



**KIHE 2009
POST SHOW REPORT**

**16TH KAZAKHSTAN INTERNATIONAL HEALTHCARE EXHIBITION
MAY 13 - 16, 2009**

ATAKENT EXHIBITION CENTRE, 11 PAVILION, ALMATY, KAZAKHSTAN

**ORGANIZERS:
ITE GROUP PLC, ITECA, GIMA, EUF**



**16TH KAZAKHSTAN INTERNATIONAL HEALTHCARE AND DENTAL EQUIPMENT
AND SERVICES EXHIBITION**

KIHE 2009 FACTS AND FIGURES:

KIHE was held in Almaty for its 16th time.

Gross total space – 5856 meters, net total – 3802 meters.

Number of exhibitors – 150 companies of 18 countries. Number of national exhibitors – 50 companies. The exhibition was also well attended with companies from Russia, Turkey, Germany, Jordan, China, Egypt, Belarus and etc. Bavarian Ministry for Economic Affairs, Jordan and Chinese companies represented their national groups at the show.

KIHE 2009 OFFICIAL SUPPORT:Ministry of Public Health of the Republic of Kazakhstan

Almaty city administration

Almaty city Healthcare department

S.D. Asfendiyarov Kazakh National Medical University

Association of Pharmaceutical Firm, Representatives in the Republic of Kazakhstan

Medtechnika JSC

KIHE 2009 TECHNICAL SUPPORT:

- GSI Kazakhstan
- Golden Telecom

INFORMATION SUPPORT:

Leading commercial and news media of the Kazakhstan and CIS countries:

- Pharmaciya I Medicine
- Pharmaceutichesky Bulleten
- Stomatologichesky Vestnik
- Ne Boley
- Vitamin
- Business magazine Vashy Kredity Depozity Strahovanie
- Management Kachestva
- Zdorovie, Krasota, Dolgoletie
- Kazakhstansky Medicinsky Jurnal
- MedExpert Kazakhstan
- KazMed
- MTK
- InformVestnik
- Gazeta Besplatnyh Obiyavleny
- Delovaya Zhenchshina
- WorldMonitor / EuroBAK
- Kapital.KZ
- Mir Kachestva
- Kazakhstansky Pharmaceutichesky Vestnik
- OptovikK
- Yellow Pages of Kazakhstan
- Medicine dlya Vas
- Aptekar
- Zdravoohranenie Kazakhstana
- InfoPrice
- Business v Kazakhstane

CIS

Who is Who in Medicine
Medicinsky Business
Novosti Mediciny I Farmacyi

INFORMATIONAL WEB SITES

www.doctor.kz
www.inform.kz
www.vecher.kz
www.medmarket.kz
www.aptechka.kz
www.expoclub.ru
www.medexpert.kz
www.vmost.ru
www.pharmnews.kz
www.afisha.kz

RADIO STATION

“Europa Plus” (Kazakhstan)

KIHE 2009 OFFICIAL OPENING CEREMONY

KIHE 2009 official opening ceremony was held on 13th of May at 11 PM at the main entrance of 11 pavilion. The Exhibition was opened by **Yelzhan Birtanov**, Vice Minister of Public Health of the Republic of Kazakhstan; **S.Baimukanov**, Chairman of Pharmaceutical control committee, Ministry of Public Health of the Republic of Kazakhstan; **Z.Amanzholova**, head of Healthcare department of the city of Almaty; **V.Lokshin**, President of Association of Pharmaceutical Firm, Representatives in the Republic of Kazakhstan, Doctor of Medicine; **Y. Borodikhin**, Executive director of Iteca LLP; **A.Balysheva**, Project Manager, Iteca LLP.



There were also Diplomatic missions of Russia, Germany, Czech Republic and other countries participated at the Official opening ceremony.

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 "KIHE 2009" to Ministry of Public Health of the Republic of Kazakhstan; Almaty city Healthcare department of Almaty City Akimat; S.D.Asfendiyarov Kazakh National Medical University; Association of Pharmaceutical Firm, Representatives in the Republic of Kazakhstan; Medtechnika JSC.

An official delegation headed by Mr. Yelzhan Birtanov paid a visit to stands of the exhibition participants.





