



# PROMOTING HEALTHCARE SERVICES EXPORTS FROM NEPAL



**6 - 7 August, 2018**  
Karki Banquet Hall,  
Kathmandu, Nepal

Co-organizers



Sponsored by



Supported By:







# NEPAL

A NATURAL & PREMIERE  
HEALTHCARE DESTINATION

Medical Tourism Asia (MTA) Expo- 2018 is being organized jointly by the Explore Productive Chamber of Commerce, Ministry of Culture, Tourism and Civil Aviation, Ministry of Health and Population, Nepal Tourism Board, Nepal Association of Tour & Travel Agents (NATTA) from 6-7 August 2018 at Karki Banquet Hall, Kathmandu, Nepal. The MTA Expo- 2018 will comprise of Exhibition, Conference and B2B meetings in Nepal. The event will have the participation from all major Nepalese Hospital, Indian Hospitals, Thailand Hospital, Singapore Hospital, Malaysian Hospital, Chinese Hospital, Healthcare and Wellness Organizations and renowned medical experts. More than 100 hosted foreign delegates are expected to participate from selected countries from Africa, Middle East, CIS and Asia including SAARC. The medical Tourism industry in Asia has emerged as one of the fastest growing segment of tourism industry despite the global economic downturn. The event will also witness the participation of international and national conference delegates, business visitors and officials of various Embassies.

More information are available at [www.epccglobal.org](http://www.epccglobal.org)

## KEY STAKEHOLDERS FOR MEDICAL TOURISM ECOSYSTEM



INSURERS

REGULATORS

SERVICE  
PROVIDERS

HEALTHCARE  
FACILITATORS

ACCREDITATION  
AGENCIES

GOVERNMENT

## FOCUS ON MEDICAL TOURISM DEVELOPMENT IN ASIA

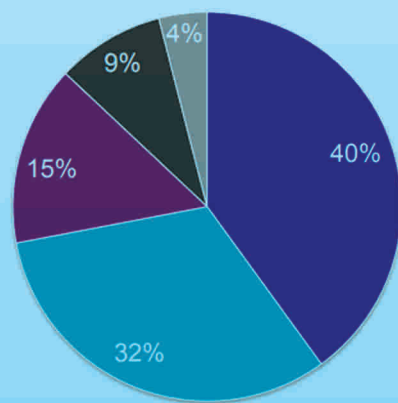
Asia is the fastest-growing region in global medical tourism market. In 2016, between 105 and 120 million medical tourists traveled abroad to seek healthcare services. In terms of market size and growth, we put current medical tourism market size at \$120 billion, and estimated that medical industry is growing by 13 to 15% each year. Accordingly, in 2020 the medical tourism industry will be valued at \$256 billion.

Asian health care market is expanding faster than in other regions. They are especially driven by the private sector and, notably, medical tourism. Foreign patients are a major revenue generator for private hospitals. Their share represents 40-55 percent of the private hospitals' revenue in countries such as Singapore, Malaysia and especially Thailand. In India, medical tourism accounts for 25 percent of revenue, and in the Philippines, South Korea and Taiwan, it accounts for 10-15 percent of revenue.

In 2016, the medical tourism sector in Asia-Pacific accounted for 10 million patients and 15-17 billion in revenues. For instance, India attracted more than 4 million medical tourists in 2016, generating around \$3 billion in healthcare revenues. Similarly, in Thailand, which has perhaps the most advanced medical tourism sector, 3.5 million foreign patients spent more than 4 billion on healthcare in 2016. In Singapore, medical tourism accounted for almost 1.6 billion with close to 900,000 patients in 2016. The sector will continue to grow 13-15 percent annually for the coming three years.

