

Your guide to healthcare services in Emerging Markets



“A really useful tool for investors. Nova continues to dig out interesting stories and cast light on healthcare services internationally.”

**Dr Mark Wadley, Fund Manager,
Visio Capital Management**

“Excited to have found a profound source of information covering the business landscape in healthcare services!”

**Dr Wolfgang Hofmann, Senior Vice President
Head of Integrated Care, EMEALA
Fresenius Medical Care**

Covering private healthcare in Emerging Markets

High growth

No industry has more exciting prospects than private healthcare services in Emerging Markets. From Chile to China, the sector is set to explode as a new middle class demands world-class healthcare. Meanwhile, governments are extending mandatory insurance and turning to the private sector to deliver efficient healthcare to citizens. Demand will also grow as populations age and non-communicable diseases soar.

International expansion

The sector is also rapidly becoming international. Acute care, home care, nursing homes, labs, dialysis: Wherever you turn, there are now intercontinental, often global players.

But to maximise returns as an operator, or as an investor, you need clarity on markets and operators, as well as a detailed understanding of which business models work and where.

What Healthcare Nova delivers

Our research platform delivers weekly news updates 48 times a year, plus ten 20,000 word pdf monthly issues. Subscribers have access to our research archive, plus an online database of the top 400 players.

Professional, comprehensive news coverage – Our trained team of analysts focus only on healthcare services. Nova provides detailed news on all M&A and corporate expansion plans from Latin America to East Asia, covering sectors from hospitals to elderly care and from labs to medicalised homecare.

Healthcare reform tracking – Our analysts also report on how planned government reforms will affect the private sector. What impact will mandatory insurance have on GCC states? Or the roll-out of PPPs in Mexico?

Insights into business models – From sugar clinics to high end dentistry, from telehealth to acute surgery, new business models, which cut costs and reach new mass markets, are being developed. Many are being transplanted to new countries and continents. We report, in detail, on these new models and their impact.

Indepth sector coverage – Each issue looks in detail at a particular sector and its growth prospects with interviews with the main players. Recent issues have looked at ophthalmology, insurers and provided a map of the key investors in the sector.

Indepth national surveys – Each issue of Nova carries a detailed overview of a particular country. Based on interviews with the leaders in each sub-sector – acute, diagnostics, elderly care, etc. In 2015 we are covering Brazil, China, India, Indonesia, Saudi Arabia and UAE, among others.



Emerging markets PMI to double to \$78.8bn by 2020 (Swissre)



A genuine research platform

Some news services are no more than aggregators of press releases and Google News. Healthcare Nova is a genuine research platform. We do things differently in five ways:

- 1** Our analysts are trained specialists in healthcare services. They understand the industry and how it works.
- 2** We dig deeper in detailed features on countries, sectors and burning issues.
- 3** We have a network of industry contacts around the world who feed us the real news.
- 4** We proactively seek out the industry movers and shakers and interview them.
- 5** We are passionate about understanding underlying business models.

Covering private healthcare services across the Emerging Markets...

Regions and content

- ✓ Analyses business models
- ✓ Comprehensive M&A coverage
- ✓ Africa
- ✓ Asia
- ✓ Latin America
- ✓ Middle East
- ✓ Interviews with entrepreneurs
- ✓ Ten detailed national surveys a year

Sectors

- ✓ Cosmetic surgery
- ✓ Dentistry
- ✓ Elderly care
- ✓ Homecare
- ✓ Imaging services
- ✓ Insurance
- ✓ Ophthalmology
- ✓ Outpatient services
- ✓ Private hospitals
- ✓ Psychiatric care
- ✓ Rehabilitation
- ✓ Telehealth

Who should read Healthcare Nova?

- Operators (hospitals, labs, imaging, elderly care, etc) looking for acquisitions, expansion opportunities and/or investors.
- Investors looking to understand the wider opportunities and to identify bid targets.
- Advisers who want a clear view of the market and to identify clients.
- Suppliers (medtech, pharma, services and IT) who want to understand the new Big Healthcare Service companies and their business models.
- Insurers seeking to understand new players and business models.

What they say about our other products

Healthcare Europa

“A really useful initiative which tracks developments across Europe. If it didn’t exist, we’d have had to invent it ourselves.”

