



No.ITPO/Medipharm Expo/HCMC/Vietnam/2019
January 28, 2019

Sub: - 19th MediPharm Expo, Vietnam – August 1-3, 2019

Dear Sir/Madam,

We are pleased to inform you that India Trade Promotion Organization (ITPO) under Ministry of Commerce & Industry will organise India Pavilion in 19th International Medical, Hospital & Pharmaceutical Exhibition in Ho Chi Minh City (HCMC), Vietnam at Saigon Exhibition & Convention Centre from August 1-3, 2019. It is one of the most prestigious specialised exhibition in Healthcare Industry, endorsed & supported by Ministry of Health of Vietnam & all relevant medical & Pharmaceutical Manufacturers Association in Vietnam.

The Market

Vietnam has been an emerging attractive destination for foreign investors, particularly the pharmacy and medical equipment companies. It is estimated that the revenue of this sector in Vietnam was USD 800 million in 2016, and is expected to reach USD 1.8 billion in 2018. Average growth in the industry would be 18-20% in the period 2016-2020. Ministry of Health, Vietnam has stated that most of the medical equipment available in Hospitals is imported from foreign countries. The demand for medical equipment is on rise especially, hi-tech equipments for hospitals in big cities including Ho Chi Minh City. Ministry of Health, Vietnam stated that 90% medical equipment available in local hospitals are procured from foreign countries such as Japan, Germany, America, China and Singapore, accounting for more than 50% of total import values. HCMC alone expects to spend US\$900 million for upgrading its hospitals. The fair will provide excellent opportunity for branding, meeting customers/importers, necessities in hospitals of various provinces – FV Hospital, Vu Anh Hospital, Becamex Hospital, Vinmec Hospital, City International hospital, Cho Ray Hospital, Conferences on “Local Medical Pharmacy Market and Policies” organized by HCMC Medical Equipment Association.

Products on display

- 1. Hospital Equipment:**
Medical equipments, instruments, machines & materials used in hospital
- 2. Hospitals:**
 - Examination & treatment services, community healthcare consultancy
 - Hospitals, medical centres, clinics, sanatoriums
 - Medical Tourism
- 3. Pharmaceutical Product & Process Machinery:**
Medicines: Various kinds of pharmaceuticals, chemistry, nutritious food:
 - Food Supplement
 - Drug raw materials, Herbals, essential oil, attar.
 - Pharmaceuticals processing and packaging machines:
- 4. Medical & Laboratory Equipment**
 - Laboratory and analysis equipments
Machines, equipments and chemical used in analysis, laboratory life science, environmental protection, medical safety clothes, jack boots, gloves, building technology and services.
- 5. Ophthalmology**
 - Lens Technology
 - Medical eye Care

6. Dental Products & Technology

- Dental materials and medicines
- Dental treatment machines & equipments
- New technology

Medipharm Expo promotes trade activities catering to entire segment of health & medical equipment strengthening local & B2B operation.

We invite you to participate in Medipharm Expo 2019, Ho Chi Minh City, Vietnam. The rentals for participation is Rs.18,500 per sqm (tentative) under shell scheme . Booths are available in modules of 6 sqm, 9 sqm & multiples thereof. The booth size of 6 sqm will be available for small enterprises. The Cost for a 9 sqm booth will be Rs.1,66,500/ only. Space can be booked by making advance payment of Rs. 50,000/- in favour of India Trade Promotion Organisation by RTGS/NEFT as per the Bank details given on the application form.

Please feel free to contact us for any further information you may require. You may contact Shri Manish Prasad, Sr.Manager, Mobile: 7042500175, E-mail: manishprasad@itpo.gov.in and Shri Subhas Kalia, Dy. Manager , Mobile: 9910270766, E-mail:subashkalia@itpo.gov.in

Your prompt decision will help us in planning the India Pavilion in an effective and efficient manner.

Thanking you

Yours faithfully,

(Subash Kalia)
Dy. Manager