



**CIAPE 2018**

**China International Assistive Products Exposition**  
**7<sup>th</sup> to 9<sup>th</sup> June 2018, Beijing China**



## EXHIBITION PROFILE

CIAPE 2018 is the 38<sup>th</sup> session since 1980. The annual industrial fair holding by China Association of Assistive Products attracts exhibitors and visitors from the entire world. CIAPE is the most influential exposition focusing on assistive products industry in Asia Pacific region to offer a platform for policy interpretation, academic research, technical exchanges, and international cooperation.

## PRODUCT RANGE

- Orthopedic equipment (orthoses, prosthetics, elastic compressions)
- Orthopedic footwear
- Rehabilitation aids and equipment (wheelchairs, walking aids, lifts, elevators, vehicles)
- Compression therapy
- New equipment for nursing, diagnostics and therapy
- Diagnosis systems
- Workshop equipment and shop fittings
- Clothing and underwear
- Hearing aids
- Medical facilities
- Trade media and associations
- Assistive Products for Communication and Information

## Results 2017

- More than 3.000 visitors
- 114 exhibitors, e.g. Fillauer, go-tec, Lecante, medi, Otto Bock, Orten, Ortho Europe, Orthotec, Össur, Proteor, Rodin, RSL Steeper, Siemens, Streifeneder, Wilhelm Julius Teufel, Thuasne
- 11.000 sqm exhibition area

## SERVICES FOR EXHIBITORS

LMI and its partners will be delighted to assist and advise exhibitors with visa, booking hotels and flights; and also during the show itself (e.g. by providing interpreters). Beijing is the world's third most populous city proper. It is also one of the world's most populous capital cities.

The city is located in northern China and combines modern and traditional architecture. Beijing is an ever-changing megacity rich in history but also truly modern

The Beijing Capital International Airport has been the second busiest in the world and the city's subway network is the second longest in the world.

Beijing has a monsoon-influenced climate, characterized by higher humidity in the summers and colder, windier, drier winters.



## EVENT DATA

- **Organizer:** China Association of Assistive Products (CAAP)
- **Contact for international exhibitors:** LMI – Leipziger Messe International GmbH
- **Date:** May 26<sup>th</sup> – 28<sup>th</sup>, 2017
- **Venue:** Etrong International Exhibition & Convention Center, Beijing, China

## PRICES

### Registration fee:

- 295 EUR per exhibitor

### Prices:

- 250 EUR/sqm incl. Booth construction (min. 9sqm)
- 235 EUR/sqm for unequipped space (min. 36sqm); (Individual booth construction on request)

### Surcharges:

- Corner booth: 20 EUR/sqm (min. 12 sqm)
- Head booth: 25 EUR/sqm (min. 18 sqm)
- Island booth: 30 EUR/sqm (min. 30 sqm)

All details on prices and conditions in GTCs.



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## Chinese Market

The Chinese market for medical technology is one of the markets most growing in the world and appears to be resistant to crises.

According to the reports of the GTAI, the market for medical technology in China grew by 12% to 38bn USD in 2016. From 2010 to 2014, within only 4 years, the market volume had doubled from 16.3bn USD to 34.3bn USD.

Experts of the industry expect annual growth between 10 and 20% for the coming five years, due to long term trends such as an increasing number of elderly people in society and the constantly growing demand for medical services. In addition the expansion of the medical system in Chinas hinterland results in a higher demand for products of medical technology.

Growth above average is expected especially with orthopedic and minimally invasive surgery instruments.

Chinese government wants to increase the state spending for the expansion of the medical system with 8 trillion RMB (1.24 trillion USD) till 2020. This produces a higher demand for products of medical technology.

The percentage of health expenditure of the gross domestic product GDP is expected to rise from currently 5.6 to 7.7% till 2020.

In the area of orthopedics and prostheses the imports in 2011 were in total about 1.4bn USD, which have now in 2016 increased up to 2.9bn USD. Imports from Germany amounted to 302 million USD (2013: 215 million USD) in 2016. The market is constantly growing.

According to SPECTARIS, China was the most important foreign market for German medical technology after the United States of America. Exports to China amounted 2.2bn USD. 18% of Chinas imports of medical technology came from Germany. With that Germany is behind the USA (32.5%) and before Japan (10.5%) on place two. These three countries made up 61% of Chinas imports in 2014.



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