КИНЕ 2009 EXHIBITION:

16th Kazakhstan International Healthcare and Dental Equipment and Services Exhibition “KIHE 2009” is the largest Central Asian medical forum which is an indicator of formation and development of the public healthcare system in the region.

The exhibition space of KIHE 2009 presented about 150 companies from 18 countries. Main exhibitors included manufacturers and distributors of medical equipment. The national stand of Germany presented a lot of manufacturers of medical equipment. Groups of companies from China and Jordan had a broad representation, too. Apart from medical equipment, local firms also presented medicinal agents, various disinfectants, new dental products, etc. The geographical representation of the exhibitors is impressive and covers the following countries: Belarus, China, Czech Republic, Egypt, Finland, France, Germany, India, Japan, Jordan, Kazakhstan, Lithuania, Russia, Saudi Arabia, Singapore, Switzerland, Turkey, and United States.



Sure enough, main results of KIHE include a new series of medical inventions in Kazakhstan. Many of them were presented at the exhibition, and specialists who visited the event were able to scrutinise them for further use. The Dentistry section presented a new item – a composite for tooth restoration – an innovative product from US-based Ultradent.

The exhibition agenda also included an investment forum arranged by the Ministry of Public Health of the Republic of Kazakhstan, which focused on development, design and construction of public health facilities, while representatives of medical firms told their Kazakhstani colleagues about new instruments and technologies.



Scientific seminars, workshops and companies presentations also were held during exhibition days of KIHE 2009. Among companies which presented their seminars were: «U-Dent Distribution» company on **Innovation products of Ultradent Products Inc company**; Drager company with their workshops on theme **‘Features of newborn child’s ventilation, modern aspects. Ventilation of patients with heavy respiratory Distress-syndrome’** and **“Modern aspects of Patients’ Monitoring in intensive care department and in surgical wings”**; AWTech company with their Seminar on **“New equipment of ESCO company”**; Arystan-Pharm company’s Seminar on **Up-to-date endoscopic equipment and its application in diagnostic practice**; KARL STORZ company’s demonstration on **“Gynaecology”** and **“Arthro(end)oscopy”** on endoscopic equipment by Senior staff of the Republic of Kazakhstan.

KIHE 2009 LIST OF EXHIBITORS

1	BELMEDPREPARATY	Pharmacy	Belarus
2	VITYAS	Medical equipment	Belarus
3	Cardicare Company Ltd.	Medical equipment	China
4	Chongqing Yaoyou Pharmaceutical Co.,Ltd	Pharmaceutical products	China
5	Contec Medical System Co., Ltd.	Medical instruments	China
6	East world	Medical equipment	China
7	MINDRAY	Medical devices	China
8	Nanjing Jiangnan Novel Optics Co.,Ltd	Medical devices	China
9	Shenyang Shenda Endoscope Co., Ltd.	Processing equipments and measuring instruments	China
10	SHANGHAI AOHUA PHOTOELECTRICITY ENDOSCOPE	Medical equipment	China
11	AO PURO-KLIMA a.s.	Medical equipment and technologies	Czech Republic
12	BTL Zdravotnicka technika	Medical equipment	Czech Republic
14	PHARCO	Pharmacy	Egypt
15	PRIBORI OY	Medical laboratory equipment	Finland

