

Karan Singh



Partner, New Delhi; Managing Director Bain India

Relevant Experience:

- 19 years at Bain
- Ex Leader of the Bain's APAC Healthcare Practice; Lead partner team that launched India office
- Healthcare experience pharmaceuticals (RX, Gx), medical technology, providers & services
- Client assignments in launch readiness, growth strategy, M&A, due diligence & post merger integration, market entry, performance improvement, and organizational redesign
- Recent India related healthcare projects
 - Providers:
 - Asia growth strategy for leading provider; Post merger integration for 2 hospital chains; Performance improvement for Pan India & regional hospital chain; Due diligence assignments for Day Care Surgery centers, 8 leading Indian hospital chains, oncology provider, Sri Lanka Hospital; Clinics strategy; Asia delivery sector scan
 - Pharmaceuticals
 - Transformational emerging market/India growth strategy for Top 5 Pharma; Strategy for India healthcare service provider: CRO, CMO and discovery; NCE launch strategy
 - Med Tech
 - Product full potential strategy for leading medtech company, Nursing home/reach strategy for leading medtech company, EM Diabetes full potential strategy

Work History:

- Brookings Institution, Washington DC (90-92)
- PriceWaterhouseCooper (92-96)

Education/Affiliation:

- Wharton School (University of Pennsylvania); MBA
- College of William & Mary, BA Economics

Professional and Media Involvement:

- Published articles in the Wall Street Journal, Economic Times, Mint
- Presented on healthcare issues at World Economic Forum
- Knowledge partner for Indian Healthcare Federation (NATHEALTH)
- Advisor to Kailash Satyarthi Children's Foundation



(HONY) BRIGADIER DR ARVIND LAL, PADMA SHRI

Brig. Arvind Lal is a pioneer in bringing laboratory services in India at par with the Western world. He is an alumnus of the Armed Forces Medical College (AFMC), Pune, having received his graduate and post-graduate medical degrees from the prestigious institute.

In 1977, Brig. Lal took charge of Dr Lal PathLabs, the medical diagnostics laboratory founded in 1949 by his late father. Under his expert guidance and leadership, Dr Lal PathLabs (LPL) has become one of the most reputed laboratories in Asia having to its credit a record of 28 labs accredited from the National Accreditation Board for Testing and Calibration Laboratories (NABL, Ministry of Science and Technology, Govt. of India) with another 4 labs in the pipeline. He brought International recognition to the Indian Healthcare Industry in the form of accreditation from the College of American Pathologists (CAP - USA). Currently they operate over 175 labs, including Asia's biggest lab at Rohini, New Delhi with 1,600 collection centers and pick-up samples from another 7,000 medical establishments all over India. The lab tests over 50,000 patients every day; in 2015 they tested over 12 million patients.

Dr. Lal has revolutionized laboratory medicine by introducing the maximum number of new tests, instruments and ICT (Information, Communications, Technology) systems in India. His R & D unit has done India proud by developing the latest tests in Molecular Diagnostics, Cytogenetics, Genetics and many more. The aim of the R&D division is to provide highly specialized tests at low cost to the weaker sections of the society.

Dr. Lal is a member of many expert and advisory bodies constituted by the central and the state governments. He is accredited to having the first PPP (Public Private Partnership) in the field of laboratory testing with the Govt. of Tripura since 2004 and later with Govt. of Gujarat for testing over 30,000 new born babies in 2011- 2012.

He is currently the Senior Vice President of NATHEALTH, Healthcare Federation of India. He is also the Chief of the Academic Council of IIHMR (International Institute of Health Management Research), New Delhi. Dr. Lal is also an active member of National Healthcare Committees of CII, FICCI & ASSOCCHAM and has played a significant role in

promoting the Indian Healthcare sector abroad. He is also leading the Healthcare Sector Skill Council (HSSC) Curriculum Development Committee for Paramedical Training in the field of Laboratory Medicine.

Dr. Lal was appointed as the Honorary Physician to the President of India in 2001. He has also been serving as a pathologist to almost all the past and present Presidents' and Prime Ministers of India. His laboratory is the nodal laboratory testing the largest number of government employees in India from CGHS, ECHS, Ministry of Railways, Delhi Government and many others. He has been invited as the Keynote Speaker at IIM-Ahmedabad and also by the Harvard Business School, USA.

Conferred with the Padma Shri, Brig. Lal is also the first civilian doctor to be granted an honorary Brigadier's rank in Armed Forces Medical Services. He is also the recipient of many other awards from various national and international organizations.

Dr. Lal has been conferred with the "Entrepreneur of the Year" award by All India Management Association (AIMA) in 2016.



Mr. Harish Pillai

Chief Operating Officer, Indus Health Plus

Mr. Harish Pillai; Chief Operating Officer at Indus Health Plus has a magnetic profile with a zeal to bring new heights to the company. Functioning in the role of Chief Operating Officer since 2010, Mr. Pillai works across verticals bringing knowledge and growth amongst teams. With overall industry knowledge of 19 years, his experience ranges from working with many multinational companies in various leadership positions. His repertoire includes companies such as BIDCO, Africa's largest FMCG Company, where he was in a leadership position. He also held CEO and other leadership position in companies such as Essel Group, Mahindra & Mahindra, and Alfa Laval among others.

