



22nd International Exhibition and Conference

**India's No. 1 Trade Fair for
Hospitals, Health Centres and Clinics**

11–13 March 2016 Mumbai, India

**Bombay Convention & Exhibition Centre
Goregaon (East)**

www.medicalfair-india.com





INDIA BECKONS YOU TO EXPLORE OPPORTUNITIES !

US\$ 160 BILLION BY 2017 AT 15 % CAGR.

MEDICAL DEVICE IMPORTS EXPECTED TO CROSS US\$ 4 BILLION BY 2018–2019.

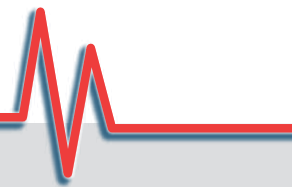
6 MILLION MEDICAL TOURIST TARGETED BY 2018.

Healthcare has become one of India's largest economic sectors – both in terms of revenue and employment. India, land full of opportunities for medical companies to explore and expand their business horizons in the ever booming Indian healthcare market.

Indian healthcare sector is growing at a 15 % CAGR to reach US\$ 158.2 billion by 2017. Imports of medical devices and equipment in India is likely to cross US\$ 4 billion mark by 2018–19 from a level of about US\$ 2.3 billion as of 2013–14.

The overall inflow of foreign investment in hospital and diagnostic sector was more than US\$ 1 billion during last decade and the overall FDI inflow of medical and surgical appliances is expected to be more than US\$ 22 million in the next couple of years.





"Medical Fair India is a good show as many of our visitors and traders can meet us and know about our future product launches."

*Dhaval, Technical Analyst
BPL Medical Technologies*

"Medical Fair India is proving to be a very effective companion to doctors as it helps in early diagnosis, screening and reconfirming of the ailment. Medical Fair India shows technology from China and other countries which are very cost effective which further opens opportunities for companies to support government's 'Make in India' campaign."

*Dr. Girdhar Gyani, Director General
Association of Healthcare Providers (India)*



INDIAN GOVERNMENT INITIATIVES TO BOOST HEALTHCARE SECTOR

- Global Investment Hotspot: 100% Foreign Direct Investment is allowed for health related services under Automatic route.
- Encouraging Tax Regime: Foreign investors can avail an income tax exemption of 5 years on hospitals located in Tier II, Tier III cities and rural areas.
- Lower tariff is levied and higher depreciation is charged by government on all the medical and health care equipment.
- Boost in healthcare facilities: National Rural Health Mission has sanctioned more than US\$ 10 billion for capacity enhancement and up gradation of healthcare facilities.
- India's first medical devices industrial park is set to come up in Gujarat and the second one is being planned for Tamil Nadu.

OPPORTUNITIES IN HEALTHCARE

- Additional 1.8 million beds needed for India to achieve the target of 2 beds per 1,000 people by 2025
- Additional 1.54 million doctors required to meet the growing demand for healthcare
- Estimated Investment to the tune of over US\$ 86 billion may be required to meet the healthcare demand.
- Over US\$ 200 billion is expected to be spent on medical infrastructure by 2024.
- Inflow of medical tourists is expected to cross 6 million by 2018.

These effective topics are focused on our medical conference and workshop schedules during MEDICAL FAIR INDIA in Mumbai. Please find more information on page 7.



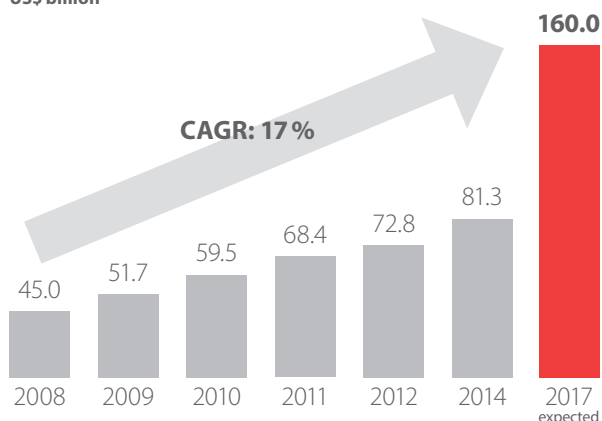
BE PART OF MEDICAL FAIR INDIA 2016 !

