



RESHAPING CONVENTIONAL  
PLAYBOOKS

MARCH 15 - 17 | PARIS

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# HBI 2027

THE HEALTHCARE INVESTING CONVENTION

The leading international convention for  
healthcare CEOs and investors.



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# HBI PARTNERS

## STRATEGIC PARTNERS



## EVENT PARTNERS



## COMMUNITY PARTNERS

ORAL HEALTH



OPHTHALMOLOGY &  
OPTOMETRY



ONCOLOGY



PROCUREMENT



## MEETING PARTNERS



## INDUSTRY PARTNERS





# HBI 2027

HBI brings together 1,200 healthcare leaders from across the investment ecosystem, creating one international marketplace for the relationships, insights and conversations that drive deals, growth and value creation.

## Who attends?



Investors



Healthcare Providers



Advisors



Healthcare IT



Life Sciences



Payors

## HBI 2027 expected attendance:





# SECTORS COVERED

HBI exists to serve Healthcare CEOs, Investors and their portfolio companies who are making the investments that transform healthcare access and outcomes. In 2027, we will further expand our Pharma & Life Sciences coverage across MedTech, Medical Devices, Pharma Services and Pharma, alongside established streams covering Healthcare IT, Healthtech, Healthcare Services and Regional Investment.

The convention caters to those operating, investing or partnering with the following sectors:

- |                                                                                                            |                                                                                                                |                                                                                                                       |                                                                                                                  |                                                                                                          |
|------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
|  Acute Care              |  Distribution & Logistics    |  Imaging & Laboratory Diagnostics |  Oncology & Radiotherapy     |  Pharmacies          |
|  Aesthetics & Cosmetics |  Elderly & Social Care      |  IVD Diagnostics & Tools         |  Ophthalmology & Optometry  |  Primary Care       |
|  Animal Health          |  Fertility                  |  Medical Devices                 |  Pharma                     |  Specialist Clinics |
|  Dentistry              |  Healthcare IT & Healthtech |  Mental & Behavioural Health     |  Pharma Services: CRO/ CDMO |  Speciality Pharma  |



# HBI 2027 OVERVIEW AGENDA

Agenda subject to development. View the latest programme online.

## MONDAY MARCH 15

|                                                                                                                                                                                                            |                                                                                                       |                                                                                                                                                                       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 09:00 - 14:00<br><b>CEO Club Meeting</b><br>By Invitation Only for Healthcare CEOs <ul style="list-style-type: none"><li>• CEO Debate</li><li>• Closed Door Lunch</li><li>• Breakout Roundtables</li></ul> |                                                                                                       |                                                                                                                                                                       |
| 14:00 - 16:00<br><b>Oral Health Summit</b>                                                                                                                                                                 | 13:00 - 16:00<br><b>Healthcare Property Summit</b><br>Discussions between Operator CEOs and Investors | 13:00 - 18:00<br><b>Diagnostics Stream</b> <ul style="list-style-type: none"><li>• Radiology</li><li>• Laboratory Diagnostics</li><li>• AI &amp; Investment</li></ul> |
| 16:00 - 18:00<br><b>Ophthalmology Summit</b>                                                                                                                                                               | 16:00 - 18:00<br><b>Elderly &amp; Social Care</b>                                                     |                                                                                                                                                                       |
| 18:30 - 20:30<br><b>HBI 2027 Welcome Reception</b><br>in partnership with <b>Siemens Healthineers</b><br>              |                                                                                                       |                                                                                                                                                                       |

## TUESDAY MARCH 16

|                                                                                                                                                          |                                                                                                                                                                                                         |                                                                                                                                                                                                                               |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 07:30 - 09:00<br><b>Breakfast Briefing</b>                                                                                                               | 07:30 - 09:00<br><b>CEO Club Roundtable</b>                                                                                                                                                             |                                                                                                                                                                                                                               |
| 09:00 - 11:00<br><b>Plenary Thematic Keynote &amp; Investment Overviews</b>                                                                              |                                                                                                                                                                                                         |                                                                                                                                                                                                                               |
| 11:00 - 17:00<br><b>Strategy &amp; Investment Playbook Stream</b><br>Case studies and discussions around how conventional playbooks are being redesigned | 11:00 - 18:00<br><b>Sector Spotlight Stream</b> <ul style="list-style-type: none"><li>• Acute Care</li><li>• Oncology</li><li>• Community Summit</li><li>• Cardiology</li><li>• Healthcare IT</li></ul> | 11:00 - 18:00<br><b>Sector Spotlight Stream</b> <ul style="list-style-type: none"><li>• Women's Health</li><li>• Pharma &amp; MedTech Services</li><li>• Genomics</li><li>• Obesity, Wellness &amp; Consumer Health</li></ul> |
| 17:00 - 18:00<br><b>CEO Club Roundtable</b>                                                                                                              |                                                                                                                                                                                                         |                                                                                                                                                                                                                               |
| 18:00 - 19:30<br><b>HBI 2027 Champagne Networking Reception</b>                                                                                          |                                                                                                                                                                                                         |                                                                                                                                                                                                                               |
| 19:45 - 22:00<br><b>HBI 2027 CEO &amp; Investment Dinner</b>                                                                                             |                                                                                                                                                                                                         |                                                                                                                                                                                                                               |

