

The world's **ONLY** medical travel event for the global market



Overview

With the medical travel market growing at a rate of 15-25% per year, the size is estimated at US\$38.5-55 billion, based on approximately 11 million cross-border patients worldwide.

IMTEC provides the perfect platform for hospital groups, medical travel organisations and health services companies to increase their international presence and patient network, and gain market share in this growing industry.

Now in its 3rd year, **IMTEC** will host **more than 100 exhibiting companies**, all looking to showcase their services and amenities to the impressive array of attendees, delegates and **Commissioners of Medical Travel (CMTs)**. CMTs are individuals or organisations responsible for transferring or sending international patients for overseas treatment.

Furthermore, the **IMTEC** conference offers a two-day multi-track programme that will keep delegates, exhibitors and visitors up-to-date with the latest international medical travel trends. **IMTEC offers exhibitors a unique platform to increase their international presence and the number of patients they treat from around the world.**



Market overview:

- Medical travellers spend an average of US\$3,500-5,000 per visit, including all medically related costs, cross-border and local transport, inpatient stay and accommodation
- More than 10 million people worldwide are travelling abroad for treatment, with more than 9,000 patients from the UAE alone
- GCC governments are spending between US\$100,000 and US\$500,000 per patient, with some cases costing in excess of US\$1.5 million
- More than US\$1 billion has been spent by the Kuwait government on overseas medical treatment during 2014-2015
- The Dubai Health Authority plans to attract 170,000 medical tourists by 2016 and generate an income of US\$710 million by 2020
- Travellers from the GCC and Russia account for the largest share of medical tourists in Dubai, with visitors from Nigeria and Angola also increasing

*References available upon request



It has been a very interesting, successful, rich-in-contacts event. It will take months to reply to all the requests and get in touch with all the leads made during the event!

Marieke Chatelain,
Operations Manager
Immunobank, Netherlands

2014 show overview:

Exhibition space	1,161m ²
Total attendees	2,033
Exhibitors	109
Countries represented	79
Commissioners of Medical Travel	71

Thank you to all the IMTEC 2014 sponsors

Diamond sponsor



Platinum sponsor



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CMT Programme

A **Commissioner of Medical Travel (CMT)** is an individual responsible for transferring a large number of patients from one country to another for medical treatment. CMTs are typically representatives of the government, insurance companies, armed forces, travel industries and patient transfer and facilitation services.

The CMT Programme sets IMTEC aside from other medical travel events as it ensures exhibitors receive substantial networking opportunities with qualified investors in overseas patient care.

IMTEC 2015 will host a record number of CMTs from across the Middle East, Africa and Russian/CIS countries

predominantly, and pair them with exhibitors through pre-scheduled meetings and networking sessions.

NEW for IMTEC 2015 is the matchmaking software allowing exhibitors to preschedule their meetings with the CMTs ahead of the event.

2014 CMT Programme facts

217

Hours of CMT meetings

71

CMTs present

35

35 countries represented

2014 CMT participants

- Future for Patient Care, **Bahrain**
- Medical Tourism Botswana, **Botswana**
- Beijing Saint Lucia Consulting, **China**
- EuroMed GmbH, **Germany**
- Sahara, **India**
- Shara Medical, **Iraq**
- Ministry of Health, **Kazakhstan**
- Gezira Medical Travel Ltd, **Kenya**
- Ministry of Health, **Kuwait**
- Kyrgyzstan Network Office Director, **Kyrgyzstan**
- The Ministry of Wounded Warriors, **Libya**
- Ministry of Health, **Malawi**
- Health Concern Nepal, **Nepal**
- Heleservice Holding, **Norway**
- Oman Military, **Oman**
- Association "Wellness", **Russia**
- Enriched Life, **Sweden**
- Panorama-Medica Group Co. Ltd., **Thailand**
- Quality Consultants, **The Kingdom of Saudi Arabia**
- Euromedicaltours, **United Kingdom**
- Uganda Heart Institute, **Uganda**
- Ukraine Association of Med Tourism, **Ukraine**
- Panacea Health Services, **USA**
- THTC-Uzbekistan, **Uzbekistan**
- And more...



