

# India Pavilion at Bangla MedExpo 2022

22 - 24 September 2022, Dhaka, Bangladesh

Participate through EPC India  
and enjoy substantial savings!

COVID-19 Protocol & Travel Advisory



## About the Exhibition

Bangladesh MedExpo 2022 prides itself as the leading healthcare business platform in the South East Asia. Connecting manufacturers and service providers with clinicians, procurement professionals, dealers and distributors is the primary goal of the event. Leverage the success of the show and make key business contacts by utilizing multiple channels to connect you to the region's healthcare industry.

### One-stop shop for healthcare sourcing & procurement!

Bangladesh MedExpo has brought the latest innovations in healthcare. From state-of-the-art imaging equipment to the most cost-effective disposables; developments in surgery to advances in prosthetics, Bangladesh Med Expo continues to be at the heart of healthcare in the South East Asia.

As the largest collection of healthcare product manufacturers and service providers under one roof, Bangladesh Med Expo is your one-stop shop for all your healthcare sourcing and procurement needs. With thousands of products to explore, coming in from round of the world, make sure you don't miss this essential business medical event in Bangladesh. Bangladesh government has examined ways to adopt a universal medical health insurance. The government aims to achieve universal health coverage by 2023 that will pay 70% of the medical expenses instead of the 26% paid currently.

# Economic scenario of Bangladesh



Bangladesh has been among the fastest growing economies in the world as well as in the South Asia over the past decade. It is classified among the emerging market middle income economies supported by a demographic dividend, strong ready-made garment (RMG) exports, remittances, and stable macroeconomic conditions. Bangladesh Government took twin policy initiatives--'Vision 2021' and 'Digital Bangladesh' envisages Bangladesh becoming a more developed nation by 2041.

During Covid-19 lockdowns, Digital Bangladesh played a key role in ensuring service continuity in healthcare and education, commerce and trade, social safety net payments for the new poor, grievance redress creating a path towards a strong economic recovery from the COVID-19 pandemic.

## Bilateral Trade: India & Bangladesh



Bangladesh is India's biggest trade partner in South Asia and India is the second biggest trade partner of Bangladesh after China. Bilateral trade between India and Bangladesh has grown steadily over the last decade. In the FY 2021-22, India's exports to Bangladesh were \$16.1bn and imports were \$2.0bn, witnessing a positive trade balance to the extent of \$14.2 bn.

Binding two Southeast (Myanmar, Thailand), and five South Asian (Bangladesh, Bhutan, India, Nepal, Sri Lanka) together, BIMSTEC has been a preferred platform for regional cooperation in South Asia and revitalizing India's regional cooperation in the Bay of Bengal region along with deepening its relations with ASEAN. The COVID-19 pandemic further increased the opportunity for India to collaborate with its neighbours rigorously providing a new dimension to India's Neighbourhood First and Act East Policy in the upcoming years.

On the other hand, India also seeks a comprehensive free trade agreement with Bangladesh prioritizing some of the focus areas including uninterrupted supply chain, joint production of defense equipment, and pharmaceuticals. Both the countries will soon finalize a joint study on the proposed bilateral free trade agreement, aimed to boost economic ties as discussed during secretary level talks.

## Engineering trade: India and Bangladesh



In case of engineering products, Bangladesh is the ten largest export destination for Indian engineering products with a share of around 2.6 percent in India's global engineering exports. During 2021-22, India's engineering exports to Bangladesh reached US\$2929 million compared to US\$ 2088.7 million in 2020-21, registering a growth of more than 40%. Despite of Bangladesh being one of the top ten export destinations there is ample scope for India for increasing its share in Bangladesh's import considerably. Among the top engineering exported products to Bangladesh, auto components and parts, industrial machinery, iron and steel, electrical machinery, medical equipments constitute a major share.

In case of medical equipment and parts which is the focus product of the Bangla MedExpo, India's export to Bangladesh estimated at US\$26 million in 2021-22 compared to US\$ 19.6 million in 2020-21, registering a growth of 32%.



# Opportunity for Indian Engineering Industry



Indian pharma exports witnessed a growth of 103% since 2013-14, from Rs. 90, 415 Crores in 2013-14 to Rs. 1,83,422 Crores in 2021-22 ( source: PIB data). The exports achieved in 2021-22 are the Pharma Sector' best export performance ever. It is a remarkable growth with exports growing by almost USD 10 billion in 8 years. Rather India has been serving as one of the strongest pharma-economy across the world. The country has emerged as single point resource for Pharma Machineries and Engineering Equipment in the world pharma markets. Indian pharma companies enabled by their price competitiveness and good quality, have made global mark, with 60 per cent of the world's vaccines and 20% of generic medicines coming from India.

Despite having enormous potential for local manufacturing, Bangladesh's medical device market is heavily dependent on imports. Lack of skilled manpower, price competitiveness, high cost of raw materials and limited research & development are some of the key challenges for local manufacturers. There is ample scope for India for increasing its share in Bangladesh's import considerably and an FTA in place will surely help India to achieve so. Further the recent India–Bangladesh CEPA trade talks is expected to open up new economic opportunities including connectivity, new market and cooperation and partnership giving significant boost to two way trade.

