TASHKENT INTERNATIONAL HEALTHCARE WEEK

21-23 April, 2009

14th Tashkent International Healthcare Exhibition
“TIHE 2009”

4th Central-Asian International Exhibition
“APTEKA EXPO 2009”

3rd Uzbekistan International Exhibition
“BEAUTY UZBEKISTAN 2009”

ORGANISERS:
EXHIBITION POST SHOW REPORT

Date: 30. 04.2009
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Sales Director
ITE Uzbekistan

14th TASHKENT INTERNATIONAL HEALTHCARE WEEK
consists of the following specialized exhibition projects:

14th Tashkent International Healthcare Exhibition “TIHE 2009”;
4th Central-Asian International Specialized Exhibition “APTEKA EXPO 2009”;
3rd Uzbekistan International Exhibition “BEAUTY UZBEKISTAN 2009”
5th Uzbekistan International Exhibition “STOMATOLOGY UZBEKISTAN 2009” (report on the
stomatology exhibition is attached separately)

21 - 23 April, 2009
UzExpoCenter, 1-2 floors, Central Exhibition Halls

Official support to the exhibition was provided by
- Ministry of Public Health of the Republic of Uzbekistan;
- JSC “Uztibtechnika”;
- Dental Association of the Republic of Uzbekistan;
- Mayor Office of Tashkent city;
- Chamber of Commerce and Industry of the Republic of Uzbekistan
- State Trade and Exhibition Center UzExpoCenter

Official support on security matters
– Group 4

Technical support
- “USSO Design” advertising agency

Information support

Leading commercial and news media of the CIS and far abroad countries:
“Medical Express” (Uzbekistan – Kazakhstan – Kyrgyzstan);
“Infomedix” (Italy)
“Proven Trade Contacts” (India);
“Pharmaceutical bulletin of Kazakhstan”;
“Medical equipment” (Russia);
“Vystavochnyy Most” Information Agency (Russia);
“Mir ekonomiki i prava” PH (Uzbekistan);
“Shark-Press” PH (Uzbekistan).

Information portals
«med-tech.com.ua»
«medmarket.com.ua»
«dental-profi.com»
«Medpharm.uz»
«medi.ru»
«ExpoUA.com»
«ExpoNews.ru»
«Выставочный Мост»
«Expomenu.ru»
«InfoExpo»
Catalogues
Aggregate prices of pharmaceuticals (Uzbekistan);
Golden Pages (Uzbekistan);
Yellow Pages (Uzbekistan);
“Mir ekonomiki i prava” PH (Uzbekistan);
“Shark-Press” PH (Uzbekistan).

Weekly publications
“AIF” (Uzbekistan - Russia)
“Tasvir” (Uzbekistan)
“Optovik” (Uzbekistan)
“Novosti Uzbekistana” newspaper (Uzbekistan)
“Mir Novostey” (Uzbekistan)

Radio stations
“Hamroh” (Uzbekistan)
NTRC RUz (Uzbekistan)

Official opening ceremony

The following persons participated in official opening ceremony of the exhibition:

- Mr. Nazirov Feruz Gafurovich – Minister of Public Health of the Republic of Uzbekistan;
- Mr. Ikramov Adham Ilhamovich – Deputy Health Minister of the Republic of Uzbekistan.
- Mr. M. Khodjibekov – Deputy Minister of Public Health of the Republic of Uzbekistan;
- Mr. A. Kamilov - Deputy Minister of Public Health of the Republic of Uzbekistan;
- Mr. B. Niyozmatov – Deputy Minister of Public Health of the Republic of Uzbekistan;
- Mr. N. Sharapov – Deputy Minister of Public Health of the Republic of Uzbekistan;
- Mr. A. Shanasyrov – Head of Medical – Sanitary Department of Ministry of Public Health;
- Mr. Nigmatov R. N. – Chairman of the Dental Association of the Republic of Uzbekistan;
- Mr. D. Alimov – Chairman of the Management Board of the “Uztibtechnika” JSC.
- Mr. M. Faiziev – Deputy Chairman of the “Dori - Darmon” JSC.
- Mrs. A. Khalmatova – General Director of NEC “Uzexpocentre”
There were also other officials from ministries and departments of Uzbekistan, who participated at the official opening ceremony. Diplomatic missions of Russia, Germany, Turkey, Tajikistan, Ukraine, Czech Republic and other countries participated at the solemn opening ceremony

From side of the organizers the following persons participated at the official opening ceremony – Mrs. N. Sarsenova – General Director of the ITE Uzbekistanan Company; Mrs. Sh. Nizamova – Sales Director of the ITE Uzbekistan Company.

