

Medical Professionals CVP



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Medical CVP

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Medical Professionals CVP

Banking for you, your family and your practice

- The medical professionals offering is open to all medical professionals registered with the Health Professionals Council of South Africa (HPCSA) and the and the Allied Health Professions Council of South Africa (AHPCSA)
- The medical professionals offering prioritises affordable access to individual and business banking for medical professionals by waiving the monthly fee of the Practice Management Account (PMA) when taken with a Private Wealth/Wealth individual transactional account bundle
- It hones in on strategic partnerships to help medical professionals manage their practices with ease, acquire medical equipment and merchant services for their practices at preferential rates, along with future-proofing their medical careers amidst challenges offset by the digital age by upskilling themselves through education

Area	CVP enhancements	Client sub-archetype		
		Practice owner	Non-practice owner	YP
Banking	Waiver of PMA when taken with a Private Wealth/Wealth account	✓		✓
	Merchant services	✓		
	Workplace banking	✓		
Lending	Medical equipment financing	✓		
Non-banking financial services	Professional liability insurance (through AIFA – via ONE & Camargue)	✓	✓	✓
	Advisory services	✓	✓	✓
Partnerships	Discounted practice management solutions (MedCore)	✓	✓	
	Discounted medical supplies (YMS)	✓	✓	✓
VAS	EMGuidance	✓	✓	✓

Targeting across sub-archetypes; MVP 2 will fill in the existing gaps



South African Medical Landscape Overview 2025 (1/2)

1. Registered Medical Professionals in South Africa

- **Total Registered Doctors:** Approximately 70,000
- **Annual Graduates:** 2,000–2,500 medical graduates
- **Retired Practitioners:** Many continue practicing into their 70s due to high demand
- **Internship & Community Service Shortages:** Despite the need, hundreds of new graduates annually remain unplaced

2. Work Hours & Professional Stress

- **Typical Workweek:** Doctors often work 60+ hours per week
- **Burnout & Depression:**
 - 44% of physicians report burnout
 - 4% report clinical depression
 - Only 13% seek professional help
- **Impact on Patient Care:** Extended hours linked to impaired performance and substandard care

3. Mental Health & Financial Well-being

- **Prevalence of Depression:** 16.5% among mental healthcare practitioners
- **Financial Strain:**
 - 12% of doctors experienced financial setbacks due to COVID-19
 - Only 13% consider themselves financially savvy
- **Need for Financial Advisory:** Emphasis on the importance of financial planning and wealth management
- [Click here](#) to see detailed stats

4. Telemedicine Adoption

- **Growth in Telehealth:** South Africa leads Sub-Saharan Africa in telemedicine adoption, focusing on specialist consultations, chronic disease management, and mental health services
- **Future Outlook:**
 - 58% of medical professionals believe telemedicine will become more popular
 - Increased demand for digital health solutions
- [Click here](#) to see detailed stats

South African Medical Landscape Overview 2025 (2/2)

5. Litigation & Medicolegal Risks

- **Rising Litigation:**
 - 73% of medical professionals believe the rate of litigation has increased
 - Claims exceeding R1 million have increased by nearly 550% over the past decade
 - **Financial Implications:** The total amount of medicolegal claims lodged against the state as of March 31, 2023, was approximately R68 billion

6. Key Medical Associations in South Africa

- **South African Medical Association (SAMA):** Provides professional services, legal support, networking, and educational programs for doctors
- **Health Professions Council of South Africa (HPCSA):** Regulates and registers health professionals
- **Allied Health Professions Council of South Africa (AHPCSA):** Oversees allied health professions
- *The exhaustive list of medical and health-related associations in South Africa, are categorised for your convenience **on the appendix (slide 31-33)**. This compilation includes both statutory and non-statutory bodies, as well as associations representing various medical specialties and allied health professions.*

7. Opportunities for Absa Private Wealth Banking

- **Tailored Financial Solutions:** Develop offerings that address the unique needs of medical professionals at various career stages
- **Advisory Services:** Provide expert financial advice to help medical professionals manage their finances effectively
- **Digital Integration:** Leverage telemedicine trends to offer digital banking solutions
- **Risk Management:** Offer products that mitigate medicolegal and financial risks