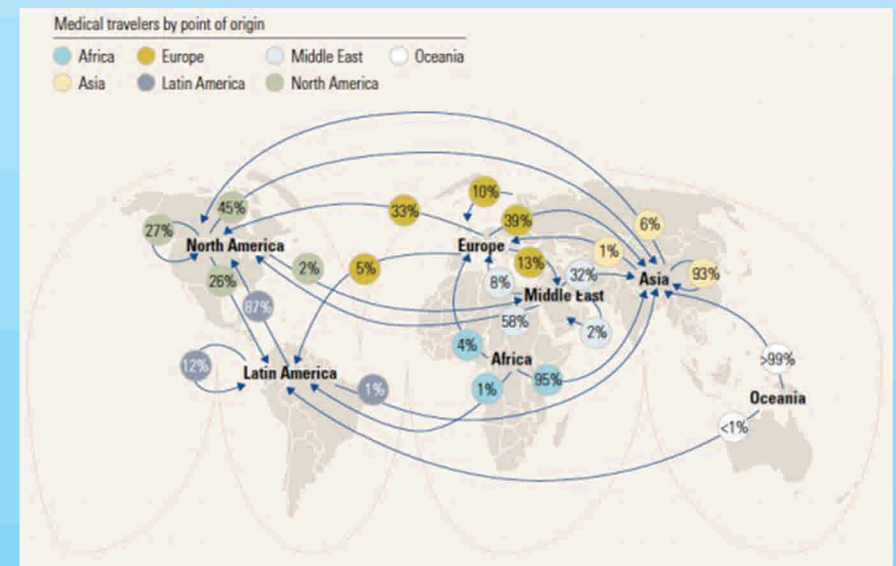
## MAIN DRIVERS OF MEDICAL TOURISM

Relative size of medical-traveler segments  
(100% = 49,980 patients)



- Most advanced technology
- Better-quality care for medically necessary procedures
- Quicker access for medically necessary procedures
- Lower-cost care for medically necessary procedures
- Lower-cost care for discretionary procedures

## MEDICAL TRAVELERS BY POINT OF ORIGIN



## SILENT FEATURES

- The First International Summit on Medical Tourism Asia- 2018 being organized in Nepal for promotion of Healthcare services exports from Nepal and Asia
- Exhibition to present and promote exclusive medical services and expertise
- Provide excellent brand visibility to exhibitors
- International Conference on Medical Tourism Asia
- Reverse Buyer-Seller Meeting and planned B-2-B
- Sessions with hosted buyers from more than 26 Identified countries of Africa, Middle East, CIS and Asia (including SAARC)
- Visitors and Hosted Buyer Delegations from over 26 countries
- Organized Hospital Visits by EPCC for the visiting foreign delegations to provide them utmost exposure of the Nepalese hospital infrastructure
- Global healthcare providers and Asian healthcare stakeholders on one platform
- B-2-B meetings and tie-ups with hospitals and healthcare centers
- Showcase medical devices sector - opportunity for encouraging foreign companies to start manufacturing in Nepal with local partners
- Asian healthcare providers and Global healthcare stakeholders on one platform
- Showcasing Ayurveda sector
- Showcase Education capabilities of Nepal in medical, pharma and nursing sector. Engage with international partners for imparting training courses and short education programs
- Establish global business contacts and networks
- Sign business cooperation agreements with international stakeholders for investment, partnership and collaboration in Healthcare Industry in Nepal.



## EXHIBITOR PROFILE

- Hospitals
- Ortho Care / Joint Replacements / Neuro Centre / Spinal Injury / Organ Transplant / Cardiac Surgery / Oncology Treatment
- Cosmetic Surgery Centers
- Eye Hospitals
- Dental Clinics
- Ayurvedic Hospitals
- Yoga Centers
- Naturopathy Hospitals
- Physiotherapy Centers
- Post-operative Care Centers
- Holistic Health
- SPA Centers
- Fitness & Wellness Centers
- Medical & Health Care Products
- Medical Equipment Manufacturers
- Medical Education Universities / Institutions
- Nursing Training Colleges
- Pharma Education Institutes
- Medical Insurance Companies
- Third Party Administrators (TPAs)
- Hotels
- Airlines
- Tour and Travel Operators
- Medical Tourism Facilitators



