Delivering Accessible, Affordable and Quality Healthcare in Indonesia!

Keynote Government Address by:

Mr Donald Pardede
Senior Advisor to Minister of Health on Health Economics, Ministry of Health Indonesia

Featuring insights from:

Dr Umapathy Panyala
CEO, Omni Hospital Group, Indonesia

Dr Christian D. Orejudos
CEO, Shanghai Baijia Maternity Hospital, China

Dr Mulyo Hartana
CEO, President Director, Rumah Sakit Jogja International Hospital, Indonesia

Dr Rudy Susanto
General Manager, PT Siloam International Hospitals Tbk, Indonesia

Todd Swihart
Managing Director Allianz Health and Corporate Solutions (AHCS), Allianz Life Indonesia

Dr Peng Chung Mien
CEO, The Farrer Park Company, Singapore

KEY THEMES IN 2016

- Government Initiatives: Healthcare Plans and Current Updates
- Healthcare Business Models
- Universal Healthcare Coverage and BPJS Scheme Updates
- Talent Development, Retention & Medical Education
- Change Management in Hospitals
- Hospital facilities Technology Adoption Case Studies
- Upcoming Hospital Facility Expansion and Investments in Indonesia
- Remote Healthcare Provision and Increasing Access to Care
- Balancing Quality, Affordability and Safety in Indonesian Healthcare
- Planning, Resources and Operational Efficiency
- Telemedicine and Remote Consulting: Regional Success Stories in Asia

PRE-CONFERENCE FOCUS DAY | 22 NOVEMBER 2016 | 9:00am - 4:30pm

Indonesia’s Healthcare Market Access

www.indonesia-healthcare.com
Welcome Address from IBC Asia

8.00 Registration Opens & Morning Coffee
8.50 Welcome Address from IBC Asia

Joint Plenary Sessions with Med Device Asia

Indonesia’s Healthcare Industry Overview

9.00 Plenary Chairperson’s Opening Remarks

9.10 Government Initiatives, Hospital Facilities, Healthcare Plans and Current Outlook
- Tackling the issue of Hospital Beds in Indonesia: current Government initiatives
- UHC implementation and integration: where are we now and where are we headed? 2019 outlook
Mr Donald Pardede, Senior Advisor to Minister of Health on Health Economics, Ministry of Health Indonesia

9.50 Asia’s Developing Healthcare Markets – Evaluating Opportunities and Challenges
Key points of panel discussion as below:
- ASEAN Integration – impact on regional healthcare systems
- Delivering healthcare services and meeting increasing demands
- Where are the new developments in Indonesia
- Local vs foreign investment in healthcare and hospital facilities
- Change of lifestyle
- Shift in demographics and unmet needs analysis
- Ageing populations
- Availability of new technologies
- Optimising opportunities and future trends in healthcare facilities
- Attracting investment in Indonesias healthcare facilities
- Stakeholder expectations and engagement
- Medical technology procurement systems, distribution policies and market access overview
- Entering the Indonesian healthcare market – what are the different collaborations and conditions for product import in Indonesia?
Moderator:
Yoshihiro Suwa, Principal, Leader of Healthcare Practice in Southeast Asia, PT. Roland Berger Strategy Consultants, Indonesia
Panelists:
Kuen Loon Ho, Group CFO, Fullerton Healthcare Group, Singapore
Mulyo Hartana, CEO & President Director, Rumah Sakit Jogja International Hospital, Indonesia

10.30 Joint Morning Networking Break

Exhibition Technology Showcase And Networking

Hospital Trends, Facility Expansion and Investments in Indonesia

11.20 Upcoming Healthcare Projects in Indonesia: Accessing and Providing Quality Care to Indonesian’s Remote Regions
- Quality and access – key considerations in achieving optimum care delivery
- Indonesia’s unmet needs and evaluating opportunities for private sector hospitals for accessing remote regions
- Establishing leadership in Indonesia’s healthcare space through facility expansion and better caregiving: 2020 plan for Omni Group hospitals
Umapathy Panyala, CEO, President Director, Omni Hospital Group, Indonesia

12.00 Profitability of Investing in Indonesia’s Healthcare Space
- Why Indonesia – Policy and commercial outlook for international companies in Indonesia
- Current challenges in the healthcare scenario and the market potential
- Evaluating cost vs benefit of investments in Indonesia’s healthcare space
Yenny Cuandi, Finance Director, Thomson Specialist Center, Indonesia

12.40 Joint Networking Lunch
Exhibition Technology Showcase and Networking

Improving Patient Experience

2.00 Can Affordable & Quality Private Healthcare be A Reality?
- Innovation to Break Cost Barriers
- The hotel/hospital advantage
- Price Versus Worth
- Creating experiences that shrink price tags
- The Future of Medicine
- Technology as an enabler for affordability
Peng Chung Mien, CEO, The Farrer Park Company, Singapore

2.40 Featured Private Hospital Case Study: Adapting to the New Government UHC Scheme
- Challenges and opportunities with the UHC implementation for private hospitals
- Adapting to the new schemes: challenges and key considerations
- Providing better and affordable care to patients through the new scheme