At Indus Health Plus, he successfully oversees the company's processes, growth and development. He is the existing Governing Council member of NATHEALTH and chairs the NATHEALTH Prevention and Wellness Initiative. Under the aegis of Mr. Pillai, a 3 year MOU has been done with the State Program Management Unit (SPMU) of UP National Rural Health Mission and Dr. Lal Path Labs Welfare Trust to carry out NCD screenings of over 1 lakh people in the Varanasi district of Uttar Pradesh.

Moreover, he actively represents Indus Health Plus at many industrial bodies and organizations such as FICCI Health Services Committee, CII Health Services Committee and ASSOCHAM Health Services Committee. He is also the Taskforce Subgroup Leader of FICCI Swastha Bharat Mission.

Mr. Pillai was born on 19th June 1970. It was since his growing age that he has always been a keen learner and has accepted challenges in life. After having completed his engineering from Pune University he further completed his master's in operations and marketing from IMT, Ghaziabad.

He is a workaholic by nature and has been instrumental in expansion of the company. He is an ardent reader and follows a diligent fitness regime.



Antony Jacob, CEO, Apollo Munich Health Insurance Company Limited

Mr. Jacob spearheads Apollo Munich Health Insurance towards the aim of uncomplicating health insurance for its stakeholders. As the CEO, he has been steering the company since 2009.

Being among the first employees of the Private General Insurance Sector, he brings enormous knowledge and vast expertise to the organization. Mr Jacob's 29 years of career spans across diverse industries and companies such as ITC, the Continental Grain and the RSA group.

Before joining Apollo Munich in 2009, he was a Regional Finance Director, Asia & Middle East, based in Dubai, for the RSA Group. Between 2004 and 2007, he was the Managing Director of Royal Sundaram Insurance in Chennai.

Gautam Khanna
Chief Executive Officer
P.D. Hinduja Hospital & MRC
Mumbai - India



Mr. Gautam Khanna is the CEO of P.D. Hinduja Hospital and Medical Research Centre, Mumbai, India. He is also the Head of Hinduja College of Nursing, Mumbai, India.

Prior to this role, Mr. Khanna was the Executive Director and Country Business Leader of the 3M Healthcare Businesses in India and Sri Lanka.

Mr. Khanna has around 27 years of industry experience and had been leading 3M Healthcare initiatives for more than 22 years internationally and in India.

Mr. Khanna is an active member of various leading Indian Industry Associations. He has held the position of the Chairperson of FICCI Medical Device Forum, Co-Chairman of AMCHAM Medical Device Committee, Chairperson of India Working Group, Advamed and a Member of CII National Committee on Healthcare.

Currently, he is the Vice President of AOH [Association of Hospitals, Maharashtra – India].

Sanjay Prasad
President & CEO
Mercy Healthcare



Sanjay Prasad began his career in the financial services sector where as a career banker he spent over 14 years with some of the leading MNC as well as Private financial institutions, creating turnaround successes and leading start up ventures. His last assignment was setting up and starting the banking operations of Kotak Mahindra Group in the East where he served as Chief Manager, East prior to his transition into healthcare.

He is serving as a ***Governing Council Member*** at ***NATHEALTH (Healthcare Federation of India)*** and a ***Committee Member*** of the ***NATHEALTH 'Prevention & Wellness Committee'***.

- ***Chairman Healthcare Committee - Confederation of Indian Industries (CII), Eastern India***
- ***Member, CII National Working Group on Healthcare Ethics***
- ***Member, Eastern Regional Council, Confederation of Indian Industries (CII)***
- ***National Member - Federation of Indian Chambers of Commerce & Industry (FICCI) Healthcare***
- ***National Member - Federation of Indian Chambers of Commerce & Industry (FICCI) Health Insurance***
- ***Member Healthcare Committee The Bengal Chamber (BCCI)***
- ***Association and Council Member - Christian Medical College (CMC Vellore)***
- ***Executive Committee Member Christian Medical Association of India (CMAI).***

Healthcare Management from ***Harvard Business School***, an alumni of ***IIM Ahmedabad (Healthcare Management)***, '***Advanced Business Management***' from ***IIM Calcutta***, and ***Masters in Healthcare Administration***



Vaibhav Tewari – Chief Operating Officer, Portea Medical

Vaibhav has more than 20 years of diversified experience in building new businesses across Industries such as healthcare, business process outsourcing, technology and supply chain management. As a key member of the leadership team since Portea's inception, Vaibhav has been instrumental in driving several innovations such as point-of-care and remote monitoring of patients, a customer engagement programme (an industry-first in home healthcare), diseases-specific offerings etc. Portea, which was named 'Startup of the Year' in the 2016 NDTV Unicorn Awards in the Health-Tech category, and 'Emerging Health Brand of the Year' at the India Health Summit & Awards, has 4000+ employees and operations across 16 cities in India and brings in-home to patients, the full range of geriatric, chronic, post-operative care as well as allied healthcare services that are affordable and convenient to access.