

TECHNOLOGIES FOR THE HEALTH ECOSYSTEM DEVELOPMENT

9th EXHIBITION AND CONFERENCES OF MEDICAL TECHNOLOGY COMPANIES,
CLINICAL-HOSPITAL EQUIPMENT AND SOLUTIONS FOR THE HEALTH SECTOR



ExpoHospital[®]

MEDICAL INNOVATION & TECHNOLOGY

7 - 8 - 9

September, 2021

Espacio Riesco, Santiago - Chile

www.expohospital.cl

MADE BY



CHILE

In the last 12 years, Chile's GDP growth has been of 3% with an average inflation of 3%, **being number 2 in GDP per capita in Latin America.**

Chile is one of the most open trade policies in the world, with more than 29 agreements with 65 markets, representing 67% of the world population and 88% of global GDP.

ONE OF THE MOST OPEN TRADE POLICIES IN THE WORLD



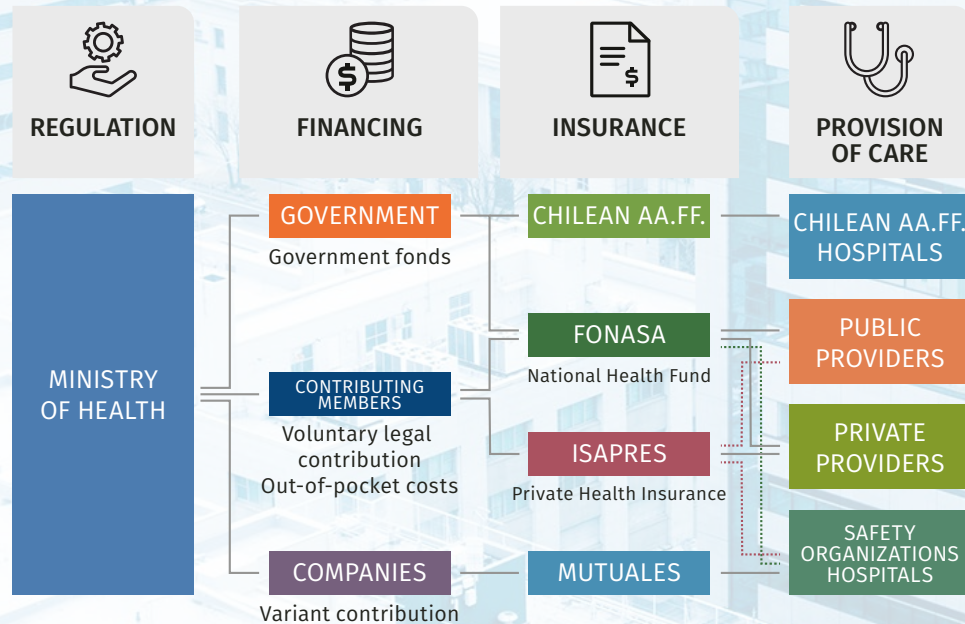
12 YEARS
GROWING 3%

29
TRADE
AGREEMENTS



APEC
MERCOSUR
Pacific Alliance

A LOOK AT THE HEALTH SECTOR IN CHILE



The health sector has both challenges and opportunities since it is essential to the lives of people and society.

In Chile, the health system is mixed in terms of financing, insurance and health care provision.

Between 9.3 and 14.4 million people correspond to the potential demand for health services. Of these, only 18% of the population benefits from the Private Health Insurance.

Source: Executive Summary "Sizing of the private health sector in Chile 2018", Clínicas de Chile.

EVOLUTION OF THE SECTOR

AVAILABLE BEDS

NATIONAL INVESTMENT PLAN 2018-2022, MINISTRY OF HEALTH, CHILE

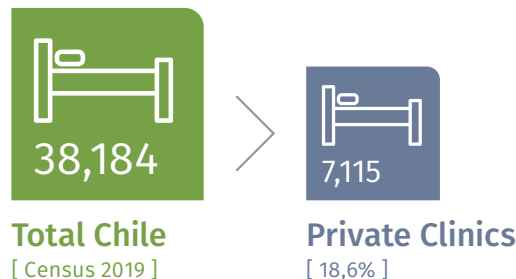
Defining factors:

Increased life expectancy and aging of the population

Prevalence of chronic pathologies

Rapid incorporation of new medical technologies

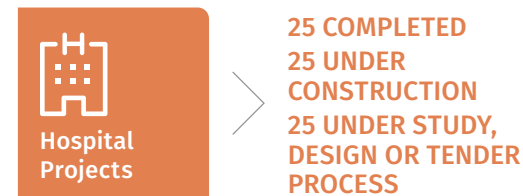
Changes in lifestyles



Between 2010 and 2019 the country showed a slight increase of 2.8%. However, beds in private clinics increased by 20.8%.

