



Conference on

HEALTHCARE INFRASTRUCTURE IN INDIA

Emerging Trends, Future Requirements and Emerging Opportunities

March 12-13, 2020 | Hyatt Regency, New Delhi

Organiser:

**Indian
Infrastructure**

“Early Bird” discount ends on February 19, 2020

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HEALTHCARE INFRASTRUCTURE IN INDIA

Mission

- The Indian healthcare sector is going through challenging yet transformational times. Public expenditure on healthcare is only 1.2-1.4 per cent of GDP. The target is to increase this to 2.5 per cent by 2025.
- Unmet demand for healthcare services offers huge potential. One of the most ambitious reforms, the National Health Protection Scheme, aims to provide health coverage to about 500 million people. This requires a significant upgrade of healthcare infrastructure as well as service delivery.
- The private sector continues to play a dominant role in the healthcare sector with a share of about 70 per cent. However, the private hospitals segment has been adversely impacted by the price cap on medical devices and the implementation of GST.
- Nonetheless, the investment scenario has evolved. Private equity in the healthcare sector has remained robust. Apart from large corporate hospitals and diagnostic chains, several single specialty formats have attracted the interest of PE/VC firms due to their asset-light nature and relative ease of scalability. Digitally enabled healthcare delivery models are also gaining prominence and have attracted interest from investors, especially early stage funds.
- Long gestation periods and high upfront costs have also led private players to experiment with new business models and expand their footprint to Tier II and Tier III cities. The concept of healthcare PPPs, however, has not picked up significantly. While the states such as Odisha, Madhya Pradesh, Karnataka, Andhra Pradesh, Gujarat and Haryana have adopted the PPP model for various health services, there is a dearth of successful healthcare PPPs in the country.
- Meanwhile, technologies such as artificial intelligence, blockchain, cloud-based computing, virtual health, robotics, digital reality and internet of medical things (IoMT) are surfacing as the key solutions for addressing accessibility and affordability issues of Indian healthcare.
- In the years ahead, India will continue to enjoy the low-cost advantage in the medical tourism market. The development of medicities is another area that is gaining traction. Rising demand for services such as mHealth and telemedicine will continue to unfold opportunities for stakeholders across the board.
- **The mission of this conference is to highlight the emerging trends, identify the challenges, analyse the impact of key policy and regulatory changes, and identify the upcoming opportunities in the healthcare sector. The conference will provide a platform to government stakeholders, private hospital developers, diagnostics and health insurance companies, healthcare start-ups, and technology and digital solution providers to share their experiences and exchange ideas.**

Target Audience

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

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

Previous participants:

The companies that participated in our previous conference on "Healthcare in India" included: AAA Health Care, ACCESS Health International, Aditya Birla Insurance, Aditya Birla Insurance Brokers, Alvarez & Marsal India, AMRI Hospitals, Kolkata, Atiune Technologies, Bajaj Allianz General Insurance Company, Bajaj Allianz Life Insurance Co, Blu Communique, Cipla, Columbia Asia Hospitals, Credit Analysis & Research, DHFL Insurance, DSP Merrill Lynch, Ernst & Young LLP, Fortis Healthcare, Frost & Sullivan, Gouvernement Du Quebec, Quebec Government Office -Mumbai, Healthcare Global Enterprises, ICICI Bank, ICRA, India Ratings & Research, Mckinsey, NVP, PhillipCapital (India), Pikale Health Care, Safire Capital Advisors, Samara India Advisors, SBI General Insurance, SBI Securities, Singhi Advisors, Smith & Nephew Healthcare, Star Health and Allied Insurance, Sunshine Hospitals, Hyderabad, TA Associates, TATA Cleantech Capital, Unity Care & Health Services, Vallance Healthcare System, etc.

AGENDA/STRUCTURE

TRENDS, DEVELOPMENTS AND OUTLOOK

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

GOVERNMENT PERSPECTIVE

- ❖ What are the key initiatives being taken to bridge the gaps in public health infrastructure provisioning?
- ❖ What are the government's plans to promote digital healthcare?
- ❖ What is the growth potential of healthcare infrastructure in India?
- ❖ What are the key issues and challenges?

