

Conference on

INVESTMENT AND MARKET OPPORTUNITIES IN HEALTHCARE

December 17, 2018, Taj Lands End, Mumbai



Conference on

INVESTMENT AND MARKET OPPORTUNITIES IN LOGISTICS

December 18, 2018, Taj Lands End, Mumbai



Organiser:

**Indian
Infrastructure**

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Mission

- Government spending on healthcare continues to be far below the global average. India currently spends 1.2-1.4 per cent of its GDP on healthcare. The target, however, is to increase this to 2.5 per cent by 2025.
- The private sector is a dominant player with a share of 70-75 per cent in the total healthcare expenditure in the country.
- With the burgeoning demand for tertiary care hospitals and specialty hospitals, the existing hospitals are looking to expand their capabilities. Seizing the opportunity, investors are pouring in the required capital in a bid to reap high returns.
- The interest of private equity investors, in particular, has been high. Venture capital funding has also surged on the back of a boom in health tech start-ups. Hospitals, pharmaceuticals and diagnostics remain attractive bets. During 2013-17, a total of about 285 deals were reported in the healthcare and life sciences segment, with an investment of over \$6 billion.
- The government too has initiated aspirational reforms in the sector to provide a fillip to investments and improve service delivery. The newly launched Ayushman Bharat Yojana aims to benefit about 40 per cent of the population to start with. The National Health Mission, backed by the National Health Policy, 2017 will serve as a backbone for achieving universal health coverage and delivering quality healthcare services.
- Going forward, the rising geriatric population, increasing incidence of lifestyle diseases, growth in medical tourism and increasing health insurance penetration will drive the demand for diagnostics services. Urban settings are also witnessing an increasing demand for preventive health checks.
- The size of the Indian healthcare market is expected to increase to about \$370 billion by 2022, growing at a CAGR of about 17 per cent (from the 2008 levels).
- Moreover, India will continue to enjoy a low-cost advantage in the medical tourism market. The development of medicities is another area that is gaining traction. IoT, remote surgeries, robotic operations and big data are other emerging avenues for investments. Rising demand for services such as m-health and telemedicine will continue to unfold opportunities for stakeholders across the board.
- **The mission of this conference is to deliberate on the challenges and opportunities in the segment, enable the sharing of best practices and exchange of ideas to increase the penetration of healthcare services. The conference will also provide a platform to industry players, policy-makers, financial investors, consultants and technology providers, to share their experience and exchange ideas.**

AGENDA/STRUCTURE

TRENDS, DEVELOPMENTS AND OUTLOOK

- ❖ What are the key trends and developments in the healthcare segment?
- ❖ What is the future outlook? What are the new opportunities?
- ❖ What are the key issues and challenges?

SPOTLIGHT ON NATIONAL HEALTH PROTECTION MISSION

- ❖ What is the scope of the mission? What is the progress so far?
- ❖ What are the new and upcoming opportunities?
- ❖ What are the potential issues and challenges?

INVESTORS' PERSPECTIVE

- ❖ What is the perspective of investors (private equity firms, SWFs, pension funds, etc.) on the sector?
- ❖ How has been the investors' experience so far? Which segments are of key interest to them?
- ❖ What are the historical and expected IRRs?

INDUSTRY PERSPECTIVE

- ❖ What is the industry's perspective on the sector's development?
- ❖ What are the key issues and challenges?
- ❖ What are the key upcoming opportunities?
- ❖ What is the future outlook for the sector?

FOCUS ON KEY SEGMENTS I: PRIVATE HOSPITALS AND MEDICITIES

- ❖ What are the key trends in the segment?
- ❖ What are the key issues and challenges?
- ❖ What are the key upcoming opportunities?

FOCUS ON KEY SEGMENTS II: HEALTH INSURANCE

- ❖ What have been the trends in health insurance penetration?
- ❖ What will be the likely impact of Ayushman Bharat on the segment?
- ❖ What are the upcoming opportunities in the segment?

FOCUS ON KEY SEGMENTS III: DIAGNOSTICS

- ❖ What have been the key trends in the diagnostics market?
- ❖ What are the upcoming opportunities in the segment?
- ❖ What are the key challenges?

FOCUS ON KEY SEGMENTS IV: MEDICAL DEVICE INDUSTRY

- ❖ What are the emerging trends in the medical device industry?
- ❖ What are the upcoming opportunities in the segment?
- ❖ What has been the impact of GST on the industry? What are the unaddressed issues?

