

## EVENT REPORT

Name of the Event : ARAB HEALTH 2018, Dubai, UAE

Dates : 29<sup>th</sup> January – 1<sup>st</sup> February 2018

Coordinators : Mrs. M Roja Rani, Regional Director  
Mr. RDMN Sharma, Jr. Executive Officer

### About Arab Health:

Arab Health is the largest gathering of healthcare and trade professionals in the MENA region. Over 4,200 exhibiting companies and 110,000 visitors from about 150 countries participate in the event. Over 35 countries organize Pavilions and India is one among them. It is mainly focused for Medical equipment, surgicals, diagnostics and other healthcare products. However, the event has become famous for pharmaceuticals also as many visitors from neighbouring African countries attend this event. Since most of them are distributors/traders, they look for Pharmaceuticals also.



## India Pavilion:

Council has been organizing India Pavilion in this event since 2007 and this is 12<sup>th</sup> consecutive year of Council's participation. Started with 7 participants in 2007, no. of participants has grown to 62 in 2018. Since 2017, EEPC is also organizing India pavilion. One exclusive hall i.e. Plaza hall is allotted for both the Councils where India pavilion is organized.



## On site arrangements / important meetings

- a) Shri Pankaj Bhodke, Consul (Economic & Education), Consulate General office in Dubai inaugurated the pavilion on 29<sup>th</sup> Jan 2018. He interacted with some of the participants to understand their product portfolio, their business opportunities in UAE and experiences with Arab Health



- b) Importers / distributors from Spain, Italy, Ghana, Sudan, Nigeria, Ghana, Ethiopia, Kuwait, Algeria etc visited our stall who looking for details of manufacturers / exporters for various APIs, pharmaceutical formulations etc. Helped them with the details available with us. Also informed them that if they send us their exact list of their requirements along with quality specifications, we will circulate their enquiries among our members, free of cost.
- c) Helped some of our members, like Biological E Ltd, Hexagon Nutrients, Fourrtes etc., to hold their business meetings in our stall as they could not participate as exhibitors this year
- d) Managing Director of Regal Laboratories, one of the participants, requested for Council's help in resolving their issue with Morocco Customs. He informed that our Embassy in Morocco has been trying to find out the facts, but not getting proper response. He requested Council to take it up with MEA/Embassy of Morocco in New Delhi
- e) Mr. Wamidh Al Khalid, Director, Fromewill Ltd, Iraq indicated that MOH, Republic of Iraq has placed India in Group B, following our persuasion at Government level and a formal announcement is expected soon. He said that he will share the details soon.
- f) Distributed about 400 copies of Event catalogues, members directory to the visitors

### Feedback from the Exhibitors:

- a) Everyone appreciated the design/construction of Pharmexcil pavilion stating that it is meeting the international standards
- b) Each exhibitors got business leads ranging from 20 to 50 depending upon their product range
- c) A few exhibitors got business deals completed worth around USD 50,000 – 75,000/- per exhibitor
- d) Most of the exhibitors are interested to participate in the next edition of Arab health.
- e) Based on feedback from the exhibitors, made a tentative reservation of space of about 500 sq. meters, subject to final confirmation in 2-3 weeks

### List of visitors to Pharmexcil stand:

| Sl.No | Name        | Company                                 | Country  | Email   | Activity   |
|-------|-------------|---|----------|---|--|
| 1     | Sanjay V    | Business Setup-<br>Total Solution       | UAE      | sanjayselltech@yahoo.com  | Pharma consultant. Helps Indian companies in UAE mmarket |
| 2     | GANESAN     | ARTEMIS<br>PHARMACEUTICAL<br>ZAMBIA LTD | Zambia   | PRAKASHINDIA<br>72@YAHOO.COM  | Looking for pharma products                              |
| 3     | John Nyarko | CHAMBER OF<br>PHARMACY GHANA            | Ghana    | <a href="mailto:is.nyarko@gmail.com">is.nyarko@gmail.com</a> , <a href="mailto:info@ghchamberofpharmacy.com">info@ghchamberofpharmacy.com</a> | Member of Chamber of Commerce in Ghana                   |
| 4     | Sabu John   | WORLD WIDE<br>FORMATIONS                | UAE      | s.john@wwfl-uae.com   | Request for circulating their enquiries                  |
| 5     | Neena Aima  | Ocean Medicare Ltd                      | Tanzania | <a href="mailto:info@oceanmedicare.com">info@oceanmedicare.com</a>  | Looking for medical disposables                          |

