Supporters & Sponsors:

- Ministry of Industry and Trade
- Ministry of Planning and Investment
- Ministry of Science and Technology
- Ministry of Information and Communications
- Hanoi People's Committee
- Vietnam Chamber of Commerce and Industry (VCCI)
- General Dept. of Communication and Emulation, Commendation
- Health Legistration Department
- Medical Equipment and Instrument Department
- Foreign Relations Department
- Drug Administration
- Agency of Medical Services Administration
- Food Safe and Hygiene Department
- Central Health Communication & Education Center
- Hanoi Dept. of Health
- Hanoi Dept. of Industry and Trade
- Vietnam Embassies and Consulate General in foreign countries
- Foreign Embassies and Consulate General in Vietnam

Host:

Organizers:

Co-organizers:

Publicity Supporters:

Date: May 06 - 09, 2020
Venue: Friendship Cultural Palace - 91 Tran Hung Dao St., Hanoi, Vietnam
WELCOME LETTER
TO LOCAL AND INTERNATIONAL EXHIBITORS PARTICIPATING IN
THE 27TH INTERNATIONAL EXHIBITION ON PRODUCTS, EQUIPMENT, SUPPLIES
FOR PHARMACEUTICALS, MEDICAL, HOSPITAL AND REHABILITATION
VIETNAM MEDI-PHARM 2020

International Exhibition on Products, Equipment, Supplies for Pharmaceuticals, Medical, Hospital and Rehabilitation – VIETNAM MEDI-PHARM is an annual event of health industry in order to popularize an image of modern and advanced community health and enhance international integration. The event is hosted by Ministry of Health, assigned to Vietnam Medical Import-Export Joint Stock Company – VIMED-IMEX VN and Vietnam Advertisement and Fair Exhibition JSC - VIETFAIR successfully organizing 26 editions.

Promoting the success of the previous years, VIETNAM MEDI-PHARM 2020 will be held at the Friendship Cultural Palace - Hanoi from May 6 – 9, 2010, continuously introduces the progress and new achievements of Vietnam and the world medical and pharmaceutical industry, which will propagate the policy and law of the Party and the State on medical work, investment cooperation and introduction of outstanding achievements of Vietnam's health sector in the past years; creating opportunities for local and international enterprises to introduce and promote products, exchange experiences, take advantage and grasp investment opportunities, expand markets, in order to improve the efficiency in production, business and medical services, contributing to the implementation of the strategy for care and protection as well as improvement of people's health.

I believe the exhibition will continue to bring into play the achievements and connect domestic and international manufacturers, traders of pharmaceuticals and medical equipment to actively exchange, explore the market, joint ventures cooperation, investment in order to contribute to the further development of bilateral and multilateral trade exchanges and cooperation in the field of pharmaceuticals and medical equipment, bringing benefits to end users and companies.

VIETNAM MEDI-PHARM has been the first medical and pharmaceutical exhibition in Vietnam since 1994. I hope the organizer with nearly 30 years of experience will create a special imprint this year.

On behalf of ministry of Health of Vietnam, I warmly welcome local and international organizations, divisions, enterprises to participate in the exhibition.

Wishing the exhibition and exhibitors fruitful results!

ON BEHALF OF MINISTER OF HEALTH
DEPUTY MINISTER

Truong Quoc Cuong
SHOW ACHIEVEMENT IN 2019
Visitors: 15,568

Profesional Visitors: 8,896
Trade Visitors: 4,059
International Visitors: 1,275
Group 105/1,338 Visitors

Statistic report:

<table>
<thead>
<tr>
<th>Category</th>
<th>Total Exhibition Area (sqm)</th>
<th>Countries &amp; Regions</th>
<th>Booths</th>
<th>Domestic</th>
<th>Foreign</th>
<th>Exhibitors</th>
<th>Domestic</th>
<th>Foreign</th>
<th>Satisfied Commit to participate in 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>9,000</td>
<td>30</td>
<td>550</td>
<td>305</td>
<td>245</td>
<td>450</td>
<td>231</td>
<td>219</td>
<td>81.8%</td>
</tr>
<tr>
<td>Satisfied</td>
<td>88%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</tr>
</tbody>
</table>

Introduction and display

- **Pharmaceuticals | Functional foods**
  Material, pharma-chemicals, pharmaceuticals, Eastern, Southern, Middle pharmaceuticals
- **Medical equipment:**
  Surgical Equipment / Diagnostic Equipment / Rescue Equipment, Equipment for physical therapy & orthopedic surgery, Medical consumables / furniture & equipment / Medical protection products and consumable materials
- **Hospital | Clinic**
  Hospital – clinic / Project Equipment, furniture , Medical software, healthcare services
- **Dental | Ophthalmology**
  Medicines, Dental instruments, equipment, Ophthalmology instruments, equipment
- **Medical tourism:**
  Medical tourism service, high quality health care
- **Technology:**
  Early diagnosis technology...Vaccines: prevention.... preventive medicine...
- **Technical support equipment, health care products:**
  Mobility / assistive equipment, communication aid ...
- **Equipment for chemical and experiment:**
  Analysis and image processing Equipment / Equipment for Laboratory, The application of biotechnology, Technical & Medical Equipment / Equipment and products for treating water, waste medical.
- **Equipment and beauty products:**
  Cosmetic equipment, materials and beauty care products, massage & spa products and instruments...
- **Other equipment and products:**
  Teaching aids, mock-up for universities, colleges, Media, insurance, Medical magazines.

