

**MEDICAL
MANUFACTURING**



POST SHOW REPORT

MEDICAL MANUFACTURING ASIA 2016

**3rd Manufacturing Processes for
Medical Technology Exhibition and Conference**

31 Aug – 2 Sep
Marina Bay Sands • Singapore

MEDICAL MANUFACTURING ASIA 2016: Positive showing with top quality prospects

MEDICAL MANUFACTURING ASIA 2016 – the 3rd Manufacturing Processes for Medical Technology Exhibition and Conference closed on 2 September to a positive note of **5,420 quality trade visitors from 52 countries**, with more than 30% coming from overseas. The importance of MEDICAL MANUFACTURING ASIA 2016 as an arena for the display of the latest technologies and solutions from the medical technology and medical manufacturing processes sector was further highlighted by the **strong participation of 200 exhibitors from 18 countries**.



Aside from significant presence of returning national and country groups from Austria, China, Germany, Japan and Singapore, MEDICAL MANUFACTURING ASIA 2016 – modelled after COMPAMED, saw the additions of Italy, USA and Europe – a group presence led by IVAM Microtechnology Network. These figures are on trend and indicative of the exhibition's alignment with Southeast Asia's vibrant MedTech sector which has seen robust growth of downstream medical manufacturers and enhanced manufacturing capabilities in the recent years.

Once again co-located with MEDICAL FAIR ASIA, the region's leading medical and healthcare event, the two synergistic exhibitions provided an ideal business-promoting platform for all those involved in the medical, healthcare and related industries.



Mr S Iswaran
Minister for Trade and
Industry (Industry)

“Singapore’s hosting of events such as MEDICAL MANUFACTURING ASIA 2016 and MEDICAL FAIR ASIA 2016 enhances our value proposition for MedTech companies seeking to enter the region. As the biggest MedTech platform in Asia, the events showcase leading MedTech technologies from Singapore and abroad, complementing other internationally established shows such as COMPAMED and MEDICA.”

Jointly Organised By:

www.medmanufacturing-asia.com

SPEA

**Messe
Düsseldorf
Asia**

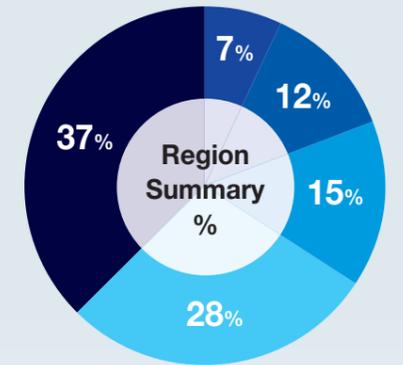
Exhibitor Facts & Figures



- Strong participation of 200 exhibitors from 18 countries
- Increased participation from national and country groups
 - 8 pavilions
 - Returning national and country groups from **Austria, China, Germany, Japan and Singapore**
 - New additions of **Italy, USA and Europe**
- Close to **90%** indicated that **MEDICAL MANUFACTURING ASIA 2016 has met / exceeded their expectations**
- **84%** agreed that their participation at **MEDICAL MANUFACTURING ASIA 2016 had good benefit for their company** as compared to a competing exhibition
- **More than 90%** of exhibitors said they may or will return to exhibit at MEDICAL MANUFACTURING ASIA 2018

MEDICAL MANUFACTURING ASIA 2016

played host to an international line-up of exhibitors from:



- Singapore
- ASEAN (excluding Singapore)
- Americas
- Europe
- Rest of Asia

Top 5 Reasons

exhibitors chose MEDICAL MANUFACTURING ASIA 2016 as their trade platform of choice