OPPORTUNITIES UNDER NEW HEALTHCARE DELIVERY CHANNELS

- ❖ What has been the experience with respect to new areas such as telemedicine, m-health and medical tourism?
- ❖ What are the upcoming opportunities under these segments?
- ❖ What are the key issues and challenges?

OPPORTUNITIES FOR TECHNOLOGY PROVIDERS

- ❖ What has been the experience so far of technology providers in the healthcare sector?
- ❖ What are the new and emerging business opportunities?
- ❖ What are the key issues and challenges?

The key technologies covered in this session will include big data analytics, cloud computing, artificial intelligence, blockchain, IoT, electronic health records and wearable technologies.

Target Audience

The conference is targeted at executives, managers and decision makers from:

- | | | |
|--|---------------------------------|-------------------------------------|
| - Leading private and public hospitals | - Diagnostic labs | - Medical device manufacturers |
| - Private investors | - Healthcare entrepreneurs | - Healthcare lenders |
| - Healthcare real estate | - Financial institutions | - Commercial and investment banking |
| - Insurance | - Institutional investors | - Private equity, venture funds |
| - Consultants | - Technology solution providers | - Legal firms, etc. |

Mission

- The government estimates that investments in the logistics sector will reach \$500 billion by 2025.
- The grant of infrastructure status will enable the sector to mobilise this investment at easier terms with enhanced limits. The rising consumer demand, boom in e-commerce and boost in manufacturing are other key drivers of investments.
- Meanwhile, the implementation of the goods and services tax (GST) has ushered in much-needed reforms in the largely unorganised logistics sector. Increased investor interest is now being witnessed across the sector, especially in the warehousing space.
- Private equity investors have actively invested in the sector. Between 2013-14 and 2017-18, the logistics sector witnessed deals valued at over Rs 75 billion.
- A shift from the pure transportation business to end-to-end services has taken place, thereby facilitating the growth of the third-party logistics (3PLs) and supply chain management industries in India.
- The government too has highlighted priority areas for the sector and aims to develop an Integrated Logistics Action Plan for the country. The introduction of a National Logistics Policy is also on the cards. The dedicated freight corridors and the Delhi Mumbai Industrial Corridor are being touted as the biggest drivers of change.
- Additionally, initiatives such as Make in India, Skill India and Digital India will continue to push the creation of a robust logistics framework in the country. Big-ticket programmes such as the Bharatmala Pariyojana, the Sagarmala project and the UDAN scheme will give a boost to the logistics system.
- However, the low level of mechanisation and digitisation, lack of skilled labour and sufficient support infrastructure, low performance standards and regulatory obstacles continue to impact efficiency.
- Technologies such as cloud computing, internet of things (IoT) and blockchain can be adopted to smoothen operations. The overall aim is to reduce logistics costs to 10 per cent of GDP by 2022.
- **The mission of this conference is to highlight the emerging investment and market opportunities in the logistics sector in India; analyse the impact of GST and examine the key issues and challenges. The conference will also provide a platform to industry players, financial investors, consultants, government agencies and technology solutions providers to share their experience and exchange ideas.**

AGENDA/STRUCTURE

KEY TRENDS AND OUTLOOK

- ❖ What are the key trends and developments in the logistics sector?
- ❖ How has been the investment scenario? What are the new opportunities?
- ❖ What are the key issues and challenges?

GOVERNMENT PERSPECTIVE

- ❖ What is the role of the newly created Logistics Wing in transforming the logistics landscape?
- ❖ What are the key unaddressed issues and challenges impacting logistics efficiency?
- ❖ What are the new and upcoming investment opportunities in the sector?

IMPACT OF GST

- ❖ What has been the impact of GST on the logistics industry (warehouse consolidation, deployment of IT, operational efficiency, etc.)?
- ❖ How has been the experience so far in the implementation of the GST regime?
- ❖ What are the unresolved issues and areas of concern?

INVESTORS' PERSPECTIVE

- ❖ How has been the experience of investors (private equity firms, SWFs, pension funds, etc.) in the logistics sector?
- ❖ Which segments are they keen on investing in?
- ❖ What are the key risks associated with investments in the sector?
- ❖ What have been the historical and expected IRRs?

