



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



2015

POST SHOW REPORT

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# POST SHOW REVIEW

The 3<sup>rd</sup> edition of International Medical Travel Exhibition & Conference (IMTEC) took place from 7th to 8th October 2015 at the Dubai World Trade Centre, hosting 120 exhibitors and gathering more than 2,500 high-level healthcare professionals, medical travel specialists and governmental officials from around 85 countries across the globe.

The exhibition has once again proven to be the perfect platform to meet with Commissioners of Medical Travel (CMT). IMTEC hosted more than 87 CMTs from the Middle East, Africa, Europe, CIS, Asia and America. With the new addition of the Business Matchmaking Program, 1,237 meeting requests were scheduled between exhibitors and CMT's during the course of the two-day event.

The 2016 edition of IMTEC will continue to provide a perfect platform for hospital groups, medical travel organisations and health services companies to increase their global presence and international patient network.

Benefit from the upsurge in the medical tourism industry and reap the rewards of unparalleled exposure to key decision makers from the industry. Be a part of the world's only medical travel event for the global market – IMTEC - from **9-10 October, 2016**, at the Dubai International Convention and Exhibition Centre, UAE.



We would like to thank all our 2015 sponsors and partners for their continuous support

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# SHOW SUMMARY

Exhibition space

1,224 m<sup>2</sup>

Total attendees

2,500

Delegates

347

Exhibitors

120

Commissioners of Medical Travel

87

Countries represented by attendees

85

Speakers

54

*"Dubai Health Authority (DHA) would like to congratulate the International Medical & Travel Conference (IMTEC) 2015 for hosting a successful conference.*

*As a partner and exhibitor, the show brought together regional and international medical travel industry experts who discussed the latest advances in the field.*

*Important VIPS from the global health travel council, head of medical tourism, healthcare providers, medical travel facilitators amongst others networked*

*with a common goal of promoting the highest level of quality of healthcare to patients in a global environment."*

**Linda Abdullah**

Head of Medical Tourism Office  
Health Regulation Department  
Dubai Health Authority



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

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

IMTEC welcomed more than 87 CMTs from across the Middle East, Africa, Asia and CIS countries.

Through the online business matchmaking software at IMTEC, a total of 1,237 meeting requests were scheduled between CMTs' and exhibitors.

*"We had some really good meetings and now have also some good sales leads. The show feels busier than last year, we are very happy!"*

Stefanie Del Signore  
Product Manager Health  
& Medical  
Lufthansa Medical Services

## CMT programme facts

87  
CMTs present

1,237  
meetings

44  
countries represented

*"We had a very busy day today, with many meetings. We are happy and glad to get so many great contacts at the exhibition, thank you for facilitating this!"*

Mohammed Yahia  
Director Marketing & Business  
Development  
Al Zahra Hospital

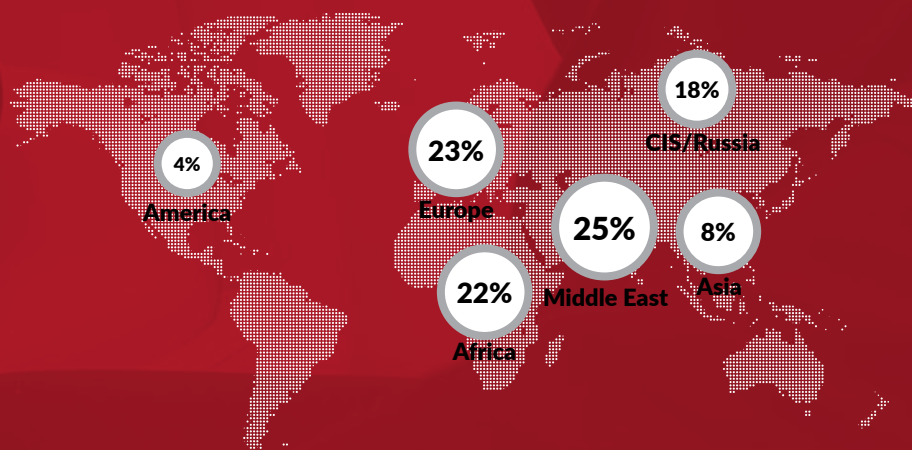
## Increase in CMTs



*"The Business Matchmaking has been very useful. We have not experienced this at any other exhibition, at least not with such intensity and service. It has really helped us to target new contacts and we had many good meetings."*

Sawsan  
NMC Healthcare

## CMT breakdown by region



*"The Business Matchmaking service was good. I have conducted a lot of business and met even more companies than were in the schedule. I am now going home with a lot of work."*

