

INVESTING IN PRIVATE HEALTHCARE IN **EMERGING MARKETS**

International Finance Corporation
2121 Pennsylvania Ave., NW
Washington, D.C. 20433, USA

February 16 – 18, 2005

CONFERENCE DINNER

WEDNESDAY, FEBRUARY 16

6:00pm

Reception

Main Foyer, IFC

7:00pm

Welcoming Dinner

Host: Assaad Jabre (*Acting Executive Vice President, IFC*)

Special Guest Keynote Speaker: Professor Julian Le Grand
(*Senior Policy Adviser, Prime Minister's Office, UK*)

Day 1

THURSDAY, FEBRUARY 17

8:00-9:00am

Registration and Breakfast

9:00-9:45am

Welcoming Remarks

Speakers:

Assaad Jabre (*Acting Executive Vice President, IFC*)

Guy Ellena (*Director, Health & Education Department, IFC*)

Robert Taylor (*Taylor Associates International, USA*)

9:45-10:45am

Setting the Scene – Global Health Challenges and Paths to the Future

Speaker: Professor Alan Maynard (*University of York, UK*)

10:45-11:15am

Coffee

IFC GLOBAL CONFERENCE – **ACHIEVING GROWTH**

11:15-12:30pm **Global Marketplace – Trends & Issues For Private Healthcare Industry**

Moderator: Robert Taylor (*Taylor Associates International, USA*)

Speakers:

- **US/European Markets**

Sandy Lutz (*National Research Director, PricewaterhouseCoopers, USA*)

- **Emerging Markets**

Dr Elena Bourganskaia (*Principal Health Specialist, IFC*)

12:30-13:30pm **Lunch**

13:30-14:30pm **Global Trends in Health Finance**

Moderator: Alex Preker, (*Lead Economist, Health, World Bank*)

Panel participants:

Ms. Lisa Marie Beichl (*International Health Insurance, Denmark*)

Ms. Agnes Soucat (*Lead Economist, World Bank*)

Mr. Christian Baeza (*Senior Health Specialist, Acting Manager, HNP Latin America, World Bank*)

14:30-15:30pm **Achieving Growth - Government Contracts and PPPs**

Moderator: Emmett Moriarty, (*Health Sector Specialist, IFC*)

Panel participants:

Howard Lyons (*Managing Director, London International Healthcare Ltd*)

Dr. Ian Kadish (*Executive Director, Netcare, South Africa*)

15:30-16:00pm **Coffee**

16:00-17:30pm **Achieving Growth – What Business Model?**

Moderator: Mr. Robert Taylor (*Taylor Associates International, USA*)

Panel participants:

Aparecido Bernardo Pereira (*President, Laboratórios Fleury, Brazil*)

Roberta Lipson (*United Family Hospital, China*)

Suneeta Reddy (*Director of Finance, Apollo Hospitals Group, India*)

Mark Bassett (*BUPA, UK*)

17.30pm **Session ends**

Evening Free

IFC GLOBAL CONFERENCE – ACHIEVING GROWTH

Day 2

FRIDAY, FEBRUARY 18

- 8:00-9:00am** **Breakfast and Networking**
- 9:00-10:30am** **Achieving Growth – Quality Considerations and Accreditation**
- Moderator:** Robert Taylor (*Taylor Associates International, USA*)
- Panel participants:**
Andrew Corbett-Nolan (*Chief Executive, Health and Social Care Quality Center, UK*)
Maureen Potter (*Executive Director of International Accreditation, Joint Commission International, USA*)
Professor Metin Cakmakci (*Medical Director, Acibadem Health Group, Turkey*)
- 10:30-11:00am** **Coffee**
- 11:00-12:30pm** **Achieving Growth – Funding**
- Moderator:** Dr Elena Bourganskaia (*Principal Health Specialist, IFC*)
- Speakers:**
- **Equity**
Mr. Caio Auriemo (*Chief Executive Officer, Diagnósticos da América S.A., Brazil*)
Mr. Scott Vicary (*Investment Officer, Global Environment Fund, USA*)
Mr. Jay Dunn (*Managing Director, Latin Healthcare Fund, USA*)
 - **Debt Financing**
Chris McCahan (*Senior Investment Officer, IFC Bangkok office*)
 - **What does IFC offer other than loan or equity?**
Nathalie Louat (*Principal Financial Officer, IFC Treasury*)
- 12:30-13:30pm** **Lunch**
- 13:30-15:00pm** **Lessons Learned in Private Healthcare in Emerging Markets**
- Moderator:** Guy Ellena (*Director, Health & Education Department, IFC*)
- Speaker:** Sybille Lazar (*Health and Education Portfolio Manager, IFC*)
- Panel participants:**
Dr. Ralph Ashorn (*New Medical Center, Russia*)
Mr. Oguz Engiz (*Hospital Project Coordinator, MESA Group, Turkey*) Mr. Lawrence V. Meagher, Jr. (*Director General, American-British Cowdray Hospital, Mexico*)
- 15:00-15:30pm** **Wrap-Up Session and Closing Remarks**
- 15.30pm** **Conference closes**