



MEDICAlliance

KEY FACTS AND ECONOMIC DATA

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

MEDICAL WORLD AMERICAS HOUSTON

Strategic Co-operations:

HOSPITALAR SÃO PAULO

MEDITECH BOGOTÁ

ZDRAVOOKHRANENIYE MOSCOW

www.medicalliance.global

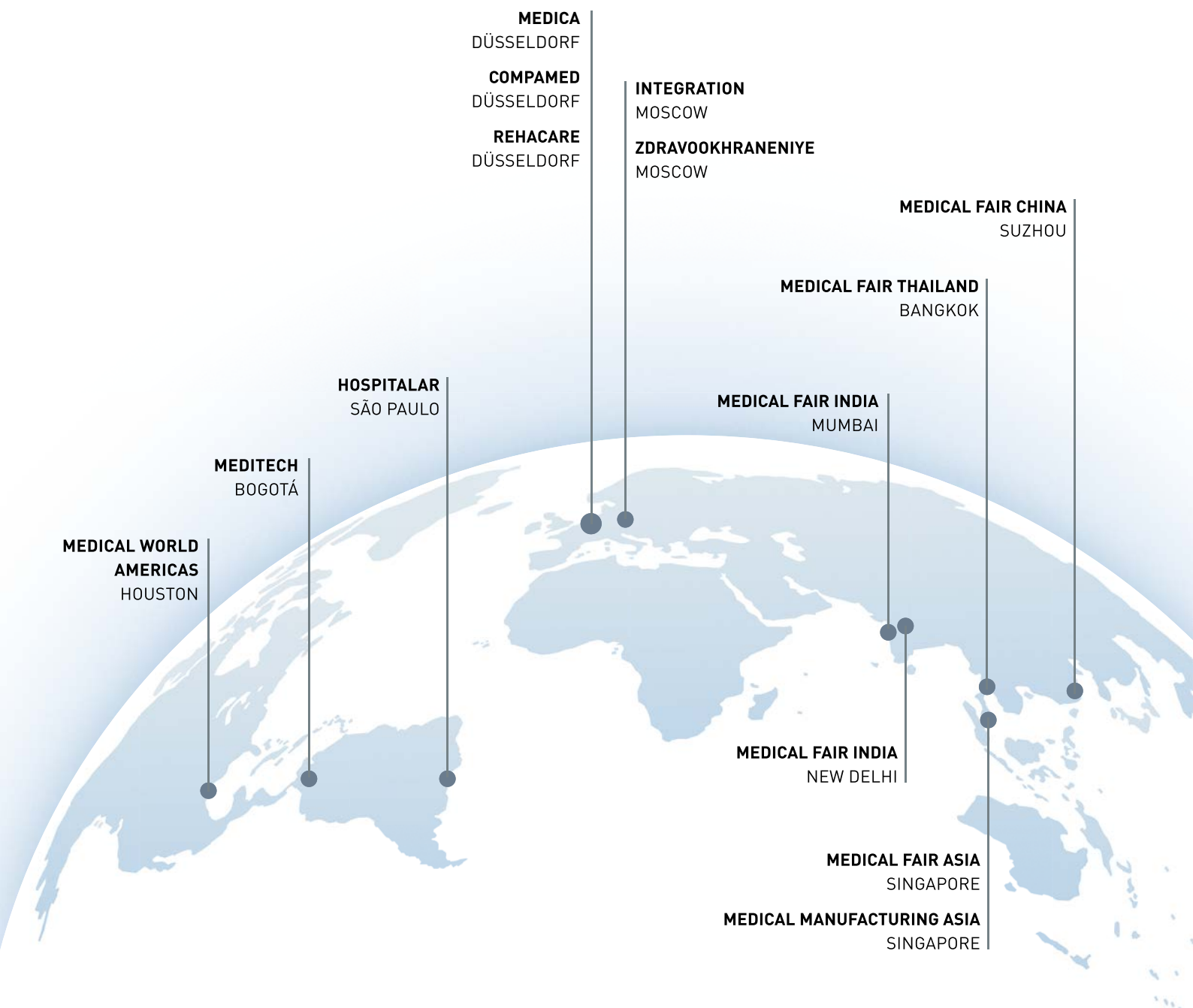


Messe
Düsseldorf

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, Houston, Moscow, Mumbai, New Delhi, São Paulo, Suzhou and Singapore!



WHERE HEALTHCARE IS GOING











Member of  **MEDICAlliance**

WORLD FORUM FOR MEDICINE

12 – 15 NOVEMBER 2018
DÜSSELDORF | GERMANY

GENERAL INFORMATION

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

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
Total exhibitors	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
Total net exhibition area (m²)	116,738	115,004	114,381

	2015	2016	2017
Total visitors	130,123	127,781	123,500

For further information, visit: www.medica-tradefair.com

Economic data for Germany

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the assessment of the industrial association SPECTARIS, the German medical-technology industry will be able to continue its growth course in 2017 as well, and it thus makes an important contribution to the achievement of Germany's economic policy objectives. The association reckons with an increase in turnover of at least 4 per cent for the current year; in 2016, a turnover exceeding 28 billion euros was achieved, almost two thirds thereof abroad. Experts expect an average annual increase in the global market for medical technology by about 6 per cent until 2025 – the German manufacturers, as the third-largest producer of medical technology worldwide, will at least grow as fast as the market according to SPECTARIS. The demographic development, the still increasing importance of health as an asset, as well as an increased demand in particular from the emerging markets will remain the most important market drivers. Individualised medicine and the digitisation of the healthcare system continue to produce a positive climate in the industry.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
SPECTARIS, press release from 16 March 2017
Further information: www.zvei.de | www.spectaris.de | www.bvmed.de



MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2016**)

Market volume

29,190

Export

18,610

**Forecast; Source: SPECTARIS e. V.

OUTLINE DATA



Number of inhabitants (million) **82.7** (2016)



Population increase (% p.a.) **-0.2** (2016)



Average life expectancy at birth (years) **80.5** (2014)



Proportion of health expenditure to GDP (%) **11.3** (2015)



Doctors/100,000 inhabitants **413** (2015)



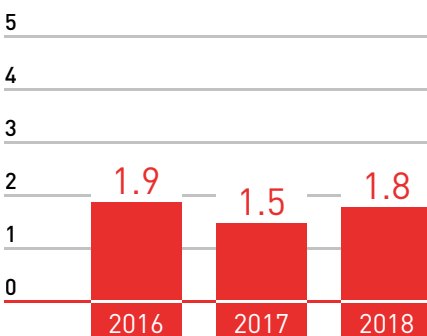
Hospital beds/100,000 inhabitants **611** (2015)

