

EEPC India Invites Participation for  
**MEDICAL DEVICES EXPO 2021**  
**25 - 31 March, 2021**

**Medical Devices, Surgical & Laboratory Equipment  
and Healthcare Infrastructure and Supplies**



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## Introduction

Healthcare has become one of India's largest sectors, both in terms of revenue and employment. Healthcare comprises hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance and medical equipment. The Indian healthcare sector is growing at a brisk pace due to its strengthening coverage, services and increasing expenditure by public as well private players.

India's competitive advantage lies in its large pool of well-trained medical professionals. India is also cost competitive compared to its peers in Asia and Western countries. India ranks 145 among 195 countries in terms of quality and accessibility of healthcare.

## Market Size

The healthcare market can increase three-fold to Rs. 8.6 trillion (US\$ 133.44 billion) by 2022. Indian medical tourism market is growing at 18% y-o-y and is expected to reach US\$ 9 billion by 2020. There is a significant scope for enhancing healthcare services considering that healthcare spending as a percentage of Gross Domestic Product (GDP) is rising. The Government's expenditure on healthcare sector has grown to 1.6% of the GDP in FY20BE from 1.3% in FY16.

Health insurance is gaining momentum in India. Gross direct premium income underwritten by health insurance grew 17.16% y-o-y to Rs. 51,637.84 crore (US\$ 7.39 billion) in FY20.

## Highlights of the Virtual Expo

As we all know that due to COVID-19, unprecedented situation has arisen which has impacted world trade and has led to changes in the trade dynamics including opening up new opportunities for Indian Exporters and expansion of the trade basket. The Indian manufacturers of medical devices have been able to very confidently rise up to the occasion and we have created sufficient production capacities for various critical care items like PPE kits and N95 masks. India has emerged as an important destination for manufacturing healthcare engineering products and services. The recent Medical Devices Amendment Rule 2020 is meant to make the sector more regularized. At the same time the Production Linked Incentive Scheme for Medical Devices, 2020 is meant to encourage more local production in the medical devices sector. Likely displacements in Global trade with traditional trading partners offer India a wonderful opportunity to gain more market share. We aim to provide opportunities to our member from the medical industry.

### *The show will involve*

- Exhibitors from the entire industry
- 15 Speakers
- Global Focus i.e. Africa, ASEAN, CIS, LAC, North America, SAARC, etc
- More than 300 Foreign buyers

The Show aims to link medicines, equipment, infrastructure, suppliers, vendors and hospitals for efficient and effective utilization of resources at various associated segments. In order to fulfill the needs of the entire healthcare sector an event is conceived giving one stop solutions to meet all requirements of the healthcare sector from Medical devices to infrastructural requirements. Based on the industry feedback & recommendations, EEPC India has come forward to expand the diaspora of this show and cover the whole of the industry.

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## Objectives

- To globally promote and showcase Medical Devices, Surgical equipment, Hospital Equipment & Supplies, Laboratory Equipment, Medical Clothing, Waste Management Plants and Equipment from India
- To foster direct interaction between Indian manufacturers/ suppliers with buyers/ importers, from participating countries.
- To provide a direct opportunity to our manufacturers/ exporters, to sell their products and also get a clear understanding of the exact requirement of the potential buyers
- To create an interactive and effective platform to strengthen bilateral ties and further reinforce the image of “Brand India”



Medical Devices	Hospital Infrastructure
Disposable products	Building management systems
Cardiology Equipment	CCTV, protection and security systems
Infant and baby care	Salon & Spa equipment, Furniture, accessories & furnishing
Dental Equipment & Implants	Cosmetology & Aesthetics Machines
Diagnostics Products	Machinery and equipment manufactures of AYUSH products
E.N.T Instruments	Dry wall, ceilings, gypsum plasters systems & materials
Electro Medical Instruments	Cleanroom systems
Medical Disposable Products	Hospital furniture & interiors
Medical Gas Pipe Line	Hospital management groups
Modular OTs and OT Equipment	Signages
Neonatal Devices	Laundry equipment
Endoscopy	Paints, coatings and varnishes
General Surgical Products	Patient communications & healthcare technology
Gynecological Products	Hospital Furniture and Fixtures
Ophthalmic Instruments	Hospital Garments
Orthopedic Implants	Doors & windows, glass & facades
Pathological Instruments	Electricals, wires & cables
Physiotherapy Equipment	Elevators & escalators
Rehabilitation Products and aids	Energy supply, distribution & management suppliers
Suction Units	Equipment & machinery
Surgical Disposable	Flooring, roofing & cladding

Medical Devices	Hospital Infrastructure
Protective spectacles and goggles	Lights & illuminations, HVAC
Plastic face shields	Medical gas pipe systems, tubes, plumbing and fittings
COVID-19 Test kits	Modular OT infrastructure
Disinfectants and sterilisation products	Offsite construction solutions
Medical Consumables	Storage solutions
Gloves	Waste management and water treatment systems
Protective garments	Accreditation Agencies
Safety footwear	Air conditioning & refrigeration
Head Cover	Ambulance
Disposable hair nets	Laboratory Equipment
Oxygen Therapy equipment and pulse oximeters	Bio Medical Instruments
Operating Tables & Shadow Lights	Blood Bank Equipment
X-Ray Instruments	Lab equipment
ICU/CCU Equipment	COVID-19 Diagnostic Test instruments and apparatus
Laparoscopy	Healthcare consultants & architects
Operation Theater Equipment	Healthcare insurance
Surgical Medical Rubber Goods and many more	Healthcare technology
Anesthesia products	Hospital facility management
Surgical mask/face mask	
Gas masks	





### Exhibitor Packages

FACILITIES	STANDARD BOOTH	PREMIUM BOOTH
B2B over Video Conference	Yes	Yes
Exhibitor List	Yes	Yes
Product Display	Yes	Yes
Booth Design Choice	No	Yes
Choice of Booth Colour scheme	Yes	Yes
Total Banner Space (Banner + Standee)	4	6
Corporate Video display in the booth	No	Yes
Product Video upload	No	Yes
Chat Box	Yes	Yes
Product brochure/catalogue upload	1	Up to 3
Website Link	Yes	Yes
Social Media Pages of the exhibitors can be reached	Yes	Yes

### Participation rates may be given as follows:

Participant	Standard booth	Premium booth
Member	Rs. 10,000	Rs. 12,000
Non Member	Rs. 12,000	Rs. 14,000

\* GST as applicable

### MODE OF PAYMENT

Please use the PayU payment gateway on the online Space Booking Form

### HOW TO BOOK SPACE

Firms are requested to fill in the online Space Booking Form.

[https://eeepcvirtualexpo.com/exhibitors/exhibitor\\_business\\_information/MTc](https://eeepcvirtualexpo.com/exhibitors/exhibitor_business_information/MTc)  
Click on this link to open the form.

### SELECTION CRITERIA

Since space is limited, participants will be selected strictly on first come, first served basis

### CANCELLATION OF PARTICIPATION

If any participant wants to cancel her/his participation, it may be noted she/he remains liable to pay the full amount to EEPC India

### VIRTUAL PLATFORM

[https://eeepcvirtualexpo.com/frontend/event\\_page/MTc](https://eeepcvirtualexpo.com/frontend/event_page/MTc)

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