



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

MEDITECH BOGOTÁ

Strategic Co-operations:

HOSPITALAR SÃO PAULO

ZDRAVOOKHRANENIYE MOSCOW

www.medicalalliance.global

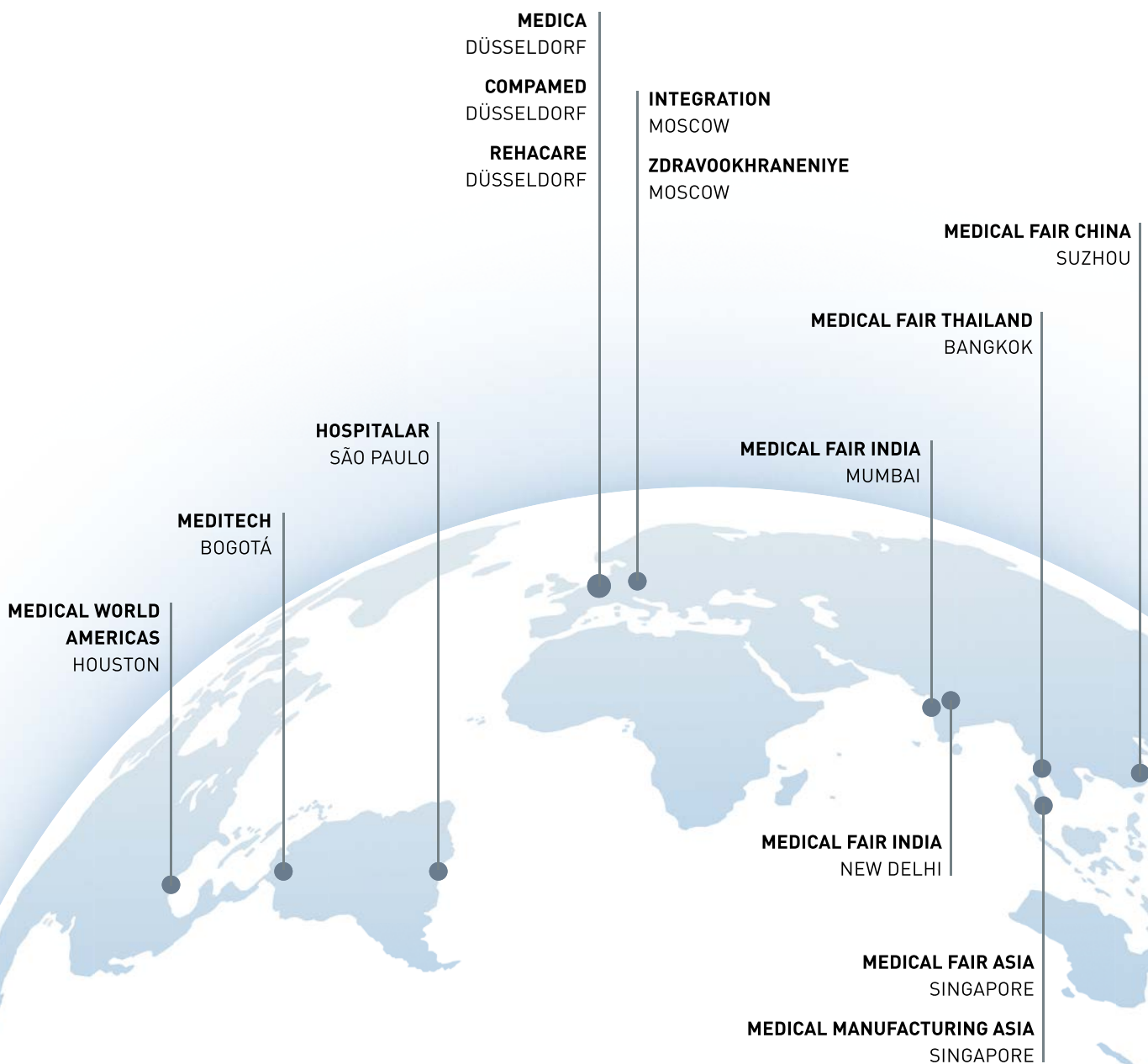


Messe
Düsseldorf

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

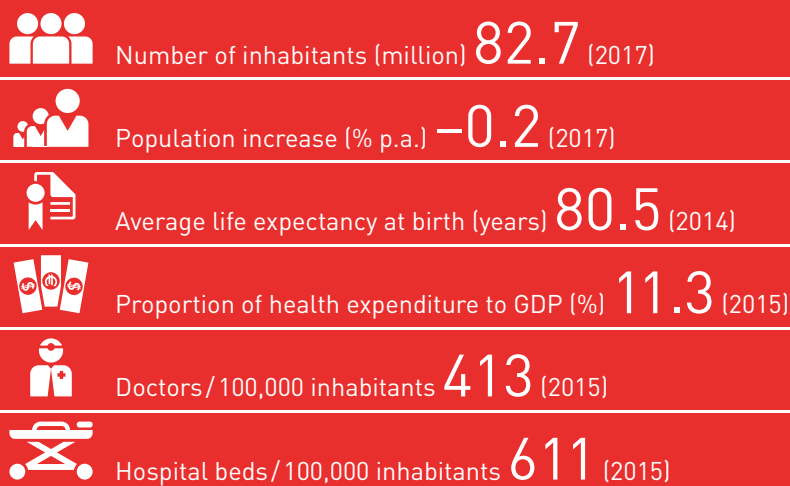
FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

According to the 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 | www.spectaris.de | www.bvmed.de