Source: Statistisches Bundesamt

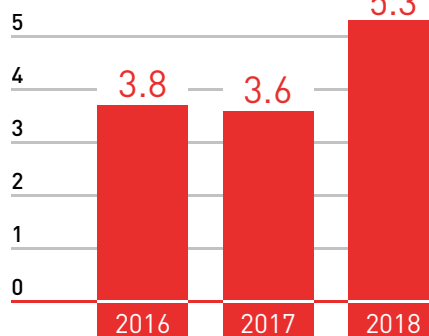
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast; Sources: Germany Trade & Invest, www.gtai.com

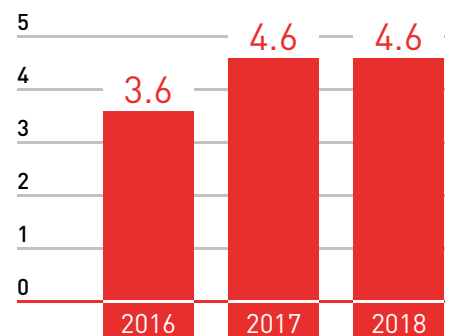
GDP



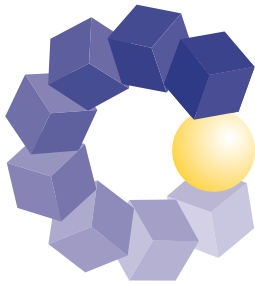
Gross capital investment



Export (only goods)



COMPAMED



Member of  MEDICAlliance

HIGH-TECH SOLUTIONS
FOR MEDICAL TECHNOLOGY

12 – 15 NOVEMBER 2018
DÜSSELDORF | GERMANY

GENERAL INFORMATION

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

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
Total exhibitors	773	774	783
Domestic	255	255	243
Foreign	518	519	540
Countries	37	37	37

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

	2015	2016	2017
Total visitors	18,800	19,000	20,000

For further information, visit: www.compamed-tradefair.com

Economic data for Germany

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the assessment of the industrial association SPECTARIS, the German medical-technology industry will be able to continue its growth course in 2017 as well, and it thus makes an important contribution to the achievement of Germany's economic policy objectives. The association reckons with an increase in turnover of at least 4 per cent for the current year; in 2016, a turnover exceeding 28 billion euros was achieved, almost two thirds thereof abroad. Experts expect an average annual increase in the global market for medical technology by about 6 per cent until 2025 – the German manufacturers, as the third-largest producer of medical technology worldwide, will at least grow as fast as the market according to SPECTARIS. The demographic development, the still increasing importance of health as an asset, as well as an increased demand in particular from the emerging markets will remain the most important market drivers. Individualised medicine and the digitisation of the healthcare system continue to produce a positive climate in the industry.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology) SPECTARIS, press release from 16 March 2017
Further information: www.zvei.de | www.spectaris.de | www.bvmed.de



OUTLINE DATA



Number of inhabitants (million) **82.7** (2016)



Population increase (% p.a.) **-0.2** (2016)



Average life expectancy at birth (years) **80.5** (2014)



Proportion of health expenditure to GDP (%) **11.3** (2015)



Doctors / 100,000 inhabitants **413** (2015)



Hospital beds / 100,000 inhabitants **611** (2015)

Source: Statistisches Bundesamt

MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2016**)

Market volume

29,190

Export

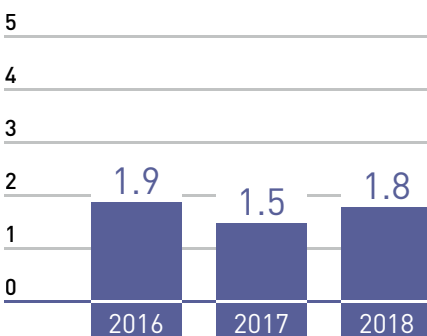
18,610

**Forecast; Source: SPECTARIS e. V.

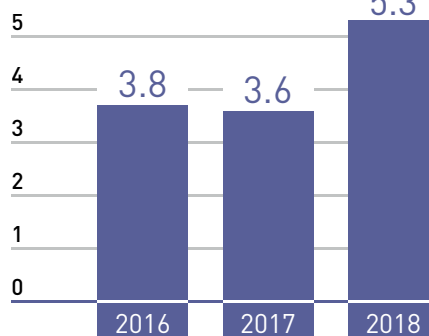
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast; Sources: Germany Trade & Invest, www.gtai.com

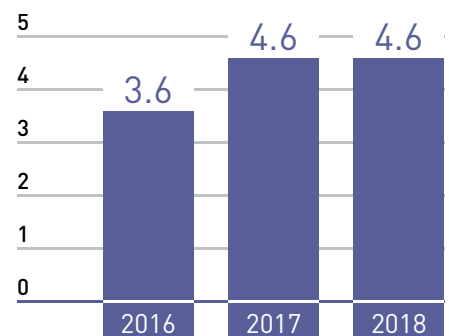
GDP



Gross capital investment



Export (only goods)





Member of  MEDICAlliance

International Trade Fair for Rehabilitation and Care

26 – 29 SEPTEMBER 2018
DÜSSELDORF | GERMANY

GENERAL INFORMATION

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

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
Total exhibitors	758	915	784
Domestic	363	454	357
Foreign	395	461	427
Countries	38	36	37

	2015	2016	2017
Total net exhibition area (m²)	19,849	32,092	20,501

	2015	2016	2017
Total visitors	39,000	49,300	38,981

For further information, visit: www.rehacare.com

Economic data for Germany

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the assessment of the industrial association SPECTARIS, the German medical-technology industry will be able to continue its growth course in 2017 as well, and it thus makes an important contribution to the achievement of Germany's economic policy objectives. The association reckons with an increase in turnover of at least 4 per cent for the current year; in 2016, a turnover exceeding 28 billion euros was achieved, almost two thirds thereof abroad. Experts expect an average annual increase in the global market for medical technology by about 6 per cent until 2025 – the German manufacturers, as the third-largest producer of medical technology worldwide, will at least grow as fast as the market according to SPECTARIS. The demographic development, the still increasing importance of health as an asset, as well as an increased demand in particular from the emerging markets will remain the most important market drivers. Individualised medicine and the digitisation of the healthcare system continue to produce a positive climate in the industry.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
SPECTARIS, press release from 16 March 2017
Further information: www.zvei.de | www.spectaris.de | www.bvmed.de



OUTLINE DATA



Number of inhabitants (million) **82.7** (2016)



Population increase (% p.a.) **-0.2** (2016)



Average life expectancy at birth (years) **80.5** (2014)



Proportion of health expenditure to GDP (%) **11.3** (2015)



Doctors / 100,000 inhabitants **413** (2015)



Hospital beds / 100,000 inhabitants **611** (2015)

Source: Statistisches Bundesamt

MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2016**)

