WHERE HEALTHCARE IS GOING

MEDICA DÜSSELDORF
COMPAMED DÜSSELDORF
REHACARE DÜSSELDORF
FAMDENT SHOW MUMBAI
INTEGRATION MOSCOW
MEDICAL FAIR ASIA SINGAPORE
MEDICAL FAIR CHINA SUZHOU
MEDICAL FAIR INDIA MUMBAI
MEDICAL FAIR INDIA NEW DELHI
MEDICAL FAIR THAILAND BANGKOK
MEDICAL MANUFACTURING ASIA SINGAPORE
MEDITECH BOGOTÁ

Strategic Co-operations:
HOSPITALAR SÃO PAULO
ZDRAVOOKHRANENIYE MOSCOW

KEY FACTS AND ECONOMIC DATA

www.medicalliance.global
JOIN US AROUND THE WORLD

MEDICAAlliance is your partner for medical trade fairs worldwide.

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

DÜSSELDORF, GERMANY
18 - 21 NOVEMBER 2019

www.medica.de

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 and medical technology
- Laboratory equipment
- Diagnostic tests
- Physiotherapy and orthopaedic technology
- Commodities and consumer goods
- Information and communication technology
- Medical services and publications

Statistics 2018
- Total visitors: 120,116
- Total exhibitors: 5,286
- Domestic: 42,041
- Foreign: 78,075
- Countries: 66
- Domestic exhibitors: 930
- Foreign exhibitors: 4,356
- Domestic countries: 155
- Foreign countries: 80,473
- Domestic exhibition area (m²): 32,631
- Foreign exhibition area (m²): 4,356

Project management
Paolo Bonvecchio
Christian Bigge
Claudio Bucchi
Vanessa Klein
Carolin Krebs
Udo Wiemann

Contact
Paolo Bonvecchio
BonvecchioP@messe-duesseldorf.de

Staging cycle
Annual

Co-located exhibition
COMPAMED
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

Economic data for Germany

Market volume in € millions (2017)
29,930

Export in € millions (2017)
19,080

Outline data

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<td>Hospital beds/100,000 inhabitants</td>
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Source: Statistisches Bundesamt

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

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<th>Parameter</th>
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COMPAMED

Leading International Trade Fair

DÜSSELDORF, GERMANY
18 – 21 NOVEMBER 2019

Member of MEDICA Alliance

General information
- Established: 1991
- Organiser: Messe Düsseldorf GmbH
- Venue: Exhibition Centre and Congress Center Düsseldorf, Germany

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 2018
- Total visitors MEDICA and COMPAMED: 120,116
- Domestic: 42,041
- Foreign: 78,075
- Countries: 155

- Total exhibitors: 784
- Domestic: 242
- Foreign: 542
- Countries: 40

- Total net exhibition area (m²): 13,145
- Domestic: 5,439
- Foreign: 7,706
- Countries: 155
**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

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**Economic data for Germany**

**Market data for “Medical Technology”**

**Market volume in € millions (2017)**

29,930

**Export in € millions (2017)**

19,080

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**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

<table>
<thead>
<tr>
<th>GDP</th>
<th>1.9</th>
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<tbody>
<tr>
<td>2016</td>
<td>2017</td>
<td>2018</td>
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**Outline data**

- Number of inhabitants (million): 82.7, 2017
- Population increase (% p.a.): -0.2, 2017
- 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

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**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
International Trade Fair
for Rehabilitation and Care
DÜSSELDORF, GERMANY
18–21 SEPTEMBER 2019

www.rehacare.com

Member of MEDICA

General information

Established
1977
Organiser
Messe Düsseldorf GmbH
Venue
Exhibition Centre and Congress Center Düsseldorf, Germany

Project management
Gabriele Hainke
Elke Petermann
Staging cycle
Annual
Contact
Gabriele Hainke
HainkeG@messe-duesseldorf.de
Phone: +49 211 4560 507
Elke Petermann
PetermannE@messe-duesseldorf.de
Phone: +49 211 4560 599

Visitor target groups

- Medical Trade/Health Care Supply Store, Orthopaed cyn handcraft
- Assistive technology industry, Other industrial branches
- Rehabilitation Hospital/Rehab facility
- Hospital
- Nursing Home, retirement home
- Doctors’ surgery, other surgery
- Outpatient nursing
- Assisted living
- Special Facility/Training Center/Workshop
- Association/organisation
- Public authority
- Cost bearer, health and care insurance, private health insurance
- University/High School/Technical College
- Construction sector/Construction service

