

Health Infrastructure Financing Proposal



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Vestitude is an equal opportunity organization. We are committed to fostering a diverse and inclusive workplace. We provide equal employment, training, and advancement opportunities to all individuals regardless of age, gender, religion, ethnicity, disability, or socio-economic background. Our recruitment, promotion, and project engagement practices are based solely on merit, skills, and performance. We believe that diversity strengthens our organization, drives innovation, and enables us to deliver high-quality healthcare solutions that reflect the communities we serve.

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Care, Capital and Collaboration

Vestitude is a health infrastructure development company bridging Africa's healthcare investment gap. We develop innovative financing systems, mobilize private capital, and forge strategic partnerships, needed to build sustainable healthcare infrastructure that strengthens care delivery, and expands access to quality healthcare.

Eligibility Criteria

• **Business Age and Registration:**

- Minimum of 5 years in operation. We can also consider those 3 years in operation if they have been referred to us by a channel partner.
- Registered with the Corporate Affairs Commission (CAC).

• **Financial Health:**

- At least 2 – 3 years audited account showing profitability.

• **Management Experience:**

- Experienced and qualified management team with a proven track record in Healthcare business management.

• **Creditworthiness:**

- Good credit history with no significant defaults.
- Positive cash flow sufficient to cover loan repayments

• **Compliance:**

- Compliance with all relevant local and national regulations, including tax compliance.



Application Process

Phase One: Customer Identification Process (CIP)

To commence the application process, the client is required to email the following information to hospital.concierge@vestitudedepartnersltd.com

- a. Business Name and Operating Address
- b. Number of Years in Operation
- c. Contact Person /Key Promoter
- d. Designation of Contact Person
- e. Address of Contact Person
- f. Phone number and email of Contact Person
- g. Amount Requested
- h. Purpose of funding
- i. Ownership status of the hospital building (Do you own it?, Clearly answer Yes/No)

Note: Hospital needs to be educated about our 360-degree audit, as a prerequisite for funding

Action:

We initiate Phase 2, upon successful completion of Phase 1.

Application Process Contd...

Phase Two:Customer Due Diligence (CDD)

Comprehensive evaluation of the business's financial health, credit worthiness, and potential to return on investment. The customer will be required to submit the following business documents:

- a. Letter of expression of interest by the hospital for funding with complete list of requested medical equipment or description of project.
- b. Business registration documents (CAC)
- c. Evidence of payment for Hospital 360-degree Audit
- d. Evidence of transaction fee payment (1.5%)
- f. Two - three years of Audited/Management Account
- g. Evidence of past loan performance (if applicable)
- h. Completed KYC form of key promoters, including Valid ID, passport photographs and utility bills for proof of address

Action:

- i. Once original copies of documents are submitted and cited by Vestitude, Hospitals will be scheduled for 360-degree Audit.
- ii. Audit report would determine if the hospitals qualify for funding. Qualified, hospital will be added to our waitlist. Otherwise, they will be added to a lead bank for investment preparation and future consideration.



Funding Contract Execution Process



Vestitude's responsibility

Upon successful completion of the Hospital 360-degree Audit and qualification of hospital, Vestitude shall:

1. Send Audit report to hospital and file a copy
2. Approve hospital's letter of expression of interest for funding and file a copy.
3. Send invoice to both the hospital and the financier, and file a copy.



Hospital's responsibility

Hospital shall submit the following documents:

- Proof of legal ownership of the hospital property.
- Hospital practice license.
- Valid, and recent tax clearance certificates.

Contract Document Execution

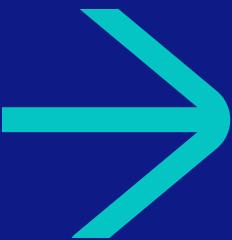
During the execution of Hospital Funding Contract, both Vestitude and the Hospital shall complete, sign, and stamp copies of the Hospital Funding Contract.



Phase 3: Project Commencement

- Project commencement including equipment delivery, installation and commissioning.
- Procurement, supply and installation of the medical equipment shall commence upon execution of this Agreement and the fulfillment of all agreed preconditions, including, but not limited to
- Invoice from Vestitude Partners Limited
- Hospital Bank details to be used for monthly repayment.

Funding Packages



Vesti Saver

₦0- ₦40 Million

- ✓ **Repayment:** 1 -2 years
- ✓ **Interest:** 17-18% annum
- ✓ Recommended for medical procurement and upgrades

Vesti Smart

₦40- ₦100 Million

- ✓ **Repayment:** 2 - 3 years
- ✓ **Interest:** 15 - 16% annum
- ✓ Recommended expansion projects and facility upgrades

Vesti Plus

₦100 Million & Above

- ✓ **Repayment:** 3 - 5 years
- ✓ **Interest:** 13 - 14% annum
- ✓ Recommended large scale hospital projects



Repayment Policy

- **Repayment term:** Repayment of principal financed and the accruing interest is paid monthly, over the agreed tenure.
- **Moratorium Period:** A moratorium period of thirty (30) days shall apply, after which the Hospital shall commence repayment of its obligations.
- **Payment Method:** All repayments from the hospital, shall be made via bank transfer to an account nominated by Vestitude Partners Limited.
- **Early Repayment:** The hospital shall reserve the right to repay the funding sum and interest early, however, such shall be subject to the provision of, at least 15 days' notice, after which such payments will be made.
- **Late Monthly Payments:** The Late monthly repayments (3 weeks) shall attract a 10% penalty on the overdue amount.