Source: Executive Summary "Sizing of the private health sector in Chile 2018", Clínicas de Chile.

Regarding Primary Care, the commitment is to complete the **construction of 120 APS facilities** (CESFAM, CECOSF and SAR) by the first quarter of 2022. As of May 2022, the current administration commits to:



The Chilean government prepared a "National Investment Plan" to strengthen the Health Network, generating a timely and concrete change to the multiple needs of the population, through the **construction, replacement, maintenance and improvement of health infrastructure.**

Source: <https://plandeinversionesensalud.minsal.cl/#>

FINANCING

In 2019, according to OECD data, health spending in Chile reached 9.1% of GDP per year, which is above the average for countries in the block (8.8%).

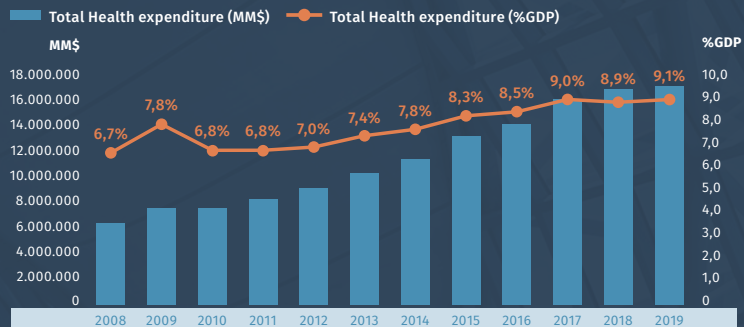
This is due to the fact that a large part of spending in Chile is done by individuals. Meanwhile, public spending on health at the end of 2019 was 5.4% of GDP, which puts us on top of the table in Latin America, being surpassed by Cuba, Argentina, Uruguay and Costa Rica.

In this scenario and as a result of the COVID-19 pandemic, the Minister of Health of Chile, Dr. Enrique Paris:

“ Per capita spending on primary care needs to be increased. Moreover, I think we need to increase the percentage of Chile's GDP allocated to health, because if we are caught by another pandemic, which is going to happen, we are going to have problems. ”

Source: La Tercera, Pulso 20/7/2020.

Chile – Evolution of total of Health expenditures (MM\$ and as GDP %)



Source: OECD.

NATIONAL PLAN OF CONCESSIONS 2020-2024, MINISTRY OF PUBLIC WORKS

[Hospital Tender]

Name	Date call of tender	Investment MUS\$	N° of beds
Hospital San Luis de Buin-Paine	30/04/2020	120	200
Red Biobío (Santa Bárbara, Nacimiento, Coronel y Lota)	2 nd Tri. 2020	360 for all	569 total
Hospital de Coquimbo (Coquimbo)	2 nd Tri. 2020	300	500
Red Valdivia (La Unión, Río Bueno y Los Lagos)	3 ^{er} Tri. 2020	180 total	270 total
Hospital de La Serena	4 th Tri. 2020	300	500
Instituto Nacional del Cáncer (Independencia)	1 st Tri. 2021	260	249
Red O'Higgins (Rengo y Pichilemu)	1 st Tri. 2021	170 for both	256 total
Hospital Metropolitano Norte (Colina)	2 nd Tri. 2021	230	368
Instituto Nacional de Neurocirugía (Providencia)	2 nd Tri. 2021	190	200
		2,110	3,112

Considers 10 new tender processes with an investment of US \$ 2,110 million.