## VISITOR & DELEGATE PROFILE

- International Hospitals
- Prospective Medical Tourists
- Govt. Organizations / Bodies
- Insurance Companies
- Travel & Tour Operators
- Hotels & Hospitality Industry
- Doctors and Medical Experts
- Medical Tourism Organizations
- International Medical Associations
- Medical Journalists
- Investors

# MEDICAL TOURISM ASIA CONFERENCE

## FIRST SESSION:

- Dental
- Ophthalmology
- Gastroenterology
- Cardiology / Cardiac Surgery / Internal Medicine
- Gynecology and IVF
- Endocrinology
- Discussion

## SECOND SESSION:

- GI Surgery
- Neurology & Neurosurgery
- Cosmetic/ Plastic Surgery / Bariatric Surgery
- Orthopedic
- Kidney & Liver Transplantation
- BMT Transplantation
- Discussion

## FOURTH SESSION:

- A role of JCI, NABH, NABL, ISO Accreditation & Compliance for healthcare industry
- Role of Insurance Company & TPA to develop medical tourism
- Affordable and quality treatment to develop Medical Tourism
- Discussion
- Validation and Closing
- DINNER

## THIRD SESSION:

- Challenges & Opportunity in Medical Tourism
- Role of Government to medical tourism development
- Latest Terms, Trends & Opportunities - Medical Tourism and Wellness
- A process of organs donation, policy makers and its legal complication



Conference starts: 10:30 AM, 7th August, 2018



## MESSAGES

**Hon'ble Upendra Yadav**  
Deputy Prime Minister  
and  
Minister of Health and Population



Government of Nepal  
**Ministry of Health & Population**  
Ramshah Path, Kathmandu, Nepal  
Phone : 01- 4262534  
Fax : 01- 4262565

Date: 18<sup>th</sup> June, 2018

### Message

It is my pleasure to congratulate Explore Productive Chamber of Commerce (EPCC) for organizing the Medical Tourism Asia Expo – 2018. I hope that this expo will successfully showcase the achievements and potentials of Nepali Healthcare Industry. I also hope that expo will be a platform for raising awareness about the products of our domestic health services.

The ministry top priority is to supply our population with low cost and quality healthcare. Nepali Hospitals have an important role to play in delivering affordable and quality health care to the people. As such, this expo should also be a platform for demonstrating the Hospital industry's commitment in delivering affordable quality healthcare services to Nepali and International patients.

It is important that our domestic industry is open and conducive to innovations in Hospital technology around the world. Only through a proactive approach in adapting new technologies, we will be able to ensure both quality and affordability of healthcare services assured in Nepal.

My best wishes are with EPCC for the success of Medical Tourism Asia Expo – 2018.

*Upendra Yadav*

Upendra Yadav  
Deputy Prime Minister  
and  
Minister of Health and Population



Government of Nepal  
**Ministry of Health and Population**

Phone: 4

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262590  
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262706  
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Ramshahpath, Kathmandu  
Nepal

Date : June 18, 2018

Ref: .....

### Message

I extend my best wishes to all distinguished guests, delegates, doctors, medical professionals, healthcare experts and investors in the medical and healthcare sector from domestic and overseas who will be attending Medical Tourism Asia Expo – 2018 conference and exhibition.

This expo enables Nepalese Medical industry into the new era by adopting current international practice and technology. We receive various patients from abroad because of our quality service at affordable price. It must be promoted to increase the volume of patients flow by organizing such promotion activities in Nepal.

Health sector in Nepal has immense potential to create employment opportunity and capacity to turn Nepal into a global medical tourism destination. Inspired by the spirit of Prosperity and developed Nepal it can play a significant role by spearheading innovation and enhancing productivity.

