

L.E.K. Presented “What’s Hot in China Hospital Investment”

On March 27th, L.E.K. Consulting (L.E.K.) was invited to present and moderate a panel discussion co-hosted by Healthcare Drinks Group, Bayer, ChinaMed Capital, and China Healthcare Executive Group. Justin Wang, Managing Director of L.E.K., first delivered a presentation centred on the topic of “What’s Hot in China’s Hospital Investment”? He then moderated the discussion with the other panellists. Leaders from pharmaceutical, healthcare, investment, and academic institutions attended the event and engaged in dynamic exchanges.



Justin briefly introduced China’s healthcare system and major investment cases. Over the past ten years, the Chinese government has issued several policies to encourage private participation in healthcare services. Since 2011, the number of private hospitals has increased 22%, accounting for 60% of the nation’s total. The beds and inpatient numbers, however, remain lagging far behind compared with public hospitals. Fostered by private equity investment, private hospitals, especially single-specialty ones, have been developing fast, with an increasing number of deals generated.

Led by Justin, guests from United Family Healthcare, Aier Group, Ping An Ventures, Cenova Capital, and Nexus Point Capital joined the panel. They discussed the current status and future of hospital development, medical payments and hospital investment.

The guests generally agreed that there is still large growth potential for private hospitals given the relatively high quality of healthcare delivery, and differentiated services, which are usually lacking in public hospitals. Some predicted that social insurance, commercial insurance, and personal payments would jointly form a more sustainable system, with Chinese government policy support, social economic development and rising services awareness. Also, patients will be more willing to pay for quality care.

This type of event provides an open platform for industry experts and players to share ideas and insights. Hopefully there will be more of such events in the future.

To view the full video, please click: <http://tv.mtube.cn/watch/1830122>

L.E.K. Consulting is a global management consulting firm that uses deep industry expertise and rigorous analysis to help business leaders achieve practical results with real impact. Founded 35

The logo consists of the letters 'L.E.K.' in a white, serif font, set against a dark green rectangular background.

L.E.K.

years ago, L.E.K. employs more than 1,200 professionals around the world. L.E.K. entered China in 1998 and has since become a leading commercial advisor in life sciences and healthcare services practices, covering all aspects of the industry value chain and life cycle. For more information, go to www.lek.com

艾意凯受邀发表“中国医院投资热点”主题演讲

2018年3月27日，艾意凯咨询（L.E.K. Consulting）受邀出席了由健谈会（Healthcare Drinks Group）、拜耳（Bayer）、斐药圈（ChinaMed Capital）等举办的行业座谈会。会上，艾意凯咨询董事总经理王景焯先生发表了“何为中国医院投资热点？”的主题演讲，并主持引导了嘉宾小组讨论。来自医药、投资、学术等几十家公司的管理人员参加了本次座谈会并积极参与讨论，现场气氛十分热烈。



王景焯先生介绍了中国目前的医疗机构体系分布及近年来主要的医疗服务领域投资并购案。他表示，近10年来，中国政府密集出台多项政策鼓励社会资本进入医院体系。自2011年，民营医院数量增长了22%，至今约占中国医院总量的60%。然而，民营医院在床位数、病人接收量方面仍与公立医院相差甚远。在私募股权投资的推动下，民营医院，尤其是专科医院发展速度增快，交易数量增加。

在艾意凯的主持下，来自和睦家、爱尔眼科、平安创投、千骥资本、今翎资本的高管参与了嘉宾小组讨论，就医院发展、医保支付及医院投资方面的现状和未来进行了探讨。嘉宾普遍认为，民营医院未来发展空间仍很大，其医疗水平和差异化服务将弥补公立医院的短板。随着政府政策、社会经济水平和人们服务意识的提高，未来患者也会更愿意自费购买更优质的医疗服务，进而逐步形成社保、商保、自付三方有机配合的机制。

会后，现场参与者仍意犹未尽，继续就医院投资的话题进行了小范围互动。希望今后将会有更多类似的活动举办，为医药领域的企业和机构提供相互沟通交流的平台。

观看座谈会全程视频，请访问：<http://tv.mtube.cn/watch/1830122>

艾意凯咨询是全球领先的管理咨询公司，致力于运用深厚的行业经验和缜密的分析协助商业领袖作出更具实效的决策、持续提升业绩并创造更大的股东价值。艾意凯成立至今已有三十五年，目前拥有1,200多名专业咨询顾问，全球各主要市场。艾意凯于1998年进入中国开展业务，是生命科学及医疗服务领域的领军型咨询公司，业务覆盖整个产业链和生命周期，旨在为客户提供深入的市场洞见及有效的战略方案。欲了解更多详情，请访问www.lek.com