During the official opening ceremony of the exhibition the organizers awarded gratification certificates for the long-term support and cooperation in organisation and holding of the healthcare exhibition “TIHE” to Ministry of Public Health of the Republic of Uzbekistan, “Uztibtechnika” LLC, Dori – Darmon, JSC, Dental Association of the Republic of Uzbekistan, Mayors office of Tashkent, NEC Uzexpocentre.

An official delegation headed by Mr. Nazirov F. G. paid a visit to stands of the exhibition participants.

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**Scientific program of TIHE 2009**

Scientific seminars and conferences were held during 21-23 April, 2009 in Congress - Hall “Atrium” under official support of the Ministry of Public Health of the Republic of Uzbekistan, Uzbekistan Dental Association:

21 April, 2009
International Scientific conference “New Capacities of Diagnostic Technologies: Tomography and Ultrasound”.

13:00-14:00 1. Echocardiography- 2009 – Diagnostic Supermarket for Cardiologist
Official Evening Gala Reception

Official Evening Gala Reception dedicated to the opening of the exhibitions of the 14th Uzbekistan International Healthcare Week was held on the first day of the exhibition – on 21 April in the “Amir Timur” hall of the “Inter-Continental Tashkent” Hotel.

About 300 persons participated at the Evening Reception; they were participants of the exhibition, official persons, mass media representatives, VIP guests of the exhibition and Team of the ITE Uzbekistan.

In the framework of the Gala Dinner the organisers awarded gratification certificates following companies:
For the Best Product Presentation at TIHE 2009 – KURT & KURT, TOSHIBA MEDICAL SYSTEMS, MEDISON CO., LTD; NOBEL PHARM SANOAT, WORLD MEDICINE, MT/PHILIPS, SCHILLER DB.

For 5-years participation at STOMATOLOGY Uzbekistan exhibition – TEXKOMPLUS TIB SAVDO, SERGO-DENTAL, HT CORP., SHIFO-NUR SERVIS, TIBBIYOT IMPEX.

Uzbekistan Dental Association was graduated by prize and certificate of gratitude for 5-year valuable support in organising STOMATOLOGY Uzbekistan exhibition & Conference.

Certificates of gratitude for participation at the exhibition were presented to all exhibitors during the exhibition.

**Exhibition**

14<sup>th</sup> Uzbekistan International Healthcare Exhibition “TIHE 2009” is one of the large-scale exhibition projects in the healthcare field of Uzbekistan. The 4<sup>th</sup> Central-Asian International Exhibition “APTEKA EXPO 2009”, 5<sup>th</sup> Anniversary Uzbekistan International Exhibition “Stomatology Uzbekistan” and new section of the exhibition – “Beauty and Aesthetic Medicine” have shaped on the basis of TIHE. The main thematic event of the country, according to the professional community and representatives of the public authorities has become not only productive ground, which demonstrated achievements of local and foreign manufacturers of medical equipment, but also a mechanism of promoting medical sector of Uzbekistan in countries of the near and far abroad.

This year the number of participants of the exhibitions united under the Healthcare Week TIHE 2009, reached 140 companies from 21 countries of the world. There are companies from Europe, CIS, Asia among the participants of the exhibition.

The exhibitions displayed the latest scientific and technical developments in the field of medicine, which are necessary for prevention, maintenance and treatment of various diseases.

