Invitation
A Business Delegation to Medical Philippines Expo 2017

Organized by the
EU-PHILIPPINES BUSINESS NETWORK (EPBN)

In partnership with
NORDCHAM PHILIPPINES

November 27 - 28, 2017
SMX Convention Center
Manila, Philippines
Overview of Expo
Medical Philippines 2017, co-located with Pharma Philippines 2017 and Dental Philippines 2017, is the only specialized medical, dental and pharmaceutical event in the Philippines that brings together an international congregation of Medical & Healthcare equipment and services, Dental Technology, Pharmaceutical companies, and supporting industries, showcasing the latest developments in the medical, dental and pharmaceutical industry.

Exhibitor Profile:
- Accident and Emergency Equipment
- Building Technology and Services
- Catering and Kitchen Equipment
- Communication and Information Technology
- Dental Equipment and Supplies
- Diagnostics
- Disinfection and Disposal Systems
- Medical Technology / Equipment
- Fabrics / Laundry
- Laboratory Equipment
- Medical Automation Technologies
- Medical Furniture and Equipment
- Medical Consumables
- Ophthalmic Supplies
- Pharmaceutical Supplies
- Rehabilitation Equipment
- Orthopedic Supplies
- Services and Publications

Exhibition area:
2000 sqm

Number of exhibitors:
65

Origin of exhibitors:
Philippines, Indonesia, France, China, Singapore, Pakistan, South Korea, Malaysia, Taiwan, India, Italy

Visitor Profile:
- Health Ministry Officials
- Hospital Managers and Employees
- Doctors (Surgeries and Hospital)
- Nursing Officers / Nursing homes
- Hospital Technicians
- Biologists, Biochemists, Technicians
- Dispensing Chemists, Pharmacists
- Physiotherapists
- Rehabilitation Organizations
- Organizations for the Disabled
- Care Services and Self-help Groups
- Visitors from Industry and Commerce

Number of visitors:
2000

Origin of visitors:
Philippines, Singapore, India, Malaysia, Hong Kong, Tokyo, Taipei, Thailand

Visitors Breakdown:
Sales/Marketing/Purchasing 36%, Medical suppliers 18%, CEO 20%, Doctors/Nurses/Pharmacists 22%, other 4%
Participation fees and packages for the Business Delegation & Trade Fair

<table>
<thead>
<tr>
<th>Package 1</th>
<th>Participation: 4000</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Discount: EU-Philippines Business Network (EPBN) co-funding: -500</td>
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<tr>
<td></td>
<td>Final price, incl. EPBN co-funding: 3500</td>
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<tr>
<th>Package 2</th>
<th>Participation: 3750</th>
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<tbody>
<tr>
<td></td>
<td>Discount: Less EU-Philippines Business Network (EPBN) co-funding: -500</td>
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<tr>
<td></td>
<td>Final price, incl. EPBN co-funding: 3250</td>
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<tr>
<th>Package 3</th>
<th>Participation: 3300</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>Discount: EU-Philippines Business Network (EPBN) co-funding: -500</td>
</tr>
<tr>
<td></td>
<td>Final price, incl. EBN co-funding: 2800</td>
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<tr>
<th>Package 4</th>
<th>Final price, no EPBN co-funding as it is a simple package: 2000</th>
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<tr>
<td></td>
<td>Only “Shell Scheme” simple booth space</td>
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<tr>
<th>Package 5</th>
<th>Final price, no EPBN co-funding as there is no EXPO participation: 3000</th>
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<tbody>
<tr>
<td></td>
<td>Distributor Search (5 shortlisted with contact details)</td>
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<tr>
<td></td>
<td>Visit to the Expo</td>
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Program

<table>
<thead>
<tr>
<th>Date</th>
<th>Details</th>
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<tbody>
<tr>
<td>Sunday, November 26</td>
<td>Arrival in Manila&lt;br&gt;Airport pickup and hotel check-in&lt;br&gt;Ingress to set up booth at the pavilion</td>
</tr>
<tr>
<td>Monday, November 27</td>
<td>Exhibition at Medical Philippines Expo day 1/2&lt;br&gt;One-on-one meetings at EU Pavilion&lt;br&gt;Joint intro to Philippine market</td>
</tr>
<tr>
<td>Tuesday, November 28</td>
<td>Exhibition at Medical Philippines Expo day 2/2&lt;br&gt;One-on-one meetings at EU Pavilion&lt;br&gt;Closing and egress</td>
</tr>
<tr>
<td>Wednesday, November 29 (optional)</td>
<td>One-on-one meetings at hotel or client site</td>
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</table>

Terms and Conditions

- Interested EU companies shall submit all required documents to participate in the selection: company profile and application form (attached).
- Only 10 EU companies will be selected based on their profiles and available places according to EU nationality of the companies.
- The European Pavilion will be divided into 10 booths with 3x3m dimension following a standard layout.
- Upon payment, we will reach out to you to coordinate the details.
- Accommodation, flights, and land transportation are on the account of the EU company.
- For all packages, except package 4, the following services will be provided:
  a) List of targeted and qualified contacts (potential clients or partners) will be provided to the selected companies
  b) EPBN & NordCham Philippines will facilitate all the activities included in the program and introduce your company to their business networks,
  c) EPBN & NordCham Philippines will organize B2B tailored meetings with interested players during the two-day exhibition at the European Pavilion, and at the hotel or client site on the third day (optional)
  d) EPBN & NordCham Philippines will provide support to facilitate logistics:
     o list of recommended hotels and assistance in hotel booking
     o airport pickup and information about transportation in Manila.
Application & Registration process

- To participate in the Expo, please do as follows:
  - Fill in the registration form from the “Register now” button below
  - Send a company profile, including expectations on the Philippine market to us using the contact details below

- Application deadline: September 30, 2017

- Participants shall pay the full amount of the participation fee, and send a copy of the bank transfer to validate the registration by 15 October 2017.

Payment conditions

Payment for participation fee by 15 October 2017. Payment for additional services upon completion of the mission, unless otherwise agreed.
In case of cancellation of participation, no refund will be issued.

EPBN Bank Details:
European Chamber of Commerce of the Philippines
BDO: A. Arnaiz – San Lorenzo Village
Arnaiz Branch 1018 Ground Floor, L&R Building, A. Arnaiz, San Lorenzo Village, Brgy. San Lorenzo, Makati City, Philippines
Euro Account no: 305-350135-334
Swift Code: BNORPHM

Contact

NordCham Philippines

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