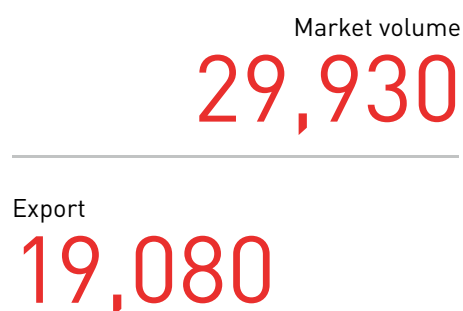
OUTLINE DATA



Source: Statistisches Bundesamt

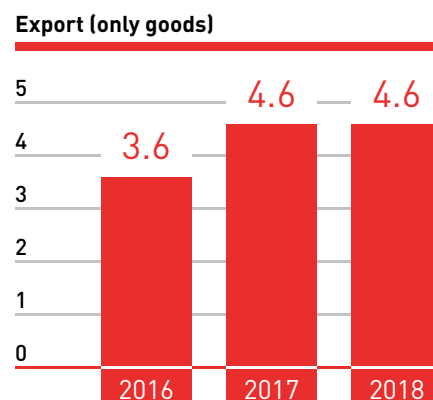
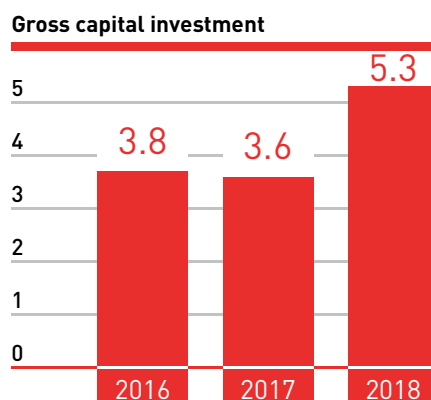
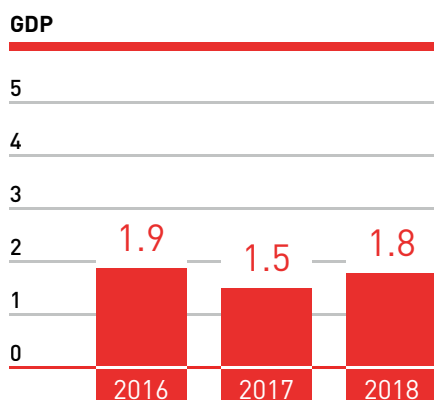
MARKET DATA FOR "MEDICAL TECHNOLOGY"

in € millions (2017)

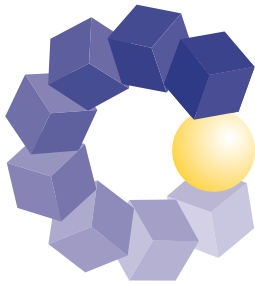


KEY ECONOMIC DATA 2016 to 2018*

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



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

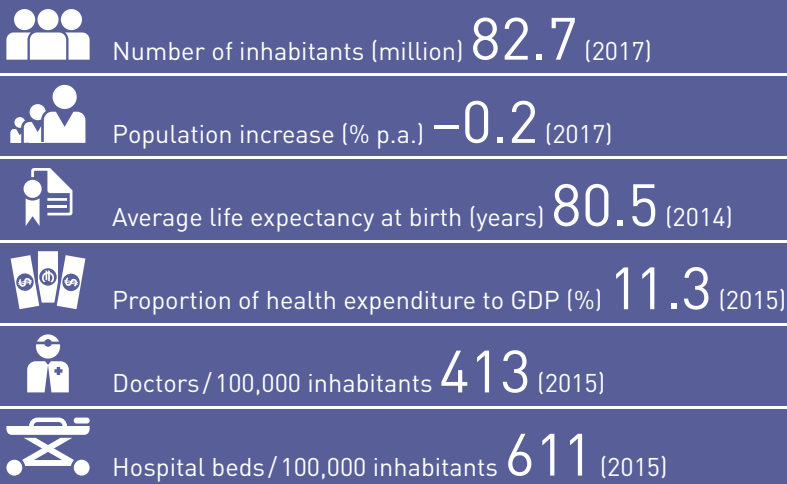
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Sources: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)
SPECTARIS, press release from 18 May 2018
Further information: www.zvei.de | www.spectaris.de | www.bvmed.de



OUTLINE DATA



Source: Statistisches Bundesamt

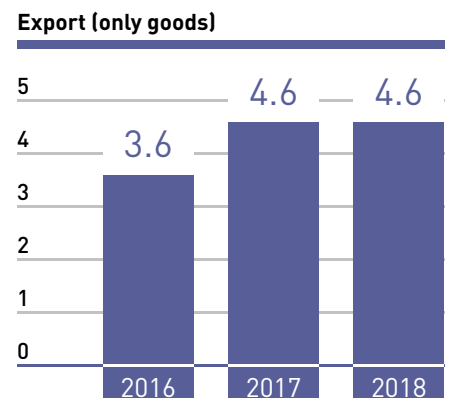
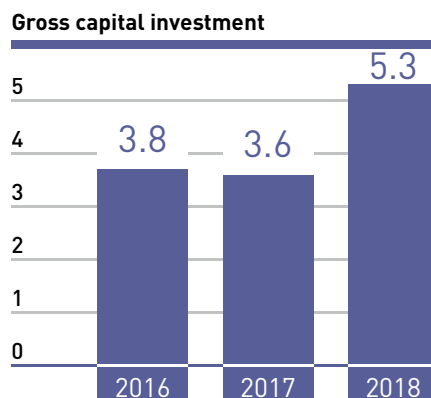
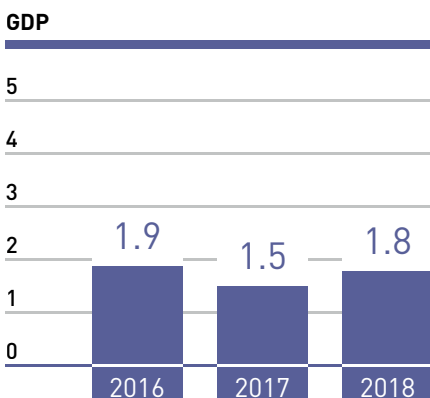
MARKET DATA FOR "MEDICAL TECHNOLOGY"