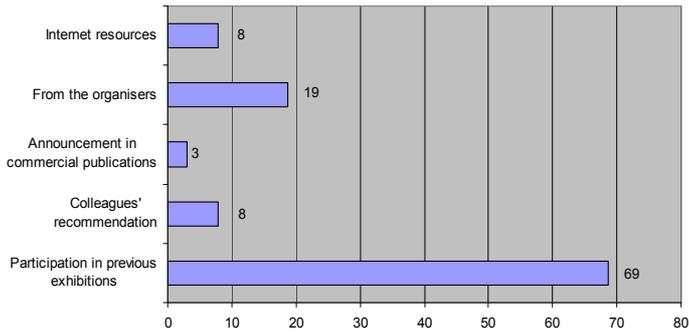
16	Heco Stop	Emergency equipment	France
17	BIO-RAD	Medical equipment, reagents	France/Kazakhstan
18	ASCLEPION Laser Technologies GmbH	Medical laser systems	Germany
19	CARDINAL HEALTH	Medical products	Germany
20	CARL ZEISS	Optical equipment	Germany
21	DEUTSCH MEDIC	Medical equipment	Germany
22	DR.WEIGERT	Processing of utensils in laboratory and medical technology	Germany
23	DRAGER	Medical and safety technology	Germany
24	FRINO PHARM	Pharmaceutical production company	Germany
25	GERMAN INFO		Germany
26	GIMMI	Surgical Instruments and Endoscopic Technology	Germany
27	HAWO	Sealing and welding equipment	Germany
28	MEDI	Medical aids	Germany
29	MNH	Network of selected medical, health and rehabilitation institutions	Germany
30	PHYSIOMED	Medical equipment	Germany
31	S.K.MUNCHEN	Medical treatment	Germany
32	SOPP	Emergency Medical Devices	Germany
33	SORING	Medical equipment	Germany
34	UNIKLINIK FREIBURG	Medical services	Germany
35	WEST MEDICA	Medical equipment	Germany
36	ASSOCIATION OF THE GERMAN TRADE FAIR INDUSTRY (AUMA)	Information about of German trade fairs and exhibitions	Germany
37	FEDERAL MINISTRY OF ECONOMICS AND TECHNOLOGY	Sponsorship of German Pavilions at international fairs and exhibitions	Germany
39	HLL Lifecare Limited	Contraceptive and healthcare products	India
40	SMB Corporation of India	Uterine Contraceptive Devices	India
41	SUTURES India Ltd	Surgical sutures	India
42	TOSHIBA	Medical equipment	Japan/Russia
43	Al-Khaldi Hospital	Medical center	Jordan
44	CISA	Selling sterilization systems	Jordan
45	HAYAT Pharmaceuticals Industries	Pharmaceutical products	Jordan
46	Hikma Pharmaceuticals Industries	Pharmaceutical products	Jordan
47	Jerash Pharmaceutical Industries	Pharmaceutical products	Jordan
48	Jordan Hospital	Medical devices	Jordan
49	Nutri Dar	Baby food	Jordan
51	ADAMANT GROUP, TOO	Medical equipment	Kazakhstan
52	ALVO MEDICAL KAZAKHSTAN, TOO	Bio clean room	Kazakhstan
53	ASAP-S	Medical equipment, medical furniture	Kazakhstan
54	ATRIUM PLUS	Medical equipment	Kazakhstan
55	DIAGNOSTICA CENTRAL ASIA	Medical equipment and technologies	Kazakhstan
56	DOSFARM TOO	Medicinal agents	Kazakhstan
57	EKOFARM	Medical equipment, medical clothing	Kazakhstan
58	FARMACOM	Medical equipment	Kazakhstan
59	FIRMA NOKS	Pharmaceutical products	Kazakhstan
60	GRAND ATLAS	Medical and ophthalmological equipment	Kazakhstan