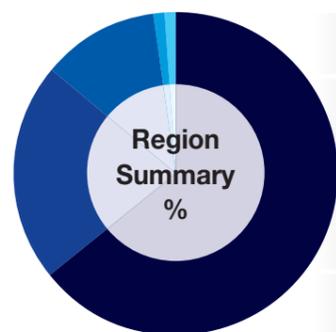


*Compiled from MEDICAL MANUFACTURING ASIA 2016 Exhibitors Survey

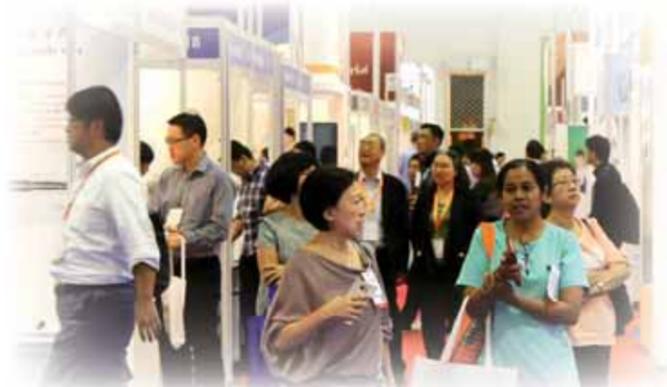
Visitor Facts & Figures



- 5,420 quality trade visitors from 52 countries



Singapore	65%
ASEAN	22%
Rest of Asia and the Pacific	12%
Europe	1%
Americas	1%



Product Interest

Production / Manufacturing	71.7%
Components for Medical Technology	62.5%
Materials / Substance	56.7%
Micro- / Nano-technology	32.2%
Testing	28.0%
Services & Publications	20.5%

Nature of Business / Organisation Type

Manufacturer / Producer	28.3%
Distributor / Representative (Manufacturer's)	27.9%
Trader, Importer & Exporter, Wholesaler	14.4%
Hospitals & Medical Establishments	11.1%
Information Technology / Mobile Health Services	3.9%
Government / Ministry	3.3%

Industry Sector

Medical Devices, Instruments & Supplies	38.6%
Electronics & Electrical	15.5%
Machinery & Equipment	11.6%
Hospital and Medicare	10.8%
Medical Laboratories & Research	9.0%
Plastic & Rubber Products Manufacturing	8.8%
Biotechnology	8.7%
Metal Parts & Components Manufacturing	7.3%
Mould & Die Manufacturing / Tooling	4.9%
Chemical and Medicinal Drugs	3.6%
Medical Practitioners	2.0%

Strong Presence of Trade

Buyers and Influencers

Final Decision Makers	26.4%
Significant Influencers	19.7%
Provide Initial Recommendation	18.1%
Research New Products	17.2%

*Compiled from MEDICAL MANUFACTURING ASIA 2016 Visitors Survey

... more than 1,000 scheduled business meetings between exhibitors and visitors ...

^Combined figure with MEDICAL FAIR ASIA 2016



Hear from our satisfied exhibitors

"We are very much appreciative of the feedback from customers and consultants we have met at the exhibition. Many were decision makers and they expressed good impressions regarding our solutions. We also met with people from Singapore of course, and from Malaysia, Indonesia and other countries like Thailand and even from Myanmar."

Mr Enrico Chiabrera
Commercial Director
P3 SRL (Italy)

"Southeast Asia is a growing market and is one of Japan's main focus areas. Hence we participate in MEDICAL FAIR ASIA and MEDICAL MANUFACTURING ASIA 2016, the largest exhibition of its kind in Southeast Asia. Starting from Singapore to the rest of the world, I would like to share the techniques and capabilities of Saitama's medium and small companies, as well as hope to form business partnerships. Out of the 3 exhibiting companies at MEDICAL MANUFACTURING ASIA 2016, 2 of them are attending a global exhibition for the first time. I hope that through this, they are able to extend their reach globally."

Mr Hiroyuki Nakamura
Director, Business Development Division
Saitama City (Japan)

"Here at MEDICAL MANUFACTURING ASIA 2016, the quality of responses and enquiries is more genuine, so the opportunities we can gather from the leads that we have received should translate to a higher conversion rate than what I see in other exhibitions where I have attended. Beyond the number of leads, it is also exposure for my team to come into a world-class exhibition so that they can absorb the experience, and build on our business development future."

Mr Mark Teo
Group CEO
SP Industrial Holdings (Singapore)

"We have been participating for the last 2 editions of MEDICAL MANUFACTURING ASIA, and we think that the exhibition is one of the biggest shows in this region, in the MedTech industry. So that is why we see this as a good platform for AMT to showcase our capabilities."

Mr Zulkefli Zainal
Director of Marketing
Advanced Materials Technology
(Singapore)

Exhibition for the Medical
Technology Sectors

Hear from our satisfied visitors

"I am in the procurement business and this is definitely the right place to visit. There were many new technologies on display and I found the forums to be very insightful. This is my first time visiting this show, and I will definitely return for its next edition."

