

Internet healthcare – a reset of healthcare delivery in Asia



The Covid-19 pandemic has accelerated the adoption of internet-based healthcare services. Growing in importance, penetration and acceptance, telemedicine will revolutionise and augment Asia's healthcare systems.

By Kathy Ng, Senior Equity Analyst



Crises present opportunities to drive change

Global health crises and pandemics have caused considerable anguish, trepidation and devastation to humanity through the ages. But global outbreaks of infectious diseases—as history has shown—have also spurred widespread medical innovation, new vaccines and advances in healthcare services, as societies put in concerted efforts to combat the challenges.

The Black Death, which plagued Europe in the 14th century, resulted in better living and working conditions for the poor, according to academics, as governments became cognisant of the importance of public sanitation in the control of infectious diseases.

The 1918 Spanish Flu pandemic that killed an estimated 20 to 50 million people globally not only taught us that quarantine and social distancing were the most effective measures against the spread of infectious diseases; the “flu that changed the world” also revolutionised public health through the development of centralised public health systems, greatly advancing research in Epidemiology, Microbiology and Diagnostics. Over time, this has brought about significant improvement in patient care and established the foundation of modern medicine as we know it today.

In the future, we will likely debate the lessons learnt from the ongoing Covid-19 pandemic.

Over the past eight months, we have witnessed a plethora of healthcare-related innovation that facilitates greater social distancing in the electronic age. Some examples include patient-facing apps, wearable devices and wireless sensors for patients, rapid diagnostic kits, remote patient monitoring and many others.

More importantly, the current pandemic has accelerated the adoption of internet-based healthcare services or telemedicine, which allow patients to have online consultations with physicians and medical experts via video conferencing, followed by the delivery of electronically prescribed medication direct to their homes.

The push to digitalise healthcare delivery

To be sure, the global health crisis at hand has forced healthcare systems around the world to prioritise and mobilise resources to treat an outsized number of patients with the coronavirus, while minimising the threat of infections.

With traditional healthcare systems currently facing stress, many countries have turned to digital technology as a conduit to deliver contactless medical services to non-emergency patients.

Indeed, telemedicine not only helps to minimise Covid-19 exposure between patients and doctors, as well as curb the spread of the disease, it also frees up valuable hospital resources and capacity to treat cases that require in-person interaction with the doctor.

To incentivise people to use online medical consultations, governments of several countries, including some in Asia, have also allowed medical reimbursement under universal healthcare insurance schemes for users of telemedicine.

In our view, seeing a doctor via tele or videoconferencing could become part of a “new normal” even in a post-pandemic setting. Growing in importance, penetration and acceptance, internet healthcare services is beginning to revolutionise and augment Asia’s healthcare systems.



Growing in importance, penetration and acceptance, internet healthcare services is beginning to revolutionise and augment Asia’s healthcare systems.

Asia’s current healthcare delivery model isn’t sustainable

Supporting Asia’s future healthcare needs will be a strain given today’s centralised healthcare model, which is laden with long lead time, high costs and poor access. The rising life expectancy in Asia and the growing healthcare demands of large and aging populations in many regional countries are other factors that are increasingly putting stress on the healthcare systems in Asia.

First and foremost, the region’s life expectancy, which has risen by almost 20 years over the past five decades from 55 years¹ in 1970 to the average of 74 years¹ in 2019, is likely to continue to increase going forward. .

