



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



Organized by the
EU-PHILIPPINES BUSINESS NETWORK (EPBN)

In partnership with
NORDCHAM PHILIPPINES



November 27 - 28, 2017
SMX Convention Center
Manila, Philippines



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

Sunday, November 26	Arrival in Manila Airport pickup and hotel check-in Ingress to set up booth at the pavilion
Monday, November 27	Exhibition at Medical Philippines Expo day 1/2 One-on-one meetings at EU Pavilion Joint intro to Philippine market with German and French chamber of Commerce Business Mission
Tuesday, November 28	Exhibition at Medical Philippines Expo day 2/2 One-on-one meetings at EU Pavilion Closing and egress
Wednesday, November 29 (optional)	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.
- The Business Mission is organized together with the German and French Chamber of Commerce
- The European Pavilion will be divided into 10 booths with 3x3m dimension following a standard layout.
- 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

Participation fees for the Business Mission & Trade Fair

Activities	EUR
<ul style="list-style-type: none"> Exhibition booth (9 sqm) for 2 days at the European Pavilion at Medical Philippines Expo 2017 <i>(details of the booth attached)</i> B2B meetings (five meetings guaranteed) Dedicated point person from EPBN & NordCham Logistics support by EPBN & NordCham 	4000
Less subsidy from EU-Philippines Business Network	-500
Participation fee	<u>3500</u>
Additional services (optional)	
<ul style="list-style-type: none"> One-on-one meeting arrangement, in addition to the guaranteed five meetings. Per meeting Bespoke market study prior to expo Bespoke distributor search prior to the expo (guaranteed five shortlisted distributors) 	200 2500 3000
Travel costs (indicative)	
<ul style="list-style-type: none"> EU-Manila-EU flight, economy Hotel in Manila (5-star), standard room per night Car & driver rental in Manila, per day (8 hours) Airport-to-hotel pickup/dropoff by private hotel car 	1000 150 100 20

Important notes

- The European Pavilion will be divided into 10 booths with 3x3m dimension following a standard layout.

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



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- Application deadline: **August 31, 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 **15 September 2017**.

[Register now](#)

Payment conditions

Payment for participation fee of **3500 EUR by 15 September 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

Contacts

EU-Philippines Business Network

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NordCham Philippines

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