A snapshot into the Medical Professionals CVP

To frame better conversations

Medical Professionals CVP on a page

Travel and lifestyle

- A holistic travel solution in one place
- (www.absatravelandlifestyle.co.za)
- A Multi-currency Cash Passport (TM) card with ability to load multiple foreign currencies and reduced cash withdrawal rates
- Access to airport lounges locally and internationally
- An exclusive Travel Concierge Partner to deal with all flight bookings and hotel reservations, plus competitively priced holiday destination packages
- Automatic comprehensive cover for travel emergencies and inconveniences

Absa rewards

- Free subscription to Absa Rewards with up to 60% cashback at selected partners

Vehicle finance

- Prime less 1% on first new or used vehicle financed through Absa*
- Discounted premium and fixed excess on vehicle insurance

Home loan solutions

- Up to 105% loan value on a home financed through Absa*
- 50% cover for bond attorney fees

Transactional banking

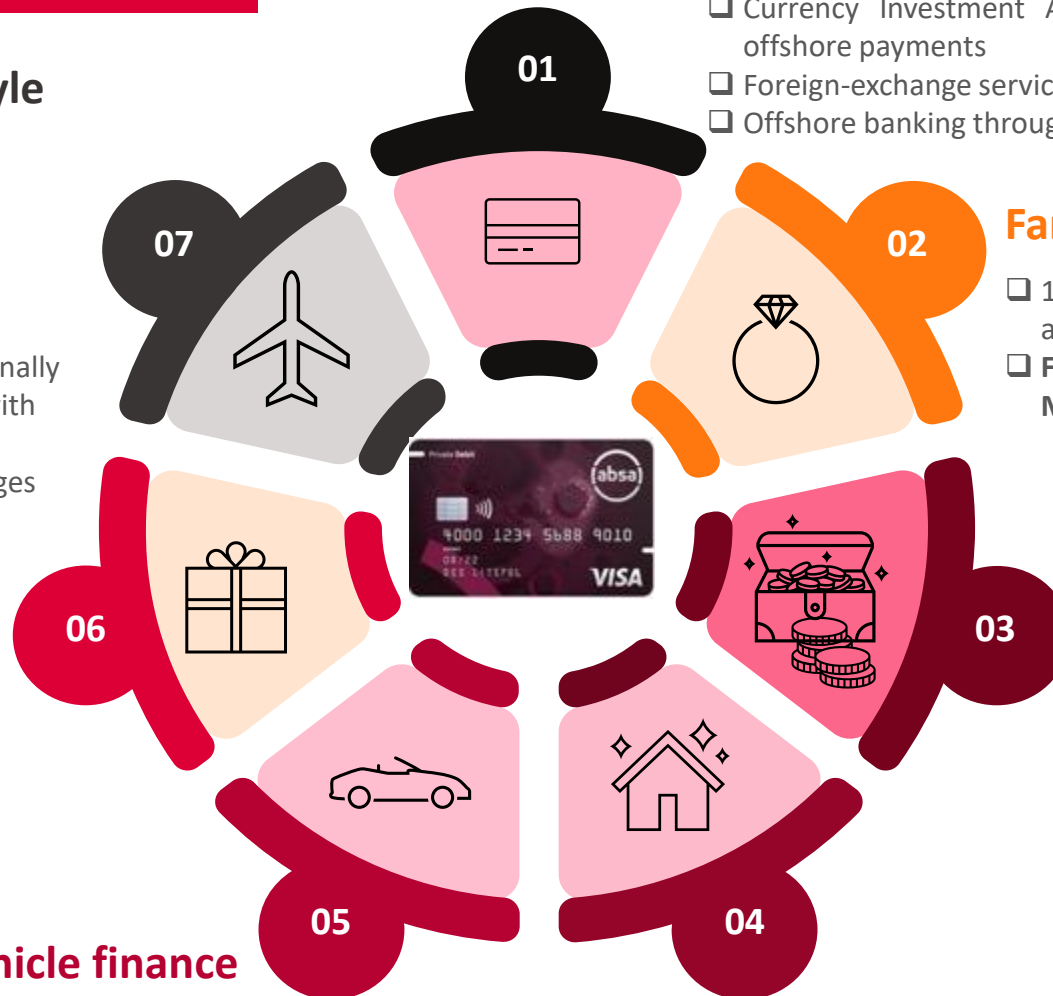
- PMA free when taken with a Private or Wealth individual transactional account
- Dedicated personal banker
- Overdraft facility at preferential rates*
- Unique Visa Signature Credit Card at a preferential rate
- Currency Investment Accounts and preferential rates on inward and outward offshore payments
- Foreign-exchange services (medical conferences)
- Offshore banking through Mauritius Offshore Banking account

