



DRAFT RELEASE (V5)

NTUC Income Joins Forces with DaVita to Provide Value-based and Outcome-driven Renal Disease Management in Singapore

Initiative proactively supports sustainable healthcare and health insurance in Singapore

SINGAPORE, 26 March 2019 – NTUC Income (Income) and DaVita announced today a joint venture (JV), **DaVita Care Singapore**, to operate kidney dialysis centres in Singapore. The dialysis centres operated by the JV will serve as Income’s preferred healthcare facilities, akin to its panel of private specialists.

The JV will also include leading provider of health and eldercare services NTUC Health, with its experience in keeping seniors healthy and helping them age in place. This collaboration between an insurer, healthcare provider and community care provider is a first in Singapore.

Mr Andrew Yeo, General Manager for Life & Health Insurance at Income, said: “With this industry-first collaboration, Income goes beyond its role as payer to become an enabler in the healthcare ecosystem. Similar to medical panels which are known to be effective in calibrating and managing the fees of healthcare providers, Income aims to achieve more via the value-based and outcome-driven approach that will underpin our panel of healthcare facilities, starting with the dialysis centres. Our latest effort is aligned with recommendations by the Health Insurance Task Force, which encourage all stakeholders in Singapore’s healthcare ecosystem to play a more active role in ensuring that healthcare and health insurance remain accessible and sustainable in Singapore.”

Dr. Joseph Soon, President of Asia Pacific at DaVita International, said: “We are honoured to partner with Income and NTUC Health to provide world-class healthcare to patients in Singapore. Together, we share a commitment to providing differentiated care that is judged on the strength of its acknowledged clinical outcomes. We believe this value-based, outcome-led approach will bring benefits to patients while positively impacting sustainable healthcare and health insurance in Singapore.”

According to the National Kidney Foundation, Singapore currently ranks fourth in the world for prevalence of kidney failure and first for diabetes-induced kidney failure, a condition that becomes more prevalent as age progresses.

In Singapore, the average age of patients with kidney failure is above 60 years old. In this regard, NTUC Health is able to complement the JV with its experience in keeping seniors healthy and helping them age in place through its strong network of active ageing, home care, senior day care, day rehabilitation and nursing home services.

For patients suffering from kidney disease, the cost of treatment and patient non-compliance to prescribed treatment plan can compromise treatment outcome, which can lead to hospital admission for acute disease management and sometimes, even death.



Mr Yeo added: “Patients undergoing kidney dialysis is growing 6% year on year according to the Singapore Renal Registry and our claims experience related to kidney disease also reflects a similar trend. As such, Income saw a strategic opportunity to influence kidney disease management in Singapore via a holistic and sustainable approach that focuses on achieving positive treatment outcome and cost efficiency, underpinned by strong patient and community education to raise awareness about disease prevention and care. To effect this vision, we are glad to tap on DaVita’s track record in partnering patients to increase care plan adherence by addressing barriers to care and preventing unnecessary inpatient admissions related to chronic diseases, as well as, NTUC Health’s extensive community care experience.”

The first two new dialysis centres are set to open by mid-2019 and they will serve patients beyond IncomeShield policyholders.

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About DaVita Inc.

DaVita is a healthcare provider focused on transforming care delivery to improve quality of life for patients around the globe. Through DaVita Kidney Care and the DaVita Medical Group, DaVita is pushing for what healthcare could be by delivering high-quality clinical outcomes and managing the total cost of care. DaVita is committed to bold, patient-centric care models, implementing the latest technologies and moving toward integrated care offerings for all. The company is the largest provider of kidney care services in the U.S. and has been a leader in clinical quality and innovation for 20 years. DaVita currently serves approximately 203,000 patients at 2,664 outpatient dialysis centers in the United States. The company also operates 241 outpatient dialysis centers located in 9 countries across Asia, Europe, the Middle East and South America. DaVita has reduced hospitalizations, improved mortality, and worked collaboratively to propel the kidney care industry to adopt an equitable and high-quality standard of care for all patients, everywhere. To learn more about how DaVita is leading the healthcare evolution, please visit DaVita.com/About. To learn more about DaVita’s international operations, please visit DaVita.com/International.

About Income

Income was established in 1970 to provide affordable insurance for workers in Singapore. Today, two million people in Singapore look to Income for trusted advice and solutions when making their most important financial decisions. Our wide network of advisers and partners provide life, health and general insurance products and services to serve the protection, savings and investment needs of customers across all segments of society.

Right from the start, Income was made different. Our social purpose of maximising value for our policyholders defines us as a social enterprise as we continue to make insurance accessible, affordable and sustainable for all.

In 2017, Income’s assets under management was over \$36.3 billion. Our financial strength and diversified investment portfolio is reflected by our strong credit ratings which underpin the delivery of our commitment to customers. For more about Income, please visit <https://www.income.com.sg/>



About NTUC Health Co-operative Limited

NTUC Health is an NTUC social enterprise that provides a comprehensive suite of quality and affordable health and eldercare services to meet the growing needs of families. Building on more than four decades of experience and expertise, NTUC Health is among the largest senior day care, nursing home and personal home care providers in Singapore. It also offers other services for seniors such as active ageing hubs, senior activity centres, day rehabilitation services, as well as a sheltered/ senior group home and community support for vulnerable seniors. In addition, it runs a family medicine clinic and one of the largest dental clinic chains in Singapore. For more information, please visit www.ntuhealth.sg

Chinese translations:

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