



**MEDICAlliance**

## WHERE HEALTHCARE IS GOING

**MEDICA DÜSSELDORF**

**COMPAMED DÜSSELDORF**

**REHACARE DÜSSELDORF**

**INTEGRATION MOSCOW**

**MEDICAL FAIR ASIA SINGAPORE**

**MEDICAL FAIR CHINA SUZHOU**

**MEDICAL FAIR INDIA MUMBAI**

**MEDICAL FAIR INDIA NEW DELHI**

**MEDICAL FAIR THAILAND BANGKOK**

**MEDICAL MANUFACTURING ASIA SINGAPORE**

**MEDITECH BOGOTÁ**

Strategic Co-operations:

**HOSPITALAR SÃO PAULO**

**ZDRAVOOKHRANENIYE MOSCOW**

**KEY FACTS  
AND  
ECONOMIC  
DATA**

[www.medicalliance.global](http://www.medicalliance.global)

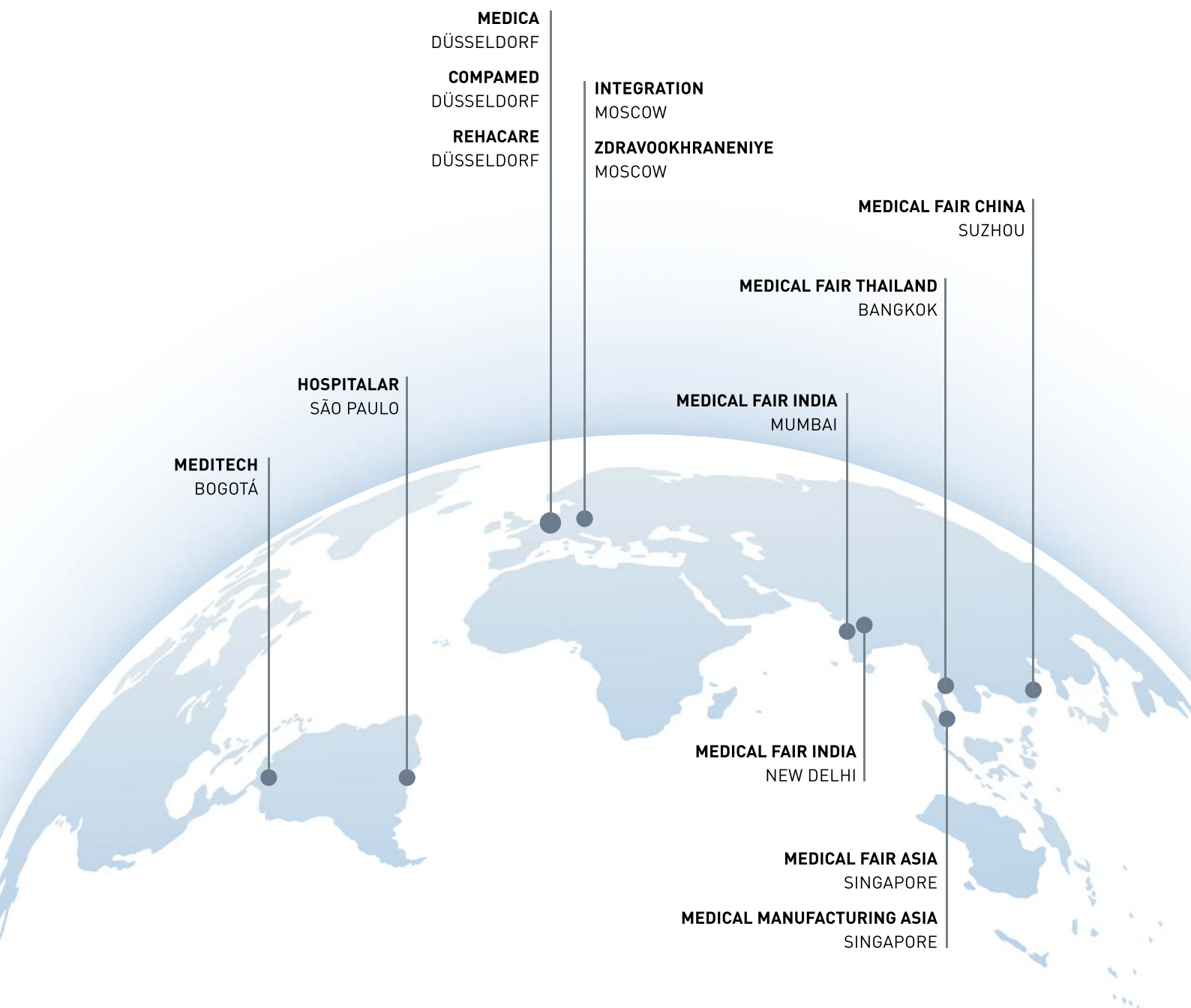


Messe  
Düsseldorf

# JOIN US AROUND THE WORLD

MEDICAlliance is your partner for medical trade fairs worldwide.

Be part of the global network of Messe Düsseldorf and join us in Bangkok, Bogotá, Moscow, Mumbai, New Delhi, São Paulo, Suzhou and Singapore!



## WHERE HEALTHCARE IS GOING











Member of  **MEDICAlliance**

## WORLD FORUM FOR MEDICINE

18 – 21 NOVEMBER 2019  
DÜSSELDORF | GERMANY

## GENERAL INFORMATION

	<b>Established</b>	1969
	<b>Organiser</b>	Messe Düsseldorf GmbH
	<b>Project management</b>	Paolo Bonvecchio, Christian Bigge, Claudio Bucchi, Vanessa Klein, Carolin Krebs, Udo Wiemann
	<b>Contact</b>	Paolo Bonvecchio BonvecchioP@messe-duesseldorf.de
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Exhibition Centre and Congress Center Düsseldorf, Germany
	<b>Co-located exhibition</b>	COMPAMED
	<b>Website</b>	<a href="http://www.medica-tradefair.com">www.medica-tradefair.com</a>

## VISITOR TARGET GROUPS

- General practitioners
- Hospital doctors
- Hospital managers
- Hospital nursing staff
- Hospital technical managers
- Laboratory managers
- Physiotherapists
- Medical trade
- Medical industry
- Medical assistants (hospital, doctor's surgery, laboratory)
- Hospital operators



## MAIN PRODUCT CATEGORIES

Electromedicine / medical technology

Laboratory equipment

Diagnostics

Physiotherapy / orthopaedic technology

Commodities and consumer goods

Information and communication technology

Medical services and publications

## STATISTICS

	2015	2016	2017
<b>Total exhibitors</b>	4,977	5,119	5,148
Domestic	1,056	1,024	950
Foreign	3,921	4,095	4,198
Countries	70	70	70

	2015	2016	2017
<b>Total net exhibition area (m²)</b>	116,738	115,004	114,381

	2015	2016	2017
<b>Total visitors</b>	130,123	127,781	123,500

For further information, visit: [www.medica-tradefair.com](http://www.medica-tradefair.com)

# Economic data for Germany

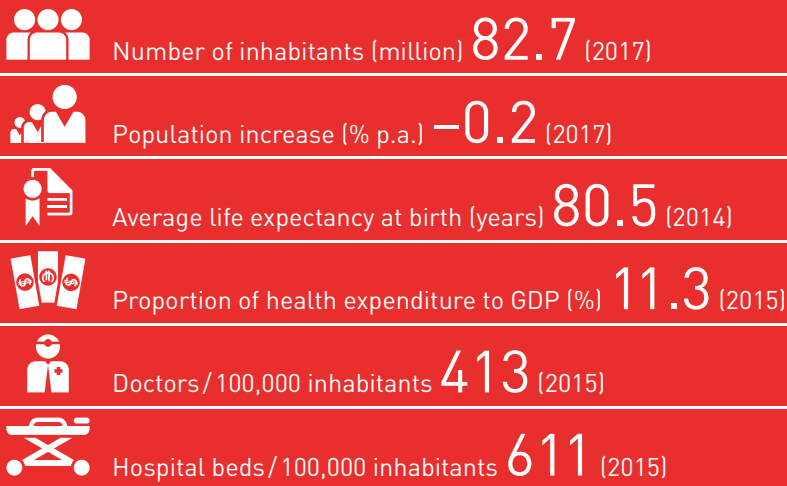
## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the industry association SPECTARIS e.V., the German medical-technology industry is drawing a positive balance for 2017, even if sales are slightly below expectations. Last year, total sales amounted to EUR 29.93 billion, an increase of 2.5 per cent in comparison with 2016. For 2018, SPECTARIS expects an increase of 4 per cent to a total turnover of more than EUR 30 billion for the first time. The medical-technology sector thus remains an important growth driver for the German economy and makes a significant contribution to achieving Germany's economic-policy goals.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
SPECTARIS, press release from 18 May 2018  
Further information: [www.zvei.de](http://www.zvei.de) | [www.spectaris.de](http://www.spectaris.de) | [www.bvmed.de](http://www.bvmed.de)



