



HEALTHCARE COMPANY MISSION TO INDONESIA – JAKARTA

Date:

Monday 23 – Wednesday 25 April 2018

Closing Date:

Friday 23 February 2018

Indonesia is a country of big numbers and big opportunity. With 252 million inhabitants, it's the world's fourth most populous country and the largest in South East Asia. Indonesia has 18,307 islands, over 742 different languages and a middle class larger than the population of Malaysia or Australia.

Indonesia's healthcare industry provides profitable opportunities for European companies. For the healthcare equipment and medical device market, attractive subsectors include dental equipment, medical equipment and laboratory equipment industries.

The implementation of the National Health Insurance System will lead to a strong increase in the need for advanced medical devices, especially related to surgical equipment, diagnostics and medical imaging equipment.

European companies can also exploit growing demands for: health IT, health infrastructure, food and health supplements, household healthcare devices and Islamic medicines.

Incentives for UK companies exporting to Indonesia include:

- Growing middle class (with increasing demand for healthcare)
- Strong domestic consumption
- Largest economy in South East Asia

Strengths of the Indonesian market include:

- Population increasing by 4.5 million a year
- High proportion of working age people
- Abundance of natural resources
- Political stability following transition to democracy in 1998
- Government recognises need for reform in State and financial sector

HEALTHCARE MISSION

The mission programme will consist of one day information session on current Healthcare trends in Indonesia and how to export and register your products in Indonesia. The information session will be followed by a site visit to a hospital. The two following days will be used for individual B2B meetings with local importers and distributors/agents.

THE BENEFITS OF JOINING THIS MISSION

- Interview with the EU-Indonesia Business Network (EIBN) so they can understand your business objectives and plans for Indonesia better
- Development of a list of qualified contacts of potential partners according to your interest
- Organisation of B2B tailored agenda with interested potential Indonesian partners
- Logistic support of your mission, booking or accommodation, interpreter, transport etc.

EU – INDONESIA BUSINESS NETWORK

Launched in 2013, the EU-Indonesia Business Network (EIBN) is a partnership project between five European bilateral chambers of commerce in Indonesia and two counterparts in Europe. Our aim is to promote Indonesia and ASEAN as high potential trade and investment destinations among companies from all EU28 member states - especially SMEs - and support them in their endeavors to explore the full potential in Indonesia.

THE PROGRAMME (provisional)

| DATE | ACTIVITY |
|--------------------|---|
| Sunday 22 April | Check into hotel Briefing on mission activities |
| Monday 23 April | Information session on current Healthcare trends in Indonesia and how to export and register your products in Indonesia Networking lunch Hospital Visit |
| Tuesday 24 April | Full day of tailored B2B meetings with potential partners |
| Wednesday 25 April | Full day of tailored B2B meetings with potential partners |

THE COSTS - JAKARTA

| DESCRIPTION | COST IN EUROS | DISCOUNTED RATE |
|---|---------------|-----------------|
| Accommodation for 3 nights in a 4* hotel (for one delegate) | 500 | 700 |
| Organisation of tailored B2B meetings (for one delegate) | 1,300 | |
| Interpreters for B2B meetings, visits, etc. | 300 | |
| Information session, country briefing, networking, site visits, logistics | 950 | |
| GRAND TOTAL | 3,050 | 700 |

PARTICIPATION FEE

There is a discounted participation fee of euro 700 per person per company for Enterprise Europe Network clients and London Chamber of Commerce and Industry (LCCI) members due to EIBN contribution (75% subsidy). Please note that the price does not include 10% VAT.

Participation fees are payable directly to EIBN.

Please note that the above prices are exclusive of flights, transfers from / to airport upon arrival/departure, transport costs of samples, sample custom fee etc.

TRAVEL

LCCI will appoint a travel agent who will provide competitive flights.

ELIGIBILITY

To accompany this company mission, your business must be active in the Healthcare sector, established within the UK, selling or marketing a British product or service, be currently exporting or demonstrating export readiness.

Applications are subject to approval by EIBN and LCCI.

HOW TO APPLY

For the full application pack, please contact: Vanessa Vlotides, Head of International Business Team, London Chamber of Commerce and Industry, E: vvlotides@londonchamber.co.uk, T: +44 (0)20 7203 1838.

ABOUT ENTERPRISE EUROPE NETWORK

The Enterprise Europe Network is the world's largest business support network, providing SMEs with free practical advice, assistance and information on European issues. This includes EU legislation and policy and public sector opportunities in Europe, as well as access to business co-operation partners. The network brings together business support organisations from over 60 countries and 600 member organisations worldwide. In the UK, EEN is jointly funded by the European Commission and Innovate UK, helping connect SMEs that are looking to commercialise ideas and succeed in new markets.