IMTEC 2014 provided a leading platform for networking with leaders and stakeholders in the international medical tourism industry. This was very helpful for developing strategic collaboration, business models improvement and gaining insight into the latest market trends, innovative solutions and best practices for global healthcare.

Xiao Fang Jia, President, China International Health & Medical Tourism Association

Polish facilities assessed IMTEC as a very good event to meet potential buyers. The CMT Programme was the most important part of the event. Consortium representatives also learned a lot during the conference and had the opportunity to network with world-class speakers.

Magdalena Rutkowska
Polish Medical Tourism Promotion Consortium

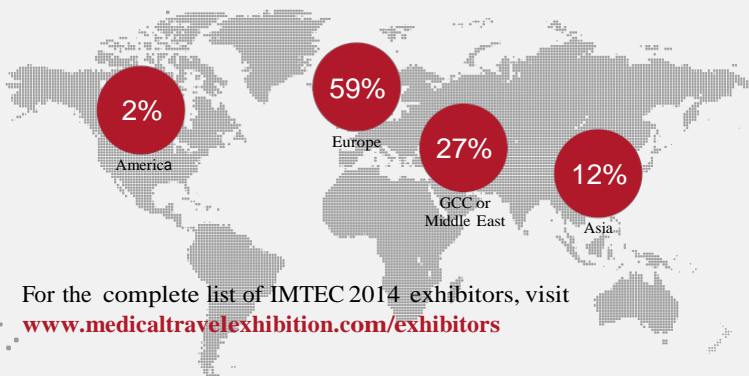
Exhibition

IMTEC 2015 will host more than 100 exhibiting companies looking to showcase their world-class medical services, high quality care and state-of-the-art facilities, and network with key decision-makers in the medical travel industry.

Exhibitors survey results



Where exhibitors come from



For the complete list of IMTEC 2014 exhibitors, visit www.medicaltravelexhibition.com/exhibitors



Exhibitor profile

- Hospitals and clinics
- Government bodies, authorities, ministries, embassies and consulates
- Tourist boards
- Medical tourism agencies and facilitators
- Travel agents and tour operators
- Insurance companies and insurance service providers
- Medical assistance companies
- Hotels and airlines
- Accreditation bodies
- Health and medical spas
- Marketing and branding companies
- Health and tourism website publishers
- Healthcare management companies
- Consultancy firms
- Third party administrators
- And more...



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Coming to IMTEC Dubai was a gamble for us. This was one of the best decisions I ever made, I am so glad we came. It was better than expected!

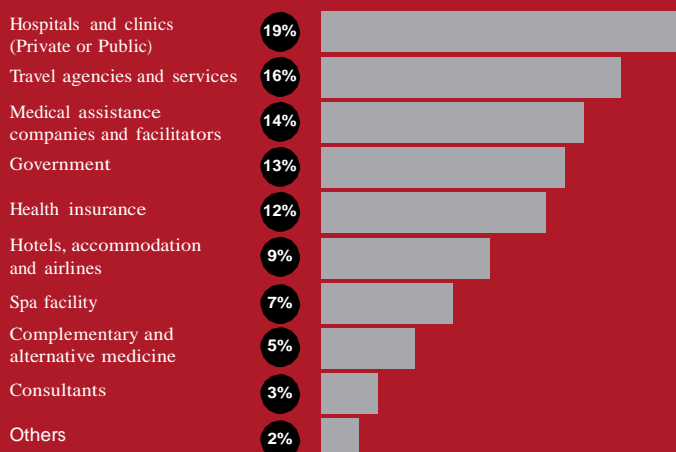
Justine C. Whitaker, Director and Nurse Specialist, Northern Lymphology Ltd, UK

