



16–18 MARCH 2018

INDIA'S 24th INTERNATIONAL
EXHIBITION AND CONFERENCE
BOMBAY CONVENTION &
EXHIBITION CENTRE, MUMBAI
www.medicalfair-india.com

INDIA'S NO.1 TRADE FAIR

FOR HOSPITALS, HEALTH CENTRES AND CLINICS



BE PART OF IT!



INDIA IS INVESTING IN MEDICAL TECHNOLOGY: THE HEALTH SECTOR IS ON A CONSTANT GROWTH COURSE

MARKET DATA "MEDICAL TECHNOLOGY"

	in US\$ millions (2015)
Market Volume	2,925
Import	2,493

OUTLINE DATA

	Value (year)
Number of inhabitants (million)	1,200 (2014)
Population increase (% p.a.)	1.3 (2014)
Average life expectancy at birth (years)	66 (2011)
Proportion of health expenditure to GDP (%)	4.1 (2015)
Doctors/100,000 inhabitants	70 (2015)
Hospital beds/100,000 inhabitants	90 (2015)

Source: Germany Trade & Invest, www.gtai.com
Further information: www.aimedindia.com

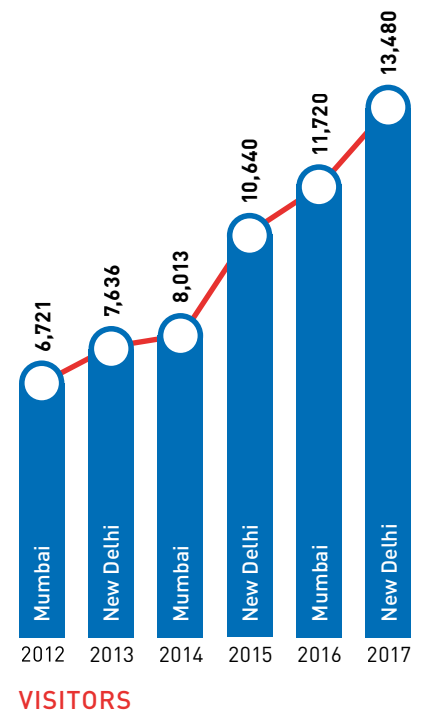
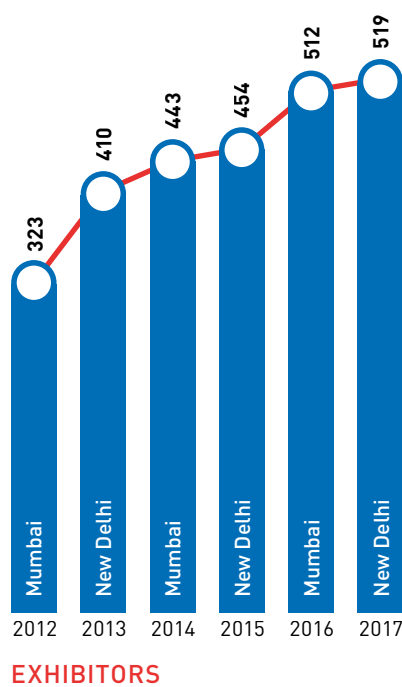
A very high demand for medical technology – this is a condition that you will only find in a very few places in the world. As is the case, for example, in India, which is showing one of the fastest growing markets in the area of healthcare: At present, the health expenditure encompasses 160 billion US dollars and this sum is expected to nearly double to almost 300 billion US dollars by 2020. The reasons for these investments are the steadily growing population of currently 1.2 billion Indians and increasing incomes combined with a high backlog demand for healthcare and a rise in civilization diseases. In addition, medical tourism is continuing to develop and is experiencing an upward trend.

