

ACCESSING INTERNATIONAL MARKETS

HEALTHCARE AND MEDICAL TECHNOLOGY

OUTWARD TRADE MISSION TO INDIA

22-27 FEBRUARY 2010



UK Trade & Investment (UKTI) is organising a Healthcare and Medical Technology mission for UK companies led by our India sector specialist Dr Nermeen Varawalla to examine opportunities across India. All UK registered lifesciences companies are eligible to apply to participate in the mission and UKTI will select a mix of product, technology and service providers best suited to represent UK's considerable strengths in this sector.

The present Indian market with a fast growing private healthcare sector presents compelling opportunities for UK SME's with innovative offerings in the following areas:

- medical devices including advanced wound care/ orthopaedic products and respiratory anaesthetics
- rehabilitation
- operating theatre equipment
- eHealth
- laboratory technology/in vitro diagnostics/ infection control

MISSION PROGRAMME

The Mission will visit leading metropolitan cities across the length of India. Delegates will fly into New Delhi, travel on to Mumbai and finally to Chennai, the destination for Meditec-Clinika, an international trade fair for Medical Equipment and Technology. In each city there will be a seminar featuring presentations from both UK and Indian companies, along with meetings with key buyers.

Monday 22 February:
New Delhi – company visits and buyer meetings

Tuesday 23 February:
UKTI seminar with Indian companies

Wednesday 24 February:
Travel to Mumbai with company visits in the afternoon

Thursday 25 February:
UKTI seminar with Indian companies

Friday 26 February: Travel to Chennai
UKTI seminar with Indian companies

Saturday 27 February:
Visit to Meditec-Clinika

Sunday 28 February:
Return to UK

If you would like to visit other cities or meet with specific organisations UKTI colleagues in India will be happy to organise a tailored programme.

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TRAVEL & ACCOMMODATION

Delegates will be responsible for their own travel arrangements, accommodation, subsistence and exhibition attendance fees. Companies on the mission will be asked to contribute £250 each towards the organisation of the seminars.

BRITISH AIRWAYS

UKTI can help your overseas business strategy take flight thanks to an offer from British Airways. The airline has provided UKTI with international return flights to help UK SMEs expand their business to new markets. Flights have been allocated to this Trade Mission to India but are subject to restrictions and availability.

Preferential hotel rates in New Delhi, Mumbai and Chennai will be available.

Please note that a visa is required to visit India.

Travel grants for mission delegates who are new to exporting may be available through their local International Trade Teams based throughout England.

To locate your nearest team, please visit www.uktradeinvest.gov.uk or call 020 7215 8000.

OMIS (OVERSEAS MARKET INTRODUCTION SERVICE)

For companies new to India, we recommend you consider carrying out a research report on the market. UKTI offers a chargeable research service called OMIS, costs vary between £245-£1960 depending on client requirements. Commissioning and delivery of the service are handled by your local UKTI team or devolved territorial administration.

To locate your nearest team, please visit www.uktradeinvest.gov.uk or call 020 7215 8000.

REGISTER INTEREST

Please register your interest in joining this mission by completing the attached company profile and submitting it to the following contact by Friday 15 January 2010:

email: mohammed.shabier@ukti.gsi.gov.uk
Tel: 020 7215 8346



UK Trade & Investment is the government organisation that assists overseas companies to set up or locate their business in the UK's dynamic economy. We also help UK-based companies succeed in international markets.

www.uktradeinvest.gov.uk

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