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





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

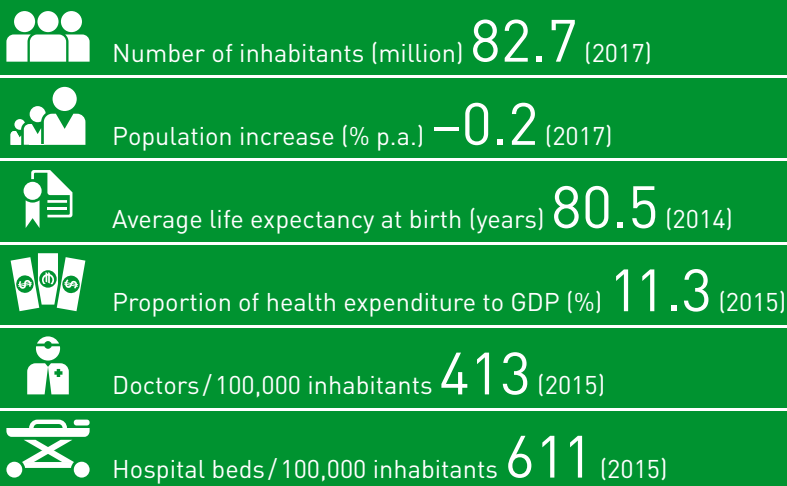
FUTURE PROSPECTS FOR "MEDICAL TECHNOLOGY"

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



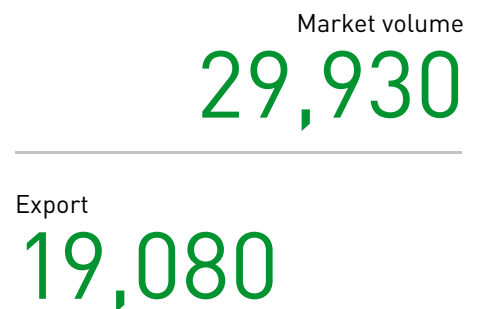
OUTLINE DATA



Source: Statistisches Bundesamt

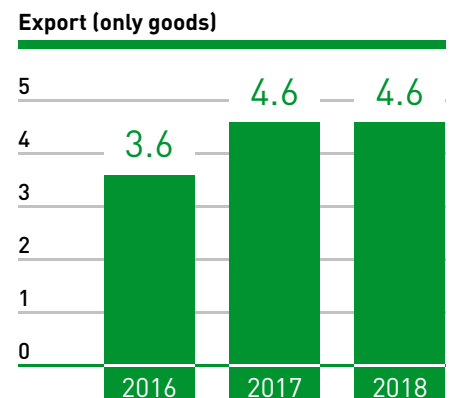
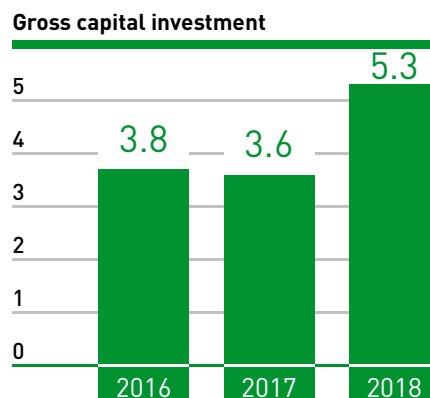
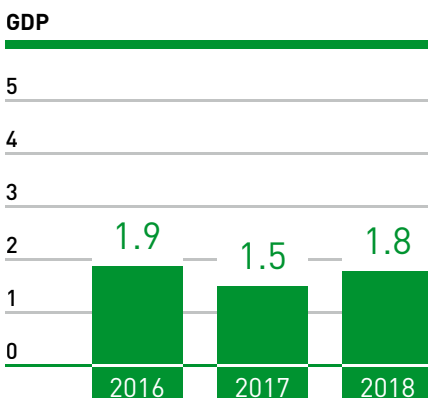
MARKET DATA FOR "MEDICAL TECHNOLOGY"

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





Member of MEDICAlliance

Rehabilitation Equipment + Technologies

Forum on Prosthetics + Orthotics

19–21 JUNE 2019
MOSCOW | RUSSIA

GENERAL INFORMATION

	Established	2011
	Organiser	000 Messe Düsseldorf Moscow Leipziger Messe International GmbH
	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 Fairgrounds at Krasnaya Presnya, Moscow, Russia
	Website	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

	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"

