



# India Pavilion at **Arab Health 2023**

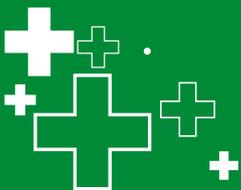
30 January - 2 February 2023, Dubai, UAE



**Participate through EEPC India  
and enjoy substantial savings!**

## About the Exhibition

Arab Health is the largest gathering of healthcare and trade professionals in the MENA region. The 2023 edition of the event will welcome 3,590 exhibiting companies from 60 countries. With 58,028 attendees across the Live and Online show, you can meet new customers and develop relationships with existing clients to further business opportunities in the region.



## Key highlights of 2022 show



**80,577**  
professional visits &  
**40,254** live visitors



**2,618**  
delegates



**2,828**  
Exhibiting  
companies



**70**  
Exhibiting  
countries

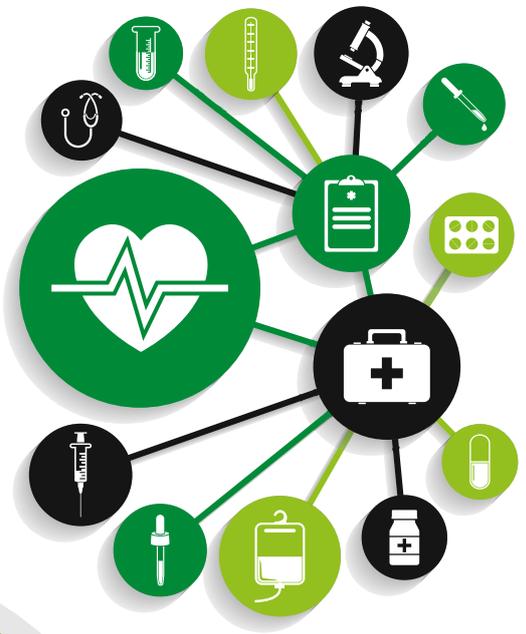


**32**  
Country  
pavilions

Innovation and technology took center stage at Arab Health and the event showcased thousands of healthcare products and services at different maturity levels. In conjunction, Arab Health hosted 12 CME accredited conferences, delivered by global thought leaders and visionaries.

## Exhibitor overview

- 99% - Rated Arab Health as an important platform for their business
- 96% - Rated the quality of visitors from good to excellent
- 89% - Will be exhibiting again next year
- 87% - Rated the ROI from good to excellent
- 19% - Of exhibitors participated for the first time



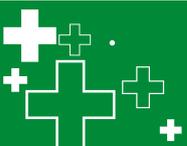
## India & UAE Bilateral Trade

India is one of the largest trade partner for the United Arab Emirates (UAE) and the second largest supplier to UAE after China. Bilateral trade reached US\$ 72.9 billion in 2021-22 from around 50 billion in 2017-18, however mainly due to rise in imports. Merchandise exports to UAE are marginally behind the pre-pandemic level at US\$ 28 billion. The India-UAE Comprehensive Economic Partnership Agreement (CEPA) is estimated to take bilateral trade between India and the UAE to US\$100 billion by 2030.

## Engineering trade with UAE

In engineering, UAE remains among the top three export destination for Indian engineering products with a share of around 5.5 percent in India's global engineering exports. India's engineering exports top UAE has increased over the years from US\$ 4 billion in 2016-17 to US\$ 5.6 billion in 2021-22, registering a CAGR of 6.6%. During 2021-22, India's engineering exports to UAE recorded a growth of more than 74% over the previous year. Major engineering products exported to UAE from India include Iron and Steel, Ships, Boats and Floating Structures, Products of Iron and Steel, Electric Machinery and Equipment, Motor Vehicle/cars, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc.

In case of medical equipment & services which is the focus product of the Arab Health, India's export to UAE is 61.1 million in 2021-22, registering a growth of 30.1% vis-a-vis 2020-21.



# Opportunity for Indian Engineering Industry

UAE is one of the top three destinations for exporting Indian engineering products. Engineering products therefore, is always on a high demand in the UAE. Moreover, India and signed an FTA with UAE called Comprehensive Economic partnership Agreement a few months back that will further strengthen the bilateral trade and investment relation between these two nations and Indian businesses will certainly have much more avenues to exploit in the UAE including engineering. This agreement will also act as a gateway for India to expand businesses in Gulf region, Central Asia and a part of Africa that had not yet been so smooth for India to penetrate. UAE have adopted an industrial strategy called 'Operation 300 bn' with an aim to develop the UAE's industrial sector and enhance its role in stimulating the national economy. India, as one of the major suppliers of engineering products is likely to have an instrumental role to play.