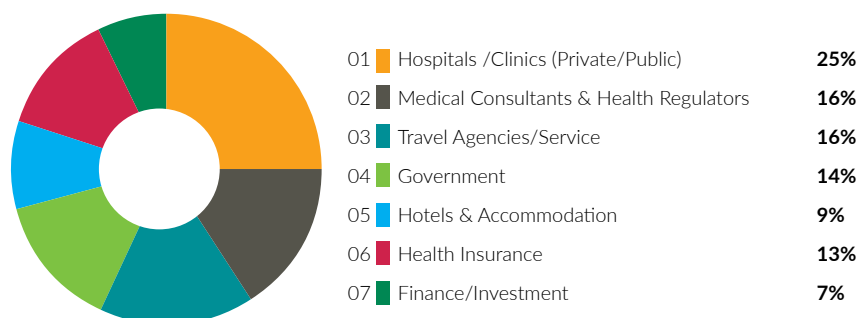
Abdulaziz Abdo  
President  
1st Platinum Travel Group

# VISITOR ANALYSIS

## Increase in attendees



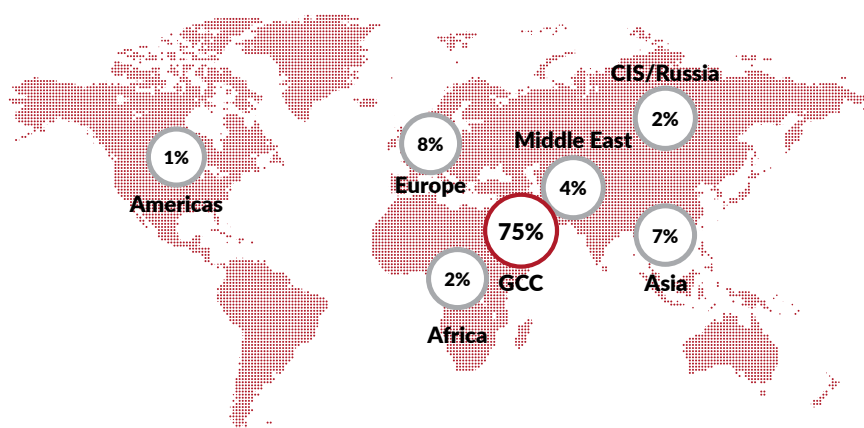
## Nature of business



## Top 10 visiting countries



## Visitor breakdown by region



## Survey results



*Rashid Hospital exhibited some exemplary Alternative Medicine Services at their stand. I was truly impressed!*

Mahmood Saify  
Nu World Associated

*"This has been a fantastic experience. I'm excited about the prospects of business partnerships that have already started developing."*

Ajibola Khadija Abduljadir  
MD, CEO  
HOB Healthcare Consulting  
Nigeria

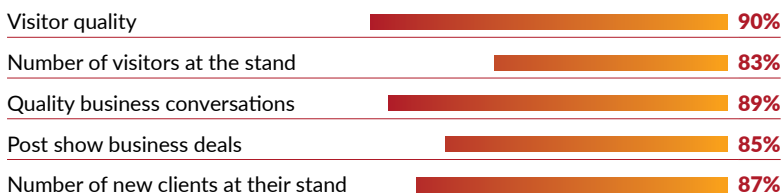


# EXHIBITOR ANALYSIS

## Exhibitor profile

- » Medical Tourism
- » Tour Operators
- » Health Regulators
- » Government
- » Medical Practice
- » Public/Private/University Hospital
- » Dental Hospital/Practice
- » Travel & Tourist Services
- » Medico-Aesthetic Services
- » Laser Treatments
- » Healthcare Provider
- » Non-Governmental Organisation (NGO)
- » Hotel & Accommodation
- » Plastic & Bariatric Surgery
- » Emergency and Critical Care
- » Facial Skin Therapy
- » Spa Facility
- » Weight Loss Clinic
- » Slimming Treatments
- » Hair Transplantation Centre

## Exhibitors satisfaction rate on key success factors



93%

of exhibitors plan to exhibit again next year

80

participating countries

## IMTEC Conference

The two-day conference boasted a holistic programme featuring more than 54 regional and international hand-picked expert speakers.

The conference focused on the shifts in the medical travel market and changes in service paradigms. Consisting of five tracks with sessions addressing the most pressing and challenging issues facing the medical travel industry, the conference included topics related to patient flow, international agreements, destination treatment, and government engagement and ageing populations.



*"IMTEC is for us a medical destination and a very successful event because it gave us opportunities to meet contacts from both sides and to have the advantage of future cooperation in the field of medical tourism."*

Prof.Dr.Michael Olé  
International Medical Consultant  
Thanypura Integrative Health



# SAVE THE DATES

9-10 OCTOBER

2016

DUBAI WORLD TRADE CENTRE, UAE

For exhibition and sponsorship enquiries, contact us on

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