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

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

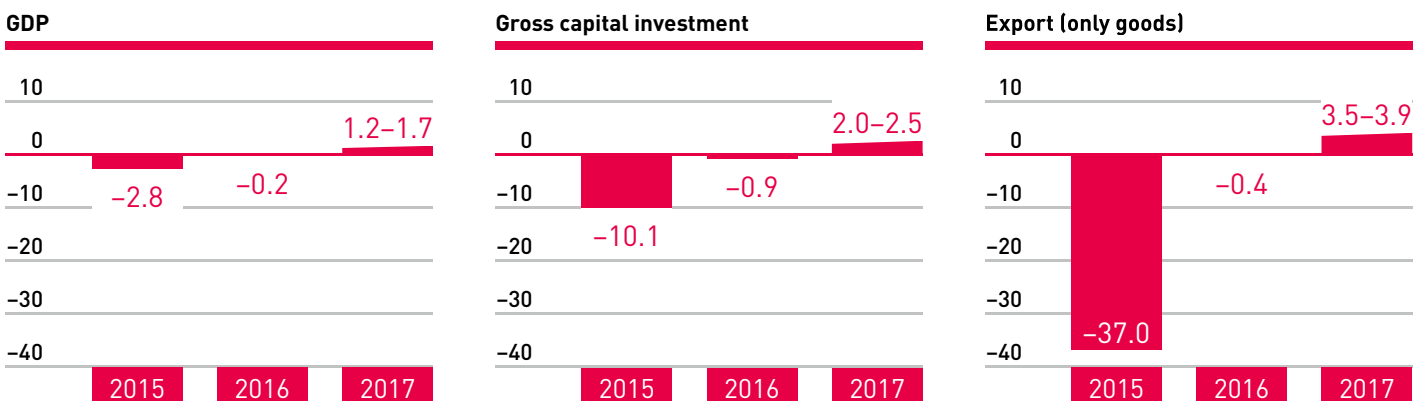
MARKET DATA FOR "MEDICAL TECHNOLOGY"

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)













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”

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

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)

MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2015)

Market volume

0,509

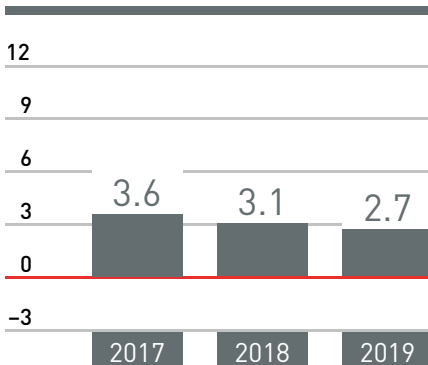
Import

3,500

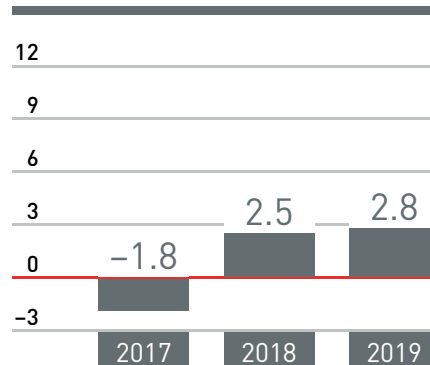
KEY ECONOMIC DATA 2017 to 2019*

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

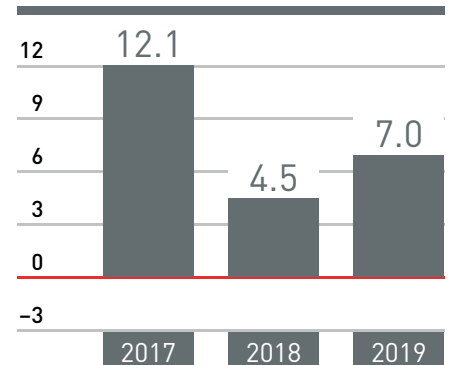
GDP



Gross capital investment



Import





Member of  MEDICAlliance

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"

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



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

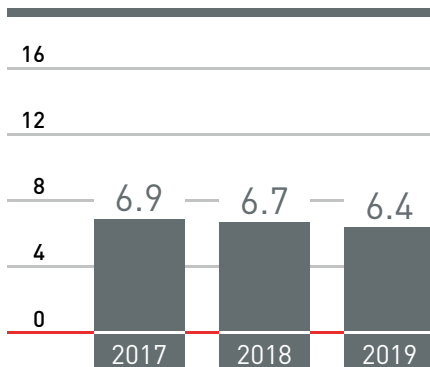
Import

13,760

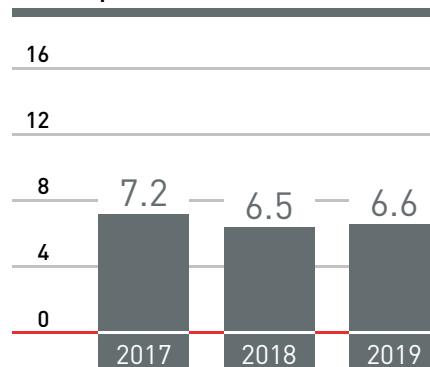
KEY ECONOMIC DATA 2017 to 2019*

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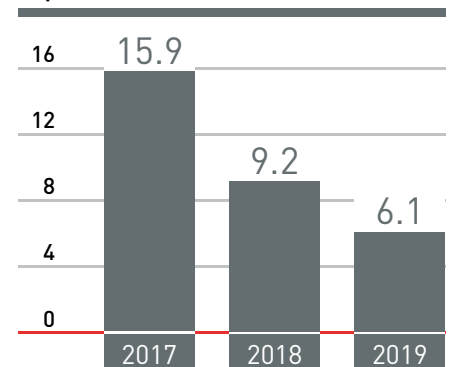
GDP



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 48550061
	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