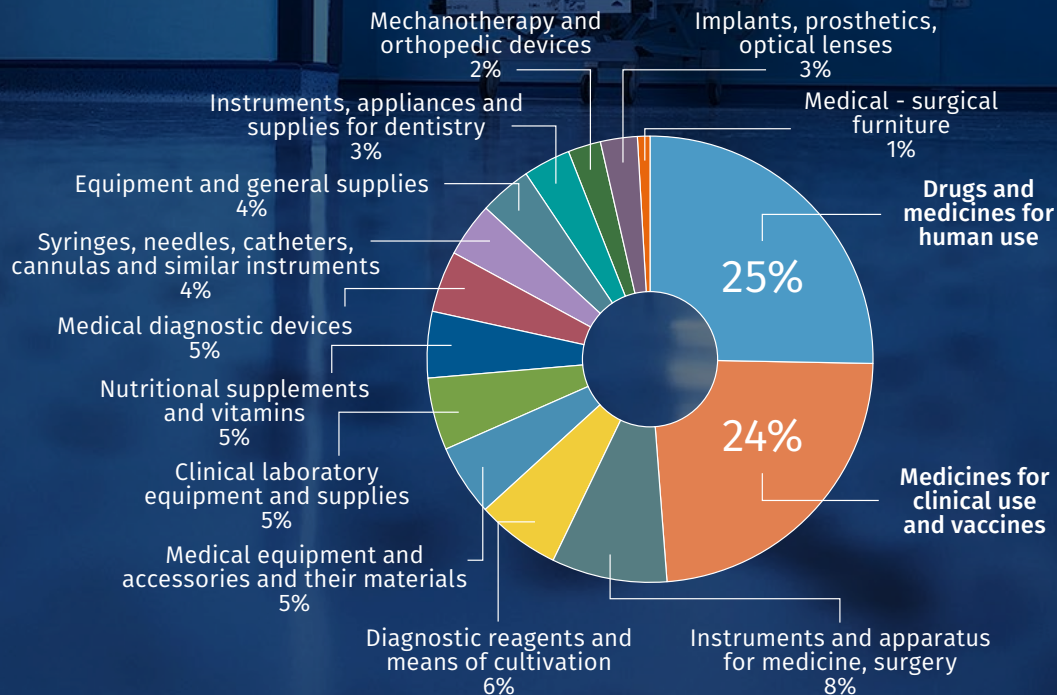
Includes the construction of 15 hospitals (3,112 beds).

Source: http://www.concesiones.cl/proyectos/Paginas/AgendaConcesiones2018_2022.aspx

IMPORTS BY GROUP OF PRODUCTS FOR HEALTH SECTOR

TOTAL IMPORTS

USD 2,930
millions



Source: Analysis FISA S.A. based on the portal Comex, CCS.

WHY PARTICIPATE IN EXPO HOSPITAL 2021

September 7 - 8 - 9, 2021

Santiago - Chile

**9th EXHIBITION AND CONFERENCES
OF MEDICAL TECHNOLOGY COMPANIES,
CLINICAL-HOSPITAL EQUIPMENT AND
SOLUTIONS FOR THE HEALTH SECTOR**

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Expo Hospital is the main event in Chile for the health sector that offers all the solutions to face the challenges of the industry.

In its 2019 version, the exhibition had wide public and private institutional support, more than 120 exhibitors participated and received 3,500 professional visitors.

The multi-sector exhibition allows professionals and health teams responsible for the areas of management, supply, logistics, care and patient care in the public sector and private to find the latest trends and technological solutions.

FACE TO FACE WITH DECISION MAKERS FROM THE PUBLIC AND PRIVATE WORLD

At Expo Hospital they will be able to experience the power of face-to-face with decision makers from hospitals, clinics, clinical laboratories and primary care centers.

With the new situation in the world following the Covid-19, **our exhibition will continue to grow and provide networking opportunities** to update the knowledge of all health professionals by exchanging experiences in this and other subjects.

CROSS-CUTTING SUPPORT EXPO HOSPITAL 2019

Government of Chile, Ministry of Health;
Clínicas de Chile; ASILFA;
Comité de Transformación Digital (CTD), CORFO;
PROChile; Fundación País Digital;
Medical College of Chile; College of Nurses of Chile;
College of Pharmaceutical Chemists and Biochemists of Chile; ISAPRES de Chile;
among others.



