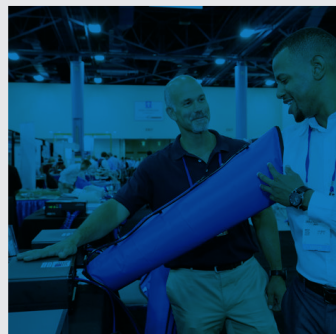
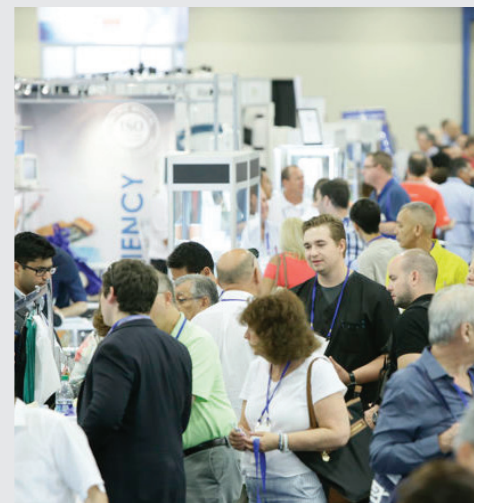




2016 POST SHOW REPORT



**THE LARGEST MEDICAL TRADE
FAIR IN THE BIGGEST MEDICAL
DEVICE MARKETPLACE**



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**SAVE ^{THE}
DATE**
1 - 3 AUGUST
2017
MIAMI BEACH CONVENTION
CENTER, MIAMI, FLORIDA



Dear healthcare professional,

I would like to take this opportunity to thank all the sponsors, partners, exhibitors, speakers, and visitors for making the 26th edition of FIME a successful event. The exhibition welcomed a total of 1,500 exhibitors from more than 38 participating countries that showcased cutting-edge products and services available in the medical market. In addition to the exhibition, FIME has also hosted more than 20 industry workshops and seminars that discussed current issues and challenges, within the medical and healthcare industry worldwide.

On a personal note FIME 2016 represented Informa Life Sciences Exhibition's first event in the USA and we were extremely pleased with the buzz and energy that was evident throughout the 3 days. The future of the medical industry in both Latin America and North America is an exciting prospect and we look forward to working with all our stakeholders to continue to establish FIME as the primary event for healthcare in the region.

This post show report summarizes the 2016 event, demonstrating its success and potential for the future. As the show continues to grow, the next edition of FIME is the perfect place to position your company directly in front of decision-makers to meet, learn and do business within the global, medical industry.

We look forward to welcoming you on **August 1-3, 2017** at **Miami Beach Convention Center, Miami, Florida, USA**.

Yours sincerely,

Gil Alejo
Exhibition Manager



A SPECIAL THANK YOU TO OUR 2016 SUPPORTERS

<p>Gold Sponsor</p>	<p>Silver Sponsors</p>
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Media Partners

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EXHIBITORS

EXHIBITORS FEEDBACK

99%

successfully achieved their overall objectives

95%

found the show effective in generating new business enquiries

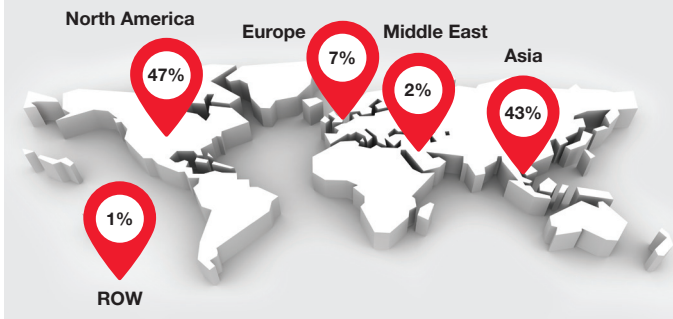
94%

plan to exhibit again in 2017

85%

rated the visitor quality as good and met their target audience

EXHIBITORS BY LOCATION



Mizoho OSI found FIME to be the ideal venue to introduce our brand and products to the most appropriate distribution channels for Latin America.