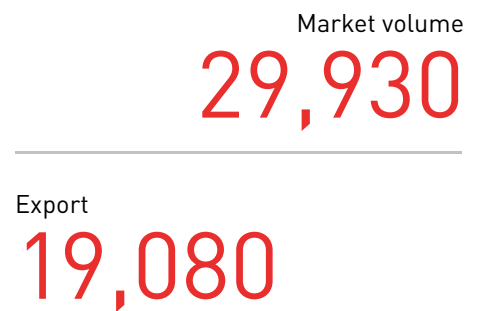
### OUTLINE DATA



Source: Statistisches Bundesamt

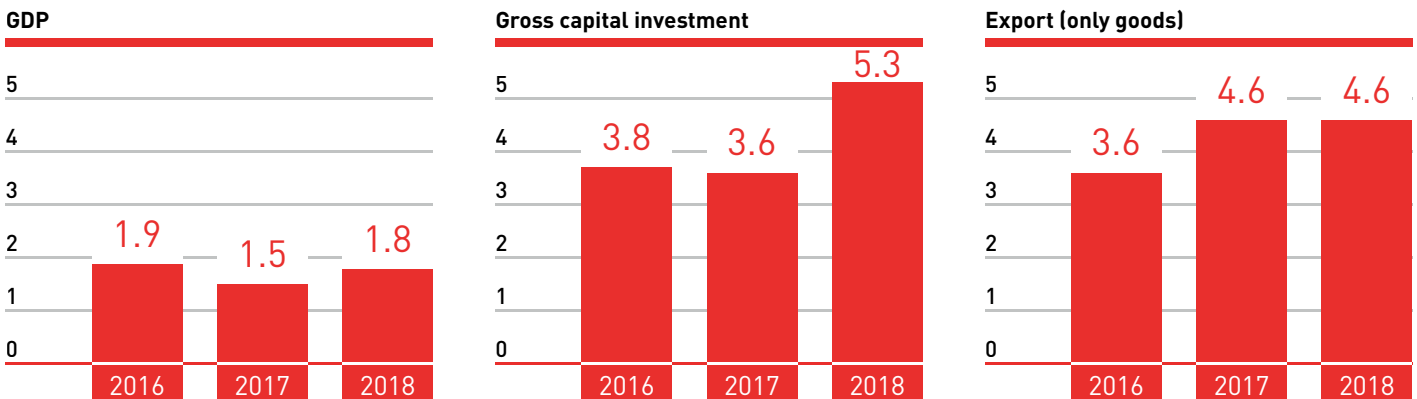
### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2017)

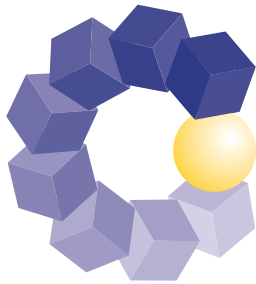


### KEY ECONOMIC DATA 2016 to 2018\*

Real change in % in comparison with previous year | \*2017 and 2018: Forecast | Source: Germany Trade & Invest, [www.gtai.com](http://www.gtai.com)



# COMPAMED



Member of  MEDICAlliance

HIGH-TECH SOLUTIONS  
FOR MEDICAL TECHNOLOGY

18 – 21 NOVEMBER 2019  
DÜSSELDORF | GERMANY

## GENERAL INFORMATION

	<b>Established</b>	1991
	<b>Organiser</b>	Messe Düsseldorf GmbH
	<b>Project management</b>	Christian Bigge
	<b>Contact</b>	Christian Bigge, BiggeC@messe-duesseldorf.de Phone: +49 211 4560 573
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Exhibition Centre and Congress Center Düsseldorf, Germany
	<b>Co-located exhibition</b>	MEDICA
	<b>Website</b>	<a href="http://www.compamed-tradefair.com">www.compamed-tradefair.com</a>

## VISITOR TARGET GROUPS

- Design engineers
- Engineers and technicians for R&D and production departments
- Heads of research and development departments
- Medical-technology exhibitors from the MEDICA
- Packaging specialists
- Process engineers
- Production managers
- Qualification and validation specialists
- Quality assurance/quality control managers
- Technical procurement managers



## MAIN PRODUCT CATEGORIES

Manufacturing of components  
 Manufacturing of finished products  
 Services  
 Manufacturing equipment  
 Components, modules, OEM equipment  
 Electrical components, electronical components  
 Microtechnology  
 Raw materials, materials, adhesives  
 Software, IT

## STATISTICS

	2015	2016	2017
<b>Total exhibitors</b>	773	774	783
Domestic	255	255	243
Foreign	518	519	540
Countries	37	37	37

	2015	2016	2017
<b>Total net exhibition area (m²)</b>	12,966	13,031	13,149

	2015	2016	2017
<b>Total visitors</b>	18,800	19,000	20,000

For further information, visit: [www.compamed-tradefair.com](http://www.compamed-tradefair.com)

# Economic data for Germany

## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the industry association SPECTARIS e.V., the German medical-technology industry is drawing a positive balance for 2017, even if sales are slightly below expectations. Last year, total sales amounted to EUR 29.93 billion, an increase of 2.5 per cent in comparison with 2016. For 2018, SPECTARIS expects an increase of 4 per cent to a total turnover of more than EUR 30 billion for the first time. The medical-technology sector thus remains an important growth driver for the German economy and makes a significant contribution to achieving Germany's economic-policy goals.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
SPECTARIS, press release from 18 May 2018  
Further information: [www.zvei.de](http://www.zvei.de) | [www.spectaris.de](http://www.spectaris.de) | [www.bvmed.de](http://www.bvmed.de)



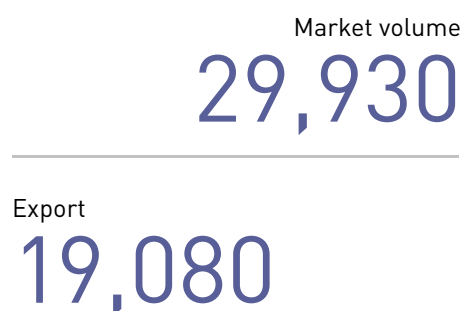
### OUTLINE DATA

	Number of inhabitants (million)	<b>82.7</b> (2017)
	Population increase (% p.a.)	<b>-0.2</b> (2017)
	Average life expectancy at birth (years)	<b>80.5</b> (2014)
	Proportion of health expenditure to GDP (%)	<b>11.3</b> (2015)
	Doctors/100,000 inhabitants	<b>413</b> (2015)
	Hospital beds/100,000 inhabitants	<b>611</b> (2015)

Source: Statistisches Bundesamt

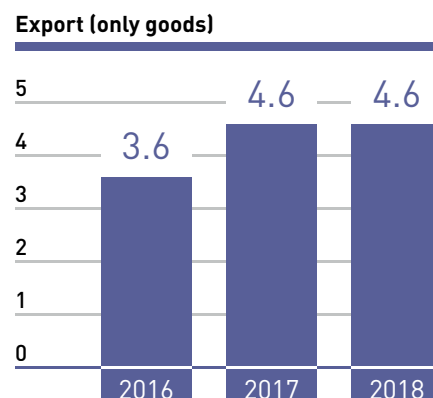
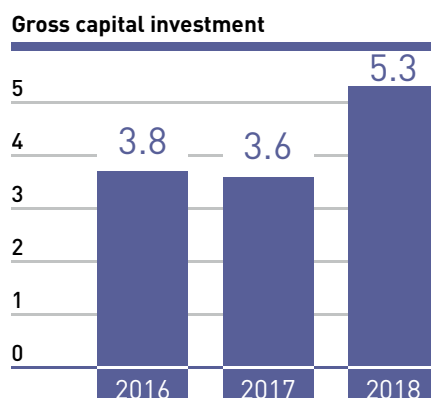
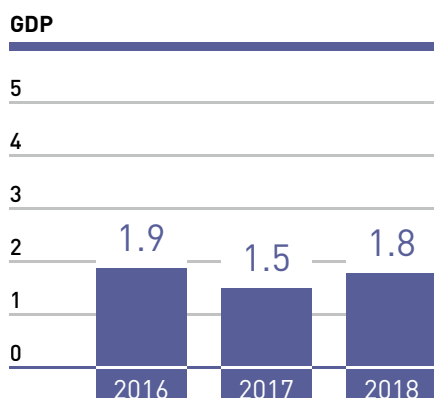
### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2017)



### KEY ECONOMIC DATA 2016 to 2018\*

Real change in % in comparison with previous year | \*2017 and 2018: Forecast | Source: Germany Trade & Invest, [www.gtai.com](http://www.gtai.com)





Member of  MEDICAlliance

## International Trade Fair for Rehabilitation and Care

18 – 21 SEPTEMBER 2019  
DÜSSELDORF | GERMANY

## GENERAL INFORMATION

	<b>Established</b>	1977
	<b>Organiser</b>	Messe Düsseldorf GmbH
	<b>Project management</b>	Gabriele Hainke, Elke Petermann
	<b>Contact</b>	Gabriele Hainke, HainkeG@messe-duesseldorf.de Phone: +49 211 4560 507 Elke Petermann, PetermannE@messe-duesseldorf.de Phone: +49 211 4560 599
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Exhibition Centre and Congress Center Düsseldorf, Germany
	<b>Website</b>	<a href="http://www.rehacare.com">www.rehacare.com</a>

## VISITOR TARGET GROUPS

- Medical and sanitary trade
- Rehabilitation facilities
- Physiotherapy, occupational therapy, speech therapy
- Assistive-technology industry / other industrial branches
- Cost bearer
- Association / organisation
- Special facilities / training centre / workshops
- Nursing home / home for senior citizens
- Hospital / clinic
- Ambulant nursing care service
- Public authorities
- University / high school / technical school
- Orthopaedic handicraft
- Medical / technical services



## MAIN PRODUCT CATEGORIES

- Daily living aids
- Mobility
- Household and nutrition
- Physical care and hygiene
- Communication
- Building and living
- Safety and monitoring systems
- Pedagogy, education, and further training
- Workplace and occupation
- Physical training, physiotherapy and ergotherapy
- Orthopaedic aids
- Nursing and medical care
- Clothing, protective equipment
- Leisure, sports and recreation
- Travel
- Associations, institutions, organisations

## STATISTICS

	2015	2016	2017
<b>Total exhibitors</b>	758	915	784
Domestic	363	454	357
Foreign	395	461	427
Countries	38	36	37

	2015	2016	2017
<b>Total net exhibition area (m<sup>2</sup>)</b>	19,849	32,092	20,501

	2015	2016	2017
<b>Total visitors</b>	39,000	49,300	38,981

For further information, visit: [www.rehacare.com](http://www.rehacare.com)

