

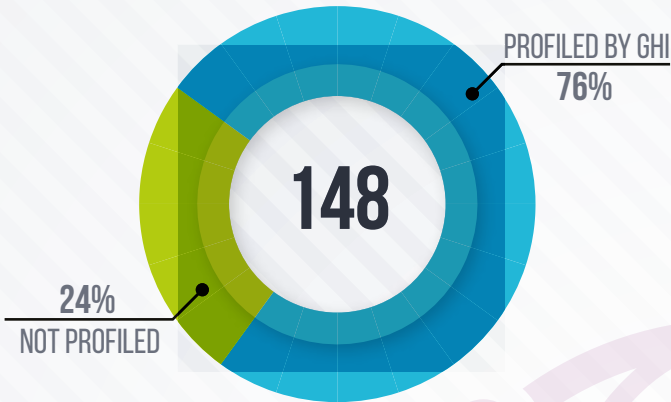


# GUATEMALA

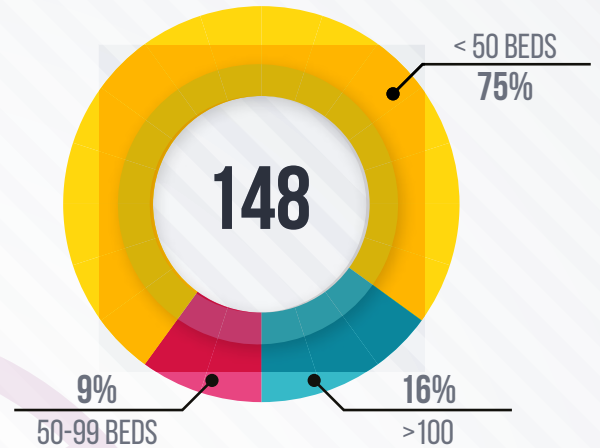
1. INFRASTRUCTURE
2. MEDICAL EQUIPMENT
3. IT
4. MEDICAL STAFF
5. PROCEDURES AND ADMISSIONS

# 1. INFRASTRUCTURE

## 1.1 NUMBER OF HOSPITALS



## 1.2 NUMBER OF HOSPITALS BY SIZE



## 1.3 NUMBER OF BEDS (AVERAGE PER HOSPITAL)



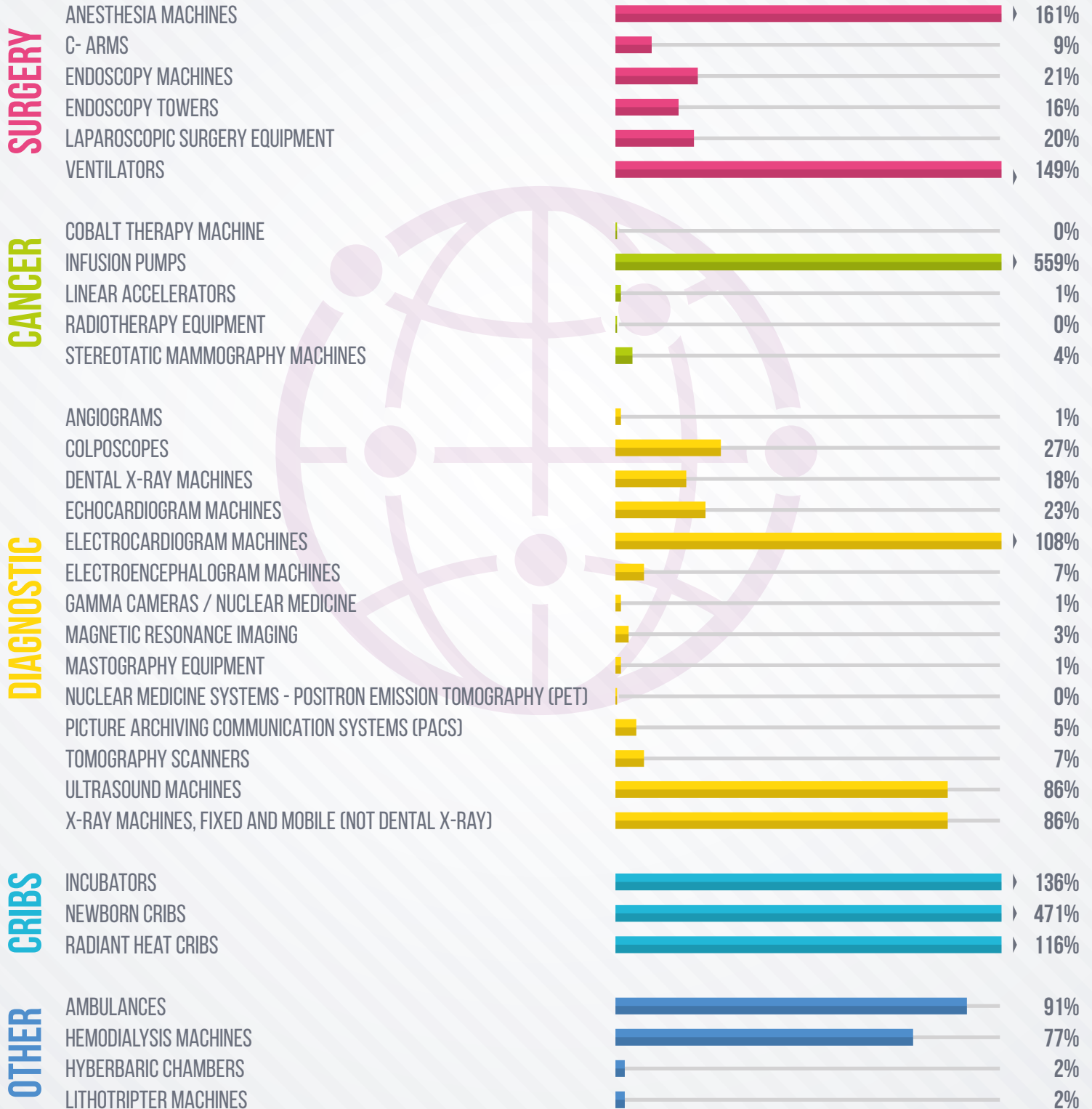
## 1.4 ROOMS (AVERAGE PER HOSPITAL)