Vince Jorgenson Product Manager, Mizoho Osl, USA

AMSINO is impressed with the quality of the attendees in FIME. We definitely expect growth in sales after the show.

Jaime Saleta, International Sales Manager, Amsino International INC, USA

38+ COUNTRIES REPRESENTED

- >> Argentina
- >> Australia
- >> Belgium
- >> Brazil
- >> Canada
- >> Chile
- >> China
- >> Colombia
- >> Costa Rica
- >> Cyprus
- >> Czech Republic
- >> Denmark
- >> Egypt
- >> France
- >> Germany
- >> Hong Kong
- >> Hungary
- >> India
- >> Israel
- >> Italy
- >> Japan
- >> Korea
- >> Malaysia
- >> Mexico
- >> Netherlands
- >> Pakistan
- >> Peru
- >> Poland
- >> Portugal
- >> Singapore
- >> South Africa
- >> Spain
- >> Switzerland
- >> Taiwan
- >> Thailand
- >> Turkey
- >> United Kingdom
- >> United States

16 DEDICATED COUNTRY PAVILIONS



58%
rebooked onsite!

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BOOK YOUR
STAND TODAY**

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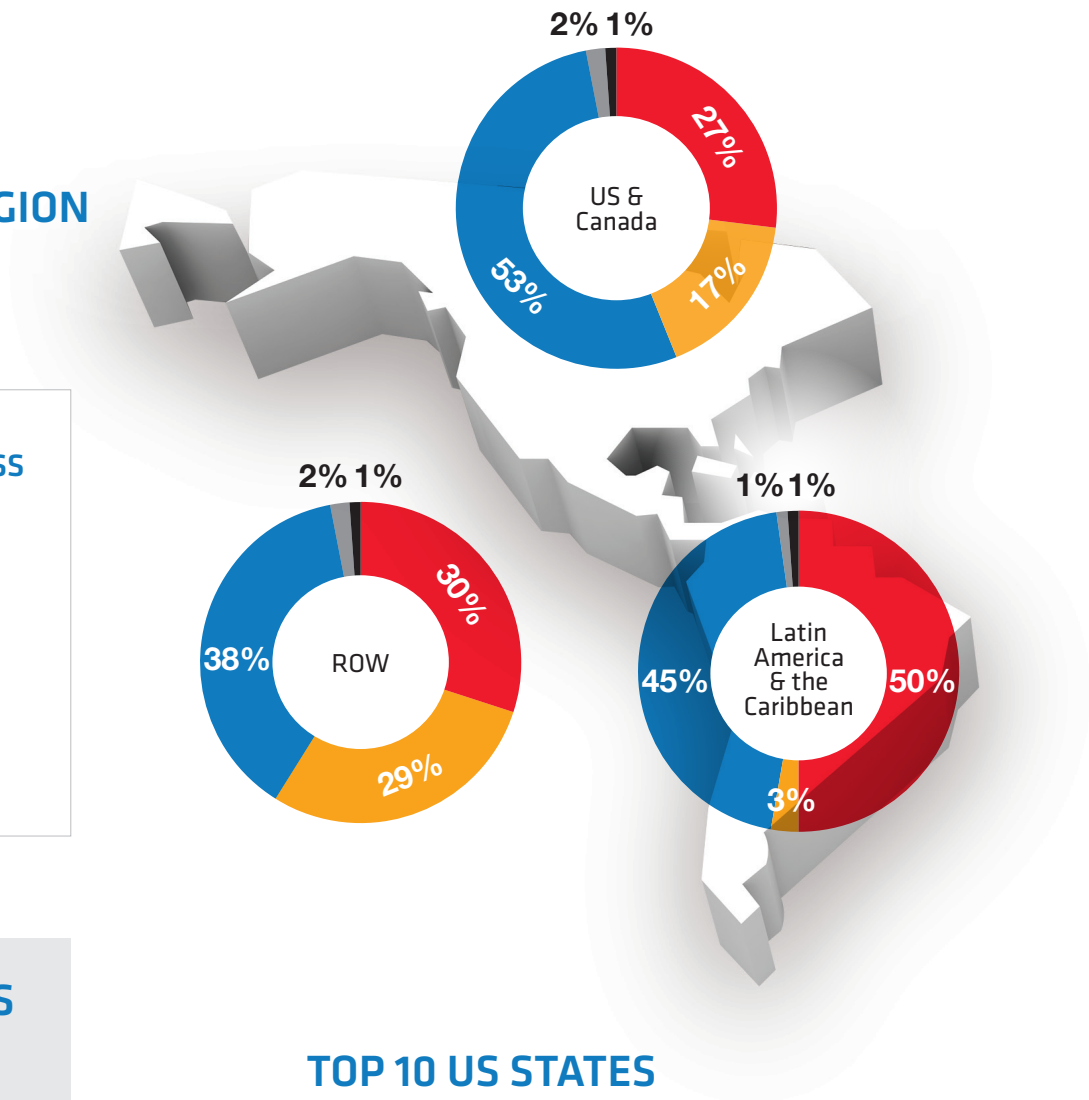


