



6 – 8 APRIL 2017

INDIA'S 23rd INTERNATIONAL EXHIBITION AND CONFERENCE

PRAGATI MAIDAN, NEW DELHI

www.medicalfair-india.com

INDIA'S NO. 1 TRADE FAIR

FOR HOSPITALS, HEALTH CENTRES AND CLINICS

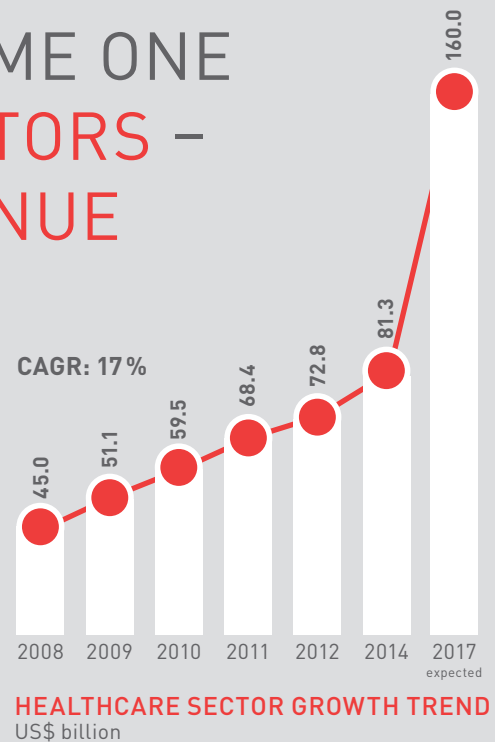
BE PART OF IT!





HEALTH CARE HAS BECOME ONE OF INDIA'S LARGEST SECTORS – BOTH IN TERMS OF REVENUE AND EMPLOYMENT

India is a land full of opportunities for players in the medical devices industry. The Indian healthcare industry has been on a robust growth trajectory. With Indian healthcare workforce expected to double to 7.4 million in 2022 from 3.6 million in 2013 the sector is expected to grow vigorously at a CAGR of approximately 16% i.e. USD280 billion in 2020.



RECORD BREAKING FIGURES YET AGAIN

The MEDICAL FAIR INDIA 2016 – India's No. 1 Trade Fair – for Hospitals Health Centres and Clinics has smashed all its previous records and has continued its legacy.

512 EXHIBITORS ... **16** COUNTRIES ...
11,720 VISITORS ... **3** DAYS OF EXCELLENT BUSINESS

MEDICAL FAIR INDIA 2016, received an enormous response from the healthcare industry and opened up new business opportunities for exhibitors and visitors. The sold out show attracted 512 exhibitors from 16 countries and 11,720 professional visitors from the industry. With more than 15,000 sqm of area, the event showcased the latest development and technologies in the healthcare industry.

Exhibitors from diverse branches in the healthcare industry i.e. medical equipment, radiobiology, rehabilitation, medical services, hospital infrastructure, medical consumables, furniture, hospital & clinic institutes, surgical equipment, HVAC & medical gas, packaging/ aseptic packaging, patient safety systems and healthcare products showcased their latest developments at the show.

»It was good & fantastic this time. Well done keep it up.«

Hemanshu Batavia, Marketing Director
Amkay Products Pvt. Ltd.

»It was excellent, good footfall and arrangements. Enjoyed a lot.«

Kaushik Pajwani, Director
Ramya Impex Pvt. Ltd.

»We are participating in this show regularly since 2010 and would like to continue in coming years.«

Rhit Hitari, Country Manager
Linak A/s

»An excellent show. We have launched a new product and booked several orders. Very professional expo. We were busy for all three days. We will certainly book for 2017!«

Anand Singh, CEO
Thea Tex Healthcare (India) Pvt.Ltd.

»It was a wonderful experience. We got a great response. Hope you guys keep growing.«

Shishir Sadani
Aarogyam Packaging Solutions Pvt. Ltd.