WHO SHOULD EXHIBIT?

- Medical Technologies
- Hospitals/Health Centers/Clinics Equipment and Products
- Laboratory and Analytical Equipment and Products
- Pharmacy and Dispensary Equipment and Furniture
- Rehabilitation
- Components
- Service Provider

HEALTHCARE SECTOR GROWTH TREND

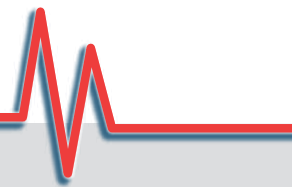
US\$ billion



WHY SHOULD YOU EXHIBIT?

- Reach a top notch audience of medical professionals, distributors, dealers and suppliers from across the globe in just three days.
- Generate business & Increase your Sales
- To launch New Products
- To Stay ahead of your Competitors
- Stay informed on the new trends & requirements
- Network & Widen your customer base
- Find New or Specific Suppliers/Distributors
- Find New Business Opportunities & Tenders
- Gain Access to the India and Sub-Continent





"Medical Fair India is an excellent industry platform and we have got great business leads. We have been participating since 2007 and we always look forward to come back. The organisers are very co-operative and we look forward for future participation."

Junaid Ashraf, Assistant Manager- Commercial Classic Flooring & Interiors Pvt. Ltd. (Square Foot)



"The show is a unique and diverse platform under one roof. The show opens doors for most impressive display of advance technology as India is the biggest market for the healthcare industry."

*Dr. M. Wali
Physician to the President of India*



VISITOR PROFILE

- Doctors (surgery), practicing physician
- Veterinarian
- Dentists, Dental surgeons
- Doctors (hospitals, health center, other medical establishment)
- Physiotherapists, Ergo-therapists
- Hospital owners, Hospital directors/-managers, Hospital administration managers and staff, Hospital technical managers and staff
- Medical specialists
- Supplying industry
- Service provider
- Biologists, Microbiologists, Biochemists, Chemists, Process engineers
- NGO's for rehabilitation aids
- Visitors with medical pharmaceutical vocational training (e. g. medical laboratory assistant, technician, doctor's assistant, nurse, career)
- Visitors from industry/manufacturer, academies/ universities, government or international agencies
- Distributors

MARKETING SUPPORT AND PROMOTIONAL ACTIVITIES

An extensive marketing & promotional plan is planned to attract more & more healthcare business professionals to visit the event through the use of various marketing channels which are specifically designed to target the visitor groups. Besides our own platforms to promote the show, there are marketing activities which will be done through our supporting organisations, media partners.

MARKETING CHANNELS

- PR
- Show Website
- Email/Fax/SMS
- Social Media
- Direct Mail Invitation
- VIP Tele Marketing
- VIP Invitations
- Presentations/Road Shows
- Advertisements in Trade Magazines
- Word of Mouth

"Medical Fair India is a great platform for us to show our technologies and innovations for the Indian market. We will participate next year in Mumbai too."

*Manu Jain, Director
Bafna Healthcare Pvt. Ltd.*

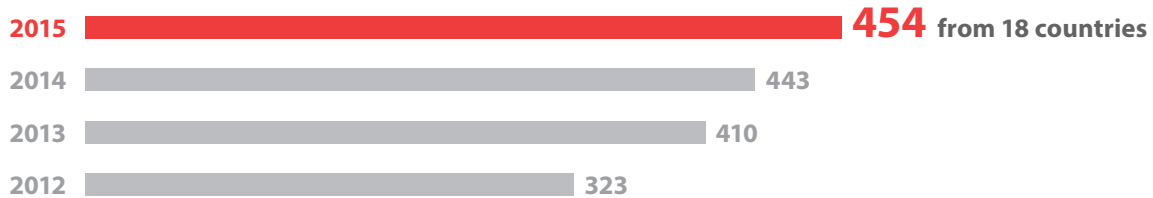


RECORD-BREAKING FIGURE YET AGAIN!