VISITORS

BREAKDOWN BY REGION

VISITOR AREA OF BUSINESS

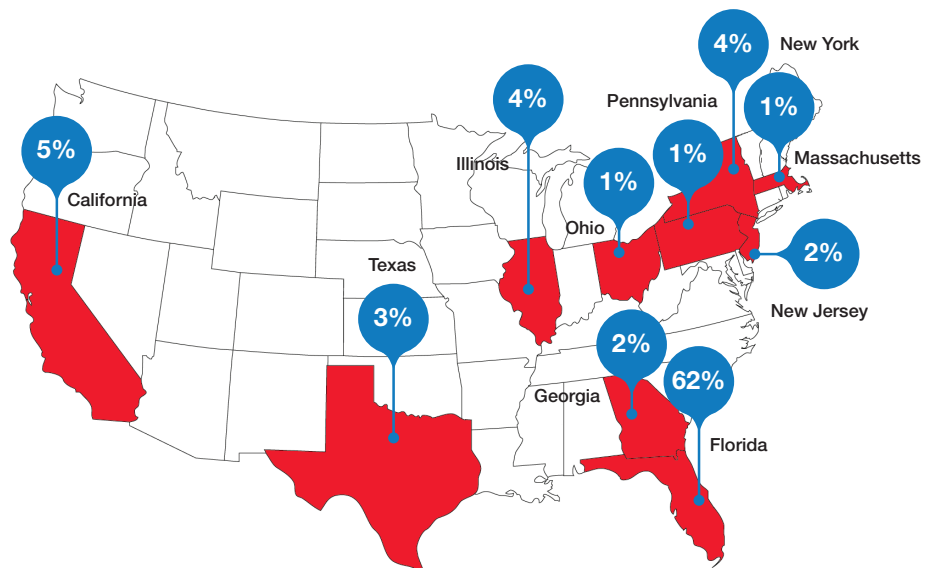
- Hospitals & Clinics
- Manufacturers
- Dealers & Distributors
- Government
- Other



TOP 20 COUNTRIES

- >> United States
- >> Mexico
- >> Colombia
- >> Brazil
- >> Venezuela
- >> Dominican Republic
- >> Ecuador
- >> Honduras
- >> Peru
- >> China
- >> Puerto Rico
- >> Canada
- >> Argentina
- >> Costa Rica
- >> Panama
- >> Guatemala
- >> Chile
- >> Nicaragua
- >> Bolivia
- >> El Salvador

TOP 10 US STATES





REASONS FOR ATTENDING

Establish new business contacts	53%
Source a new supplier	51%
Keep up to date with new products/trends	41%
Find/buy a specific product or service	38%
Meet up with industry colleagues	24%

VISITOR FEEDBACK

97%	made new contacts for future business
96%	confirmed they plan to attend FIME Medical Expo 2017
95%	successfully met their objectives during the exhibition
73%	had influence in the decision-making process



DEALERS & DISTRIBUTORS WALL

The Dealers & Distributors Wall, an area dedicated to facilitating business relationships between visitors and exhibitors.