Major Activities in 2020

- **Scientific Conference on Preventive Medicine in Vietnam 2020**
- **Activities toward publicity and society:** Forum “Sharing Sweetness, Community”
- **Gratitude** Raising awareness, consultant activities, disease prevention.
  Visit tours to hospital & pharmaceutical factories…
- **Awarding the Certificates of Ministry of Health – Show Medal to Partners, Exhibitors.**
- **Consumer stimulus programs/ Lucky draw.**
General Information

Time: May 06 - 09, 2020
Venue: Friendship Cultural Palace, 91 Tran Hung Dao, Hanoi, Vietnam

Opening hour:
- May 06, 2020: Opening ceremony: 09:00 - 10:00
- Public: 10:00 - 17:30
- May 07 - 08, 2020: Public: 09:00 - 17:30
- May 09, 2020: Public: 09:00 - 12:00

Scale:
- 9000 sqm | 550 booths | 450 Exhibitors

Visitors (estimated):
- 17500 local and international visitors
- More than 86% is professional visitors

International Specialized Exhibition:
The 9th International Dental Vietnam Dental 2020
The 13th Vietnam International Hospital Vietnam Hospital 2020
The 7th International Medical Tourism Medical Tourism 2020
Preventive Medicine Exhibition VAPM 2020
Rehabilitation, Eldercare, Healthcare Technology REHAtex Vietnam 2020

Participation procedure
- Return the application form, signed contact, transfer 50% of the deposits for total space rental fee in cash or by T/T to the organizer no later than 7 days from the signing day. The remaining amount should be paid 45 days before the opening day.
- Vietnam Medical Products Import and Export JSC
  Account (USD): 001.1.37.0076671
  VIETCOMBANK - Operation centre - 31-33 Ngo Quyen Str., Hanoi
  SWIFT code: BFTV VNVX 001
- Vietnam Advertisement and Fair Exhibition JSC
  Account (USD): 0021371057051
  VIETCOMBANK HANOI - 11B Cat Linh Str., Hanoi
  SWIFT code: BFTV VNVX 002

Standard booth (9sqm):
Partition, fascia board with Exhibitors name in English, one information counter, two folder chairs, single phase socket (5A-220v), two fluorescent tubes, carpet floor, one paper-disposed basket.

Rawspace: The minimum area is 18sqm
Exhibitors are required to design and build their own booths or pavilion. Raw space exhibitors have to send booth design to the Organizer approval before Apr 10, 2020

Free Services:
- Attending seminars, conferences, meetings...
- Trademark, product will be widely promoted
- To be provided with entrance badges, invitations for opening ceremony
- To be briefly introduced with company profile in the show catalogue
- Exhibits to be secured during closing time of the Exhibition
- General cleaning security service to be provided

Sponsor for programs & activities:
Various exclusive sponsor packages are available to maximize your brand and make yours stand out among others! Please contact us for further details.

Sponsors: 2016 - 2019
Application Form

Company (Exhibitor): ________________________________
Authorized person name: ________________________________
Position: ________________________________________________
Address: ________________________________________________
Tel: __________________ Fax: __________________ Email: __________________
Exhibit: ________________________________________________

We would like to book:
A. Space Requirements:

☐ Package standard booth

- USD 2,880/unit of 9 sqms x ______________________ sqms = __________________________ USD
- USD 2,500/unit of 6 sqms x ______________________ sqms = __________________________ USD

Each standard booth includes: space with carpet, partitions, 2 fluorescent tubes, 1 electric socket point 220V/5A, 1 information counter, 2 chairs, company name in English on the fascia, 1 waste basket

☐ Raw space (minimum 18 sqms indoor, 30 sqms outdoor):

- Indoor: USD 288 x ______________________ sqms = __________________________ USD
- Outdoor: USD 170 x ______________________ sqms = __________________________ USD

B. Advertising in the official Exhibition catalogue: (size 14.5 x 20.5)

☐ Cover Page 2, 3, 4:
- Colour: USD 1.200 x ______________________ page(s) = __________________________ USD
- B/W: USD 700 x ______________________ page(s) = __________________________ USD

☐ Inside full page:
- Colour: USD 500 x ______________________ page(s) = __________________________ USD
- B/W: USD 500 x ______________________ page(s) = __________________________ USD

Return the application form, signed contact, transfer 50% of the deposits for total space rental fee by T/T to the organizer no later than 7 days from the signing day.
The remaining amount should be paid 45 days before the opening day.

Deadline: March 15th 2020
FLOOR PLAN

Date: May 06 - 09, 2020
Venue: Friendship Cultural Palace - 91 Tran Hung Dao St., Hanoi, Vietnam

Vietnam Medi-Pharm 2020