Main product categories

- Daily living aids
- Wheelchairs, vehicles
- Mobility aids, walking aids
- Nursing care (in-patient/homecare)
- Aids for children
- Cars, car adaption
- Orthopedic aids
- Exoskeletons
- Ambient Assisted Living (AAL)
- Clothing, protective gear
- In-patient medical care

- Body care, body hygiene
- Communication aids, IT
- Physiotherapy, ergotherapy, physical training
- Food, kitchen furnishing and supplies
- Barrier free living
- Education, employment, occupation
- Pedagogy, education and further training
- Sports, leisure time, games
- Travelling
- Associations, institutions, organisations

Statistics 2018

- Total exhibitors
- Countries 42
- Total visitors 50,612
- Foreign 548
- Domestic 421
- Total visitors 34,146
- Total net exhibition area (m²)

Member of MEDICA

DUESSELDORF, GERMANY
18–21 SEPTEMBER 2019

www.rehacare.com
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.

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SPECTARIS, press release from 18 May 2018
Further information: www.zvei.de | www.spectaris.de | www.bvmed.de

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

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</table>

Market data for “Medical Technology”

Market volume in € millions (2017)

29,930

Export in € millions (2017)

19,080
Scientific Conferences & Trade Fairs

BOMBAY CONVENTION & EXHIBITION CENTRE, MUMBAI*
7–9 JUNE 2019

www.famdent.com

Member of MEDICAlliance

*Further satellite events in Hyderabad, Pune, Indore and Nagpur

---

**General information**

- **Established**: 2005
- **Organiser**: Messe Düsseldorf India Pvt. Ltd.
- **Project management**: Messe Düsseldorf India Pvt. Ltd.
- **Venue**: Bombay Convention & Exhibition Centre, Mumbai, India
- **Staging cycle**: Annual
- **Contact**: Cheryl Fernandes
  F: FernandesC/at.ss01md-india.com
  Ph: +91 22 66789933

---

**Visitor Profile**

- Practicing Dentists
- Dealers & labs
- Students
- Others

**Exhibitor Profile**

- Dental dealers
- Manufacturers
- Importers of dental equipment
- Instruments and consumables
- Service providers like software, continuing dental education providers

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**Statistics 2018**

- **Total exhibitors**: 348
  - Foreign: 160
  - Domestic: 188
- **Total visitors**: 13,500
- **Total net exhibition area (m²)**: 8,000

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**Member of** MEDICAlliance

*Further satellite events in Hyderabad, Pune, Indore and Nagpur*
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

### Outline data

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<td>Average life expectancy</td>
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<td>Proportion of health expenditure to GDP (%)</td>
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<td>Doctors/100,000 inhabitants</td>
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<td>Hospital beds/100,000 inhabitants</td>
<td>90</td>
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### Key economic data 2016 to 2018*

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

<table>
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<th>GDP</th>
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7th International Exhibition for Rehabilitation Equipment and 2nd Russian Forum on Prosthetics and Orthotics

AO EXPOCENTRE FAIRGROUNDS AT KRASNAYA PRESNYA, MOSCOW, RUSSIA

25 – 27 JUNE 2019

www.integration.ru

Member of MEDICAlliance

General information

Venue
AO EXPOCENTRE
Fairgrounds at Krasnaya Presnya, Moscow, Russia

Organiser
OOO 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

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 2017

- Total exhibitors: 129
  - Foreign: 27
  - Domestic: 102
- Total visitors: 2,350
  - Countries: 9
- Total net exhibition area (m²): 1,164

Member of MEDICAlliance
Economic data for Russia

Market data for “Medical Technology”

3,122

Import in US$ millions (2016)

2,711

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

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)

