

LaingBuisson®  
EVENTS

# Investing in Healthcare and Real Estate Conference

Sponsor and Exhibitor Opportunities



**12-13 MAY 2021**  
VIRTUAL CONFERENCE

**#InvestingInHealthcare #RealEstate**  
[www.laingbuisson.com](http://www.laingbuisson.com)

# About LaingBuisson

LaingBuisson has been serving clients for over 30 years with market, policy and strategy insights, data and analysis across healthcare and social care. We are the chosen provider of independent sector healthcare market data to the UK Government's Office for National Statistics and work globally with providers, commissioners, payors, manufacturers, investors, regulators and advisors. We help our clients to understand their markets, make informed decisions and deliver better outcomes through market intelligence, data solutions and consulting.



# The Investing in Healthcare & Real Estate Conference

This conference is split into two days with Healthcare Real Estate the central theme of day one and an operating business focus on day two. Looking at real estate opportunities across the independent health and social care sectors, this conference gives an opportunity to learn about healthcare real estate as both a provider and investor. LaingBuisson sits on the British Property Federation Healthcare Committee, and is focused on working with the leading surveyors, banks, REITs, property funds and other advisors to deliver market insights and track valuations and trends.



Where an investor puts his/her capital in healthcare can have very different outcomes. The sector is large and the underlying drivers are strong – it is fundamentally a growth market. This conference is for equity investors, both public and private, as well as debt investors and management teams. It asks the hard questions about which sectors are on the ascendancy, and which are or may become challenged.

The conference is a unique platform to present arguments and engage in a dialogue with an audience of senior policy makers, providers, regulators and investors. In addition, it includes exclusive access to proprietary LaingBuisson market research, as well as networking opportunities and a forum to gain competitive and up to date information on the changing environment.

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## Why sponsor?

Our events attract support from key stakeholders in the independent health and social care sectors. Sponsorship connects your brand with opinion formers in the sector and associates it with knowledge products and professional development.

- Your brand secures visibility in the independent health and social care sectors.
- Your brand is aligned with the UK's leading provider of data solutions and market intelligence on the independent health and social care sectors.
- You secure your competitive edge through personal contact.
- Expand your business opportunities and meet leading thinkers in the networking community.
- Build new business relationships and generate strong leads.
- Present your latest business solutions to experts in the field.

## Previous LaingBuisson speakers:



**Top row left to right:** Simon Turton, CEO, Gensmile; Lauren Di Pietro, Architect, DWA Architects; Pete Calveley, CEO, Barchester; Clare Connell, CEO, Connell Consulting; Tom Riall, CEO, IDH Group; Joy Chamberlain, CEO, Elysium; Michael Lingens, Partner, Charles Russell Speechlys; Andrew Cannon, CEO, Voyage; Simon Hughes, Managing Director - Medical, Christie & Co; Neil Lloyd, CEO, Dental Partners.



**Bottom row left to right:** Colette Ord, Director, Investment Companies Research, Numis Securities; Andrew Ovey, Head of Healthcare, AXA IM-RA; Hedley Goldberg, Managing Director and Global Head of Healthcare Services, Rothchild & Co; David Porter, Founding Partner, Apposite Capital; Stuart Blair, Director of Debt Finance, OakNorth Bank; James Thorburn, CEO, City & County Healthcare Group; Derek Breingan, Head of Health & Social Care Sector, Clydesdale Bank; David McHattie, Head of Healthcare, Barclays Bank; Tony Romero, CEO, Cygnet Health; Candice Blackwood, Partner, CMS.

# Previous attending organisations:

Active Care Group	Candesic	DWA Architects	Knight Frank	RBC Capital Markets
Active Pathways	Capsticks Solicitors	Elevation Advisors	KPMG	Real Estate Fund Intelligence
Aedifica	Care Quality Commission	Elysium	L.E.K. Consulting	Rosenblatt
AIB (GB)	CareTech	EY-Parthenon	Land & Co	Rothschild & Co
Alpha Helix Corporate Finance	Carterwood	FAPi	Layland Walker	Round Hill Capital
Apollo Global Management	Cartwright Care	Fortnum Group	LoveDay & Co	Royds Withy King
Apposite Capital	Catalyst Support Services	Fulcrum Care	LV Group	Savills
Ashfords	Cavendish	Harrison Clark Rickerbys Solicitors	M3 CAPITAL PARTNERS	Shackletons
Assura	CBRE	Hazlewoods	Macquarie Capital (Europe)	Shoosmiths
Audley Group	Charles Russell Speechlys	HC-One	Mansfield Advisors	Simmons & Simmons
August Equity	Charme Capital Partners	Healthcare Management Solutions	Marwood Group	Simplyhealth
Avison Young	Christchurch Group	HKS	McDermott Will & Emery UK	Smith Square Partners
AXA Investment Managers	Christie & Co	HOK	Medical Properties Trust Sarl	Stephenson Harwood
Barchester	CIL Management Consultants	HSBC	Medical Protection Society	Storm Property
Barclays Bank	City & Country Healthcare Group	I Squared Capital	Mental Health Care UK	Sunrise Senior Living
BDO	Civica	Icade Sante	Mergermarket	Swan Partners
Bevan Brittan	Clydesdale Bank	IDCM	Mills & Reeve	Target Fund Managers
Blake Morgan	CMS	Ideal Complex Care	Moelis and Company	The Care Workers Charity
Bloomcare	Compass Executives	IDH Group	Numan	Travers Smith
Blue Harbour Group	Connell Consulting	Impact Healthcare REIT	Nurseplus	Triple Point
Blueleaf	Creadev	INDOS Financial	OakNorth Bank	Tunstall Healthcare UK
Bolt Asset Management	Cross Ocean Adviser	InHealth Group	Octopus Real Estate	Vamed
Browne Jacobson	Cushman & Wakefield	Innova Care Concepts	Patron Capital Advisers	Verina Daly Care
Bryan Cave Leighton Paisner	CYBG PLC	Instinctif Partners	PricewaterhouseCoopers	Voyage
Bupa	Cygnnet Health	Jefferies International	Primary Capital Partners	Walker Morris
Burges Salmon	DAC Beachcroft	JLL	Prime Plc	Welltower
Cabot Square Capital	Deloitte	Kalro Real Estate	Primonial REIM	
CACI	Driscoll Consulting	Kames Capital	Puma Property Finance	