**Participants**

This year leading companies from around the world in a corresponding section of the TIHE 2009 presented all types of **electromedical equipment**. In particular, these are diagnostic, ultrasonic, cardiologic, neonatal,
orthopedic, anaesthesia and ophthalmological equipment and instruments, as well as equipment for hospitals and emergency medicine.
The following well-known companies participated at the exhibition with their products: GE Healthcare, Siemens Healthcare, Toshiba Medical Systems, Shimadzu, Draeger Medikal AG&Co KG, Schiller, Carl Zeiss, Cardinal health, Phillips, Medison; Physiomed Elektromedizin, Mitsar, B & M Kardio Volga, Viasys Respiratory, Kurt & Kurt, represented Hitachi Healthcare; MINDRAY, Beijing Choice Electronics, InterMedica, Utas Company, Hokto trading - Pentax, Neurosoft, Spectromed, Ural-Optical Mechanical Plant, JSC Amico, Zoll Medical Corporation and many others.

The section of laboratory equipment was especially widely represented at the TIHE 2009. Among them such well-known companies: Hospitex Diagnostix (Italy), Medical Systems (Russia) , Global Impex (Uzbekistan) - representation the Roche Diagnostics, Hayot Technology (Uzbekistan), Vinar (Russia), Universal Healthcare (UAE), SCI-CAN (Canada) and many others.

Radiology section of the exhibition was represented by following companies:
JSC Amico (Russia), Tibbiyot Dunyosi (Uzbekistan), Helpic LTD (Russia), Shimadzu (Japan) and other.

Following companies from Germany participated at the exhibition: GE Healthcare, Draeger Medikal AG&Co KG, Carl Zeiss, Physiomed Elektromedizin, VOCO GmbH, SOERING, STOELZLE Oberglas, SCHUELKE & MAYR GMBH and others.

The best Uzbek distributors and manufacturers of medical equipment and instruments participated at the TIHE 2009: Medical Technologies, Tibbiyot Servis, Eld Tib Mahsulot, Abform Sistem Ltd, Texcomplus Tib Savdo Ltd, Magnum Medical SPF, Holos Ltd, FPI- Delivery Service Ltd., NTM, Tibbiyot Dunyosi, Uzmedleasing and others.

The following widely known pharmaceuticals manufacturing companies participated at the APTEKA EXPO 2009 section of the exhibition:
Polpharma (Poland), Batpharma (Georgia), B2B connections (Israel), United Laboratories (China), NOBEL Ilak San. Ve Tic. Ltd (Turkey), Shafaco Pharmaceutical (Yemen), Biomedicare (India), Pharmaco Group (Kigyz Republic);

and also Russian manufacturers - Altayvitaminy, Polysan, Europe Biopharm, Intel Pharm, Sintez, Geropharm and many others.

Ukraine companies – Borshagov CFP, Arterium Corporation, Zdorowie - Pharm company, Zdorovie Narodu – pharmaceutical plant, Darnitsa, Yuriya Pharm, pharmaceutical plant GNSL, and others.

From Iran – Excir Company, Pharm Abidi Int., Caspian Tamin Pharmaceutical Company, Cosar Pharmaceutical, Darou Pakhsh.
Following companies represented equipment for pharmaceutical manufacturing: BEIJING DOUBLE-CRANE PHARMACEUTICAL CO., LTD STOELZLE Oberglass (Germany), WATERTOWN PHARMACEUTICAL EQUIPMENT CO., LTD (China), SHENZHEN 999 CHINESE MEDICINE INVESTMENT & DEVELOPMENT CO., LTD (China), MACHPHARM TECHNOLOGIES LIMITED (Russia), ICOS (Italy)

The best Uzbekistan participated in Apteka Expo 2009: FE «ASKLEPIY», «MFS SERVIS» LTD, PHARMED FIRMASI.