## Product Profile

- Anaesthesia Product
- Bio Medical Instrument
- Blood Bank Equipment
- Cardiology Equipment
- Infant & Baby Care Product
- Dental Equipment & Implants
- Diagnostics Product
- E.N.T Instrument
- Electro Medical Instrument
- Endoscopy Instrument
- General Surgical Product
- Gynaecological Product
- Hospital Furniture & Fixture
- Hospital Garment
- ICU/CCU Equipment
- Laparoscopy Instrument



- Medical Disposable Product
- Medical Gas Pipe Line
- Modular OTs and OT Equipment
- Neonatal Device
- Operating Table & Shadow Light
- Operation Theatre Equipment
- Ophthalmic Instruments
- Orthopaedic Implants
- Pathological Instrument
- Physiotherapy Equipment
- Rehabilitation Products & Aids
- Suction Unit
- Surgical Disposable
- Surgical & Medical Rubber Good
- X-Ray Instrument
- Accreditation Agencies



## Venue

ICCB, Dhaka, Bangladesh

## Date

22 – 24 September 2022

## Participation Charges

Booth size: 9 sqm

One side open (built-up booth): Rs. 8,000 per sqm.

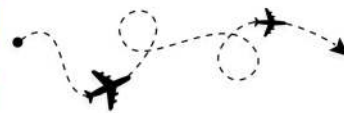
- 10% extra for two sides open booth (subject to availability)

Note: The above rates are subject to receiving of Government sanction for the EEPC India proposal for organizing an India Pavilion. EEPC India reserves the right to reject an application for participation without assigning any reason.

## Re-imbusement of Airfare

Up to Rs. 75,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2022-23. The T&C must be abided by for eligibility towards such re-imbusement. For detailed guidelines please click the following link:

[Guidelines for Reimbursement of Airfare](#)



Note: EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their representative. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.

## Mode of payment

Please pay online through the following Payment Gateway :  
PayU

OR

Pay through RTGS/NEFT in INR as per the following details :

Name of the Bank : HDFC BANK LTD

Branch : Central Plaza

Address of Bank : 2/6, Sarat Bose Road, Kolkata 700 020

Account Number : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

Demand draft favouring "EEPC INDIA" along with the duly filled-up Application Form

Note: In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.

## Booth display

Participation charges for a 9 sqm. booth includes the following services:

- Octanorm Walls
- One Table
- Two Chairs
- One Socket (5 Amp)
- Three spot lights
- Carpet
- Fascia Name
- One Waste paper bin

\*Members will be informed of the final details of booth display in due course.

## **Submission of application**

Interested members are requested to fill in the online Application Form latest by **25 August 2022** at the following link:

**Click For Application Form** 

Please go through the "Mode of Payment" section of this Circular for payment details.

## **Selection criteria**

Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

## **Benefit to the member - exporters:**

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.

## **Cancellation of participation**

Please note that no request for cancellation and / or refund including of advances, if any and / or adjustment thereof shall be accepted for any reason whatsoever. Once the application form and / or advance / part payments are accepted by EEPC India the participant remains liable to pay in entirety the amounts due from them on account of the event. In case members are not able to travel due to travel restrictions / advisory by Government of India or Bangladesh then the amount paid will be adjusted toward the participation in the next edition.



## Force Majeure:

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If a Force Majeure Event like war, act of God, natural calamities, governmental directives, civil commotion, epidemic, pandemic, etc. or alike events occurs inasmuch as that the fair authorities/ organizers consider that it is illegal, impossible, inadvisable or impracticable for the physical, onsite and in-person (i.e. 'live') elements of the Event to be staged, then in such situation and/ or circumstances the decision of the fair authorities shall be final and binding upon EEPIC India and all its co-exhibitors/ participants. In such situation and/ or circumstances, if the fair authorities, organizers or the vendors appointed for providing diverse services related to the Event in question does not refund the monies paid by EEPIC India and/ or does not otherwise absolve EEPIC India from its contractual obligations then in such case the Co-exhibitors / participants remain liable to pay to EEPIC India the contracted participation charge in full and shall not receive any refund from EEPIC India of the amounts paid by the co-exhibitors/ participants. Further, if the fair authorities, organizers or the vendors, so appointed for the Event binds or rolls over EEPIC India's participation in the future editions of the same Event in question, then automatically the participation of the co-exhibitor / participant shall also be carried forward to such future editions of the Event and the amounts paid by them shall be given a credit for the successive edition. However, if there is any increment in the participation fees fixed by the fair authorities, organizers or in any other charges, budgets, etc. then such increased amount has to be paid by the co-exhibitor/ participant without any demur based on the space and booth booked by the co-exhibitor/ participant. In any event, a co-exhibitor/ participant cannot decrease the space or the booth size booked by them for the originally scheduled Event.

**Note:** Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.



[Click For Contact Details](#)



CIN: U51900WB1955NPL022644

[www.eepcindia.org](http://www.eepcindia.org)