

Investment and M&A Opportunities in HEALTHCARE

WHERE HEALTHCARE ENTREPRENEURS,
INVESTORS & DEAL-MAKERS MEET

FEBRUARY 1 - 2, 2012

NASHVILLE CONVENTION CENTER
NASHVILLE, TN

**Welcome to Nashville! Over 125 Healthcare Leaders, Investors & Deal-Makers
From the following Companies & Organizations (at press time)...**

- AlixPartners, LLC
- AllMeds Inc.
- Altamont Capital Partners
- Alvarez & Marsal
- Amerigroup Corporation
- Bass, Berry & Sims PLC
- Benesch Friedlander Coplan & Aronoff LLP
- Blue Cross Blue Shield Venture Partners
- Blue Cross/Blue Shield of Michigan
- BlueCross BlueShield of Tennessee
- BMO Harris Bank
- Brazos Private Equity Partners
- Brown Gibbons Lang & Company
- CapitalSource
- CIC Partners
- Claimcare Inc.
- Classic Sleepcare LLC
- Coker Capital Advisors LLC
- Coker Group
- Community Health Systems
- Cumberland Pharmaceuticals, Inc.
- Cushman & Wakefield of Massachusetts, Inc.
- Deaconess Associations, Inc.
- Dixon Hughes Goodman LLP
- DoctorDirectory.com, Inc.
- Doctors Medical Center
- Dresnick Healthcare Advisors
- EGEN, Inc.
- Eli Lilly & Company
- Embassy of the Republic of Poland
- emids
- Eos Partners, L.P.
- Epsilon Securities LLC
- Fougera Pharmaceuticals, Inc
- Halyard Capital
- Harbert Management Corp.
- Health Care REIT, Inc.
- Health Inventures
- Health Realty Advisors, Inc.
- Health Strategy Partners, LLC
- Healthcare Finance Group, Inc.
- Healthcare Productivity Automation
- HealthPort
- Hill, Kertscher & Wharton, LLP
- Huron Consulting Group
- IASIS Healthcare Corporation
- Imperial Capital
- J.H. Whitney & Co., LLC
- JRG Ventures
- Kaiser Permanente
- KPMG LLP
- LHC Group, Inc.
- LifePoint Hospitals, Inc.
- Linden Capital Partners
- McGriff, Siebels & Williams, Inc.
- McKesson Corporation
- Medical Properties Trust
- MedSolutions
- MergerID
- MergerMarket
- Miller Canfield
- Miller Canfield - Poland
- Moelcular Pathology Laboratory Network
- Moelis Capital Partners
- Montreux Equity Partners
- Nashville Health Care Council
- National HealthCare Corporation
- National Surgical Hospitals
- Nova Venture Fund
- Palladian Health
- PCE Investment Bankers
- Pershing Yoakley & Associates, P.C.
- PharmMD
- PwC
- Raymond James & Associates
- RegionalCare Hospital Partners
- Robert Bosch Venture Capital GmbH
- Sarah Cannon Cancer Services
- Signal Hill Capital Group LLC
- Sonenshine Partners
- Stryker Instruments
- Summer Street Capital Partners
- Tailwind Capital
- The Walden Group, Inc.
- Triangle Capital Corporation
- Ungaretti & Harris
- Vivere Health LLC
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Sonenshine Partners

E-GEN

WEDNESDAY, FEBRUARY 1, 2012

12:00 – 2:00 Registration & Networking

2:00 - 2:10

WELCOME TO NASHVILLE – Opening Remarks



Caroline Young, President,
Nashville Health Care Council (NHCC) – Nashville, TN

2:15 - 3:15

State of the Healthcare Industry: What does 2012 hold in Store for Healthcare Deal-Making?

- How will the 2012 Presidential and Congressional elections affect the business of healthcare?
- Individual Mandate: Implications of a Supreme Court Decision
- Who will be leading the deal-making pace: Strategic or Financial Buyers?
- Medicare Reimbursement: Is Revolutionary Change Coming?
- How will State Health Insurance Exchanges affect the Business of Healthcare?

