



25th International Exhibition and Conference

PRAGATI MAIDAN,
NEW DELHI, INDIA

21 – 23 FEBRUARY 2019

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INDIA'S NO.1 TRADE FAIR FOR
HOSPITALS, HEALTH
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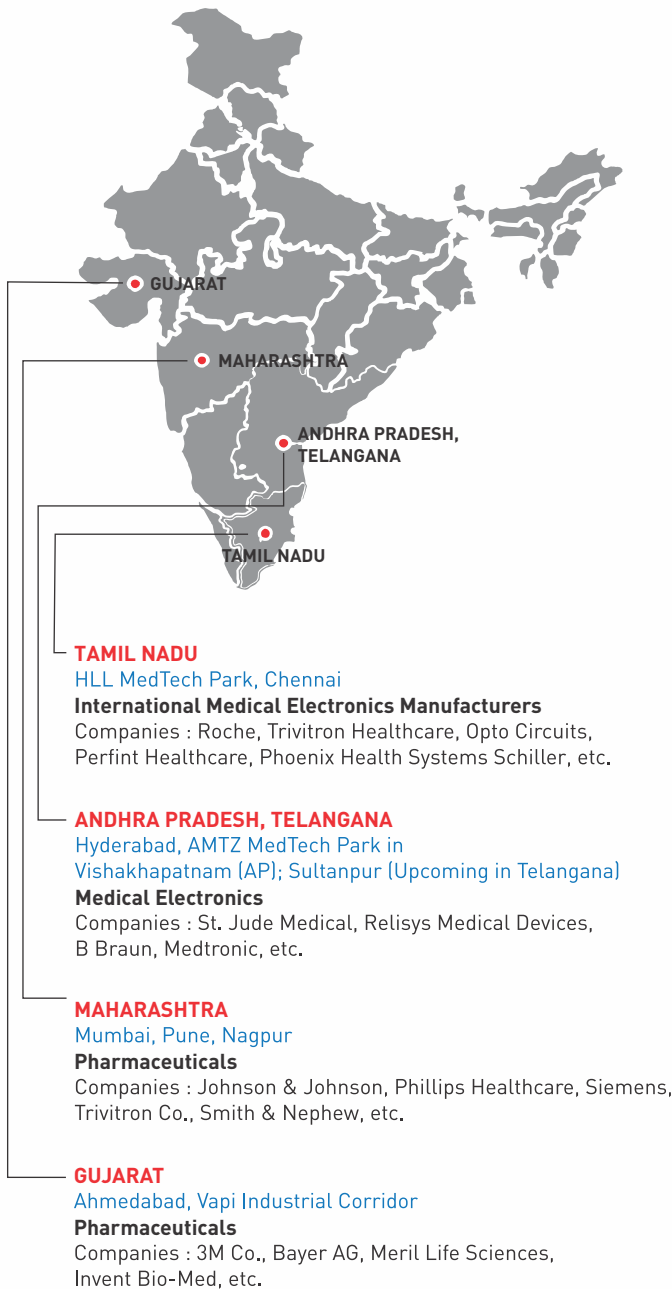
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INDIAN HEALTHCARE IS EXPERIENCING A NEW WAVE OF OPPORTUNITY



INVESTMENT IN THE HEALTHCARE INDUSTRY IN INDIA

The Medical Devices industry in India is presently valued at USD 5.2 billion and contributes 4-5% to the USD 96.7 billion Indian healthcare industry.

As per industry estimates, the Indian medical devices market will grow to USD 50 billion by 2025. Currently, India is counted among the top 20 global medical devices market and is the 4th largest medical devices market in Asia after Japan, China and South Korea.

Equipment and instruments (surgical and non-surgical) form the largest segment (53% of the Indian medical device industry), constituting about USD 2.7 Billion (2017), while the estimated market size of the consumer and durable segment is USD 1404 million.

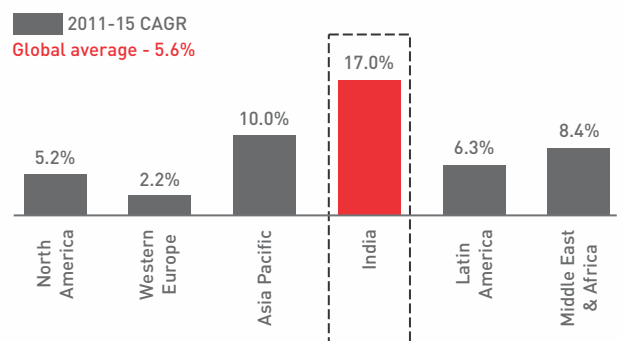
Due to its strong market potential, investment in India's healthcare infrastructure is set to rise, benefiting hospitals, healthcare R&D, and healthcare education in the country.

