



CNIT Forest, Paris March 24–26

Where healthcare CEOs and investors meet
for deal-making, strategy and innovation

STRATEGIC PARTNERS



Medical Properties Trust

HBI 2025: The leading international conference for healthcare CEOs and investors

The premier hub for CEOs and investors since 2012. HBI brings together the healthcare community for deal-making, partnering and innovation.



Healthcare Firms



Investors



Advisors



Suppliers

HBI 2025 in numbers:



Delegates



Speakers



Countries



Providers



CEO / CXO



Investors

Why attend HBI 2025?

Healthcare Firms

Healthcare firms come to learn how best to address market opportunities and challenges. HBI supports healthcare firms to:

- + Grow their businesses by finding new partners and investors
- + Identify acquisition targets to drive inorganic growth
- + Present their businesses to potential buyers and maximise returns
- + Identify new revenue streams from emerging geographies, sectors, and market forces
- + Build businesses with real value using innovative and efficient business models
- + Choose, deploy and monetise digital technologies (and avoid digital pitfalls too)
- + Develop winning strategies for company culture, brand, and marketing
- + Navigate regulatory compliance and policy changes successfully
- + Learn from others' experiences through case studies and lessons learned
- + Understand what's coming next in terms of market dynamic trends such as ESG/compliance/strategy

In short, HBI helps healthcare firms to take effective decisions for investment and business strategies. To deliver more profitable business and better patient outcomes.

Investors

Investors attend to meet healthcare management teams, their investment peers and to gain detailed actionable insights about factors affecting the market. HBI helps investors to:

- + Build their investment pipeline now and into the future
- + Drive their M&A and deal origination activities
- + Identify top management teams that they can back
- + Form personal relationships and trust to win deals more easily
- + Raise their profile and showcase their brand across the healthcare ecosystem
- + Present their assets ahead of sale or refinancing
- + Assess weaknesses or gaps in their portfolios offerings (and address them via partnerships or hiring)
- + Understand what's coming next and conduct market specific SWOT analysis to develop their assets
- + Identify consolidation opportunities and how best to action them

HBI supports investors to develop their deals pipeline and to do deals. To invest efficiently and effectively.

Why attend HBI 2025

Advisors

M&A advisors, strategic advisors, specialist healthcare advisors and legal advisors all attend HBI and play an important role in the community. HBI assists advisors to:

- + Meet prospective clients and make new acquaintances
- + Showcase their market knowledge and expertise
- + Acquire the market insights they need to support their customers
- + Position their brand to compete effectively
- + Grow their practice through client retention and acquisition activities
- + Understand opportunities and challenges in unfamiliar territories
- + Support their client to maximise their return in this market
- + How to win deals over competitors
- + Staying ahead of the curve by identifying new market trends

Advisors raise their profile, build relationships and win more clients by attending HBI.

Suppliers

HBI's delegates lead the for-profit healthcare market in Europe and beyond. Healthcare CEOs and investors come to network, share lessons learned and speak candidly about their strategies. Top Suppliers who take a strategic approach benefit from attending HBI by:

- + Networking and meeting with C-level decision makers who are hard to reach
- + Engaging with industry leaders at their level
- + Building long-term relationships and trusted partner status
- + Demonstrating innovative and technical expertise and excellence
- + Learning about what CEOs really care about
- + Sharing the vision for better patient outcomes
- + Aligning their goals to the strategies of top industry leaders

Suppliers are the backbone of innovation in the healthcare industry, bringing technical expertise that elevates the entire ecosystem. Position your firm as a trusted partner for healthcare businesses by participating in the development of their strategies.

HBI is for leaders of clinical and non-clinical healthcare companies and will cover even more sectors for the first time at HBI 2025

HBI CORE VERTICALS

- ⊕ Acute care
- ⊕ Elderly & Social Care
- ⊕ Imaging & Laboratory Diagnostics
- ⊕ Primary Care
- ⊕ Specialist clinics
- ⊕ Dentistry
- ⊕ Ophthalmology & Optometry
- ⊕ Fertility
- ⊕ Mental & Behavioural Health
- ⊕ Aesthetics & Cosmetic Surgery
- ⊕ Animal Health

NEW VERTICALS FOR 2025

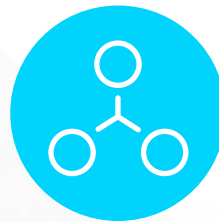
- NEW Retail Pharmacies
- NEW CROs and Clinical Trials
- NEW Healthcare IT
- NEW Distribution and Logistics
- NEW Outpatient Intensive Care
- NEW Wellness and consumer health
- NEW Oncology
- NEW Cardiology