# Economic data for Germany

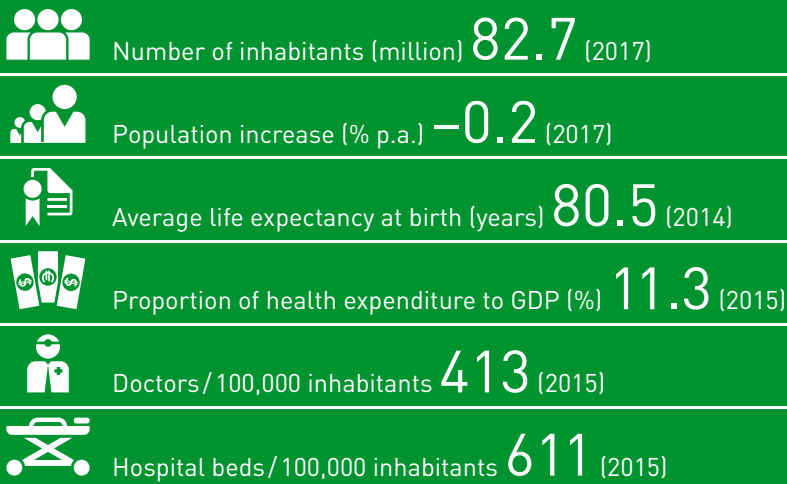
## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the industry association SPECTARIS e.V., the German medical-technology industry is drawing a positive balance for 2017, even if sales are slightly below expectations. Last year, total sales amounted to EUR 29.93 billion, an increase of 2.5 per cent in comparison with 2016. For 2018, SPECTARIS expects an increase of 4 per cent to a total turnover of more than EUR 30 billion for the first time. The medical-technology sector thus remains an important growth driver for the German economy and makes a significant contribution to achieving Germany's economic-policy goals.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
SPECTARIS, press release from 18 May 2018  
Further information: [www.zvei.de](http://www.zvei.de) | [www.spectaris.de](http://www.spectaris.de) | [www.bvmed.de](http://www.bvmed.de)



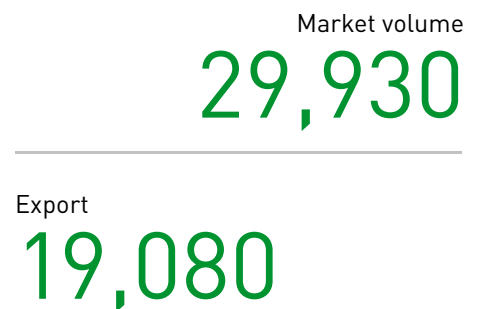
### OUTLINE DATA



Source: Statistisches Bundesamt

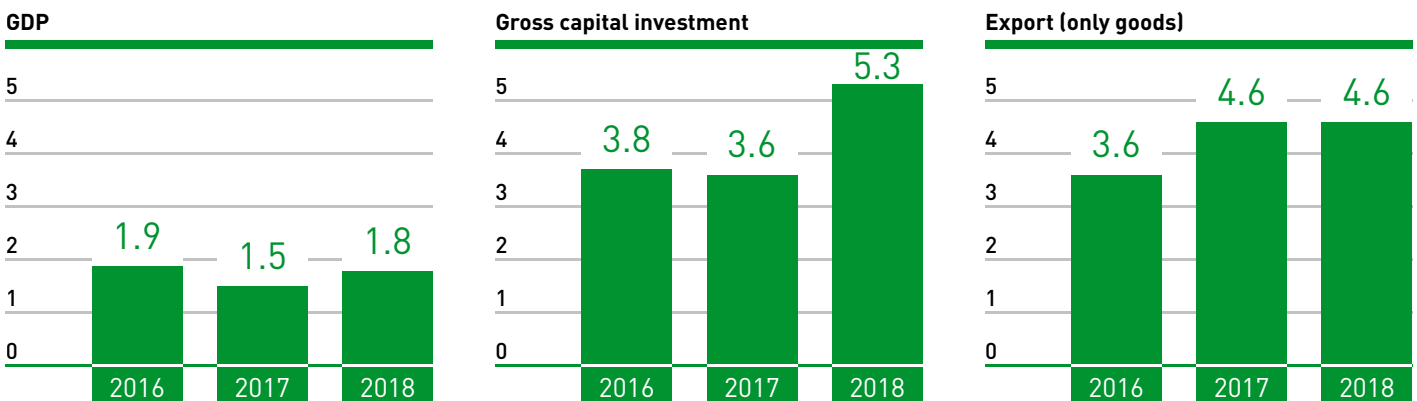
### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2017)



### KEY ECONOMIC DATA 2016 to 2018\*

Real change in % in comparison with previous year | \*2017 and 2018: Forecast | Source: Germany Trade & Invest, [www.gtai.com](http://www.gtai.com)







Member of MEDICAlliance

Rehabilitation Equipment + Technologies

Forum on Prosthetics + Orthotics

19–21 JUNE 2019  
MOSCOW | RUSSIA

## GENERAL INFORMATION

<b>Established</b>	2011
<b>Organiser</b>	000 Messe Düsseldorf Moscow Leipziger Messe International GmbH
<b>Project management</b>	Mikhail Shatov
<b>Contact</b>	Mikhail Shatov, ShatovM@messe-duesseldorf.ru Phone: +7 495 955 91 99 ext. 634
<b>Staging cycle</b>	Biennial
<b>Venue</b>	AO EXPOCENTRE Fairgrounds at Krasnaya Presnya, Moscow, Russia
<b>Website</b>	www.integration.ru

## VISITOR TARGET GROUPS

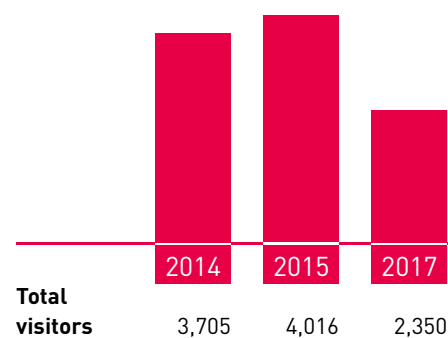
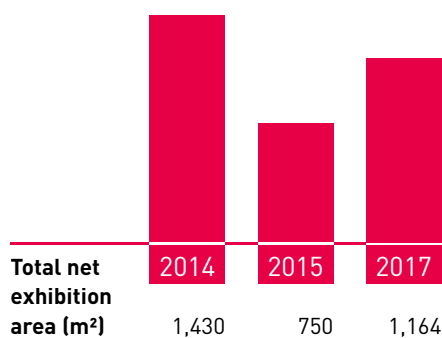
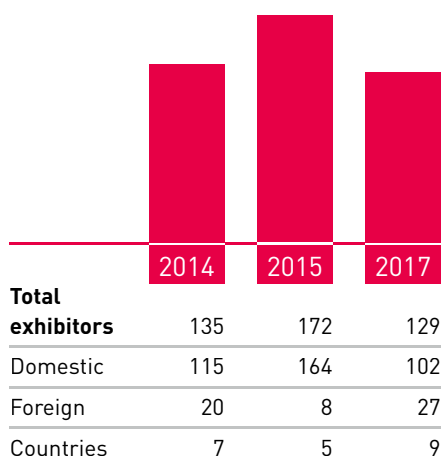
- Science community
- Businessmen
- Dealers
- Federal and regional state authorities
- Mass media
- Medical experts
- Non-commercial organisations
- People with disabilities, patients
- Physiotherapists
- Decision-makers, buyers and managers from hospitals, clinics and rehabilitation centers, private and public orthopaedic workshops, public agencies, insurers and medical appraisal services
- State institutions and enterprises
- Disability assessors



## MAIN PRODUCT CATEGORIES

- Accessible social, transport and engineering infrastructure
- Associations, public organisations, media
- Communication
- Daily living aids, household, nutrition and clothing
- Education, professional training, occupation and employment
- Health resorts and rehabilitation centres
- Medical care
- Mobility and walking aids
- Nursing care for in-patient, homecare for disabled and elderly
- Orthopaedic aids
- Orthopaedic shoe technology
- Physical training, physiotherapy and occupational therapy
- Technical means and technologies for rehabilitation
- Travel, leisure, sports and recreation

## STATISTICS



For further information, visit: [www.integration.ru](http://www.integration.ru)

# Economic data for Russia

## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

After the weak past few years, demand for medical technology in Russia is picking up again. The industry is benefiting from increasing investments in the health sector. More than EUR 40 billion will be invested in new clinics and other medical equipment this year. Analysts of the management consultancy KPMG even expect public spending of around EUR 48 billion this year (+10 per cent compared to 2017), which corresponds to a share of around 3.6 per cent of the GDP. The government wants to tighten import substitution in medical technology, which should make market access more difficult for international companies. The private health sector and telemedicine offer new and promising business opportunities.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.medprom.ru](http://www.medprom.ru)

INTEGRATION  
ZDRAVOOKHRANENIYE



### OUTLINE DATA



Number of inhabitants (million) **146.9** (2016)



Population increase (% p.a.) **0.1** (2016)



Average life expectancy at birth (years) **71.8** (2016)



Proportion of health expenditure to GDP (%) **3.6** (2016)



Doctors/100,000 inhabitants **459** (2016)



Hospital beds/100,000 inhabitants **866** (2015)

Source: Statistisches Bundesamt

### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2016)