Family banking

- 100% off on monthly fees* for your spouse with a Private Banking account
- Free banking for your child ('Private Wealth MegaU')

Wealth creation advisory and insurance solutions

- Professional online stockbroking service
- Access to a team of personal finance specialists
- Will, Trust and Fiduciary services
- Investment & Risk Solutions
- Personal Short-Term Insurance
- Cash & Income Solutions
- Strategic Asset Allocation



Medical Professionals CVP on a page

Specialised lending solutions

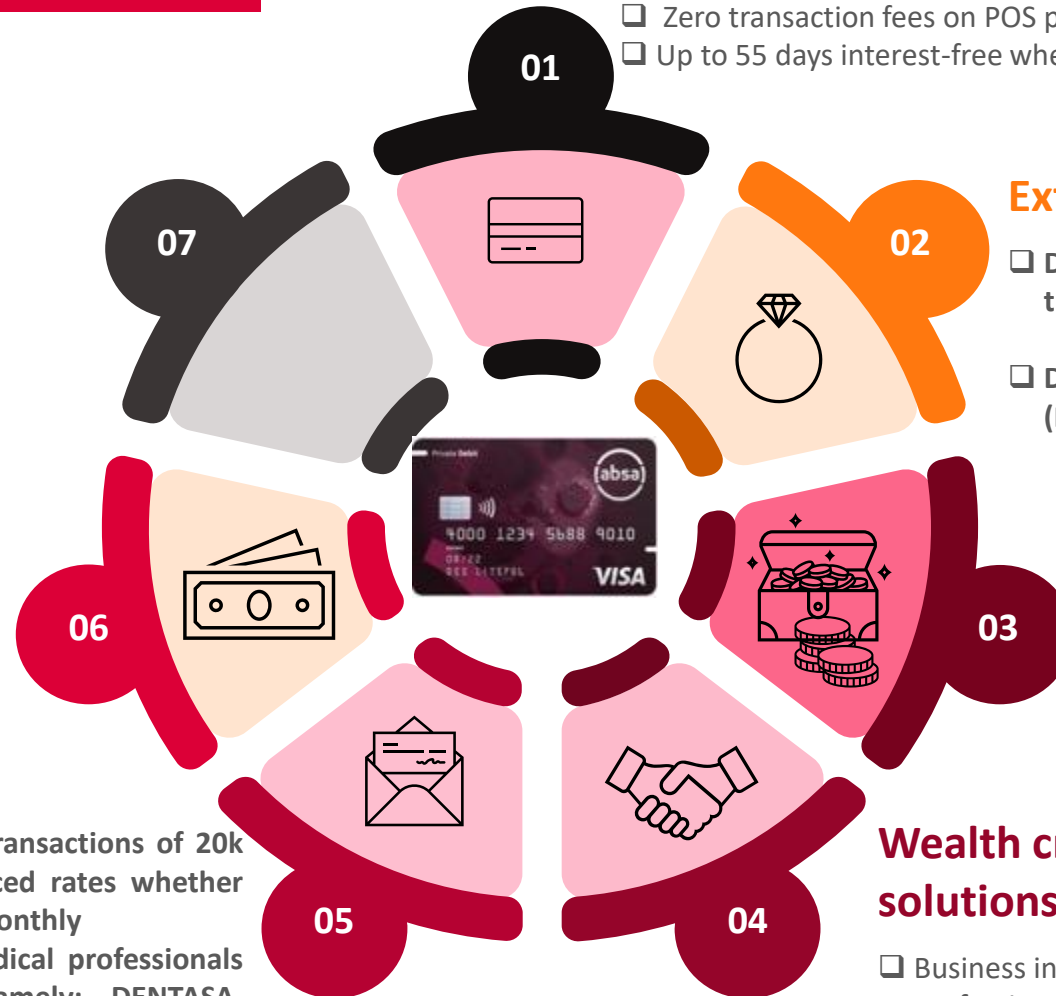
- Specialised lending solutions for medical equipment via CAF
- Universal Loan and Revolving Loan at specialised rates
- Revolving Loan (MVP 2)

Merchant services

- POS device acquisition: 1 device waived for transactions of 20k and above / POS device acquisition at reduced rates whether they choose to purchase it once-off or rent it monthly
- POS device transactional fee reduced for medical professionals affiliated with 16 medical affiliations, namely; DENTASA, MediConnect, EMC, Torga Optical, SpesNet (Specialist Doctors), Pro Pharmacy, Healthman Group, SADA, SAMA, etc / Tiered pricing: more transactions resulting in reduced fees