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|----|----------------------------|---|----------------------|---|---|
| 6  | QUEENIE MARIE PALENCIA     | ALMAAZMI Advacate & Legal Consultancy                           | UAE                  | queenie.pt@almaazmilawyers.com  | Helps companies in setting up offices in UAE                                |
| 7  | Mr.TILAHUN AYEHU           | ANEMAW ALEMU Pharmaceuticals                                    | Ethopia              | fantanemanimpo.expo@gmail.com   | Looking for pharma products   |
| 8  | Travis S. Chua             | REZSTAR Corporation   | Philippine s         | president@rezostar.com.ph   | Interested in medical and pharma products                                   |
| 9  | CHURCHILL INYOMOLE KATWAZA | Bahari Pharmacy Ltd   | Tanzania             | <a href="mailto:ck@baharipharma.com">ck@baharipharma.com</a>  | Pharma distributors   |
| 10 | Dickson Plus Wande         | TATA Africa Holidings (Tanzania)LTD A - Subsdiary of tata india | Tanzania             | <a href="mailto:dpwande@gmail.com">dpwande@gmail.com</a>  | Looking for pharma products   |
| 11 | Rajesh Premanand           | Augusta T/s Skypharma   | Zambia               | Rajinzim@gmail.com  | Pharma importer   |
| 12 | Ahmed AL Mudahkah          | Global Supplies   | UAE                  | ahmed@globalsupplieskuwait.com  | Request for circulating their enquiries                                     |
| 13 | Shashi Kumar               | Augusta Ltd.  | Zambia               | shashi@skyzambia.com  | Eqnured about IPHEX   |
| 14 | Carlos Auffray Garcia      | VEGAL PHARMACEUTICA S.L   | Spain                | carlosauffray@hotmail.com   | Introduced to Fourtes Labs  |
| 15 | Kapil Dev Bhandari         | Hasafa Health Sciences Ltd                                      | Tanzania             | <a href="mailto:kapil@hasafa.com">kapil@hasafa.com</a>  | Importer of drugs   |
| 16 | RASOOL SAMEEULLAH          | MELCOME PHARMACEUTICAL LTD                                      | Zambia               | baig.melcomep@zamnet.zm   | Importer of drugs   |
| 17 | Jaime Martin Vivas         | VEGAL PHARMACEUTICA S.L   | Spain                | <a href="mailto:jaimemartin@vegales.sp">jaimemartin@vegales.sp</a>  | Pharma constant - request to circulate his profile to our members           |
| 18 | K.V. Joshi                 | S AV OY HOTEL APARTMENTS - DUBAI                                | United Arab Emirates | joshi@savoydubai.ae   | Hospitality   |
| 19 | Shahzad Hamza              | SULTAN GROUP Health Care  | UAE                  | shahzad@sghealthcare.ae   | trader in herbal and nutraceuticals   |
| 20 | Dr.R.J SHUKLA              | SJS Life Sciences Limited                                       | Nigeria              | <a href="mailto:sjslifesciencesltd@gmail.com">sjslifesciencesltd@gmail.com</a> , <a href="mailto:dr.rjs hukla@yahoo.com">dr.rjs hukla@yahoo.com</a> | Pharma importer   |
| 21 | Isabelle HAGNER            | BOLLORE LOGISTICS   | South Africa         | isabelle.hagner@bollore.com   | Logistics   |
| 22 | Ameelz Mana ' Al-Kadry     | SAMCITY PHARMACIES  | Nigeria              | <a href="mailto:samcityco@yemen.net.ye">samcityco@yemen.net.ye</a> , <a href="mailto:samcityco@gmail.com">samcityco@gmail.com</a>                   | pharmceuticals impoter  |
| 23 | Gonzalo Bonelo Sanchez     | Tecofarma   | Spain                | info@tecofarma.es   | Looking for companies with EDQM approvals. Provided the list                |
| 24 | Alaa El DienGiusly Halaby  | Egyptian Biological & Pharmaceutical Company                    | Egypt                | <a href="mailto:alaa_halaby@hotmail.com">alaa_halaby@hotmail.com</a>  | Pharmaceutical company looking for raw materials                            |
| 25 | Gary Lewis                 | A1 Pharmaceuticals PLC  | United /Kingdom      | gary.lewis@a1plc.co.uk  | Pharma consultant. Offers services to companies to pentrate into EU markets |
| 26 | Sandeep Patel              | Ambe Medical Group The Complete Pharmaceutical business         | UK                   | sandeep@ambemedical.com   | Medical products distributor  |
| 27 | Christopher Ulbricht       | Wells Pharmacy Network, LLC                                     | UAE                  | Culbricht@wellsRx.com   | distributor in herbal and healthcare products                               |
| 28 | suresh                     | Pharmaking Ltd  | Zambia               | <a href="mailto:skpharmaking@iconnect.zm">skpharmaking@iconnect.zm</a>  | importer of pharmaceuticals   |

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| 29 | Nizarali Sadrudin Kassam | MOONA'S PHARMACY LTD    | Tanzania | <a href="mailto:nskassam@yahoo.com">nskassam@yahoo.com</a> | Pharma importer                                  |
| 30 | Mohamed Abdulaziz        | Medox Pharmaceuticals   | Kenya    | medoxpharmaceuticals@gmail.com                             | Medical products distributor                     |
| 31 | RANJIV KUMAR             | PHARMA SPECIALITIES LTD | Kenya    | ranjiv.sharma@phillipskenya.com                            | Pharmaceutical company looking for raw materials |
| 32 | Hossam H Faris           | Arab Africa Bioproducts | Egypt    | <a href="mailto:hossam@aab-eg.com">hossam@aab-eg.com</a>   | pharma and bio products importer                 |