Market volume

29,190

Export

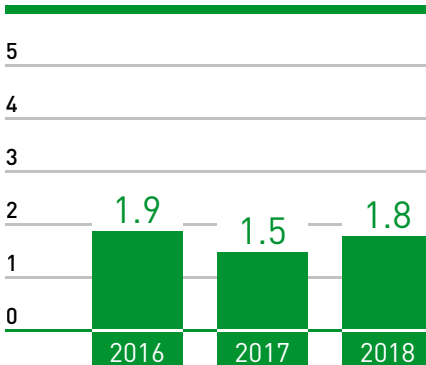
18,610

**Forecast; Source: SPECTARIS e. V.

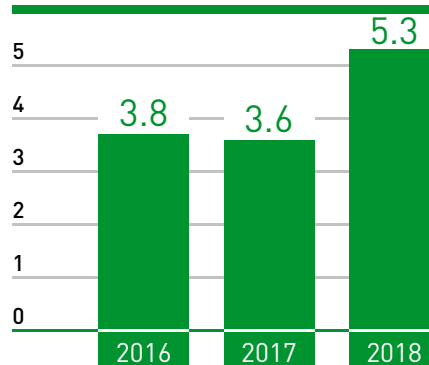
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast; Sources: Germany Trade & Invest, www.gtai.com

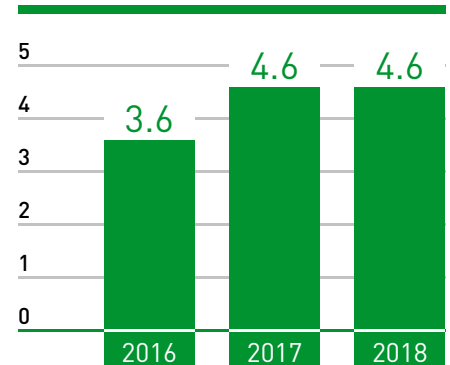
GDP



Gross capital investment



Export (only goods)





Member of MEDICAlliance

Rehabilitation Equipment +
Technologies

JUNE 2019
MOSCOW | RUSSIA

GENERAL INFORMATION

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

VISITOR TARGET GROUPS

- Business community
- Businessmen
- Dealers
- Federal and regional state authorities
- Mass media
- Medical experts
- Non-commercial organisations
- People with disabilities, patients
- Physiotherapists
- Responsible persons for procurement of equipment for healthcare facilities, rehabilitation centres, clinics
- Science community
- State institutions and enterprises



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
- Personal hygiene products
- Physical training, physiotherapy and occupational therapy
- Technical means and technologies for rehabilitation
- Travel, leisure, sports and recreation

STATISTICS

	2014	2015	2017
Total exhibitors	135	172	129
Domestic	115	164	102
Foreign	20	8	27
Countries	7	5	9

	2014	2015	2017
Total net exhibition area (m²)	1,430	750	1,164

	2014	2015	2017
Total visitors	3,705	4,016	2,350

For further information, visit: www.integration.ru

Economic data for Russia

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The Russian market for medical technology remains difficult at the moment, given the current economic situation. Due to the drop in tax revenues, the state invests less in medical technology and the rouble devaluation makes necessary imports more expensive. The savings particularly concern high-tech medicine. A large part of the existing medical-technology products should urgently be replaced and/or overhauled. However, based on the looming budgetary situation, it becomes clear that no modernisation on a larger scale will occur in the short term.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.medprom.ru

INTEGRATION
ZDRAVOOKHRANENIYE



OUTLINE DATA

	Number of inhabitants (million)	146.5 (2016)
	Population increase (% p.a.)	0.1 (2016)
	Average life expectancy at birth (years)	71.6 (2015)
	Proportion of health expenditure to GDP (%)	2.6 (2016)
	Doctors/100,000 inhabitants	485 (2014)
	Hospital beds/100,000 inhabitants	866 (2014)

Source: Statistisches Bundesamt

MARKET DATA FOR "MEDICAL TECHNOLOGY"

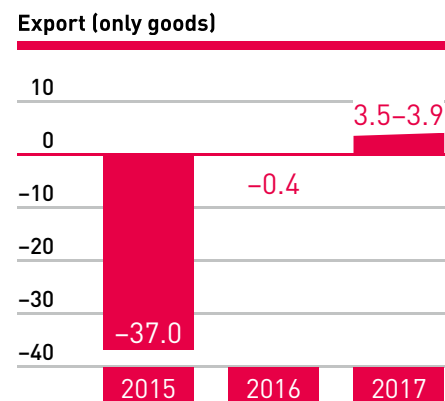
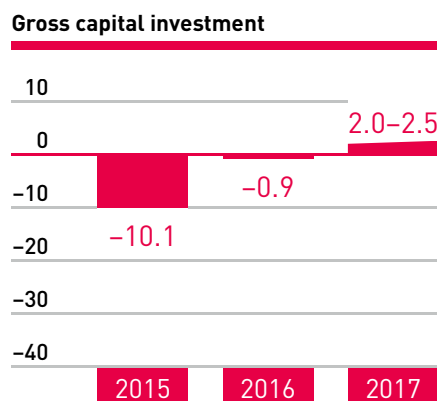
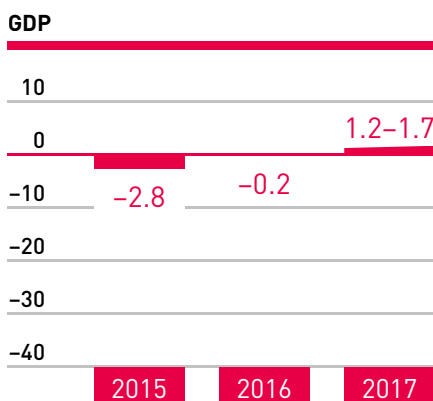
in US\$ millions (2015)

Market volume**	3,578
Import	2,629

**Calculation: Local production + import - export
(deviations caused by rounding)

KEY ECONOMIC DATA 2015 to 2017*

Real change in % in comparison with previous year | *2016 and 2017: Forecast













Member of  **MEDICAlliance**

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

29 – 31 AUGUST 2018
SINGAPORE

GENERAL INFORMATION

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

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

	2012	2014	2016
Total exhibitors	530	687	827
Domestic	65	101	93
Foreign	465	586	734
Countries	31	38	40

	2012	2014	2016
Total net exhibition area (m²)	4,620	5,494	6,473

	2012	2014	2016
Total visitors	8,861	10,504	12,107

For further information, visit: www.medicalfair-asia.com

Economic data for Singapore

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"







Singapore is considered to be an example for the entire region in regard to its highly developed health system. The demanding market for medical technology will be expanding in the medium term as well and is expected to reach a volume of 858 million US dollars by 2020 – and thus annual growth rates of 11 per cent on average. The state will remain the largest and most dynamic customer since public hospital projects account for approximately 70 per cent of the market for medical technology. There is a particularly high demand for high-quality and innovative medical technology, which for a large part is still satisfied through imports.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.smfederation.org.sg