3.20 Joint Afternoon Networking & Refreshment Break
Exhibition Technology Showcase and Networking

4.00 Health Insurance Market & Product Development: Role of Private Insurance Companies in Providing Affordable Healthcare in Indonesia
- Increasing the take-up of health insurance: Key factors and challenges
- What products can be offered to complement Universal Healthcare Coverage?
- Chronic Diseases
- Primary vs. Secondary vs. Tertiary Services
- Cashless facilities in Indonesian hospitals: Opportunities for private corporate health insurance companies
- Local and foreign insurance plans and opportunities
Panelists:
Todd Swihart, Managing Director Allianz Health and Corporate Solutions (AHCS), Allianz Life Indonesia
Susatyo Pujo Widodo, Vice President, Asia, Swiss Reinsurance Company Ltd, Singapore & Indonesia
Nur Hasan Kurniawan, Senior Vice President, Chief Employee Benefit and Pension, PT AJ Manulife Indonesia, Indonesia

Evolving Healthcare and Partnership Models

4.40 Access to Quality Healthcare Through Public-Private-Partnership Models: Successes and Key Learnings
- Examining PPP structures
- Building and managing healthcare facilities – what are the benefits?
- Infrastructure development
- Service delivery
- Partnerships and revenue management
- What is needed to establish PPPs with healthcare in Asia?
- Citing specific case studies of successful PPP healthcare projects
Kuntjoro Adi Purjanto, Chairman, PERSI, Indonesia

5.20 Chairperson’s Summary and End of Day One
3RD ANNUAL
24 NOVEMBER 2016
THURSDAY

8.00 Registration Opens & Morning Coffee
9.00 Chairperson’s Opening Remarks

Healthcare Projects Updates and Technology Innovation

9.10 Bringing Healthcare Transformations to Indonesia: Change Management and Tackling Willingness for Technology Adoption
- Transforming caregiving with digital healthcare in Indonesia: current outlook and future
- Approaches to technology change management and technology hospitals within the organization
- Understand the reasons why people resist change and getting people to embrace the changes
- Tackling the operational shift to technology and analytics and understanding the advantages and efficiency

For presenting on this topic, please contact: Kahren.navarro@ibcasia.com.sg

9.50 Telemedicine Initiatives and Success in Indonesia
- How does the National e-Health Strategic Planning affect telemedicine projects in Indonesia?
- Telemedicine as a key national program to improve the health care quality across all regions in Indonesia
- Factors contributing to the success or failure telemedicine projects in Indonesia – case studies in Indonesia
- Identifying barriers to widespread adoption of telemedicine practice in Indonesia

Surahyo Sumarsono, Lecturer & Researcher, Health Management Information Systems (SIMKES), University Gadjah Mada, Indonesia

10.30 Joint Morning Networking Break
Exhibition Technology Showcase and Networking

11.00 Increasing Access to Care for Indonesia’s Remote Islands: Floating Hospital Initiative
- What is floating hospital initiative and what has it achieved
- Strategic partnership to provide holistic long-term medical accessibility at selected remote-island regions
- Case Study of success stories: Improving the health profiles of Papua and Maluku

Dr. Lie Dharmawan, Founder, Floating Hospital, Rumah Sakit Apung, doctorSHARE, Indonesia

Quality, Affordability and Safety

11.40 How to Stay Competitive in Terms of Quality and Affordability for Indonesia’s Hospitals?
- International vs local hospital players in Indonesia’s healthcare space
- Can Indonesia’s local hospitals deliver quality?
- Government initiatives to upgrade healthcare services in local hospitals
- Partnering and sharing risks with medical device companies to ensure affordable healthcare provision in Indonesia

Rudy Susanto Oey, General Manager, PT Siloam International Hospitals Tbk, Indonesia

12.20 Joint Networking Lunch
Exhibition Technology Showcase and Networking

2.00 Improving Patient Safety and Quality of Health Care through Accreditation in Private Hospitals
- Key considerations for quality and accreditation
- Accreditation for better patient centricity and safety
- Case study on Shanghai Baijia Hospital

Christian D. Orejudos, CEO, Shanghai Baijia Maternity Hospital, China

2.40 Financing & Retrofitting an Existing Healthcare Facility
- Decision criteria to renovate/expand hospital facilities vs building new facilities
- What are the top financial hurdles in improving an existing healthcare facility?
- To what extent could you modify the healthcare facility with an existing infrastructure?
- Identifying the benefits and challenges
- What are the risks involved?

For presenting on this topic, please contact: Kahren.navarro@ibcasia.com.sg

3.20 Joint Afternoon Networking & Refreshment Break

3.30 Joint Afternoon Networking & Refreshment Break

Talent Development & Medical Education

4.00 How to Balance Ratio of Hospitals to Trained Medical Professionals: Talent Management and Retention
- What is needed from the government to improve medical education to address the skilled medical shortage?
- Training and incentivising healthcare professionals
- Addressing low number of skilled healthcare professionals in the future
- How to keep staff turnover low and retain best talents?

