

What can Pharmed Vietnam do for you?

EXHIBITION AREA

A dedicated exhibition area for your business to showcase your products, provide a first-hand experience to visitors, increase brand awareness in the medical health chain that is persuasive to brands partners, customers and consumers.



CONFERENCE / SEMINAR

Conferences, seminars have the participation of professionals, policy makers gives you the information of the market and relevant policy mechanisms



ESTABLISHING SUSTAINABLE PARTNERSHIP

Organized in close cooperation with Ministries and branches directly related to infrastructure development and specialized associations. Pharmed Vietnam brings together famous brands in the world and area for Health care.



B2B MATCHMAKING - MEET POTENTIAL BUSINESS PARTNERS

Pharmed Vietnam will be a bridge for businesses and customers of manufacture and supply products to meet up; help businesses grasp the needs and tastes of customers, direct their business strategy, and encourage businesses to expand their development.



E-INVITATION

E-INVITATION is special designed to offer to exhibitors to invite their customers to the exhibition.



PR & PROMOTION SUPPORT

In order to maximize the investment and the presence of exhibitors at Pharmed Vietnam, we offer many exclusive opportunities to showcase and enhance the impression of exhibitors with specialized magazines, and through local and regional media.



Whatever your company requirements, we offer a range of exhibition packages for your exhibition presence, from cost-effective Shell Scheme, specially-tailored packages to raw space for a fully customized design build.

Secure your stand location:



PACKAGE STAND (3mx3mx2.5m)

- Company fascia
- Carpet
- Partitions
- 02 Fluorescent Tubes 20W
- 01 Round Table
- 01 Information Counter
- 03 Folding Chairs
- Waste Basket
- Power Socket (220V/5A)



RAW SPACE

Organizer provides raw space only, Exhibitors make their own stand's design & construction (stand's design needs to receive confirmation from the Organizer), Utilities and additional services can be requested at an additional charge (management fee, construction deposit, electricity, etc.)

Contact us:

Organizer & Information:
ADPEX JSC



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PHARMEDI VIETNAM



Pharmed & Healthcare Vietnam

The International Exhibition on Products, Equipment, Supplies for Medical Pharmaceutical, Hospital & Rehabilitation

14 - 17 Sep. 2022

SECC - 799 NGUYEN VAN LINH, DIST. 7, HO CHI MINH CITY



Sponsors:



Organisers:



@Pharmed & Healthcare Vietnam

www.pharmed.vn

Foreign Partners:



Medical Devices

In 2019, the medical device market was valued at USD 1.4 billion, making Vietnam the ninth largest market in the Asia-Pacific region for medical devices. Over 90 percent of medical equipment and supplies are imported into the country. The sector is forecast to grow at an average rate of over 10 percent every year over the next five years.

Pharmaceuticals Market

is forecasted to grow at 10 percent per year from 2017 – 2028 with the sales per capita increase of nearly triple in ten years from 2017 to 2027 to USD 131. Pharmaceuticals were estimated to account for over 38 percent of the total healthcare expenditure and valued at approximately USD 6.6 billion in 2019.

These developments offer continued market opportunities for suppliers of medical devices, pharmaceuticals and food supplements.

Annually Professional place in the Health industry

Pharmedi Vietnam is held since 2006 and has the support of the Ministry of Health and the Ministry of Trade and Industry, the cooperation of enterprises domestically and internationally. With the history of 16 years held and 7 consecutive years, this is the only exhibition specialized in Healthcare in Vietnam to be supported like this. With the investment of the organizer, currently the Exhibition has become an annual event that has the largest scale, the place for reputable professionals and importers in Vietnam in the Health industry to communicate.

Quick Facts Virtual Edition 2021:



OVERVIEW OF VIETNAM

THE VIETNAMESE HEALTHCARE PROVIDERS SECTOR HAD TOTAL REVENUES OF \$17.1 BN IN 2020, REPRESENTING A COMPOUND ANNUAL GROWTH RATE (CAGR) OF 10.5% BETWEEN 2016 AND 2020.