61	IN VITRO	Medical equipment	Kazakhstan
62	INTERNATIONAL MEDICAL TRADE HOUSE	Disinfection means	Kazakhstan
63	JENIMPAZ MED	Medical equipment	Kazakhstan
64	JULDYZ KENAN CO. LTD	Medical equipment and technologies	Kazakhstan
65	KARL STORZ ENDOSKOPY KAZAKHSTAN	Medical equipment	Kazakhstan
66	KAZ-DIA-TEST	Medical products	Kazakhstan
67	KAZMEDPRIBOR	Medical equipment	Kazakhstan
68	LABMEDSERVICE	Diagnostic test systems	Kazakhstan
69	LEOVIT	Bioactive additive	Kazakhstan
70	LUCH	Dental products	Kazakhstan
71	MEDICUS EURASIA	Medical equipment	Kazakhstan
72	MEDICINA ALEMI	Medical and ophthalmological equipment, consumable supplies	Kazakhstan
73	MEDREMZAVOD	Medical equipment	Kazakhstan
74	MEDSNABPLUS	Medical equipment	Kazakhstan
75	MEDTECHNIKA	Medical equipment	Kazakhstan
76	MIT PHARM	Orthopedic surgery	Kazakhstan
77	MIT PHARM+	Orthopedic surgery	Kazakhstan
78	NOVOTEH	Disinfection means	Kazakhstan
79	ORDAMED CENTRAL ASIA	Medical equipment	Kazakhstan
80	ROMAT	Pharmaceuticals and Medical equipment	Kazakhstan
81	REMI	Medical clothing	Kazakhstan
82	SIEMENS LTD	Medical equipment	Kazakhstan
83	SANTE MARKETING GROUP	Bioactive additive	Kazakhstan
84	STARGEN-KZ	Medical equipment	Kazakhstan
85	STOMED/ ARYSTAN PHARM	Medical equipment	Kazakhstan
86	SUNCAR MEDICAL COMPANY	Medical equipment and consumables	Kazakhstan
87	TENIKS-SK	Disinfection means, medical products	Kazakhstan
88	U-DENT DISTRIBUTION	Dental products	Kazakhstan
89	VEGA - HOLDING	Bioactive additive	Kazakhstan
90	VELD	Laboratory equipment, reagents, laboratory glassware	Kazakhstan
91	VERTSALEX TOO	Bioactive additive	Kazakhstan
92	VIKAMB	Medical products and test systems	Kazakhstan
93	VITAPHARM +	Bioactive additive	Kazakhstan
94	VIZAMED PLUS	Medical equipment	Kazakhstan
95	ZEPTER	Medical equipment	Kazakhstan
96	KARDIOLITA, JSC	Medical services	Lithuania
97	AGAT-MED	Medical equipment and consumables	Russia
98	AVTOMATIKA	Medical equipment	Russia
99	AYBOLIT-2000	Medical equipment, medical furniture	Russia
100	AWTech	Laboratory equipment	Russia
101	B&MC CARDIO VOLGA	Medical equipment	Russia
102	CHETP	Medical equipment	Russia
103	DIACLON	Medicinal agents	Russia
104	DIAM INTERNATIONAL	Medical equipment	Russia
105	ECOLAB	Reagents for medical laboratory diagnostics	Russia

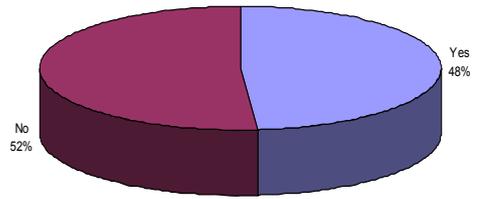
106	ECOFLON	Medical implants	Russia
107	FERON		Russia
108	GE Healthcare	Medical/electromedical equipment	Russia
109	MIELE	Medical equipment	Russia
110	MIZ VORSMA	Medical devices	Russia
111	PHARMASOFT	Pharmacy	Russia
112	PHARMSTER	Medical equipment	Russia
113	PHILIPS	Medical equipment	Russia
114	POLYSAN	Pharmacy	Russia
115	RAMTEK	Medical equipment	Russia
116	ZELDIS		Russia
117	TABUK	Medicinal agents	Saudi Arabia
119	DGM PHARMA APPARATE	Medical equipment	Switzerland
120	ALYANS MEDICAL	Medical equipment	Turkey
121	GENESIS		Turkey
123	IDA CHEMICAL	Medical devices	Turkey
124	KURT & KURT	Medical equipment	Turkey
125	NASETTI	Medical products	Turkey
126	INTERMEDICA	Medical equipment	USA
127	REXXON	Medical equipment	Russia
128	MEDPOLYMER	Infusion solution	Russia
129	CASADA CENTRAL ASIA	Massage chairs	Kazakhstan
130	GLIMMED GMBH		Russia
131	High Technology		USA
132	ООО "БИОИНТЕР"		Russia
133	INTERCOM	Medical equipment	Russia
134	BAUKAL MEDICAL COMPANY	Medical equipment	Turkey/Kazakhstan
136	MIRAX PHARMA	Pharmacy	Russia
137	EdelStar	Medical products	Kazakhstan

KIHE 2009 EXHIBITORS QUESTIONNAIRE

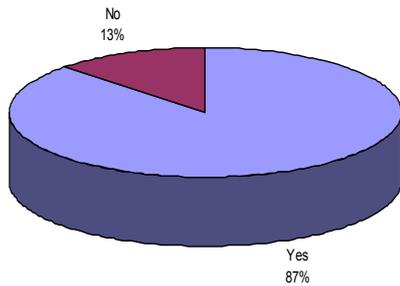
1. How did you learn about the exhibition?