Market volume

**3,122**

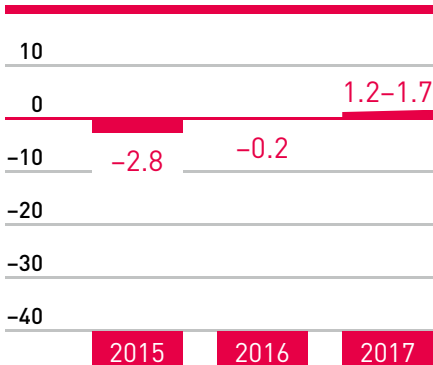
Import

**2,711**

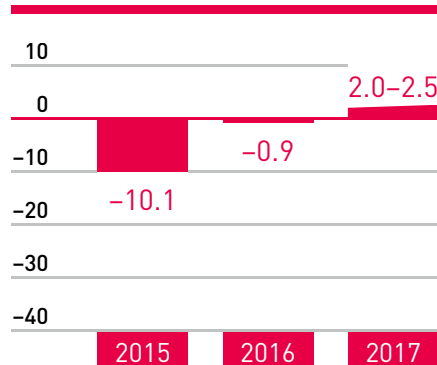
### KEY ECONOMIC DATA 2015 to 2017\*

Real change in % in comparison with previous year | \*2016 and 2017: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)

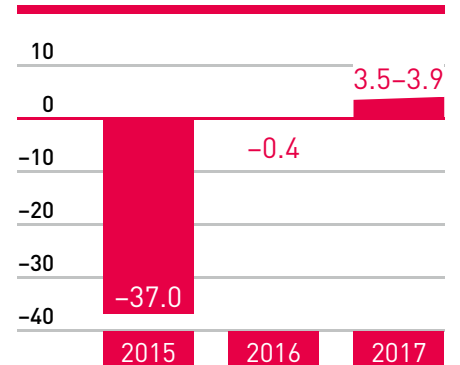
#### GDP



#### Gross capital investment



#### Export (only goods)













Member of  **MEDICAlliance**

International Exhibition  
on Hospital, Diagnostic,  
Pharmaceutical, Medical  
& Rehabilitation Equipment  
& Supplies

9–11 SEPTEMBER 2020  
SINGAPORE

## GENERAL INFORMATION

	<b>Established</b>	1997
	<b>Organiser</b>	Messe Düsseldorf Asia Pte. Ltd.
	<b>Project management</b>	Daphne Yeo
	<b>Contact</b>	Daphne Yeo, <a href="mailto:medicalfair-asia@mda.com.sg">medicalfair-asia@mda.com.sg</a> Phone: +65 6332 9620 Christian Bigge, <a href="mailto:BiggeC@messe-duesseldorf.de">BiggeC@messe-duesseldorf.de</a> Phone: +49 211 4560 573
	<b>Staging cycle</b>	Biennial
	<b>Venue</b>	The Sands Expo & Convention Centre Marina Bay Sands, Singapore
	<b>Co-located exhibition</b>	MEDICAL MANUFACTURING ASIA
	<b>Website</b>	<a href="http://www.medicalfair-asia.com">www.medicalfair-asia.com</a>

## VISITOR TARGET GROUPS

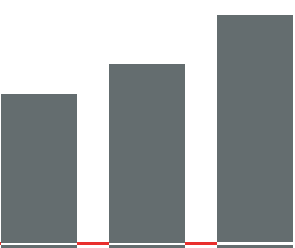
- Biologists, biochemists, technicians
- Care services and self-help groups
- Dispensing chemists, pharmacists
- Doctors (surgeries and hospital)
- Elderly care/homecare centres
- Emergency relief organisations
- Health ministry officials
- Hospital managers and employees
- Hospital technicians
- In-home nursing care
- Nursing officers
- Organisations for the disabled
- Physiotherapists/occupational therapists
- Rehabilitation organisations, nursing homes
- Visitors from industry and commerce



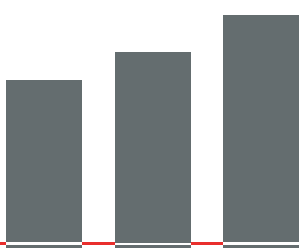
## MAIN PRODUCT CATEGORIES

Accident and emergency equipment	Laboratory equipment
Building technology and services	Medical furniture and equipment
Catering and kitchen equipment	Medical consumables
Communication, IT and connected health	Ophthalmic supplies
Dental equipment and supplies	Pharmaceutical supplies
Diagnostics	Rehabilitation equipment/ orthopaedic supplies
Disinfection and disposal systems	Services and publications
Electromedical equipment/medical technology	
Fabrics/laundry	

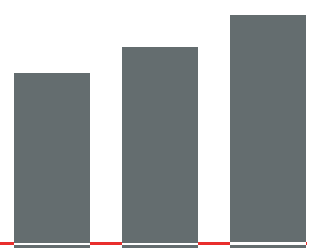
## STATISTICS



	2014	2016	2018
<b>Total exhibitors</b>	687	827	1,053
Domestic	101	93	117
Foreign	586	734	936
Countries	38	40	62



	2014	2016	2018
<b>Total net exhibition area (m²)</b>	5,494	6,473	7,696



	2014	2016	2018
<b>Total visitors</b>	10,504	12,107	14,067

For further information, visit: [www.medicalfair-asia.com](http://www.medicalfair-asia.com)

# Economic data for Singapore

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

The highly developed and largely saturated market for medical technology in Singapore should continue to expand in the medium term, with rates in the double digits in some cases. It is primarily public hospital projects that are ensuring sustained growth. The RMI Research Group expects annual growth of 11 per cent by 2020 and a market volume of around USD 858 million. The bulk of medical technology is imported, so that there are still excellent opportunities for international manufacturers.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.smfederation.org.sg](http://www.smfederation.org.sg)

MEDICAL FAIR ASIA  
MEDICAL MANUFACTURING ASIA



### OUTLINE DATA

	Number of inhabitants (million)	<b>5.5</b> (2015)
	Population increase (% p.a.)	<b>1.2</b> (2015)
	Average life expectancy at birth (years)	<b>83</b> (2015)
	Proportion of health expenditure to GDP (%)	<b>4.9</b> (2014)
	Doctors / 100,000 inhabitants	<b>225</b> (2015)
	Hospital beds / 100,000 inhabitants	<b>244</b> (2015)

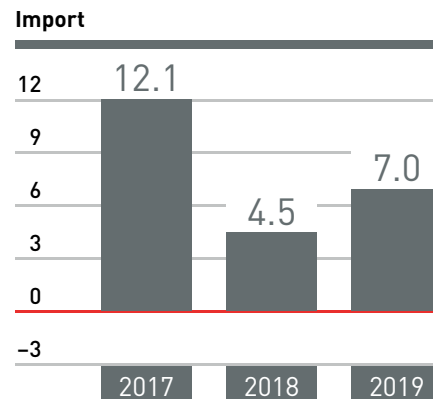
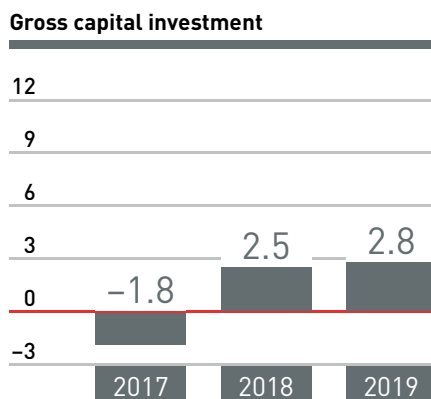
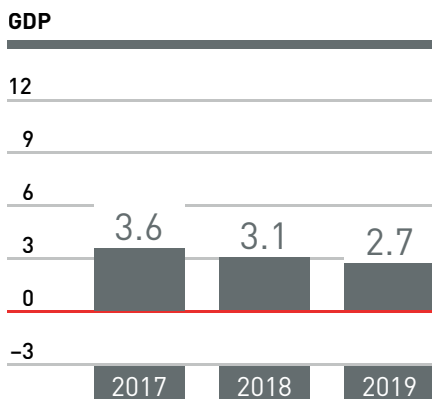
### MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2015)



### KEY ECONOMIC DATA 2017 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)





Member of  MEDICAlliance

Collocated with China  
Medical Innovation Forum

5-7 SEPTEMBER 2019  
SUZHOU | CHINA

## GENERAL INFORMATION

	<b>Established</b>	2016
	<b>Organiser</b>	Messe Düsseldorf (Shanghai) Co., Ltd. China Service Alliance of Medical Devices Innovation (CSAMDI)
	<b>Project management</b>	Rebecca Qiang
	<b>Contact</b>	Rebecca Qiang, rebecca.qiang@mds.cn Phone: +86 10 65907 101
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Suzhou International Expo Centre, Suzhou, China
	<b>Website</b>	<a href="http://www.medicalfair.cn">www.medicalfair.cn</a>

## VISITOR PROFILE

- Hospitals and medical institutions
- Medical device dealers, agents and retail traders
- Universities and research institutions
- Medical device R&D institutions and manufacturers
- Purchasers and suppliers of medical equipment raw materials, components, accessories and software products
- Investment companies
- Government agencies and associations



## SOME HIGHLIGHTS

Display the world's latest medical equipment and innovative technology.

Leading platform for medical innovation, so hospital, dealers, colleagues and industrial parks exhibit at same time.

Supported by government, MFC helps you to open the local market easily.

Concurrent event: Global Device Week brings global medical experts to lead the innovation.