Due to the fact that India imports approximately 80% of the necessary medical technology and plans the construction of new private hospitals and clinics, there is especially a demand for high-quality goods: For 2015, the market volume for medical-technology products was evaluated at 2.9 billion US dollars and is expected to increase to 5.1 billion US dollars by 2020 (Business Monitor). Particularly in demand are medical-technology and diagnostic devices and products, orthopaedic technology, telemedicine, M-Health and more. A look at the demographic development – by 2025, more than 200 million inhabitants will be older than 60 years of age – projects interesting market opportunities for products pertaining to rehabilitation.

WORLD OF MEDICA IN INDIA: MEDICAL FAIR INDIA HEADING FOR SUCCESS

Experience, growth, exchange – MEDICAL FAIR INDIA is a long success story: Since its emergence in 1990, the event has established itself as the no. 1 leading trade fair for hospitals and clinics and takes place once a year alternating between Mumbai and New Delhi. Consistently increasing numbers of exhibitors and visitors reflect the good economic conditions for medical companies. However, the quality criterion of being a part of the “World of MEDICA” is also a guarantee for the success and the further development of the event. For example, the new supporting programme was received very positively last year. Responsible for this: The unique know-how of the Messe Düsseldorf Group and its partners in the field of medical technology.

The figures of MEDICAL FAIR INDIA 2017 represent this success. The trade fair, which took place in New Delhi in accordance with the rotation schedule, closed after three days with a record number of 519 exhibitors and 13,480 trade visitors. An overwhelming majority of the participants were very satisfied with the trade fair: 85% of the exhibitors and 95% of the visitors would recommend the event. And during the runtime of the trade fair, many companies had already expressed interest in participating next year, so that the demand for bookings for MEDICAL FAIR INDIA 2018 in Mumbai is very high. You too can benefit from the excellent framework conditions – enter India’s promising market!



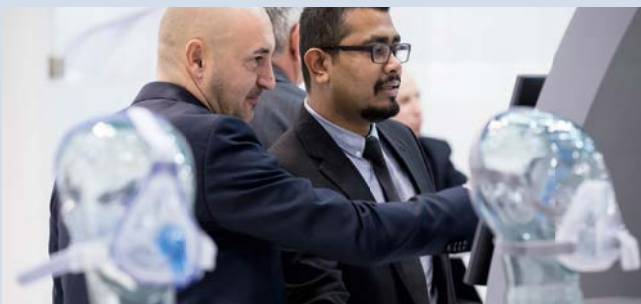


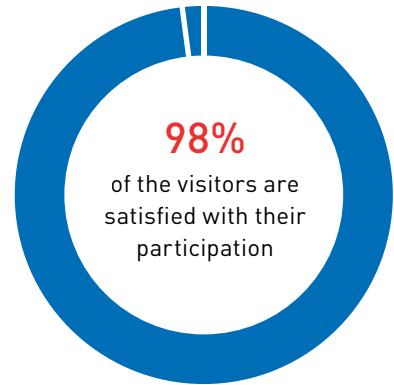
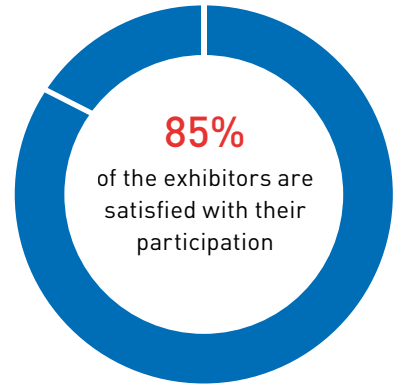
VISITOR TARGET GROUPS

- Distributors/Traders
- Doctors
- Biologists/Microbiologists/Biochemists/Chemists
- Laboratory Managers
- Physiotherapists/Ergotherapists
- Pharmacists
- Hospital Administrators/Hospital Directors/Hospital Managers
- Visitors for Academies and Medical Colleges
- Medical Trade
- Medical Industry
- Medical Associations
- Ministry and State Health Department
- Private/Government Hospital
- Private Clinic/Medical Centre/Nursing Homes

