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HBI 2024 (14th edition) London, June 10-12, 2024

Where health care CEOs and investors
meet internationally

Strategic Partners:



Medical Properties Trust

McKinsey
& Company

Event Partners:



straumann group



LEK

mindray



ipem

The only CEO-level event to bring together the health care sector globally

HBI is the established forum where senior executives from health care providers meet investors to discuss the latest trends and challenges, and find new investment opportunities.

It is a great opportunity for delegates to learn about the latest trends in the for-profit health care services market. Topics include M&A, new business models, particularly the move to outpatient, workforce, brand and how to best deploy AI and digital to grow revenue and maximise profits.

The conference is a best place for partners to reach a large and influential audience. Delegates come from a wide range of backgrounds, including private equity, investment banking, insurance, and health care services, all looking for new investment opportunities and partnerships.

Some of the benefits of attending the HBI conference include

- ✓ Insights into the latest market developments and trends.
- ✓ The opportunity to meet with potential investors and partners.
- ✓ Learn from peers and leading experts in the field.
- ✓ Network with other professionals in the for-profit health care industry.

550+
Delegates

120+
Speakers

39
Countries

179
Operators

70%
CEO/CXO

128
Investors

Why attend HBI 2024?

There are many great reasons to attend. Just click here to listen and read why so many of your peers return year-on-year.



Learn and Share



Meet Clients

- ✓ **Hear stories, case studies and data points** to help seize the opportunity and keep up to date on the current business landscape.
- ✓ **Improve your business model** Garner actionable insights that can be swiftly implemented.
- ✓ **Identify new markets and opportunities** Hear from leading experts in various sectors to uncover the growth areas.
- ✓ **Understand sector dynamics** Understand sector dynamics and how they will affect you
- ✓ **Harness new technologies** See how AI and digital health will impact on your business model
- ✓ **Find new partners** Meet over 150 investors, 300 operators and hundreds of specialist advisers
- ✓ **Save time** by meeting with hundreds of leading CEOs and decision-makers under one roof to set you up for long-term success.
- ✓ **Optimise your business growth strategy** using insights and conversations with your peers.
- ✓ **Get practical advice** Get practical advice on how to best finance new projects
- ✓ **Raise your professional profile** by building relationships with new and existing clients.



Executive Meeting Suites

HBI 2024 (14th edition), London, June 10-12.

**Maximise the opportunity to engage with the whole market
AT ONE TIME AND IN ONE PLACE.**

An exciting program of sessions and workshops

**Learn
and
share**

No other setting offers stakeholders a more conducive environment for alignment, learning, and networking.

120+
Speakers

30+
Sessions



Connect with your strategic partners

Meet

- ✓ Invite your existing partners.
- ✓ Connect with new partners.
- ✓ Great for making deals.
- ✓ Host customer roundtables.
- ✓ Pitch to prospective customers.
- ✓ Holding intimate networking events.

BOOK YOUR EXECUTIVE MEETING SUITE

550+
Delegates

70%
CEO/CXO

128
Investors

Elevate Your Networking at HBI 2024 with an Executive Meeting Suite

Executive Meeting Suites provide an exclusive opportunity to hold effective private meetings for deal-making and creating partnerships as CEOs gather in London for HBI 2024.



How you'll benefit from the Executive Meeting Suite Package:

PRESENCE

Dedicated premium space

Your Executive Meeting Suite is versatile and designed to enable you to hold effective and efficient meetings. Use it for deal-making, hosting customer roundtables, pitching to prospective customers or holding intimate networking events.

Be visible amongst the top names in Health Care

Your logo is displayed on the HBI 2024 floor plan alongside other leading brands in health care services, indicating your Executive Meeting Suite location.

Maximise Awareness

Be included in the promotional campaign to all HBI 2024 delegates, creating awareness of our Executive Meeting Suite Partners

BRAND

Brand Positioning

Unlock strategic brand positioning with our suites—more than just spaces, they support C-Suite and investor meetings, enabling focused engagement. These premium environments offer opportunities to profile your brand alongside global leaders, ensuring meaningful interactions without the distractions of open conference areas. Seize the chance for your brand to truly stand out.

Showcase your brand

Put your brand front and centre. Benefit from an integrated promotional campaign, including an exclusive 5-minute video featured on the HBI Event App, enabling you to profile your team and company and invite delegates to connect and book meetings with you at the HBI 2024 conference.

ACCESS

Early Access

Get priority access to the HBI Delegate list to help your teams connect and schedule meetings with key prospects in advance of the conference.