## STATISTICS

Total exhibitors

207

Countries 9

Total net exhibition area (m<sup>2</sup>)

4,017

Professional Visitors

5,478

For further information, visit: [www.medicalfair.cn](http://www.medicalfair.cn)

# Economic data for People's Republic of China

## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The market for medical technology in China continues to grow; it is above all the modernisation of the healthcare system that is increasingly creating demand. If growth continues, the medical technology market should even move to second place worldwide, behind the USA, in the next few years. At the same time, the government is focusing on promoting a strong domestic medical-technology sector, as the import ratio in some segments is still between 80 and 90 per cent. Medical technology is in demand in its entire range from high-end X-ray or MRI devices to surgical instruments. Hospitals remain the main customers for medical-technology products, with the proportion of private institutions expected to increase to 30 per cent by 2020.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.camdi.org](http://www.camdi.org)



### OUTLINE DATA



Number of inhabitants (billion) **1.38** (2016)



Population increase (% p.a.) **0.6** (2016)



Average life expectancy at birth (years) **76.1** (2016)



Proportion of health expenditure to GDP (%) **6.0** (2015)



Doctors / 100,000 inhabitants **229** (2016)



Hospital beds / 100,000 inhabitants **540** (2016)

### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2015)

Market volume  
**37,000**

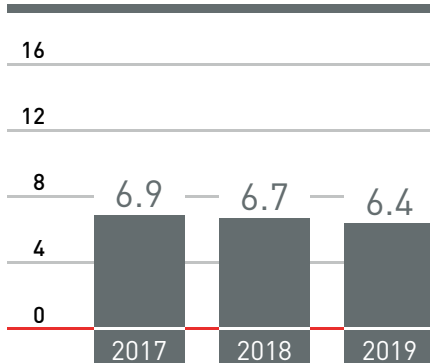
Import

**13,760**

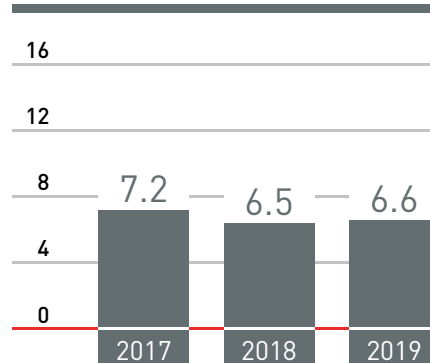
### KEY ECONOMIC DATA 2017 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)

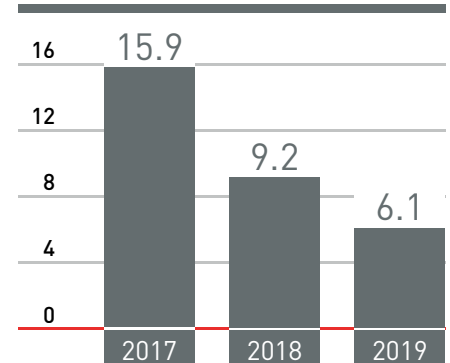
#### GDP



#### Gross capital investment



#### Import





Member of  MEDICAlliance

International Exhibition  
and Conference

5-7 MARCH 2020  
MUMBAI | INDIA

## GENERAL INFORMATION

	<b>Established</b>	1990
	<b>Organiser</b>	Messe Düsseldorf GmbH Messe Düsseldorf India Pvt. Ltd.
	<b>Project management</b>	Paolo Bonvecchio, Siddhartha Mishra
	<b>Contact</b>	Paolo Bonvecchio, BonvecchioP@messe-duesseldorf.de Phone: +49 211 4560 483 Siddhartha Mishra, MishraS@md-india.com Phone: +91 11 48550061
	<b>Staging cycle</b>	Biennial
	<b>Venue</b>	Bombay Convention & Exhibition Centre Mumbai, India
	<b>Website</b>	<a href="http://www.medicalfair-india.com">www.medicalfair-india.com</a>

## VISITOR TARGET GROUPS

- CEOs/GMs of hospitals/medical centres
- Medical directors
- Medical superintendents
- Hospital administrators
- GMs/HODs of purchase
- Technical and operations departments
- Security and emergency services
- Health and safety departments
- Officials from central public and health departments
- Biomedical engineers
- Construction and real estate
- Project management consultants
- Architects and planners
- Designers
- Directors of HR and nursing departments
- Deans of medical colleges/universities
- Heads of maintenance departments



## MAIN PRODUCT CATEGORIES

Medical technology	Pharmacy and dispensary equipment and furniture
Medical equipments	HVAC
Medical consumables/medical disposables	Hospital & clinical equipments
Hospital furniture	Rehabilitation
Surgical instruments	Components
Laboratory and analytical equipment and products	Services
Life sciences, biotechnology and diagnostics	Wireless health/mobile health
	Hospital infrastructure

## STATISTICS

	2014	2016	2018
<b>Total exhibitors</b>	443	512	537
Domestic	142	214	249
Foreign	301	298	288
Countries	18	16	19

	2014	2016	2018
<b>Total net exhibition area (m<sup>2</sup>)</b>	4,926	5,946	6,921

	2014	2016	2018
<b>Total visitors</b>	8,013	10,720	12,351

For further information, visit: [www.medicalfair-india.com](http://www.medicalfair-india.com)



Member of  MEDICAlliance

International Exhibition  
and Conference

21 – 23 FEBRUARY 2019  
NEW DELHI | INDIA

## GENERAL INFORMATION

	<b>Established</b>	1990
	<b>Organiser</b>	Messe Düsseldorf GmbH Messe Düsseldorf India Pvt. Ltd.
	<b>Project management</b>	Paolo Bonvecchio, Siddhartha Mishra
	<b>Contact</b>	Paolo Bonvecchio, BonvecchioP@messe-duesseldorf.de Phone: +49 211 4560 483 Siddhartha Mishra, MishraS@md-india.com Phone: +91 11 48550061
	<b>Staging cycle</b>	Biennial
	<b>Venue</b>	Pragati Maidan, New Delhi, India
	<b>Website</b>	<a href="http://www.medicalfair-india.com">www.medicalfair-india.com</a>

## VISITOR TARGET GROUPS

- CEOs/GMs of hospitals/medical centres
- Medical directors
- Medical superintendents
- Hospital administrators
- GMs/HODs of purchase
- Technical and operations departments
- Security and emergency services
- Health and safety departments
- Officials from central public and health departments
- Biomedical engineers
- Construction and real estate
- Project management consultants
- Architects and planners
- Designers
- Directors of HR and nursing departments
- Deans of medical colleges/universities
- Heads of maintenance departments



## MAIN PRODUCT CATEGORIES

Medical technology	Pharmacy and dispensary equipment and furniture
Medical equipments	HVAC
Medical consumables/ medical disposables	Hospital & clinical equipments
Hospital furniture	Rehabilitation
Surgical instruments	Components
Laboratory and analytical equipment and products	Services
Life sciences, biotechnology and diagnostics	Wireless health/mobile health
	Hospital infrastructure

## STATISTICS

	2013	2015	2017
<b>Total exhibitors</b>	410	447	519
Domestic	117	158	222
Foreign	293	289	297
Countries	21	18	18

	2013	2015	2017
<b>Total net exhibition area (m<sup>2</sup>)</b>	4,704	5,250	6,705

	2013	2015	2017
<b>Total visitors</b>	7,600	10,400	13,480

For further information, visit: [www.medicalfair-india.com](http://www.medicalfair-india.com)



# Economic data for India

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

India continues to be one of the most promising markets for medical technology worldwide. Strong economic growth as well as low inflation and interest rates will further accelerate the development of the sector. According to the market research company Business Monitor, the market volume for medical-technology products is expected to grow to around USD 5 billion by 2020. The industry is also benefiting from increasing medical tourism as well as the increasing importance of telemedicine and M-Health. The Indian medical-technology market’s high dependence on imports continues to offer the best opportunities for international manufacturers.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)

Further information: [www.aimedindia.com](http://www.aimedindia.com)

MEDICAL FAIR INDIA,  
NEW DELHI



### OUTLINE DATA



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)

### MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2015)

Market volume

**2,925**

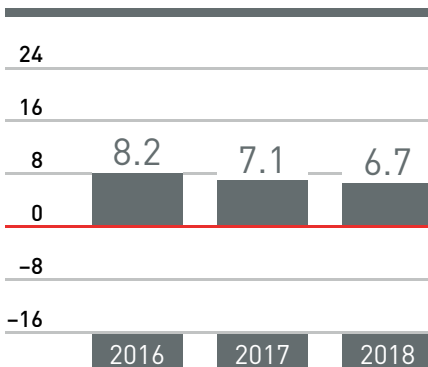
Import

**2,493**

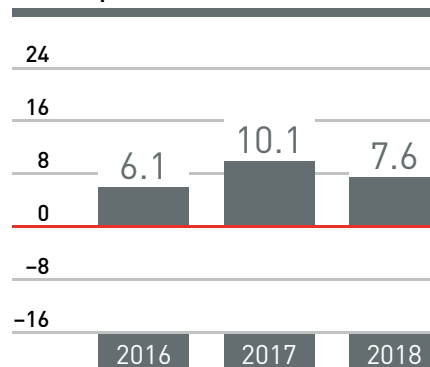
### KEY ECONOMIC DATA 2016 to 2018\*

Real change in % in comparison with previous year | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)

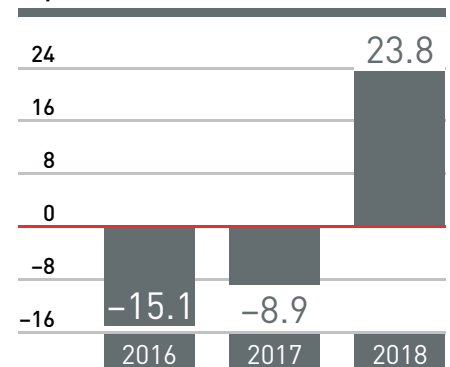
#### GDP



#### Gross capital investment



#### Import





Member of  **MEDICAlliance**

International Exhibition  
on Hospital, Diagnostic,  
Pharmaceutical, Medical  
& Rehabilitation Equipment  
& Supplies

11 – 13 SEPTEMBER 2019  
BANGKOK | THAILAND

## GENERAL INFORMATION

	<b>Established</b>	2003
	<b>Organiser</b>	Messe Düsseldorf Asia Pte. Ltd.
	<b>Project management</b>	Daphne Yeo
	<b>Contact</b>	Daphne Yeo, <a href="mailto:medicalfair-thailand@mda.com.sg">medicalfair-thailand@mda.com.sg</a> Phone: +65 6332 9620 Christian Bigge, <a href="mailto:BiggeC@messe-duesseldorf.de">BiggeC@messe-duesseldorf.de</a> Phone: +49 211 4560 573
	<b>Staging cycle</b>	Biennial
	<b>Venue</b>	Bangkok International Trade and Exhibition Centre Bangkok, Thailand
	<b>Website</b>	<a href="http://www.medicalfair-thailand.com">www.medicalfair-thailand.com</a>