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

	2014	2016	2018
Total net exhibition area (m²)	4,926	5,946	6,921

	2014	2016	2018
Total visitors	8,013	10,720	12,351

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

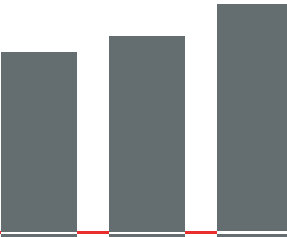
- CEOs/GMs of hospitals/medical centres
- Medical directors
- Medical superintendents
- Hospital administrators
- GMs/HODs of purchase
- Technical and operations departments
- Security and emergency services
- Health and safety departments
- Officials from central public and health departments
- Biomedical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



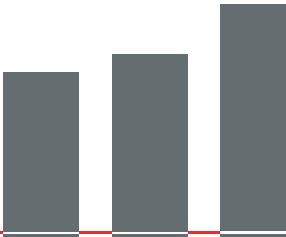
MAIN PRODUCT CATEGORIES

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

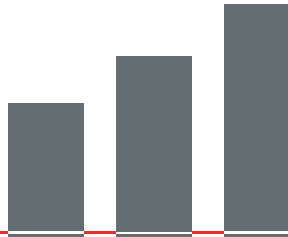
STATISTICS



	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”

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

MEDICAL FAIR INDIA,
NEW DELHI



MARKET DATA FOR “MEDICAL TECHNOLOGY”

in US\$ millions (2015)

Market volume
2,925

Import

2,493

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)

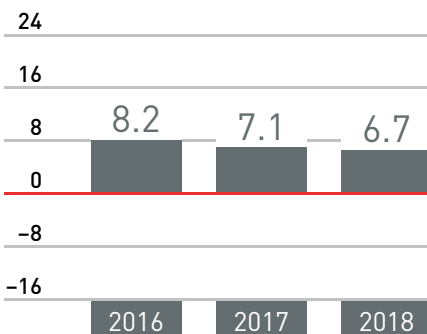


Hospital beds / 100,000 inhabitants **90** (2015)

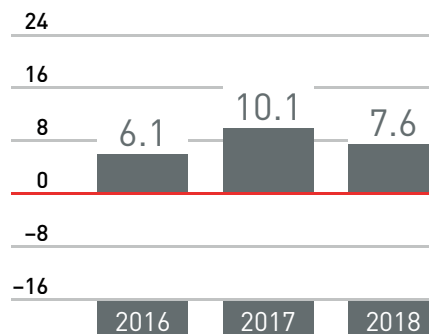
KEY ECONOMIC DATA 2016 to 2018*

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

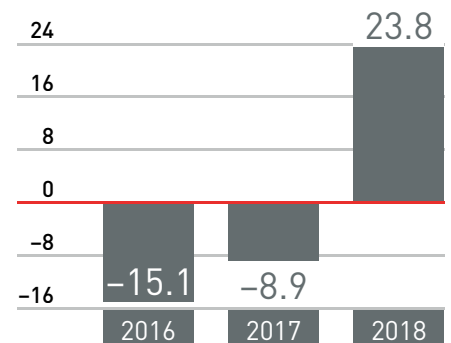
GDP



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

	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	Biennial
	Venue	Bangkok International Trade and Exhibition Centre Bangkok, Thailand
	Website	www.medicalfair-thailand.com

VISITOR TARGET GROUPS

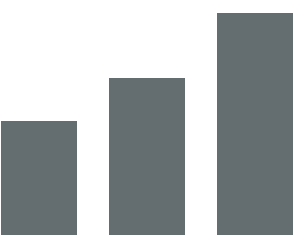
- Health ministry officials
- Hospital managers and employees
- Doctors (surgeries and hospital)
- Nursing officers
- Hospital technicians
- Biologists, biochemists, technicians
- Dispensing chemists, pharmacists
- Physiotherapists
- Rehabilitation organisations, nursing homes
- Organisations for the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



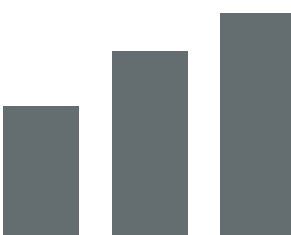
MAIN PRODUCT CATEGORIES

Accident and emergency equipment	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

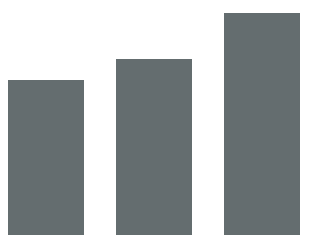
STATISTICS



	2013	2015	2017
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

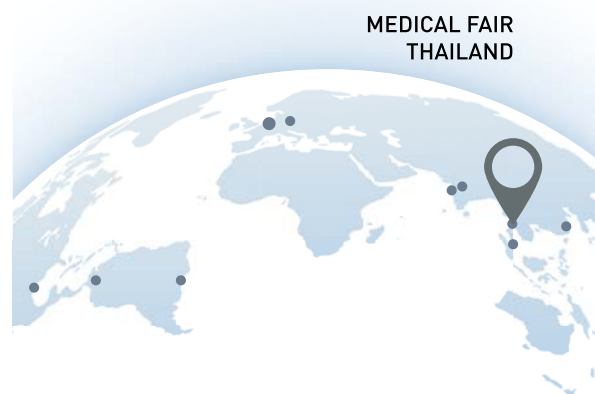
For further information, visit: www.medicalfair-thailand.com

Economic data for Thailand

FUTURE PROSPECTS FOR “MEDICAL TECHNOLOGY”