»Medical Fair India is a great place to make new contacts, meet up with existing clients and also one of the best place to know the pulse of the medical industry.«

Aditya Sarabhai, Managing Director,
AV Consumables

»We have got a very good response in the show. The exposure towards the customer was excellent.«

Rajesh Badiani, Chief Co-ordinator,
Sales & Marketing, Om Surgicals

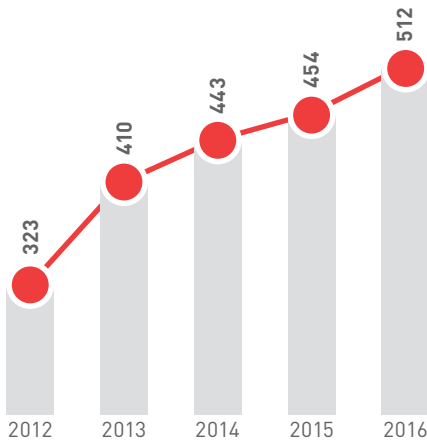


POST SHOW ANALYSES

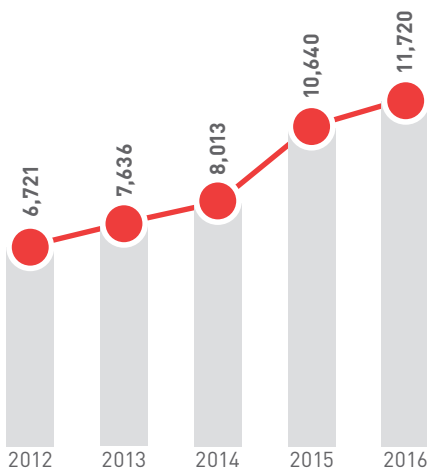
MEDICAL FAIR INDIA 2016

CONCLUDED SUCCESSFULLY

With a total of 512 exhibitors from 16 countries and 11,720 international trade visitors, MEDICAL FAIR INDIA further established its position as the most important medical event for the Indian market.



EXHIBITORS



VISITORS

97%
of the visitors
are satisfied with
the completeness
of the shown
product range

94%
of the exhibitors
are satisfied with
the attendance
of innovation
leaders!

VISITORS OBJECTIVES IN VISITING

Identify new providers	46%
Find new suppliers	29%
84% found new suppliers!	
Source for new products/ technology	27%
Meet existing suppliers	19%
Identify new agents/ joint venture partners	18%
Gather general market/ product information	16%
Observe competitors	11%
Attend Conference	10%
Show evaluating for future participation	6%
Other	6%



WHO SHOULD EXHIBIT?

Producers and distributors

Medical technologies

Hospitals/health

Centers/clinics equipment and products

Laboratory and analytical

Equipment and products

Pharmacy and Dispensary Equipment and Furniture

Rehabilitation

Components

Service providers

WHY SHOULD YOU EXHIBIT?

MEDICAL FAIR INDIA is the India's No.1 Trade Fair for Hospitals, Health Centres and Clinics.

With participation from 16 countries, MEDICAL FAIR INDIA provides a global platform to raise awareness of your company, products & brands.

Reach a top notch audience of medical professionals, distributors, dealers and suppliers from across the globe in just three days.

The MEDICAL FAIR INDIA is part of the "World of MEDICA" and is one of the long-established international medical trade fair of India.

An extensive visitor publicity and promotion program performed to ensure the quality and quantity of the trade visitors.

WHO IS VISITING?

Doctors (surgery), practicing physician

Doctors (hospitals, health center, other medical establishment)

Hospital owners, Hospital directors/-managers, Hospital administration managers and staff, Hospital technical managers and staff

Physiotherapists, Ergo-therapists

Dentists, Dental surgeons

Medical specialists

Veterinarian

Supplying industry

Service provider

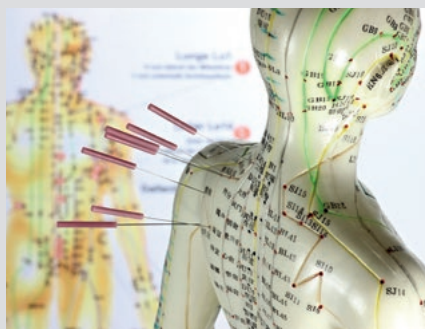
Biologists, Microbiologists, Biochemists, Chemists, Process engineers

NGO's for rehabilitation aids

Visitors with medical pharmaceutical vocational training (e. g. medical laboratory assistant, technician, doctor's assistant, nurse, career)

Visitors from industry/manufacturer, academies/ universities, government or international agencies

Distributors





THE CONFERENCE STIMULATES THE INTERACTION BETWEEN SCIENCE AND PRACTICAL APPLICATION

The two-day informative and knowledge gaining conference brought together eminent speakers from the medical fraternity, who delivered and spread light on vital issues and challenges faced by healthcare professionals.