MODERATOR:



Steven Elek, III, Partner-in-Charge, Healthcare Transaction Services, **PwC** – Philadelphia, PA

PANELISTS:



Donald A. Adam, SVP/Chief Development Officer,
LHC Group, Inc. – Lafayette, LA



Richard S. Cohen, President,
The Walden Group, Inc. (Healthcare Investment Banking) – Tarrytown, NY



Marshall Sonenshine, Chairman & Managing Partner,
Sonenshine Partners – New York, NY



Timothy J. Spillane, SVP, Corporate Development,
AMERIGROUP Corporation – Virginia Beach, VA

3:15 - 3:45

Refreshments & Networking

3:50 – 4:35

Cost Efficiency Roundtable

- Navigating the Intersection of Payor and Provider
- Business Perspectives from Innovators and Entrepreneurs Focused on Improving Patient Care While Managing Costs

MODERATOR:



Angela Humphreys, Member,
Bass Berry & Sims, PLC – Nashville, TN

PANELISTS:



Bo Bartholomew, Founder & CEO,
PharmMD Solutions – Nashville, TN



Paul Candino, Chairman & CEO,
Palladian Health – West Seneca, NY



Curtis J. Thorne, CEO,
MedSolutions – Franklin, TN



Daniel Timblin, Vice President & Treasurer,
BlueCross/BlueShield of Tennessee – Chattanooga, TN

4:40 – 5:25

The Healthcare Transaction Life-Cycle: Due Diligence, Risk Management, and Other Considerations to Maximize Success During and After the Transaction

MODERATOR:



Scott Linch, Partner-in-Charge, Transaction Advisory Services, **Dixon Hughes Goodman LLP** – Charlotte, NC

PANELISTS:



Stephen J. Dresnick, MD, President,
Dresnick Healthcare Advisors – Miami, FL



Burk Lindsey, Managing Director, Health Care Investment Banking, **Raymond James & Associates** – Nashville, TN



Bill Siren, Practice Leader, Healthcare Consulting,
AlixPartners – Brentwood, TN



Amelia Wright, Principal,
Wright Consulting – Nashville, TN

5:30 – 7:00

WELCOME TO NASHVILLE

EVENING NETWORKING RECEPTION



THURSDAY, FEBRUARY 2, 2012

8:00 – 9:00

Continental Breakfast, Networking &

Registration

9:00 – 9:45

Hospital Roundtable: Outlook for Investment and M&A Activity in the For-Profit & Non-Profit Hospital Sector

MODERATOR:



Leigh Walton, Member,
Bass Berry & Sims, PLC – Nashville, TN

PANELISTS:



Kenneth D. Hawkins, SVP, Acquisitions & Development, **Community Health Systems (CHS)** – Franklin, TN



Jone Koford, President, Strategic Growth & Development, **LifePoint Hospitals, Inc.** – Nashville, TN



Howard Wall, EVP, Chief Administrative Officer & General Counsel, **RegionalCare Hospital Partners** – Brentwood, TN

“There is a temptation in our networked age to think that ideas can be developed by email. That’s crazy.

Creativity comes from spontaneous face-to-face meetings, from random discussions.

You run into someone, you ask what they are doing, you say ‘Wow,’ and soon you’re cooking up all sorts of ideas.”

– Steve Jobs, (1955 - 2011)



THURSDAY, FEBRUARY 2, 2012 (CONT.)