## VISITOR TARGET GROUPS

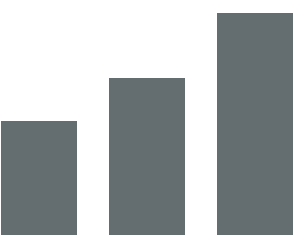
- Health ministry officials
- Hospital managers and employees
- Doctors (surgeries and hospital)
- Nursing officers
- Hospital technicians
- Biologists, biochemists, technicians
- Dispensing chemists, pharmacists
- Physiotherapists
- Rehabilitation organisations, nursing homes
- Organisations for the disabled
- Care services and self-help groups
- Visitors from industry and commerce



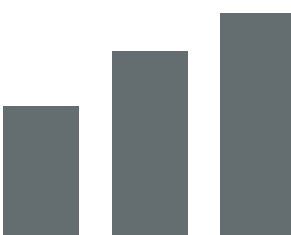
## MAIN PRODUCT CATEGORIES

Accident and emergency equipment	Fabrics/laundry
Building technology and services	Laboratory equipment
Catering and kitchen equipment	Medical furniture and equipment
Communication, IT and connected health	Medical consumables
Dental equipment and supplies	Ophthalmic supplies
Diagnostics	Pharmaceutical supplies
Disinfection and disposal systems	Rehabilitation equipment/orthopaedic supplies
Electromedical equipment/medical technology	Services and publication

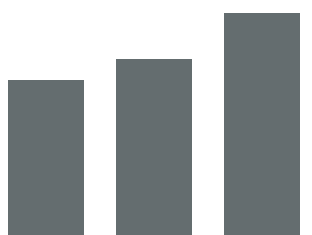
## STATISTICS



	2013	2015	2017
<b>Total exhibitors</b>	436	594	828
Domestic	62	61	72
Foreign	374	533	756
Countries	25	42	66



	2013	2015	2017
<b>Total net exhibition area (m²)</b>	3,678	5,175	6,209



	2013	2015	2017
<b>Total visitors</b>	6,396	7,226	9,026

For further information, visit: [www.medicalfair-thailand.com](http://www.medicalfair-thailand.com)

# Economic data for Thailand

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

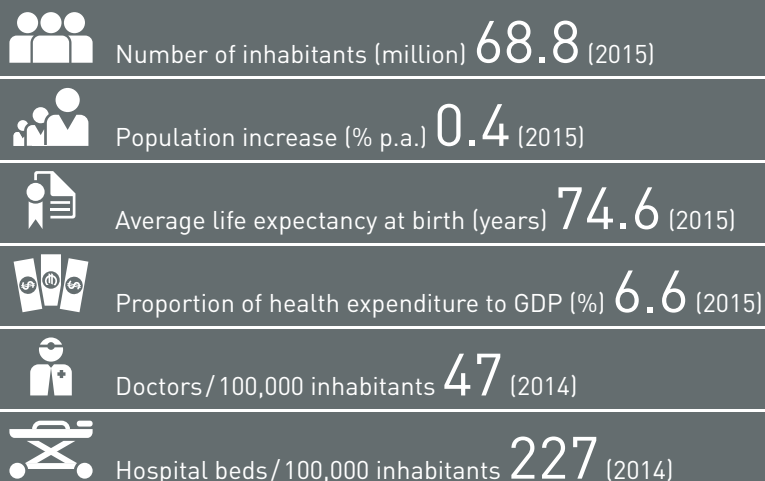
The sales market for medical technology in Thailand grew by around 9 per cent to just about USD 1.4 billion in 2017. Long-term forecasts are also predominantly positive, with annual growth rates of up to 10 per cent. The government supports the development with a strategic ten-year plan until 2025, which is intended to further strengthen Thailand’s importance as a hub for health and wellness in the ASEAN region. Even though the public sector accounts for the greater part of demand (around 55 per cent), in particular private clinics invest in modern technologies.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.thaimed.co.th](http://www.thaimed.co.th)

MEDICAL FAIR  
THAILAND



### OUTLINE DATA



### MARKET DATA FOR “MEDICAL TECHNOLOGY”

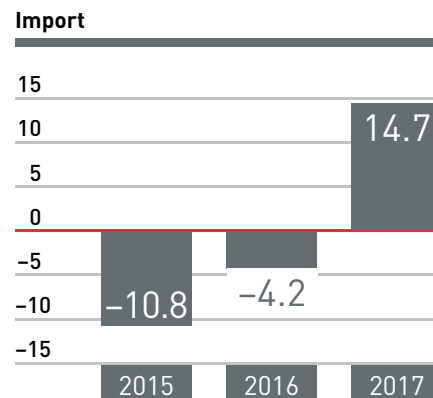
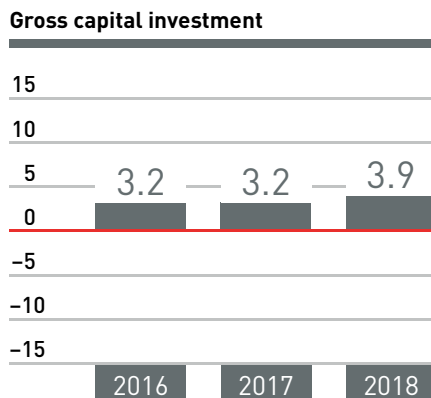
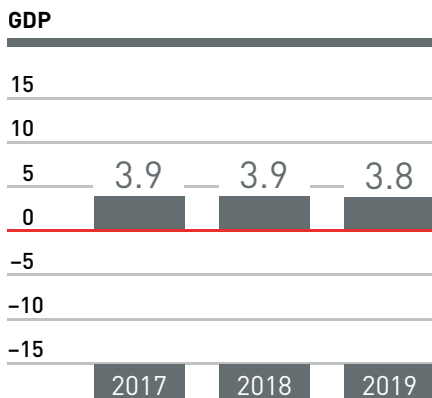
in US\$ millions (2017)

Market volume  
**1,375**

Import  
**1,157**

### KEY ECONOMIC DATA 2015 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)





Member of MEDICAlliance

Manufacturing Processes  
for Medical Technology  
Exhibition and Conference

9–11 SEPTEMBER 2020  
SINGAPORE

## GENERAL INFORMATION

<b>Established</b>	2012
<b>Organiser</b>	Messe Düsseldorf Asia Pte. Ltd.
<b>Project management</b>	Daphne Yeo
<b>Contact</b>	Daphne Yeo, <a href="mailto:mma@mda.com.sg">mma@mda.com.sg</a> Phone: +65 6332 9620 Christian Bigge, <a href="mailto:BiggeC@messe-duesseldorf.de">BiggeC@messe-duesseldorf.de</a> Phone: +49 211 4560 573
<b>Staging cycle</b>	Biennial
<b>Venue</b>	The Sands Expo & Convention Centre Marina Bay Sands, Singapore
<b>Co-located exhibition</b>	MEDICAL FAIR ASIA
<b>Website</b>	<a href="http://www.medmanufacturing-asia.com">www.medmanufacturing-asia.com</a>

## VISITOR TARGET GROUPS

- Design engineers
- Engineers and technicians for R&D and production departments
- Heads of research and development departments
- Medical technology exhibitors from MEDICAL FAIR ASIA
- Packaging specialists
- Process engineers
- Production managers
- Qualification and validation specialists
- Quality assurance/quality control managers
- Technical procurement managers
- Visitors from industry and commerce



## MAIN PRODUCT CATEGORIES

- |  |  |
|--|--|
| Adhesives  | Microsensors                                   |
| Assembly   | Microstructuring                               |
| Assembly, automation and production technology                         | Moulding equipment                             |
| Biocompatible materials  | Nanomaterials                                  |
| Clean room technology/equipment  | New materials                                  |
| Coating & functional surfaces  | Packaging                                      |
| Components   | Plastics and elastomers, resins/ raw materials |
| Contract manufacture, design, construction, research and redevelopment | Precision processing                           |
| Drug delivery  | Process technology                             |
| Engineering  | Quality management                             |
| Lab-on-a-chip  | Smart materials                                |
| Microactuators   | Sterilisation services                         |
| Microfluidics  | System partnerships                            |
|  | Testing equipment/services                     |

## STATISTICS

	2014	2016	2018
<b>Total exhibitors</b>	187	167	172
Domestic	89	65	53
Foreign	98	102	119
Countries	20	18	24

	2014	2016	2018
<b>Total net exhibition area (m<sup>2</sup>)</b>	1,183	1,100	1,058

	2014	2016	2018
<b>Total visitors</b>	6,218	5,420	6,062

For further information, visit: [www.medmanufacturing-asia.com](http://www.medmanufacturing-asia.com)

# Economic data for Singapore

## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The highly developed and largely saturated market for medical technology in Singapore should continue to expand in the medium term, with rates in the double digits in some cases. It is primarily public hospital projects that are ensuring sustained growth. The RMI Research Group expects annual growth of 11 per cent by 2020 and a market volume of around USD 858 million. The bulk of medical technology is imported, so that there are still excellent opportunities for international manufacturers.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.smfederation.org.sg](http://www.smfederation.org.sg)

MEDICAL MANUFACTURING ASIA  
MEDICAL FAIR ASIA



### OUTLINE DATA

	Number of inhabitants (million)	5.5 (2015)
	Population increase (% p.a.)	1.2 (2015)
	Average life expectancy at birth (years)	83 (2015)
	Proportion of health expenditure to GDP (%)	4.9 (2014)
	Doctors/100,000 inhabitants	225 (2015)
	Hospital beds/100,000 inhabitants	244 (2015)

