

## **Building Private Health Financing 2030 Summit Summary Report**

### **Executive Summary**

The Building Private Health Financing 2030 Summit, held on March 12, 2025, in Lagos, Nigeria, convened key stakeholders from the government, financial institutions, healthcare providers, and the private sector to explore sustainable financing mechanisms for Nigeria's healthcare system. Organized by the ACIOE Foundation funded by MSD for Mothers, the summit sought to address critical gaps in private health financing, expand insurance coverage, and promote innovative financial models that align with Nigeria's 2030 vision for healthcare.

Through keynote presentations, panel discussions, and breakout sessions, participants examined barriers to financing healthcare businesses, the role of technology in improving efficiency, and how public-private partnerships (PPPs) can drive investment in healthcare. Key takeaways included the urgent need for tailored financial products, regulatory reforms to incentivize private investment, and digital solutions to enhance healthcare accessibility.

### **Key Findings**

1. **Private Sector's Role in Bridging Healthcare Gaps:** Given the decline in donor funding and limitations in public financing, private capital and efficiency are essential for achieving universal health coverage (UHC). Healthcare must be seen as a viable business sector rather than just a public service.
2. **Limited Access to Affordable Capital:** High commercial loan rates, lack of tailored financial products, and poor credit data on health businesses hinder private healthcare financing. Many providers rely on personal funds, restricting their capacity for growth and quality improvements.
3. **Low Health Insurance Coverage:** Nigeria's health insurance penetration remains at approximately 5%, leading to over 80% out-of-pocket healthcare expenditures. Expanding insurance coverage is crucial to improving access and reducing financial hardship.
4. **Need for Innovative Financing Models:** Solutions such as concessionary funding, micro-loans, and impact investments are essential to support healthcare providers. Leveraging fintech and telecom partnerships can facilitate micro-insurance and alternative payment models.
5. **Digital Health as a Game-Changer:** Electronic Medical Records (EMRs), telemedicine, and data-driven health financing models can improve efficiency, reduce costs, and support decision-making for investors and policymakers.

6. Public-Private Partnerships & Policy Support: Government incentives, tax breaks, and regulatory clarity can stimulate private investment in healthcare. State-level partnerships with private providers can improve service delivery, particularly at the primary care level.
7. Capacity Building for Providers & Patients: Strengthening financial and business skills among healthcare providers and improving financial literacy among the general population will increase trust in health insurance and financial products.

### **Key Recommendations**

To address these challenges and unlock the potential of private health financing, the summit provided the following recommendations:

1. Develop Sustainable Healthcare Financing Mechanisms
  - Introduce concessionary loan programs with single-digit interest rates for healthcare providers.
  - Establish blended finance pools and credit guarantees to de-risk private investment in healthcare.
  - Implement mandatory lending quotas for banks to increase health sector financing.
2. Expand Health Insurance Coverage & Affordability
  - Explore automatic or mandatory enrollment in health insurance schemes to increase coverage.
  - Develop micro-insurance and tiered health plans to accommodate different income levels.
  - Partner with telecom providers to facilitate digital insurance registration and premium collection.
3. Leverage Technology for Health Financing
  - Scale up Electronic Medical Records (EMRs) and ensure data standardization.
  - Promote telemedicine and mobile health solutions to reach underserved areas.
  - Strengthen data privacy laws to protect health information and build investor confidence in health sector lending.
4. Public-Private Partnerships & Government Incentives

- Establish PPP models for private sector participation in primary healthcare infrastructure.
  - Introduce tax incentives for companies investing in health facilities and digital health solutions.
  - Create government-backed loan guarantee programs for private hospitals and clinics.
5. Capacity Building for Healthcare Businesses & Financial Literacy for Patients
- Implement structured financial training programs for healthcare facility owners.
  - Strengthen patient awareness campaigns on health insurance benefits and savings options.
  - Develop business mentorship programs to help healthcare entrepreneurs become investor-ready.
6. Regulatory Reforms for Enabling Business Environment
- Enforce regulatory frameworks that protect patient interests while incentivizing private investment.
  - Strengthen health insurance regulations to ensure timely claims payment to providers.
  - Reduce bureaucratic barriers to private-sector involvement and streamline licensing processes.
7. Infrastructure Investments to Reduce Healthcare Costs
- Provide subsidies for solar power solutions to reduce clinic energy costs.
  - Promote bulk purchasing of medical equipment to lower procurement costs.
  - Support supply chain financing models that reduce medicine stockouts.

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