## Previous sponsors & exhibitors:

Simmons & Simmons

Numis

 BARCLAYS

**CIVICA**  
Transforming the way you work

Connell  
Consulting

BPF

 Rothschild & Co

CRS  
Charles Russell  
Speechlys

MSCI 

 whpf

C/M/S/  
Law. Tax

**Barbour ABI**

Coutts 

 Knight  
Frank

castleoak

welltower™

## Advertising opportunities:

There are a number of advertising opportunities available at conference. These include video advertisements to be played during the event and advert placements in the Delegate Guide and within the virtual platform. Please contact a member of our Sales Team on **+44 (0)20 7841 0045** or email [sales@laingbuisson.com](mailto:sales@laingbuisson.com) for more information.

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## Premium Sponsor

**£5,000 + VAT for both days**

**£3,000 + VAT per day**

## Sponsorship packages

The conference themes will be different on each day with one day focusing on investing in healthcare and the other day focusing on real estate. Premium Sponsorship includes a speaking slot as part of a panel or chairing opportunity, high level branding across the conference and an opportunity to play a video advertisement during the event.

### Benefits

- Opportunity to speak or chair as part of a panel discussion. Topic to be agreed by Conference Director\*
- Profile in the virtual expo hall with ability to chat to attendees, upload videos and slides
- Podium recognition in chair's opening address
- Registered attendee contact details
- Four conference registrations plus a speaker ticket

### Profile

Use of the Investing in Healthcare & Real Estate Conference name in sponsor's adverts, website, press releases up to, during and for three months after the conference.

### Visibility

- Prominent sponsor logo across the event including the chair's backdrop\*\*
- Full-page A4 advert in the official digital conference delegate guide\*\*
- Opportunity to play a video advertisement during the event
- Prominent sponsor logo on conference promotional material\*\*
- Prominent sponsor logo on all e-marketing material
- Prominent sponsor logo on conference adverts featured in HealthcareMarkets UK\*\*
- Prominent sponsor logo featured in sponsor recognition material\*\*
- Prominent sponsor logo, 50 word description and web link on the conference webpage
- Full-page advert in one LaingBuisson Market Report\*\*
- Full-page advert in an edition of HealthcareMarkets UK\*\*

\* Subject to content approval by LaingBuisson. The session or email must be educational and not an exercise in selling from the podium.

\*\* Subject to sponsorship being confirmed prior to creation of marketing materials.

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## Executive Sponsor

**£4,000 + VAT for both days**

**£2,500 + VAT per day**

## Sponsorship packages

The conference themes will be different on each day with one day focusing on investing in healthcare and the other day focusing on real estate. Executive Sponsorship includes a speaking slot as part of a panel, branding across all conference material and two conference registrations for the entire event.

### Benefits

- Opportunity to participate in a panel session. Topic to be agreed by Conference Director\*
- Profile in the virtual expo hall with ability to chat to attendees, upload videos and slides
- Podium recognition in chair's opening address
- Registered attendee contact details
- Two conference registrations plus speaker ticket

### Profile

Use of the Investing in Healthcare & Real Estate Conference name in partner's adverts, website, press releases up to, during and for three months after the conference.

### Visibility

- Half-page advert in the official digital conference delegate guide\*\*
- Partner logo featured in session recognition material\*\*
- Partner logo on conference promotional material\*\*
- Partner logo on all e-marketing material
- Partner logo on conference adverts featured in HealthcareMarkets UK\*\*
- Prominent sponsor logo, 50 word description and web link on the conference webpage
- Full-page advert in one LaingBuisson Market Report\*\*
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## Contact

Please contact our Business Development Manager to discuss further sponsor or exhibitor opportunities at the Investing in Healthcare & Real Estate Conference 2021. We would be happy to tailor make packages to suit your partnership goals and objectives.

Details of the event are also on our website at [www.laingbuissonevents.com](http://www.laingbuissonevents.com).

**Lucy Taylor**  
**Business Development Manager**

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