- By 2020, India is expected to rank amongst the top 3 healthcare markets in terms of incremental growth
- By 2020, the Healthcare Information Technology market is expected to grow 1.5 times from USD 1 bn currently
- By 2022, diagnostic market is expected to grow at a CAGR of 20.4% to reach USD 32 bn from USD 5 bn in 2012
- Over 2015-20, the In-Patient market is expected to grow at a CAGR of 13%

The Indian healthcare sector is diversifying and opportunities are emerging in every segment, be it providers, payers or medical technology. Indian healthcare is experiencing a new wave of opportunity. Providers are reinventing existing delivery models to bring healthcare closer to the patient. The following emerging trends are changing the course of the industry:

- The change in the government's role from provider to payer has expanded the financial risk protection coverage to the marginalised.
- Private sector partnerships through health PPPs are gradually gaining acceptance, thereby improving access to care.
- The significant demand-supply mismatch has led healthcare to emerge as an attractive sector for PE investments.

Indian Healthcare is among the fastest growing globally...



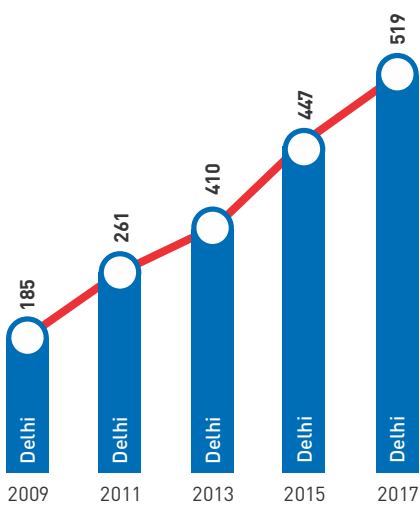
MEDICAL FAIR INDIA CONTINUES ON COURSE FOR GROWTH

MEDICAL FAIR INDIA - India's No. 1 Trade Fair for Hospitals, Health Centres and Clinics, held annually, alternating between Mumbai and New Delhi. It serves as platform for industry experts and stakeholders to share and discuss tangible solutions to the variety of healthcare issues and encourage collaborative efforts for the development, improvement and growth of the India's healthcare industry.

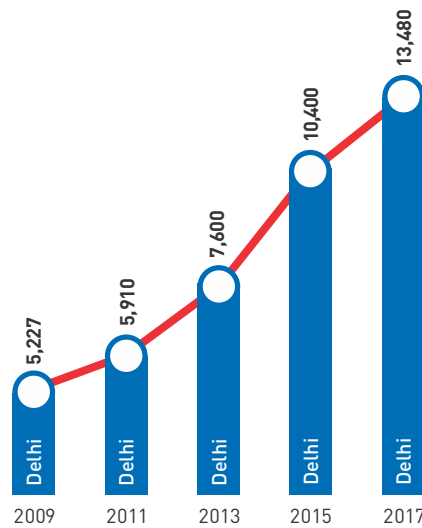
Rising incomes, population growth and increasing health consciousness all result in steady market growth and a call for improved healthcare.

Standing true to its legacy, MFI promises to deliver meaningful results to our exhibitors, generate immense interest amongst participants, and thus provide a platform for the medical & healthcare professionals to gather, learn & network for business opportunities- all under one roof.

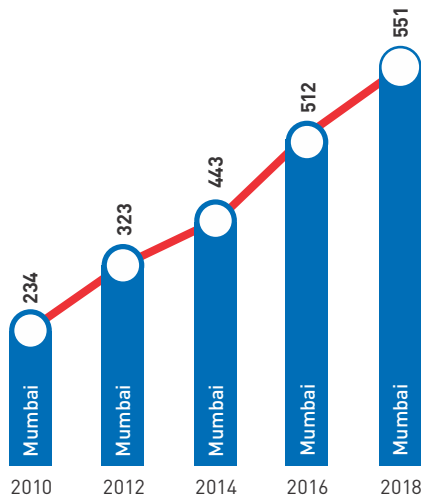
The recent staging of MEDICAL FAIR INDIA, India's No. 1 Trade Fair for Hospitals, Health Centers and Clinics, impressively continued its growth and kept pace with the positive trend in the industry. A total of 12,350 trade visitors came to the Bombay Convention & Exhibition Center in Mumbai to see the healthcare innovations and current trends showcased by 551 exhibitors. The number of visitors has gone up by 15%. Exhibitors stated that they were very satisfied with the quality of the visitors and their demands.