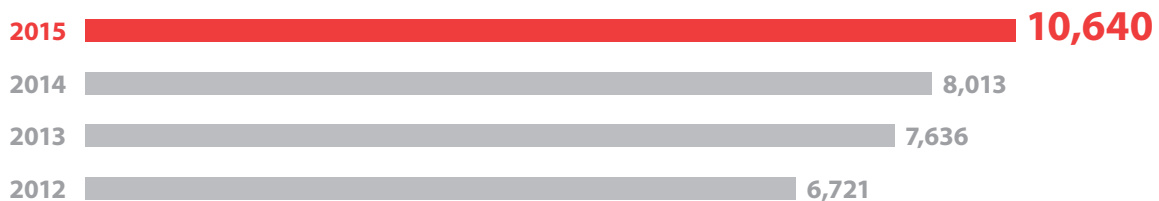
MEDICAL FAIR INDIA 2015 CONCLUDED SUCCESSFULLY

With a total of **454** exhibitors from **18** countries and **10,640** international trade visitors, having further established its position as the most important medical event for the Indian market.

EXHIBITORS



VISITORS





MEDICAL CONFERENCE AND WORKSHOP



"It is really nice to see the power of 21st Medical Fair – 2015 at New Delhi, India. This global event was very well planned and organised. Really, this Medical Fair was an international platform, which has opened up the new opportunities in healthcare industry. The entire Medical Fair including Awards, Conferences, Exhibition's was highly useful for wevery hospital, medical devices companies and Diagnostics and will contribute for the progress of healthcare through this event. Well done! Keep it up Medical Fair India team!"

*Dr. Pradeep Bhardwaj, Executive Director & CEO
Six Sigma Star Health care Pvt. Ltd.*

3 DAYS OF EXHIBITION ON HEALTHCARE AND MEDICAL INDUSTRY.

2 DAYS OF TECHNICAL CONFERENCE ON HOSPITAL INFRASTRUCTURE & PLANNING AND MEDICAL DEVICE & TECHNOLOGY.

INDIA HEALTHCARE AWARD 2016, 6TH EDITION.

The 2-day technical conference shall bring together some the eminent speakers from the medical fraternity who shall deliberate on vital issues being faced by healthcare industry professionals. Please contact us via email or phone to know the broad sessions & topics for the Medical Conference.

This will be unique opportunity to network & engage in learning the new concepts and emerging trends.

These networking forums are designed to be attended by Doctors, Healthcare Professionals, Distributors, Traders and Agents. A detailed program schedule will be available at our show website.

Use the opportunity and join the by Indian government given up-to-date topics as you can see on page 3.



FIGURES AT THE TOP:

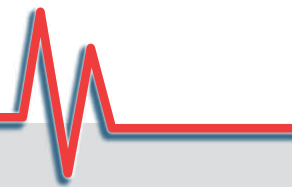
96% of the visitors are satisfied with the completeness of the shown product range and the attendance of "proper" companies!

94% with the Attendance of innovation Leaders!



POST SHOW ANALYSIS – MFI 2015

VISITORS AREAS OF INTEREST		VISITORS JUDGEMENT	
38%	Hospitals/Health centres/clinics equipment and products	98%	
37%	Medical technology	97%	
22%	Hospitals/Health centres/clinics equipment and products	97%	
20%	Laboratory and analytical equipment and products	97%	
14%	Service provider	91%	
10%	Pharmacy and dispensary equipment and furniture	87%	
7%	Components	91%	
6%	Rehabilitation	92%	



"The show is amazing and we see a great potential for hospitals and allied businesses. Medical Fair India facilitated meetings with contractors, designers and agents which makes our participation very effective. Since this is our first time at Medical Fair, we are extremely happy and feel very positive about our participation here."