The conference witnessed expert's in depth review and deliberation on healthcare branding, marketing & business development and innovating India with healthcare technology. Both days were attended by healthcare CEOs, COOs, directors, marketing heads, and hospital administrators, who witnessed effective knowledge sharing and also an immense networking opportunity.

EMINENT SPEAKERS AT THE CONFERENCE

Mr. Anjan Bose, Secretary General
Healthcare Federation of India,
NATHEALTH

Mr. Gautam Khanna, the CEO of P.D.
Hinduja National Hospital and
Medical Research Centre

Mr. G. Vishwanand, CEO
InfocusRx, Hyderabad

Dr. Umesh Nichat, DGM, Interna-
tional Marketing Global Hospitals

Dr. Nilesh Shah, Group President,
Scientific Services & Operations
Metropolis Healthcare

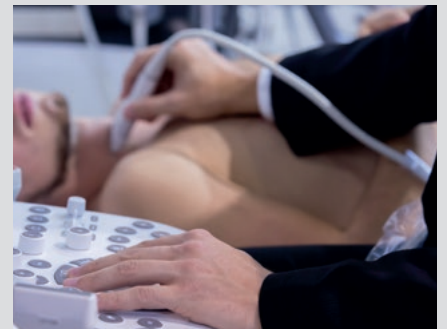
Prof. Suptendra Nath Sarbadhikari,
Project Director
Centre for Health Informatics.

Mr. Krishna Prasad, Head
Enterprise Business Unit
Practo Technologies

Mr. C. K. Babu, Co-Founder & COO
dWise Healthcare IT Solutions

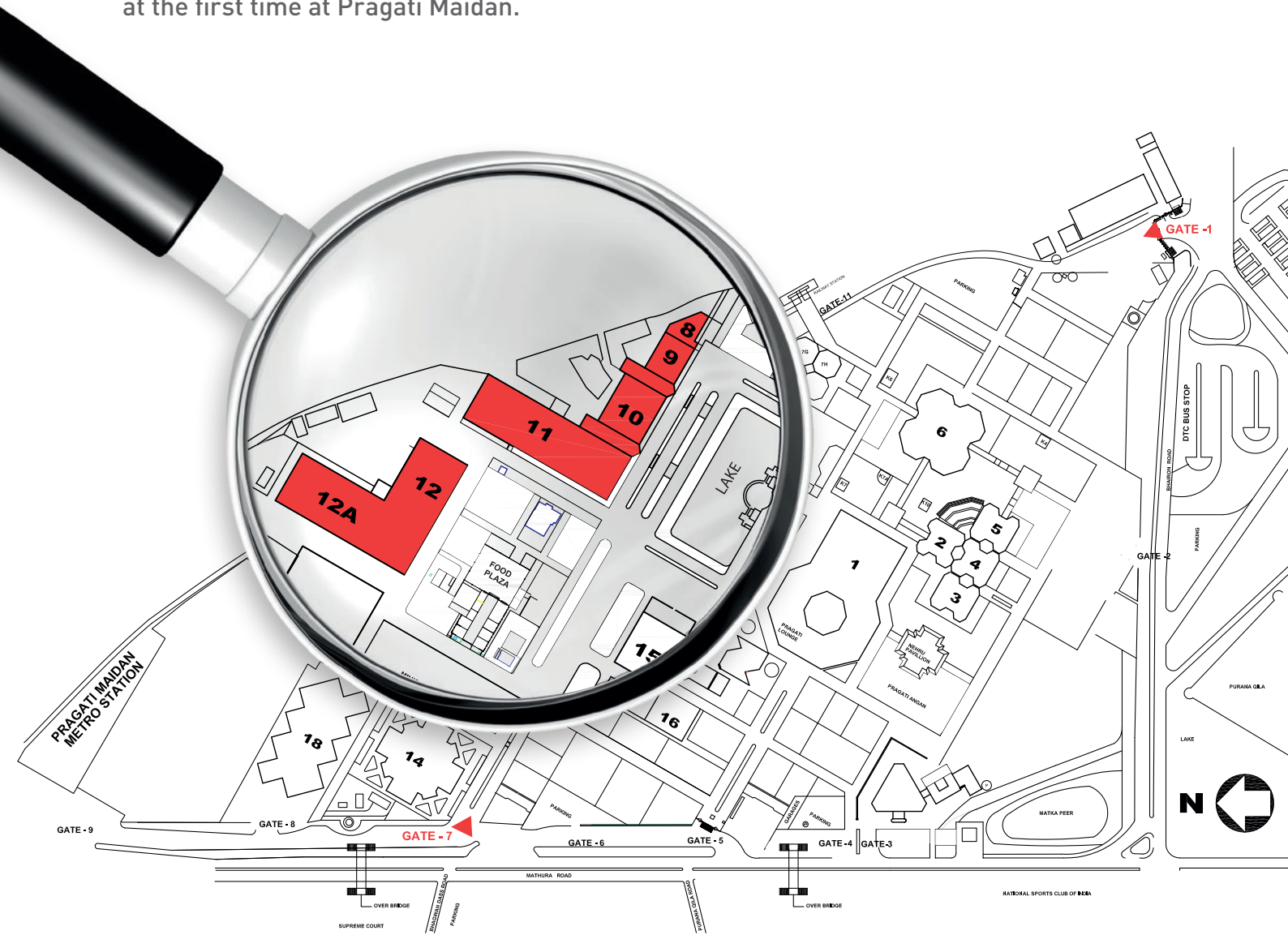
Dr. Lavanian Dorairaj,
Immdt Past Chairman,
HL7 India Vice President – IAMI





