Details

Name of Speaker: Mr Neeraj Lal, Vice President Rainbow Hospitals, Bengaluru

Date: Wednesday, 23rd September 2020

Topic: Private Equity Financing: The Need of Hour for Healthcare Managers

No. of students in attendance: 111

Webinar Summary

On September 23rd 2020, the department of MBA-Hospital and Healthcare Management organized a webinar session for the students. The webinar started at 3 pm and 111 students were in attendance.

The key speaker for the webinar was Mr Neeraj Lal, who is Cluster Head and Vice President: Rainbow Hospitals. With an experience of 18 years in operational management, business development strategies and quality management he guided us about the present scenario in healthcare and gave a detailed presentation on, “Private Equity Financing: The Need of Hour for Healthcare Managers”

Mr Neeraj started his interactive session with the first part on the overall Indian healthcare scenario and how private equity makes difference. This part included factors driving consolidation of
healthcare (the intervention of technology, the economy of scale, operation efficiency, a weak economy, recruitment etc.), understanding private equity (how it is a limited partnership and how it is used in healthcare) and why healthcare sector is attracted to the private investors. He presented the current healthcare market scenario with the help of current visual graphs, the comparison of Indian healthcare industry metrics was done with the key metrics of the USA and China. He showed how demographics, lifestyle and infrastructure requirements together with the shortage of beds are pushing the growth of hospitals and healthcare organizations in India. The next part of the presentation has covered the details of the meaning of private equity firms, the popular private equity firms investing in the healthcare sector in the last decade with the investment deal size and the recipient organizations. The data has revealed that the trend of private equity financing organizations is uprising and the deal sizes are also increasing. Moreover, smaller organizations are also getting able to attract significant private equity investment. In the final section of the presentations, Mr Neeraj has explained about the salient features of the Information Memorandum (IM) which is the document that needs to be presented to the private equity firms, this document covers the key parameters of the organization's performance and the service scope while presenting the arguments why the private equity firm should invest in this organization?. Lastly, Mr Neeraj has carried out a practical session by dividing the class into three-four teams and assigned them the organizations such as Hospitals in a metro city, Hospital in a rural area etc and asked the students to prepare the Information Memorandum for them, Students have presented the cases and Mr Neeraj has appreciated the good points and suggested improvements wherever required.

He discussed how private equity has taken over certain hospitals and participated in various processes and operations in the healthcare system by emphasizing on the following points

- We should know how to raise the funds for the hospital
- We should know how to make the prospectus or Information Memorandum for attracting Private Equity.

He has thrown light on the fact that with the help of private equity funds, smaller hospitals have grown and now are having multiple branches across India. He has stressed upon the point that the consolidation of the hospital industry is inevitable and the poor performers will be out of the market, moreover the margins will go down and the competition will be on volume. Hence, private
equity should be seen as a strategic tool which makes the expansion faster and quicker thus enabling the economies of scale with wide market reach.

Mr Ankit Singh, together with Dr. Meenal and Dr Vivek coordinated the webinar. The webinar was conducted for 1 hour 15 minutes and it ended with a question and answer session in which the students openly asked Mr Neeraj Lal questions about the healthcare sector. Dr Vivek Chaudhari gave a vote of thanks and dismissed the meeting.
Snaps of the Webinar
Growth of Private Equity in Health Care

• 2020:
  • The value of private equity deals in health care totaled $42.6 billion globally, up 17% increase from 2016
  • The number of deals also increased to 265, from 200 in 2016.
  • Health care deals comprised 18% of all private equity deals globally in 2017.
  • Physicians, hospitals, and other facilities accounted for the most buyout activity, with 139 of the 265 health care private equity deals announced worldwide involving care delivery companies.
Contents of Information Memorandum

- Executive Summary
  - Investment Thesis
  - Overview of the Market
  - Overview of the Target Company
  - Products and Services
  - Revenue Profile
  - Employee Profile
  - Customer Profile
  - Financials – Historical and Projections
  - Management Structure

- #1 Executive Summary
  - This is a 3-2-page summary of the entire memorandum. It contains all the following:
    - Key Business Products and Service Offerings of the Company
    - Financial Overview – Revenue, EBITDA Margin, Cash Flow, profitability
    - The Nature of the Transaction
    - Investment Rationale
**Symbiosis Institute of Health Sciences (SIHS)**

Guest Lecture by Mr. Neeraj Lal on Private Equity Financing in Healthcare for MBA-HHM Batch 2019-2021