*Xueming Li, VP- Operations and Customer Support
Ningbo Ownic Technology, China*

"The response has been very good at Medical Fair and we got leads to new business and prospective clients along with extremely great visibility. The organizing team has been very co-operative and has supported us in all possible means."

*Gaurav Kakkar, Manager Sales & Marketing
Mechmaark Equipments*



VISITORS OBJECTIVES IN VISITING





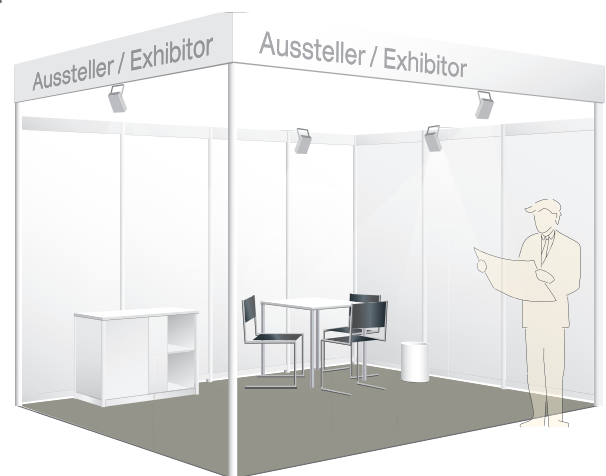
WELL PLACED!

OUR EXPERIENCED SERVICE TEAM COVERS A WIDE SPECTRUM, RANGING FROM FULLY CUSTOMISED PLANNING AND DESIGN TO A BASIC, COST-OPTIMISED STAND.

As an exhibitor you can therefore choose from a wide variety of options to suit your tailor-made presentation at the trade fair. Moreover, we ensure that all planning and realisation will give you the best value for money, while being right on schedule for handing over a turnkey stand to your trade fair team.

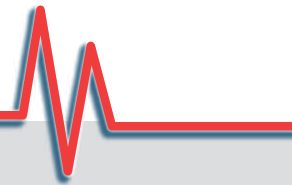
WE OFFER

- Comprehensive technical consulting and assistance in advance and in person on-site
- Customised stand construction tailored to your requirements and your CD specifications
- Various system stands
- Cost-effective package solutions
- Additional equipment
- Planning and realisation, incl. assembly and dismantling
- Turnkey delivery
- Rental furniture
- Signage



Please find all relevant price information in the enclosed application forms.

Special design on request.



THE VENUE



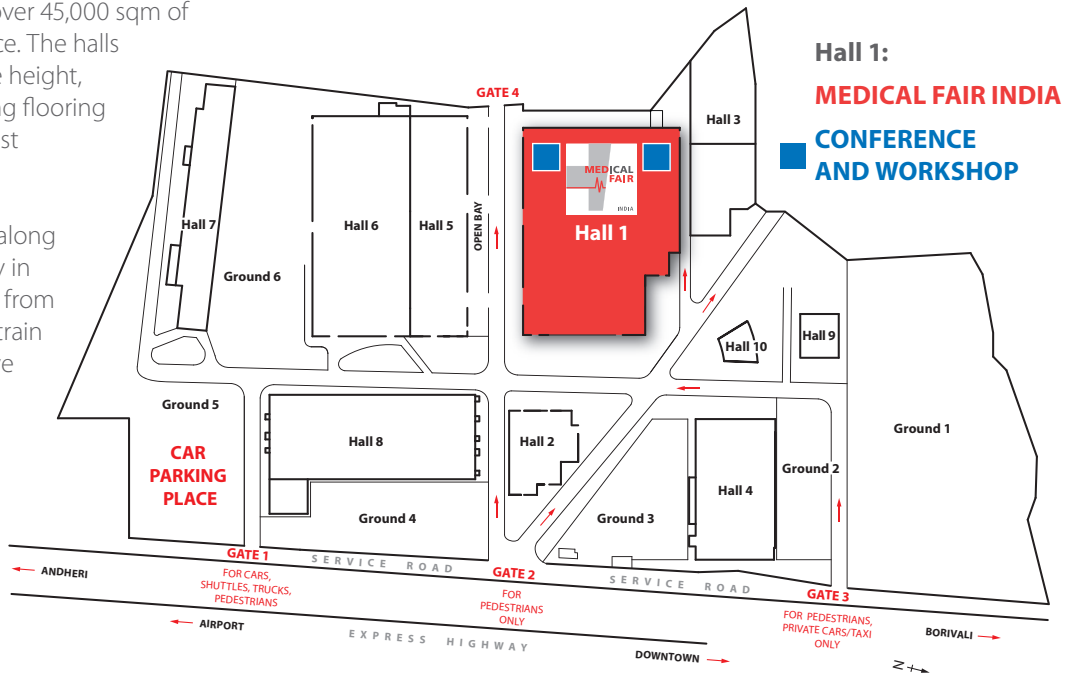
"The visibility garnered at Medical Fair India is doing wonders for us as we have got great product enquiries. The other companies which are a part of Malaysian pavilion also received good response. With our participation at Medical Fair India, we would like to get more business from companies who trust us. The event gives us an understanding of the Indian market as this is one of the good shows and we would like more Malaysian companies to take part."