## Opportunity: Focus Products

The focus product of the event is medical equipment. India, as one of the largest suppliers of engineering to UAE, definitely have good opportunities to exploit the market of UAE especially after the trade pact in place and Arab Health will be a good platform for this.

## Product Profile

- Medical equipment & devices
- Disposables & consumer goods
- Orthopaedics & physiotherapy
- Imaging & diagnostics
- Healthcare & general services
- IT systems & solutions
- Healthcare infrastructure & assets
- Wellness & prevention

## Venue

Dubai World Trade  
Centre, UAE

## Date

**Live in-person:**  
30 Jan - 2 Feb 2023  
**Online:**  
4 Jan - 2 Mar 2023

## Participation Charges

**Booth size: 9 sqm.**

- One side open (built-up booth):  
Rs. 75,000 per Sqm.
- 10% extra for two sides open booth  
(subject to availability)

**Note:** EEPC India reserves the right to reject an application for participation without assigning any reason.

## COVID-19 Protocol & Travel Advisory

For details please click the following link:

[COVID-19  
Protocol & Travel Advisory](#)

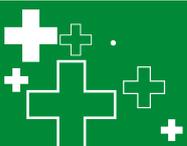


## Re-imbursment of Airfare

Up to Rs. 75,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2022-23. The T&C must be abided by for eligibility towards such re-imbursment. For detailed guidelines please click the following link:

[Guidelines for Reimbursement of Airfare](#)

**Note:** EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their representative. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.



## Mode of payment

- Please pay online through the following Payment Gateway :

### PayU OR

- Pay through RTGS/NEFT in INR as per the following details :  
Name of the Bank : HDFC BANK LTD  
Branch : Central Plaza  
Address of Bank : 2/6, Sarat Bose Road, Kolkata 700 020  
Account Number : 00142090000452  
Account Name : EEPC INDIA  
NEFT Code : HDFC0000014

### OR

- Demand draft favouring "EEPC INDIA" along with the duly filled-up Application Form

**Note:** In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.

## Booth display

- Information counter
- Discussion table
- Chairs – 3 nos
- waste bin
- Electric socket
- Spot lights– 3 nos

**\*Members will be informed of the final details of booth display in due course.**



## Submission of application

Interested members are requested to fill in the online Application Form latest by 19 August 2022 at the following link:

[Click For Application Form](#)



Please go through the "Mode of Payment" section of this Circular for payment details.

## Selection criteria

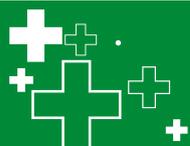
Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

## Benefit to the member-exporters

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.

## Cancellation of participation

Please note that no request for cancellation and / or refund including of advances, if any and/ or adjustment thereof shall be accepted for any reason whatsoever. Once the application form and/ or advance / part payments are accepted by EEPC India the participant remains liable to pay in entirety the amounts due from them on account of the event. In case members are not able to travel due to travel restrictions/advisory by Government of India or UAE then the amount paid will be adjusted toward the participation in the next edition.



## Force Majeure

If a Force Majeure Event like war, act of God, natural calamities, governmental directives, civil commotion, epidemic, pandemic, etc. or alike events occurs inasmuch as that the fair authorities/ organizers consider that it is illegal, impossible, inadvisable or impracticable for the physical, onsite and in-person (i.e. 'live') elements of the Event to be staged, then in such situation and/ or circumstances the decision of the fair authorities shall be final and binding upon EEPC India and all its co-exhibitors/ participants. In such situation and/ or circumstances, if the fair authorities, organizers or the vendors appointed for providing diverse services related to the Event in question does not refund the monies paid by EEPC India and/ or does not otherwise absolve EEPC India from its contractual obligations then in such case the Co-exhibitors / participants remain liable to pay to EEPC India the contracted participation charge in full and shall not receive any refund from EEPC India of the amounts paid by the co-exhibitors/ participants. Further, if the fair authorities, organizers or the vendors, so appointed for the Event binds or rolls over EEPC India's participation in the future editions of the same Event in question, then automatically the participation of the co-exhibitor/ participant shall also be carried forward to such future editions of the Event and the amounts paid by them shall be given a credit for the successive edition. However, if there is any increment in the participation fees fixed by the fair authorities, organizers or in any other charges, budgets, etc. then such increased amount has to be paid by the co-exhibitor/ participant without any demur based on the space and booth booked by the co-exhibitor/ participant. In any event, a co-exhibitor/ participant cannot decrease the space or the booth size booked by them for the originally scheduled Event.

**Note:** Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.

JOIN US  
AT  
DUBAI, UAE



Contact details



[www.eepcindia.org](http://www.eepcindia.org)

CIN: U51900WB1955NPL022644



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