



ITPO/Medipharm Expo/2018

**Sub:- 18<sup>th</sup> MediPharm Expo, Vietnam – August 2-4, 2018**

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 18<sup>th</sup> International Medical, Hospital & Pharmaceutical Exhibition in Ho Chi Minh City Vietnam at Saigon Exhibition & Convention Centre from August 2-4, 2018. 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.

**Products on display**

1. **Hospital Equipment:**  
Medical equipments, instruments, machines & materials used in hospital
2. **Hospitals:**
  - Examination & treatment services, community healthcare consultancy
  - Hospitals, medical centers, 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

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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 2018, the rentals for participation are Rs.19,500 per sqm (tentative) under shell scheme . Booths are available in modules of 6 and 9 sqm. & multiples thereof. Cost for a 6sqm booth will be **Rs 1,17,000/** only. Space can be booked by making advance payment of Rs. 50,000/- in favour of India Trade Promotion Organisation by RTGS/Demand Draft.

Please feel free to contact us for any further information you may require. You may contact Ms. Jasdeep Seth, Deputy Manager on 9818128369, E.mail: [jseth@itpo.gov.in](mailto:jseth@itpo.gov.in)

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

Thanking you

Yours faithfully,

(Hema Maity)  
General Manager