

Parijat Ghosh



Partner and India Healthcare Leader, Bain & Company, India

Selected

- 15+ years in consulting; Leads the Healthcare practice in India for Bain & Company

Experience:

- Experienced in business unit, marketing & sales strategy formulation and implementation across both large Indian companies and MNCs. Also experienced in investment assessment and performance improvement in Healthcare
- Deep experience across the healthcare value chain in India including hospitals, diagnostics, generic and innovator drug manufacturers, med-tech, retail chains and private equity
- Additional experience in public health related issues including increasing access to healthcare, lower cost care provision and delivery models and healthcare in rural India.
- Illustrative Healthcare experiences include:
 - India entry and growth strategy for multiple leading Pharma and Med-Tech MNCs
 - Emerging market growth strategies for multiple Indian and MNC healthcare cos
 - NPS design & implementation, Pricing strategy and clinical differentiation strategy for a leading corporate hospital chain in India
 - Growth strategy for leading delivery player focused on primary care clinics, maternity/women's health, ambulatory surgery and digital opportunities
 - Multiple new product launch strategies, including pre and post-launch support for drugs in CVS, anti-diabetes, Oncology etc.
 - Multiple due diligence projects for PE investors across hospitals, pharmacos (formulations, API) and diagnostic cos.
 - Global supply chain and distribution strategy & implementation
- Published extensively on HC in India
- Co-authored Aarogya Bharat – Roadmap to 2025

Education:

- B. Tech (Hons) IIT, Kharagpur (1997); MBA IIM Ahmedabad (1999)





MATTHEW ELIOT

Matthew Eliot is a Principal Investment Officer for International Finance Corporation, based in IFC's South Asia regional hub in New Delhi. IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector. The World Bank Group's shared mission is to end extreme poverty and promote shared prosperity.

Mr Eliot leads IFC's investments in the health sector in South Asia. He is a frequent speaker on the dynamics of the health sector in India and the region.

Mr Eliot has been with IFC for 24 years, in a variety of roles covering several different industries. After beginning his IFC career in the Washington, DC, headquarters, he has been posted to Bangkok, Istanbul, Hong Kong and New Delhi.



Daljit Singh

Daljit Singh is the President-Fortis Healthcare Limited, Chairman-Malar Hospitals, and a Director on the Board of Lanka Hospitals Corporation PLC, Dion Global Solutions Limited and HealthFore Technologies Limited. During his tenure of 14 years with Fortis, he has led the Company's Projects Function, Strategy and Organizational Development Functions and has held the office of the Chief Executive Officer. He has over 42 yrs of rich management experience in the Corporate sector.

Mr Singh has been a pivotal member of the top management team of Fortis Healthcare that conceptualized, formulated and implemented Fortis' growth strategy to position it as India's leading Healthcare delivery organization in a short span of almost 13 years.

Prior to joining Fortis, Mr Singh was on the Board of Directors of ICI India, a subsidiary of the British Multinational, Imperial Chemicals Industry plc, as the Executive Director in charge of Human Resources, Manufacturing, External Relations and Communications. Amongst key responsibilities held at ICI India, he was the Chief Executive for Pharmaceuticals, Specialties and Catalyst businesses. He was member of the ICI Global Manufacturing Group, SSHE Excellence Group and the Global HR Forum. His key experience and achievements have been in the areas of developing progressive HR strategies and ensuring their implementation, organizational restructuring, building high performance culture and leading teams to deliver business value. He has successfully planned and executed significant change programs.

Mr Singh is an acknowledged expert and thought leader in the domain of Healthcare Delivery. He has represented Fortis at Industry forums like the CII and FICCI and led several healthcare related committees. He is an active participant on the World Economic Forum platform and is on the Steering Boards constituted by the Forum to guide a number of major Global projects: "Scenarios for Sustainable Health Systems", "The Healthy Living Charter", and "Health Systems Leapfrogging". He was on the Forum's Advisory Board on "The Economic Burden of Non Communicable Diseases in India" and is currently on the Global Agenda Council on Ageing. He has spoken on panels and presented to Indian and International audiences on themes related to Healthcare.

A certified Life and Executive Coach, he works with Senior Management to enhance personal performance and fulfillment. He also leads and facilitates workshops on Strategy, Business Planning & Leadership. He has mentored and coached several leaders across sectors. He has supported, guided and worked with high performers and leaders in ICI, Mercedes Benz, E&Y, Sapient, Ricoh, WNS, Carrier Midea, SI group, Schneider and Fortis.

A graduate from the Indian Institute of Technology, Delhi, Mr. Singh was a Commonwealth Scholar to the Senior Management Programme at the Manchester Business School. With an outstanding track record in the field of athletics, his current interests include athletics, high altitude trekking, adventure sports, spirituality, music and reading.



Sanjeev Vashishta, Managing Director and CEO, PathKind Diagnostics Pvt Limited.

Sanjeev Vashishta is the co-promoter of PathKind Diagnostics Pvt Limited, a Company funded by the promoters of Mankind Pharma- the 4th Largest and one of the fastest growing Pharmaceutical companies in India. Ranked No.1 as per IMS Health in terms of Prescription / Doctor/Month. Mankind has a strong presence in Pharmaceutical, Veterinary, OTC and FMCG segments. 40 products of the Company are Ranked No.1.

Before starting PathKind in January 2017, Sanjeev spearheaded SRL Diagnostics as the CEO. With 340 Labs and 7400 Collection Points, SRL became the Largest Diagnostics Company in India in terms of Revenues, Number of Tests and also the Network. Sanjeev was instrumental in turning around the Company together with an able team comprising 6000 employees. During his tenure, the Company successfully managed to drive the profitability margins 2.5x that drove EBITDA numbers 4x in four years of Sanjeev's association with SRL.