AN EXTENSIVE PROGRAMME OF ACTIVITIES



The main topics that are in the agenda of the national health sector are analyzed and debated at the International Health Meeting in Chile, EISACH, organized by Expo Hospital 2021 and where authorities, parliamentarians and prominent professionals from the private and academic sector present.



In the different conference days of the Congress of Future Trends in Health Care, the subjects that the health care sector will face in the coming years and **the importance of incorporating trends and innovations in technology are presented.**

MEETING POINT TO SHARE EXPERIENCES, CHALLENGES, CONCERNS, TRENDS AND INNOVATIONS FOR THE HEALTH SECTOR.

ACTIVITIES AIMED AT:

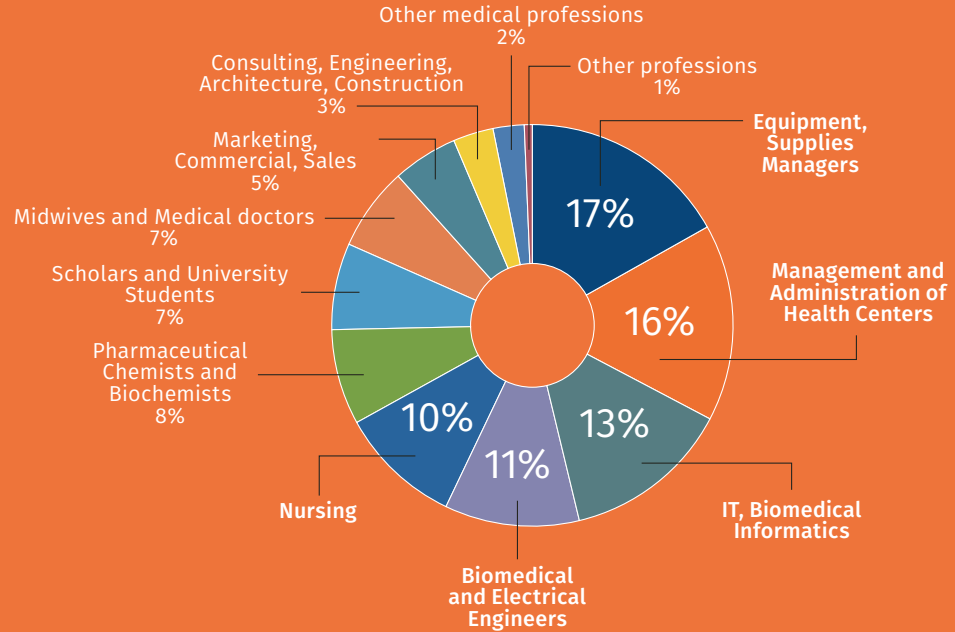
- > Senior management and clinical-hospital administration positions.
- > Health care professionals and teams who provide their services in the different entities.
- > Technical-university professors and undergraduate and postgraduate students in the health care field.

OUR VISITORS

Expo Hospital 2021 invite to attend professional visitors during the 3 days of exhibition.

Among them are directors, managers, heads of public services, purchasing and supply areas, administrative and health teams of hospitals and clinics of high, medium and low complexity, care centers and ambulatory diagnosis, clinical laboratories, physical rehabilitation centers, health insurance companies, primary health care centers, medical and health sciences schools and.

+ 3,500
Professional
visitors



ACTIVITY

Source: Classification based on Expo Hospital 2019 Visitors study, Fisa S.A.

