

# IJN extends specialised facilities to private patients

*The institution has invested RM5m for the clinic and aims to serve paying-patient better*

by **AYISY YUSOF**

**THE** National Heart Institute (IJN) aims to achieve a 40% increase in revenue contribution within five to 10 years from the current 20% contribution, on its specialised cardiology facilities for privately paying patients.

CEO Datuk Seri Dr Mohd Azhari Yakub said the institute has extended its private facility with the introduction of its private clinic that caters to private patients, allowing better accessibility and promptness for treatments.

"We have invested RM5 million for the clinic and we aim to serve better the paying-patient segment such as cash-payers, insurance policy holders, companies guarantee letter corporate clients and foreigners under the medical tourism patients," he told *The Malaysian Reserve* during the launch of IJN Private Clinic in Kuala Lumpur yesterday.

"The new private clinic consists of 14 clinics with more conducive facilities and sub-specialised in cardiology areas such as electrophysiology for any heart rhythm



*(From left) Dr Mohd Azhari, IJN chairman Tan Sri Dr Mohd Nasir Mohd Ashraf and IJN COO Akmal Arief Mohamed Fauzi at the IJN Private Clinic soft launch in Kuala Lumpur yesterday*

problem, heart failure, imaging, angioplasty, transplant clinic and respiratory clinic to support patients who have heart problems.

"We also have diabetic and wellness centre clinics, as well as sleep lab for patients who have problems with their sleep or heavy snorers," he added.

IJN, he said, is expected to record a better margin in the private patient segment for better financial sustainability with the extended private clinic, which has reasonably cost-saving service between 20% and 30% compared to treatment in private hospitals.

About 80% of IJN's current revenue comes from its government-funded patients like the underprivileged individuals, government employees, as well as pensioners.

Dr Mohd Azhari also said that IJN's training centre, research and development centre will be financially self-sustainable, despite it not being a profit-driven health institute.

"We have been operating over 25 years now, and ever since then the institute has been in the black. Now, we also want to focus more on the sustainability by serving two entities comprising the government and private patients," explained Dr Mohd Azhari.

"We offer competitive prices for outpatient service treatment with minimal prices in the past three years. Despite the recent ringgit's depreciation, we managed to save up to RM18 million on the government expenditure for the medication and drug-related purchases."

"We make an effort to reduce medical charges and medication prices through 'deliberative negotiation' to acquire better prices for drugs medication and equipments from the suppliers," he said.

IJN has various market segments from the less fortunate to government-funded patients and paid patients.