# 2. MEDICAL EQUIPMENT

## 2.1 PENETRATION RATE OF INSTALLED EQUIPMENT

PERCENTAGES OVER 100 INDICATE THERE IS MORE THAN ONE EQUIPMENT INSTALLED (AVERAGE PER HOSPITAL)



# 3. IT

## 3.1 IT INFRASTRUCTURE (AVERAGE PER HOSPITAL)



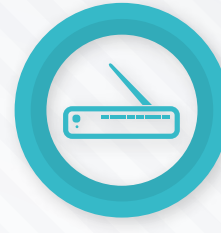
16  
DESKTOPS



1  
LAPTOPS



<1  
TABLETS



1  
ROUTERS



1  
SERVERS

# 4. MEDICAL STAFF

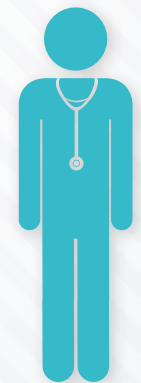
## 4.1 MEDICAL STAFF (AVERAGE PER HOSPITAL)



13  
TOTAL  
DOCTORS



42  
TOTAL  
NURSES



7  
TOTAL  
INTERNS

- 3 GENERAL DOCTORS
- 2 SURGEONS - GENERAL AND SPECIALISTS
- N/A RADIOLOGISTS
- 2 GYNECOLOGISTS
- 2 PEDIATRICIANS
- <1 FAMILY DOCTORS
- <1 ODONTOLOGISTS
- 4 OTHER MEDICAL SPECIALISTS
- <1 TOTAL DOCTORS WITH OTHER ACTIVITIES