**Date:** 23rd September 2020  
**Time:** 03:00 pm to 05:00 pm

**Number of Students:** 136

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<tr>
<td>1</td>
<td>Honorarium to Speaker</td>
<td>Rs. 1500/- per session X 1 Speaker (Mr. Neeraj Lal)</td>
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<td>Miscellaneous</td>
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**Total Expenditure:** 1,575.00

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**Budget Under Head:**  
**Budgeted Amount for F.Y. 2020-21 in Rs.:** 6,000/-  
**Utilized in Rs.:** 6,300/-  
**Now in Rs.:** 1,575/-  
**Balance budget in Rs.:** 5,225/-

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**Proposed by**  
Dr. Meena Kulkarni  
Asst. Professor, SIHS

**Proposed by**  
Mr. Ankit Singh  
Asst. Professor, SIHS

**Proposed by**  
Dr. Pramodkumar Mishra  
Associate Professor, SIHS

**Accounted by**  
Mr. Vishal Kirve  
Supervisor A/C, SIHS

**Checked by**  
Ms. Shraddha Karhadkar  
Asst. Admin Officer, SIHS

**Recommended By**  
Dr. Parag Rishipathak  
Director, SCISH

**Recommended By**  
Dr. Rajiv Yeravdekar  
Director, SIHS

**Approved By**  
Dr. Sammita Jadhav  
Dy. Director, SIHS
Invitation to Conduct a Workshop and Regarding Letter of Association

Ankit Singh <ankit@sihspune.org>
To: neeraj.lal@rainbowhospitals.in
Cc: "Nikhita .s" <nikhita.s@rainbowhospitals.in>, Meenal Kulkarni <meenal@sihspune.org>

Dear Sir,

Greetings!

In continuation with our discussion post consortium, it will be our pleasure if you can agree to conduct a workshop or a guest lecture on the topic "Private Equity Financing: The Need of Hour for Healthcare Managers" for our second-year students.

Kindly let us know your availability in the month of September, to organize this online interaction with our students.

We would also like to inform you that we want to have a Letter of Association with your reputed organization for Internship and Placement support (as discussed at the time of consortium). Very soon we will be sending the draft letter of association for your reference.

Looking forward to your affirmative response on the above.

--

Thanks and Regards,

Ankit Singh
Assistant Professor,
Healthcare Management,

A Constituent of Symbiosis International University

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ResearchGate: https://www.researchgate.net/profile/Ankit_Singh38
Mendeley: https://www.mendeley.com/profiles/ankit-singh10/
Google Scholar: https://scholar.google.com/citations?user=mPSHz9sAAAAJ&hl=en

"Healthcare is a Right, Not a Privilege", Moreover, Reform is a Cyclic Process which cant be stopped but only Facilitated, and Healthcare Reform is not an Exception.

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Neeraj Lal <neeraj.lal@rainbowhospitals.in>
To: Ankit Singh <ankit@sihspune.org>
Cc: "Nikhita .s" <nikhita.s@rainbowhospitals.in>, Meenal Kulkarni <meenal@sihspune.org>

Noted Ankit ! Lest plan this session in September 2020.

@Nikhita: Kindly communicate with SIHS team and propose dates.

We will be happy to associate with SIHS for Internships and placement.

Best regards

Neeraj Lal
Cluster Head & Vice President-Bangalore Operations
Marathahalli –K R Puram Outer Ring Road, Doddanekundi-560037
Banasbergatta Road-Opp Janardhan Towers, Billekahalli-560076
Hebbal- Near Flyover, Annuthalli -560092
Handphone: + 91 9727750540
Bengaluru I Hyderabad I Vijaywada I Secunderabad I New Delhi I Chennai
(Coming Soon at Vizag, Guntur and Hebbal Bangalore )
www.rainbowhospitals.in
360 Degree tour: https://g.co/kgs/Dh3uat
From: Ankit Singh [mailto:ankit@sihspune.org]
Sent: Saturday, August 29, 2020 3:03 PM
To: Neeraj Lal
Cc: Nikhita .s; Meenal Kulkarni
Subject: Invitation to Conduct a Workshop and Regarding Letter of Association

"Attention: This email was sent from someone outside of Rainbow Hospitals. Always use caution when opening attachments or clicking links from unknown senders or when receiving unexpected emails. “

[Quoted text hidden]

Rainbow

Nikhita .s <nikhita.s@rainbowhospitals.in>
Cc: Meenal Kulkarni <meenal@sihspune.org>, Neeraj Lal <neeraj.lal@rainbowhospitals.in>

Dear Mr. Ankit

Greeting of the day!

On the behalf of Neeraj sir I would like to thank you for inviting him to conduct a workshop on the topic " Private Equity Financing: The Need of Hour for Healthcare Managers" for your second-year students.