PRAGATI MAIDAN ONE OF INDIA'S LARGEST EXHIBITION CENTRE

MEDICAL FAIR INDIA will occupy 6 halls (hall 8, 9, 10, 11, 12, 12a)
at the first time at Pragati Maidan.



**DON'T MISS THE OPPORTUNITY
AND BE PART OF THIS UNIQUE
MEDICAL FAIR INDIA 2017!**



THE TEAM OF MEDICAL FAIR INDIA 2017 INTERNATIONAL COMPETENCE IN HEALTHCARE BUSINESS

With over 50 trade fairs at the Düsseldorf location and roughly 100 own events and participations abroad, the Messe Düsseldorf Group is one of the leading export platforms in the world.

Our subsidiary Messe Düsseldorf India, experienced organiser of India's No. 1 fair for hospitals health centres and clinics, MEDICAL FAIR INDIA, has been active in the Indian subcontinent for over 20 years and is today one of the leading trade fair organisers in Asia.

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Singapore

São Paulo



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<p>14 – 17 November 2016</p>	 <p>MEDICA – World Forum for Medicine, Düsseldorf Organiser: Messe Düsseldorf GmbH</p>
<p>September 2018</p>	 <p>MEDICAL FAIR ASIA, Singapore Organiser: Messe Düsseldorf Asia Pte. Ltd.</p>
<p>16 – 18 March 2018</p>	 <p>MEDICAL FAIR INDIA, Mumbai Organiser: Messe Düsseldorf GmbH/Messe Düsseldorf India Pvt. Ltd.</p>
<p>6 – 8 April 2017</p>	 <p>MEDICAL FAIR INDIA, New Delhi Organiser: Messe Düsseldorf GmbH/Messe Düsseldorf India Pvt. Ltd.</p>
<p>6 – 8 September 2017</p>	 <p>MEDICAL FAIR THAILAND, Bangkok Organiser: Messe Düsseldorf Asia Pte. Ltd.</p>
<p>May 2017</p>	 <p>MEDICAL WORLD AMERICAS, Houston Organiser: Messe Düsseldorf North America/ The Greater Houston Convention & Visitors Bureau</p>
<p>12 – 14 October 2016</p>	 <p>MEDIZ SPB – MEDICAL FAIR, St. Petersburg Organiser: Messe Düsseldorf Moscow OOO</p>
<p>16 – 19 May 2017</p>	 <p>HOSPITALAR, São Paulo Organiser: Hospitalar Fairs and Congress</p>
<p>5 – 9 December 2016</p>	 <p>ZDRAVOOKHRANENIYE, Moscow Organiser: Expocentre</p>