Opportunities and Challenges

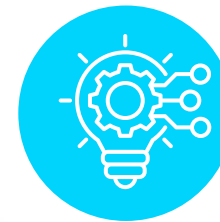
HBI 2025 addresses key opportunities and challenges of the Healthcare industry



**Investment and
M&A**



**New business
models**



**Innovation,
digitalisation and AI**



**Workforce and
leadership**



**Sustainability and
impact**



**Payors and
regulation**

Here's a small sample of the companies that attend HBI events

Providers

- Clariane
- Diaverum
- Fresenius Helios
- Mehilainen
- HC-One
- Elsan
- Life Healthcare
- Spire Healthcare
- Cerba
- Unilabs

Advisors

- Baird
- BNP Paribas
- BOAML
- KPMG
- L.E.K.
- McKinsey & Company
- McDermott Will & Emery
- PWC
- Rothschild
- UBS

Investors

- Advent International
- Apax Partners
- Cinven
- EQT
- Eurazeo
- Healthcare Activos
- GIMV
- KKR
- Medical Properties Trust

Suppliers

- Siemens Healthineers
- GE Healthcare
- Roche
- Abbott
- Mindray

STRATEGIC PARTNERS



Medical Properties Trust

HBI 2025: Maximise the opportunity to engage with the whole market at one time and in one place

Participate in a full range of activities and events to engage with the community and maximise your networking opportunity. Prearranged meetings, receptions, and dinners are all part of the conference experience.