*Raja Sivam, Deputy Director
Malaysian Rubber Export Promotion Council*

BOMBAY CONVENTION & EXHIBITION CENTRE (BCEC): INDIA'S LARGEST EXHIBITION CENTRE IN THE PRIVATE SECTOR.

Set up in 1991 it has hosted several prestigious International trade fairs and exhibitions ever since. BCEC consists of occupying over 45,000 sqm of centrally air-conditioned space. The halls are WiFi enabled, have ample height, lighting, ventilation and strong flooring to withstand even the heaviest machinery.

The centre is ideally situated along the Western Express Highway in Goregaon, within 10 minutes from airports, walking distance to train stations and a 20-minute drive from the heart of the city. There are numerous hotels, entertainment activities, retail shopping & sightseeing spots in close proximity.



Hall 1:
MEDICAL FAIR INDIA
CONFERENCE AND WORKSHOP



India's No. 1 Trade Fair for Hospitals, Health Centres and Clinics



WORLD OF MEDICA

INTERNATIONAL COMPETENCE IN HEALTHCARE BUSINESS



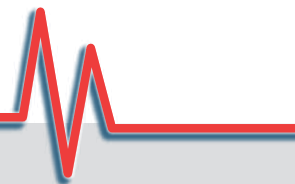
With over 50 trade fairs at the Düsseldorf location and roughly 100 own events and participations abroad, the Messe Düsseldorf Group is one of the leading export platforms in the world.



Organiser of international No. 1 fairs **MEDICA**, **COMPAMED** and **REHACARE**, Messe Düsseldorf Group commands special expertise in medical technology and health-care business, which is successfully expanded worldwide.

Our subsidiary Messe Düsseldorf India, experienced organiser of India's No. 1 fair for hospitals health centres and clinics, MEDICAL FAIR INDIA, has been active in the Indian subcontinent for over 20 years and is today one of the leading trade fair organisers in Asia.

www.world-of-medica.com



“A lot of companies showcased their technologies at Medical Fair India which make it a must attend for healthcare industry professionals and players. The organisers have done a fabulous job and the Medical Fair in India is better than its Dubai counterpart as there a more distributors.”

*Dr. Y. P. Bhatia, Managing Director
Astron Hospital & Healthcare Consultants Pvt. Ltd.*



“ The crowd at the show is fantastic and we are getting a lot of business enquiries. The show is overall very good.”

