

Prognosis for the Healthcare Industry in Poland: Opportunities for the Private Sector

March 22, 2012

Intercontinental Harbor Court (Baltimore, Maryland)

Presented by the Polish Embassy, Trade and Investment Section in Washington D.C. and the U.S. and Poland law offices of Miller Canfield.

The Polish Government's program to reform Poland's healthcare industry is opening the market even more for private healthcare providers, creating opportunities for U.S. hospitals, medical services companies, device and pharmaceutical manufacturers and insurance companies in Poland.

Agenda

11:30 Registration/Lunch

12:00 Welcome

Polish Presidency in the European Union - Business Perspective

I. Overview of the Polish Healthcare System

- Current private and public healthcare options
- Methods of payment by private patients
- Private healthcare contracting rules
- Proposed reforms in the public healthcare sector
 - Transformation of hospitals into limited liability companies
 - IT reform
 - Private healthcare insurance
 - Pharmaceutical reform

II. Overview of the Private Sector

- Survey of the Polish market
- Major players
- Opportunities in healthcare
 - Projects for venture capital investors and/or for green field healthcare oriented property investors
 - Projects for private equity investors
 - Medical tourism
 - European Union cross-border directive

Continued

- Example Investment Opportunities

III. Healthcare Insurance Industry

- Current Regulations
- Survey of Polish market – major players
- Proposed Reforms

IV. Pharmacy

- Pharmaceutical sector in Poland
- Privatization
- Pharmaceutical reform (new methods of reimbursement)
- Clinical trials

1:30 Adjournment

There is no charge to attend. Space is limited. Reservations are required. RSVP by 3.15.12. Please contact Sandy Bera with questions.