The exhibition of the Beauty and Aesthetic Medicine “Beauty Uzbekistan 2009” was representing by

PHYSIOMED ELEKTROMEDIZIN AG (Germany), SOERING GMBH MEDIZINTECHNIK (Germany), MAKDIL PHARMA (Uzbekistan), SHREY (India), LABORATORY FRIOR (Russia), SAFO – Esthetic (Uzbekistan), DVE LINII (Russia), SCHUELKE&MAYR (Germany) & others.
Statistics

The list of participant countries:

<table>
<thead>
<tr>
<th>1. Austria</th>
<th>8. Israel</th>
<th>15. The Netherlands</th>
</tr>
</thead>
<tbody>
<tr>
<td>3. Czech Republic</td>
<td>10. Kyrgyzstan</td>
<td>17. The USA</td>
</tr>
<tr>
<td>5. Germany</td>
<td>12. Republic of Korea</td>
<td>19. Ukraine</td>
</tr>
</tbody>
</table>

* Confirmed by the audit conducted by RUEF in accordance with the “UFI Auditing Rules for the Statistics of UFIApproved Events” Version «May 2008» and the “UFI Calculation Standards and Definitions” Version «May 2008»

As known, each company sets different goals for participating at the exhibition:

At the questionnaire, companies-participants noted the following:

### Please show what goals your company have set for the exhibition?

- **to support existing business contacts**
  - Satisfactory: 5%
  - Good: 39%
  - Excellent: 56%

- **to maintain a presence in the market**
  - Satisfactory: 12%
  - Good: 27%
  - Excellent: 61%

- **to inform about your products & services**
  - Satisfactory: 10%
  - Good: 39%
  - Excellent: 51%

- **to establish new contacts**
  - Satisfactory: 27%
  - Good: 27%
  - Excellent: 29%
The exhibiting companies gave the following estimation on the number and quality of visitors:

1. How do you rate the number of visitors at the exhibition?
   - Excellent: 30%
   - Good: 50%
   - Satisfactory: 19%
   - Unsatisfactory: 1%

2. How many specialists visited your stand per day during the exhibition?
   - Less than 10: 1%
   - 10-50: 18%
   - 50-100: 21%
   - 100-200: 19%
   - 200-500: 41%

3. Please, evaluate the quality of professionals visited your stand:
   - Excellent: 28%
   - Good: 57%
   - Satisfactory: 14%
   - Unsatisfactory: 1%

1.5. How well your goal have been achieved?
   - to obtain information about the market
     - Excellent: 39%
     - Good: 43%
     - Satisfactory: 17%
     - Unsatisfactory: 1%

1.6. How well your goal have been achieved?
   - this is the first enter to the market
     - Excellent: 43%
     - Good: 24%
     - Satisfactory: 33%
     - Unsatisfactory: 5%

1.7. How well your goal have been achieved?
   - to establish and expand contact database for future
     - Excellent: 37%
     - Good: 29%
     - Satisfactory: 29%
     - Unsatisfactory: 5%
According to research, companies-participants also noted the following:

The exhibition organisation was noted by the companies as:

Visitors
Over 6,170 qualified specialists went through computer registration during 3 days of the exhibitions of the Healthcare Week. Specialists from all regions of Uzbekistan and other Central-Asian Republics (Kazakhstan, Kyrgyzstan, Tajikistan and Turkmenistan) visited the exhibition.

<table>
<thead>
<tr>
<th>VISITORS/VISITS</th>
<th>Unique Visitors</th>
<th>+ Repeat Visits</th>
<th>= Total number of Visits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of national (domestic)</td>
<td>6.700</td>
<td>3.560</td>
<td>10.260</td>
</tr>
<tr>
<td>Number of international</td>
<td>80</td>
<td>40</td>
<td>120</td>
</tr>
<tr>
<td>Total</td>
<td>6.780</td>
<td>3.600</td>
<td>10.380</td>
</tr>
<tr>
<td>Number of experts¹</td>
<td>6.170 (91%)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Confirmed by the audit conducted by RUEF in accordance with the “UFI Auditing Rules for the Statistics of UFIApproved Events” Version «May 2008» and the “UFI Calculation Standards and Definitions” Version «May 2008»
15th ANNIVERSARY TASHKENT INTERNATIONAL HEALTHCARE WEEK TIHE 2010 will be held from 14 to 17 April 2010 according to subjects in various exhibitions halls of the “UzExposcentre”, Tashkent, Uzbekistan.