*Rashmikant Gangar
Om Surgicals*



GET TO KNOW THE “LEADERS”

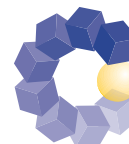
MEDICA – World Forum for Medicine – is the world’s No. 1 amongst the medical trade fairs. Every year in November “MedTech” producers from throughout the world use the trade show in Düsseldorf to showcase the entire range of new products and services for health care. The coupling of the product show with high-quality international congresses, forums as well as expert workshops and exchange of professional views attract highly qualified visitors.



www.medica-tradefair.com

COMPAMED is the leading international market place for the medical supplier industry and product development. It takes place in connection with MEDICA and offers the complete range of products, materials and services for use in the medical engineering industry: High-tech solutions, components, pre-products, packaging, new materials, innovations and products in the complex areas of microsystem technology/nanotechnology.

COMPAMED



www.compamed-tradefair.com

REHACARE is the leading international trade fair for self-determined living. With over 30 years of expertise and wide-ranging experience of the market, this fair is an ideal platform for anyone with disabilities care requirements or chronic conditions as well as for the elderly. The quality and diversity of REHACARE are reflected in numerous “special forums”, info events, industry representatives, service providers, paying a uthorities and non-profit exhibitors.



www.rehacare.com



SUPPORT

FURTHERMORE, WE THANK RENOWNED NATIONAL AND INTERNATIONAL ASSOCIATIONS AND INSTITUTIONS FOR THEIR SUPPORT.

Supporting Organisations



Agence wallonne à l'Exportation et aux Investissements Etrangers
Belgium
www.awex.be



Government agency supporting the international development of the French economy
France
www.businessfrance.fr



Federal Ministry for Economic Affairs and Energy

Federal Ministry for Economic Affairs and Energy
Germany
www.bmwv.de



Japan External Trade Organisation
Japan
www.jetro.go.jp



China Chamber of Commerce for Import & Export of Medicines & Health Products
China
www.cccmhpie.org.cn



Association of British Healthcare Industries
United Kingdom
www.abhi.org.uk



Association of Diagnostic Manufacturers of India
India
www.admi-india.org



Association of Healthcare Providers India
India
www.ahpi.in



Apollo Hospitals Group
India
www.apollohospitals.com



Fortis Healthcare Limited
India
www.fortishealthcare.com



German Healthcare Export Group
Germany
www.gheg.de



Indian Association of Physical Medicine and Rehabilitation
India
www.iapmr.org



Istanbul Chemicals and Chemical Products Exporters' Association
Turkey
www.ikmib.org.tr



Korea Medical Devices Industrial Coop. Association
Korea
www.medinet.or.kr



Healthcare Federation of India
India
www.nathealthindia.org



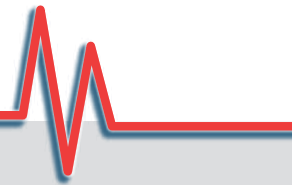
Shenzhen Association of Medical Devices
China
www.samd.org.cn



German Hightech Industry Association
Germany
www.spectaris.de



German Electrical and Electronic Manufacturers' Association
Germany
www.zvei.org



Metal Industries
Research & Development Center
Taiwan
www.mirdc.org.tw



Malaysian rubber Export
Promotion Council
Malaysia
www.mrepc.com

Supporting Media





India's No. 1 Trade Fair for Hospitals, Health Centres and Clinics



THE TEAM OF MEDICAL FAIR INDIA 2016

MESSE DÜSSELDORF GMBH

P.O. Box 10 10 06
40001 Düsseldorf
Germany

www.messe-duesseldorf.de

Project Manager International Exhibition Management

Mr Stephan Küppers

Phone +49/2 11/45 60-77 15
Fax +49/2 11/45 60-77 40
KueppersS@messe-duesseldorf.de

Technical Service

Mr Dimitri Peters

Phone +49/2 11/45 60-77 13
Fax +49/2 11/45 60-77 50
PetersD@messe-duesseldorf.de

Technical Assistance

Mrs Tanja Schäfer

Phone +49/2 11/45 60-77 23
Fax +49/2 11/45 60-77 50
SchaeferT@messe-duesseldorf.de

DON'T MISS THE OPPORTUNITY
AND BE PART OF THIS UNIQUE
MEDICAL FAIR INDIA 2016!

www.medicalfair-india.com