Mrs Gina A. Noble
Executive Secretary
The Philippine Association of
Medical Technologists, Inc.
(Philippines)

"My visit to MEDICAL MANUFACTURING ASIA 2016 has been a mind-opening one. I was exposed to the latest medical technologies, cost-effective solutions and innovative products that would benefit end users. I also had the opportunity to interact with the international pool of exhibitors at the exhibition, and will certainly be back in 2018."

Mr Mohamed Salih
Chairman
Damas Company Pvt Ltd
(Republic of Maldives)

"I was surprised by the size of the exhibition and the turnout. Having been in the medical industry for most of my life, this is one of the best shows that I have visited as I saw many new and interesting exhibits on display. I came here looking for breakthrough products and services that my newly established company can acquire and I found that the two exhibitions have a good mix of exhibits."

Dr Dominic Er
Executive Chairman
Quantum Health (Singapore)



Thought leading forum sessions by industry speakers

Addressing challenges of accessing Asian markets with its differing characteristics, and serving as a central meeting place and launch pad for the medical manufacturing industry to enhance capabilities and to establish networks, a series of forum sessions were held alongside MEDICAL MANUFACTURING ASIA 2016.

Well-attended by more than 200 delegates from across the world, the concurrently-held IVAM Forum on high-tech medical devices covered successful case studies from exhibitors such as Microsystems UK, Specialty Coating Systems, Finetech, Erbe, Principal MedWorld Advisors and the IVAM Microtechnology Network. The MedTech Business Forum, on the other hand, jointly organised by the Singapore Institute of Manufacturing Technology (SIMTech) and Messe Düsseldorf Asia, zoomed in on trends in the Asian, European and American MedTech markets and examined how future MedTech needs can be addressed. Led by renowned speakers from Frost & Sullivan, Ernst & Young, SIMTech and SPETA, the session discussed topics on the development of MedTech business globally, Singapore's MedTech R&D capabilities, as well as a case study on SIMTech's Microfluidics platform for Bio-Medical applications.

"I think the (forum) session went great, to be able to share with the attendees, the growing, emerging opportunities within the MedTech sector. As far as the region is concerned, Southeast Asia has got tremendous growth, primarily because of the sheer size of the population here and also because of the aging population.

We are seeing a lot of opportunities in the areas of personalised medicine, especially inter-connectivity, as well as a lot more devices for localisation. I think it is a great platform to basically share not only what we have, by inviting speakers from renowned MedTech players, analysts from Ernst & Young, as well as Frost and Sullivan, our focus is also on driving R&D and innovation, looking at causing some disruption to the industry."

Mr John Lim
Lead, MedTech Initiative
Precision Engineering Centre of Innovation (PE COI)
SIMTech

*... more than
200 delegates
from across the world ...*

"The forum session went very well with many like-minded industry partners joining in. Southeast Asia is fast-developing at the moment, especially its healthcare system, such a forum thus provides an opening for Medical Technology companies to present their newest technologies, test out new ideas, exchange insights that will help the industry promote innovation and talent development on a worldwide level."

Dr Thomas R Dietrich
Chief Executive Officer
IVAM Microtechnology Network



Hear from the organisers

“Since its launch in 2012, MEDICAL MANUFACTURING ASIA has held on to its standing as Asia’s leading exhibition for the medical technology, manufacturing processes and related sectors. Replicating the success we had this year, we will continue our collaboration with the industry to be the ideal platform for Singapore and international MedTech players to showcase their complete span of capabilities in our return edition in 2018. Through our efforts, we hope to further uphold Singapore’s position as the emerging MedTech hub for the region.”

Mr Jeremy Fong
Chairman

Singapore Precision Engineering and
Technology Association (SPETA)



“The healthy exhibitor and visitor numbers are testament of the local and international attention and standing of the exhibition, which connects the industry, pairing exhibitors to key decision makers and the right audience profile. Together with concurrently run forums and workshops, and the synergistic co-location with MEDICAL FAIR ASIA – we will continue this trusted formula as a unique, one-stop platform for sourcing, procurement and knowledge-exchange for all involved when we return with MEDICAL MANUFACTURING ASIA 2018!”

Mr Gernot Ringling
Managing Director
Messe Düsseldorf Asia



MEDICAL MANUFACTURING ASIA 2018

4th Manufacturing Processes for
Medical Technology Exhibition and Conference

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Your Strategic Platform for
Medical Technology Solutions

29 – 31 AUG 2018 • Singapore

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