Transactional banking

- PMA free when taken with a Private or Wealth individual transactional account
- Overdraft facility at preferential rates*
- Zero transaction fees on POS purchases when using the business credit card
- Up to 55 days interest-free when using the business credit card



External Partnerships

- Discounted tailored practice management solutions through MedCore (electronic medical billing system)
- Discounted medical supplies through YMS Medical Supplies (Pty) Ltd

Value adds

- EMGuidance (Access to advice and financial content to support medical professionals in their personal and business capacities through a Healthcare Professional Portal)

Wealth creation advisory and insurance solutions

- Business insurance including **Professional Liability Insurance**
 - Professional online stockbroking service
 - Investment & Risk Solutions
 - Business Assurance
 - Cash & Income Solutions
 - Strategic Asset Allocation

Opt-in partnerships & Value adds

Medical Equipment supply
Practice Management Solutions,
Professional Liability Insurance

Medical Supplies Partnership with YMS



YMS stands out as a **trusted, comprehensive medical supply partner** in South Africa — backed by decades of experience, an expansive, dynamic product catalog, operational robustness, and strategic financial and logistical services.

Their strengths span beyond mere distribution, extending into value-first innovation, regulatory excellence, and **tailored support for healthcare facilities of all types.**



1 **Product Portfolio (One-Stop Shop):**

YMS offers a comprehensive selection of medical-related products, including:

- **Consumables & Disposables** — daily essentials for clinics and hospitals
- **Medical Devices** — infusion systems, pumps, patient monitors, ECGs, fetal monitoring, AEDs, sterilizers
- **EMS Supplies & Respiratory Equipment** — including oxygen cylinders and rescue-specific accessories
- **Pharmaceuticals** — ranging from OTC self-medication and nutraceuticals to Schedule 1–6 prescription meds and cold-chain products
- **Point-of-Care Diagnostics** — rapid tests and devices for immediate clinical use
- **First Aid & Medikit Solutions** — including standard and specialized kits
- **Medical Furniture** — items like trolleys, stretchers, and general furnishings
- **Instruments & Equipment** — procedural tools and general-use instruments
- **Mobility & Assisted Living Products** — to support patients with special needs
- **Wound Care & General Supplies** — bandages, dressings, general disposables

2 **Service Capabilities & Value Adds:**

- **Medical Facility Fit-Out & Replenishment** — expert assistance in setting up clinics, hospitals, EMS units, and remote sites; includes regular supply replenishment services.
- **Distributor for Philips: access to medical equipment**

3 **Exclusive Discount Offer from YMS:**

- YMS is offering an exclusive **5% discount (excluding VAT)** on the total value of medical products sold through this partnership.
- Applies to: All qualifying medical products across YMS's extensive catalogue
- Eligibility: Available exclusively to Absa PWB clients referred through their banker

This preferential pricing adds direct savings to your clients' bottom line — particularly impactful for high-volume or high-value purchases such as medical practice supplies, pharmaceuticals, and clinic fit-outs.



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Practice Management Solutions (1/2)

This strategic partnership is **exclusive to medical professionals within Absa PWB**. Medical professionals must be registered with the Health Professionals Council of South Africa (HPCSA) and excludes Allied Health Professionals.

1 Services Offered by MedCore

→ **Complete Medical Billing and Practice Management Solution**

- Web Based or Desktop based PMA Software
- Electronic diary
- Electronic claim submissions with real-time feedback
- Electronical Medical records (EMR) software
- Practice Management
- Debt Collecting
- Data Security
- Practice set-up and registrations
- Practice Reporting

→ **Allied Health Professionals that are excluded are medical professionals registered with the AHPCSA, namely;**

- Aromatherapy, Ayurveda, Chinese Medicine and Acupuncture, Chiropractic, Homeopathy, Naturopathy, Osteopathy, Phytotherapy, Reflexology, Therapeutic Aromatherapy, Therapeutic Massage Therapy, Therapeutic Reflexology, Unani Tibb, and Professional Boards for Physiotherapy, Optometry, Medical Radiography, Medical Orthotists and Prosthetists, Speech Therapy, Audiology, Dietetics, Oral Hygiene and Opticians

COMPREHENSIVE PRACTICE MANAGEMENT WITH ONLINE CLAIM SUBMISSIONS