MEDICAL FAIR ASIA
MEDICAL MANUFACTURING ASIA



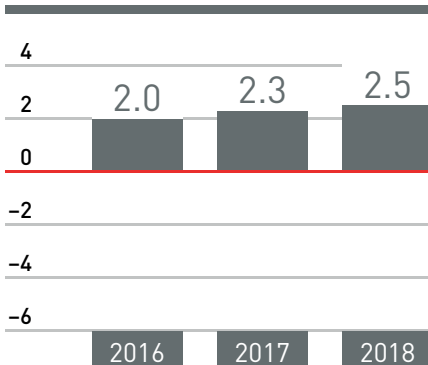
OUTLINE DATA

	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)

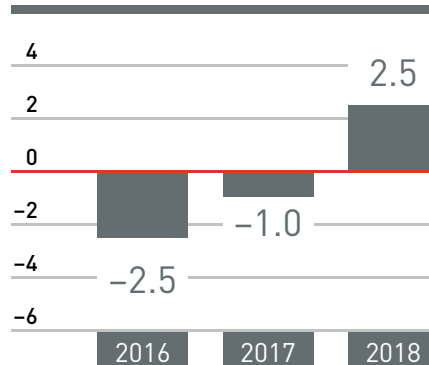
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

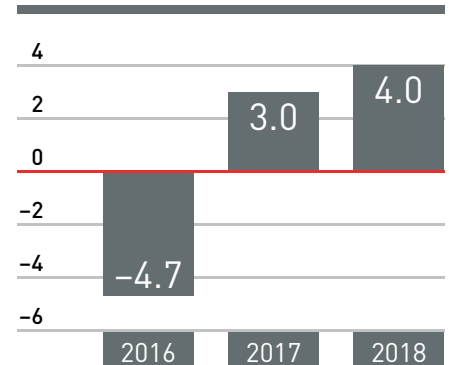
GDP



Gross capital investment



Import





Member of  MEDICAlliance

Collocated with China
Medical Innovation Forum

6-8 SEPTEMBER 2018
SUZHOU | CHINA

GENERAL INFORMATION

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

ANALYSIS OF DELEGATES

- CEO/president/owner/partner
- Director-business development/product/technical/marketing
- Purchasing manager in hospitals and clinics
- Doctor/professor/analyst/researcher/engineer
- Manager-project/customer/marketing/product
- Specialist/assistant
- Others



Along with the continuous development of economy and people's ever-increasing concern about health, China's medical device industry is maintaining a rapid growth in recent years. Also there has been an intensive introduction of regulations and policies by the central government, the State Council and the regulators, supporting innovation in the medical device industry. China Medical Innovation Forum, collocated with Medical Fair China, was born in response to this market trend, aiming to promote the innovation and development of the industry with an international vision, as well as inspire the growing exchange and cooperation among hospitals, clinics, R&D institutions, enterprises and the exhibition service industry.

The year of 2016 witnessed the successful debut of the Forum. More than 350 attendees, including 50 researchers, doctors, experts and representatives from the medical device innovation service sectors were in attendance, discussing new approaches to industry innovation and services, as well as sharing valuable insights on innovative achievements, transformation and cooperation.

In 2017, the second edition of the Forum concluded successfully. More than 40 top speakers delivered keynote speeches during the Forum, among which 18 speakers are from overseas countries, attracting 1,268 attendees. The new exhibition zone featured more than 30 companies and was well received by visitors.

For further information, visit: www.medicalfair.cn

Economic data for People's Republic of China

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

China's race to catch up in the healthcare sector is enormous, so that the market for medical technology in China is continuing to develop very dynamically. With sustained growth, it could even take second place in the world – right behind the USA. At the same time, the government relies on the promotion of a strong domestic medical-technology industry, because now the import quota still lies between 80 and 90 per cent in some segments. In demand is the full range of medical technology from high-end X-ray or MRT devices right up to surgical instruments. The main customers of medical-technology products remain to be hospitals, whereby the share of private institutions should increase to 30 per cent by 2020.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.camdi.org

MEDICAL FAIR
CHINA



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**

36,979

Import

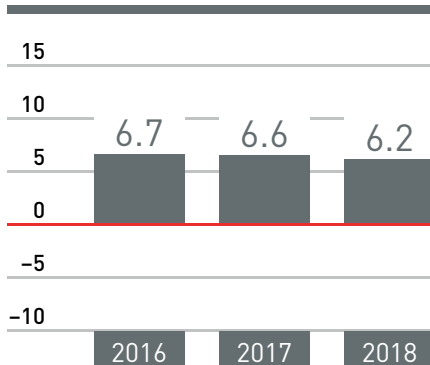
8,169

**Calculation:
turnover of local producers + import – export

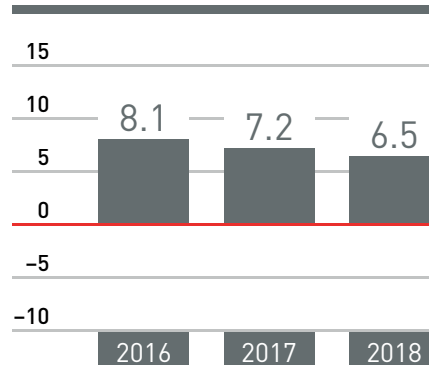
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

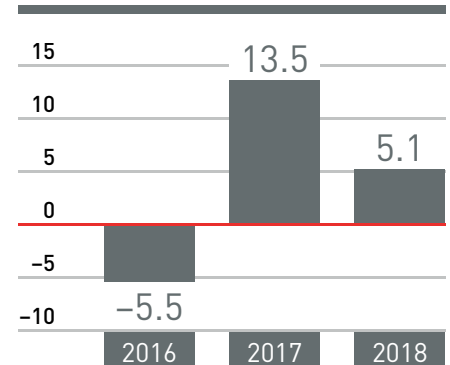
GDP



Gross capital investment



Import





Member of  MEDICAlliance

International Exhibition
and Conference

5-7 MARCH 2020
MUMBAI | INDIA

GENERAL INFORMATION

	Established	1990
	Organiser	Messe Düsseldorf GmbH Messe Düsseldorf India Pvt. Ltd.
	Project management	Paolo Bonvecchio, Love Bhardwaj
	Contact	Paolo Bonvecchio, BonvecchioP@messe-duesseldorf.de Phone: +49 211 4560 483 Love Bhardwaj, BhardwajL@md-india.com Phone: +91 11 48 55 00 61
	Staging cycle	Biennial
	Venue	Bombay Convention & Exhibition Centre Mumbai, India
	Website	www.medicalfair-india.com