I would like to confirm that he will be taking the lecture on 23rd Sept 2020, 3PM-5PM. Please send an invite for the same.

Regards
Nikhita Sharma
Operations Executive
Rainbow Children's Hospital
7000361370

From: Ankit Singh <ankit@sihspune.org>
Sent: Saturday, August 29, 2020 3:03 PM
To: Neeraj Lal <neeraj.lal@rainbowhospitals.in>
Cc: Nikhita .s <nikhita.s@rainbowhospitals.in>; Meenal Kulkarni <meenal@sihspune.org>
Subject: Invitation to Conduct a Workshop and Regarding Letter of Association

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[Quoted text hidden]
Meenal Kulkarni <meenal@sihspune.org>  
To: "Mr.Ankit Singh" <ankit@sihspune.org>  
Mon, Sep 7, 2020 at 9:45 AM

The following can be edited and sent as an invite. You can add info about the batch profile as well:

Dear Sir,

It is with great pleasure we invite you to interact with our students of first year pursuing MBA (Hospital & Healthcare Management) on 31st August 2018, post-lunch (3.00 pm to 4.30 pm, followed by a half-hour of Q & A session)

We request you to please speak to the students on: "______________"

This session will be for students currently in semester III. The batch profile consists of __________________________

Looking forward to your online presence.

Requesting you to share your slide deck two days in advance.

Let us know if anything else is required from our end.

We will share the link for the session closer to the date.

[Quoted text hidden]
[Quoted text hidden]

Ankit Singh <ankit@sihspune.org>  
To: "Nikhita.s" <nikhita.s@rainbowhospitals.in>, neeraj.lat@rainbowhospitals.in  
Cc: Meenal Kulkarni <meenal@sihspune.org>, "Dr.Vivek Chaudhari" <drvivek@sihspune.org>  
Mon, Sep 7, 2020 at 4:42 PM

Dear Sir,

“We hope you are doing well and staying Safe”

It is with great pleasure, we invite you to interact with our students of the final year pursuing MBA (Hospital & Healthcare Management) on 23rd September (Wednesday) 2020, post-lunch (3.00 pm to 4.30 pm, followed by a half-hour of Q & A session)

We request you to please speak to the students on: “Private Equity Financing: The Need of Hour for Healthcare Managers” if possible kindly include the Case Study.

This session will be for students currently in the IIIrd Semester of MBA (Hospital & Healthcare Management) at SIHS. In addition to the core Hospital domain, we offer electives in three verticals i.e “Pharmaceutical Management”, “Healthcare IT” and “Healthcare Insurance”

The batch profile consists of 29% of students with a background in Life Sciences, 26% of students with BDS background, 13% of students with BBA background and 12% with B. Tech background etc.

Moreover, 32% of the students have work experience whereas 68% of the students are freshers.

Looking forward to your online presence.

Requesting you to share your slide deck two days in advance.

Let us know if anything else is required from our end.

We will share the link for the session closer to the date.
Ankit Singh <ankit@sihspune.org>

Intimation Regarding Guest Lecture on Private Equity Financing: The Need of Hour for Healthcare Managers by Mr. Neeraj Lal on 23rd September from 03.00 to 05.00 P.M

1 message

Ankit Singh <ankit@sihspune.org>     Fri, Sep 18, 2020 at 12:10 PM
To: "Ms.Devika Shetty" <devikashetty@sihspune.org>
Cc: Meenal Kulkarni <meenal@sihspune.org>, "Dr.Vivek Chaudhari" <drvivek@sihspune.org>

Dear Madam,

This is to inform you all that at a Guest Lecture is Scheduled on 23rd September at 3.00 P.M

**Topic:** Private Equity Financing: The Need of Hour for Healthcare Managers

**Speaker:** Mr. Neeraj Lal

**Audience:** Only Senior Batch Plus Faculties

**Day:** 23rd September 2020

**Timings:** 03.00 - 05.00 P.M

Kindly do the needful.

--

**Thanks and Regards,**

Ankit Singh  
Assistant Professor,  
Healthcare Management,

A Constituent of Symbiosis International University

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ResearchGate: https://www.researchgate.net/profile/Ankit_Singh38  
Mendeley: https://www.mendeley.com/profiles/ankit-singh10/  
Google Scholar : https://scholar.google.com/citations?user=mPSHzsAAAAJ&hl=en

"Healthcare is a Right, Not a Privilege", Moreover, Reform is a Cyclic Process which can't be stopped but only Facilitated, and Healthcare Reform is not an Exception.

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**Participants**

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