The 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



OUTLINE DATA

	Number of inhabitants (million)	68.8 (2015)
	Population increase (% p.a.)	0.4 (2015)
	Average life expectancy at birth (years)	74.6 (2015)
	Proportion of health expenditure to GDP (%)	6.6 (2015)
	Doctors / 100,000 inhabitants	47 (2014)
	Hospital beds / 100,000 inhabitants	227 (2014)

MARKET DATA FOR “MEDICAL TECHNOLOGY”

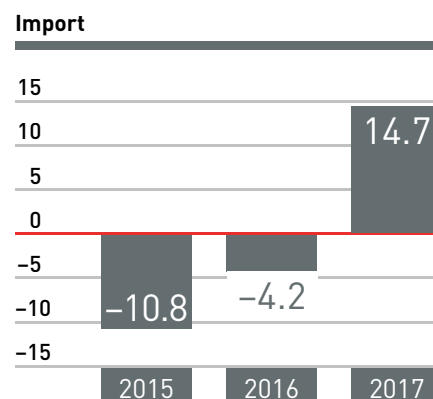
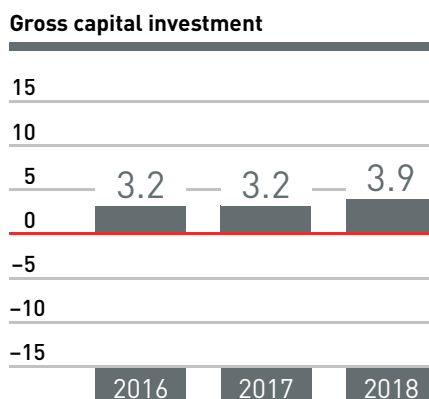
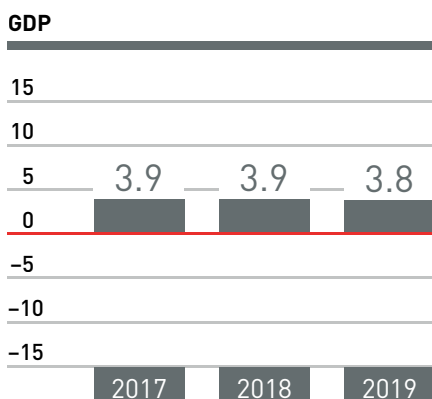
in US\$ millions (2017)

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

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"

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

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)

Market volume

0,509

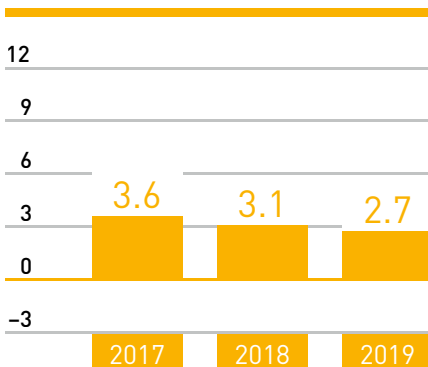
Import

3,500

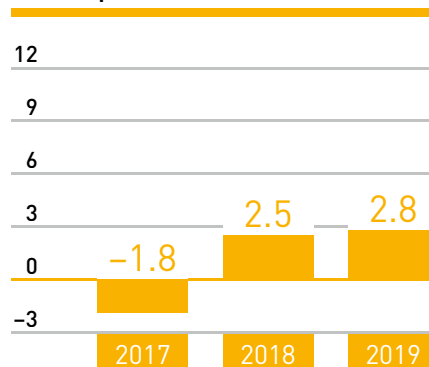
KEY ECONOMIC DATA 2017 to 2019*

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

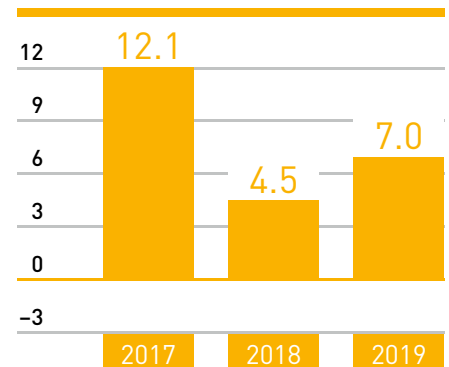
GDP



Gross capital investment



Import






Member of  MEDICAlliance

Conference

2019
HOUSTON | USA

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

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



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"

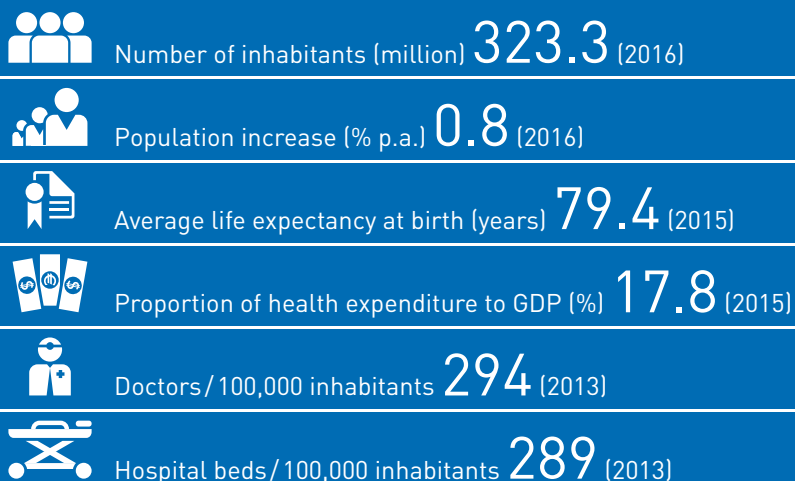
The business prospects in the world's largest medical-technology market remain good. According to the market research companies First Research and Espicom, demand is expected to grow by around 4 to 6 per cent annually until 2020. With a market volume of just about USD 121 billion in 2015, the USA has a world market share of almost 40 per cent in medical technology. Business development in the industry is favoured by various circumstances: In addition to the robust economy, demographic factors in particular are responsible for a continuous increase in demand. There is still a need for electromedical devices of the highest quality – good sales opportunities will continue to open up here for international manufacturers also in future.