VISITOR TARGET GROUPS

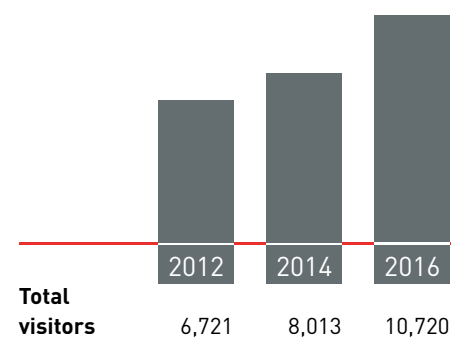
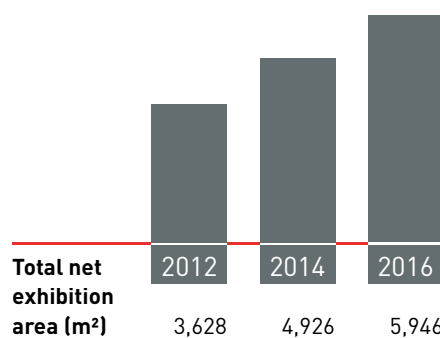
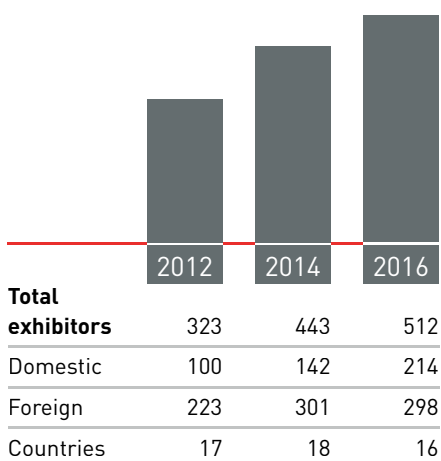
- CEOs/GMs of hospitals/medical centres
- Medical directors
- Medical superintendents
- Hospital administrators
- GMs/HODs of purchase
- Technical and operations departments
- Security and emergency services
- Health and safety departments
- Officials from central public and health departments
- Biomedical 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



For further information, visit: www.medicalfair-india.com



Member of  MEDICAlliance

International Exhibition
and Conference

21 – 23 FEBRUARY 2019
NEW DELHI | INDIA

GENERAL INFORMATION

	Established	1990
	Organiser	Messe Düsseldorf GmbH Messe Düsseldorf India Pvt. Ltd.
	Project management	Paolo Bonvecchio, Love Bhardwaj
	Contact	Paolo Bonvecchio, BonvecchioP@messe-duesseldorf.de Phone: +49 211 4560 483 Love Bhardwaj, BhardwajL@md-india.com Phone: +91 11 48550061
	Staging cycle	Biennial
	Venue	Pragati Maidan, New Delhi, India
	Website	www.medicalfair-india.com

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
Total exhibitors	410	447	519
Domestic	117	158	222
Foreign	293	289	297
Countries	21	18	18

	2013	2015	2017
Total net exhibition area (m²)	4,704	5,250	6,705

	2013	2015	2017
Total visitors	7,600	10,400	13,480

For further information, visit: www.medicalfair-india.com

Economic data for India

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

India still counts amongst the most promising markets for medical technology worldwide. A strong economic growth as well as low inflation and interest rates will continue to accelerate the development of the sector. For 2015, the market volume for medical-technology products is evaluated at almost 3 billion US dollars and is expected to increase to approximately 5 billion US dollars by 2020, according to information provided by the market research company Business Monitor. Moreover, the sector benefits from the increasing medical tourism as well as the growing importance of telemedicine and M-health. The great dependence on imports of the Indian medical-technology market will offer the best opportunities for international manufacturers in the future as well. With an annual growth rate of 30 per cent, the market for diagnostic devices is showing a particularly dynamic development.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: 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)

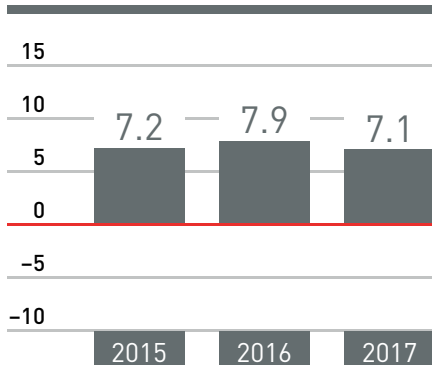
Market volume
2,925

Import
2,493

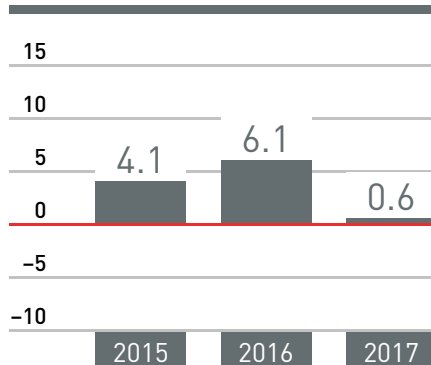
KEY ECONOMIC DATA 2015 to 2017*

Real change in % in comparison with previous year | *2016 and 2017: Forecast

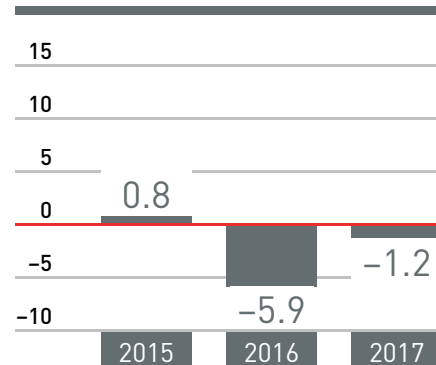
GDP



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

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

VISITOR TARGET GROUPS

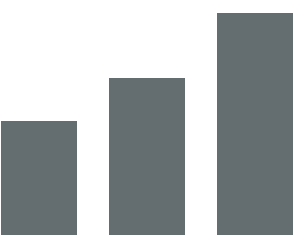
- Health ministry officials
- Hospital managers and employees
- Doctors (surgeries and hospital)
- Nursing officers
- Hospital technicians
- Biologists, biochemists, technicians
- Dispensing chemists, pharmacists
- Physiotherapists
- Rehabilitation organisations, nursing homes
- Organisations for the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



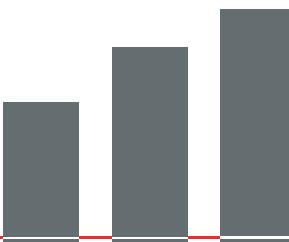
MAIN PRODUCT CATEGORIES

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

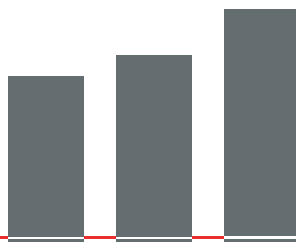
STATISTICS



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



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



	2013	2015	2017
Total visitors	6,396	7,226	9,026

For further information, visit: www.medicalfair-thailand.com

Economic data for Thailand

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The medical standard in Thailand is high. Large private clinic chains, the spa industry and health tourism will continue to have a positive influence on the growth and on the level of the health economy in Thailand, also in the medium and long term. The market for medical technology is estimated at 1.4 billion US dollars for 2016, and it is expected to grow by another 10 per cent this year. The import share is estimated at approximately 80 per cent and will probably remain on a high level in the long term. Public hospitals still account for the largest portion of the demand. Private clinics, however, tend to invest more in the latest technologies.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.thaimed.co.th

