



5th Annual Healthcare DEAL MAKING SUMMIT

September 19-21, 2012 | Nashville, TN

Wednesday, September 19, 2012

Forum: Technology and New Healthcare Business Models

With the Supreme Court decision, healthcare systems must look into blossoming technology innovations to improve patient care, optimize operational efficiency, and survive under “value-based” reimbursement models. This Forum will bring together active players together with technology innovators to network, explore the latest technology offering for improving profitability, discuss the impact of the Supreme Court ruling on technology adoption and M&A activities, and establish partnership and alliances to move healthcare forward.

Chaired by: **Keith Gregg, MBA, CLP**, *Chairman, JRG VENTURES and Entrepreneur-in-Residence for Health Technology, NASHVILLE ENTREPRENEUR CENTER*

Keynoted by: **James Lakes**, *Director – Business Strategy & Operations, US Health and Life Sciences, MICROSOFT CORPORATION*

MAIN SUMMIT AGENDA

Thursday, September 20, 2012

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| 7:30 – 8:30 | Registration and Networking Breakfast |
| 8:30 – 8:45 | Welcoming & Opening Remarks by the Summit Chair
Steven Elek, III , <i>Partner-in-Charge, Healthcare Transaction Services, PRICEWATERHOUSECOOPERS</i> |
| 8:45 – 9:15 | Keynote Address – Centers for Medicare and Medicaid Services

Presenter to be Determined |
| 9:15 – 9:45 | Keynote Address - A Payor’s Perspective on Reformed Care Delivery Models and Evolving Relationships with Providers |

This presentation will look at Aetna's strategy and investments to respond to the changing health care delivery landscape and relationships with providers. This includes technology and service enhancements as well as various market collaboration models with hospitals and health systems that are in place and under construction.

Michael Sisk, *Vice President, Hospital Business Solutions*, AETNA NATIONAL ACCOUNTS

9:45 – 10:15

Regulatory Update - Implications for the Healthcare Sector

This presentation will discuss the likely impacts of the Supreme Court decision and other legislations on capital availability for the healthcare sector.

Lambert van der Walde, *President*, VAN DER WALDE & CO. (Invited)

10:15 – 10:45

Networking Break

10:45 – 11:45

Panel: For-Profit Hospital Systems' Perspectives on Investment and M&A Opportunities

- What changes do you anticipate in your business in the next 5 years?
- What is driving these changes?
- Which segment are you interested in acquiring, aligning or partnering with and why?
- What qualities do you seek in prospective acquisition and strategic partners?
- How does the push for integration impacting your M&A decisions?
- Where will financing come from for your alignment strategies?
- What role does real estate play in your M&A and capital raising strategies?
- How will your business model change in an increasingly cost-sensitive environment with reimbursement pressures and new payment models (bundled payments, ACOs)
- Is a new business model of health care emerging?

Moderator:

Thad Kresho, *Partner, Healthcare Transaction Services*, PRICEWATERHOUSECOOPERS

Panelists:

Leo Brideau, **FACHE**, *President & CEO*, ASCENSION HEALTH CARE NETWORK

Ralph de la Torre, M.D., *Chairman and CEO*, STEWARD HEALTH CARE SYSTEM LLC

James Hoffman, *Senior Vice President Business Development*, IASIS HEALTHCARE LLC

J. Brent McDonald, *Vice President, Acquisition & Development*, TENET HEALTHCARE CORPORATION

Dan Slipkovich, *Co-Founder, Chairman of the Board and CEO*, CAPELLA HEALTHCARE

Howard Wall, *Executive Vice President, Chief Administrative Officer*, REGIONALCARE HOSPITAL PARTNERS

11:45 – 1:00

Summit Luncheon

1:00 – 2:00

Panel: Not-for-Profit Hospital Systems' Perspectives on Strategic Partnerships

- What changes do you anticipate in your business in the next 5 years?
- What is driving these changes?
- Will not-for-profit providers be significant acquirers in the future?
- Which segment are you interested in acquiring and/or partnering with and why?
- What are your criteria for the 'right' partner?
- How does the push for integration impacting your merger, acquisition, and/or partnership decisions?
- Where will financing come from for your alignment strategies?
- What role does real estate play in your financing strategies?
- How will your business model change in an increasingly cost-sensitive environment with reimbursement pressures and new payment models (bundled payments, ACOs)
- Is a new business model of health care emerging?