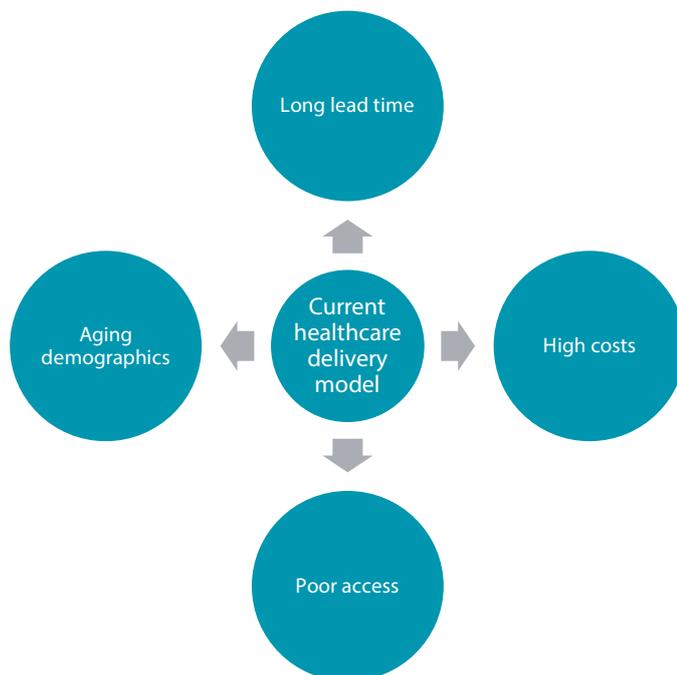
With declining fertility and increased longevity, the relative size of older age groups versus younger age groups looks set to increase significantly, putting considerable strain on the region’s healthcare systems.

The current healthcare delivery model in Asia (see Chart 1) is generally characterised by:

- Long lead time (or amount of time from the start of a process until its conclusion) due to the need to travel to access medical services; long waiting time at clinics and the emergency rooms; considerable lag time for diagnostic tests; and lengthy scheduling time for specialist consultations.
- High costs of consultations, prescriptions, diagnostic tests and hospitalisation.
- Poor access of the masses to pertinent medical services, which are constrained by availability of physicians and specialists.

Due to these drawbacks, which are exacerbated by the region’s aging demographics, the “old normal” of healthcare delivery in Asia is unlikely to be sustainable over the long term in our view. We think that Covid-19 offers the opportunity to rethink, reset and revamp the existing healthcare delivery model in Asia in order to offer greater convenience, better accessibility, lower costs and higher standard of care to patients in Asia as well as to cater to the unmet healthcare demand in certain countries.

Chart 1 – Asia’s current unsustainable healthcare delivery model



Source: Nikko Asset Management

Technology as an enabler

Digital technology, utilising artificial intelligence (AI) and data analytics, could provide the solution to upgrade and augment the current medical care delivery systems in Asia. For instance, hospitals can use AI to determine the order of treatment for patients via triage, which is the process to ascertain the priority of patients' treatments by the severity of their conditions or the likelihood of recovery with and without treatment.

With technological innovation in healthcare, such as telemedicine, patients' home could effectively be turned into virtual hospital wards, where doctors can be available on demand via video links; wireless sensors are used to monitor chronic medical conditions; and prescriptions are conveniently delivered at the doorsteps of patients.

Telemedicine isn't new but had seen a slow take-up rate in many countries before the Covid-19 outbreak. However, the pandemic has changed users' behaviour towards telemedicine, and many are now embracing digital healthcare services.

Asia at the forefront of e-healthcare

It is encouraging to see that Asia is currently far ahead on the telemedicine adoption curve versus other regions.

In populous Asian countries, such as China and Indonesia, online medical services have seen an explosion in internet traffic volume and new user numbers of late, as demand for contactless healthcare services surged during Covid-19.

In Indonesia, for instance, telemedicine provider Alodokter received more than 60 million web visits² and had more than 33 million active users² in March 2020. Its application has been downloaded more than 5.5 million times² and the number of patient-doctor interactions has increased to more than 750,000² during that period. The number of Alodokter's monthly active users also surged three-fold to about 18 million² in April 2020. Another Indonesian telemedicine provider Halodoc also reported a similar sharp increase

in web volume, as patients flock to its online medical services amid the Covid-19 pandemic.

The growth of telemedicine in Asia is led by the private sector, most notably in China, where high-profile corporations (including Ping An Insurance, Tencent and Alibaba) have developed and spun off e-healthcare platforms.

Even before the Covid-19 pandemic, several Asian governments have demonstrated strong support for telemedicine services by establishing regulatory policies and rules around reimbursement in this new area of healthcare delivery. Since the outbreak, we have seen governments further strengthen national support for internet healthcare by expanding reimbursement.