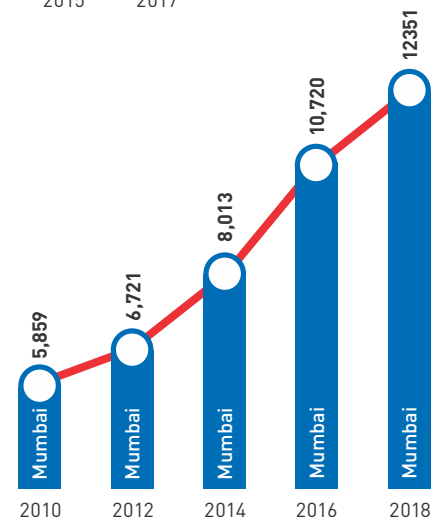
EXHIBITORS



VISITORS



EXHIBITORS



VISITORS



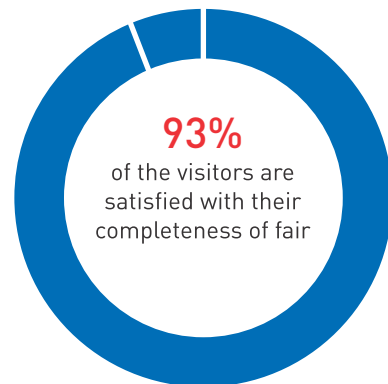


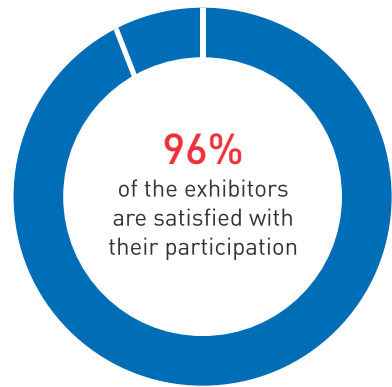
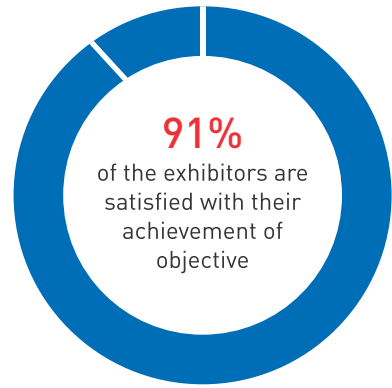
VISITOR PROFILE

- Doctors (surgery), practicing physician
- Veterinarian
- Dentists, dental surgeons, dental technicians
- Doctors (hospitals, health centres, sub-centres other medical establishments)
- Physiotherapists, ergotherapists
- Hospital directors/managers
- Hospital administration managers and staff
- Biologists, microbiologists, bio-chemists, chemists, process engineers
- Non-Government Organizations (NGOs) for rehabilitation aids
- Visitors with medical pharmaceutical vocational training (e.g. medical laboratory assistant, technician, doctor's assistant, nurse, carer)
- Visitors from industry/manufacturer
- Distributors/traders
- Visitors from academies and universities
- Visitors from government or international agencies and associations

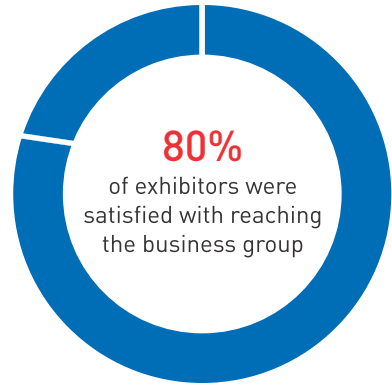
EXHIBITOR PROFILE

- Medical technology
- Hospitals, health centres, clinics equipment and products
- Laboratory and analytical equipment and products
- Pharmacy and dispensary equipment and furniture
- Rehabilitation
- Components
- Services
- Hospital infrastructure





VISITORS OBJECTIVES IN VISITING TOP 10



MORE CONNECTED WORLD: 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)

Big Data, Artificial Intelligence, Mobile, Information technology- this is what Future For Health is all about. FTR4H is a platform for Start-ups, Multinational companies to demonstrate what the networked future would look like, and how new approaches might turn the healthcare of tomorrow. Programme topics reaches from wearable technologies to connected healthcare systems and telehealth right up to robotics and the Internet of Things.



MAKE IN INDIA pavilion

AiMeD: Association of Indian Medical Device Industry is the supporting partner for Medical Fair India-2019. AiMeD is initiating the MAKE IN INDIA pavilion at MFI-19 to showcase the potential of design, innovation and sustainability across healthcare sectors. The Make In India pavilion showcase the limitless potential of India as a design, innovation, manufacturing and export hub. Exhibitions and interactive installations will demonstrate the depth of what India has to offer as a manufacturing partner.