Moderator:

Michael A. ("Trey") Crabb, III, *Managing Director, Healthcare Mergers, Acquisitions & Strategic Services*, ZIEGLER INVESTMENT BANKING

Panelists to be Announced

2:00 – 2:30

Networking Break

2:30 – 3:30

Panel: Private Equity Investors' Perspectives on Investment Opportunities

- What is expectation for M&A going into 2013?
- What segments are equity investors most eager to acquire and why?
- What volume of healthcare transactions will come as a result of private equity held assets having reached investment maturity?
- What is impacting asset valuation?

- Will private equity firms continue to make additional investments in healthcare providers within the current market? At what levels?

Panelists:

Bradford Burkett, *Senior Managing Director*, EPSILON SECURITIES LLC

Joseph Ibrahim, *Principal*, THE RIVERSIDE COMPANY and *President*, THE HEALTHCARE PRIVATE EQUITY ASSOCIATION

Ryan Kelley, *Partner*, SHORE CAPITAL PARTNERS

Todd Rudsenske, *Managing Director*, CAIN BROTHERS

3:30 – 4:30

Panel: Strategic and Financial Investors' Perspectives on Opportunities in Non-Hospital Acute Care and Ancillary Services

- How will the coming retirement of the baby boomer generation impacting your business plan?
- How will your business model change to adapt to increasing reimbursement pressures and new payment models?
- What is impacting asset valuations and why?

Moderator:

Deborah A. Daccord, *Member*, MINTZ, LEVIN, COHN, FERRIS, GLOVSKY AND POPEO

Panelists:

Steve Flatt, *President*, NATIONAL HEALTHCARE CORPORATION

Patrick Foster, *President & CEO*, CENTERRE HEALTHCARE

Thomas Mallon, *CEO and Founder*, REGENT SURGICAL HEALTH

Karl Zachar, *Vice President, Strategic Partnerships and Acquisitions*, ATHENAHEALTH

4:30 – 6:00

Summit Reception

Friday, September 21, 2012

7:30 – 8:30

Networking Breakfast

8:30 – 8:40

Day Two Remarks by the Summit Chair

Steven Elek, III, *Partner-in-Charge, Healthcare Transaction Services*, PRICEWATERHOUSECOOPERS LLP

8:40 – 9:40

Panel: Investment Bankers' Outlook on the Market for Healthcare Deals

- What is expectation for M&A going into 2013?
- Which segments will see the highest number of deals and why?

- What asset valuations are being seen and can be expected going forward?
- Will 2013 see increased transaction levels?

Panelists:

Joseph G. Beck, *Managing Director and Co-Head, Healthcare*,
RAYMOND JAMES | MORGAN KEEGAN

Andrew Bhak, *Managing Director, Global Healthcare Investment
Banking Group*, MORGAN STANLEY

Puneet Chandhok, *Director*, WELLS FARGO SECURITIES, LLC

Robert King, *Managing Director*, GOLDMAN, SACHS & CO.

Michael Low, *Senior Managing Director*, LONDON & PACIFIC
HEALTH, INC.

Chip Measells, *Managing Partner*, WYATT MATAS ASSOCIATES

9:40 – 10:40

**Panel: Multi-Specialty Groups' Perspectives on Strategic Alignment
and the Next Phase of Integration**

- What types of alignment and/or partnerships are you interested in?
- What is driving the consolidation and activities?
- How will your business model change to deal with reimbursement pressures and technology investment needs.

Moderator:

James Zwald, *Director*, AMERICAN APPRAISAL ASSOCIATES ,
INC.

Panelist:

Cathie Biga, *President & CEO*, CARDIOVASCULAR MANAGEMENT
OF ILLINOIS

Stephen M. Lange, MD, *Southeastern Medical Director*, MAYO
CLINIC AFFILIATED PRACTICE NETWORK

Isaac Myers, II, M.D., *President*, ST. FRANCIS MEDICAL GROUP

Kevin O'Brien, *President & CEO*, PARTNERS IN CARE
CORPORATION

Chris Wurth, *Vice President Business Development*, ADVOCATE
MEDICAL GROUP

10:40 – 11:00

Networking Break

11:00 – 12:00

**Panel: Commercial Lenders' Perspectives on Healthcare Deal
Financing**

- Will lenders play a more active role in the market going forward?
- Will there be capital available to finance transactions?
- What asset types and deal structures are more likely to secure financing?

- What terms are being offered for M&A deals as well as other financing needs?

Panelists:

Clare Bailhe, *President, Financial Sponsors*, MIDCAP FINANCIAL, LLC

Thomas Goila, *Director, Healthcare Finance*, GOLDMAN SACHS & CO.

Jeff Thieman, *Senior Vice President, National Healthcare Finance*, FIFTH THIRD BANK

Michael Young, *Managing Director*, CIT CAPITAL MARKETS

12:00

Summit Adjourns