Give clients the VIP treatment

Nominate up to ten people to receive *Discovery Delegate Passes** (subject to terms).

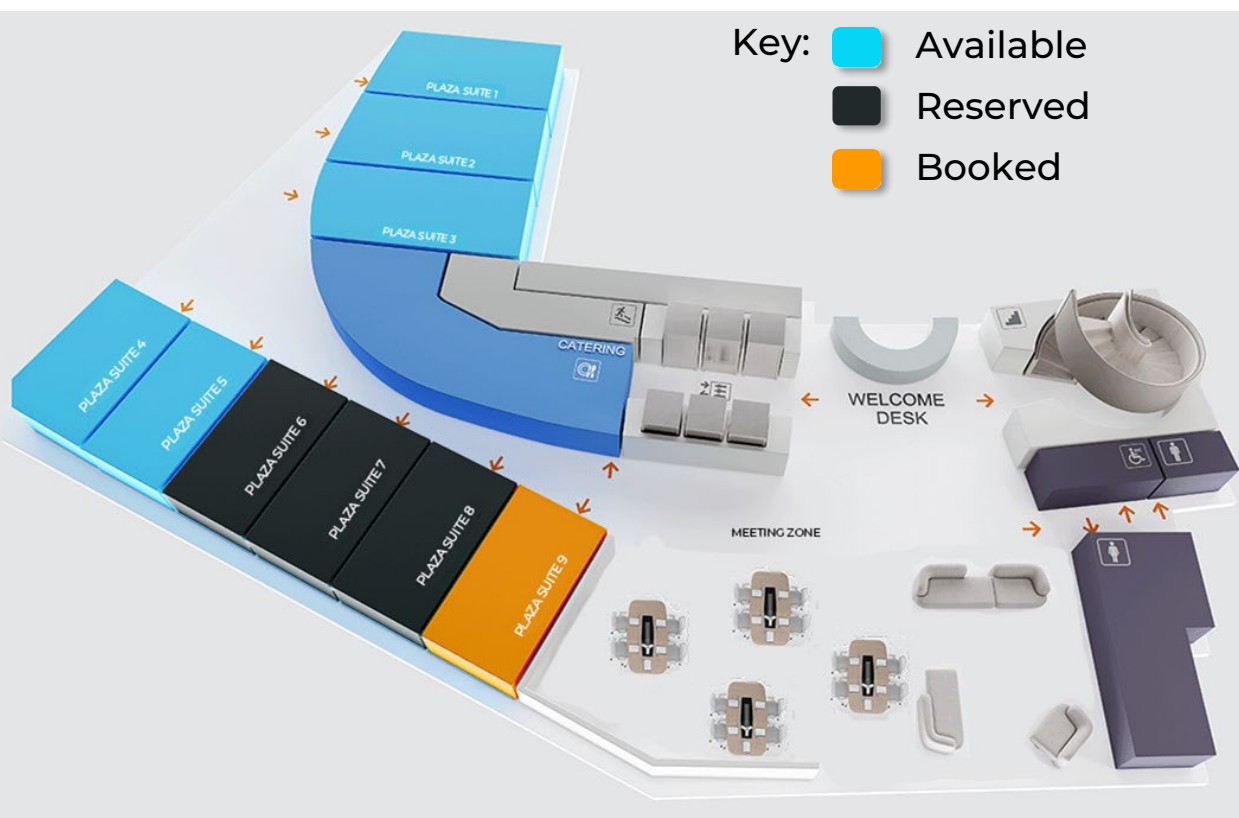
Support Included

Executive and team support, including a managed reception area, concierge services, a meet-and-greet for your guests, lounge refreshments, and complimentary passes for your event team to support the smooth running of your meetings.

*Discovery Delegate Passes offer one-off complimentary access to HBI 2024 and are reserved exclusively for CxOs at health and care service providers who have never previously attended an HBI conference. Discovery Delegate passes are available on an invitation-only basis. Conference partners are invited to nominate leaders from the sector to receive an invitation. The final decision as to who receives an invite resides strictly with HBI. Those invited to attend HBI 2024 as Discovery Delegates gain full access to all sessions and networking events during the conference. A maximum of one complimentary Discovery Delegate pass is available per qualifying company, further passes can be purchased at preferential rates on application.

Booking your Executive Meeting Suite

Spaces are strictly limited and available on a first booked basis. Contact us today to secure your premium location.