CLIN LAB INDIA

Clin Lab India is the exhibition & conference on the topic of laboratory medicine, Point of Care Testing, molecular medical diagnostics and clinical chemistry.

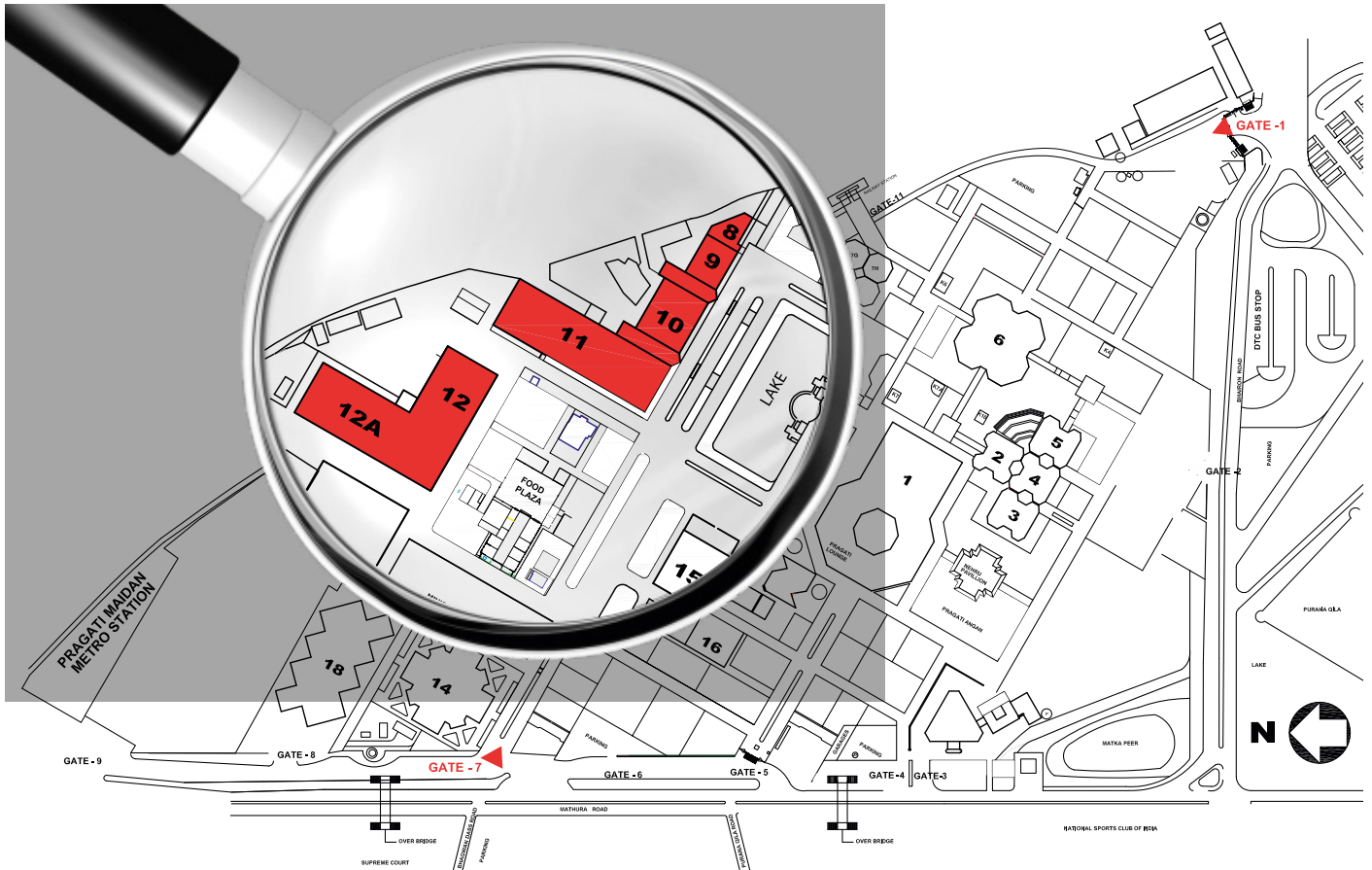
The show is aimed to promote the recent developments and market trends in the IVD sector. CLI bring together the leaders in the medical laboratory industry at an event designed to create maximum interaction and meeting opportunities where manufacturers, dealers and distributors can promote their brands, meet potential customers and entertain existing clients.

REHA-AREA

In order to react to the current visitor requirements and India's demographic development, there will for the first time a special area on the topic of rehabilitation at MEDICAL FAIR INDIA 2019. 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 2019.



PRAGATI MAIDAN ONE OF INDIA'S LARGEST EXHIBITION CENTRE



THE TEAM

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