Jeremy Tasker, Head of Healthcare, Colliers CRE

“Extremely useful view of what is happening in European healthcare”

Laurent Ganem, CEO, G Square Capital

Our Annual Conference

“A very useful day - lively discussion and many interesting delegates”

Jean-Claude Marian, President, Orpea

“Good presentations, with insights and trends at country and sector levels. Impressive delegate attendance of investors and CEOs. Very well organised.”

Zeina Bain, Director, Carlyle Group, UK

Why subscribe?

Seize opportunities Healthcare Nova will help you identify opportunities at many levels. They range from basic “who is who” knowledge through to an understanding of the dynamics within a country and the impact of new technologies and marketing.

Identify new business models A Mexican sugar clinic has cut the cost of treating diabetes from \$1,000 a year to \$200. That opens diabetes treatment to a huge new market. That model can be transposed to many other countries. There are hundreds of similar models in the Emerging Markets. Healthcare Nova tracks them down.

Build your knowledge, sector-by-sector Whether it is acute care, nursing homes, homecare, lab diagnostics or imaging, we cover it systematically in a structured way through news stories, indepth features and our national surveys.

Save Money This is not an easy sector to research. You can easily spend tens of thousands of dollars on in-house research and/or consultants. Healthcare Nova provides much of what you need - for a fraction of that price.

Save Time You can spend days, weeks and months researching healthcare services, attending conferences, talking to consultants, surfing the web. Healthcare Nova provides a structured reference resource that will allow you to use your time effectively.

Save
15%

Order two items and deduct 10%,
order three and save 15%

THREE GREAT REASONS TO BUY NOW

✓ **Build a library of national detailed reports** Each month, as a subscriber to Healthcare Nova you will receive a detailed survey of private healthcare services in a major emerging market. These 3,500-8,500 word reports drill down to sub-sector level. They are yours, free, as part of your Nova subscription. This year, reports include Brazil, China, India, Indonesia, UAE and Saudi Arabia.

✓ **Money back guarantee** If Healthcare Nova doesn't meet your expectations for any reason, we'll be happy to give you a full, no obligations refund at any stage in your first year!

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Our Products

Healthcare Nova Research platform for private healthcare in Emerging Markets. 48 weekly email news updates, 10 big pdf issues, national reports and archive access.

Healthcare Nova – single user £1,040
(contact us for low cost corporate licences)

Healthcare Europa Nova's sister title tracks European private healthcare. 48 weekly email news updates, 10 big pdf issues and includes access to 5 year archive.

Healthcare Europa – single user £1,040
(contact us for low cost corporate licences)

The top 800 Emerging Market Operators: A comprehensive database of all Emerging Market private providers

Database of Emerging Markets Operators – single user £1,265

Database of Emerging Markets Operators – single user + Excel download capability £1,540

The top 1,400 European Operators A comprehensive database of all private providers in Europe

Database of private providers in Europe – single user £1,429

Database of private providers in Europe – single user + Excel download capability £2,100

Conferences Pan-European and Emerging Market conferences dedicated to the private healthcare sector.

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 HEALTHCARENOVA

Who we are and what we do

We are the only publisher to track private healthcare services across Europe and in emerging markets. We cover the entire system from primary to tertiary care, as well as care for the elderly, homecare and diagnostic labs and imaging. We also focus on outsourcing and privatisation opportunities.

Our aim is to give our customers a clear view of this fascinating, high potential industry. We do this through:

- The Healthcare Europa subscription newsletter (covering Europe)
- The Healthcare Nova subscription newsletter (covering Emerging Markets)
- Our annual conference which brings together CXO teams from large operators with their investors and suppliers.
- An online database which covers the Top 1,300 for-profit operators in Europe.
- An online database which covers the Top 800 for-profit operators in the Emerging Markets.

Customers include many large medtech and pharma companies and healthcare service providers - hospital chains, nursing home groups, etc. - as well as private equity investors, investment banks and policymakers.

"I am a huge fan of Healthcare Business International. I consistently find it a very useful source for my work. No one else covers that critical intersection of healthcare business and health policy and health system performance as well."

April Harding
Senior Economist, The World Bank



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