

Investing in Health and Care in Europe: Opportunities and Challenges

The Cavendish Conference Centre, London W1
Wednesday 26 March 2008

Diversity in regulatory systems, funding mechanisms and, above all, cultures presents an array of challenges for potential investors in European health and care services.

Laing & Buisson's Investing in Health and Care in Europe: Opportunities and Challenges provides many of the answers to these and other conundrums facing investors, while offering a unique update on policy and provision to those already active in this marketplace.

This not-to-be-missed conference offers a forum for chief executives, directors and senior managers from investors, operating companies and others engaged in the European health and care services sector, to hear about recent developments and future trends from people at the forefront of the industry.

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Investing in Health and Care in Europe

Chair: Ken Anderson, Managing Director, UBS Investment Bank

9.00	Registration & coffee	Mike Parsons Group Chief Executive Grove Ltd
9.30	Overview of trends and transactions in Europe <ul style="list-style-type: none">Healthcare services - an evolving market2007 - a year in reviewEmerging trendsFurther consolidationValuationsIs PropCo dead?Cross border deals - value creating or empire building?2008 - the year ahead Henry Elphick Executive Director UBS Investment Bank	12.25 Consolidation and the emergence of pan-European long term care providers and investors <ul style="list-style-type: none">Consolidation is age-old, but there's still much to doDo pan-European operations make sense?Private and public investment trends Martin Whitbread Vice President, European Equity Research Department Morgan Stanley
10.00	Pan-European view of radiology <ul style="list-style-type: none">Increasing role for diagnostic imaging in patient careSignificant differences in availability, utilisation and reimbursement across EuropeKeys to success in the expanding market Alan Pilgrim Chief Executive Alliance Medical	12.50 Open forum
10.25	Pan-European view of the laboratory market Paul Hökfelt Executive Chairman Unilabs	13.05 Networking Lunch
10.50	Open forum	14.05 Which is the most attractive market in Europe to invest in? An interactive panel discussion: Panelists: Dr Robert Bider , Chief Executive, Hirslanden Frederick Dubois , Chief Executive Officer, Medi-Partenaires Henrik Borelius , Chief Executive Officer, Attendo Alicia Azana , Director, AESTE Invitation to: Dietmar Pawlik , CFO, Rhön Klinikum
11.05	Morning coffee	15.00 Afternoon tea
11.35	Policy and regulatory trends in Europe <ul style="list-style-type: none">Policy responses to demographic and budgetary pressuresThe role of the private sector within the provision of public healthcareWhere the market is going: a combination of policy frameworks and pragmatic observation Adrian Gibb Partner L.E.K.	15.20 Cross border synergies: An interactive panel discussion: <ul style="list-style-type: none">Does an international strategy create value?Does best practice travel?How do you create this? Panelists Per Batelson , Chief Executive Officer, Global Healthcare Partner Dr Jean Claude Marian , Chief Executive ORPEA Floris van den Broek , Vice President, Philips Home Healthcare Solutions Invitation to: Frederick Rostand , CEO, General de Sante
12.00	Opportunities for long term care providers across Europe <ul style="list-style-type: none">Who is the consumer?What are they looking for?How can opportunities be exploited?	16.15 Closing remarks and close

The Speakers

Ken Anderson was Commercial Director General at the Department of Health. He joined the Department to head up the procurement of Independent Sector Treatment Centres. Ken left the Department of Health in January of this year to join UBS Investment Bank as a Managing Director.

Henry Elphick joined UBS Investment Bank in 1999 and is a Managing Director in the Global Healthcare Team. Prior to UBS, Henry worked for Rothschild and was a Solicitor with Linklaters & Alliance having studied law at Oxford University.

Alan Pilgrim joined Nestor - BNA plc (now Nestor Healthcare plc) and after a period as Group Managing Director left to become Chief Executive at Community Hospitals Group plc. Alan joined Match Group in 2001. In 2005 he was appointed Group Chief Executive for Alliance Medical.

Adrian Gibb is a senior member of the European Healthcare team at L.E.K. Consulting, a leading international strategy consulting firm. Adrian joined L.E.K. in 1994 and has focused on the Healthcare and Life Sciences sectors for many years. During this time he has worked with numerous companies in the UK and across Europe on projects ranging from business strategy to transaction support, including working on a number of high profile transactions in the European Healthcare arena over the last year.

Mike Parsons is the Group Chief executive of Grove, and founder of Barchester Healthcare. Following two years of research in the US Mike returned and set in up Country Life Care which merged with Eskgrove in 1994 to form Barchester. Mike is now Group Chief Executive for Grove and is responsible for the continued development of the Grove Group both in Britain and in the international market.

