

Invitation
to Exhibitors

Important Dates:

| | | | |
|-------------|-------|-------|------|
| Build-up | 9-10 | March | 2005 |
| Show | 11-13 | March | 2005 |
| Dismantling | 13 | March | 2005 |



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Your Trade Fair Partner In India



check tin Basis for Business

Partner with us at HOSPI Medica INDIA 2005, in Mumbai



Your Gateway to India's Healthcare Market

11th International Exhibition on
Medical Equipment and Diagnostics

March 11-13, 2005
WTC, Mumbai/India

Sponsored by:



www.hospimedica-india.com

THE INDIAN HEALTHCARE MARKET - UNLIMITED POTENTIAL

With over 1 billion people and a healthy GDP growth India's healthcare industry is on an upward trend. Healthcare has been given priority status by both the Central and individual state governments. Favorable policies and initiatives undertaken by the Government of India is expected to increase the number of new hospitals and improve medical facilities. Consequently this has increased the demand for capital equipment. Mumbai city alone has an estimated 52 Municipal hospitals, 14 Central and State Government owned hospitals, 32 trust hospitals (both Government and private) and 1091 private hospitals and around 5000 post-graduate doctors. The medical market can be regarded as a new motor of the Indian economy.

Government health provisions: Number of Facilities

| PRIMARY CARE | | | SECONDARY CARE | | | TERTIARY CARE |
|------------------------|----------------------|--------------------|--------------------------------|--------------------------|----------------------------------|--------------------------------|
| Primary Health Centers | Primary Health Posts | Urban Health Posts | District and Taluk** Hospitals | Community Health Centers | ESI* and Public Sector Hospitals | Medical Colleges and Hospitals |
| 23,000 | 13,200 | 1,500 | 4,400 | 2,400 | 1,200 | 162 |

Source: McKinsey Analysis
 *ESI-Hospitals: Hospitals for government officials
 **Taluk: Village Hospitals

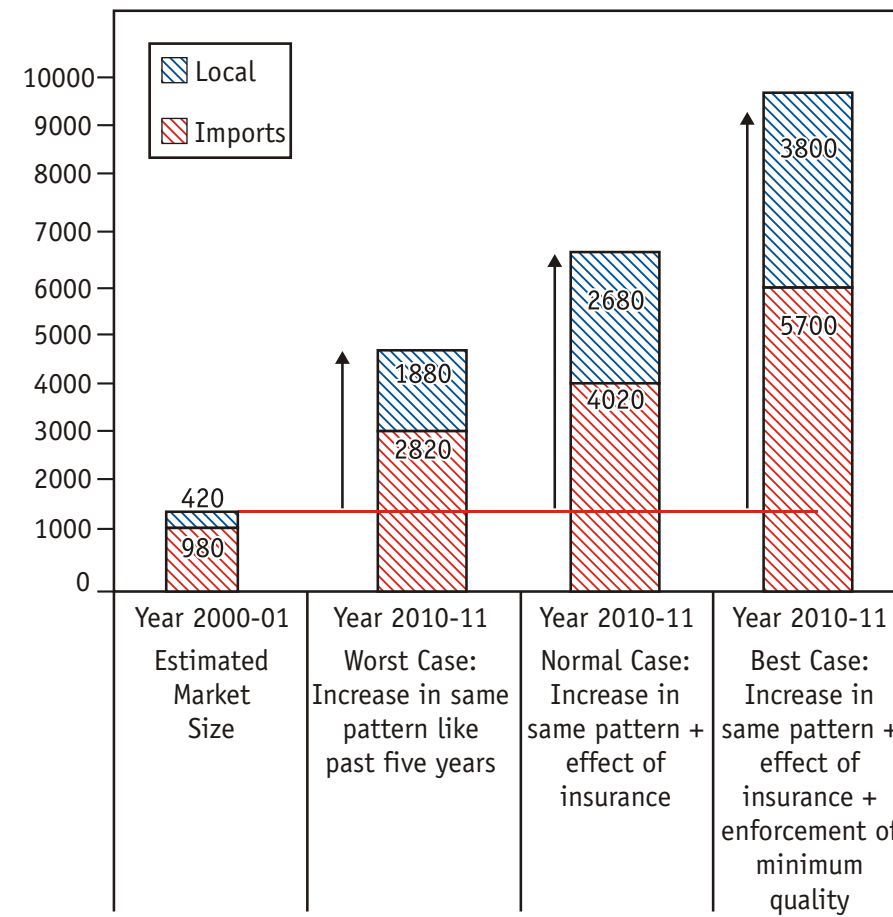
An area of note in India's healthcare sector is the opening up and privatization of the health insurance sector. This has a great impact on the medical device industry. Privatization of the insurance sector will have a positive impact on the device market. As the number of products and competitors increase in the market, consumers will start comparing and opt for the best. Insurance coverage will increase and enhanced services will prompt people to get sophisticated tests done more often. The entire device industry will benefit from these developments especially diagnostic imaging, clinical diagnostics, digital radiography and image integration, and intensive and critical care.

