



THE FINANCING TOOL FOR
THE HEALTH AND SOCIAL
CARE SECTOR IN WALLONIA



WALLONIE SANTÉ



WHO ARE WE?

WHO ARE WE FOR?

WALLONIE SANTÉ IS THE WALLOON PUBLIC INVESTMENT FUND DEDICATED TO FINANCING HEALTH AND SOCIAL CARE ACTORS. CREATED AT THE END OF 2018, WALLONIE SANTÉ IS INTENDED FOR APPROVED PUBLIC OR PRIVATE SECTOR BODIES.

YOU ARE?*



* whose place of business and/or place of investment is located in the Walloon Region and falls within its competence

The Health sector currently accounts for 8.4% of Wallonia's GDP and 15.2% of the region's jobs (2020 figures).

WALLONIE SANTÉ helps the sector take up the growing challenges it faces by providing financing solutions to meet its infrastructure, equipment and cash flow needs. WALLONIE SANTÉ also pre-finances start-up organisations and businesses, helps to facilitate the sector's energy

transition and supports investment in the healthcare innovation ecosystem (Légiapark for example).

WALLONIE SANTÉ can assist with your investment projects following a stable and sustainable partnership-based approach. WALLONIE SANTÉ also works in collaboration with private finance structures.

OUR BUSINESS AREAS

WALLONIE SANTÉ provides help with meeting financing needs through public-private partnership loans or so-called subordinated loans (quasi-equity that boosts equity capital), capital participations and providing of guarantees. WALLONIE SANTÉ adapts, innovates and constantly develops its offer in a changing context (COVID-19, energy transition, etc.) in order to best meet the specific requirements of project initiators (START Santé start-up loan, Bullet loan, etc.).

Our advisors can assist you personally with your financing applications, while our Economic and Strategic

Analysis Unit anticipates trends in the Health sector so we can make the best decisions for your projects together. WALLONIE SANTÉ applies the "smart money" principle, which leads to sound, rational, intelligent and sustainable investments.

Lastly, WALLONIE SANTÉ can also offer guidance in meeting your interim management needs. Need a permanent or temporary CEO, CFO or COO? Here too, we can help you organise positive and transparent operations which deliver tangible results, fast!

OUR BUSINESS AREAS

LOANS

- > In a private partnership
- > "ProPulsion Santé" subordinated loan
- > START Santé

CAPITAL PARTICIPATION

GUARANTEES

ENERGY TRANSITION

- > Green Health loan
- > Third-party investor

INTERIM MANAGEMENT

ADVICE



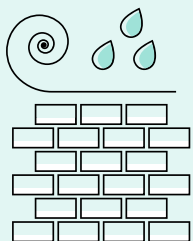
SUPPORT YOU CAN RELY ON FOR THE ENERGY TRANSITION

Energy is more than ever at the centre of our concerns. Healthcare facilities in particular are faced with high "energy" budgets generated by medical equipment, heating, kitchen operations, laundry... How can they optimise their installations and consume less while increasing comfort and well-being? WALLONIE SANTÉ has a solution: the KYOTO fund is designed to support you in your energy

transition investments and help you meet your needs in that area (either in the form of a Green Health loan or via the third-party investment mechanism with no capital contribution required). In the long term, lowering your energy bill will help to reduce your facility's ecological footprint, as well as improving your financial health by giving you more room for manoeuvre for future developments.

ENERGY-SAVING WORKS

WALL/ROOF INSULATION



OPTIMISATION OF ELECTRICAL INSTALLATIONS



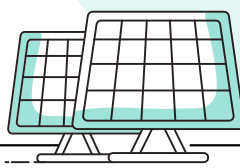
IMPROVEMENTS TO VENTILATION/AIR CONDITIONING



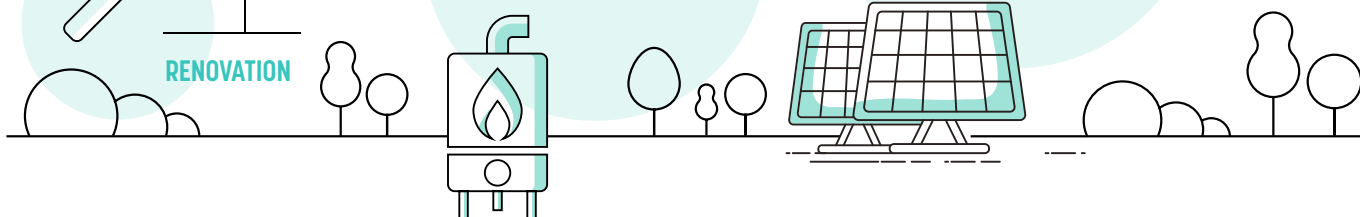
OPTIMISATION OR INSTALLATION OF A HEATING OR CO-GENERATION SYSTEM



RENEWABLE ENERGY PRODUCTION



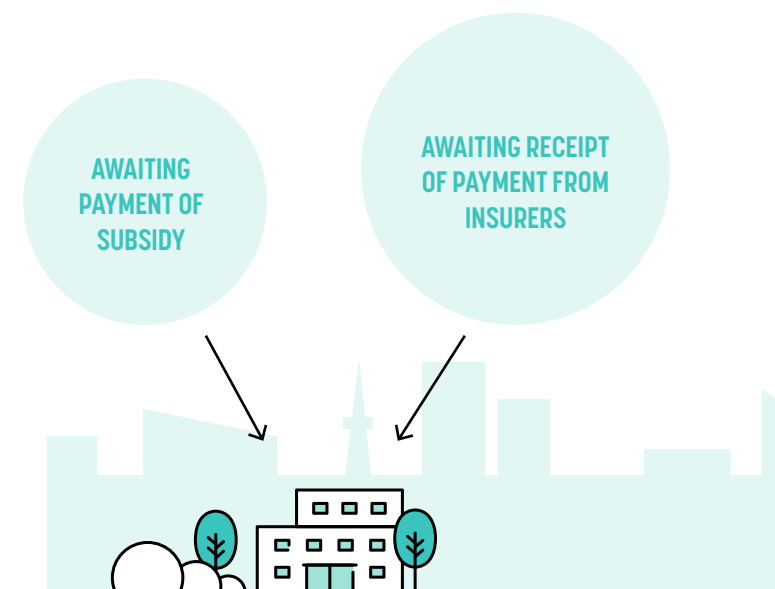
RENOVATION



A START SANTÉ LOAN TO HELP BUSINESSES START UP

Starting a business in Health or Social Care is not easy, in particular for structures that have been granted a new subsidy or recognition by AVIQ (Walloon Agency for a Quality Life) or NIHDI. Institutions may experience cash flow difficulties in their start-up phase, due to the fact that several months may elapse between the granting of the subsidy or agreements from insurers and the funds actually being paid out.

This is where WALLONIE SANTÉ comes in, with the new START Santé loan. It consists of a short-term liquidity loan that can be activated for structures (two years old or less) which have been granted subsidies that have not yet been released (or have been only partially released), as well as for AVIQ or NIHDI-recognised structures experiencing a time lag between invoicing and receipt of payment from insurers when starting up.



OUR VALUES

WALLONIE SANTÉ upholds several founding values: transparency, involvement and proactivity, confidentiality, flexibility and professionalism. These values guarantee a healthy and sustainable partnership. We therefore maintain total transparency and confidentiality when handling all our cases and operations. Our teams are constantly updating their knowledge: they are flexible, proactive and particularly committed – like you – to the exciting sector that is Health and Social Care.



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