

Exhibiting Information for 2020 Show



Scenes from previous show in 2019 (one of 36 aisles)



MEDICAL JAPAN **2020** **OSAKA**

6th Int'l Medical and Elderly Care Expo & Conference Osaka

Dates: February 26 (Wed) – 28 (Fri), 2020 Venue: INTEX Osaka, Japan

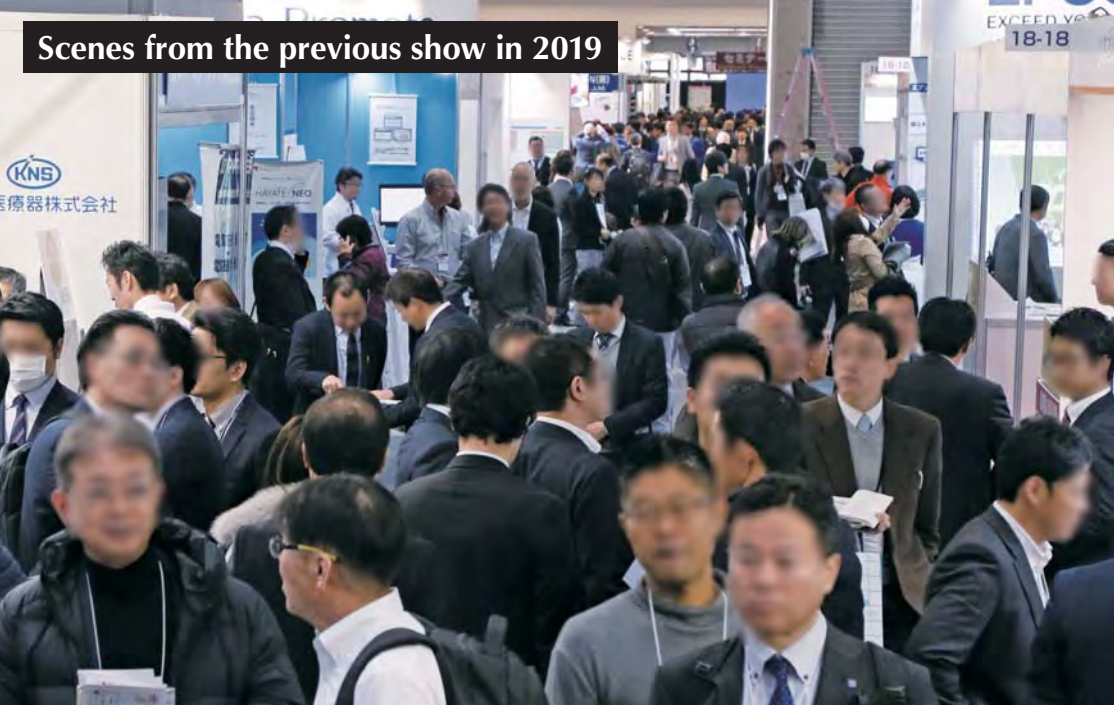
Organised by: Reed Exhibitions Japan Ltd. Special Support: Union of Kansai Governments

Organised by

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www.medical-jpn.jp/en/

Scenes from the previous show in 2019



The Grand Opening Ceremony
38 leaders from medical field gathered for Ribbon-cutting Ceremony

Your Gateway to Japan & Asia's Medical Industry!

Business Scenes of Each Booth



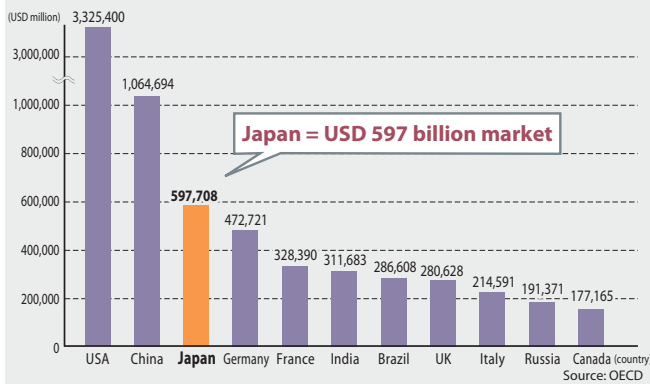
Expand Your Business to Japan & Asia

1. World's 3rd Largest Market with a Huge Number of Medical Facilities

Japan is the world's 3rd largest medical market! In addition, the high rate of aging population results in expansion and construction of new hospitals and elderly-care facilities. This trend leads to the expansion of the medical industry.