MEDICAL FAIR
THAILAND



OUTLINE DATA

	Number of inhabitants (million)	68.8 (2015)
	Population increase (% p.a.)	0.3 (2015)
	Average life expectancy at birth (years)	71.8 (2015)
	Proportion of health expenditure to GDP (%)	3.7 (2015)
	Doctors / 100,000 inhabitants	47 (2014)
	Hospital beds / 100,000 inhabitants	227 (2014)

MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions

Market volume** (2016)

1,400

Import** (2015)

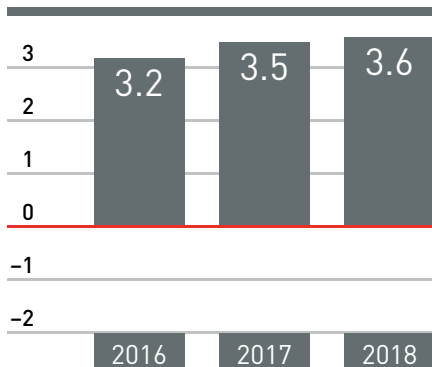
938

**Estimate

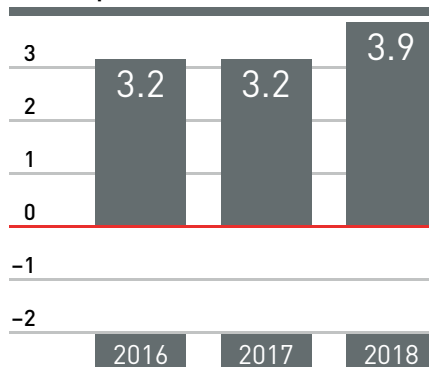
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

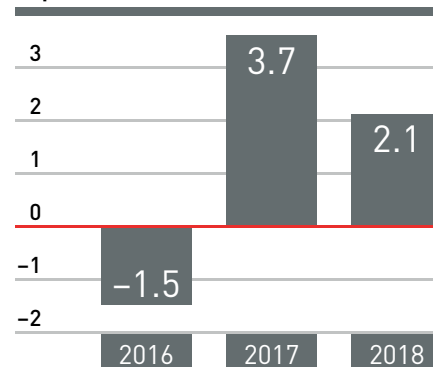
GDP



Gross capital investment



Import





Member of MEDICAlliance

Manufacturing Processes for Medical Technology Exhibition and Conference

29–31 AUGUST 2018
SINGAPORE

GENERAL INFORMATION

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

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

	2012	2014	2016
Total exhibitors	144	187	167
Domestic	72	89	65
Foreign	72	98	102
Countries	21	20	18

	2012	2014	2016
Total net exhibition area (m²)	917	1,183	1,100

	2012	2014	2016
Total visitors	4,429	6,218	5,420

For further information, visit: www.medmanufacturing-asia.com

Economic data for Singapore

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

Singapore is considered to be an example for the entire region in regard to its highly developed health system. The demanding market for medical technology will be expanding in the medium term as well and is expected to reach a volume of 858 million US dollars by 2020 – and thus annual growth rates of 11 per cent on average. The state will remain the largest and most dynamic customer since public hospital projects account for approximately 70 per cent of the market for medical technology. There is a particularly high demand for high-quality and innovative medical technology, which for a large part is still satisfied through imports.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.smfederation.org.sg



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)

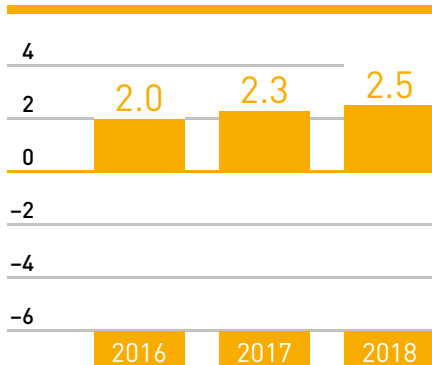


Hospital beds / 100,000 inhabitants **244** (2015)

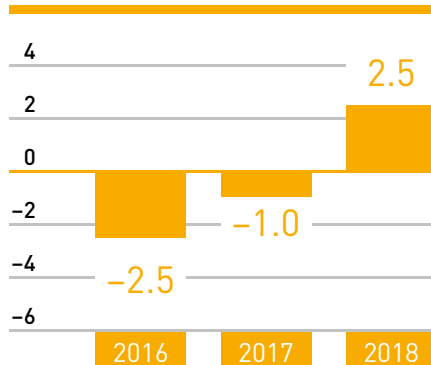
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

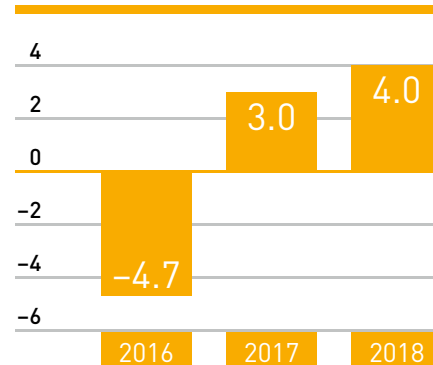
GDP



Gross capital investment



Import





Member of  MEDICAlliance

Conference








2-3 OCTOBER 2018
HOUSTON | USA

ANALYSIS OF DELEGATES

- CEO/president/owner/partner
- Hospital administrators/C-suite
- Primary care and family practice physicians
- Residents/fellows
- Internists
- Nurses/nurse practitioners
- Physicians' assistants
- Allied health professionals
- Students
- Academia



GENERAL INFORMATION

	Established	2014
	Organiser	Messe Düsseldorf North America/ The Greater Houston Convention & Visitors Bureau/ Texas Medical Center
	Project management	Ryan Klemm
	Contact	Ryan Klemm, rklemm@mdna.com Phone: +1 312 621-5832
	Staging cycle	Biennial
	Venue	George R. Brown Convention Center Houston, Texas, USA
	Website	www.medicalworldamericas.com

Medical World Americas (MWA) is a medical education conference across all disciplines, held at the George R. Brown Convention Center in Houston, Texas, USA.

MWA is a unique forum that fosters collaboration among clinical and administrative professionals from the public and private sectors and the world of academia who are committed to setting new standards in innovation for patient care and operational efficiency.

It is a conference created for doctors, nurses, physicians' assistants, administrators, researchers, academics and manufacturers to have an equal voice in shaping the future of healthcare – by improving patient care and outcomes through preventative strategies, innovative technologies, emerging therapies and new treatment approaches.

