



Investing in healthcare

Why invest in healthcare during a recession?

Healthcare is a relatively recession-proof investment. The UK industry has remained resilient, stable and remarkably active through the current financial volatility. The combination of the government's NHS reform programme and sector's strong fundamentals are enabling venture capitalists, private equity groups and banks to proceed with opportunities difficult to

find in other sectors.

This conference explores the variety of investment routes in healthcare property and services and supplies. It identifies why the market remains so attractive, the yields on offer and the scale of the opportunities.

For more information contact Kate Atkins on 020 7104 2000 or email: kate.atkins@healthinvestor.co.uk

Chairman: David Worskett, Director, NHS Partners Network, NHS Confederation

9.30 Registration (tea and coffee)

10.00 Chairman's introduction: Where are we today?

- The question of government support
- Anticipating the future direction of policy
- The next two years: challenges and opportunities

David Worskett, Director, NHS Partners Network, NHS Confederation

10.20 Developing the healthcare industry

- Growth areas
- The credit crunch - implications for refinancing
- Acquisitions
- Expansions
- New build developments

Paul Birley, Head of Healthcare, Barclays Commercial Bank

10.50 Where do you sit as an investor?

- How has the investment case changed?
- Debt markets, equity markets and the real economy
- Understanding the pipeline for mergers and acquisitions
- Who will be the winners in 2009/10?

Steve Adkin, Partner, Apposite Capital LLP

11.15 Tea and coffee

11.30 Investing in telehealth and telecare: The emerging remote care, self care and expert patient market

- Anticipating tomorrow's demands
- Preventative care and early intervention strategies

James Buckley, Chief Executive, Tunstall Healthcare

11.55 Balancing flexibility and uncertainty in a changing market

- Factors in the changing marketplace
- The balance of certainty and flexibility
- Transactions in the NHS
- Opportunities for private sector investors

Warren Taylor, Partner & Head of Healthcare, Nabarro

12.20 Financial management and forecasting: Turning information into insight

- Reviewing your operations

- Maintaining success in the new market environment
- Lessons from other sectors

Alan Downey, UK Head of Healthcare, KPMG

12.50 Morning summary and questions

13.00 Lunch

14.00 Investing in the changing primary care environment

- The current market and NHS strategy
- Market deficits and needs driving change
- How do the opportunities present?
- Development opportunities

Dr Mike Shillingford, Healthcare Director, Primary Asset

14.30 Anticipating future investment in primary care

Andrew Surgenor, Director and National Head of Healthcare Valuation, Savills

15.00 Tea and coffee

15.20 E-health: Investment opportunities and challenges for industry

- The E-health market: structure, size, growth and value
- The National Programme for IT in the NHS: state-sponsored cabal or competitive monopoly?
- The management factor: drivers of high performance in ehealth enterprises
- The grand challenges: interoperability, usability and safety

Benedict Stanberry, Commercial & Legal Director, Medical Imaging Group

15.50 What does the medtech business environment offer investors?

- Maximising the chance of investment success
- Discovering unmet needs
- Delivering innovation
- Hitting the valuation milestones

Three recession-busting opportunities

- Chronic care
- Convergence
- Cost containment

Dan Flicos, Executive Director, Sagentia

16.10 Afternoon summary and questions

16.30 Close of conference