For Updates on this session please visit: www.indonesia-healthcare.com

4.40 Reducing Cost of Public Health by Risk Management and Quality Evaluation for Medical Equipment
- Quality evaluation for medical equipment
- Risk management for adverse effects
- Risk and benefits of using technology
- Publicising data: will it improve the quality of healthcare?

Budi Yunanto, Associate Risk Manager, Rumah Sakit Pondok Indah Group, Indonesia

5.20 Chairperson’s Summary & End of Conference

**REGISTER TODAY!** +65 6508 2401 register@ibcasia.com.sg www.indonesia-healthcare.com
Indonesia’s Healthcare Market Access

This pre-conference focus day titled “Indonesia’s Healthcare Market Access” is designed for professionals from hospitals, healthcare providers, medical device companies, pharma companies, insurance companies and technology providers to gain an overview of the healthcare market potential and opportunities in Indonesia. It will also give and insight into how to access this burgeoning healthcare market successfully.

**KEY TOPICS TO DISCUSS:**
- Private Participation in UHC Programmes: Current Status and Outlook
- eCatalogue Model, Pricing and Procurement Landscape in Indonesia: 2019 and Foreign Investments and Partnerships Post UHC
- Pharma Panel: Pharmaceutical Market Outlook: Trends, Opportunities & Market Access
- Drug Pricing & Reimbursement Under BPJS
- Achieving Accessible, Affordable & Quality Healthcare in Indonesia

Omar J. Luqmaan-Harris, General Manager – Indonesia, GlaxoSmithKline, Indonesia

For Updates on this forum and the expert industry speakers, please visit: www.indonesia-healthcare.com

**Programme at a Glance**

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**Indonesia’s Healthcare Market Access**

**Joint Morning Plenary Sessions**

- Indonesia’s Healthcare Industry Overview
- Lab Management
- Lean Lab Operations

**Networking Break & Exhibition Showcase**

**Asia’s Device & Diagnostics Market**

- Innovation in Microbiology Diagnostics
- Diagnostic Imaging

**Hospital Trends, Facility Expansion and Investments in Indonesia**

- Improving Patient Experience
- Evolving Healthcare and Partnership Models
- Quality
- Affordability
- Safety

**Talent Development & Medical Education**

- Strategic Hospital Operations & Procurement

**Additional Information**

“The [Universal Healthcare Coverage] scheme aims to make healthcare accessible to the country’s entire population of 255 million by 2019, part of the government’s efforts to direct some of the benefits of strong economic growth into improved welfare.

A total of 160 million people are so far members of the programme in the world’s fourth most populous nation, and it has been credited with helping many since its 2014 launch.

But it faces numerous challenges, from underfunding, to slow and patchy implementation, where the system has become a victim of its own success in densely populated areas, leading to long queues.

In the remote and poor east of the country, the problems are different — people may theoretically have access to healthcare under the JKN, but often there are not enough hospitals and doctors to provide it.”

~ Channel NewsAsia, June 2016
IBC’s 3rd Annual Indonesia Healthcare is Indonesia’s only senior healthcare-focused forum that brings together public and private hospitals, healthcare providers, Government, health insurance companies, facility developers, pharma, medical equipment/service providers and health technology providers, to discuss investment in healthcare infrastructure, IT, Healthcare coverage and services to meet Indonesia’s ageing population, chronic disease burden and growing healthcare services demand. It is the must attend platform to learn, meet, network and establish business partnerships with senior decision makers from the entire value chain of Indonesia’s burgeoning healthcare sector.

“Governments of developing nations in Asia such as India, the Philippines, and Indonesia have increased their IT spending to boost infrastructure. ICT infrastructure development projects attract investments to implement new and innovative solutions to improve communication networks.”
- Business Wire, June 2016

“Indonesian healthcare providers are aggressively investing in new facilities and equipment. I think they are successful in encouraging patients to stay local, particularly now with the use of universal healthcare.”
- Singapore Business Review, May 2016

Why You Can’t Afford To Miss 3rd Annual Indonesia Healthcare!

- Network with 250+ senior experts from Indonesia’s burgeoning healthcare space across 2 leading events
- Hear from 30+ senior healthcare decision makers in Indonesia
- Showcase your technologies and services in front of Indonesia’s key healthcare decision makers
- Optimize your learning experience across the 2 events by choosing and mapping out your sessions across 2 days
- Identify new trends and opportunities in the country home to world’s 4th largest population!

SPONSORSHIP OPPORTUNITIES
Raise awareness for your services available to hospital and healthcare Value Chain in Indonesia!

1. Would you like to raise your visibility in the healthcare facilities, healthcare technology and health insurance industry?
2. Could you benefit from showcasing your products & services before key decision makers from hospitals, medical centers, healthcare networks, insurance companies and government?

If so, we can help you achieve your goals, perhaps what you need is a branding opportunity at this event! Increase your reach through our extensive marketing campaign, targeted at your qualified business audience.

For information about placing your brand & profile top-of-mind to key buyers, contact Kahren Navarro, Business Development Manager on Tel: +65 6508 2470 or Email: Kahren.Navarro@ibcasia.com.sg