



16-18 March 2018

Bombay Convention & Exhibition Centre, Mumbai

Fact Sheet: *Clin Lab India*

Quotes from 2017 Exhibitors

Mindray (China) Mfg. of Chemistry and Hematology Instrumentation

"Clin Lab India was an important platform in the successful India launch of the Mindray CL 1200i chemiluminescence analyzer. Excellent job!! Good B2B Platform, we would love to be part of its next edition. James Xie, IVD Product Line Sales Manager, India, Shenzhen Mindray BIO-Medical Electronics Co., Ltd., China

Awareness Technology (USA) Mfg. of Chemistry Instrumentation

"Congratulations to Scherago International and Messe Düsseldorf India on the launch of Clin Lab India (CLI)! Awareness Technology, Inc had a good response via our exclusive India distributor, CPC. We are committed to further growing our India business from the CLI platform." Mary Freeman, President, Awareness Technology, USA.

TechnoServe (India) Mfg. of Point of Care Testing (POCT) Products

TechnoServe has its presence felt for the second time in Medical Fair India. The theme of Clin Lab India was highly appreciated and it met our requirements; it was a perfect showcase which focused on speciality products and segment. Dr. Kanwar Bir Singh, MBA, Ph.D. Director, TechnoServe Enterprises, India

Levram (India) Mfg. of Blood Collection Products

It was the first time we had exhibited at CLI. Our experience with you and your team at the medical fair was good. You & your team were supportive. Overall an amazing experience and a successful exhibition. Mr. Utsav Parchisi, Director, Levram, India

About India Healthcare

India has become the world's fastest growing major economy. It is the world's 9th largest economy by GDP (+7.8%) and the third largest in purchasing power parity (PPP). India's rapidly growing middle class is now larger in size than the entire USA middle class. Another driver is the 27% annual growth of medical tourism which will reach \$6 billion in 2018. These trends have resulted in the following:

- An increase in healthcare expenditures that reached \$160 billion in 2017 and is expected to reach \$280 billion by 2020
- The medical device market will reach \$8 billion in 2018 with **60% + of devices imported** (driven by new speciality and super-specialty hospitals).

Background

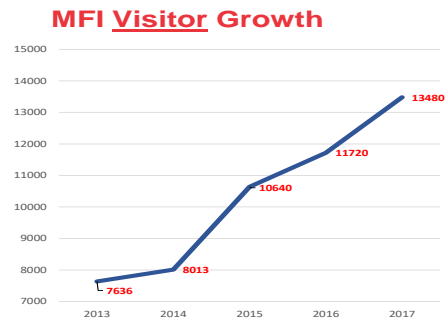
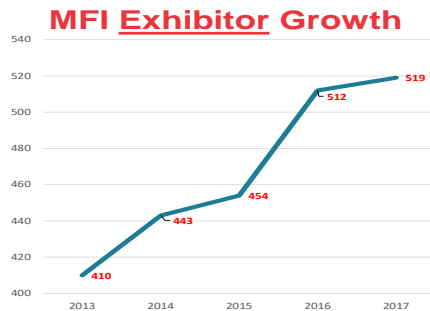
Against this background, a collaboration between **Messe Düsseldorf India** and **Scherago International** developed to launch **Clin Lab India** in 2017. The event is co-located with **Medical Fair India (MFI)**, an already established medical event that alternates each year between New Delhi and Mumbai.



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About Medical Fair India

In its 24th year, **Medical Fair India (MFI)**, a general device event, has demonstrated impressive growth since 2013:



The importance to IVD companies of co-locating **Clin Lab India** with **MEDICAL Fair India** is that it is held in alternate years in the two largest IVD markets, New Delhi and Mumbai.

About Clin Lab India (CLI)

The vision of **Clin Lab India** is to be the major interdisciplinary exhibition and conference serving the South Asia market. The peer-reviewed conference is organized by TriMark Conferences with delegates earning CME credits through the AACC ACCENT© Accreditation Program. The 2018 conference (16-17 March) will focus on POCT, chemistry and Immunoassay.

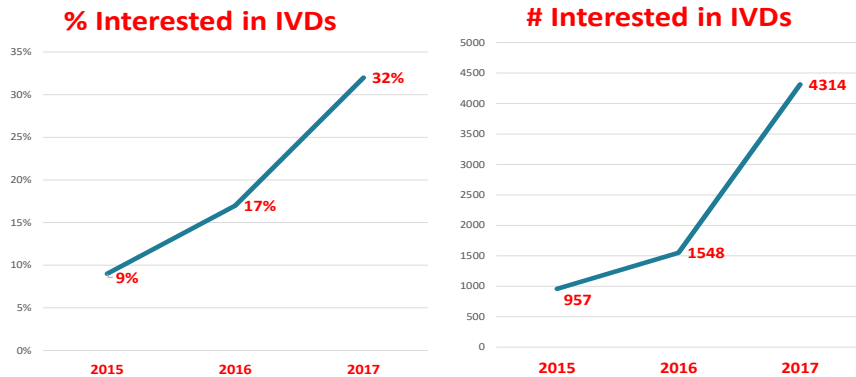
Clin Lab India (CLI) 2017 – IVD Interest Visitor Demographics

Using the CASI (Computer Aided Self Interview) system, below are CLI relevant stats based on 1012 interviews

Interest in Lab Products Data Projected to 13,480 Visitors Attending MFI		
Degree of Interest	#	%
Main Interest	2696	20%
General Interest	1618	12%
Total	4314	32%
Compared to 2016	+2776	+179%

Interest in Specific Categories of Lab Products Data Projected to 4314 Visitors Having Interest in Lab Products		
Category	#	%
Lab Equipment	2847	66%
Diagnostic Kits	2502	58%
Analytical Instrumentation and Systems	1639	38%
Microscopy	431	10%

The launch of CLI resulted in a much-heightened interest in IVDs among MFI visitors. The interest in IVDs between 2016 (before the CLI Launch) and 2017 was + 179%. Below are IVD interest stats since 2015



The Venue: Clin Lab India 2018

Exhibit space will be 522 sqm, an increase of 58% over 2017. The Clin Lab India area is in a prime location in the middle of the exhibition floor and will include special **International IVD Pavilion** area for non-Indian companies.



MEDICAL FAIR
INDIA

16 - 18 MARCH 2018
24TH INTERNATIONAL
EXHIBITION AND CONFERENCE
MUMBAI, INDIA



INDIA'S NO. 1
TRADE FAIR
FOR HOSPITALS,
HEALTH CENTRES AND CLINICS



Services

- Restroom
- Emergency Exit
- Security Check
- Media Mile
- Pillar
- Electric Pillar

Legend

- India
- Confirmed
- Clin Lab India Expo
- International

