



Making Global Connections

Leading Change in Emerging Health Markets

Global private health care conference

Co-sponsored by:



Monday, March 18th

4:00 pm – 6:00pm **Pre-Registration**

Tuesday, March 19th

8:00 am – 9:00am **Registration and Breakfast**

9:00 am – 9:05am **Introductory Remarks**
Scott Featherston, Principal Investment Officer, IFC

9:05 am – 9:20am **Welcoming Remarks**
Jin-Yong Cai, Executive Vice President and CEO, IFC

9:20am – 10:10am **Keynote Speaker**
George Magnus, Senior Independent Economic Adviser, UBS and Author

10:10am – 10:20am **Vote of Thanks**
Steven Thompson, CEO, Johns Hopkins Medicine International

10:20am – 11:00am **Coffee Break**

11:00am – 12:30am **Can Globalization Work for Health Services? Opportunities and Challenges**
Historically, health care has been a domestic business. It is an intensely service-oriented industry and is bound by unique, country-specific regulatory environments. However, like most other industries before it, health care is showing some early signs of becoming a more globalized industry. People are travelling to receive health care and health companies are starting to expand across borders. This panel will include representatives from some of the early globalizers in health services who will discuss the opportunities and challenges they see in taking their companies abroad.

Moderator: Andrew Jack, Health Reporter, Financial Times, UK

Abrar Mir, Co-Founder and Managing Partner, Quadria Capital, Singapore

Michael Flemming, CEO, Life Healthcare, South Africa

Dr. Lim Cheok Peng, Managing Director, IHH Healthcare Berhad, Malaysia

James Wheaton, Director of Strategy, BUPA, UK

12:30pm – 2:00pm **Lunch**



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2:00pm – 3:30pm

Public Payor, Private Provision: Is it Working?

Governments in emerging markets around the world are making significant strides in developing and implementing health insurance systems which, over time, are expected to provide universal health coverage to their populations. However, providing coverage is only one half of the equation. The other involves ensuring that the service providers are there to provide the health care when it is needed. Increasingly, governments are contracting with the private sector to provide these services. This panel will explore the opportunities and challenges that this potential source of revenue presents to private providers and will also seek to understand the government's perspective on these relationships.

Moderator: Dr. Khama Rogo, Lead Health Specialist, World Bank

Mihail Marcu, President, Medlife, Romania

Juan Pablo Uribe, Director General, Fundación Santa Fe, Colombia

Fola Laoye, Chairman, Hygeia, Nigeria

Rajeev Sadanadan, Principal Secretary, Kerala Health Department, India

Yadigar Gökalp İlhan, President and Chairwoman, SGK, Turkey

Mara Souza, Special Advisor, Bahia State, Brazil

3:30pm – 4:00pm

Coffee break

4:00pm – 5:30pm

Financial Markets and Health Care: Resilience Amidst the Turmoil?

Over the last five years, the financial markets have witnessed turmoil not seen since the Great Depression. This has had a dramatic impact on the ways in which companies, including those in the health care sector, have been able to secure capital for growth and expansion. This panel will bring together some of the pre-eminent experts in the world of health care finance to outline some of the challenges that financial markets present to both companies that are seeking to access them for financing and investors seeking to steer their capital toward the health care sector.

Dr. Martin Henrichs, Managing Director, Health Care Investment Banking, Credit Suisse, UK

Ioan Cleaton-Jones, Principal Health Specialist, IFC

5:30pm

Closing Remarks

Scott Featherston, Principal Investment Officer, IFC

6:15pm

Ferry departs harbor for Conference Dinner (see dinner flyer for details)

7:15pm

Conference Dinner - Esma Sultan Mansion

Hosted by Johns Hopkins Medicine International



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Wednesday, March 20th

8:00am – 9:00am

Breakfast

9:00am – 9:05am

Welcoming Remarks

Scott Featherston, Principal Investment Officer, IFC

9:05am – 10:35am

Are Small, Fragmented Markets Worth It?

This panel aims to bring together drug and medical technology producers as well as distributors and retailers to discuss issues related to smaller and difficult-to-access markets. The panel will explore some of the ways in which companies are able to innovate to address these markets and improve the delivery of quality drugs and technology.

Moderator: Sabina Cosic, Global Sector Lead for Life Sciences, IFC

Emilio Sardi, Executive Vice President, Tecnoquímicas, Colombia

Dr. Iain Barton, Managing Director, Imperial Health Sciences, South Africa

Said Darwazah, CEO, Hikma Pharmaceuticals PLC, Jordan

Sundeep Lal, Vice President, Medtronic International, Singapore

10:35am – 11:00am

Coffee break

11:00am – 12:30pm

What Promise Lies in the Future: Where is Technology Leading Us?

The pace and intensity of technological innovation is only increasing and so it is in the health care sector. This panel, the last of the conference, will bring together some of those who are working on the diagnoses, treatments, and cures of the future. The aim of this panel is to provide a glimpse in to the way in which health care will be provided in the future.

Moderator: Dr. John Ulatowski, Vice President and Executive Medical Director Johns Hopkins University School of Medicine, USA

Kevin Davies, Founding Editor, Bio-IT World and Nature Genetics, USA

Dr. Victor Castillo, CEO, Fundación Cardiovascular, Colombia

Dr. Charles Wiener, CEO, Perdana University Graduate School of Medicine, Malaysia

12:30pm – 12:45pm

Closing Remarks

Elena Sterlin, Senior Manager, Consumer Services, IFC

12:45pm – 2:30pm

Lunch