I hope that the Medical Tourism Asia Expo – 2018 will contribute towards building synergy among the stakeholders to take the medical sector into new heights by leveraging the best practices and technology from across the world.

*Dr. Pushpa Chaudhary*  
Dr. Pushpa Chaudhary  
Secretary



**Nepal Tourism Board**

### Message

It is my pleasure to know that the Explore Productive Chamber of Commerce (EPCC) is organizing the Medical Tourism Asia Expo – 2018, at Bhrikutimandap, Kathmandu. I would like to take this opportunity to congratulate EPCC Global for the organization of this important exposition that greatly promotes Nepalese healthcare industries and to extend hearty facilitations to the delegates, exhibitors and participants at Medical Tourism Asia Expo – 2018 on behalf of Nepal Tourism Board.

The health and tourism industry in Nepal continues to thrive, in spite of various problems Nepal has been facing for last two decades. The growth is primarily driven by the entrepreneurial zeal and resilience of Nepalese investors who are instrumental in bringing and implementing latest technological advances to improve quality Healthcare systems and in providing safe and effective services to patients at affordable price.

I am confident that the Expo will provide unique insights into the innovation and technologies that are driving change in this sector, but also serve to highlight the technical, managerial and financial prospects of the industry. The consideration of Healthcare industries can be an apex body of country which helps in future economic development in the country. I wish EPCC a grand success in organizing the Medical Tourism Asia Expo – 2018.

*Deepak Raj Joshi*  
Deepak Raj Joshi  
CEO  
Nepal Tourism Board  
15 June, 2018



**Together We Can Achieve**  
नेपाल एगोसिएशन अफ टुर एण्ड ट्राभल एजेन्ट्स

## Nepal Association of Tour & Travel Agents

1. Nepali Language, Communication, Nepal  
P.O. Box: 162, Kathmandu, Nepal  
Tel: +977-1-44246544/446545  
Fax: +977-1-44246543  
E-mail: natatn@natta.com.np  
natatn@natta.com.np  
+977-9707414141  
Website: www.natta.org.np  
SOPV Registration No. 27/2018

### MESSAGE FROM PRESIDENT



First of all, I, on behalf of Nepal Association of Tour & Travel Agents (NATTA) would like to congratulate Explore Productive Chamber of Commerce in its edition of Nepal Medical Tourism Expo - 2018 with the theme *Medical Tourism Development in Nepal*. All team members of the organization, its general members and Organizing Committee deserve an appreciation for their valuable effort in getting it done so well.

Medical Tourism is one of the emergent sector in tourism industry which has an abundant prospect of sustainability in Nepal. Presently, Nepal has been providing quality treatment services by professionals with modernized medical equipment. I would like to enhance, Nepal is a country blessed with unparalleled natural beauty, culture and heritage where it has everything that tourists like. People traveling to Nepal for medical examination can observe the natural side of Nepal accompanied by its good weather and hospitality of people.

Like other destinations in overseas, Nepal should be focused for making one of the ideal destination for Medical Tourism which can also play vital role for the increment of revenue in Nepalese economy.

We are hopeful this platform will be a global meeting point for bringing national and international professionals from hospitals, medical colleges, healthcare organizations, travels, healthcare associations together and exchanging their products of the country. This is a great platform in terms of luring a greater value of potential tourism. NATTA stands ready to extend all needful co-operation in any of the endeavors to promote tourism in particular.

With all my Best Wishes and Congratulations for the resounding success of Medical Tourism Asia Expo - 2018!



**CN Pandey**  
President  
NATTA





UFTAA



COMPASS  
TOURISM



NATURALLY NEPAL  
TRAVEL & TOURS







**Federation of Small & Medium Enterprises Nepal**  
**संघात साना तथा मझौला व्यवसायी महासंघ नेपाल**  
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www.fsme nepal.org

*Regd. No. : 313060/01*  
*PAN No. : 301743123*


## Message

I am very happy to know and would like congratulate to the Explore Productive Chamber of Commerce (EPCC) for organizing Nepal Medical Tourism Asia Expo – 2018 in Kathmandu. This is the great initiation to explore Nepalese Healthcare Industry.

