



# Feel the pulse of the medical and healthcare trade

國際醫療及保健展  
掌握最新市場脈搏



**Hong Kong International Medical and  
Healthcare Fair**

香港國際醫療及保健展

**14-16/5/2019**

**Hong Kong Convention and Exhibition Centre**

香港會議展覽中心

**10<sup>th</sup>**  
Edition 屆

Explore and Connect 推廣香港 創造商機



# Medical and Healthcare Industries offer Robust Business Opportunities

## 醫療保健商貿平台締造無限商機

Global sales of medical and healthcare products are expected to grow by 5% a year to almost US\$800 billion by 2030.\*

The **Hong Kong International Medical and Healthcare Fair** provides suppliers with the ideal platform to forge strong connections within the medical and healthcare sectors. In 2018, the fair attracted **280 exhibitors** and over **11,500 buyers** from 70 countries and regions, **up 6.7%** over the previous year.

全球醫療器材及保健產品的銷售額預計到了2030年間將每年增長5%至近8,000億美元。

**香港國際醫療及保健展**為業內人士提供一個理想平台，與業界建立緊密的聯繫。2018年展會吸引**280家參展商**和來自70個國家及地區超過**11,500名買家**參觀採購，較去年上升**6.7%**。

### Themed Zones 主題展區

- ▶ **World of Health & Wellness** 保健護理世界
- ▶ **Building Technology and Hospital Furniture** 建築科技及醫院家具
- ▶ **Medical Supplies and Disposables** 醫療用品及消耗用品
- ▶ **Rehabilitation & Elderly Care** 復康及長者護理用品
- ▶ **Hospital Equipment** 醫院儀器
- ▶ **Startup Zone** 初創專區

\* Source 資料來源：Medical Device Industry Outlook - June 2018 (by Zacks Equity Research)

## Strengthening Industry Connections 加強業界聯繫

- ▶ The concurrent **Hospital Authority Convention**, a major event for medical professionals in the Asia Pacific region, will bring in over 5,000 international delegates.
- ▶ **Exhibitor Forums and seminars** to unveil market trends.
- ▶ 同期舉行的**醫院管理局研討大會**，是亞太地區醫療專業人士的一項重要活動，雲集超過5,000名國際與會者。
- ▶ **參展商論壇及研討會**分析市場趨勢。



## Buyer's Comment 買家好評

“Through the HKTDC's business matching service, I have found two potential suppliers from the Chinese mainland and Hong Kong for different items such as surgical drapes, plastic scissors and absorbent pads. I plan to buy 100,000 pieces per item. I like this fair because it is very well-organised and the customer service is excellent.”

**Krassimir Christov, Director,  
Aichhorn and Co EOOD, Bulgaria**

「透過香港貿發局的商貿配對服務，我找到了兩家來自中國內地及香港的潛在供應商，提供不同的產品，如手術布、塑膠剪刀及防水墊。我預計每款產品訂購100,000件。我喜歡這個展會，因為展會組織得很好，客戶服務十分出色。」

保加利亞Aichhorn and Co EOOD  
董事Krassimir Christov



## Exhibitor's Comment 參展商好評

“ForMeds is happy to be one of the exhibitors in the pavilion for the Wielkopolska Region of Poland. Our company specialises in the production of dietary supplements without chemical additives. We have talked to more than 50 buyers and found potential distributors from Columbia, Hong Kong, India, Malaysia, Taiwan and Thailand. Through a breakfast meeting organised by the HKTDC, we have also connected with trade journalists from India, Taiwan and Thailand who will refer their local distributors to us. We are very satisfied with the results.”

**Dawid Krysiak, CEO, ForMeds, Poland**

「ForMeds很高興成為大波蘭省展館的參展商之一。本公司專精生產營養補充品，絕不含化學添加劑。我們已經跟50多位買家洽談，並找到了來自哥倫比亞、香港、印度、馬來西亞、台灣及泰國的潛在分銷商。透過香港貿發局舉辦的傳媒早餐會，我們亦接觸到來自印度、台灣及泰國的貿易記者，他們會將當地分銷商轉介紹給我們。我們對參展成績非常滿意。」

波蘭ForMeds行政總裁Dawid Krysiak



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## Participation Fee 參展費用

### Standard Booth

標準展台

▶ HK\$港元31,610\* / US\$美元4,100  
(3m X 3m)

### Custom-Built Participation

特裝參展

▶ HK\$港元3,130\* / US\$美元401  
(per sq.m. 每平方米)  
(Minimum 18 sq.m. 最少租用18平方米)

\*Remarks 備註: HK\$ pricing is for Hong Kong companies only  
港元價目只適用於香港公司

Please fax the reply form to 表格請傳真至 **(852) 3915 1429** or you may mail to HKTDC 或郵寄至「香港貿易發展局」  
Please send us more information on exhibiting in the **HKTDC Hong Kong International Medical and Healthcare Fair 2019** 請惠寄有關參加 **香港貿易發展局香港國際醫療及保健展2019** 的資料

Company Name 公司名稱: \_\_\_\_\_

Contact Person 聯絡人 (Mr先生 / Ms女士): \_\_\_\_\_

Title 職銜: \_\_\_\_\_

Office Address 公司地址: \_\_\_\_\_

Country 國家: \_\_\_\_\_

Postal Code 郵編: \_\_\_\_\_

Office Tel 公司電話: ( \_\_\_\_\_ )

Office Fax 公司傳真: ( \_\_\_\_\_ )

Office Email 公司電郵: \_\_\_\_\_

Company Website 公司網址: \_\_\_\_\_

Product Categories 產品類別: \_\_\_\_\_

Please attach your business card for easy reference. 請附上閣下名片以供參考。

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I would like to continue to be part of HKTDC's contact list and be informed of the latest market intelligence and business opportunities. 本人願意繼續加入貿發局的聯絡名單,以獲悉最新的市場信息和商機。

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## Manage your participation – with just a click

Our online service, **Exhibitor Online Platform (EOP)**, makes managing your exhibition-related matters convenient, quick and efficient.

- Submit booth application online, with immediate acknowledgement from HKTDC
  - Track application status and update information online anywhere, anytime
  - Receive fair-related information and reminders in timely fashion
- Act now, apply online at [hkmedicalfair.hktdc.com](http://hkmedicalfair.hktdc.com)**

## 參展事宜 一按即妥

大會現已推出「參展一站通」網上服務,協助業者辦理參展事宜,便捷有效。

- 上網遞交參展表格,本局即時發出申請收悉通知
- 隨時隨地上網檢視申請進度及更新資料
- 第一時間獲得最新展覽資訊及備忘

**立即行動,登入展會網站 [hkmedicalfair.hktdc.com/tc](http://hkmedicalfair.hktdc.com/tc) 申請參展。**

## hktdc.com Online Promotions 網上宣傳

Post your products/ service information on [sourcing.hktdc.com](http://sourcing.hktdc.com) for year-round exposure and business matching opportunities before, during and after the fair.

Visit <http://event.hktdc.com/> <https://event.hktdc.com/advertise/hkmedicalfair/en/index.html>, email [supplier@hktdc.org](mailto:supplier@hktdc.org) or call (852) 1830 668 for more details.

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