THE INPATIENT CARE SEGMENT WAS THE SECTOR'S MOST LUCRATIVE IN 2020, WITH TOTAL REVENUES OF \$5.0 BN, EQUIVALENT TO 29.5% OF THE SECTOR'S OVERALL VALUE.

STRONG GROWTH IN RECENT YEARS HAS BEEN DRIVEN BY THE COUNTRY'S AMBITIONS FOR UNIVERSAL HEALTHCARE.



HEALTH INDUSTRY



Leading Sub-Sectors

The demand for investment in medical equipment will continue to increase and focus on imaging equipment, operating rooms, and emergency resuscitation testing. A recent BMI report shows that about 90 percent of medical equipment in Vietnam is imported, with major suppliers from Korea, PRC, Japan, the United States, and Germany, which account for 71 percent of medical equipment imports. Domestic manufacturers can only meet the demand for basic medical supplies.

Other strong areas of growth include operating theaters, orthopedics, emergency equipment, sterilizing equipment, monitoring equipment, and diagnostic equipment such as CT scanners, ultrasound machines, MRI, and X-ray machines.

Opportunities

There are four main classes of medical device purchasers.

- The largest are government-funded hospitals, which account for 84% of the market.
- Foreign owned hospitals and clinics are also large purchasers; however, these facilities usually purchase supplies from their sponsoring country.
- Local private hospitals will show the strongest growth, while research and educational institutions will also account for some of the demand.
- Several medical education and research institutions are open to experimenting with new systems and innovative methods. These end-users present an excellent strategic opportunity to develop partnerships, given their desire to explore new technologies.

Source : <https://www.trade.gov/country-commercial-guides/vietnam-healthcare>

What to Exhibit in 2022?

PHARMACEUTICALS, NUTRITION & FUNCTIONAL SUPPLEMENTS

- Materials, Pharma-chemicals, Pharmaceuticals.
- Eastern & Southern pharmaceuticals.
- Nutritional & Dietary Supplements
- Pharmaceutical processing, manufacturing, packaging equipment & machinery.

PHYSIOTHERAPY / ORTHOPAEDIC TECHNOLOGY

- Equipment, tools, rehabilitation.
- Equipment and tools to support movement therapy.
- Other physiotherapy and orthopedic devices and instruments.

EQUIPMENT & BEAUTY PRODUCT

- Materials & Products for Cosmetic & Beautycare, Aesthetic Equipment
- Massage, Spa, Beauty & Wellness Equipment & Devices
- Aesthetic Surgery Equipment & Devices.

IMAGING AND DIAGNOSTICS / MEDICAL EQUIPMENT AND DEVICES

- Diagnostics Equipment.
- Surgery device and doscopy device.
- Monitoring System.
- Operating technology & operating equipment.
- Hospital equipment & Consumables.



MEDICAL SERVICE

- Medical Tourism Service.
- High-quality Healthcare Service.
- Teaching and training human resources, nurses.
- Educational appliances / models / software.
- Media, Insurance, Medical Magazines.

LABORATORY EQUIPMENT

- Analyser systems / equipment.
- Laboratory equipment.
- Laboratory refrigerators & freezing systems.
- Cleaning equipment for laboratory.
- Glass, plastic, metal laboratory.

DENTAL EQUIPMENT

- Dental chair and clinic equipment.
- Dental surgery.
- Sterile equipment dental instruments.
- Equipment used in examination, testing, diagnostic imaging.
- Equipment used in implant.

IT SYSTEMS AND IT SOLUTIONS

- IT infrastructure / computer hardware.
- mHealth, mobile IT, wireless technologies (Bluetooth, WI-FI).
- Wearable technologies, smart textiles.
- eHealth, telemedicine / telematics / telemetry.
- Administrative information systems / software.