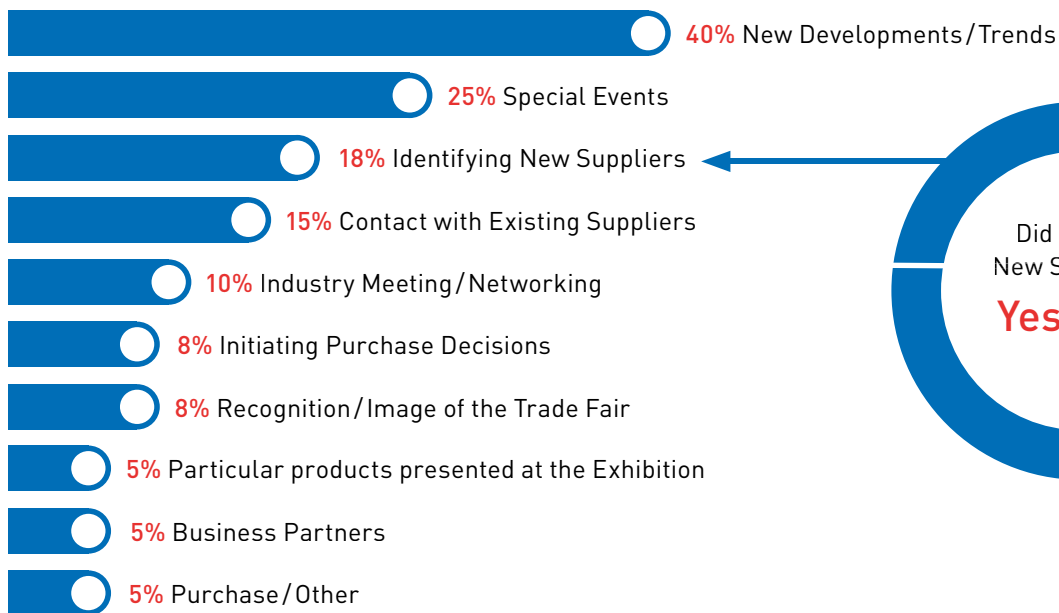
MAIN PRODUCT CATEGORIES

- Medical Technologies
- Hospitals/Health Centres/ Clinics Equipment and Products
- Laboratory and Analytical Equipment and Products
- Pharmacy and Dispensary Equipment and Furniture
- Rehabilitation
- Components
- Service Providers
- Hospital Infrastructure





VISITORS' OBJECTIVES IN VISITING (TOP 10)



LIVELY SYNERGIES: SUPPORTING PROGRAMME INTENSIFIES INFORMATION FLOW

The new supporting programme of MEDICAL FAIR INDIA bases its topics on the conditions of the Indian market. The special areas are platforms for trends and developments and facilitate the exchange of knowledge and contacts.



Future for Health

(FTR4H Lab & Lounge)

The Digital Health platform provides the latest information based on the Indian market, such as start-up presentations for product ideas, an intensive exchange of information amongst experts as well as interesting networks. All of the topics concerning the digital transformation of the healthcare sector will be dealt with – from mobile health to the Internet of Things right up to the targeted and secure handling of data.

“As an exhibitor, it was a wonderful experience at the FTR4H Pavilion, even though it took place for the first time at MEDICAL FAIR INDIA. The interest and enthusiasm of the visitors were amazing. I wish FTR4H the best of luck in its future endeavours and would very much like to participate again.”

Kunal Bajaj, Chief Business Officer, eSec Forte

CLIN LAB INDIA

The conference with accompanying exhibition puts the thematic focus on practice-oriented trend topics of laboratory medicine. Point-of-care testing, molecular medical diagnostics and clinical chemistry are just a few keywords.