Prior to joining SRL, Sanjeev worked in Fortis for over 6 years where he successfully ran Hospitals. He turned around the operations in his zone and was conferred with various awards at personal and professional levels. Previously he spearheaded the Mergers & Acquisition function for Fortis where he successfully expanded Fortis presence to all parts of India and also led International acquisitions. He has a unique distinction of running businesses both on the Healthcare delivery (Hospitals) and Diagnostics side.

In his professional career spanning about 27 years, Sanjeev got the opportunity to work in 'Old Economy' Companies including Textiles, Chemicals and also 'New Economy' sectors –

IT, Telecom, Healthcare in senior positions across various functions including Management, Finance, Corporate Laws and Legal.

Sanjeev's rounded experience and astute commercial understanding has always helped him in taking businesses to the next level. He has to his credit the coveted attribute to turn around businesses and is acknowledged for his 'relationship' quality. Sanjeev has been associated with various business / professional bodies like FICCI, CII, NHRD network and NATHEALTH etc.

A graduate (B.Com Hons.) from Delhi University, Sanjeev is a qualified 'Company Secretary' and also done Masters in 'Business Administration'. He has attended academic programmes in IIM, Ahmedabad, India; Singapore Management University, Singapore etc and has also attended GE Leadership Programme in Crotonville, NY, USA.

Dr. Shubnum Singh - Brief Profile



Dr. Shubnum Singh

- Chief Executive, Max Institute of Health Education and Research
- Program Chair – Health Management Program, Indian School of Business
- Member Steering Committee, Pradhan Mantri Kushal Vikas Yojna (PMKVY)
- Chairperson, HSSC Advisory Committee on National Occupational Standards
- Member, CII National Healthcare Committee
- Governing Board Member of Life Sciences Sector Skill Development Council

Brief Introduction:

Dr Shubnum Singh an alumna of Lady Hardinge Medical College, Delhi has 33 years of experience in the medical profession ranging from core medical practice as a Clinical Pathologist, Allergist & Hospital Administrator.

A founder member of Max Healthcare Institute Ltd she was actively involved in strategizing and developing different verticals of the business . Her special interest in physician behavior led her to lead for the group, a program for setting the governance framework and templates. In her current capacity as CEO of MIHER, she is actively engaged in developing the educational and skilling vertical for the group. She also serves as a Board member of Antara Senior Living Crosslay Remedies Limited



Dr. Vivek Desai

Dr. Desai is the **Founder Director** of HOSMAC India, is a renowned name in Hospital Planning & Management field in India and abroad. In his consultancy career spanning more than two decades, Dr. Desai has advised more than 500 hospital projects in areas of feasibility studies, market research, hospital planning and management consultancy in India and abroad. He is a visiting faculty to premier institutions like TISS, IHMR Jaipur, Symbiosis, IIT Mumbai, Welingkar School for Management, etc. Apart from this, he has worked as an **Advisor** to numerous multilateral agencies like the World Bank, UNICEF, WHO, IL&FS, Ministry of Health and Family Welfare etc.

For his accomplishments, he was selected as '**Leader of Tomorrow**' by ET NOW business news channel in the Healthcare and Bio-Technology category. He has been invited on prestigious industry forums like FICCI, IMC, and CII as a special invitee to chart out various policy guidelines for growth of the healthcare industry in India.



Joy Chakraborty

Chief Operating Officer

Hinduja Hospital, Mumbai

Joy Chakraborty is currently the Chief Operating Officer at Hinduja Hospital. He is overall responsible for operations and implementation of business strategies of the hospital. He also manages logistics and marketing function of the hospital. He works closely in the quality improvement processes and projects for the hospital. He is passionate in nurturing new ideas and thoughts for experiments in the process of healthcare delivery. His current responsibility is to ensure optimal level capacity utilization of hospital resources.

He works closely with the Maharashtra state Health Department and is involved in several social initiatives. His areas of interest include Technology and Medical Innovation.

Prior to joining Hinduja Hospital he had 9 years experience at Sri Ramachandra Medical Centre (SRMC), and was instrumental in starting MBA Program in Hospital and Health Systems Management in Sri Ramachandra University. Currently he is also faculty and Member of Academic Board in Welingker Institute, Mumbai.

He has completed his Post Graduation in Healthcare Management with PG diploma in Marketing & Sales Management. He has undergone an advanced management program in Finance (Finance for Business Leaders) from IIM, Ahmedabad and advanced Executive Education from Harvard Business School in Managing Healthcare Delivery.

Joy is currently Member of National Healthcare Committee of CII; member of the Accreditation Committee of NABH and Health Sector Skill Council (HSSC). He is member of prestigious bodies like American Society for Quality (ASQ) and Academy of Hospital Administrators. He has also worked very closely with Harvard Medical International for the improvement of healthcare outcome.



Brief Profile of Shri Alok Kumar

Shri Alok Kumar is a U.P Cadre IAS Officer of the 1993 Batch. He has a B Tech degree in Electrical Engineering from IIT Delhi and a Masters degree in Public Policy form the Woodrow Wilson School, Princeton University. He is currently working as Adviser (Health & Nutrition) at the NITI Aayog- the apex policy think tank for the Government of India. NITI Aayog has been designated by the Government of India to be the nodal body for the monitoring of the implementation of the SDGs. Previously he has held several senior positions in the Government, including a stint at the Staff College training Senior Civil Servants in India. Shri Alok Kumar has abiding interest in issues related to health policy. His scholarly works can be accessed at <http://ssrn.com/author=1339987>