

Organized by



HMP-WORLDWIDE

Taking Healthcare Globally

03 04 05 MAY, 2023

DIAMOND ISLAND EXHIBITION & CONVENTION
CENTRE (PICH), PHNOM PENH, CAMBODIA



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ABOUT HMP – WORLDWIDE

Emerging markets are increasingly becoming the source of growth in the complex global economy. Hospital, Medical & Pharma Worldwide (HMP-WORLDWIDE) will be the first major exhibition in Cambodia and which will provide an immense opportunity to healthcare, medical and pharma businesses to expand and find the new business possibilities in this fastest growing Southeast Asian country. With over hundred exhibiting booth and five thousand plus unique visitors this exhibition becomes a must attend and participate exhibition for visitors and companies respectively.

EXHIBITING SECTOR



HOSPITAL

MEDICAL



PHARMA-CEUTICAL

CAMBODIA MARKET OVERVIEW

Cambodia has experienced rapid economic growth over the last decade. Since Cambodia became the first least-development country (LDC) to join the world trade organization (WTO) in 2004, trade has steadily increased. And this country still reliant on foreign donor supporting approximately 25 percent of the government's budget. The ministry of health in Cambodia is the single largest purchaser of drugs, medical supplies and medical equipment but the proportion of healthcare provided by the private sector is increasing tremendously. 60 percent of pharma and medical products are imported in the country. Local importers are eager to import good quality products at competitive price. Also Cambodians are keen to receive high-quality medical treatment. Working with a local partner, such as an agent or distributor, is the most successful way to reach Cambodian consumers. A local partner can facilitate and expedite market entry through market knowledge and establish networks. Personal relationship can be the key to successful business transactions.

FAIR FACT FILE:

5000 SQM
SIZE OF EXHIBITION

150
NO. OF EXHIBITOR

5000
TRADE VISITOR

EXHIBITOR CATEGORIES:



HOSPITAL: Hospitals, Super Speciality Services, Cosmetic Surgery Centre, Eye & Dental Clinic, Ayurveda & Unani Hospitals, Spa Centers, Medical Insurance Companies, Medical Tourism Companies, Fitness & Wellness Centers, Hospital Furniture & Garments, Hospital Management Software etc.



MEDICAL: Orthopaedic, Surgical Equipment & Products, OT & ICU Equipment, Lab & Analytical Equipment & Products, Imaging & Laboratory, OT Lights, Disposables & Consumables, Infusion Pumps, Ventilators, Medical Devices, Medical Gas, Rehab & Physiotherapy, Drapes, Modular OT, Dental Equipment's etc.



PHARMACEUTICAL: API & Bulk Drugs, Pharma Machinery & Engineering, Pharma Packaging & Labelling, Herbal & Ayurveda Medicines, Nutraceuticals/Dietary Supplements, Bio-pharmaceuticals, Pharmaceutical Formulations etc.



OPPORTUNITIES IDENTIFIED

HOSPITAL

Medical treatment facilities yet to be in good shape in this country. Infrastructure, technology, unskilled staff are some of the problems being faced by Cambodian hospitals and people. There are only 29 provincial hospitals, 157 district hospitals and 1725 town infirmaries in Cambodia. The number of outbound Cambodians traveling for medical purposes in general rose from 1.2 million in 2015 to 1.4 million in 2016. Between 24-30 percent of Cambodian's travel to Vietnam, Thailand, Indonesia & Singapore for such purposes.

MEDICAL

Production of medical devices are limited in Cambodia, with most companies limited to distribution. Cambodia's medical device market is expected to grow in future. More than 80 percent medical equipment and devices are imported in the country. Cambodia registered 1616 medical devices between 1994 and 2016 with only 335 new registrations and 130 renewals in 2016. Most companies occupying this sector act as distributors of medical supplies or offer certification for medical devices such as TUV Rheinland from Germany and Medicom from France.

PHARMACEUTICAL

The healthcare market in Cambodia has crossed \$1 billion in 2015, including the pharmaceuticals market valued at \$260 million with double-digit growth. More than 55% of the pharmaceutical market is composed of importers and there is significant local preference for foreign medicines. In 2015 Indian pharmaceuticals in Cambodia were valued at almost \$30 million. India rank second in whole world in terms of exporting pharmaceuticals to Cambodia. 2019-20 appears to be the best time for new entrants.

