

The roles and participation of the private sector in the ageing society

International Workshop – Stakeholders Cooperation in Promoting Active Ageing and Mental Health in ASEAN

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Speaker



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Mr. Tsujimoto brings over 20 years of experience as he works closely with International Donor Organizations (IDOs) and governmental agencies to support the private sector developments in emerging markets, including social infrastructure and healthcare sectors throughout the world, most notably in Southeast Asia.

Since 2018, Mr. Tsujimoto has been seconded to Deloitte South East Asia (based in Hanoi) to support various infrastructure investment and development projects in the region.

He is also supporting the introduction of private sector's best practices and experiences in elderly care business in Japan to SEA



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What is the experience from Japan and how could it be applied in the context of SEA?



Japanese experience in elderly care

Key Stakeholders



Today



The Elderly and Their Family Members (Direct Users)



- X Limited services
- **X** Facility-based
- X Inefficient human resources

- Based on users' needs
- ✓ Family & Home-based
- ✓ High quality elderly care

The Society / Community



- 'Burden'
- Wrong perception
- Low social recognition of caregivers

- Elderly care market
- ✓ High-job creation
- ✓ New business development

The Government



- X Lack of resources
- X Rising medical expenditure

- Accessible elderly care services
- Statutory elderly care insurance
- Cost-saving effect

Comparison between selected ASEAN countries and Japan

Areas of Comparison	Japan		Vietnam	Philippines VIET NAM
Functional recovery support	Central concept Various services	V	Low awareness, Limited services	Low awareness, Limited services
Burden on Family support	Mitigated with care service, Suitable care	~	Large burden, Sometimes Improper care	Large burden, Sometimes Improper care
Dementia care	Treated and cared as a disease	V	Low awareness as a disease	Low awareness as a disease
Cooperation with medical care	Strong	~	Limited	Limited
(คีคีล์) Human resources	Elderly care specialists	~	No specialist in elderly care facilities	Caregivers for overseas, Not for the elderly care
Facility & equipment	Standardized quality, Designed for the elderly	V	Not standardized, Not suitable design	Not standardized, Not suitable design
(Role of ICT	Utilized in record-keeping monitoring and care	, √	Limited	Limited

Challenges and possible solutions

Barriers to entry



Possible Solutions

- 1 Under-developed legal system
- (2) Elderly-care is 100% user-borne
- (3) Lack of business standards
- (4) Scarce human resources
- (5) Lack of social recognition

- 1 Responsible departments
- 2 Partially covered by SI and / or Tax
- Regulate elderly care businesses
- 4 Training and qualifications
- Socially shared values

How is Deloitte helping various stakeholders in shaping suitable solutions for the elders?



ASEAN

Deloitte has extensive experience in healthcare sector

Trust of international organizations coupled with in-depth solutions in life science, healthcare and elderly care is testament of our ability to deliver

Deloitte.



Conducted an information collection survey about aging society in Sri Lanka for future bilateral cooporations (2020)

Government

Deloitte.



Undertook a business feasibility study funded by the Japanese government to introduce Japanese elderly care business to Vietnam (2018)

Elderly care

Deloitte.



Developed a health and welfare plan for elders and long-term care insurance business plan (2019)

Elderly care

Deloitte.



Developed a master plan for Aichi Pref. "Orange Town Plan," a dementia friendly community (2018)

Elderly care

Deloitte.



Basic survery about role of healthcare industry in Clark Green City, the Philippines (2017)

Healthcare

Deloitte.



Undertook a business feasibility study funded by the Japanese government to introduce Japanese elderly care to the Philippines (2017)

Elderly care

Deloitte.



Undertook an empirical survery on effectiveness of elderly care support robots (2018)

Elderly care

Deloitte.



Undertook a business feasibility study for "Africa Health and Wellbeing Initiative" (2019)

Healthcare

Deloitte.



Various services to support Fullerton Healthcare to acquire several hospitals, and healthcare companies

Healthcare

Deloitte.



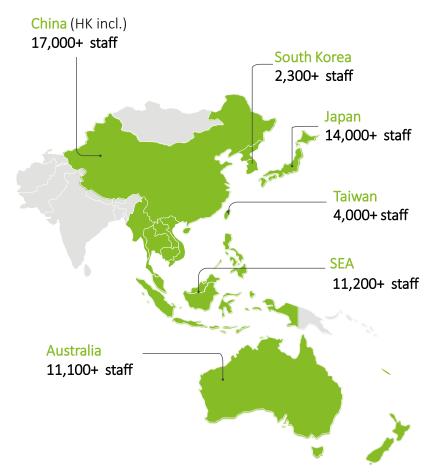
Provided services and support in connection with investment into West Point hospital Ptd Ltd

Hospital

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Among 60,000+ professionals in Asia Pacific, 3,000+ are in Life Science & Healthcare team



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