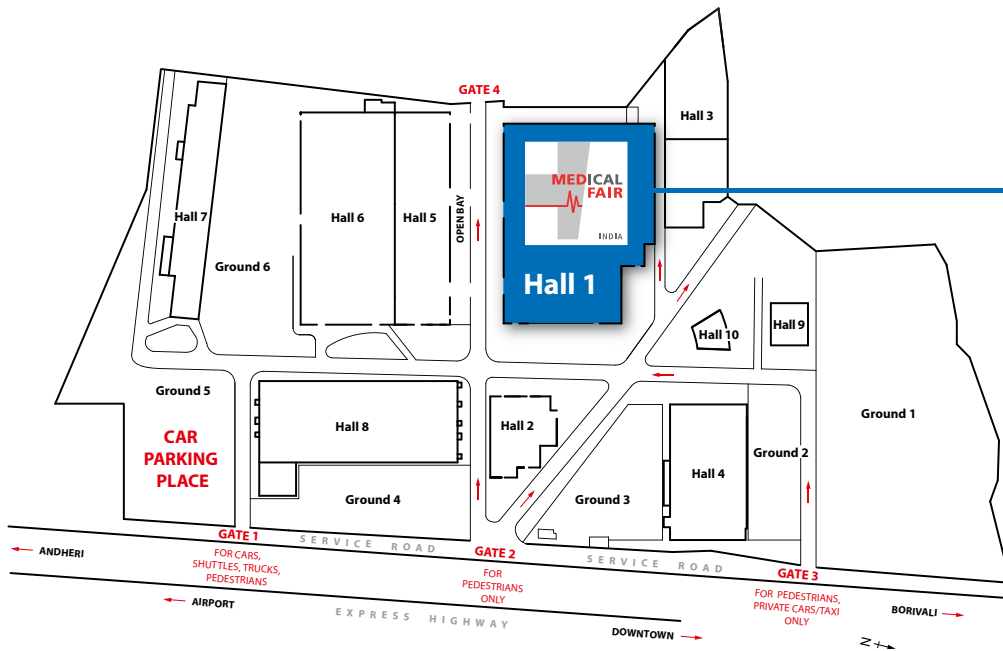
“Congratulations to Scherago International and Messe Düsseldorf India for the introduction of CLIN LAB INDIA! Awareness Technology, Inc. received a good response through our exclusive India Distributor, CPC. Our objective is to further expand our India business from the CLI platform.”
Mary Freeman, President, Awareness Technology, USA

REHA-AREA

In order to react to the current visitor requirements and India's demographic development, there will for the first time be a special area on the topic of rehabilitation at MEDICAL FAIR INDIA 2018. Although 15 percent of the visitors at the last trade fair were already interested in the area of rehabilitation and looked for wheelchairs, everyday and mobility aids as well as for information about physiotherapy and ergotherapy, another increase can be expected in 2018.



SITE PLAN



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MEDICAlliance

WHERE HEALTHCARE IS GOING

MEDICA DÜSSELDORF 12 – 15 November 2018

COMPAMED DÜSSELDORF 12 – 15 November 2018

REHACARE DÜSSELDORF 26 – 29 September 2018

INTEGRATION MOSCOW June 2019

MEDICAL FAIR ASIA SINGAPORE 29 – 31 August 2018

MEDICAL FAIR CHINA SUZHOU 6 – 8 September 2018

MEDICAL FAIR INDIA MUMBAI 16 – 18 March 2018

MEDICAL FAIR INDIA NEW DELHI 21 – 23 February 2019

MEDICAL FAIR THAILAND BANGKOK 11 – 13 September 2019

MEDICAL MANUFACTURING ASIA SINGAPORE 29 – 31 August 2018

MEDICAL WORLD AMERICAS HOUSTON 2 – 3 October 2018

Strategic Co-operations:

HOSPITALAR SÃO PAULO 22 – 25 May 2018

MEDITECH BOGOTÁ 3 – 6 July 2018

ZDRAVOOKHRANENIYE MOSCOW 4 – 8 December 2017

JOIN MORE THAN
400 000
MEDICAL EXPERTS

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