Participants at MWA can also earn CEUs (continuing education units). Additionally, group tours of some of the world's preeminent medical facilities at the nearby Texas Medical Center are also offered to allow participants an opportunity to see first-hand how those organisations are optimising solutions and innovations to advance healthcare.

Economic data for USA

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The business prospects in the world's largest market for medical technology remain favourable. According to information provided by the market research companies First Research and Espicom, the demand will increase by about 4–6 per cent each year between 2016 and 2020. With a total market volume of almost 150 billion US dollars, the USA accounts for a global market share of almost 40 per cent for medical technology. The business development of the sector is encouraged by various circumstances: Besides economic growth, especially demographic factors ensure a steady increase in demand. There is also still a need for electromedical devices of the highest quality – this means there are good sales opportunities for international manufacturers, also in the future.

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

MEDICAL WORLD AMERICAS



OUTLINE DATA



Number of inhabitants (million) **323.3** (2016)



Population increase (% p.a.) **0.8** (2016)



Average life expectancy at birth (years) **79.4** (2015)



Proportion of health expenditure to GDP (%) **17.8** (2015)



Doctors / 100,000 inhabitants **294** (2013)



Hospital beds / 100,000 inhabitants **289** (2013)

MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2015)

Market volume

121,300

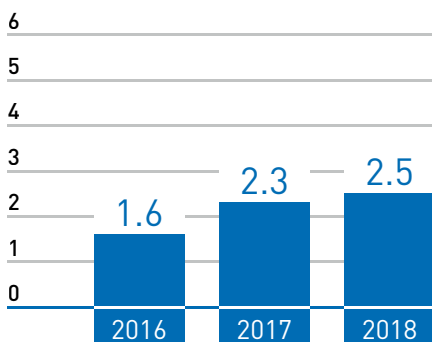
Import

46,600

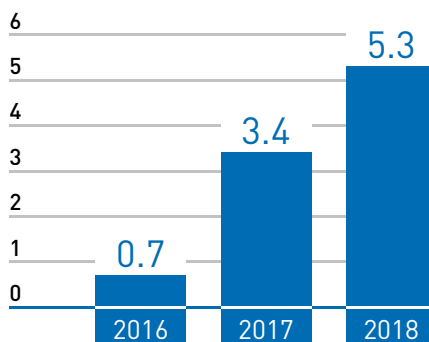
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

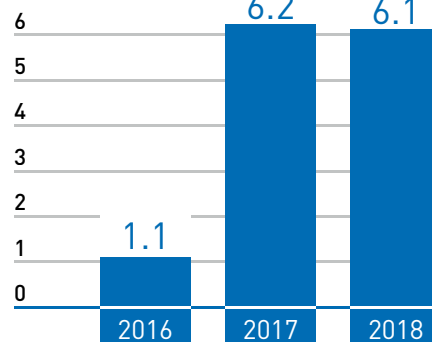
GDP



Gross capital investment



Import





Member of  MEDICAlliance

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

22 – 25 MAY 2018
SÃO PAULO | BRAZIL

GENERAL INFORMATION

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

	2015	2016	2017
Total exhibitors	1,250	1,250	1,200
Domestic	717	743	720
Foreign	533	507	480
Countries	33	38	36

	2015	2016	2017
Total net exhibition area (m²)	32,000	32,000	30,000

	2015	2016	2017
Total visitors	96,000	90,000	90,000

For further information, visit: www.hospitalar.com

Economic data for Brazil

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

Like nearly all sectors throughout the country, the market for medical technology is going through a severe recession. Government financial restrictions and the increase in import prices have lowered the demand for medical technology. Abimed, the industry association, however, reckons with a gradual turnaround of the trend for the current year 2017, so that the demand for sophisticated medical technology will increase again in the medium to long term. The growth in population, the increasing percentage of elderly people as well as the share of the health expenses in the GDP of approximately 8 per cent, which has been relatively low up to now, indicate this change. (In comparison USA: 18 per cent.)

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.abimo.org.br



MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2015)

Market volume

4,523

Import

2,610

OUTLINE DATA



Number of inhabitants (million) **206.1** (2016)



Population increase (% p.a.) **0.8** (2016)



Average life expectancy at birth (years) **75.2** (2014)



Proportion of health expenditure to GDP (%) **8.0** (2013)



Doctors / 100,000 inhabitants **207** (2016)

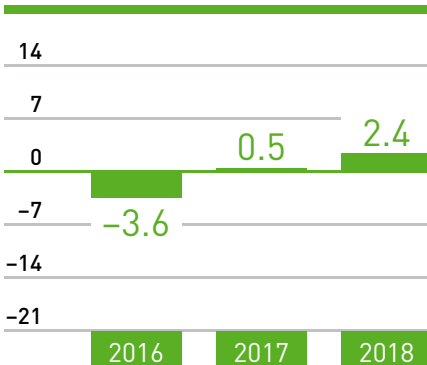


Hospital beds / 100,000 inhabitants **240** (2016)

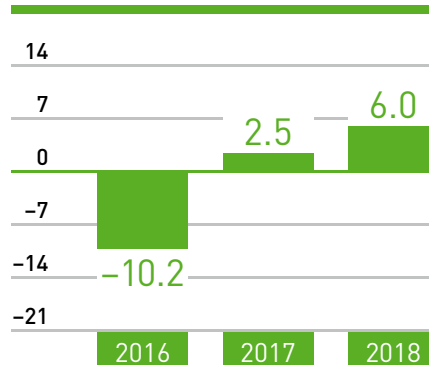
KEY ECONOMIC DATA 2016 to 2018*

Real change in % in comparison with previous year | *2017 and 2018: Forecast

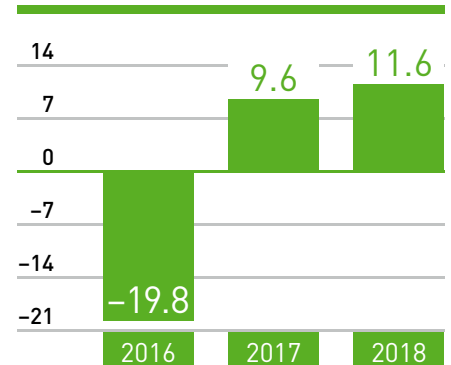
GDP



Gross capital investment



Import





Member of MEDICAlliance

International Health Fair

3 – 6 JULY 2018
BOGOTÁ | COLOMBIA

GENERAL INFORMATION

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

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

189

Domestic 120

Foreign 69

Countries 33

Total net exhibition area (m²)

5,046

Professional Visitors

9,873

For further information, visit: www.feriameditech.com

Economic data for Colombia

FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

The end of the commodities boom is putting a strain on national budgets throughout Latin America. But the healthcare sector is less severely affected by reductions because the governments can hardly obstruct the societal pressure for better healthcare. That is why the industry remains economically lucrative. Colombia’s market for medical technology is the fourth-largest in Latin America, with a volume of about 1.3 billion US dollars. Rising incomes and a continuing need for modernisation will also ensure increasing demand in the future. Annual growth of 8.6 per cent to 1.6 billion US dollars is predicted by 2019. Colombia is dependent on the importation of foreign products because of low local production – so more than 80 per cent of requirements must be imported. Obstacles for foreign importers are the depreciation of the peso and the lack of capital for public hospitals.