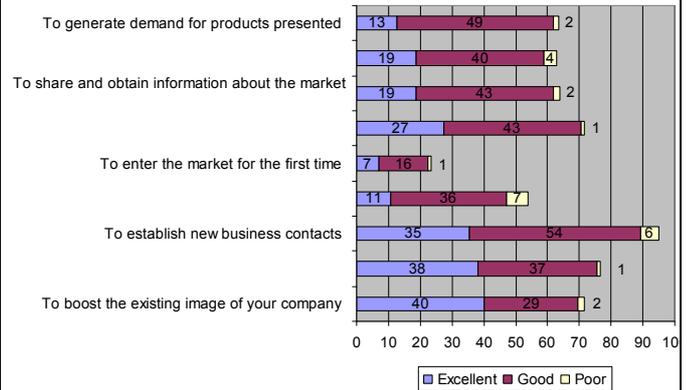
2. Is your company taking part in the exhibition for the first time?



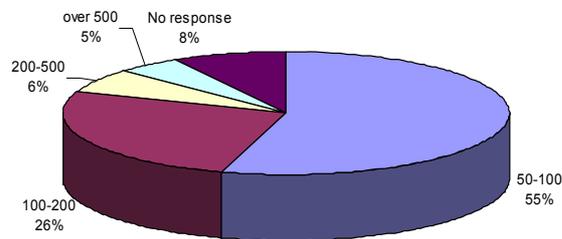
3. Is your company presenting new products at the exhibition?



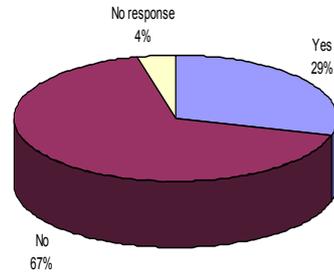
4. Please specify (in order of importance) the main objectives of your participation in the exhibition



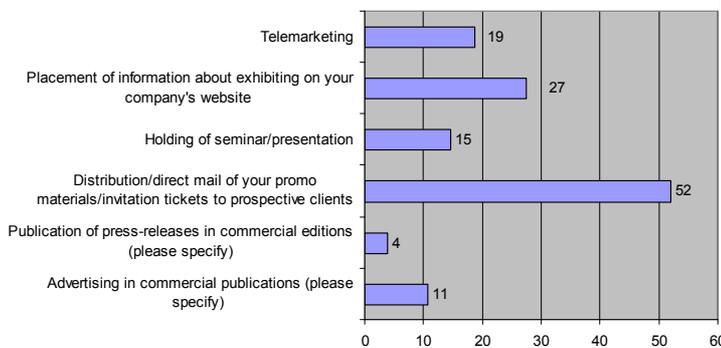
5. How many useful contacts (approximately) did you make during all exhibition days?



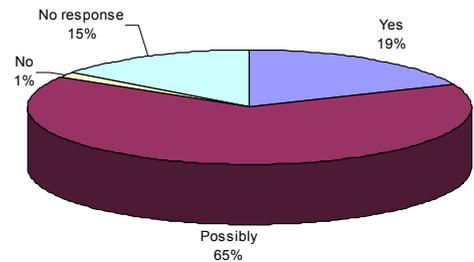
6. Have you concluded any contracts during the exhibition?