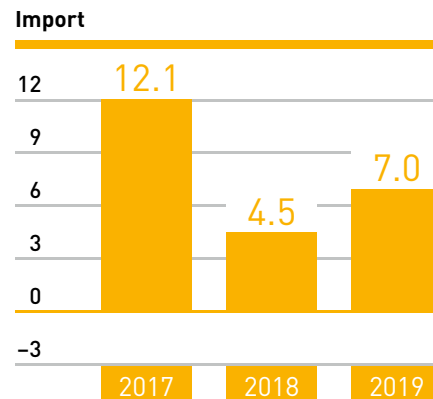
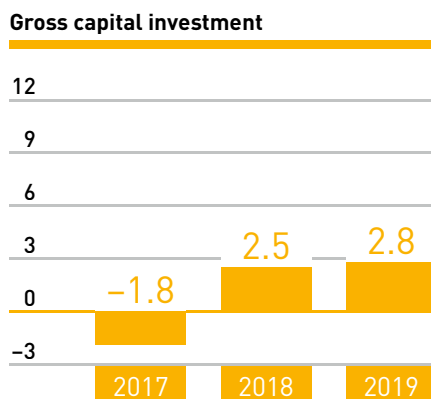
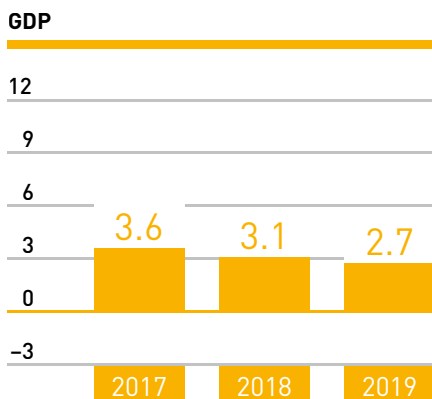
### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2015)



### KEY ECONOMIC DATA 2017 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)












Member of  MEDICAlliance

International Health Fair

2020

BOGOTÁ | COLOMBIA

## GENERAL INFORMATION

	<b>Established</b>	2008
	<b>Organiser</b>	The International Business and Exhibition Center of Bogotá – CORFERIAS and Messe Düsseldorf North America
	<b>Project management</b>	Ana Linda Garibello, Diego Laverde Gutierrez
	<b>Contact</b>	Ryan Klemm, rklemm@mdna.com Phone: +1 312 621-5832 Vanessa Klein, KleinV@messe-duesseldorf.de Phone: +49 211 4560 489
	<b>Staging cycle</b>	Biennial
	<b>Venue</b>	CORFERIAS – Bogotá International Business and Exhibitions Center
	<b>Website</b>	<a href="http://www.feriameditech.com">www.feriameditech.com</a>

## VISITOR TARGET GROUPS

- General managers, directors, CFOs, administrative managers, hospital and clinic purchasing managers and industry organisations
- Health professionals: doctors, specialists, physicians, nurses, physiotherapists and orthodontists
- Guild officials, universities, associations, government and nongovernmental organisations
- Specialised media
- International buyers: Latin America



## MAIN PRODUCT CATEGORIES

Medical equipment, surgical, orthopedic, rehabilitation and physiotherapy

Clinical laboratories, supplies and endowment

Architecture, hospital construction and furniture

Software, IT and services related to the industry

Waste management and clean technologies

Academy, hospital management consulting and specialized publications

Medical institutions

Governmental entities, guilds that support the sector and scientific societies

Pharmaceutical laboratories

## STATISTICS

Total exhibitors

**252**

Domestic 156

Foreign 96

Countries 15

Total net exhibition area (m<sup>2</sup>)

**5,312**

Professional Visitors

**10,196**

For further information, visit: [www.feriameditech.com](http://www.feriameditech.com)

# Economic data for Colombia

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

With a market volume of USD 1.2 billion (2016), Colombia’s medical-technology market is the fourth-largest in Latin America. Demand for medical technology is currently sluggish due to the weaker economic situation, however, according to forecasts, it is expected to increase significantly to USD 1.7 billion by 2020. There is a great need for modernisation, especially in public hospitals and in the expansion of the medical infrastructure in rural areas. The growing population, due in part to immigration from Venezuela, will also drive sales. Due to low domestic production, Colombia is dependent on foreign supplies, which, however, suffer greatly due to the loss in value of the peso. 87 per cent of the demand is imported from abroad, above all high-tech equipment.

Source: Germany Trade & Invest, [www.gtai.com](http://www.gtai.com)  
Further information: [www.minsalud.gov.co](http://www.minsalud.gov.co)

MEDITECH



### OUTLINE DATA



Number of inhabitants (million) **49.3** (2017)



Population increase (% p.a.) **1.0** (2016)



Average life expectancy at birth (years) **74.2** (2015)



Proportion of health expenditure to GDP (%) **7.2** (2014)



Doctors / 100,000 inhabitants **150** (2010)



Hospital beds / 100,000 inhabitants **150** (2012)

### MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2016)

Market volume

**1,197**

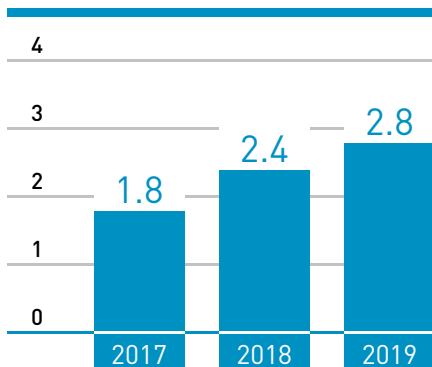
Import

**1,106**

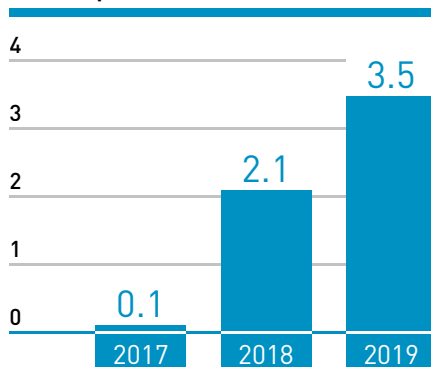
### KEY ECONOMIC DATA 2017 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast; Source: Germany Trade & Invest, [www.gtai.com](http://www.gtai.com)

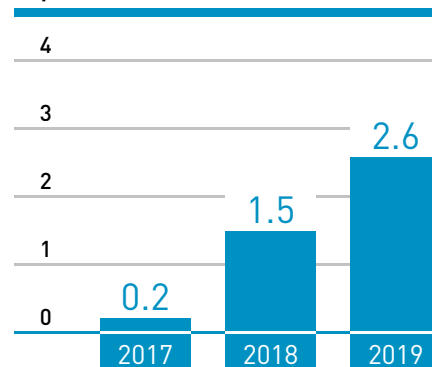
#### GDP



#### Gross capital investment



#### Import





Member of MEDICAlliance

International Event of  
Solutions, Products,  
Services, Technology,  
Innovation and Equipment  
for the Healthcare Sector

21 – 24 MAY 2019  
SÃO PAULO | BRAZIL

## GENERAL INFORMATION

	<b>Established</b>	1994
	<b>Organiser</b>	UBM Brazil
	<b>Project management</b>	Marcelo Gaspar
	<b>Contact</b>	Marcelo Gaspar, international@hospitalar.com.br Phone: +55 11 4878 5989 Udo Wiemann, WiemannU@messe-duesseldorf.de Phone: +49 211 4560 7756
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Expo Center Norte, São Paulo, Brazil
	<b>Website</b>	www.hospitalar.com

## VISITOR TARGET GROUPS

- Hospitals, healthcare establishments, medical clinics and laboratories
- Distributors, representatives, importers, exporters
- Nursing
- Medical doctors
- Manufacturers
- Medical product stores and pharmacies
- Hospital engineering and architecture



## MAIN PRODUCT CATEGORIES

Hospital equipment	Uniforms, linens and towels
Medical technology	Laundry
Laboratory equipment	Meals and catering
Emergencies and transportation	Surgical centres
Orthopaedics and physiotherapy	Medical consumables
Medications and hospital pharmacies	Infirmaries and monitoring
Informatics and communications	Traumatology and post-operative recuperation
Projects, installations and constructions	Home healthcare
Hospitality and furniture	Specialised medical literature

## STATISTICS

	2016	2017	2018
<b>Total exhibitors</b>	1,250	1,200	1,200
Domestic	743	720	708
Foreign	507	480	492
Countries	38	36	54

	2016	2017	2018
<b>Total net exhibition area (m²)</b>	32,000	30,000	30,000

	2016	2017	2018
<b>Total visitors</b>	90,000	90,000	85,581

For further information, visit: [www.hospitalar.com](http://www.hospitalar.com)



# Economic data for Brazil

## FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

Brazil's market for medical technology is likely to have passed its low point. Although public spending on the health sector is still stagnating due to the economic situation, the private sector is gradually increasing its investments again. According to the Brazilian industry association Abimed, demand for medical technology and imports are expected to increase slightly again this year, as the market for private clinics and hospitals in particular is consolidating. The market for medical technology in Brazil reached a volume of USD 5.7 billion in 2017 (2016: USD 5.4 billion).

