

Business intelligence for healthcare investment

HBI delivers unique content about for-profit healthcare in Europe, the Middle East, South Africa, India, and Australia.

We run the leading annual healthcare investing conference where healthcare CEOs and investors meet for deal deal-making, strategy and innovation. Our market intelligence covers investment and business strategies across healthcare sectors with exclusive news, data, analysis and events. Online and in person, HBI helps business professionals at healthcare companies, suppliers, investors and their advisors to identify new opportunities, achieve their investment goals, expand their professional networks and gain competitive advantage.



‘A fascinating ecosystem of data, information, and perspectives on the private healthcare market. My favourite source of information.’

Andreas Völkl, Global Marketing Manager – Siemens Healthineers

Choose HBI Deals+Insights or HBI Intelligence membership levels

HBI Deals+Insights is our news service. Members get weekly and monthly newsletters plus access to an archive of more than 7,000 news articles.

Our mission is to report news about the business of healthcare across Europe and beyond. We add unique value to news by looking at it and reporting it, through the lens of what each change in the market means to those who are running businesses or investing in the healthcare sector. Reporting M&A activity and deal valuations is a core activity.

We also report the likely impact to the sector of developments such as: new government legislation, the emergence of new

business models, internationalization, the macro-economic climate and the evolution of digital technology.

Our core beat is Hospitals, Diagnostics, Elderly and Care, Outpatient sectors and Digital Health. We focus on the top European economies, particularly the UK, DACH, France, Benelux, Iberia, Italy and the Nordics. Our purpose is to help readers to make well informed business decisions.

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Provider Database

Investment Database

Market Overviews






Special Reports

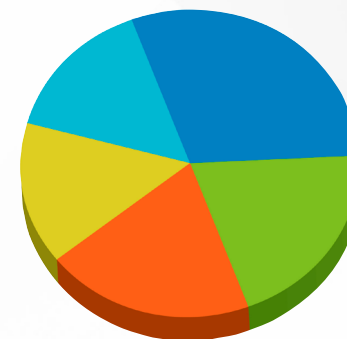
HBI Intelligence includes all our news, together with:

- 1 **Market Overviews** covering multiple sub-sectors across Europe.
- 2 **Provider Database** of more than 4,000 companies operating in for-profit health care services. Including profiles for each company with information such as EBITDA estimates, annual sales revenues, and those revenues split by sector and geography.
- 3 **Investment Database** which includes details of more than 1,800 healthcare investments together with profiles of more than 700 investors.

1. Market Overviews: provide deep analysis and information about market size and growth forecasts across both sub-sectors and geographies. Our purpose is to give analysts and investors SWOT style analysis and data-driven insights about those countries and sectors with which they need to become familiar. We supply information such as prevailing government policy, private versus payor splits, market consolidation information, investment and business model trends for individual sub-sectors and countries. These exclusive reports provide a deep dive into the context and meaning of the commercial dynamics driving each market.

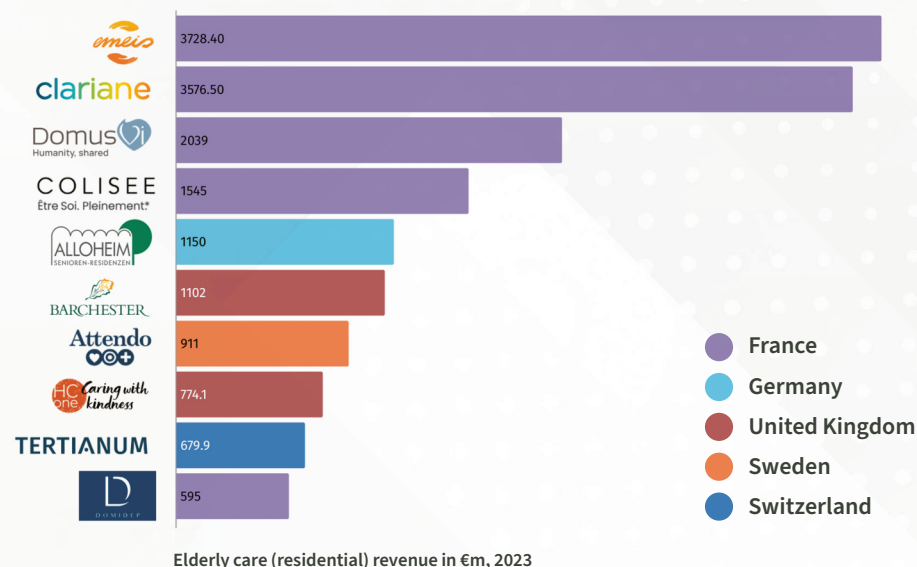
Top companies marketshare

-  Fresenius Helios
-  Asklepios Kliniken
-  Mediclinic International
-  Ramsay Sante
-  Quironsalud



2. The Provider Database: profiles the top 4,000 for-profit health and care services providers from twenty sub-sectors across Europe, Middle East, South Africa, and Australia. We profile them from a financial, operational, and strategic perspective. Providing high level annual sales revenues and uniquely detailed revenue splits by country and sector, which are not available elsewhere. Members interrogate the

Europe's top 10 elderly care (residential) providers by country



database by sector, region, and commercial status. Analysts at investment banks, strategic advisors, investment firms and M&A departments benefit from being able to research healthcare providers with precision and speed.

3. The Investment Database: profiles more than 700 investors who have made over 1,800 investments in top healthcare providers. Filters enable members to drill down to identify groups of relevant companies of interest as possible acquisition targets, investment opportunities, for competitor analysis and for market sizing. Additional functionality includes the option to explore the estimated probability of a sale for all private equity owned assets.

‘HBI Intelligence equips you to keep up to date with the latest trends affecting the fast changing markets you already know and to become thoroughly informed about new markets quickly and easily. It saves time and reduces the need for difficult and incomplete desk research.’



HBI

How HBI can power your investment strategy:



Stay Informed: Keep up-to-date with the latest M&A news, insights and the trends that are shaping the present and future of the sector so that you can make effective investment decisions.



Discover: Learn about the latest business strategies and new business models from around the world and across the health care ecosystem.



Understand the investment landscape: Whether you are looking to acquire, to divest or to exit the market, we can help you to identify the companies that you will need need to know. Plus, we reveal the often hard to get financial information that enables you to value companies.



Identify growth areas: Deep analysis by sector, geography and market share allows you to identify identify growth opportunities opportunities and understand risk.



Target platform companies: Identify your initial investment vehicles in 20+ sub-sectors across Europe, Middle East, South Africa, India and Australia.



Plan your internationalisation strategy: Get detailed information on EMEA geographies to understand where consolidation is already taking place and where there is further potential to expand.



Identify: Main contacts at leading healthcare providers.

