

Healthcare

DEAL MAKING SUMMIT

September 21-22, 2009 | Loews Vanderbilt Hotel | Nashville, TN

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Summit Agenda

September 21, 2009

8:30 – 12:00 *Pre-Summit Executive Forum:*
“Positioning the Healthcare Organization for an Era of Reform”

Pre-Summit Workshop:
“Crafting the Deal in Healthcare M&A”

Main Summit:

12:30 – 1:15 Registration

1:15 – 1:30 Welcoming Comments by Summit Chair:



Joseph A. Sowell, III
Partner
WALLER LANSDEN DORTCH & DAVIS, LLP

1:30 – 2:15 **SOLVING THE HEALTHCARE CRISIS**



Senator Thomas Daschle
FORMER SENATE MAJORITY LEADER

2:15 – 3:00 **PROGNOSIS FOR HEALTHCARE REFORM**



Senator Robert F. Bennett (R-UT)

3:00 – 3:30 *Networking Break*



3:30 – 4:30 **THE ART OF THE DEAL: HEALTHCARE EXECUTIVES ON M&A IN AN ERA OF UNCERTAINTY**

- Knowing when to make deals and when to walk away
- Opportunities in acquiring individual facilities
- Dealing with regulatory risks
- Anti-trust concerns
- Treating more patients at smaller fees

Moderator:

Joseph A. Sowell, III, *Partner*, WALLER LANSDEN DORTCH & DAVIS, LLP

Panelists:

Steven T. Davidson, *Chief Development Officer*, PSYCHIATRIC SOLUTIONS, INC.

Paul Gilbert, *Executive Vice President, Chief Development Officer*,
LIFEPOINT HOSPITALS, INC.

Daniel Slipkovich, *Chief Executive Officer*, CAPELLA HEALTHCARE

David R. White, *Chairman & Chief Executive Officer*, IASIS HEALTHCARE LLC

4:30 – 5:30 **PRIVATE EQUITY PERSPECTIVES ON HEALTHCARE DEALS**

- What are private equity investors looking for?
- What are they looking to avoid?
- The bottom line: debt levels vs. ROI
- Strategic partnerships

Moderator:

Phil Pfrang, *National Healthcare and Life Sciences Industry Leader, M&A Transaction Services*, DELOITTE & TOUCHE LLP

Panelists:

Michael Dal Bello, *Managing Director*, THE BLACKSTONE GROUP

Ralph Davis, *Partner*, CRESSEY & COMPANY

David S. Katz, *Principal*, GTCR GOLDBERGER RAUNER, LLC

James C. Momtazee, *Member*, KOHLBERG KRAVIS ROBERTS & CO.

5:30 – 7:00 *The Summit Reception, Hosted by:*



September 22, 2009

7:30 – 8:30 *Continental Breakfast*

8:30 – 8:45 Welcoming and Opening Comments

8:45 – 9:30 **NAVIGATING THE HEALTH CARE HORIZON:
A SYSTEM VIEW OF HEALTH CARE REFORM**

What are the short and long-term implications to various stakeholders, including plans, providers, life sciences companies and government?



Dr. Paul H. Keckley

Executive Director

DELOITTE CENTER FOR HEALTH SOLUTIONS

9:30 – 10:00 *Morning Networking Break*

10:00 – 11:00 **INVESTMENT BANKERS' PERSPECTIVES ON THE M&A MARKET**

- Current trends in asset valuation
- The pipeline: deal flow in the future
- Spotting motivated sellers and buyers
- Lessons learned from recent transactions

Moderator:

Thomas C. Wylly, *Senior Partner*, BRENTWOOD CAPITAL ADVISORS LLC

Panelists:

M. Duncan Dashiff, *Managing Director*, SHATTUCK HAMMOND PARTNERS

Charles J. Ditkoff, *Managing Director, Head of Americas Healthcare Group*,
BANK OF AMERICA MERRILL LYNCH

Jon Santemma, *Managing Director, Healthcare Investment Banking*,
JEFFERIES & COMPANY, INC.

R. Riley Sweat, *Head of Healthcare Investment Banking*, RAYMOND JAMES & ASSOCIATES

11:00 – 12:00 **STRATEGIC CONSIDERATIONS FOR DEALMAKERS IN TODAY'S HEALTHCARE**

- Views on the healthcare M&A market in 2010
- Government reform impacts on company valuations
- Industry market trends
- The lingering affects of the economic downturn

Moderator:

John Bigalke, *Vice Chairman and U.S. National Industry Leader – Health Sciences & Government*, DELOITTE LLP

Panelists:

Andrew K. Bhak, *Managing Director*, MORGAN STANLEY

Chris Hite, *Global Co-Head, Healthcare Investment Banking*, CITIGROUP

R. Milton Johnson, *Executive Vice President and Chief Financial Officer*, HOSPITAL CORPORATION OF AMERICA, INC.

Richard Landgarten, *Managing Director*, MOELIS & COMPANY

Walker Poole, *Managing Director*, BAML Capital Partners

12:00 – 1:15 *Summit Luncheon*



THE NEW BUSINESS CASE FOR QUALITY

Luncheon Speaker:

Jonathan B. Perlin, MD, PhD, MSHA, FACP, FACMI,
President, Clinical Services and Chief Medical Officer,
HCA/HOSPITAL CORPORATION OF AMERICA

1:15 – 2:30 **The Business of Distressed Asset Acquisitions**

- The scope of the distressed healthcare market
- Unique characteristics of a distressed deal
- Working with debt providers
- Realistic expectations of a turnaround effort

Moderator:

John C. Tishler, *Partner*, WALLER LANSDEN DORTCH & DAVIS, LLP

Panelists:

Thomas M. Barry, *Managing Director*, CAIN BROTHERS & COMPANY, LLC

Patrick Hurst, *Managing Director, Head of the Healthcare Group*, HOULIHAN LOKEY

Michael P. Keller, *Managing Director of Restructuring*, CAPITALSOURCE FINANCE, LLC

2:30 – 2:45 *Afternoon Networking Break*

2:45 – 3:55 **Financing Deals in the Current Era**

- Available financing terms
- Equity minimums required of borrowers
- Common issues that derail financing
- What borrowers should know before seeking capital

Moderator:

Rob Harris, *Partner*, WALLER LANSDEN DORTCH & DAVIS, LLP

Panelists:

Gregory M. Browne, *Managing Director, Commercial Finance Business*,
CAPITALSOURCE FINANCE LLC

L. Allison Dukes, *Managing Director, Syndicated Finance*,
SUNTRUST ROBINSON HUMPHREY

Craig Gardella, *Senior Vice President*, REGIONS BANK

Thomas M. Goila, *Director, Specialty Lending Group*, GOLDMAN SACHS & CO.

Kevin Lavender, *Senior Vice President & Managing Director, Large Corporate and
Specialized Lending*, FIFTH THIRD BANK

Bob McCarrick, *Senior Managing Director*,
GE CAPITAL HEALTHCARE FINANCIAL SERVICES

3:55 – 4:00 **Closing Comments by Summit Chair**

4:00 Summit Adjourns