Outline data

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<thead>
<tr>
<th>Indicator</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
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<tr>
<td>Number of inhabitants (million)</td>
<td>146.9</td>
<td>0.1</td>
<td>71.8</td>
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<tr>
<td>Population increase (% p.a.)</td>
<td>0.1</td>
<td>71.8</td>
<td>3.6</td>
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<tr>
<td>Average life expectancy at birth (years)</td>
<td>2.0-2.5</td>
<td>2.0-2.5</td>
<td>2.0-2.5</td>
</tr>
<tr>
<td>Proportion of health expenditure to GDP (%)</td>
<td>-0.2</td>
<td>-0.9</td>
<td>-0.4</td>
</tr>
<tr>
<td>Doctors/100,000 inhabitants</td>
<td>-2.8</td>
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<td>-10.1</td>
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</table>

Gross capital investment

<table>
<thead>
<tr>
<th>Year</th>
<th>GDP</th>
<th>2015</th>
<th>2016</th>
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</tr>
</thead>
<tbody>
<tr>
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</tbody>
</table>

Export (only goods)

<table>
<thead>
<tr>
<th>Year</th>
<th>GDP</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
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Source: Statistisches Bundesamt

Future prospects for “Medical Technology”

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

Further information: www.medprom.ru

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)

Outline data

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2015</th>
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<th>2017</th>
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<tr>
<td>Number of inhabitants (million)</td>
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<tr>
<td>Population increase (% p.a.)</td>
<td>0.1</td>
<td>71.8</td>
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<td>Average life expectancy at birth (years)</td>
<td>2.0-2.5</td>
<td>2.0-2.5</td>
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Gross capital investment

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Export (only goods)

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<th>Year</th>
<th>GDP</th>
<th>2015</th>
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Source: Statistisches Bundesamt

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

Further information: www.medprom.ru

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

MARINA BAY SANDS, SINGAPORE
9 – 11 SEPTEMBER 2020

www.medicalfair-asia.com

Visitor target groups

- Biologists, biochemists, technicians
- Care services and self-help groups
- Dispensing chemists, pharmacists
- Doctors (surgery and hospital)
- Elderly care/homecare centres
- Emergency relief organisations
- Health ministry officials
- Hospital managers and employees
- Hospital technicians
- Home 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
- 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 publications

Statistics 2018

- Total exhibitors: 1,053
- Countries: 62
- Total visitors: 14,067
- Total net exhibition area (m²): 7,696

Member of MEDICAlliance
### Market data for “Medical Technology”

<table>
<thead>
<tr>
<th>Market volume in US$ millions (2015)</th>
<th>0,509</th>
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</thead>
<tbody>
<tr>
<td>Import in US$ millions (2015)</td>
<td>3,500</td>
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### Economic data for Singapore

#### Key economic data 2017 to 2019*

<table>
<thead>
<tr>
<th>Year</th>
<th>GDP</th>
<th>% Change</th>
<th>Import</th>
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</thead>
<tbody>
<tr>
<td>2017</td>
<td>12</td>
<td>0%</td>
<td>12.1</td>
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<tr>
<td>2018</td>
<td>9</td>
<td>-3%</td>
<td>4.5</td>
</tr>
<tr>
<td>2019</td>
<td>6</td>
<td>-3%</td>
<td>7.0</td>
</tr>
</tbody>
</table>

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

### 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

### Outline data

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

*Source: GTAI, Branchen kompakt: Medizintechnik (Medical Technology)*
MEDICAL FAIR CHINA – Collocated with China Medical Innovation Forum

SUZHOU INTERNATIONAL EXPO CENTRE

SUZHOU, CHINA
5–7 SEPTEMBER 2019

www.medicalfair.cn

Member of MEDICA Alliance

General information

Established
2016

Organiser
Messe Düsseldorf (Shanghai) Co., Ltd.
China Service Alliance of Medical Devices Innovation (CSAMDI)

Venue
Suzhou International Expo Centre, Suzhou, China

Project management
Rebecca Qiang

Contact
Rebecca Qiang
rebecca.qiang@mds.cn
Phone: +86 10 65907 101

Staging cycle
Annual

Visitor profile

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

Some highlights

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

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

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

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

Statistics 2018

- Professional visitors: 5,478
- Countries: 9
- Total exhibitors: 207
- Total net exhibition area (m²): 4,017
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
General information

Established
1990
Organiser
Messe Düsseldorf GmbH
Messe Düsseldorf India Pvt. Ltd.
Venue
Bombay Convention & Exhibition Centre
Mumbai, India
Project management
Paolo Bonvecchio
Siddhartha Mishra
Contact
Paolo Bonvecchio
BonvecchioP@messe-duesseldorf.de
Phone: +49 211 4560 483
Siddhartha Mishra
MishraS@md-india.com
Phone: +91 11 485500 61
Staging cycle
Biennial