Martin Whitbread is a Vice President in Morgan Stanley's European equity research department. He joined the firm in 2002, initially covering telecom equipment & technology and switched focus to healthcare services in 2004. Prior to joining the firm, he spent two years as a strategy consultant with Gemini Consulting in London.

Robert Bider has over 30 years of experience in the health care industry. He joined Hirslanden in 1985 as Managing Director of Clinic Hirslanden. In 1990 he started a national expansion strategy and became CEO of Hirslanden Group, which is now comprised of 13 private hospitals.

Frederick Dubois is the managing partner of Sante Investissement in Paris. Mr. Dubois is President and founding shareholder of Medi-Partenaires, France's second largest private hospital group, which has been recently bought in a leveraged management buy-out, backed by Barclays Private Equity France, Cobalt Capital and Sagard.

Henrik Borelius joined Attendo in 2000 as Business Area Director and was appointed CEO in 2003. Henrik has a background at McKinsey & Co in Stockholm, Oslo and London with engagements in healthcare, telecommunications and other industries.

Per Batelson is CEO of Global Health Partner, a newly founded health care company listed on the AIM London stock exchange. He was previously President and CEO of Capio since its creation in 1994.

Dr Jean Claude Marian is Chairman and CEO of the ORPEA Group and is an M.D. in Neuropsychiatry. He is co-founder of the ORPEA Group and was previously head doctor of a medical-educational institute, and co-founder and CEO of an hospital engineering and programming company.

Who should attend

Representatives from financial institutions contemplating the European healthcare market as a potential investment, as well as all healthcare leaders and professionals examining the prospects for further financial sponsorship.

From financial institutions:

- Venture capital executives
- Private equity fund managers and directors
- Healthcare analysts and senior corporate finance managers from investment houses
- Healthcare and corporate finance specialists from accountancy and consultancy practices
- Legal advisors specialising in healthcare mergers and acquisitions

From the healthcare sector:

- Independent acute and mental health hospital executives
- Long term care provision executives
- Owners, operators and executives of learning disability services
- Owners, operators and executives from diagnostic services providers
- Owners, operators and executives from independent sector homecare providers
- Healthcare staffing solutions providers

The Sponsors

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Exhibitor opportunities

Laing & Buisson's Investing in Health and Care in Europe conference offers the opportunity for your company to raise its profile. If your company's target audience is the public and private acute and long term care sectors, this conference will provide a platform for you to reach the buyers and key decision makers in these markets. To discuss the full range of sponsorship and promotional opportunities please call **Emma Hill** on 044 20 7923 5394 or email emmah@laingbuisson.co.uk

Reservation Form

Investing in Health and Care in Europe Conference

Wednesday 26 March 2008

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2	
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Venue & location

The Cavendish Conference Centre, 22 Duchess Mews, London W1G 9DT. Tel: 020 7323 4555.

Nearest underground station is Oxford Circus served by the Central, Bakerloo and Victoria lines.

Accommodation

If you wish to book hotel accommodation close to the conference centre you can get preferential rates by calling Free Booking Service on 020 8469 1900 or by visiting freebookingservice.co.uk stating that you are a Laing & Buisson delegate.

Fees

PLEASE NOTE THAT PAYMENT MUST BE RECEIVED PRIOR TO THE EVENT

The conference fees are payable in advance in £ sterling. Fees include all refreshments (coffee on arrival, morning coffee, lunch, afternoon tea), conference documentation and other materials. The following discount on full price tickets is available: when **two delegates from the same organisation are booked at the same time, a third person can be booked at half price.**

Cancellation and refund policy

Reservation is a contract. Substitution of delegates is acceptable at any time and notification of substitution should be emailed to conferences@laingbuisson.co.uk or faxed (0(44)20 7841 0048). Cancellations will only be accepted prior to Tuesday 11 March 2008. Written notices of cancellation received before that date will be subject to an administration fee of £75 + VAT per delegate. No refunds can be made on or after this date. In the event of cancellation of the conference by the organisers, liability will be restricted to the refund of fees paid. The organisers reserve the right to make changes to the programme, speakers or venue should this become necessary. Laing & Buisson reserve the right not to offer refunds for cancellations arising from events outside their control.

Joining Instructions

Joining instructions will be sent to delegates approximately two weeks before the conference. If you have not received your joining instructions by 19 March 2008 please email conferences@laingbuisson.co.uk. or call Rachel Harper on 0(44) 20 7923 5344.

Special Requirements

Please advise us of any special requirements you may have i.e. dietary requirements, wheelchair access, hearing loop.

Contact details:

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