 2007

March 2007				July 2007			
Opera-	32	OPD	0	Operations	30	OPD	11
April 2007				August 2007			
Opera-	1	OPD	4	Operations	22	OPD	41
May 2007				Sept 2007			
Opera-	7	OPD	0	Operations	33	OPD	29
June 2007							
Opera-	32	OPD	1				



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Directors:
Peter Phelan
Paddy Cullen
Gary Lear
Nanjappa Shankar

LOCAL COMPANY UPDATE

North West Surgery Ltd—NWS

NWS continue with oral surgery elective activity from Bolton to assist in relieving waiting list pressures. In addition they are awaiting confirmation of a contract from Bolton Hospital for 100 General Surgery cases which will include lap choles and varicose vein surgery. They are also in the process of negotiating some general surgery activity for Lancashire Teaching Hospital as well as some plastic surgery and urological surgery for the same Trust. More recently NWS have had more meaningful discussions with a local PCT regarding longer term opportunities to provide choice at referral activity. These discussions are ongoing.

NWS would like to welcome Lin Miller into the team, Lin commenced as the Administrator to NWS and CSL supporting Debbie Pook in the running of the two businesses on 15th October.

Ash Haq, Director, is working with his local Trust to provide TURPs under Green Light Laser. He is aiming to expand this service as far as Scotland and will do so under the NWS administration.

TOTAL ACTIVITY UNDERTAKEN BY NWS

April 2007				July 2007			
Operations	2	OPD	0	Operations	29	OPD	0
May 2007				August 2007			
Opera-	23	OPD	50	Opera-	44	OPD	4
June 2007				September 2007			
Operations	17	OPD	0	Operations	35	OPD	24

The

NWS directors, their partners and Debbie Pook attended a Capio function earlier in the year. They are all shown below in their glad rags! With the exception of Jeremy Ward, somehow Jeremy got excluded from the picture, that may have been by accident or by design!



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Directors:
Mario Calleja
Ash Haq
Jeremy Ward
Aslam Mohammed

LOCAL COMPANY UPDATE

Midlands Surgery Ltd — MSL

The MSL directors have established contact with some local commissioners who have expressed an interest in MSL providing a community based pre elective care service. Although very early on in the discussions it is thought that such a service will deliver all of the outpatient based work up required prior to surgery including diagnostics. The types of specialities involved are still being considered as is the patient pathway. The Directors are liaising with local GPs to establish their requirements and needs with the aim of proposing a service to the PCT.

The next step in terms of company development is to consider some management and administration support for the team.

Cheshire Surgery Ltd - CSL

CSL continue to undertake activity at Lourdes Hospital Liverpool supporting them in an ISTC contract. Unfortunately they have recently been unsuccessful in securing some ENT elective activity from Warrington, however Debbie is working with the Directors identifying key commissioners and purchasers across the area who may require support with activity, through CSL.

July 2007				August 2007			
Opera- tions	0	OPD	16	Opera-	4	OPD	0
September 2007							
Opera-	9	OPD	8				

Bristol and Western Surgery Ltd — BWS

BWS have not yet secured any elective activity however through the SHL links with Assura they are about to embark on providing Assura some CPD support for their Dermatology community based service. Jane has held a number of meetings with commissioners and providers in the local area with further meetings planned at the end of the month.



Directors :

Peter Wade

Sergio Pagliarini

Phil Baragwanath

Alison Edwards



Directors:

David Monk

Janardhan Rao

Robert Temple

David Childs

Andrew Phillipson



Directors:

Raj Persad

Anthony Dixon

Jonathan Eldridge

Ian Ryder

LOCAL COMPANY UPDATE



South East Surgery Ltd — SES

The directors of SES Manoj and Harbinder continue to talk to their colleagues in regard to recruiting them to work with SES and are identifying key people within the purchasing and commissioning fields locally to secure activity and facilities through which to provide.

Directors
Harbinder Sharma
Manoj Sood

Where Next?

SHL continue their discussions with consultants in Surrey, Edinburgh and Glasgow. The Scottish health market is somewhat different to that of England. The SHL management team are exploring the needs of the Scottish executive and health boards which will assist in shaping how an SHL subsidiary company may work within the Scottish healthcare market. In addition SHL plan to meet with colleagues in Leeds in the next few weeks to establish an understanding of the local market and what opportunities may present for an SHL subsidiary in the area. SHL have had further correspondence with BUPA regarding their planned Orthopaedic plan. SHL submitted an expression of interest in providing to BUPA members on behalf of some of its subsidiaries back in the summer. BUPA are still working on how this new offering may work and are present piloting the scheme with a few consultant groups in the country. It is their intention to request formal tender submissions in January 2008 and SHL will be invited to submit a tender.

Dates for the Diary:

Annual Leave

Jane Hubert—Monday 24th December to Wednesday 2nd January (inclusive)

Julie Piner—Monday 24th December to Tuesday 1st January (inclusive)

Clare Donovan—Thursday 27th December to Friday 28th December (inclusive)

Sarah Springett—Monday 24th December & Wednesday 2nd January

Debbie Pook—Monday 17th December to Monday 1st January (inclusive)

Surgery Holdings is for patients, consultants and purchasers of surgical care and offers a patient centred, consultant led, cost efficient service”