The Executive Meeting Suite Package includes:

- A fully serviced Executive Meeting Suite close to the conference. (All suites can be configured in the format of your choice.)
- Integrated AV, Wi-Fi and board room furniture.
- Concierge service for meeting suites
- 5-minute interview filmed and promoted before and after the event to showcase your presence, brand, and strategy
- Access to a dedicated meeting scheduling tool in HBI 2024 app to invite delegates and pre-schedule your meetings in the Suite
- Nominate non-delegates to receive up to 10 Discovery Delegate Passes for HBI 2024
- Access to the delegate list before and after the event
- Logo foamex boards placed inside and outside the suite
- Logo placement on printed/digital floor plans prominently displayed the position of your suite
- Logo displayed on the networking page of the HBI 2024 website
- Company Profile in the HBI 2024 Event app

Contact our team on:

Email: conference@healthcarebusinessinternational.com

Phone: +44 (0) 207 183 3779

Reduce distractions and get deals done

- ✓ **Access to the Meeting Lounge**
- ✓ **Focused Discussions**
- ✓ **Professional Image**
- ✓ **Concierge Support**

The Meeting Lounge Table Package includes:

- A reserved table, for up to 6 people in the HBI open plan meeting lounge for the duration of the conference.
- Controlled access area for less distractions
- Discrete company branding for your table
- Welcome reception and concierge service
- Access to a dedicated meeting scheduling tool in HBI 2024 Event App to invite delegates and pre-schedule your meetings
- Nominate non-delegates to receive up to 2 Discovery Delegate Passes* for HBI 2024
- Access to the delegate list before and after the event
- Logo displayed on the networking page of the HBI 2024 website
- Company Profile in the HBI 2024 Event App



**Spaces are strictly limited and available on a first booked basis.
Contact us today to secure your table in the Meeting Lounge**

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Become one of HBI's leading Global partners.

Be part of the largest annual CEO gathering of international providers, investors, and advisors from across the for-profit health care services.

HBI provides an unrivalled opportunity to profile your brand and expertise at the highest level and gain unrivalled access to C- Suite decision-makers, from the global Health and Care sectors.

We offer a range of dynamic and tailored partner opportunities at each of our events from a limited number of high-profile Strategic Partnerships and content initiatives, through to smaller, Event Partner branding, networking, and thought leadership roles.

To find out more and discuss how your organisation can be part of this unique CEO- event.

Email Amanda Drury (Sponsorship Director) on:
amanda@healthcarebusinessinternational.com



Agenda

What we'll be talking about

The theme at HBI 2024 - New Models for the new Era.

The traditional models that have served health and care services for so long are being called into question as the conservative sector is disrupted at all levels.

Care delivery is moving increasingly from an inpatient setting, workforce shortages force new ways of recruiting, retaining and employing people, the rapid and exciting development in AI and the applications of big data for precision and personalised medicine, the mindset shift from patient to consumer and breakthroughs in therapies. New, modern business, financing and care delivery models are needed to be fit for purpose in this new world.

HBI 2024 dives into these new models, showcasing innovation and success through case studies, exploring what the future holds, and most importantly the practical steps and leadership capabilities needed to embrace fundamental change.

Lee Murray

Event Director

Healthcare Business International



Agenda at a glance

MONDAY JUNE 10

09:00 – 10:30	Registration and networking
14:00 – 18:00	Workshop: Making an impact on sustainability Workshop: Implementing your digital strategy Workshop: Dental service organisation Healthcare Investing in Emerging Market Summit, in partnership with the International Finance Corporation
18:00 – 19:30	HBI 2024 welcome reception hosted by Siemens Healthineers

FOR MORE INFO OR TO BOOK



TUESDAY JUNE 11

07:45 – 09:00	Registration and networking Breakfast seminars
09:00 – 09:25	Keynote: Tomorrow's patient
09:25 – 09:50	The 2024 health care service M&A landscape
09:50 – 10:15	Getting deals done
10:15 – 11:05	Investing in Europe
11:05 – 11:30	Coffee and networking
11:30 – 12:20	Impact Measurement and Management: Developing a common framework: Getting the right prescription
12:20 – 13:10	The war for talent: Recruitment, retention and culture Investing in health care property
13:10 – 14:10	Networking lunch
14:10 – 15:00	How to lead through change
15:00 – 15:50	Building your patient pipeline Sector in focus: Dental services
15:50 – 16:10	Tea and networking
16:10 – 17:00	The race to net zero: decarbonising your operations Sector in focus: Diagnostic imaging
17:00 – 17:50	The next healthcare powerhouse: Saudi Arabia Scaling screening programmes
17:50 – 18:15	Learning from US outpatient models
18:15 – 20:00	Champagne networking reception