Default Of Repayment Policy

1. Default

The following shall constitute defaults:

- a. Failure to repay any installment beyond the 30-day moratorium period shall constitute an event of default.
- b. Failure to repay monthly installments when due, especially for two (2) consecutive months.
- c. Insolvency or bankruptcy of the Hospital.

2. Consequences of Default

In a case where there is a default, Vestitude shall reserve the right to terminate the contract and/or do one or more of the following:

- a. Retrieval of the medical equipment
- b. Immediate acceleration of the loan.
- c. Seizure and liquidation of collateral.
- d. Legal action for recovery, with costs borne by the hospital.
- e. Credit bureau reporting, damaging the Client's creditworthiness.



3. Termination of Contract

Upon Termination for Default, the entire outstanding principal, together with accrued interest, penalties, administrative costs, enforcement and legal costs shall become immediately due and payable by the hospital.

4. Suspension of Hospital Right

The Hospital shall automatically lose the right to:

- a. Voluntary exit or buyout of the funding facility
- b. Any negotiated or reduced settlement
- c. Continued possession or use of the equipment

5. Penalties Payable Upon Termination For Default

In addition to all outstanding sums, the Hospital shall pay the following default termination penalties:

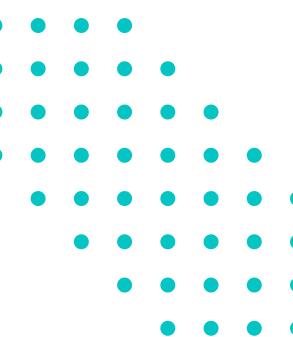
- a. 10% of the total outstanding principal as at the date of termination
- b. 100% of accrued interest as at the date of termination

6. Early Exit, or Buy-Out by the Hospital

6A: Terms for Exit

The Hospital may elect to exit this Agreement before the expiration of the tenure, provided that it;

- a. Gives a minimum of 30 days written notice
- b. Settles all outstanding obligations, including
- c. Outstanding principal
- d. Accrued interest up to exit date
- e. Administrative costs
- f. Exit penalty



6B: Exit Penalties

- a. Exit within first 12 months: The hospital shall pay 100% of accrued interest and 10% of outstanding principal
- b. Exit after 12 months but before 24 months: The hospital shall pay 100% of accrued interest + 5% of outstanding principal.

6C: Equipment & Collateral Treatment on Exit:upon early exit

Option 1 – Buy-Out

- a. Hospital pays full buy-out amount
- b. Ownership of equipment transfers formally
- c. Vestitude Partners Limited issue Release and Discharge Certificate

Option 2 – Equipment Retrieval

- a. Vestitude Partners Limited retrieves all medical equipment
- b. Independent valuation conducted
- c. Net proceeds applied to outstanding balance
- d. Any surplus refunded to the hospital
- e. Any shortfall remains payable by the hospital.

6D. Early Exit, or Buy-Out During Default

The Hospital cannot invoke early exit if it is in default, it has obstructed inspections and/or outstanding monthly business updated reports.

7. Breach Of Agreement

Failure by the Hospital to repay any installment for two (2) consecutive months shall constitute a material breach of this Agreement and shall entitle the Facilitator/Administrator to terminate this Agreement forthwith, without prejudice to any other rights or remedies available under this Agreement or under applicable law.

COLLATERAL AND SECURITY



Collateral And Security

Equipment as Collateral

All medical equipment procured using the advanced facility shall be considered collateral and shall remain the exclusive property of the Vestitude Partners Limited and her financiers until the Hospital has fully repaid the principal, interest, penalties, and any other amounts due under this Agreement.

Restrictions on Collateral

The hospital shall not sell, lease, use as security, encumber, transfer ownership of the equipment or deal with the collateral in a way that extinguishes the collateral, for the duration of this agreement.

Support and Monitoring

1. Dedicated Account Manager

Each hospital shall be assigned a dedicated Key Account Manager after funding and completion of project. They will provide ongoing support and serve as the primary point of contact throughout the funding period.

2. Ongoing Monitoring

Regular progress assessments shall be conducted to evaluate the hospital's operational performance and to ensure timely repayments, thereby minimizing the risk of non-accrual loans.

3. Healthcare Business Support Services

Beneficiaries shall have access to specialized support services, including financial planning, business advisory, and accounting services, to support the sustainable growth of their healthcare institutions. In addition, partnerships within Vestitude's ecosystem may provide incentives such as collaborative opportunities and market expansion initiatives.



Why Choose Us?



We Enable Healthcare Projects Not Loans

Unlike traditional financial institutions, that disburse loans and leave hospitals to manage execution, we structure finances and deliver projects for hospitals, end-to-end, not place debt on their balance sheets.

Healthcare-Specific Project Financing

Unlike banks rely on rigid, generic frameworks that often do not reflect healthcare realities, we facilitate healthcare-specific financing structures, that captures industry peculiarities.

Capital Combined With Execution

Beyond financing, we support project design, equipment procurement, installation, commissioning, and operational readiness—ensuring projects succeed, not just start.

Long-term Growth Partner

We go beyond transactions to support hospitals so they can grow and thrive. Many return for additional or expanded services, reflecting a relationship built on performance, and shared growth.

For further enquiries

Scan QR Code



Otherwise apply for funding in 3 easy steps

1

Contact Us to Apply

hospital.concierge@vestitude
partnersltd.com

2

Submit Document

Compile and submit
requested documents

3

Wait for Feedback

Decision on application
takes 7 - 14 days



Email

hospital.concierge@vestitudepartnersltd.com

Telephone

+2349045939579 |
+2349046686172

Website

www.vestitudepartnersltd.com