Huge Market Scale: World's 3rd Largest

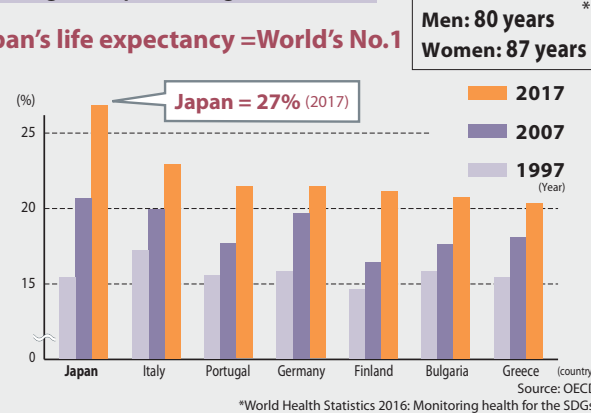
Health Expenditure (2017)



World's Top Aging Rate

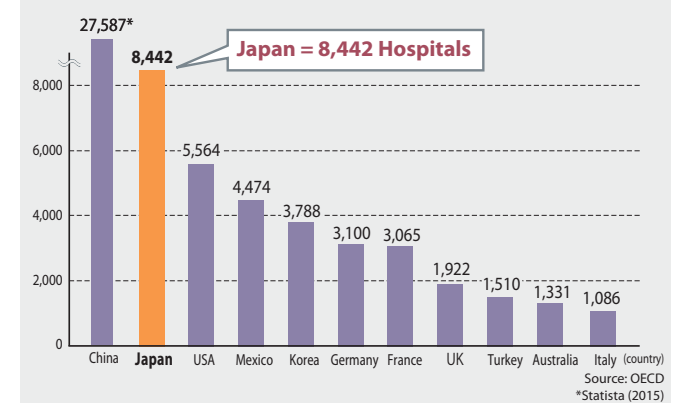
Percentage of Population Aged 65 or Older

Japan's life expectancy = World's No.1



Large Number of Hospitals

Number of Hospitals (2016)



2. Huge Amount of Imported Medical Devices = JPY 1,424 Billion (USD 13.1 Billion)

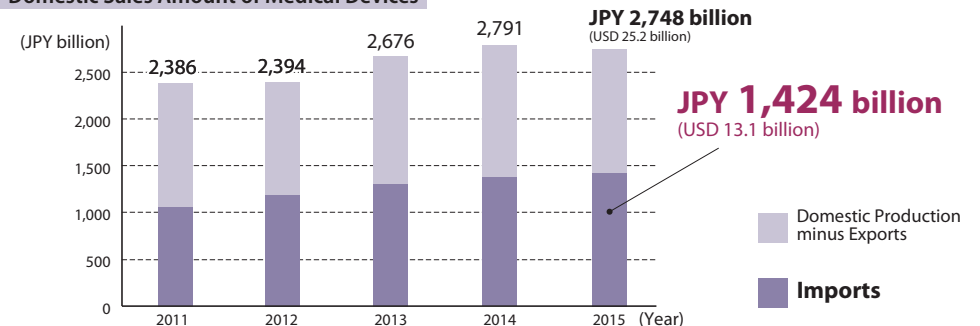
The Japanese medical device market relies heavily on imported products. The annual sales amount of medical devices in Japan was JPY 2,748 billion (USD 25.2 billion) (2015), 52% of which were imported products.

Imported products account for:

**52% = JPY 1,424 billion
(USD 13.1 billion)**

(Exchange rate: as of January 2019)

Domestic Sales Amount of Medical Devices



Source: "2015 Annual Report on the Survey of Pharmaceutical Industry Productions", The Ministry of Health, Labour and Welfare, Japan

Japan's Leading Event with 6 Specialised Shows!

Number of Exhibitors^{*1}

in 2019

782 Exhibitors

in 2020

950^{*2} Exhibitors

Number of Visitors

in 2019

21,663 Visitors

in 2020

30,000^{*2} Visitors

Please refer to the following URL for details on the counting method. ▶▶ www.medical-jpn.jp/doc_TAC_en/
^{*1} including co-exhibiting partners, group companies and association members ^{*2} expected

MEDICAL JAPAN Consists of 6 Shows

6th Medical Devices & Hospital Equipment Expo

Exhibit Profile

- Medical Devices/Instruments/Facilities
- Hospital Supplies/Disposables
- Diagnostics, IVD etc.



5th Medical IT Expo

Exhibit Profile

- Electronic Charts, Hospital IT
- Wearable Healthcare Devices
- Telemedicine System etc.



