

# PRIVATE ACUTE HEALTHCARE CENTRAL LONDON MARKET REPORT

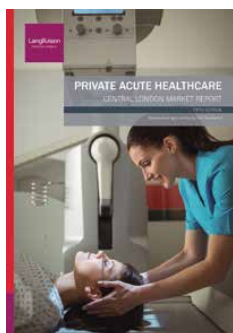
FIFTH EDITION

## Competition hots up in London's private healthcare market: Self pay and PPUs buck the trend

In an increasingly competitive market, the fifth edition of LaingBuisson's Private Acute Healthcare Central London report provides the insight you need to keep your business on track and identify where and where not to invest. With an estimated value of £1.6bn in 2017, equivalent to 40% of the entire UK private acute healthcare market, the shape and make-up of the central London acute healthcare market is changing.

The report covers 25 independent hospitals and 18 NHS Private Patient Units (PPUs) and for the first time includes non-hospital clinic revenues for procedures (e.g. chemotherapy) and diagnostics (e.g. MRI).

Market growth stalled in 2017, although strong market growth by NHS PPUs has disguised the actual level of decline experienced by independent hospitals. Self-pay is becoming a more solid source of income while revenue from the largest sector, patients with Private Medical Insurance, has declined as insurers have become better at managing their costs and clinical pathway management. As well as the dampeners affecting the wider economy, such as Brexit and consumer confidence, capacity is expanding in central London. This all adds up to an even more competitive market.



This report comprehensively covers:

- Revenue trends for all independent hospitals and PPUs
- Profitability analysis
- Growth of the different payor groups, including PMI, international and self-pay
- New analysis of different specialties
- Detailed profiles on each hospital

For further discussion and analysis of the central London private acute medical care market, speak to us about the new edition of our industry-standard report.

## Who is the report for

- Hospital & Clinic C-Suite Professionals
- Specialist Acute Medical Care Providers
- Private Medical Insurance Groups
- Clinical Commissioning Groups
- NHS Foundation Trusts
- Investors
- Banks
- Private Equity
- Architects
- Property Developers & Consultants
- Central & Local Government
- Think Tanks
- Lawyers
- Management Consultants

## What the report covers

Market Overview  
Sources of Funding  
Independent Providers  
NHS Private Patient Units  
Outer London

Appendices  
Glossary  
Provider Profiles  
Financial Appendix

## ORDER NOW

**£1,235** **PRINT**  
Printed Book

**£3,087.5<sup>1</sup>** **DIGITAL<sup>2</sup>**  
Printed Book + PDF  
Data in Excel



<sup>1</sup> Plus VAT

<sup>2</sup> Digital reports include a licence allowing multi-reader access across your organisation and the reasonable use of LaingBuisson data within your own reports

Visit [laingbuisson.com](http://laingbuisson.com) to find out more and to download full contents and figures listings

## ORDER NOW

+44 (0)20 7841 0045

✉ [sales@laingbuisson.com](mailto:sales@laingbuisson.com) 🌐 [laingbuisson.com](http://laingbuisson.com)

 **Office for  
National Statistics**

Chosen provider of independent sector  
healthcare market data to the UK Government ONS



GoPrivate.com and the accompanying GoPrivate Guide help patients to research the options for private self pay treatment in the UK's private hospitals.

GoPrivate.com enables patients to search and compare the "fixed price surgery" packages available and to

submit a request for a quotation for treatment.

The GoPrivate Guide is distributed in magazine format through waiting rooms in 6,000 GP practices, covering 36 million of the population.

To find out more contact us on +44 (0) 7841 0045



## Journal



## Live market intel

**Healthcare Markets** covers all areas of independent healthcare including hospitals, primary care, mental healthcare, cosmetic surgery, flexible staffing, private medical insurance, dentistry and IVF. Subscription includes:

- Unique content - ten issues a year bring you market data and content you will not find elsewhere
- Real insight - commentary from the sector's leading trade associations including IHPN and IDF
- Online archive - over 20 years of news and features
- Supplements - including roundtables, costs surveys, policy supplements and infographics
- Weekly news alerts - complete with live links to all stories and features
- Conference discounts - early bird rates for delegate passes

## Conference



## #1 Networking event

### Private Healthcare Summit 2019

The focus of the 2019 Private Healthcare Summit will be "Healthcare innovation: exploiting new technologies to benefit patients, doctors, providers and payors".

Now in its sixth year, the Private Healthcare Summit 2018 will examine how the sector can sharpen its focus on putting the customer first, and exceeding the expectations of patients, doctors, and payors. Previous years' events have attracted around 200 of the country's senior executives from the industry, and were praised for the quality of the speakers, the content and the networking opportunities.

**13 June 2019**  
**QEII Centre**  
**London**

## Patient Acquisition



**FIND THE BEST**  
**HARLEYSTREET.COM**

## Find patients online

The key to a successful healthcare business is patient flow. Through our well-established network of online consumer portals and treatment guides, healthcare providers can promote their services directly to patients seeking private treatment or seeking a second opinion from their clinicians.

LaingBuisson's consumer portals attract millions of relevant unique users each year and are aimed at 'active treatment, service or product seekers' in the private healthcare sector - people who are actively seeking a solution to their healthcare needs. The sites show patients how to research a variety of private healthcare services, and to contact healthcare providers direct, or through our Enquiry Forwarding Service. Our clients range from major hospitals across the UK, to small clinics and individual clinicians seeking to attract private patients.

**SUBSCRIBE NOW**  
[laingbuissonnews.com](http://laingbuissonnews.com)

**BOOK NOW**  
[summit.privatehealthcare.co.uk](http://summit.privatehealthcare.co.uk)

**ENQUIRE NOW**  
[sales@laingbuisson.com](mailto:sales@laingbuisson.com)