9:50 -10:35

Financial Investors Roundtable: Healthcare Opportunities for Private Equity, Venture Capital and other Financial Buyers

MODERATOR:



Leslie Anderson, Managing Director, Commercial Business Banking, **BMO Harris Bank** – Chicago, IL

PANELISTS:



Terry Crabtree, Interim CEO, **Deaconess Associations, Inc.** – Cincinnati, OH



William D. Drehkoff, Principal, **Linden Capital Partners LLC** – Chicago, IL



Brendyn Grimaldi, VP, **Halyard Capital** – New York, NY



Joseph F. Nowoslawski, MD, Managing Director, **Nova Venture Fund, Ltd.** – Malvern, PA

10:40 -11:10

Morning Break, Refreshments & Networking

11:15 –12:00

Healthcare Real Estate Roundtable: Opportunities in Healthcare Properties: The role of Real Estate in Healthcare Deal-making

MODERATOR:



Frank R. Williams, Jr., Sr. Managing Director of Acquisitions, **Medical Properties Trust, Inc.** – Birmingham, AL

PANELISTS:



Stephanie T. Anderson, Chief Acquisitions Officer, **Health Care REIT, Inc.** – Toledo, OH



Michael Goldenberg, President, **Health Realty Advisors, Inc.** – Springfield, PA



Frank Nelson, Executive Director, Medical Academic Practice Group, **Cushman & Wakefield** – Boston, MA

12:05 -12:55

Regulatory & Enforcement Issues in Healthcare Transactions: Navigating Regulatory, Enforcement & Other Legal Issues in Healthcare Deal-Making

MODERATOR:



Ari J. Markenson, J.D. M.P.H., Partner, **Benesch Friedlander Coplan & Aronoff, LLP** – White Plains, NY

PANELISTS:



Bradford C. Burkett, Senior Managing Director, **Epsilon Securities LLC** – New York, NY



Barry Freeman, Partner, **Summer Street Capital Partners** – Buffalo, NY



James C. Hoffman, SVP, Business Development, **lasis Healthcare LLC** – Franklin, TN



Jeffrey C. Nahley, Managing Director, Healthcare Investment Banking, **Signal Hill Capital Group LLC** – Nashville TN

1:00 – 2:00

NETWORKING LUNCHEON KEYNOTE: “Healthcare Investment Opportunities in Poland”

PRESENTERS:



Pawel Pietrasieński, Minister Counselor, Chief of Section, **Trade & Investment Section, Embassy of Poland** – Washington, DC



Richard A. Walawender, Principal, Corporate and International Group, **Miller Canfield** – Detroit, MI

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2:00 – 2:45

Strategic Investors Roundtable: Outlook for Synergistic Growth-through-Acquisition Activity in the Non-Hospital Sector from the Perspective of Strategic Buyers

MODERATOR:



Trey Crabb, President, **Health Strategy Partners** – Nashville, TN

PANELISTS:



Monika Brown, VP Corporate Strategy & Business Development, **Mckesson Corporation** – Alpharetta, GA



Gregg S. Talbert, Ph.D., Managing Director, Corporate Finance and Investment Banking, **Eli Lilly and Company** – Indianapolis, IN



Jeff Wasserstein, SVP Business Development & Strategy, **Fougera Pharmaceuticals Inc.** – Florham Park, NJ

2:45 - 3:15

Afternoon Refreshments & Networking

3:20 – 4:00

Financing Growth: The State of the Healthcare Capital Markets -- Attracting Capital & Viable Alternative Paths

MODERATOR:



Dan Davidson, Managing Director, **Coker Capital Advisors, LLC** – Atlanta, GA

PANELISTS:



Keith Gregg, MBA, CLP, Chairman, **JRG Ventures** – Brentwood, TN



Christopher Smith, SVP, SE/SW Region, **Healthcare Finance Group LLC** – Charlotte, NC

4:05 – 4:30

HEALTHCARE ENTREPRENEUR BUSINESS PLAN PRESENTATION: “ELEVATOR PITCH”

PRESENTER:



Kursheed Anwer, Ph.D., **EGEN, Inc.** – Huntsville, AL



EGEN, Inc. is a privately-held biopharmaceutical company developing DNA and RNA therapeutics. Our lead product is in phase II clinical trials for multiple cancers and a broad-based drug delivery platform. The company has in-house competencies in chemistry, formulation and in vivo evaluation that allows for rapid in-house assessment and learning.

4:30

CONFERENCE CONCLUDES: ‘THANKS FOR THINKING IIBIG’