6th Hospital BPO Services Expo

Exhibit Profile

- Outsourcing Services
- HR Services
- Power Source Management etc.



10th Medical Device Development Expo

Exhibit Profile

- Mechanical/Electronic Components
- Medical Materials
- Tubing, Filters, Pumps etc.



6th Elderly Care & Nursing Expo

Exhibit Profile

- Nursing/Elderly Care Products
- Rehabilitation Products
- Sanitary Materials/Disposables etc.



3rd Community Care Expo

Exhibit Profile

- Community Care Services
- ICT
- Rehabilitation/Home Care Services etc.



B to B Trade Show for Medical Field

Exhibitors

Manufacturers/traders dealing in:

- ▶ Medical Devices
- ▶ Medical IT
- ▶ Hospital Supplies
- ▶ Hospital Facilities
- ▶ Nursing Care Products
- ▶ Medical Device Components/Materials
- ▶ OEM Services

etc.

BUSINESS MEETINGS

- Introduction of Products/Technologies
- Technical Consultation
- Arranging Quotation and Timing of an Introduction

etc.

Visitors

- ▶ Hospitals/
Nursing Homes
 - Directors/Owners
 - Doctors/Nurses
 - Clinical Engineers
 - Administrators
- ▶ Medical Device Manufacturers
- ▶ Importers/Distributors

etc.

Supported by 110* Government / Industry Organisations (*expected)

- Union of Kansai Governments
- Ministry of Health, Labour and Welfare, Japan
- Japan Medical Association
- Japan Hospital Association
- All Japan Hospital Association
- National Hospital Organization
- Japan Association of Medical and Care Facilities
- Association of Japanese Healthcare Corporations
- Japanese Nursing Association
- Japan Care Association
- Japan Municipal Hospital Association
- Japan Psychiatric Hospitals Association
- Japan Association of Rehabilitation Hospital and Institution
- Japan Association for Medical Informatics
- Medical Excellence JAPAN
- Japanese Association of Medical Technologists

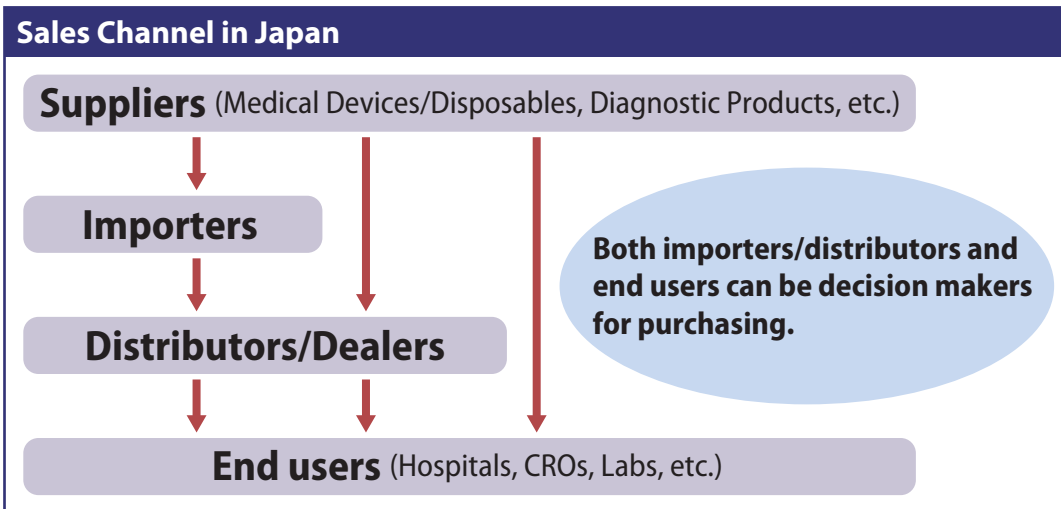
etc.



High-quality Visitors from Japan and around the World

To enter the Japanese market, exhibitors need to find an importer/distributor who will register your products. Also, it is important to promote your products/services to the end users. MEDICAL JAPAN is the only place where you can meet them all!