OPPORTUNITIES UNDER KEY GOVERNMENT PROGRAMMES

- ❖ What is the status of the key government programmes (Dedicated Freight Corridors, Delhi-Mumbai Industrial Corridor, Sagarmala, etc.)?
- ❖ What are the new and upcoming opportunities?
- ❖ What are the key issues and challenges?

OPPORTUNITIES IN LOGISTICS INFRASTRUCTURE DEVELOPMENT

- ❖ What is the industry's perspective on the development of logistics infrastructure?
- ❖ What are the key issues and challenges?
- ❖ What are the key upcoming opportunities? What is the future outlook?

The key segments covered in this session will include:

Warehouses | Multi-modal logistics parks | Container freight stations | Inland container depots | Free trade warehousing zones | Cold chain infrastructure

OPPORTUNITIES IN FREIGHT TRANSPORTATION

- ❖ What is the industry's perspective on developments in the freight transportation segment?
- ❖ What are the key issues and challenges?
- ❖ What are the key upcoming opportunities? What is the future outlook?

The key segments covered in this session will include:

Rail freight | Road transport | Coastal shipping & inland waterways | Air freight

OPPORTUNITIES FOR SERVICE PROVIDERS

- ❖ What is the perspective of the supply chain solution providers on the sector?
- ❖ What are the key issues and challenges?
- ❖ What are the key upcoming opportunities? What is the future outlook?

The key services covered in this session will include:

Value-added services | Third-party logistics | Express logistics | Freight forwarding | Inventory management | Packaging and labelling

Target Audience

The conference is targeted at officials and managers from:

- | | | |
|---|--|--|
| - Financial Institutions | - Commercial banks | - Tax advisory firms |
| - ICDS, CFSs, FTWZs and logistics parks | - Logistics companies | - Road transportation and trucking companies |
| - Shipping companies | - Freight forwarders and logistics providers | - Port operators |
| - Railways/Train operators | - Technology providers | - Warehousing companies |
| - Government agencies | - Consultancy organisations | - Freight forwarders |
| - Container shipping lines | - Legal firms | - Service providers |
| - Industry analysts | - Etc. | |

Organisers

The conference is being organised by **India Infrastructure Publishing**, the leading provider of information on the infrastructure sectors through magazines, newsletters, reports and conferences. The company publishes **Indian Infrastructure**, a magazine devoted to infrastructure policy and finance. The group also publishes **Power Line**, **Renewable Watch** and **tele.net** magazines. It produces a series of reports on the infrastructure sectors including **Healthcare Market in India**, **Logistics in India**, **Ports in India**, **Investment and Market Opportunities in Southeast Asian Infrastructure**, **Road Development in India** and **Railways in India**

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I would like to register for the "INVESTMENT AND MARKET OPPORTUNITIES IN HEALTHCARE" conference (December 17, 2018, Mumbai)

I would like to register for the "INVESTMENT AND MARKET OPPORTUNITIES IN LOGISTICS" conference (December 18, 2018, Mumbai)

I would like to register for **both the conferences**

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ANY ONE CONFERENCE

Delegates	Discounted fee (before November 30, 2018)				Fee without discount (after November 30, 2018)			
	INR	GST @18%	Total INR	Total USD	INR	GST @18%	Total INR	Total USD
One delegate	20,000	3,600	23,600	393	25,000	4,500	29,500	492
Two delegates	32,000	5,760	37,760	629	40,000	7,200	47,200	787
Three delegates	44,000	7,920	51,920	865	55,000	9,900	64,900	1,082

BOTH CONFERENCES

Delegates	Discounted fee (before November 30, 2018)				Fee without discount (after November 30, 2018)			
	INR	GST @18%	Total INR	Total USD	INR	GST @18%	Total INR	Total USD
One delegate	32,000	5,760	37,760	629	40,000	7,200	47,200	787
Two delegates	51,200	9,216	60,416	1,007	64,000	11,520	75,520	1,259
Three delegates	70,400	12,672	83,072	1,385	88,000	15,840	103,840	1,731

- There is also a 20 per cent "Early Bird" discount for those registering before November 30, 2018.
- Registration will be confirmed on the receipt of payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

Payment Policy:

- Full payment must be received prior to the conference.
- Payments for "early bird" registrations should come in before the last date of discount.
- Conference fee cannot be substituted for any other product or service being extended by India Infrastructure Publishing Pvt. Ltd.
- Conference fee includes lunch, tea/coffee and conference material.

For delegate registrations and sponsorship opportunities, contact:

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