## WEDNESDAY MARCH 17

|                                                                                                                                                          |                                                                                                                                                                                                                |                                                                                                                                                                                                           |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 08:00 - 09:00<br><b>Breakfast Briefing</b>                                                                                                               | 08:00 - 09:00<br><b>CEO Club Roundtable</b>                                                                                                                                                                    |                                                                                                                                                                                                           |
| 09:00 - 10:00<br><b>Plenary Keynote - Technology Playbook</b>                                                                                            |                                                                                                                                                                                                                |                                                                                                                                                                                                           |
| 10:00 - 16:00<br><b>Strategy &amp; Investment Playbook Stream</b><br>Case studies and discussions around how conventional playbooks are being redesigned | 10:00 - 16:00<br><b>Sector Spotlight Stream</b> <ul style="list-style-type: none"><li>• Primary Care</li><li>• Occupational Health</li><li>• Mental &amp; Behavioural Health</li><li>• Animal Health</li></ul> | 10:00 - 16:00<br><b>Regional Investment Stream</b> <ul style="list-style-type: none"><li>• Italy</li><li>• Spain</li><li>• UK</li><li>• DACH</li><li>• France</li><li>• The GCC</li><li>• China</li></ul> |
| 16:00 - 17:00<br><b>HBI 2027 Closing Drinks Reception</b>                                                                                                |                                                                                                                                                                                                                |                                                                                                                                                                                                           |



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# HEAR FROM THE LEADERS RESHAPING HEALTHCARE



**SELMA HEINRICH**  
CEO Germany  
Evidea



**ANDREW CHADWICK-JONES**  
CEO  
Welbeck Health Partners



**FADY CHREIH**  
CEO  
Regina Maria



**DANIEL KLEIN**  
CEO  
Deutsche Fachpflege



**VILLE IHO**  
President & CEO  
Terveystalo



**BELINDA BERKELEY**  
CEO  
Together Dental



**ERIK HAMANN**  
CEO  
Opseo Gruppe



**JOE STRINGER**  
Executive Chairman  
Automata



**ROB ANDERSON**  
Global Chief Executive Officer  
Everlight Radiology



**BAUDOUIN HUE**  
General Partner  
Karista



# WHY ATTEND?

## Healthcare Providers

Healthcare providers come to learn how best to address market opportunities and challenges. HBI supports healthcare companies 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
- ✓ Develop winning strategies for company culture, brand and marketing
- ✓ Understand what's coming next in terms of market dynamic trends such as ESG, compliance and strategy
- ✓ Learn from others' experiences through case studies and lessons learned
- ✓ Navigate regulatory compliance and policy changes successfully

## Life Sciences, Healthcare IT & Suppliers

Life Sciences & Pharma leaders attend to connect with providers, innovators, and policymakers, and gain insights into trends, regulations, and emerging technologies. HBI helps Life Sciences & Pharma to:

- ✓ Meet hard-to-reach healthcare CEOs and C-suite decision-makers
- ✓ Engage with industry leaders at their level
- ✓ Build relationships with prospective customers and strategic partners
- ✓ Demonstrate expertise against real healthcare challenges
- ✓ Understand the investment and operational priorities shaping purchasing decisions
- ✓ Share the vision for better patient outcomes
- ✓ Position your organisation as a long-term strategic partner



# WHY ATTEND?

## 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 proprietary deal flow
- ✓ Meet healthcare management teams
- ✓ Identify platforms and consolidation opportunities
- ✓ Connect with investment peers and advisors
- ✓ Understand emerging sector and geographic opportunities
- ✓ Support portfolio company growth and value creation