Meanwhile, many technology-embracing medical institutions in the region have upgraded their hospital information systems, digitised medical records and developed their digital technology infrastructure, all of which are required for telemedicine platforms to take off in a sustainable way. To boost affordability, Asia's e-healthcare platforms are also working and building relationship with government agencies overseeing the regulatory aspects of online healthcare services in order to have drug rebates and fee reimbursement, which can be passed on to consumers.

Internet healthcare platforms will need to achieve economies of scale, critical mass in terms of user numbers and technological capability in order to establish a sustainable business model in online consultations, consumer healthcare e-commerce and online prescription sales. In our opinion, emerging and developing parts of Asia, given their large smart-enabled, internet-savvy population with high unmet healthcare needs, are the ideal markets for telemedicine players. In China, for instance, online pharmacy sales are expected to nearly double to 40% of total sales by 2022 (see Chart 2).



To boost affordability, Asia's e-healthcare platforms are also working and building relationship with government agencies overseeing the regulatory aspects of online healthcare services in order to have drug rebates and fee reimbursement, which can be passed on to consumers.

Chart 2 – Rising online pharmacy sales in China



Source: Menet

Asia's telemedicine players

In China, the leading companies in the internet healthcare service space include Alibaba Health³, Ping An Healthcare and Technology³ and soon-to-list WeDoctor. In Indonesia, the key telemedicine players Halodoc and Alodokter remain unlisted.

Alibaba Health Information Technology (0241.HK)

Alibaba Health Information Technology (Alihealth) is the healthcare subsidiary of Chinese e-commerce giant Alibaba Group and the largest healthcare e-commerce platform in China. Over the years, Alihealth has built a comprehensive health platform, integrating

medical resources to provide better technical support for the Chinese pharmaceutical and healthcare industry, and leveraging on Alibaba Group's strengths and experience in Internet and AI. The company is a key beneficiary of the relaxation of regulatory controls over online drug prescription and reimbursement in China.

Ping An Healthcare and Technology (1833.HK)

Ping An Healthcare and Technology is an online healthcare software company in China that offers a mobile platform, Ping An Good Doctor (PAGD), for online consultations, hospital referrals and appointments, health management and wellness interaction services. It has become one of the leaders in China's online medical services sector. As of December 2019, registered PAGD users totalled around 300 million, while its monthly active users exceeded 66 million. PAGD has a full-time, in-house doctor team and uses AI auxiliary diagnostics system based on accumulated consultation data, which greatly improves the productivity of doctors.

WeDoctor

Compared to PAGD, which mainly provides online healthcare services through in-house doctors rather than cooperation with hospitals, WeDoctor is more focused on working with hospitals and reimbursement. WeDoctor has helped Chinese hospitals to establish online healthcare platforms by building standardised electronic health records for patients. It cooperates with hospitals to conduct chronic disease management; connects families to general practitioners in primary medical institutions; and collaborates with local governments in China to build medical alliances.

Key takeout



We believe that the strong growth in the adoption of e-healthcare services and telemedicine in Asia will continue as a result of Covid-19 and could even accelerate in a post-pandemic world due to overwhelming demand for medical services in the region. Internet healthcare companies in Asia that are able to take advantage of this long-term structural shift in healthcare will thrive in a post Covid-19 era.

¹Source: United Nations (UN), Department of Economic and Social Affairs, Population Division (2019)

³Source: CLSA; Deloitte, 21st Century Health Care Challenges: A Connected Health Approach; and The Jakarta Post

³Any references to particular securities are for illustrative purposes only and are as at the date of publication of this publication. This is not a recommendation in relation to any named securities and no warranty or guarantee is provided.

Important information: This document is prepared by Nikko Asset Management Co., Ltd. and/or its affiliates (**Nikko AM**) and is for distribution only under such circumstances as may be permitted by applicable laws. This document does not constitute personal investment advice or a personal recommendation and it does not consider in any way the objectives, financial situation or needs of any recipients. All recipients are recommended to consult with their independent tax, financial and legal advisers prior to any investment.

