



Confederation of Indian Industry



# HEALTH TECH INDIA

An Exhibition on Medical Equipment, Technology, and Healthcare Services.

**3-5 FEBRUARY 2017, PRAGATI MAIDAN, NEW DELHI, INDIA**



# Overview



The 1st Edition of **HEALTH TECH INDIA 2017** will be scheduled from **3 - 5 February 2017** at **Pragati Maidan, New Delhi**.

The main objective to organize this Exhibition & Conference is to provide a platform to showcase the latest technology in the healthcare and medical devices industry, also to bring together the key decision makers, manufacturers, suppliers under one roof. **HEALTH TECH INDIA 2017** aims to educate, inspire and deliver results for the community involved in the design, development, and manufacturing of medical devices and technologies.

The event will be supported by the Government of India and the Ministry of Health and several associations related to the healthcare sector.

## Indian Medical Equipment Sector

### Medical Equipment Sector in India

- The Indian Medical Equipment industry is currently valued at around USD 1 billion and has been growing at an average rate of 17% for past couple of years. It is strongly believed that growth will outperform the pace, resulting in the Indian Medical Equipment market reaching close to USD ~6.5 billion by the year 2020.
- There are varied understandings of what constitute "Medical Equipment". Medical Equipment encompasses a wide range of healthcare products (personal medical devices, bio-physical monitoring, life support systems, implants, bionics in rehabilitation of physically challenged, embedded technology in neuro sciences (ASIC and Stroke Recovery) and cardiac sciences and lately telemedicine which require some external energy source to be operational. In this section the current industry size, the major market segments and product categories are highlighted.

### Market Size

- Various sources expect the Medical Equipment industry to reach around USD 2+ Billion in 2015 growing at a CAGR of 17% for the last five years from a size of USD 850+ Million in 2009. It is believed that the growth will not only sustain but increase beyond 17%. The hypothesis is based on positive market and non-market factors as listed below:

**Market Factors:** Growing population, ageing, income base and associated disposable income, increasing socio-economic inclusion of rural and deprived in mainstream economy, heightened manufacturing innovation to create customized products to meet the needs of all income segments, changing disease prevalence pattern (e.g. early onset of diabetes and heart diseases) and growing awareness among the middle class to focus on early detection and disease prevention.

**Non-Market Factors:** Development of infrastructure, favorable regulations, FDI inflow, outsourcing of manufacturing and R&D activities to India, government, initiatives to improve healthcare access through, insurance schemes.



# Business Opportunities

- In Indian hospitals, the availability of hospital beds is less than required. Hence by 2025, there is an impending necessity to add 1.8 million extra beds to attain the ratio of 2 beds/1000 people.
- By 2025 an extra 0.7 million doctors will be needed to achieve the ratio of 1 doctor/1000 people.
- Patients mostly from Gulf & SAARC Nations, Africa, CIS countries, Bangladesh, Pakistan, and Myanmar are attracted to India for treatment. They come mainly for orthopedic treatments, organ transplant, cardiac & oncology issues. Medical tourism is assessed to rise 27% (CAGR), which is from \$1.9 billion (2011) to \$ 3.9 billion (2015).
- Telemedicine is the best solution for health care facilities in rural and semi-urban sectors because of the lack of doctors. Development of the Indian IT sector plays an important role in the growth of telemedicine.
- The Indian medical equipment and implants sector contributes to approximately 85% of the import market. Investment opportunities are also seen on machineries like X-ray, ECG, in-vitro diagnostics, patient monitoring, etc.

## Focus Sectors



Ambulance, Critical Care and Emergency Equipment



Diagnostics Equipments



Disinfection and Waste Management / Disposal Systems



Healthcare IT



Hospital Furniture



Hospital Supplies



Insurance Companies



Medical Equipment



Medical Disposables



Medical Equipment and products for pathological and clinical laboratory



Medical Software



Medical Publications



Radiation Safety



Radiology and Imaging Equipments - Physiotherapy Equipments



Rehabilitation Aids



Surgical Instruments

## Visitors Profile

- Doctors / Physicians / Surgeons / Specialists
- Public Health Services
- Hospitals / Hospital Administrators / Technicians
- Medical Colleges / Institutes
- Medical and Paramedical Fraternity
- Healthcare Professionals
- Health Organizations Distributors
- Govt. Agencies and Officials
- Research and Development Organizations

## Participation Cost

Space Type (Per Sq Mtr)	CII Member (INR Per Sq Mtr)	Non-Member (INR Per Sq Mtr)	Overseas (USD\$ Per Sq Mtr)
Indoor Raw Space (Minimum 36 Sqm)	8000	8500	270
Built-Up Space (Minimum 9 Sqm)	9000	9500	290
<b>Electricity Charges</b>			
Kilowatt (Per KW)	3500	3500	80

\*Government Taxes Applicable



Confederation of Indian Industry

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the development of India, partnering industry, Government, and civil society, through advisory and consultative processes.

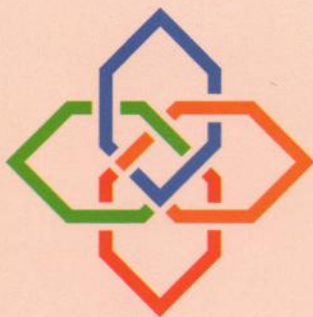
CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process. Founded in 1895, India's premier business association has over 8000 members, from the private as well as public sectors, including SMEs and MNCs, and an indirect membership of over 200,000 enterprises from around 240 national and regional sectoral industry bodies.

CII charts change by working closely with Government on policy issues, interfacing with thought leaders, and enhancing efficiency, competitiveness and business opportunities for industry through a range of specialized services and strategic global linkages. It also provides a platform for consensus-building and networking on key issues.

Extending its agenda beyond business, CII assists industry to identify and execute corporate citizenship programmes. Partnerships with civil society organizations carry forward corporate initiatives for integrated and inclusive development across diverse domains including affirmative action, healthcare, education, livelihood, diversity management, skill development, empowerment of women, and water, to name a few.

The CII theme for 2016-17, **Building National Competitiveness**, emphasizes Industry's role in partnering Government to accelerate competitiveness across sectors, with sustained global competitiveness as the goal. The focus is on six key enablers: Human Development; Corporate Integrity and Good Citizenship; Ease of Doing Business; Innovation and Technical Capability; Sustainability; and Integration with the World.

With 66 offices, including 9 Centres of Excellence, in India, and 9 overseas offices in Australia, Bahrain, China, Egypt, France, Germany, Singapore, UK, and USA, as well as institutional partnerships with 320 counterpart organizations in 106 countries, CII serves as a reference point for Indian industry and the international business community.



## HEALTH TECH INDIA

An Exhibition on Medical Equipment, Technology,  
and Healthcare Services.

**3-5 FEBRUARY 2017, PRAGATI MAIDAN, NEW DELHI, INDIA**

For further information and space booking please contact:

**Mr Vikas Chopra** | vikas.chopra@cii.in, +91 9999 192571  
**Ms Priyanka Singh** | priyanka.singh@cii.in, +91 7838 275803

[www.healthtechindia.co.in](http://www.healthtechindia.co.in)