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

Statistics 2018
- Total exhibitors: 537
  - Foreign: 288
  - Domestic: 249
- Total visitors: 12,351
- Total net exhibition area (m²): 6,921

www.medicalfair-india.com
Member of MEDICAlliance

International Exhibition and Conference
BOMBAY CONVENTION & EXHIBITION CENTRE, MUMBAI
5 – 7 MARCH 2020
International Exhibition and Conference
PRAGATI MAIDAN, NEW DELHI, INDIA
19 – 21 FEBRUARY 2021

www.medicalfair-india.com

Visitor target groups
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- Wireless health/mobile health
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General information
- Established 1990
- Organiser Messe Düsseldorf GmbH
  Messe Düsseldorf India Pvt. Ltd.
- Venue Pragati Maidan
  New Delhi, India
- Project management Paolo Bonvecchio
  Siddhartha Mishra
- Contact Paolo Bonvecchio
  BonvecchioP@messe-duesseldorf.de
  Phone: +49 211 4560 483
  Siddhartha Mishra
  MishraS@md-india.com
  Phone: +91 11 48 55 00 61
- Staging cycle Biennial

Statistics 2019
- Total exhibitors 516
- Countries 17
- Total visitors 14,875
- Foreign 256
- Domestic 260
- Total net exhibition area (m²) 7,043

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

BITEC, BANGKOK, THAILAND
11 – 13 SEPTEMBER 2019

Member of [MEDICAlliance](#)

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**Visitor target groups**

- Health ministry officials
- Hospital managers and employees
- Doctors (surgeries and hospitals)
- 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**

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- Medical furniture and equipment
- Medical consumables
- Ophthalmic supplies
- Pharmaceutical supplies
- Rehabilitation equipment/orthopaedic supplies
- Services and publication

---

**Statistics 2017**

- **Total exhibitors**: 828
  - Foreign: 756
  - Domestic: 72
- **Total visitors**: 9,026
- **Total net exhibition area (m²)**: 6,209

---

*Established 2003*

*Organiser*
Messe Düsseldorf Asia Pte. Ltd.

*Venue*
Bangkok International Trade and Exhibition Centre
Bangkok, Thailand

*Staging cycle*
Biennial

*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

*www.medicalfair-thailand.com*

*Member of [MEDICAlliance](#)*

---

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

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*Member of [MEDICAlliance](#)*

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Christian Bigge
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Phone: +49 211 4560 573

*www.medicalfair-thailand.com*

*Member of [MEDICAlliance](#)*
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

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)
**General information**

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

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

**Statistics 2018**

- **Total exhibitors**: 172
  - Foreign: 119
  - Domestic: 53
- **Countries**: 24
- **Total visitors**: 6,062
- **Total net exhibition area (m²)**: 1,058
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

Economic data for Singapore

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

<table>
<thead>
<tr>
<th>GDP</th>
<th>12</th>
<th>9</th>
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<td>2017</td>
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<td>2018</td>
<td>3.1</td>
<td>2019</td>
<td>2.7</td>
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Gross capital investment

Import

<table>
<thead>
<tr>
<th>Import</th>
<th>12</th>
<th>9</th>
<th>6</th>
<th>3</th>
<th>0</th>
<th>-3</th>
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<tr>
<td>2017</td>
<td>12.1</td>
<td>2018</td>
<td>4.5</td>
<td>2019</td>
<td>7.0</td>
<td>2017</td>
</tr>
</tbody>
</table>
International Health Fair
CORFERIAS – Bogotá International Business and Exhibitions Center
BOGOTÁ, COLOMBIA
14–17 JULY 2020

www.feriameditech.com

Member of MEDICAlliance

General information

Established
2008
Organiser
The International Business and Exhibition Center of Bogotá – CORFERIAS and Messe Düsseldorf
Venue
CORFERIAS – Bogotá International Business and Exhibitions Center
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

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 2018

- Total exhibitors: 252
- Professional visitors: 10,196
- Countries: 15
- Foreign: 96
- Domestic: 156
- Total net exhibition area (m²): 5,312

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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