7. What promo actions did your company carry out to attract visitors to your stand?

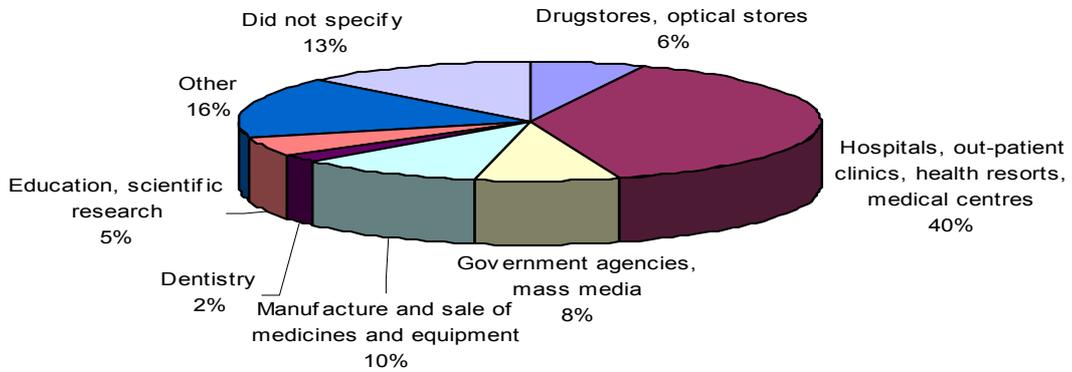


8. Is your company planning to take part in the next year's exhibition?

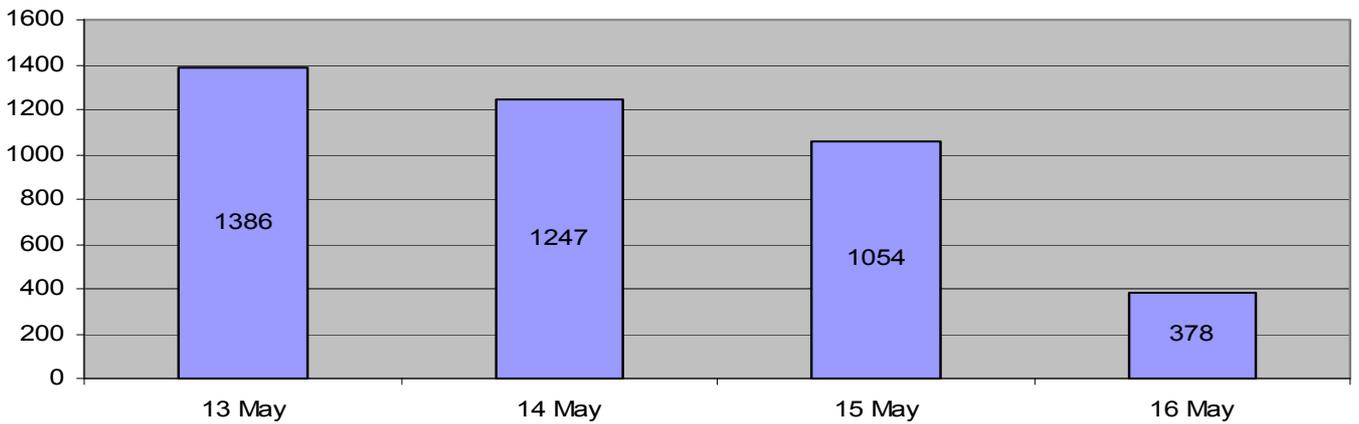