- 7 SPECIALIZED NURSES
- 2 GENERAL NURSES
- 33 AUXILIARY NURSES
- <1 NURSES WITH OTHER ACTIVITIES

- 4 RESIDENTS
- 1 INTERNS
- 1 MEDICAL INTERNS
- <1 INTERN NURSES
- <1 DENTAL INTERNS
- 1 UNDERGRADUATE TRAINEES

# 5. PROCEDURES AND ADMISSIONS

## 5.1 TYPES OF ADMISSIONS (PERCENTAGE)



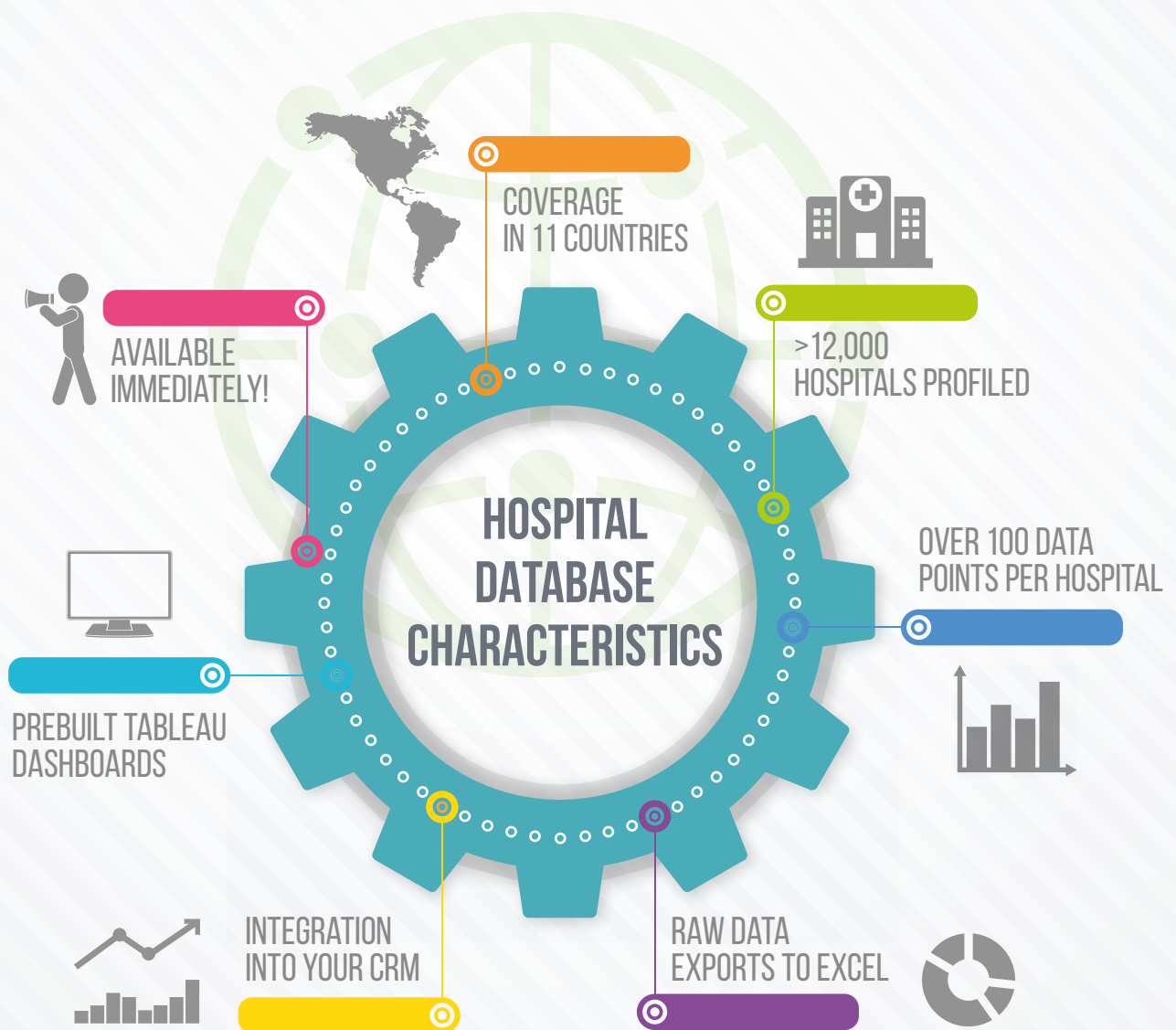
## 5.2 TYPES OF PROCEDURES (PERCENTAGE)



# ABOUT GLOBAL HEALTH INTELLIGENCE

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Founded on over 20 years of research expertise in emerging markets, Global Health Intelligence has developed the world's largest hospital demographics database focused on Latin America.



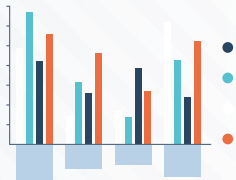
# OUR SERVICES

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## CRM POPULATION

Know your clients  
Increase ROI  
Complement your sales force



## STRATEGIC PLANNING

Validate market data  
Understand how markets evolve  
Set growth targets



## PROPENSITY ANALYSIS

Identify opportunities  
Increase sales force effectiveness  
Grow sales

FIND OUT HOW GLOBAL HEALTH INTELLIGENCE CAN HELP YOU GROW IN EMERGING MARKETS

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