Formal appointments

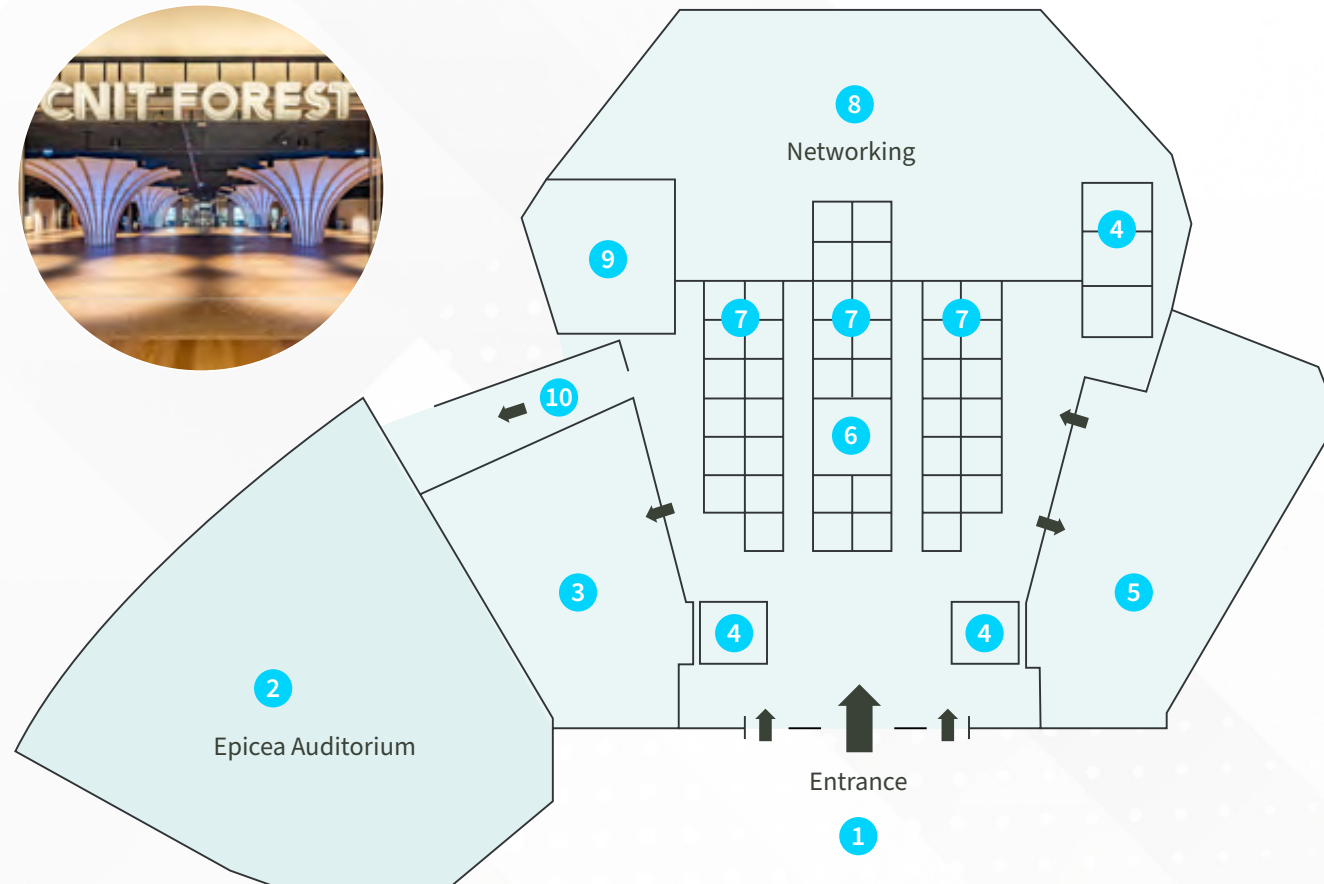


Cutting-edge content



Exclusive networking

HBI 2025 will take place at the CNIT Forest, a purpose built convention centre offering over 1000 sqm of dedicated conference space.



A GUIDE TO HBI 2025

1. Main Entrance
2. Epicea Auditorium
3. Baobab Room
4. Premium Lounge
5. Mapie Room
6. Market Square
7. Executive Meeting Suites
8. Networking Area
9. Summit Room
10. Auditorium Entrance

There is space for up to 40 Executive Meeting Suites and 5 Premium Lounges for partners to use to engage with the market at one time and in one place.

The Executive Meeting Suite package includes:

- 1 Executive Meeting Suite (standard stand build)
- 2 2 delegate passes for those taking 9sqm or 4 delegate passes for taking 18sqm
- 3 Access to the full delegate list before and after the event
- 4 Option to nominate up to ten “Discovery Delegates” no later than 31st January 2025 to give HBI a chance to validate and invite
- 5 Branding:
 - Logo placed on your suite during the conference
 - Company Profile page in the HBI 2025 event app
 - Logo displayed on the networking page of the HBI 2025 website
 - Logo on digital floor plans prominently displayed the position of your suite
- 6 The three options are:
 1. Fully Opened
 2. Semi-closed
 3. Fully private

9sqm Executive Meeting Suite (fully opened)

Fully Open Executive Meeting Suites

For companies that want to maximise their visibility. Welcome visitors to your space, run demos and engage with the delegation directly. There are only a very limited number of corner spots that are suitable for use as fully open Executive Meeting Suites. Book yours without delay!

Rate: £7,400 plus tax



9sqm Executive Meeting Suite (semi-opened/closed)

Semi Closed Executive Meeting Suites

For organisations that want to be seen, but who also appreciate the chance to operate discreetly. This is a great option for highly organised firms who are going to pre-schedule meetings throughout the duration of the conference, and who want to remain approachable to the general delegation too. This is how you can take your office on the road.

Rate: £7,400 plus tax



Fully Private Executive Meeting Suite from 18sqm

Fully Private Executive Meeting Suites

The best option to take when discretion, comfort and space to accommodate a group of people are at a premium. Take this space to enlarge your conference presence, to meet customers and partners in your own domain and to raise the efficiency of your pre-planned meetings schedule and your whole conference experience.

Rate: £12,960 plus tax



Disruptive innovation: Investing in healthcare transformation

Healthcare is in the midst of fundamental change where the perfect blend of rising demand and rapid advances in technology has created an environment perfect for disruptive innovation. The pathway to the holy grail that is health equity encompassing increased access, better outcomes and lower cost has never felt more in reach. The impact of biological innovation in treatment, powerful data sets driving early diagnosis, decision making and planning are transforming outcomes and have the potential to radically reduce costs.

The real challenge is picking the right investments to leverage this wave of innovation and that will perform in the long term, whilst balancing performance in the short and medium term. Success relies on agility, strong leadership and bold partnerships, where health services, industry, investors, governments, payors and regulators work together towards a common goal; lasting transformation.

HBI 2025, March 24-27 CNIT Forest, Paris addresses exactly how investment in the right innovation can truly transform healthcare. It focuses on access, quality and affordability, embracing digital and technology enablers to deliver asynchronous care with a more effective and efficient use of resources to ensure transformation is sustainable. It looks at leadership, workforce development, analysis of different business models and how to balance both clinical and commercial excellence.

