



German Business Delegation to India

Medical Devices, Pharmaceutical Industry, Biotechnology

September, 17 to 24, 2017

This business delegation to India offers German companies the excellent opportunity to get in touch with new business partners and to learn more about the medical, pharmaceutical and biotechnological market in India. markets and more is specialized in Indo-German contact management and provides a strong network.

German companies have sparkling business opportunities within the Indian Healthcare sector: The expectation of growths of the total industry size 2017 is 160 billion US\$ to 280 billion US\$ in 2020. Only the market volume for medical products is expected to grow from 2015 2,9 Mrd. US\$ to 5,1 Mrd. US\$ in 2020. Hereof, telemedicine grows strongly: 15 Mio. US\$ (2016) to 32 Mio. US\$ (2020). India is called the "pharmacy of the world" due to the fact that approx. 40% of medicine produced in India is exported.

Not at least German companies can profit from governmental support for medical technology (tax benefit etc.), several construction projects for new clinics, huge import of high technology, low costs for medical research, rising income of population, huge market potential due to change of attitude and changing health consciousness, increasing medical tourism and many more.

This delegation is organized with support of the Consulate General of the Federal Republic of Germany and the Indo-German Chamber of Commerce located in Bangalore.

Project

This project is part of the initiative of the Indo-German Medical Forum (IGMF). The Indo-German Medical Forum is the first and only B2B platform for German and Indian enterprises from medical technology, pharma and biotech industry on a global level. The IGMF offers excellent B2B chances, seminars, journeys and events for Indian and German SMEs and global players, institutions and partners involved in the topic issues on medical, pharmaceutical and biotechnological questions.

Due to the strong growing medical and pharmaceutical markets in both countries, the need for a direct business platform and knowledge exchange is huge. The IGMF aims to improve the Indo-German knowledge transfer and related branch development of medical treatment. Special issues are E-Health, questions on regulation procedures and the need of a lobby for German companies who have or want to establish business in India.



markets and more has several years of practical experience in the Indo-German business sector. We are specialized in marketing, sales, interim and project management for international B2B contacts. For and together with each participating company we will develop a professional strategy and offer fruitful B2B matches in India. We take over the whole organization and promotion of your company in India.

Programme

September, 17: Flight to New-Delhi

September, 18 B2B Meeting Indian companies (Company visit)

September, 19: Conference "Advances in Cancer Research: An Indo-German Dialogue for Innovation" in Taj Mahal Palace Hotel, New-Delhi

September, 20: Domestic flight to Bangalore

September, 21: B2B Meeting Indo-German Chamber of Commerce + research institute

September, 22: B2B Meeting 2-3 Indian companies (Company visit)

September, 23 B2B Meeting 2-3 Start-up companies (Company visit)

September, 24 Flight to Frankfurt or Hamburg

Preliminary programme, subject to modifications

Participation conditions (terms)

The following conditions should be fulfilled by participating companies

- Location in Germany
- Relevant products or services for export
- Company not involved in insolvency proceedings

The delegation is eligible to a maximum of 10 German companies. Registrations will be considered in in order of appearance.

The registration fee conforms to the size of the company and relation to IGMF:



| Company size | Member of IGMF | Non-Member of IGMF |
|--------------------------------------|----------------|--------------------|
| Company with 1-99 employees | 250,00 (netto) | 450,00 (netto) |
| Company with more than 100 employees | 450,00 (netto) | 650,00 (netto) |

The registration fee excludes: costs for hotel, board and loge, flight, Visa, any additional and personal costs.

The registration fee includes: pre-consulting (strategy), total organization, flight booking procedure, hotel booking procedure.

Companies may register for IGMF before registering for the business delegation journey. In case of interest, please the registration form for IGMF. Companies may profit of the special rate for the participation of the delegation journey.

Important notes:

Refund of registration fee is not possible.

markets and more will not be responsible for any possible additional costs caused by the participant. markets and more will not take any costs that are not officially included in the registration fee.

Final date for registration: June, 2, 2017

EARLY BIRD: Companies who register before May, 15, 2017 get 50 Euro off.



Registration form business delegation to India

We / I have taken note of all given information and register mandatory for the participation of the delegation journey to India in September 2017. Hereby, I confirm to accept all given terms of business.

Company

| Title | Surname | First Name | Function |
|-------|---------|------------|----------|
|-------|---------|------------|----------|

| | | |
|-------------|----------------|---------|
| Street, No. | Postcode, City | Country |
|-------------|----------------|---------|

| | | |
|-----------|--------|---------|
| Telephone | E-Mail | Website |
|-----------|--------|---------|

Company size (no. of employees)

Company activity (Please describe your business, if applicable please attach PDF document)

Company intention of participation / target(s) of business delegation (cooperation partners, activities)

(Plate, date)

(signature, stamp)



Contact

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