WEDNESDAY JUNE 12

07:45 – 09:00	Registration and networking Breakfast seminars
09:00 – 09:50	Keynote: How can I use AI to impact my bottom line
09:50 – 10:40	What is the right model for telemedicine Sector in focus: Lab diagnostics
10:40 – 11:10	Coffee and networking
11:10 – 12:00	Removing the barriers Sector in focus: Ophthalmology
12:00 – 12:50	Getting past the pilot – lessons in scalability The reawakening of nuclear medicine
12:50 – 13:50	Networking lunch
13:50 – 14:40	New sector in focus: Vet services Getting the most out of your data
14:40 – 15:30	Sector in Focus: Medical aesthetics Sector in Focus: Elderly care
15:30 – 16:20	Workforce: Increasing efficiency and productivity

Confirmed speakers for HBI 2024

[See website for a complete list of confirmed speakers.](#)



Robert Möller

Member of the Management Board, Fresenius



Dr Amit Varma

Managing Director Quadria Capital



Justin Ash

CEO, Spire



Christian Schmidt

CEO, GHD



Andrew Knight

CEO, Care UK



Amon van den Borg

CEO, Arts en Zorg



Hedley Goldberg

Partner, Rothschild & Co



Dr Arjun Kalyanpur

CEO, Teleradiology Solutions



Ian Poburennny

Director, Rothschild & Co



Dr Katie Tryon

Director of Health Strategy, Vitality



Anastasya Molodykh-McFarlane

Senior Principle, Cinven



Dimitris Moulavasilis

CEO, Diaverum



Andre Schmidt

CEO, Median



James Tugendhat

CEO, HC-One



Fatih Mehmet Gul

CEO, Soliman Fakeeh Hospital, Jeddah



Wolfgang Hofmann

Group Head of Technology and Innovation, Fresenius Group



Martin Henrichs

Managing Director, Head of Healthcare EMEA, UBS



Charlie Bullock

Co-Founder & CEO, Scan.com



Volker Wendel

CEO, Sanoptis



Sébastien Veil

Co-Head of Healthcare, PAI Partners

FOR MORE INFO OR TO BOOK





Andrew Chadwick-Jones
CEO, Welbeck Health Partners



Ronald Scheffer
Co-Founder, Luscii



Joe Stringer
Executive Chairman, Automata



Dr Dorian Comaniciu
SVP, AI & Digital Innovation, Siemens Healthineers



Prof Dr Med Jörg F Debatin,
Founder, Honic



Dr Sunita Maheshwari
Chief Dreamer and Loop Closer, The Telerad Group



Afsane Jetha
Managing Partner & CEO, Alta Semper Capital



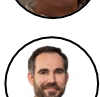
Charles Dalton
Global Sector Specialist – Health, IFC



Farid Fezoua
Global Director, Health & Education, IFC



Emmett Moriarty
Managing Director, Ennismore Advisory



Alex Beauvais
Partner, McKinsey & Company



Antoine Jomier
CEO & Founder, Incepto



Marja Aarnio-Isohanni
Former CEO, Esperio; Former Operating Partner, G Square



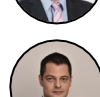
Dr Michael Achtelik
Head of Global Key Accounts, Carl Zeiss Meditec



Daniel Klein
CEO, Deutsche Fachpfleger



Dr Bernd Ohnesorge
President: Europe & MENA, Siemens Healthineers



Zisis Sotiriou
Group Chief Operating Officer, evidia



Chait Tatineni
CEO International and Chief M&A Officer, Curium Pharma



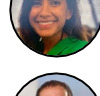
Mark Chapman
International CEO, Life Healthcare



Victor Savevski
Managing Director, Innovation & AI, Humanitas Healthcare



Menka Shah
Partner, IFHA



Richard Friedland
CO, Netcare

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CEO, Welbeck Health Partners



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Co-Founder, Luscii



Joe Stringer
Executive Chairman, Automata



Marja Aarnio-Isohanni
Former CEO, Esperio; Former Operating Partner, G Square



Dr Michael Ahtelik
Head of Global Key Accounts, Carl Zeiss Meditec

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NEW
for HBI 2024+



More Presence



More for your Brand



More Access

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Secure your seat at HBI 2024

Be part of the best for-profit health care
services investor and CEO-level international
event and book your ticket today.



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Phone: +44 (0) 207 183 3779

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UBS



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Will & Emery

LEK

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International
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WORLD BANK GROUP
Creating Markets, Creating Opportunities

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