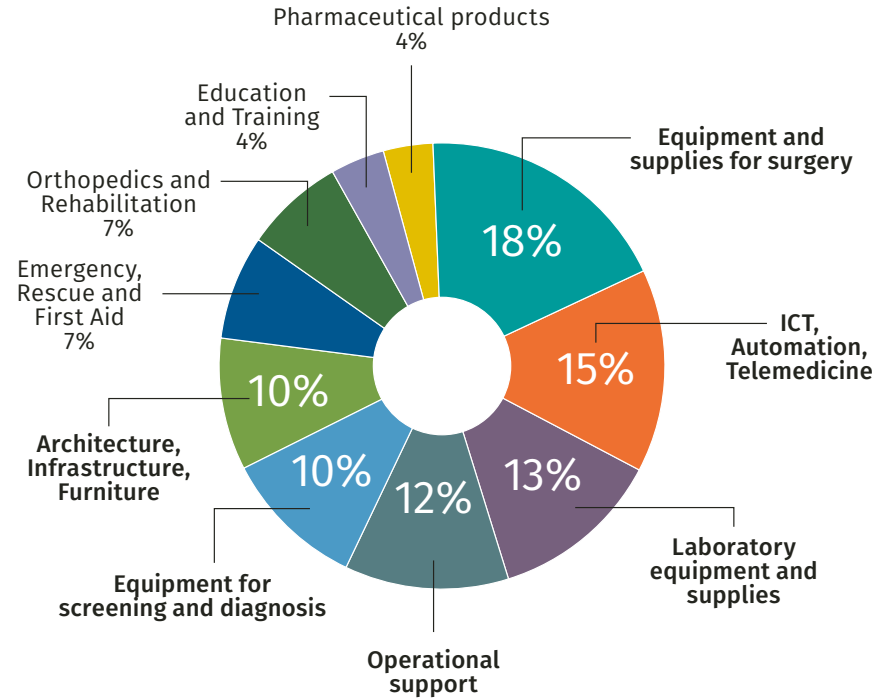
OUR EXHIBITORS

Expo Hospital 2021 will offer its exhibiting companies its platforms for dissemination before and during the exhibition, where visitors will learn about the entire range of products and services, new technologies, innovations.

Contact us!

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➤ **THE BEST NETWORKING EXPERIENCE BETWEEN BUYERS AND SUPPLIERS FOR NEW BUSINESS OPPORTUNITIES**



Source: Classification based on Expo Hospital 2019 Exhibitors study, Fisa S.A.

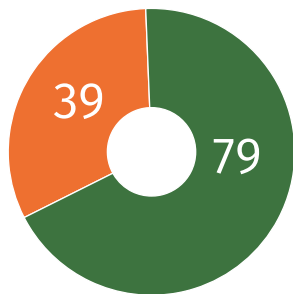
EXHIBITOR PROFILE



MAIN FIGURES

EXPO HOSPITAL 2019

[Exhibiting Companies]



- National
- International

EXPO HOSPITAL 2019

[TOP 5 participating countries]



Source: Classification based on Expo Hospital 2019 Exhibitors study, Fisa S.A.

EXPO HOSPITAL 2021, INNOVATION AND DEVELOPMENT FOR THE HEALTH SECTOR



Telemedicine becomes an opportunity that shall be incorporated into the common practice in the future medicine in order to find a platform that allows to provide and maintain remote, permanent, instant and safe contact between patients and health care teams.



Biosecurity will take extreme measures and protocols to prevent people, laboratories, hospital areas and the environment from exposure to potentially infectious agents or from those considered to be biological risks, putting emphasis on health and safety.



Covid-19, lessons learned and opportunities arise for new technologies and solutions that aim be more efficient, people-centered, facilitating the capability to prevent, diagnose and treat many diseases.

EXPO HOSPITAL 2021,

CHALLENGES AND OPPORTUNITIES AT THE ONLY B2B HEALTH MEETING



+ 150
Exhibitors

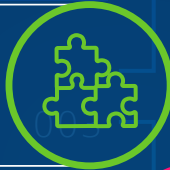


+ 10
participating
countries



+ 5,000 sqm
Exhibition area

+ 500
Brands



+ 5,000
Visitors



Activities Program

- + 80 Speakers
- + 1,200 Attendees
- + 10 Thematic sessions

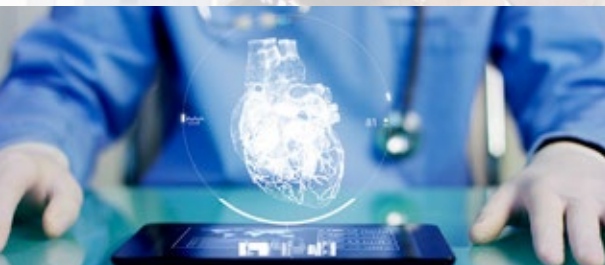
MEDICAL
DATA

Healthcare and the role of
data in the future of
healthcare





Medical
Technologies
and Innovations



Digital Health



Hospital
Infrastructure
and Architecture



International

WHAT'S NEW IN
EXPO HOSPITAL 2021

IN THIS VERSION WILL
HAVE 4 STRATEGIC
AREAS TO EXHIBIT
YOUR BRAND

HOW TO PARTICIPATE IN EXPO HOSPITAL 2021

PARTICIPATION ALTERNATIVES

Basic Modulated Booth

Starting from 9sqm (3x3m)

Equipped Booth

Net Area

International Exhibition Sponsor

Congress Program Sponsor



Referential image from Basic Modulated Booth, subject to modifications.



