



19F Philippine AXA Life Centre  
Sen. Gil Puyat Ave., cor. Tindalo St.,  
Makati City, Metro Manila, Philippines  
Tel. Nos.: (63 2) 832 8121 to 22  
Fax Nos.: (63 2) 845 1323  
Website: www.epbn.ph



## Business Mission 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



Invitation to join the business mission in Manila during Medical Philippines Expo 2017

The mission includes:

- Exhibition booth (9 sqm) in the European Pavilion at the trade fair
- Customized B2B meetings (five meetings guaranteed) with potential customers, business partners, and/or industry stakeholders
- Dedicated point person from the EU-Philippines Business Network
- Co-financing by EPBN

10 European companies will be selected for financial support





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### 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

### 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

### Exhibition area:

2000 sqm

### Number of exhibitors:

65

### Origin of exhibitors:

Philippines, Indonesia, France,  
China, Singapore, Pakistan, South  
Korea, Malaysia, Taiwan, India, Italy

### 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%





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## Program

|  |  |
|--|--|
| <b>Sunday, November 26</b>               | Arrival in Manila<br>Airport pickup and hotel check-in<br>Ingress to set up booth at the pavilion          |
| <b>Monday, November 27</b>               | Exhibition at Medical Philippines Expo day 1/2<br>One-on-one meetings at EU Pavilion                       |
| <b>Tuesday, November 28</b>              | Exhibition at Medical Philippines Expo day 2/2<br>One-on-one meetings at EU Pavilion<br>Closing and egress |
| <b>Wednesday, November 29 (optional)</b> | One-on-one meetings at hotel or client site  |

## 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.
- Upon payment, 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:
    - list of recommended hotels and assistance in hotel booking
    - airport pickup and information about transportation in Manila

*Note: accommodation, flights, and land transportation are on the account of the EU company*



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### Participation fees for the Business Mission & Trade Fair

| Activities   | EUR                      |
|--|--------------------------|
| <ul style="list-style-type: none"> <li>Exhibition booth (9 sqm) for 2 days at the European Pavilion at Medical Philippines Expo 2017 <i>(details of the booth attached)</i></li> <li>B2B meetings (five meetings guaranteed)</li> <li>Dedicated point person from EPBN &amp; NordCham</li> <li>Logistics support by EPBN &amp; NordCham</li> </ul> | 4000                     |
| Less subsidy from EU-Philippines Business Network  | -500                     |
| <b>Participation fee</b>   | <b><u>3500</u></b>       |
| <b>Additional services (optional)</b>  |                          |
| <ul style="list-style-type: none"> <li>One-on-one meeting arrangement, in addition to the guaranteed five meetings. Per meeting</li> <li>Bespoke market study prior to expo</li> <li>Bespoke distributor search prior to the expo (guaranteed five shortlisted distributors)</li> </ul>  | 200<br>2500<br>3000      |
| <b>Travel costs (indicative)</b>   |                          |
| <ul style="list-style-type: none"> <li>EU-Manila-EU flight, economy</li> <li>Hotel in Manila (5-star), standard room per night</li> <li>Car &amp; driver rental in Manila, per day (8 hours)</li> <li>Airport-to-hotel pickup/dropoff by private hotel car</li> </ul>  | 1500<br>150<br>100<br>20 |

### Payment conditions

Payment for participation fee of **3500 EUR by 1 August 2017**. Payment for additional services upon completion of the mission, unless otherwise agreed.

#### EPBN Bank Details:

European Chamber of Commerce of the Philippines  
 HSBC - The Hongkong and Shanghai Banking Corp.  
 3058 Fifth Avenue West  
 Bonifacio Global City (BGC), Taguig City

**Euro Account no: 031-036023-131**

**Swift Code: HSBCPHMM**



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### Important notes

- The European Pavilion will be divided into 10 booths with 3x3m dimension following a standard layout.
- In case of cancellation of participation, no refund will be issued.

### 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: **July 15, 2017**
- Participants shall pay the full amount of the participation fee of **3500 EUR**, and send a copy of the bank transfer to validate the registration by **1 August 2017**.

[Register now](#)

### Contacts

#### EU-Philippines Business Network

##### Fidel Ventura

*EU Outreach Officer*

+63 (0) 2 832 8122

+63 (0) 998 841 9001

Email: [fidel.ventura@epbn.ph](mailto:fidel.ventura@epbn.ph)

Website: [www.epbn.ph](http://www.epbn.ph)

##### Emmanuel de Ghellinck

*Business Support Officer*

+63 (0) 832 8122

+63 (0) 998 841 8990

Email: [emmanuel.de.ghellinck@epbn.ph](mailto:emmanuel.de.ghellinck@epbn.ph)

Website: [www.epbn.ph](http://www.epbn.ph)

#### NordCham Philippines

##### Brith Mejlbj

*Project Manager*

+63 917 632 7972

Email: [brith.mejlbj@nordcham.com.ph](mailto:brith.mejlbj@nordcham.com.ph)

Website: [www.nordcham.com.ph](http://www.nordcham.com.ph)

