

**IFC International Health Conference 2007**  
**“Private Health Care in Emerging Markets – Evolution or Revolution?”**

*will be held at*

**IFC Headquarters, Washington, D.C., April 18-20, 2007**

**Context**

Growth and change – driven by technological innovation, increasing commercial focus, and globalization – are taking place in the private health sector as never before. Clinical and business models are emerging that, only a few years ago, would have been unimaginable.

In industrial countries, the private health sector has featured prominently in the headlines, having witnessed the largest management buyout of 2006: a \$33 billion deal at U.S. hospital operator, HCA. In Europe, Swedish-based Capio, with private hospitals across eight European countries, was purchased by a private equity group for \$2.3 billion, a 38 percent premium on its market value. Meanwhile, the U.K. government powered ahead with an ambitious Public-Private-Partnership program, including the earmarking of \$7 billion for private health care companies, many from overseas, to provide elective and diagnostic services over the next five years.

The most rapid growth of the private health sector, however, has been in the emerging markets. Health care companies in these markets are growing rapidly, buoyed by economic development and demographic changes at home and huge opportunities provided by globalization. Investors, traditionally shy of the health sector in these markets, are waking up to these new growth prospects. In 2005, U.S.-based Newbridge Capital bought a controlling stake in hospital company, Parkway, based in Singapore, valuing it at \$800 million. More recently, Asia Financial Holding of Hong Kong took a 20 percent stake in Thai hospital operator, Bumrungrad International. This trend has spurred unprecedented merger and acquisition activity. Parkway recently acquired a controlling stake in the Pantai Group of Hospitals in Malaysia, valuing the latter at almost \$300 million. And, in India, Escorts Heart Hospital in Delhi was acquired by its compatriot, Fortis Hospitals for \$127 million.

Emerging market operators are increasingly going international. In 2006, the young South African health care company, Netcare, stunned the U.K. market by buying the experienced GHC for \$3.9 billion and, with it, almost a quarter of the country’s private hospital beds. Operators in countries, such as, Turkey, Thailand, and India, no longer satisfied with opportunities at home, are also seeking access to foreign markets. At the same time, lower travel costs and increasing access to information are driving larger numbers of patients to seek medical care abroad. Countries as diverse as India, Thailand, Jordan, South Africa, Costa Rica, and Cuba are becoming significant destinations for “medical tourism”.

These changes and the accompanying growth have been keenly felt by IFC, the world’s largest multilateral investor in the private health sector in emerging markets. IFC investment in the sector rose to record levels in 2006 and looks likely to be exceeded again in 2007.

**The 2007 conference**

Are we witnessing a revolution in the private health sector in emerging markets? At this pivotal time, IFC will be holding its biannual health care conference to explore the sweeping changes taking place. The conference will explore the future shape of private health care, key opportunities that are emerging, and ways in which private sector organizations can benefit.



Participation at this prominent event will be by invitation only and will draw together international experts from the fields of private health care, government, academia, insurance, and financing.

A draft agenda is included with this notice and a final agenda will be made available closer to the conference.

### **Registration**

We are expecting heavy demand for participation at the 2007 conference. Places at the conference will be allocated on a "first come, first served" basis. If you are planning to attend, please respond early to avoid disappointment. Please register by completing and e-mailing the attached registration form to Suzanne Roddis at [healthconference2007@ifc.org](mailto:healthconference2007@ifc.org) by March 21, 2007. IFC does not charge an attendance fee.

### **Hotel Information**

A limited number of rooms have been reserved at the Melrose Hotel, which is walking distance from IFC. A preferential rate of \$189 per night plus 14.5 percent state tax is available to conference delegates. To make a reservation, please contact the Melrose Hotel at 1-800-MELROSE or +1-202-955-6400 and mention the booking reference for the conference, which is: "World Bank April 18". This rate is guaranteed only until March 28, 2007. For more information about the hotel, please see its website: <http://www.melrosehoteldc.com>

### **Media Inquiries:**

For media inquiries only, please contact: Ludi Joseph, (Ph: +1-202-473-7700, e-mail: [ljoseph@ifc.org](mailto:ljoseph@ifc.org)).

### **Contact information**

Should you have any questions about the conference, please do not hesitate to contact Suzanne Roddis (Ph: +1-202-473-4274) or Ioan Cleaton-Jones (Ph: +1-202-458-9881), e-mail: [healthconference2007@ifc.org](mailto:healthconference2007@ifc.org) who will be happy to assist you.