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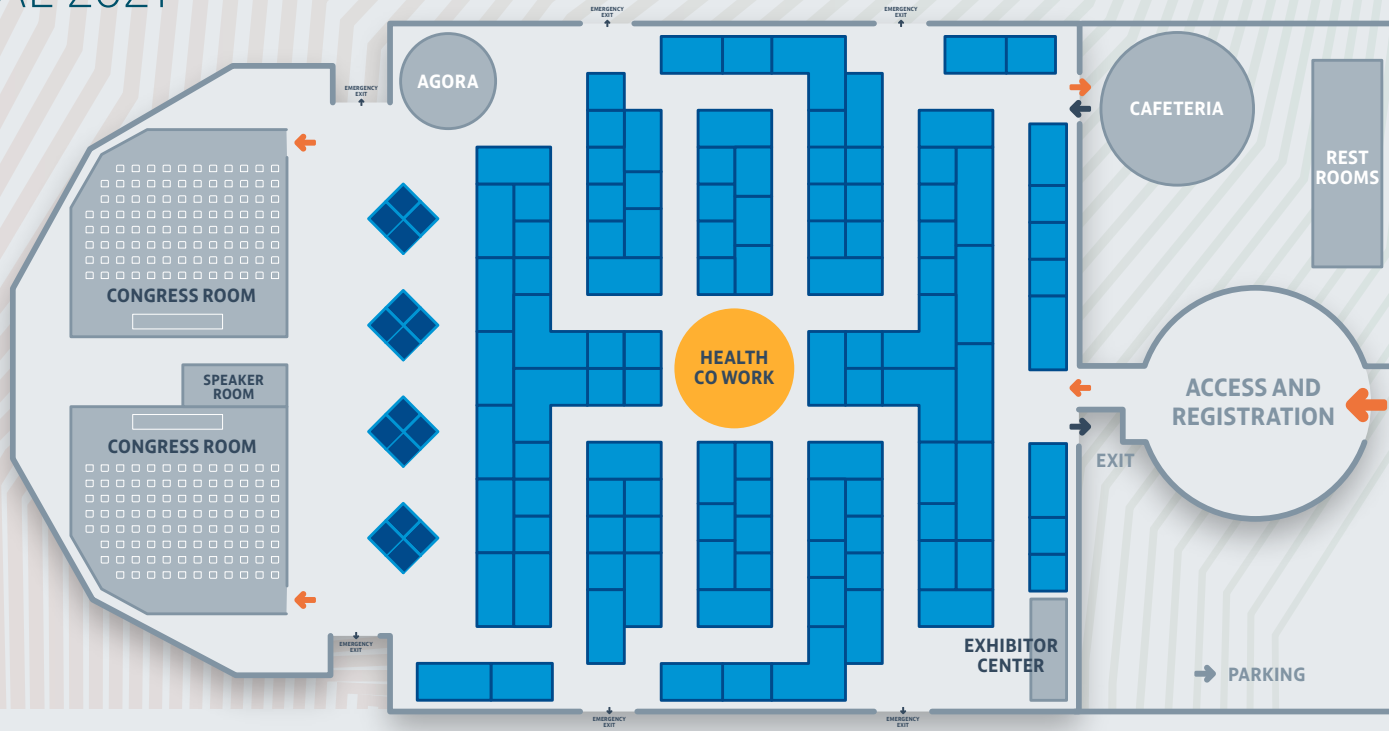
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Contact us!

LAYOUT EXPO HOSPITAL 2021

**EXHIBITION HALL
EXPOCENTER
ESPACIO RIESCO**



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