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

MEDICAL WORLD AMERICAS

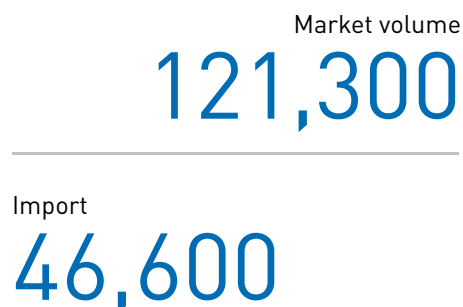


OUTLINE DATA



MARKET DATA FOR "MEDICAL TECHNOLOGY"

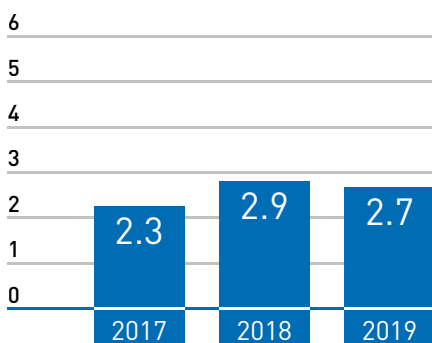
in US\$ millions (2015)



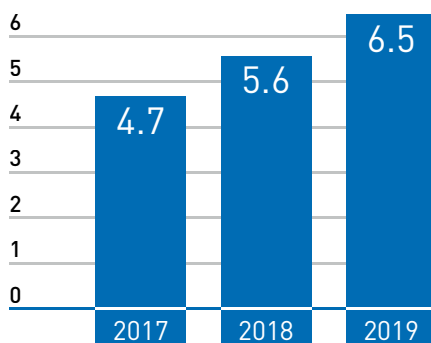
KEY ECONOMIC DATA 2017 to 2019*

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

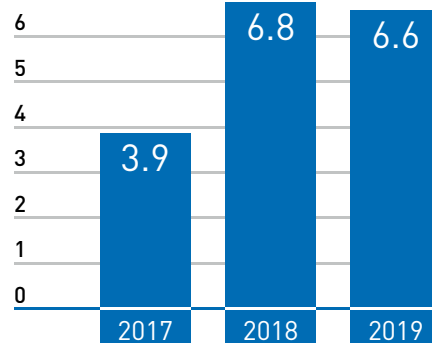
GDP



Gross capital investment



Import





Member of  **MEDICAlliance**

International Health Fair

2020

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

252

Domestic 156

Foreign 96

Countries 15

Total net exhibition area (m²)

5,312

Professional Visitors

10,196

For further information, visit: 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
Further information: 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

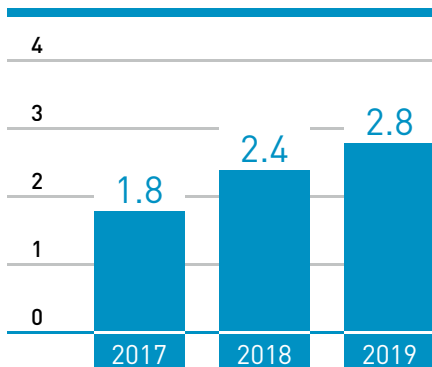
Import

1,106

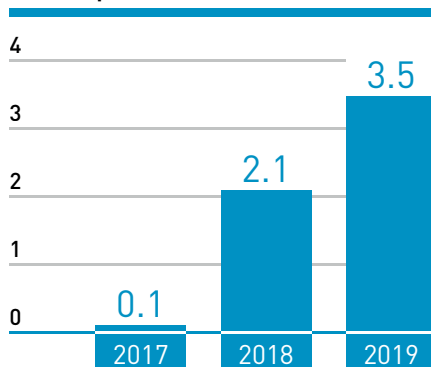
KEY ECONOMIC DATA 2017 to 2019*

Real change in % in comparison with previous year | *2018 and 2019: Forecast; Source: Germany Trade & Invest, www.gtai.com

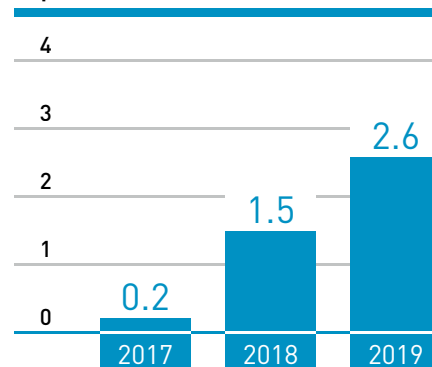
GDP



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

	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

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

	2016	2017	2018
Total net exhibition area (m²)	32,000	30,000	30,000

	2016	2017	2018
Total visitors	90,000	90,000	85,581

For further information, visit: 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



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)