EXHIBITION BENEFITS

- Helps in creating brand proximity
- Position your brand among competitors
- Best platform to launch new product
- Better platform to make cold call or visit
- Exhibition will help you to understand your competitor better
- Meeting one to one with potential customers is a great way to start building relationship
- Trade shows are a good place to meet the new potential customers & suppliers
- Place to know what works and what doesn't work in industry

VENUE:

The Diamond Island Exhibition & Convention Centre (DIECC) is a newly complete centre located in the centre of the Phnom Penh, the capital city of Cambodia and close to all major hotels and attractions. All halls are fitted with independent air cooling systems. The hall also features other supporting facilities including seminar rooms, café, restaurants, VIP rooms, internet and high tech security systems.

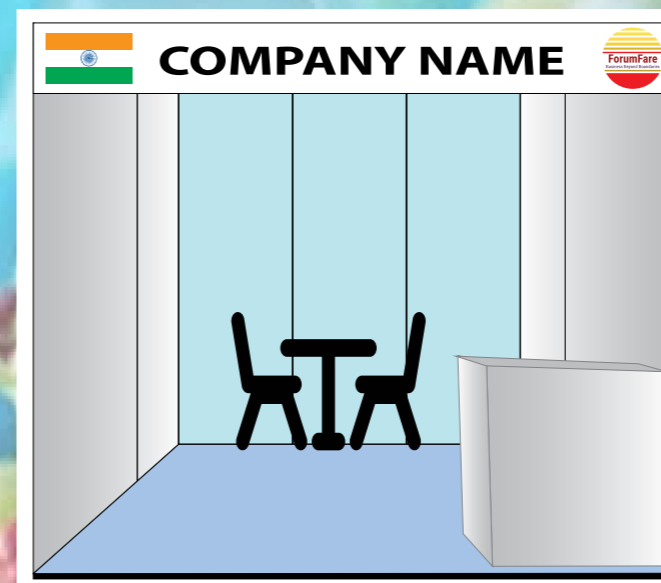
PRODUCT REGISTRATION INFO

Imported medicines and medical products must be registered at the department of drugs, food, medical devices & cosmetics (DDF) under Ministry of Health for laboratory testing. Medical devices are divided into four categories according to their levels of risk: low, fairly low, fairly high, and high. The minimum required documents for registration include an application form, GMP or ISO certificates, a free sale certificate, a letter of authorization, and the product's manual. Registration of the latter three categories also requires registration certificates from the country of export, an analysis report from the manufacturer, and technical documents. The product registration process should normally take three to six months; however, it might take up to 10 months to one year depending on the Ministry of Health's product registration workload. The registration certificate is valid for three years from the date of issuance. The company must re-apply for a new registration certificate six months before the expiration of the previous certificate. All imported pharmaceutical products are required to have at least 18 months validity before the expiry date.

BOOTH CATEGORIES

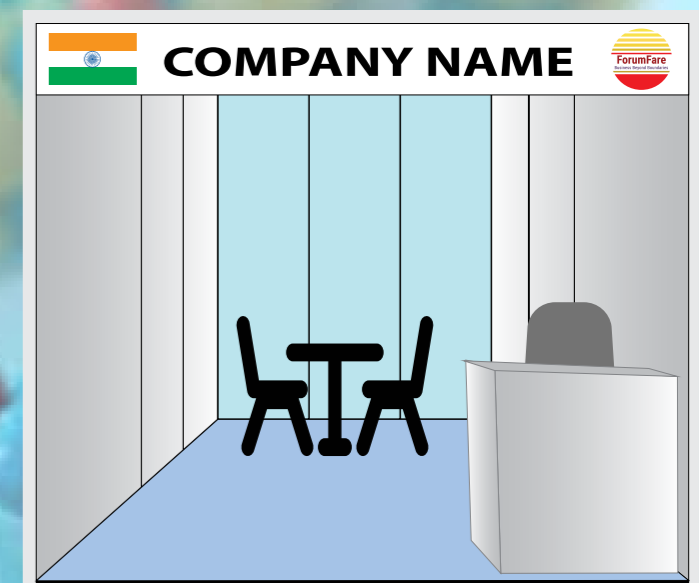
Raw space as well as shell scheme booths are available. To know about pricing and other space related details kindly fill up the participation contract. Once we receive the filled contract, one of our team member will connect with you within 24 hours.

6 SQM BOOTH



- White Panels, Carpet, Fascia Name, Three Chairs, One Round Meeting Table, One Information Counter, One Spot light, One Electric Point, One Dustbin.
- Two Delegates Registration Passes.
- Company Information in "ExportPedia" Periodical Under Exhibitor Category.

9 SQM BOOTH



- White Panels, Carpet, Fascia Name, Three Chairs, One Round Meeting Table, One Information Counter, Two Spot Lights, One Electric Point, One Dustbin.
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