KIHE 2009 VISITORS QUESTIONNAIRE

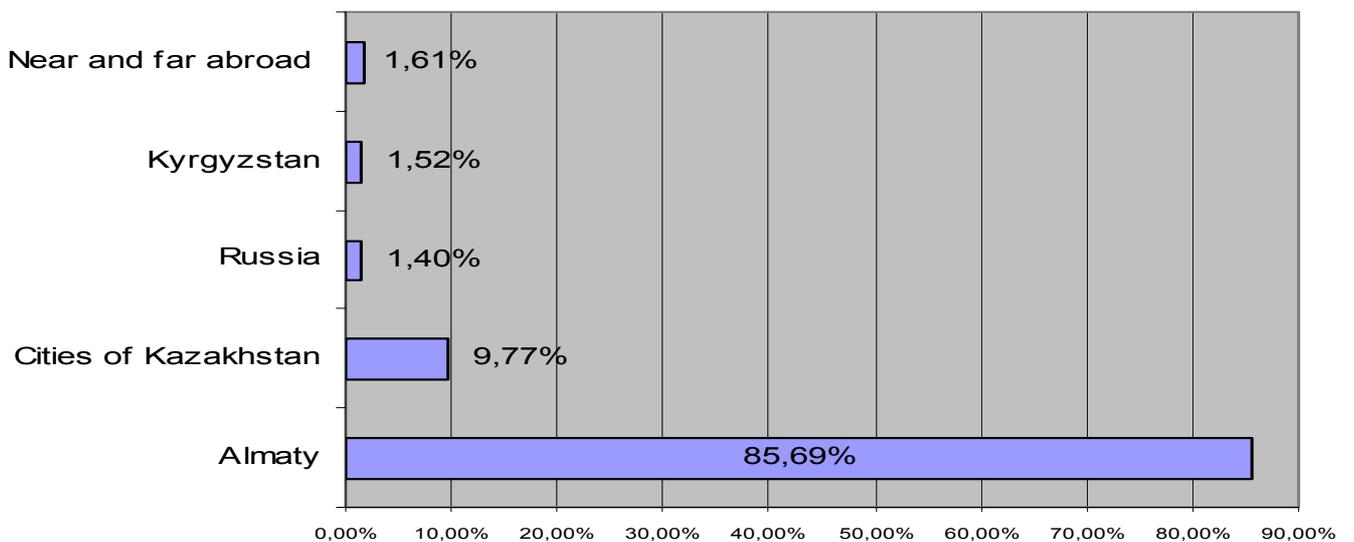
VISITORS BY SPHERES OF ACTIVITY



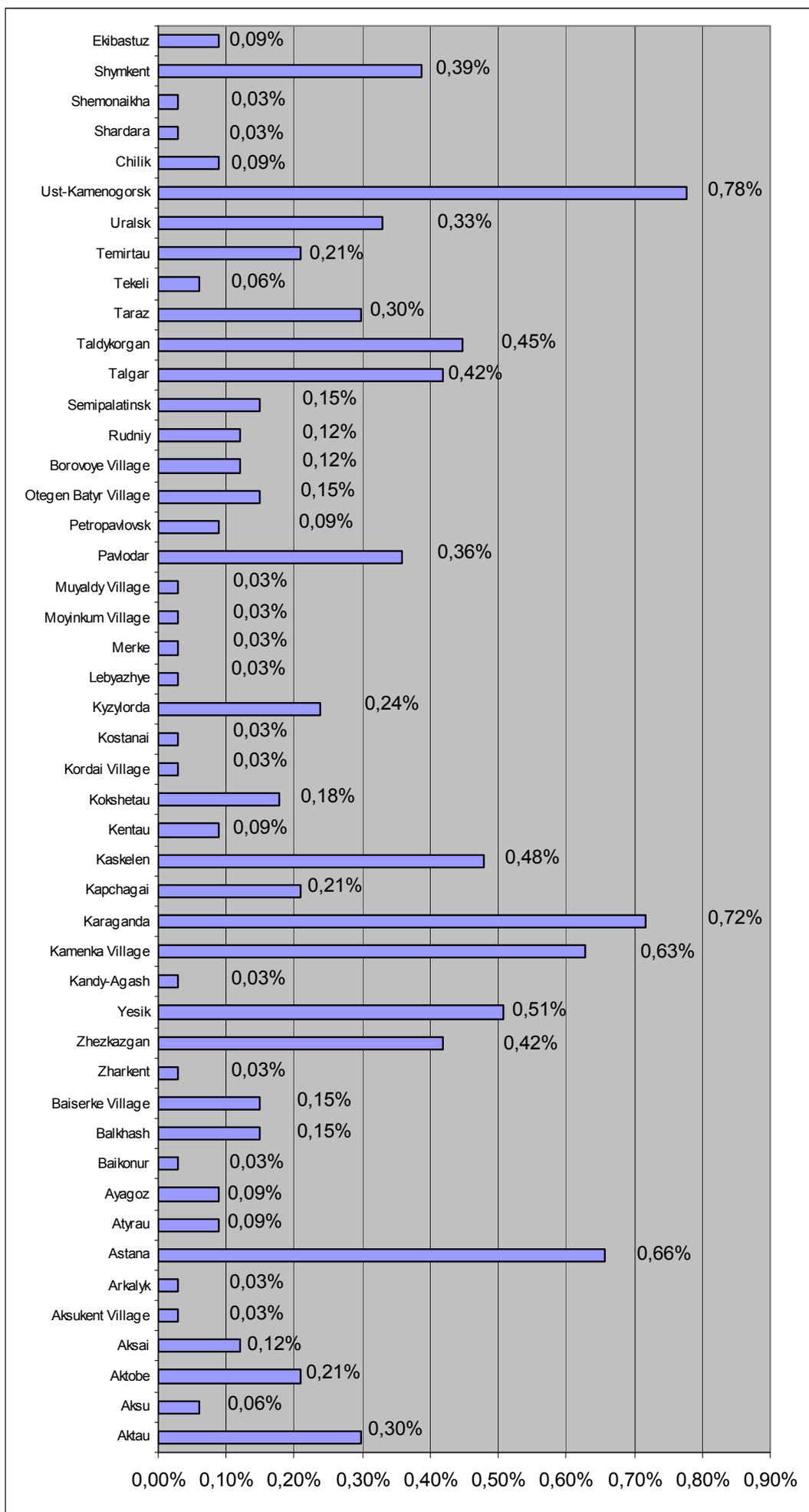
VISITORS BY DAYS



VISITORS BY COUNTRIES (ACCORDING TO REGISTRATION FORMS AND BADGES)