88% of exhibitors valued the wall as an effective tool to gain new business contacts

VISITOR JOB TITLE BREAKDOWN

Senior Decision Makers	46%
Sales & Marketing	39%
Medical Professionals	11%
Finance	2%
Others	2%

FIME is the place where you can find all the solutions of healthcare

Viloria, Engineer Systems, DigiMedical, Colombia

I am very satisfied with all the contacts and new suppliers I could make and I am amazed with all the new equipment we were missing in Bolivia. Thank you FIME

Junia Mejia, Sales Manager, Solarcom, Bolivia

FIME has been a successful business experience where we could see diverse products to bring to our country.

Vicotr Hoyle, Owner, Gadiel Soluciones Integrales SA, Peru

It was great to visit FIME. It was a huge opportunity to contact new suppliers and keep updating with new tendencies and products. See you at 2017.

Janer Bonifacino, Sales Manager, Meda S.A, Uruguay



WORKSHOPS & SEMINARS

5

Workshops

20

Seminars

26

Speakers

FIME attendees had the opportunity to receive the latest healthcare updates as well as practical advice on how to position their business at the forefront of the industry, through our free-to-attend workshops and seminars.

SEMINARS

- » Autogeneración de oxígeno hospitalario: La alternativa contra el aumento constante
Latin America
- » **Brazilian regulatory affairs and medical devices registration**
Brazil
- » **Breaking the mold: How 3D printing is changing the medical device industry**
USA
- » Compliance with US FDA regulations for medical devices
USA
- » FDA Importation requirements of medical devices
USA
- » **Foreign trade zones, a trade and logistics advantage for medical equipment companies**
Brazil
- » **Global regulations for marketing medical devices**
USA
- » Intellectual property in medical devices
USA
- » Key points for your import and export process
Brazil
- » Latin America regulations for medical devices
Latin America
- » Registering and distributing your medical products in Mexico
Mexico
- » **Regulations and registration of medical devices**
Cuba
- » Regulations for medical devices in Mexico
Mexico
- » Regulatory affairs and medical devices registration
Brazil
- » Regulatory affairs in Colombia
Colombia
- » Risks of inadequate regulatory intelligence
USA
- » Smart stethoscope advances for digital health
USA
- » The key pillar of success in Latin America and the Caribbean: Medical device registrations
Latin America
- » The key pillars of success in Latin America and the Caribbean: Regulatory, credit & strategic commercialization
Latin America
- » The smart hospital room
Mexico

WORKSHOPS

- » **Leveraging digital marketing to survive and thrive**
- » Powerhouse management strategies
- » **Empowering your workforce for success**
- » Winning at the talent acquisition game with recruitment process enhancement
- » Disruptive healthcare delivery models in the US



Our experience at FIME was GREAT! We had wonderful feedback on both days; I had not seen this excitement about the show in years. Good quality of questions and companies and the support from FIME's team was excellent.

Margarita Morales-Perez, President, Healthcare International Partners - USA



EXHIBIT & SPONSOR

REASONS FOR EXHIBITING

CONNECT

with your existing clients or partners and reach new medical professionals to build lucrative business contacts.

SHOWCASE

your latest products and services to a room full of potential buyers, distributors, dealers and suppliers from across the globe.

EXPOSE YOUR BRAND

to a targeted audience of medical professionals before, during and after the show through our year round marketing activities.

STAY ONE STEP AHEAD OF YOUR COMPETITION

in the biggest medical device marketplace.

58%
OF SPACE
IS ALREADY
SOLD OUT!

GET INVOLVED IN THE LARGEST MEDICAL TRADE FAIR ACROSS THE AMERICAS

Contact: Gil Alejo, Exhibition Sales Manager

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731,635 VIEWS

EXHIBIT

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life sciences exhibitions

Informa Life Sciences Exhibitions runs the healthcare portfolio of Informa Exhibitions including 21 exhibitions and more than 100 conferences yearly covering African, Middle Eastern and Asian markets. Over the course of the year, the events attract more than 7,000 exhibitors, 150,000 visitors and 32,000 conference delegates.

The division also publishes four healthcare magazines, as well as Dothealth, an online healthcare portal showcasing more than 40,000 healthcare companies, and Healthy Change, an online jobs portal for healthcare careers based in the Middle East.

For more information visit: www.informallifesciences.com