SPOTLIGHT ON AYUSHMAN BHARAT

- ❖ What are the key achievements? What has been the experience so far?
- ❖ What are the key issues and challenges?
- ❖ What are the key strategies being considered to resolve the challenges?
- ❖ What are the future plans and targets?

INVESTOR PERSPECTIVE

- ❖ What is the current stance of investors (private equity firms, sovereign wealth funds, pension funds, etc.) on the sector?
- ❖ Which segments are of key interest to the investors?
- ❖ What are the risks and challenges?

PRIVATE HOSPITAL DEVELOPERS' PERSPECTIVE

- ❖ What is the private developers' perspective on the sector's developments?
- ❖ What has been the experience of private hospitals in light of the price cap regulations and the introduction of Ayushman Bharat?
- ❖ What are the issues and challenges? What are the key expectations from the government?

FOCUS ON KEY SEGMENTS I: HEALTH INSURANCE

- ❖ What are the key trends in the health insurance market?
- ❖ What has been the impact of Ayushman Bharat on the segment?
- ❖ What are the upcoming opportunities in the segment?

FOCUS ON KEY SEGMENTS II: DIAGNOSTICS

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

FOCUS ON KEY SEGMENTS III: 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?

HOSPITAL DESIGN AND PLANNING

- ❖ What are the recent and emerging trends in hospital design and planning?
- ❖ What are the future needs and requirements?
- ❖ What role can technology play in the development of smart and green hospitals?

NEW AND EMERGING TECHNOLOGIES

- ❖ What has been the experience so far?
- ❖ What is the future potential?
- ❖ What are the key risks and challenges?

The other key technology solutions covered in this session include:

- Big Data Analytics
- Cloud Computing
- Blockchain
- IoMT
- Electronic Health Records
- Wearable Technologies

NEW HEALTHCARE DELIVERY CHANNELS: TELE-MEDICINE, M-HEALTH, MEDICAL VALUE TRAVEL

- ❖ What has been the experience with respect to the new and emerging modes of healthcare service delivery?
- ❖ What are the upcoming opportunities under these segments?
- ❖ What are the key issues and challenges?

FOCUS ON KEY BUSINESS MODELS

- ❖ MEDICINES
- ❖ MULTI-SPECIALITY INFRASTRUCTURE
- ❖ SINGLE-SPECIALTY INFRASTRUCTURE
- ❖ "NO-FRILLS" HOSPITALS

- What has been the experience so far?
- What are the opportunities for private players?
- How do financial investors perceive these models?
- What are the associated risks, returns and break-even scenarios?

POTENTIAL FOR PPPs

- ❖ What is the potential role of PPPs in the development of healthcare infrastructure?
- ❖ What are the recommended strategies for developing the infrastructure in Tier II and Tier III cities?
- ❖ What are the key impediments?

STATE SHOWCASE: INITIATIVES, PLANS & OPPORTUNITIES

- ❖ What are the key initiatives being undertaken at the state-level to augment the healthcare infrastructure and improve service delivery?
- ❖ What has been the experience so far with regard to PPPs in healthcare?
- ❖ What are the key issues and challenges?
- ❖ What are the upcoming opportunities?

HEALTHCARE START-UP SHOWCASE

The session will feature presentations from select healthcare start-ups on:

- ❖ Key offerings and their impact
- ❖ Technology advancements
- ❖ New ideas and applications

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Registration Form

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	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
Four delegates	56,000	10,080	66,080	1,101	70,000	12,600	82,600	1,377

- There is a 20 per cent "Early Bird" discount for those registering before February 19, 2020.
- There is a special low fee of Rs. 10000/- per participant for senior officials representing medical associations, public/private hospitals and academic institutions. 18% GST as applicable
- Registration will be confirmed on receipt of the payment.
- To register online, please log on to <http://indiainfrastructure.com/conf.html>

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