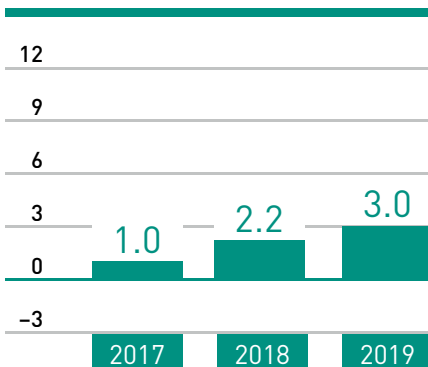


Hospital beds / 100,000 inhabitants **237** (2017)

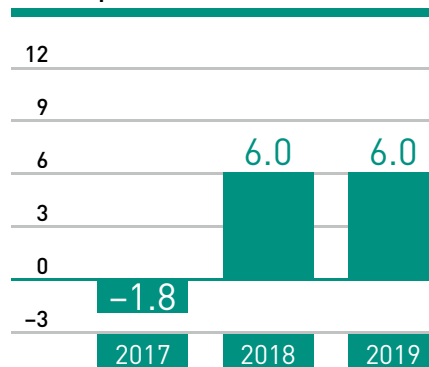
KEY ECONOMIC DATA 2017 to 2019*

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

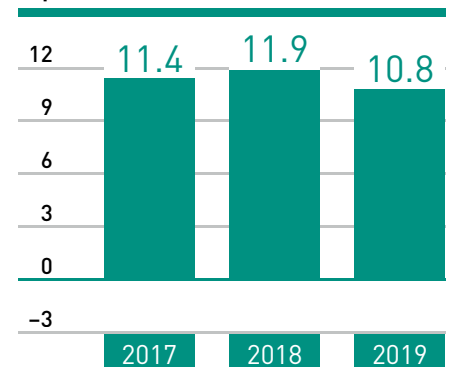
GDP



Gross capital investment



Import












Member of  **MEDICAlliance**

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

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

GENERAL INFORMATION

	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"

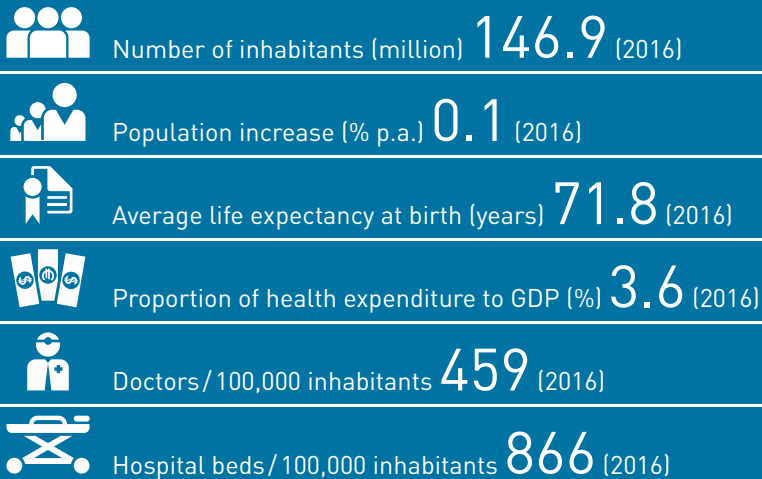
After the weak past few years, demand for medical technology in Russia is picking up again. The industry is benefiting from increasing investments in the health sector. More than EUR 40 billion will be invested in new clinics and other medical equipment this year. Analysts of the management consultancy 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

ZDRAVOOKHRANENIYE
INTEGRATION



OUTLINE DATA



Source: Statistisches Bundesamt

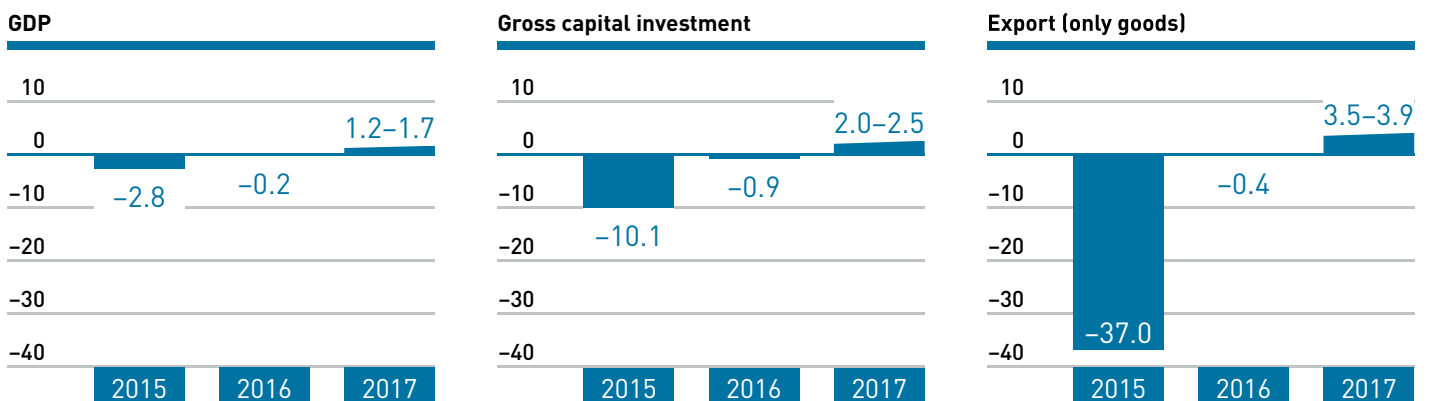
MARKET DATA FOR "MEDICAL TECHNOLOGY"

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)





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WHERE HEALTHCARE IS GOING

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INTEGRATION MOSCOW 19 – 21 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

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