1. Importers/Distributors



Major Japanese Importers who visited MEDICAL JAPAN 2019 (excerpts)

- ADACHI
 - ALFRESA
 - AS ONE
 - DAIKOKU GROUP
 - GOYOH MEDICAL INSTRUMENT
 - HARADA
 - ITOCHU
 - KONISHI MEDICAL DEVICE
 - MARUBUN TRADING
 - MASUDA MEDICAL INSTRUMENTS
 - MEDICEO
 - MITSUI
 - MIYANO MEDICAL INSTRUMENTS
 - MURANAKA MEDICAL INSTRUMENTS
 - MUTOU GROUP
 - NISHIMURA MEDICAL INSTRUMENT COMPANY
 - NONAKA MEDICAL INSTRUMENTS
 - OLYMPUS MEDICAL SCIENCE SALES
 - PHOENIX
 - SAN-EI MEDISYS
 - SANSHODOH
 - SEIKO MEDICAL
 - SENKO MEDICAL INSTRUMENT MANUFACTURING
 - SHEEN MAN
 - SUMITOMO
 - SUZUKEN
 - SYSMEX
 - TAISHO BIOMED INSTRUMENTS
 - TOYOTSU ALL LIFE
 - YUYAMA
 - ⋮
- etc.

2. End Users

MEDICAL JAPAN 2020 gathers a large number of professionals from end users, such as medical institutions, nursing homes, and so on.

Hospital		
• Doctors, Nurses	• General Affairs, Facilities	
• Management		etc.
Nursing Care Homes		
• Management	• Care Managers	
• Physiatrists		etc.
Clinical Trial Centres		
• Management	• Engineers	etc.

3. International Visitors — Especially from Asia

Show Management conducts extensive visitor promotion in many countries/regions. In 2019, international visitors gathered from 30 countries/regions.

<Asia>

- Bangladesh • China • Hong Kong • India • Indonesia • Korea • Macau • Malaysia
- Philippines • Singapore • Sri Lanka • Taiwan • Thailand • Viet Nam

<Europe>

- Finland • France • Germany • Italy • Netherlands • Romania • UK • Ukraine

<America/Oceania>

- Australia • Brazil • Canada • Mexico • USA

<Middle East/Africa>

- Israel • Seychelles • UAE

Extensive Services Maximise Your Results

1. One-to-One Matching Support with the Importers

Show Management invites key importers/distributors in Japan and arranges meetings with the exhibitors. More than 400 meetings were arranged in 2019 and many more are expected for the 2020 show.

FREE



2. Services to Attract Visitors to Your Booth

Listing in the Guidebooks **FREE**

Your information will be listed in 2 types of guidebooks.

- A special guidebook featuring only international exhibitors (Japanese)
- A special guidebook for international buyers (English)



Web Pages/E-mails Featuring International Exhibitors/Products **FREE**

Web pages featuring international exhibits are created and e-mail promotion is conducted to importers, distributors and end users from Japan and all over the world.



Listing in Online Exhibitor & Product Search **FREE**

Your company name and information will be listed in online show catalogue with appointment function, which enables visitors to search exhibitors and request for appointment.



Media Exposure **FREE**

Show Management publishes press releases regularly and the show is often covered in various media including TV news, internet news, industrial newspapers, etc.



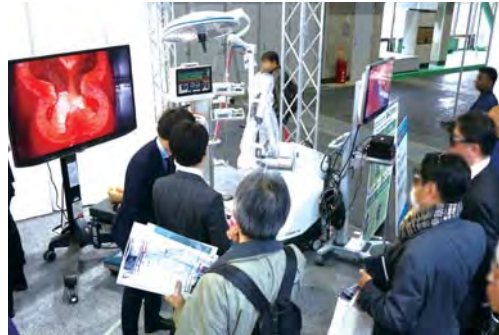
Attractive Events Gather Many Professionals

Mock Operating Room

The latest surgical equipment is gathered at Mock Operating Room.

Such include:

- Surgical 3D microscope
- Monitor
- IABP, PCPS
- Simulated experiences of AR and VR etc.



Co-held Conference

In 2019, total 170 presentations inviting industry-leading speakers attracted 10,159 attendees.



Conference topics from the previous show in 2019 (excerpts):

- Future Medical Care
- Future Healthcare Data Management
- Elderly Care and Nursing Care
- Engineering Collaborations for Medical Device Development
- Clinical Engineering Forum by Japan Association for Clinical Engineers

KAIGO-KOSHIEN (Japan Elderly Care Championship)

“KAIGO-KOSHIEN” is the event to select Japan’s best elderly care provider. In 2019, there were 7,218 entries.

Organised by Japan Care Association



Co-held Exhibitions

MEDICAL JAPAN 2020 OSAKA is co held with

- 6th INTERPHEX OSAKA – Int’l Pharmaceutical R&D and Manufacturing Expo Osaka, which covers the whole process of pharmaceutical production.
- 6th Regenerative Medicine Expo OSAKA which is specialised in the latest regenerative medicine.



Join us at MEDICAL JAPAN 2020 next February

Contact

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