This document is for information purposes only and is not intended to be an offer, or a solicitation of an offer, to buy or sell any investments or participate in any trading strategy. Moreover, the information in this document will not affect Nikko AM's investment strategy in any way. The information and opinions in this document have been derived from or reached from sources believed in good faith to be reliable but have not been independently verified. Nikko AM makes no guarantee, representation or warranty, express or implied, and accepts no responsibility or liability for the accuracy or completeness of this document. No reliance should be placed on any assumptions, forecasts, projections, estimates or prospects contained within this document. This document should not be regarded by recipients as a substitute for the exercise of their own judgment. Opinions stated in this document may change without notice.

In any investment, past performance is neither an indication nor guarantee of future performance and a loss of capital may occur. Estimates of future performance are based on assumptions that may not be realised. Investors should be able to withstand the loss of any principal investment. The mention of individual securities, sectors, regions or countries within this document does not imply a recommendation to buy or sell.

Nikko AM accepts no liability whatsoever for any loss or damage of any kind arising out of the use of all or any part of this document, provided that nothing herein excludes or restricts any liability of Nikko AM under applicable regulatory rules or requirements.

All information contained in this document is solely for the attention and use of the intended recipients. Any use beyond that intended by Nikko AM is strictly prohibited.

Japan: The information contained in this document pertaining specifically to the investment products is not directed at persons in Japan nor is it intended for distribution to persons in Japan. Registration Number: Director of the Kanto Local Finance Bureau (Financial Instruments firms) No. 368 Member Associations: The Investment Trusts Association, Japan/Japan Investment Advisers Association.

United Kingdom and rest of Europe: This document is communicated by Nikko Asset Management Europe Ltd, which is authorised and regulated in the United Kingdom by the Financial Conduct Authority (the FCA) (FRN 122084). This document constitutes a financial promotion for the purposes of the Financial Services and Markets Act 2000 (as amended) (FSMA) and the rules of the FCA in the United Kingdom, and is directed at professional clients as defined in the FCA Handbook of Rules and Guidance.

United States: This document may not be duplicated, quoted, discussed or otherwise shared without prior consent. Any offering or distribution of a Fund in the United States may only be conducted via a licensed and registered broker-dealer or a duly qualified entity. Nikko Asset Management Americas, Inc. is a United States Registered Investment Adviser.

Singapore: This document is for information to institutional investors as defined in the Securities and Futures Act (Chapter 289), and intermediaries only. Nikko Asset Management Asia Limited (Co. Reg. No. 198202562H) is regulated by the Monetary Authority of Singapore.

Hong Kong: This document is for information to professional investors as defined in the Securities and Futures Ordinance, and intermediaries only. The contents of this document have not been reviewed by the Securities and Futures Commission or any regulatory authority in Hong Kong. Nikko Asset Management Hong Kong Limited is a licensed corporation in Hong Kong.

Australia: This document is issued in Australia by Nikko AM Limited (ABN 99 003 376 252, AFSL 237563). It is for the use of wholesale clients, researchers, licensed financial advisers and their authorised representatives only.

New Zealand: This document is issued in New Zealand by Nikko Asset Management New Zealand Limited (Company No. 606057, FSP22562). It is for the use of wholesale clients, researchers, licensed financial advisers and their authorised representatives only.

Kingdom of Bahrain: The document has not been approved by the Central Bank of Bahrain which takes no responsibility for its contents. No offer to the public to purchase the Strategy will be made in the Kingdom of Bahrain and this document is intended to be read by the addressee only and must not be passed to, issued to, or shown to the public generally.

Kuwait: This document is not for general circulation to the public in Kuwait. The Strategy has not been licensed for offering in Kuwait by the Kuwaiti Capital Markets Authority or any other relevant Kuwaiti government agency. The offering of the Strategy in Kuwait on the basis a private placement or public offering is, therefore, restricted in accordance with Decree Law No. 7 of 2010 and the bylaws thereto (as amended). No private or public offering of the Strategy is being made in Kuwait, and no agreement relating to the sale of the Strategy will be concluded in Kuwait. No marketing or solicitation or inducement activities are being used to offer or market the Strategy in Kuwait.