KAZAKHSTAN VISITORS BY CITIES (ACCORDING TO REGISTRATION FORMS AND BADGES)



Post Show Press Release

The 16th Kazakhstan International Healthcare and Dental Equipment and Services Exhibition

13-16 May 2009

Atakent Exhibition Centre, Almaty, Kazakhstan

www.kihe.kz



KIHE 2009: Everything on Health

On 13-16 May, the 16th Kazakhstan International Healthcare and Dental Equipment and Services Exhibition KIHE 2009 was held in Almaty. During all these years, this largest Central Asian medical forum has been an indicator of formation and development of the public healthcare system in the region. The exhibition was held in Pavilion 11 at Atakent Exhibition Centre. As always, the exhibition was organised by the Kazakhstan exhibition company Iteca and its international partners: ITE Group Plc (UK), GIMA (Germany), and EUF A.S. (Turkey).

Main points of the programme on social and economic development of Kazakhstan until 2020 task public health with introduction of advanced methods for public health management, hospital management, delivery of first aid, and educational and scientific upgrades. These objectives were reported by Yelzhan Birtanov, Vice Minister of Public Health of the Republic of Kazakhstan, at KIHE 2009 opening ceremony.

The 6,000-square-metre exhibition space of KIHE 2009 presented about 150 companies from 18 countries. Main exhibitors included manufacturers and distributors of medical equipment. The national stand of Germany presented a lot of manufacturers of medical equipment. Groups of companies from China and Jordan had a broad representation, too. Apart from medical equipment, local firms also presented medicinal agents, various disinfectants, new dental products, etc. The geographical representation of the exhibitors is impressive and covers the following countries: Belarus, China, Czech Republic, Egypt, Finland, France, Germany, India, Japan, Jordan, Kazakhstan, Lithuania, Russia, Saudi Arabia, Singapore, Switzerland, Turkey, and United States.

Sure enough, main results of KIHE include a new series of medical inventions in Kazakhstan. Many of them were presented at the exhibition, and specialists who visited the event were able to scrutinise them for further use. The Dentistry section presented a new item – a composite for tooth restoration – an innovative product from US-based Ultradent.

“At KIHE 2009, we presented new products – both recently registered and those in the process of registration. For example, at our stand visitors could learn about Clever Check – a talking mini glucometer, the first liquid growth hormone in a multi-dosage disposable prefilled syringe, a new form of insulin, etc. The equipment included a kit for total [endoprosthesis replacement](#) of the Italian brand Gruppo Bioimplanti S.r.l., consumables for resuscitation by the French company Medicaexpand, and equipment by the Russian firm Triton Electronic System. All of those involved advanced technologies in the world medicine,” says Aleksey Kolesov, Commercial Director, MedTechnika JSC.

The exhibition agenda also included an investment forum arranged by the Ministry of Public Health of the Republic of Kazakhstan, which focused on development, design and construction of public health facilities, while representatives of medical firms told their Kazakhstani colleagues about new instruments and technologies.

The KIHE 2009 Fact Sheet:

- a total of 4,065 visitors were registered during the four exhibition days;
- 38% of exhibitors signed sales contracts during the exhibition;
- 39% of exhibitors said in their questionnaires that their stand was attended by 50 to 100 specialists, 31% – 100 to 200 specialists, 21% – 200 to 500 specialists, 9% – more than 500 specialists per day;

- 47% of visitors said they attended KIHE workshops; and
- 86% of visitors said in their questionnaires that they annually visit the exhibition and plan to attend the next year's KIHE.

17th Kazakhstan International Healthcare and Dental Equipment and Services Exhibition – KIHE 2010 will be held on 12 – 14 May in Almaty, Kazakhstan.

For more details about the event, please visit www.kihe.kz.

For more information, please contact:

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