

# The future in development of privately owned LTC facilities in Poland and the Baltic states: a view from the trenches



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# A view from the trenches

- In-depth interviews with 25 owners and developers of private LTC facilities in Poland and Latvia on their perceptions of:
  - The future development of the industry;
  - Possible public sector involvement;
  - Demand and supply of LTC provision;
  - Availability of qualified workforce;
  - Market consolidation;
  - Access to capital.

# 12 residences in Warsaw region; 12 in Krakow; 3 in Latvia

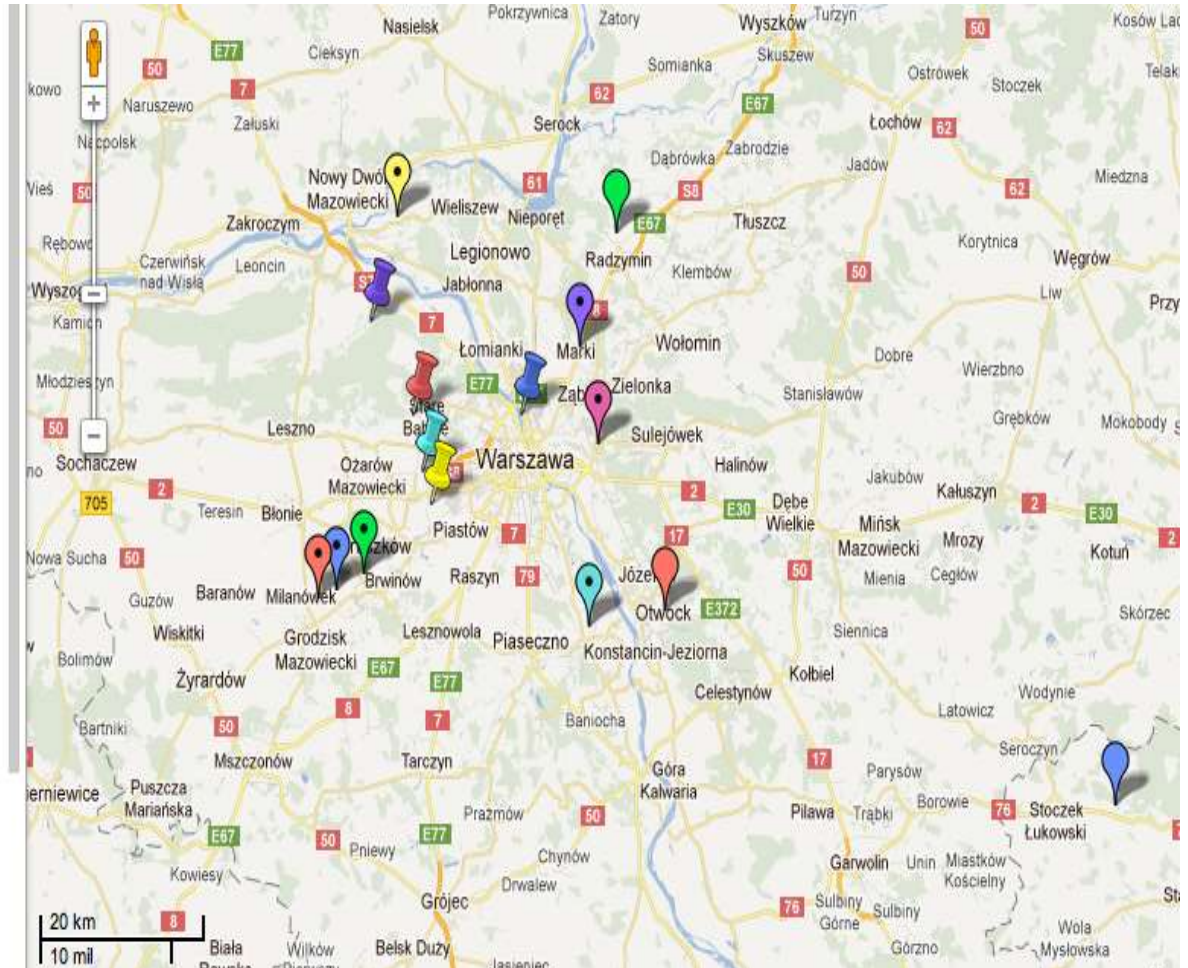
## Senior Residences visited - Mazowieckie

Publiczna · 2 Collaborators · Liczba wyświetleń: 35  
Utworzono: 2 Kwi · Autor: · Zaktualizowano 10 godziny/godzin ter

[Oceń tę mapę](#) · [Napisz komentarz](#) · [KML](#) · 

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-  1. Warszawa, ul. Oliwska 5
-  2. Zielonka Parcele, ul. Południowa 41
-  3. Radom, ul. Biała 2
-  4. Koczargi Nowe, ul. Bugaj 30
-  5. Stare Babice, ul. Warszawska 233
-  6. Palmiry.
-  7. Milanówek, ul. Podkowińska 11
-  8. Milanówek, ul. Piasta 5
-  9. Brwinów
-  10. Konstancin-Jeziorna, ul. Chodkiewicza 3/5
-  11. Łomna 38
-  12. Marki, Ul. Zabkowska 55



# Medium term LTC provision development scenario

- Stable public financing for the existing LTC provision but no new governmental programs
- Increased demand from average and above average net worth segment
- Significant growth in provision of privately owned LTC

# Factors affecting the future development

- Public sector subsidies
- LTC specialized entrepreneurship
- Market consolidation and economies of scale
- Availability of qualified labor
- Access to capital

# Initial findings

- Subsidizing of the industry is highly unlikely given the culture of austerity
- Entrepreneurs are skilled and knowledgeable on LTC provision
- Internal market consolidation is unlikely
- An opportunity for foreign investment induced market consolidation
- Qualified labor is available

# Policy suggestions to improve the access to capital

- Incentive packages for private equity investments
- Pension fund regulations enabling investment in LTC industry
- Loan insurance programs to facilitate the construction of new LTC facilities
- Legislation for REIT for LTC facilities

# Implementation: building of common knowledge on regional opportunities in private LTC provision

- Investment fund as a change agent
  - Fair value assessment as a tool of standardization
  - Trading strategies as an informative tool for short term tendencies in the industry
  - Global scope as a trend-setting instrument





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