The role of Expo is very important to provide and revive quality healthcare services in Nepal. The initiation is recommendable to economic reform of the country. The benefits of health industries in the country in health and economic fronts are highly commendable.

I wish great success for Medical Tourism Asia Expo – 2018 to initiation of medical tourism development in Nepal.

Best Wishes



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**Narayan Prasad Paudel**  
Associate Vice President  
Federation of Small & Medium Enterprises Nepal.  
Dated: 19/06/2018

One House One Enterprises



## ORGANISER



EXPLORE PRODUCTIVE CHAMBER OF COMMERCE  
"Explore your products, Service & Investment globally"

## SUPPORTED BY



EXPLORE HEALTHCARE PVT. LTD.



Government of Nepal  
Ministry of Culture, Tourism and Civil Aviation  
**Department of Tourism**



Government of Nepal  
Ministry of Health Services  
**Department of Health Services**



NEPAL TOURISM BOARD



NEPAL ASSOCIATION OF TOUR & TRAVEL AGENTS (NATTA)



MEDITOUR INTERNATIONAL PVT. LTD.

### Exhibitor Category, Qty, Size and Price:

Category	Nos.	Size	For Nepalese Company (NRs.)	For Indian Company (INRs.)	For Foreign Company (US\$)	Benefits
A	40	3m x 3m	65000.00	48750.00	850.00	Directory Listing with qtr page advt.
B	10	3m x 6m	100000.00	75000.00	1310.00	Directory Listing with full page advt.
B2B Meeting Room						

### Sponsorship Categories:

Category	Nos.	For Nepalese Company (NRs.)	For Indian Company (INRs.)	For Foreign Company (US\$)	Benefits
Title	1	2500000.00	1875000.00	32730.00	Branding in Main Gate, 6mx6m stall
Platinum	2	1500000.00	1125000.00	19640.00	Branding in Directory front page, 6mx6m stall
Gold	2	1000000.00	750000.00	13090.00	Branding in Main Gate and directory inner page, 4mx4m stall
Bronze	4	500000.00	375000.00	6545.00	Directory Inner back page cover branding, 3mx3m stall
Regular	5	300000.00	225000.00	3940.00	Directory cover inner page branding, 3mx3m stall

**Conference Delegate registration:**

1. For Nepalese Delegate : NRs. 5000.00
2. For Indian Delegate including SAARC: US\$ 100.00
3. For Foreign Delegate : \$150.00

### Conference Program Host: Started 3 Pm to 7.30 PM with DINNER

Session hour	Nos.	For Nepalese Company (NRs.)	For Indian Company (INRs.)	For Foreign Company (US\$)	Benefits
Each 90 Minutes	3	150000.00	150000.00	US\$. 2620.00	Session Branding + Directory Publishing

**Note:**

1. Stall A will get each 2 free conference passes
2. Stall B will get each 4 free conference passes

**Common Facilities:** Fascia Name, two chairs, one table, carpet, 3 spot lights, dustbin, 5 amp socket etc. additional goods can be facilitate in lease basis.

## PAYMENT TERMS:

Cash/Cheque/Wire transfer in favour of the as below;

1. Explore Productive Chamber of Commerce (P) Ltd.  
Bank of Kathmandu Ltd.  
Kamalpokhari Branch, Kathmandu, Nepal  
A/c No.: 060000063147524  
Swift Code: BOKLNPKA
2. Explore Healthcare Pvt. ltd.  
Nepal SBI Bank Ltd.  
Durbarmarg Main Branch, Kathmandu, Nepal  
A/c No.: 17725240200750NPR  
Swift Code: NSBI NP KA



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For more information



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