Kingdom of Saudi Arabia: This document is communicated by Nikko Asset Management Europe Ltd (Nikko AME), which is authorised and regulated by the Financial Services and Markets Act 2000 (as amended) (FSMA) and the rules of the Financial Conduct Authority (the FCA) in the United Kingdom (the FCA Rules). This document should not be reproduced, redistributed, or sent directly or indirectly to any other party or published in full or in part for any purpose whatsoever without a prior written permission from Nikko AME.

This document does not constitute investment advice or a personal recommendation and does not consider in any way the suitability or appropriateness of the subject matter for the individual circumstances of any recipient. In providing a person with this document, Nikko AME is not treating that person as a client for the purposes of the FCA Rules other than those relating to financial promotion and that person will not therefore benefit from any protections that would be available to such clients.

Nikko AME and its associates and/or its or their officers, directors or employees may have or have had positions or material interests, may at any time make purchases and/or sales as principal or agent, may provide or have provided corporate finance services to issuers or may provide or have provided significant advice or investment services in any investments referred to in this document or in related investments. Relevant confidential information, if any, known within any company in the Nikko AM group or Sumitomo Mitsui Trust Holdings group and not available to Nikko AME because of regulations or internal procedure is not reflected in this document. The investments mentioned in this document may not be eligible for sale in some states or countries, and they may not be suitable for all types of investors.

Oman: The information contained in this document neither constitutes a public offer of securities in the Sultanate of Oman as contemplated by the Commercial companies law of Oman (Royal decree 4/74) or the Capital Markets Law of Oman (Royal Decree 80/98), nor does it constitute an offer to sell, or the solicitation of any offer to buy non-Omani securities in the Sultanate of Oman as contemplated by Article 139 of the Executive

Regulations to the Capital Market law (issued by Decision No. 1/2009). This document is not intended to lead to the conclusion of any contract of whatsoever nature within the territory of the Sultanate of Oman.

Qatar (excluding QFC): The Strategies are only being offered to a limited number of investors who are willing and able to conduct an independent investigation of the risks involved in an investment in such Strategies. The document does not constitute an offer to the public and should not be reproduced, redistributed, or sent directly or indirectly to any other party or published in full or in part for any purpose whatsoever without a prior written permission from Nikko Asset Management Europe Ltd (Nikko AME). No transaction will be concluded in your jurisdiction and any inquiries regarding the Strategies should be made to Nikko AME.

United Arab Emirates (excluding DIFC): This document and the information contained herein, do not constitute, and is not intended to constitute, a public offer of securities in the United Arab Emirates and accordingly should not be construed as such. The Strategy is only being offered to a limited number of investors in the UAE who are (a) willing and able to conduct an independent investigation of the risks involved in an investment in such Strategy, and (b) upon their specific request.

The Strategy has not been approved by or licensed or registered with the UAE Central Bank, the Securities and Commodities Authority or any other relevant licensing authorities or governmental agencies in the UAE. This document is for the use of the named addressee only and should not be given or shown to any other person (other than employees, agents or consultants in connection with the addressee's consideration thereof).

No transaction will be concluded in the UAE and any inquiries regarding the Strategy should be made to Nikko Asset Management Europe Ltd.

Republic of Korea: This document is being provided for general information purposes only, and shall not, and under no circumstances is, to be construed as, an offering of financial investment products or services. Nikko AM is not making any representation with respect to the eligibility of any person to acquire any financial investment product or service. The offering and sale of any financial investment product is subject to the applicable regulations of the Republic of Korea. Any interests in a fund or collective investment scheme shall be sold after such fund is registered under the private placement registration regime in accordance with the applicable regulations of the Republic of Korea, and the offering of such registered fund shall be conducted only through a locally licensed distributor.