The Indian healthcare industry is estimated at US \$ 22 billion and the medical device market is estimated at US \$ 1.85 billion and growing at 15% per annum. The conditions for exporting to India have become very conducive and 50% of the demand for medical equipment can be met only from imports out of which 70% of electronic equipment is already imported.

Telemedicine services in India are growing very fast which again increases the demand for diagnostic medical equipment. Two other areas, which are growing rapidly, are Emergency medical services and clinical waste management. Medical tourism has witnessed a steady growth of 30% per annum.



Estimated and Projected Medical Device Market Size in India in Rs. Crore (1 crore = 10 million)



Source: Diagnostic Business Opportunities in India & McKinsey Analysis

HOSPIMedica INDIA 2005

HOSPIMedica INDIA has become synonymous as the best platform for the medical fraternity in India. The success of the previous shows point to the fact that exhibitors, visitors and trade bodies in India fully support this show.

The 11th edition of HOSPIMedica INDIA is a presentation of indigenous and international products and technical know-how. Manufacturers will get an opportunity to explore the vast Indian market and negotiate potential business and bilateral tie-ups in this segment.

Exhibitor Profile

- Medical Equipment
- Hospital Supplies
- Surgical Items
- Medical Disposables
- Rehabilitation Aids
- Diagnostics
- Hospital Furniture
- Radiology & Imaging Equipment
- Physiotherapy Equipment
- Critical care/Emergency Equipment
- Disinfection & Waste Management Systems
- Medical Software
- Medical Publications

Visitor Profile

- Medical Professionals/Doctors
- Surgeons
- Para-medical Professionals
- Hospital Administrators
- Pathologists
- Radiologists
- Physiotherapists
- Distributors/Traders
- Importers
- Senior professionals from both Government and private hospitals

Venue - WTC, Mumbai



Mumbai is India's commercial capital and the Mecca of the medical equipment industry. It is the strongest and most vibrant medical equipment centre in India. The World Trade Centre (WTC) is one of Mumbai's most central exhibition centers located right in the heart of Mumbai's busiest business district and it is a real Indian window to the world.

Sponsored by



MEDICA, the World Forum for Medicine with Congress organized by Messe Düsseldorf takes place annually in Düsseldorf, Germany, with a minimum of 5000 exhibitors on over 170,000 square meters of net exhibition space and over 200,000 international visitors this show qualifies as a compact offer of medical products and services second best to none in the world. The Messe Düsseldorf and CIDEX Trade Fairs Pvt. Ltd. are now bringing the MEDICA experience to India, through HOSPIMedica INDIA.

Organizers



Messe Düsseldorf GmbH (organizers of MEDICA the world's No. 1 medical show) and CIDEX Trade Fairs Pvt. Ltd. are organizing this show. Together with their representative offices they will ensure a wide spectrum of focused and targeted visitors at the show.



CIDEX Trade Fairs Pvt. Ltd., in a short span of three years has earned the reputation of being one of the most professionally managed trade fair organizers in India.