Source: Germany Trade & Invest, www.gtai.com
Further information: www.minsalud.gov.co

MEDITECH



OUTLINE DATA

	Number of inhabitants (million)	47.8 (2014)
	Population increase (% p.a.)	0.9 (2014)
	Average life expectancy at birth (years)	73.8 (2014)
	Proportion of health expenditure to GDP (%)	6.8 (2014)
	Doctors / 100,000 inhabitants	150 (2010)
	Hospital beds / 100,000 inhabitants	150 (2012)

MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2014)

Market volume
1,289

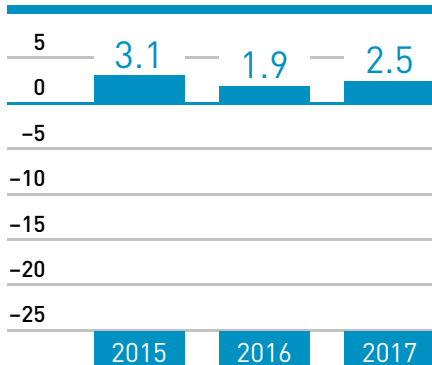
Export

49

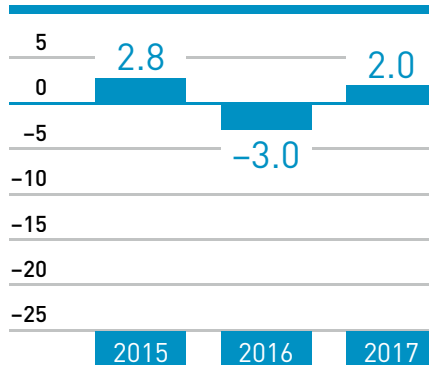
KEY ECONOMIC DATA 2015 to 2017*

Real change in % in comparison with previous year | *2017: Forecast; Sources: Germany Trade & Invest, www.gtai.com

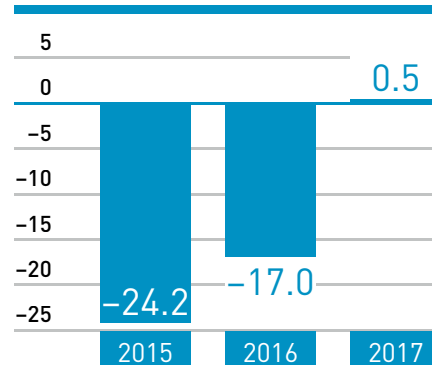
GDP



Gross capital investment



Import












Member of  **MEDICAlliance**

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

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

GENERAL INFORMATION

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

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
Total exhibitors	724	691	996
Domestic	454	467	664
Foreign	270	224	332
Countries	33	30	42

	2015	2016	2017
Total net exhibition area (m²)	12,019	10,853	15,147

	2015	2016	2017
Total visitors	23,260	19,753	27,315

For further information, visit: www.zdravo-expo.ru/en

Economic data for Russia

FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

The Russian market for medical technology remains difficult at the moment, given the current economic situation. Due to the drop in tax revenues, the state invests less in medical technology and the rouble devaluation makes necessary imports more expensive. The savings particularly concern high-tech medicine. A large part of the existing medical-technology products should urgently be replaced and/or overhauled. However, based on the looming budgetary situation, it becomes clear that no modernisation on a larger scale will occur in the short term.

Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
Further information: www.medprom.ru

ZDRAVOOKHRANENIYE
INTEGRATION



OUTLINE DATA

Number of inhabitants (million) **146.5** (2016)

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

Average life expectancy at birth (years) **71.6** (2015)

Proportion of health expenditure to GDP (%) **2.6** (2016)

Doctors / 100,000 inhabitants **485** (2014)

Hospital beds / 100,000 inhabitants **866** (2014)

Source: Statistisches Bundesamt

MARKET DATA FOR "MEDICAL TECHNOLOGY"

in US\$ millions (2015)

Market volume**

3,578

Import

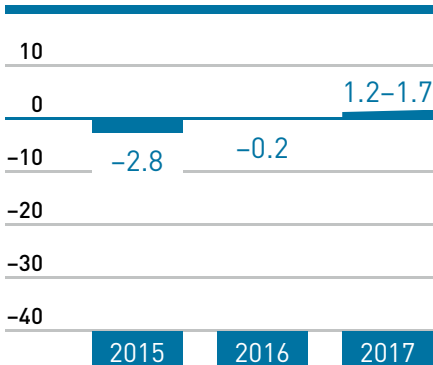
2,629

**Calculation: Local production + import - export
(deviations caused by rounding)

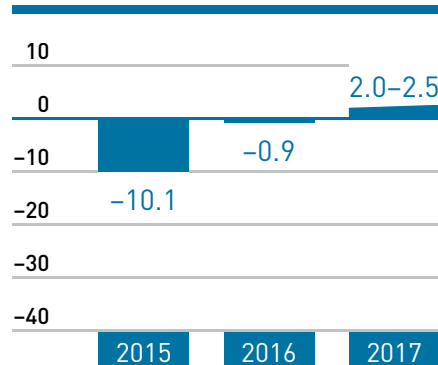
KEY ECONOMIC DATA 2015 to 2017*

Real change in % in comparison with previous year | *2016 and 2017: Forecast

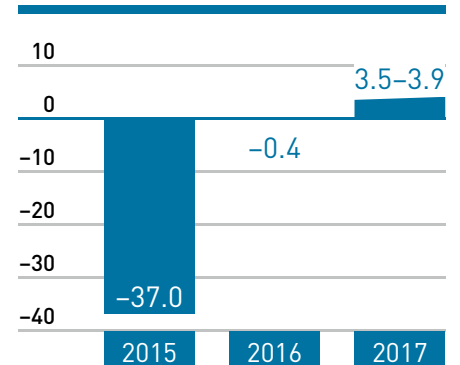
GDP



Gross capital investment



Export (only goods)





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 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 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 3 – 7 December 2018

JOIN MORE THAN
400 000
MEDICAL EXPERTS

www.medicalliance.global

Messe Düsseldorf GmbH
Postfach 10 10 06 _ 40001 Düsseldorf _ Germany
Tel. +49(0)211/45 60-01 _ Fax +49(0)211/45 60-6 68
www.messe-duesseldorf.de


**Messe
Düsseldorf**