Market data for “Medical Technology”

Market volume in US$ millions (2016)
1,197

Import in US$ millions (2016)
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

<table>
<thead>
<tr>
<th>Year</th>
<th>GDP</th>
<th>Gross capital investment</th>
<th>Import</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>4</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>2</td>
<td></td>
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<tr>
<td>1</td>
<td></td>
<td>1</td>
<td></td>
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<tr>
<td>2</td>
<td>1.8</td>
<td>0.1</td>
<td>0.2</td>
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<tr>
<td>3</td>
<td>2.4</td>
<td>2.1</td>
<td>1.5</td>
</tr>
<tr>
<td>4</td>
<td>2.8</td>
<td>3.5</td>
<td>2.6</td>
</tr>
</tbody>
</table>

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

SÃO PAULO | BRAZIL
19 – 22 MAY 2020

Member of MEDICAlliance

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

Statistics 2018
- Total visitors: 85,581
- Total exhibitors: 1,200
- Countries: 54
- Domestic: 708
- Foreign: 492
- Total net exhibition area (m²): 30,000

Established 1994
Organiser UBM Brazil
Venue Expo Center Norte São Paulo, Brazil
Staging cycle Annual
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
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
International Exhibition for Healthcare, Medical Engineering and Pharmaceuticals

MOSCOW, RUSSIA
2–6 DECEMBER 2019

www.zdravo-expo.ru/en

Member of MEDICAlliance

General information

Established
1974

Organiser
Expocentre

Venue
Expocentre

Project management
Dietmar Terviel

Contact
Dietmar Terviel
TervielD@messe-duesseldorf.de
Phone: +49 211 4560 7734

Staging cycle
Annual

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 facitilies 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 2018

Total exhibitors
1,030

Foreign
295

Domestic
735

Countries
36

Total visitors
32,521

16,625

Total net exhibition area (m²)
### 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

### Outline data

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
<th>Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of inhabitants (million)</td>
<td>146.9</td>
<td>2016</td>
</tr>
<tr>
<td>Population increase (% p.a.)</td>
<td>0.1</td>
<td>2016</td>
</tr>
<tr>
<td>Average life expectancy at birth (years)</td>
<td>71.8</td>
<td>2016</td>
</tr>
<tr>
<td>Proportion of health expenditure to GDP (%)</td>
<td>3.6</td>
<td>2016</td>
</tr>
<tr>
<td>Doctors/100,000 inhabitants</td>
<td>459</td>
<td>2016</td>
</tr>
<tr>
<td>Hospital beds/100,000 inhabitants</td>
<td>866</td>
<td>2016</td>
</tr>
</tbody>
</table>

Source: Statistisches Bundesamt

### Key economic data 2015 to 2017*

<table>
<thead>
<tr>
<th>Category</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>GDP</td>
<td>-2.8</td>
<td>-0.2</td>
<td>1.2-1.7</td>
</tr>
<tr>
<td>Gross capital investment</td>
<td>-10</td>
<td>-10.1</td>
<td>-0.9</td>
</tr>
<tr>
<td>Export (only goods)</td>
<td>-40</td>
<td>-37.0</td>
<td>3.5-3.9</td>
</tr>
</tbody>
</table>

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

MEDICA DÜSSELDORF 18 – 21 November 2019
COMPAMED DÜSSELDORF 18 – 21 November 2019
REHACARE DÜSSELDORF 18 – 21 September 2019
FAMDENT SHOW MUMBAI 7 – 9 June 2019
INTEGRATION MOSCOW 25 – 27 June 2019
MEDICAL FAIR ASIA SINGAPORE 9 – 11 September 2020
MEDICAL FAIR CHINA SUZHOU 5 – 7 September 2019
MEDICAL FAIR INDIA MUMBAI 5 – 7 March 2020
MEDICAL FAIR INDIA NEW DELHI February 2021
MEDICAL FAIR THAILAND BANGKOK 11 – 13 September 2019
MEDICAL MANUFACTURING ASIA SINGAPORE 9 – 11 September 2020
MEDITECH BOGOTÁ 14 – 17 July 2020

Strategic Co-operations:

HOSPITALAR SAO PAULO 19 – 22 May 2020
ZDRAVOOKHRANENIYE MOSCOW 2 – 6 December 2019

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www.medicalliance.global