Who attends

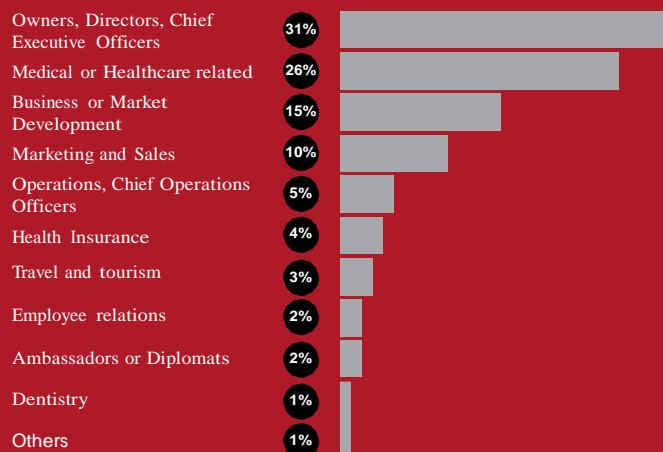
IMTEC is a two-day exhibition and conference that serves as a central meeting point for the regional and international medical travel industry. This landmark event will attract more than 2,000 attendees from 80 different countries including tourism boards, travel and tourism companies, medical service providers and health insurance companies.

IMTEC is the must-attend event for medical travel professionals and continues to bring together the facilitators, decision-makers and thought leaders for maximum interaction and meeting opportunities that serve the entire medical tourism value chain.

Attendee nature of business



Attendee job speciality



Visitor breakdown by region



IMTEC 2014 was worth attending as exhibitors displayed a variety of their services that proved useful to all.

Dr Premhar Shah
The Medical Tourist Company, UK

Visitor survey results

58%
Source new clients

42%
Meet with industry colleagues

21%
Establish strong relationship with clients

53%
Attend the conference to stay up-to-date with new products, trends, and services

21%
Find specific services

IMTEC 2014 lined up experts from different parts of the world sharing their success and experience of being in the medical travel industry. This has been a great learning experience especially for healthcare providers in Dubai in supporting their growing services for inbound medical tourism.

Laila Aljassmi, Founder & CEO
Health Beyond Borders, UAE

Conference

IMTEC 2015 will hold conference sessions addressing the largest, most pressing and challenging issues facing the medical travel industry – including topics related to patient flow, international agreements, destination treatment, government engagement and ageing populations.

The IMTEC 2015 conference will continue to host the voting centric panel debates; offering real-time voting both before and after each debate session to see how ideas can be altered as a result of educated and impassioned discussions on key issues. For the results of the 2014 panel debate sessions, please visit www.medicaltravelexhibition.com/paneldebate

Highlights

- 30+ conference sessions
- 60+ international and regional speakers
- Unique voting panel debates with leading medical travel experts
- NEW 'Ice-breaker' sessions where delegates can ask the most pressing questions in medical travel
- International presentations from up and coming medical destinations

Delegate survey results

87%

said the programme met their expectations

85%

of the delegates gained new knowledge to implement in their practice

82%

rated the content of the programme as good

How to get involved

Exhibitions put many decision-makers in the same place at the same time, all with a obvious interest in what is on offer. IMTEC allows you to create your own bespoke sponsorship package with your choice of branding opportunities that best fit the needs of your business. Stand out from the competition and maximise your presence at IMTEC and let our sponsorship team tailor a package that matches your specific business goals, objectives and budget, maximising your return on investment.

BRANDING OPPORTUNITIES INCLUDE:

Platinum

Details available upon request

Gold

Details available upon request

Silver

Details available upon request



Registration area
US\$10,000



Carrier bags
US\$5,000
+ Production cost



Exhibition floor tiles
US\$2,000



Lanyards
US\$10,000
+ Production cost



Badges
US\$5,000



Show guide Prices available upon request



Hanging banners
US\$2,000

For any exhibition or sponsorship enquiries, contact

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www.medicaltravelexhibition.com



International Medical Travel Exhibition and Conference

7-8 October 2015

Dubai International Convention & Exhibition Centre, UAE