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.abimo.org.br](http://www.abimo.org.br)



## MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2017)

Market volume  
**5,705**

Import  
**2,221**

### OUTLINE DATA



Number of inhabitants (million) **207.7** (2017)



Population increase (% p.a.) **0.7** (2017)



Average life expectancy at birth (years) **75.8** (2016)



Proportion of health expenditure to GDP (%) **9.1** (2015)



Doctors / 100,000 inhabitants **232** (2017)

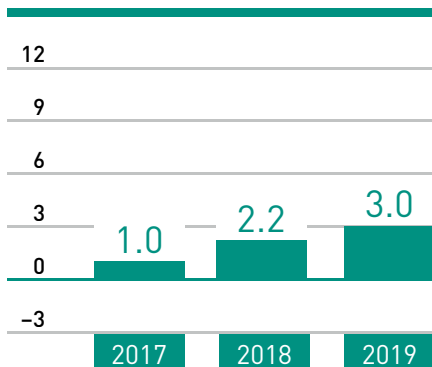


Hospital beds / 100,000 inhabitants **237** (2017)

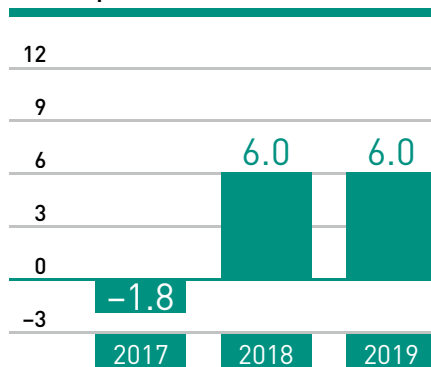
## KEY ECONOMIC DATA 2017 to 2019\*

Real change in % in comparison with previous year | \*2018 and 2019: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)

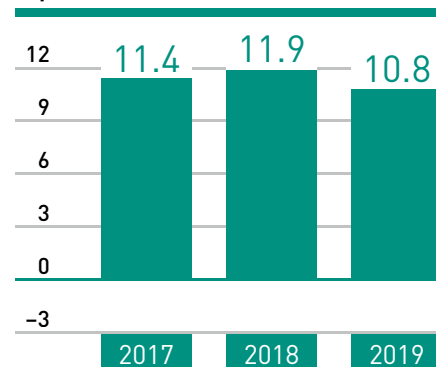
### GDP



### Gross capital investment



### Import












Member of  **MEDICAlliance**

**International Exhibition  
for Healthcare,  
Medical Engineering  
and Pharmaceuticals**

**3-7 DECEMBER 2018  
MOSCOW | RUSSIA**

## GENERAL INFORMATION

	<b>Established</b>	1974
	<b>Organiser</b>	Expocentre
	<b>Project management</b>	Dietmar Terviel
	<b>Contact</b>	Dietmar Terviel, TervielD@messe-duesseldorf.de Phone: +49 211 4560 7734
	<b>Staging cycle</b>	Annual
	<b>Venue</b>	Expocentre
	<b>Website</b>	<a href="http://www.zdravo-expo.ru/en">www.zdravo-expo.ru/en</a>

## VISITOR TARGET GROUPS

- General practitioners
- Health ministry officials
- Hospital doctors/nursing staff
- Hospital managers
- Medical trade
- Medical industry
- Pharmacists
- Physiotherapists
- Public institutions



## MAIN PRODUCT CATEGORIES

Medical instrumentation, equipment and diagnostics  
 Primary healthcare  
 Laboratory medicine (test systems, laboratory equipment, laboratory diagnostics, laboratory furniture)  
 Medical consumables, suture materials, medical clothing, products for patient care and hygiene products  
 Design and facilities for hospitals, physicians' rooms, health and spa centres, sanitation, disinfection and sterilisation equipment, sterile products' storage  
 Medical furniture  
 High medical technologies for cardiology, transplantology, neurosurgery, reproductive medicine, nanotechnologies

Advanced information technologies in medicine  
 Maternal and child health, modern medical technologies  
 Dentistry  
 Insurance medicine, individual healthcare programmes, patient care medical services  
 Medical research institutes, medical schools and departments, postgraduate medical education, medical literature, medical e-magazines  
 Medical treatment abroad  
 Exhibition "Healthy Lifestyle": rehabilitation and sports medicine, spa technology, -equipment, -supplies, fitness centres, health nutrition products, balneology

## STATISTICS

	2015	2016	2017
<b>Total exhibitors</b>	724	691	996
Domestic	454	467	664
Foreign	270	224	332
Countries	33	30	42

	2015	2016	2017
<b>Total net exhibition area (m<sup>2</sup>)</b>	12,019	10,853	15,147

	2015	2016	2017
<b>Total visitors</b>	23,260	19,753	27,315

For further information, visit: [www.zdravo-expo.ru/en](http://www.zdravo-expo.ru/en)

# Economic data for Russia

## FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

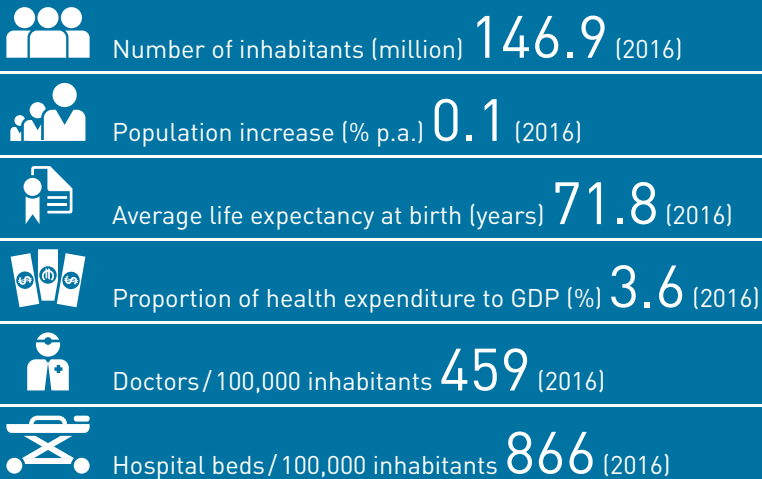
After the weak past few years, demand for medical technology in Russia is picking up again. The industry is benefiting from increasing investments in the health sector. More than EUR 40 billion will be invested in new clinics and other medical equipment this year. Analysts of the management consultancy KPMG even expect public spending of around EUR 48 billion this year (+10 per cent compared to 2017), which corresponds to a share of around 3.6 per cent of the GDP. The government wants to tighten import substitution in medical technology, which should make market access more difficult for international companies. The private health sector and telemedicine offer new and promising business opportunities.

Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)  
Further information: [www.medprom.ru](http://www.medprom.ru)

ZDRAVOOKHRANENIYE  
INTEGRATION



### OUTLINE DATA



Source: Statistisches Bundesamt

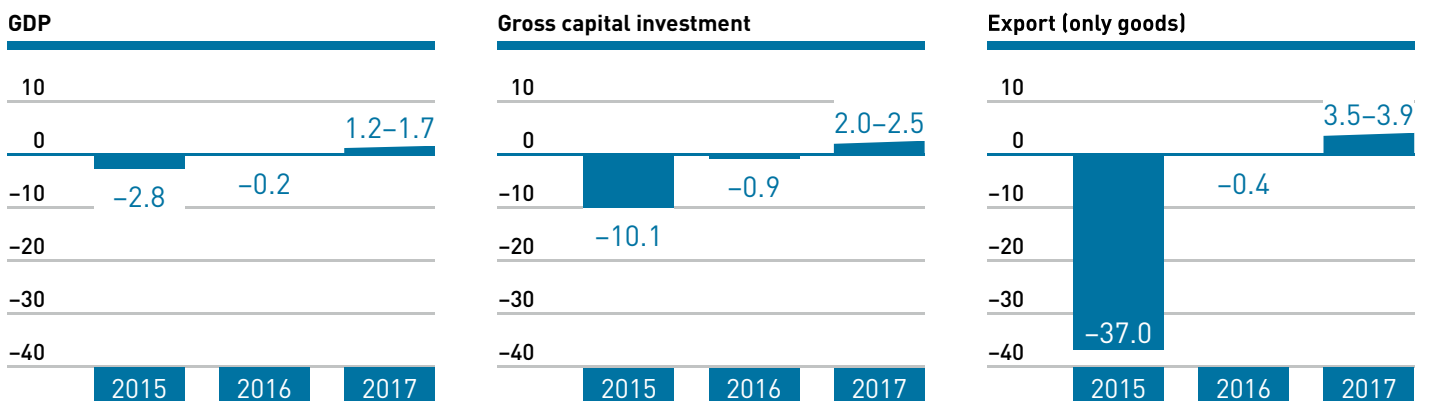
### MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2016)



### KEY ECONOMIC DATA 2015 to 2017\*

Real change in % in comparison with previous year | \*2016 and 2017: Forecast | Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)





**MEDICAlliance**

## WHERE HEALTHCARE IS GOING

**MEDICA DÜSSELDORF 18 – 21 November 2019**

**COMPAMED DÜSSELDORF 18 – 21 November 2019**

**REHACARE DÜSSELDORF 18 – 21 September 2019**

**INTEGRATION MOSCOW 19 – 21 June 2019**

**MEDICAL FAIR ASIA SINGAPORE 9 – 11 September 2020**

**MEDICAL FAIR CHINA SUZHOU 5 – 7 September 2019**

**MEDICAL FAIR INDIA MUMBAI 5 – 7 March 2020**

**MEDICAL FAIR INDIA NEW DELHI 21 – 23 February 2019**

**MEDICAL FAIR THAILAND BANGKOK 11 – 13 September 2019**

**MEDICAL MANUFACTURING ASIA SINGAPORE 9 – 11 September 2020**

**MEDITECH BOGOTÁ 2020**

Strategic Co-operations:

**HOSPITALAR SÃO PAULO 21 – 24 May 2019**

**ZDRAVOOKHRANENIYE MOSCOW 3 – 7 December 2018**

JOIN MORE  
THAN 400 000  
MEDICAL EXPERTS  
AT OUR TRADE FAIRS  
WORLDWIDE

[www.medicalliance.global](http://www.medicalliance.global)

Messe Düsseldorf GmbH  
Postfach 101006 \_ 40001 Düsseldorf \_ Germany  
Tel. +49 211 4560-01 \_ Fax +49 211 4560-668  
[www.messe-duesseldorf.de](http://www.messe-duesseldorf.de)

  
Messe  
Düsseldorf