Lee Murray

Event Director, Healthcare Business International



What to expect from HBI 2025:

- Find new investments, investors or partners. Meet over 250 investors, 400 Healthcare CxOs and hundreds of specialist advisors or solution providers.
- Improve your business model and optimise your growth strategy.
- Hear case studies, success stories and data points on what works, how to add value or embed and scale transformation.
- Save time and money on travel by holding efficiently organised meetings with hundreds of CEOs, investors and decision-makers under one roof.



[Click here](#) to listen and read why so many of your peers return year-on-year.

MONDAY | MARCH 24

TBC	HBI 2025 Express - Eurostar London to Paris - More details available soon
15:00 - 18:00	Registration, badge collection and set-up access for Executive Meeting Suites
18:30 - 20:30	HBI 2025 Welcome Reception hosted in partnership with Siemens Healthineers
19:30 - 22:00	HBI 2025 Leadership Dinner - Invitation only

TUESDAY | MARCH 25

07:45 - 09:00	Registration, Networking and Hosted Breakfast Briefings	
09:00 - 09:50	Keynote: Disruptive Innovation: How Investment is transforming healthcare	
09:50 - 10:20	The 2025 Healthcare M&A Landscape	
10:20 - 10:50	Networking Break	
10:50 - 11:30	Preparing for exit, acquisition or growth: the banker perspective on current financing options	10:50 - 11:50 Defining the next generation of Oncology treatments
11:30 - 12:10	How to build cross-sector, multi country management talent	11:50 - 12:50 Dental CxO Summit
12:10 - 12:50	Diversification along the value chain: A new model for investors in healthcare	
12:50 - 14:00	Networking Lunch sponsored by Medical Properties Trust	
14:00 - 14:45	What lies ahead? Investor perspectives on the next 12 months	
14:45 - 15:15	Balancing commercial and clinical excellence - possible or impossible?	14:45 - 15:45 Investing in Healthcare property
15:15 - 15:45	More at home - the future of care delivery	
15:45 - 16:10	Networking Break	
16:10 - 16:50	Road to the Kingdom: How to invest in Saudi Arabia's health transformation journey	16:10 - 16:50 Future-proof pharmacies: Business models and innovation for a changing landscape
16:50 - 17:20	Partnerships between Investors & Academic Medical Centres - A perfect match?	16:50 - 17:50 From concept to reality - a showcase of innovation, disruption and new models
17:20 - 17:50	Subscription Healthcare - a model to revolutionise access?	
17:45 - 20:00	HBI 2025 Champagne networking reception	19:30 - 22:00 HBI CEO and Investment Dinner - Invitation only

WEDNESDAY | MARCH 26

08:00 - 09:30	Networking and Hosted Breakfast Briefings	
09:30 - 10:30	Putting science back at the centre of medicine: The disruptive role of real world evidence	
10:30 - 11:00	Networking Break	
11:00 - 11:30	What is AI's equity story?	11:00 - 12:00 Beckoning in a new era of public, private and government cooperation
11:30 - 12:00	Perform now, flourish tomorrow: Case studies in innovation for short, medium and long-term success	
12:00 - 13:00	Making the business case for sustainability	11:30 - 12:30 Facing the dementia wave - redesigning elderly care pathways
13:00 - 14:00	Networking Lunch	
14:00 - 14:30	Investment spotlight: Aesthetics, dermatology and med spas	14:00 - 15:00 Ophthalmology CxO Summit
14:30 - 15:00	Investment spotlight: Women's health	
15:00 - 15:30	Investment spotlight: Animal health	15:00 - 16:00 Diagnostics CxO Summit
15:30 - 16:00	Building strong consumer healthcare brands	
16:00 - 16:15	Wrapping up HBI 2025	
16:15 - 17:30	HBI 2025 Closing Cocktail Reception	



HBI 2025

At a glance



[Click here](#) to view the detailed agenda.

Topics are subject to change, visit our website for the most up to date agenda.

HBI 2025: In Paris



Paris is easy to access by rail or by air for delegates throughout Europe and beyond. It is well placed for Europe's biggest healthcare companies, and the leading private investment hubs of Benelux, France, Germany, Italy, Spain and UK.



The city provides a beautiful backdrop in which to get away from everyday business-as-usual concerns, to inspire deep strategic thinking and lively networking.



The newly refurbished CNIT Forest has the space to meet HBI's ambitions to grow the scale of the event to better serve the market and to facilitate efficiently organized meetings.

The Centre of New Industries and Technologies (CNIT)

The newly and beautifully refurbished CNIT is a purpose built convention centre which also houses shops and offices such as Fnac and the ESSEC Business School campus.