## 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
- ✓ Win deals over competitors
- ✓ Stay ahead of the curve by identifying new market trends



# THE COMPANIES YOU'LL MEET AT HBI

*A snapshot of the organisations represented at HBI 2026.*

## Healthcare Providers

- Mount Sinai Health System
- HCA Healthcare
- Ramsay Santé
- Humanitas
- Penta Hospitals International
- Asklepios Kliniken
- Bergman Clinics
- Vivalto Santé
- Diaverum
- Schoen Klinik Group
- Terveystalo
- Mehilainen Group
- Paracelsus-Kliniken
- Cerba Healthcare
- Bupa UK
- Fresenius Helios

## Investors

- KKR
- Blackstone
- Infravia Capital Partners
- CVC Capital Partners
- Triton Partners
- PAI Partners
- Gimv NV
- Letter One
- Apax Partners
- Permira
- General Atlantic
- Apollo Global Management
- MITSUI
- Ardian
- IFC

## Advisors

- Boston Consulting Group (BCG)
- Bain & Company
- L.E.K. Consulting
- FTI Consulting
- PwC GmbH WPG
- EY (Ernst & Young)
- Goodwin Law
- Greenberg Traurig
- McDermott Will & Schulte
- Winston & Strawn
- Simmons & Simmons
- Latham & Watkins
- Pillsbury Winthrop Shaw Pittman
- McKinsey & Company
- Jones Lang LaSalle (JLL)

## Life Sciences, Healthcare IT & Suppliers

- IQVIA
- Novartis
- AstraZeneca
- Merck
- Carl Zeiss Meditec
- Abbott
- Siemens Healthineers
- Incepto Medical
- Stryker
- Philips Healthcare
- Roche Diagnostics
- Varian
- DNV Imatis
- GSK
- TheraPanacea
- GE Healthcare

[View the companies confirmed for HBI 2027 here](#)



# EXECUTIVE MEETING SUITES

## TURN CONNECTIONS INTO COMMERCIAL CONVERSATIONS

Executive Meeting Suites give your organisation a dedicated base at the heart of HBI's Networking Floor, providing a professional space for private meetings with clients, prospects and partners throughout the convention.

Combine the reach of HBI's 1,200-person delegation with the privacy and structure needed to turn connections into meaningful commercial conversations.



“ We come to HBI to both meet with people we know from many different countries and to make new connections. The addition of this space gave us the privacy to catch up and talk business.

- Sarper Tanli, Managing Director (MEAT), **Mass General Brigham**



[Download The Executive Meeting Suite Brochure Here](#)



# BECOME AN HBI PARTNER

[Download The Partnership  
Brochure Here](#)

Put your brand at the centre of the conversations shaping healthcare investment, build relationships with senior decision-makers and demonstrate your expertise to the people driving growth across the sector.

Illustrative examples of what is included can be found below:

## STRATEGIC

- Positioned as one of HBI's 6 lead brand/content partners
- Co-curated session and CEO speaker nominations
- Exclusive networking or thought leadership event
- Premium Meeting Suite access
- High-level CEO & investor engagement
- Top-tier partner benefits and discounts
- CEO Discovery Delegate passes for your network

## EVENT

- Event Partner branding and visibility
- Choice of exclusive or co-branded networking/branding opportunity
- Speaking role on HBI panel, workshop, or roundtable\*
- Dedicated Meeting Suite access
- Integrated partner benefits and discounts
- CEO Discovery Delegate passes for your network

## COMMUNITY

- Positioned as a Community Partner
- Co-develop a 90-minute Community Summit at the convention
- Dedicated Meeting Suite access
- Year-round collaboration on content, webinars & events
- Integrated partner benefits and discounts
- CEO Discovery Delegate passes for your network

## ASSOCIATE

- Individual branding and media upgrades to boost event visibility
- Options include:
  - Branded Water Stations
  - Wi-Fi
  - Lanyards
  - Charging Stations
  - Photo Gallery
  - Venue Media

*\*Meeting Suite not included*



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# TAKE YOUR PLACE AT HBI 2027

Join 1,200 healthcare CEOs, investors and their partners on March 15–17 2027 (CNIT Forest, Paris).



BOOK YOUR PLACE

EXPLORE PARTNERSHIPS

SECURE A MEETING SUITE

Stay up-to-date on HBI Content:

LinkedIn

YouTube