

**Medius – Medinippon India Healthcare Seminar VII
24, March, 2017; Tokyo, Japan.**



The VII Medius- Medinippon joint seminar on Indian healthcare on the 24th March 2017 in Trust City Conference Hall, Nihonbashi, Tokyo, Japan. An introductory note and welcome was delivered by Mr. Hisayuki Furuki (President, Medius Solutions, Japan)

It was attended by representatives from medical devices and disposable manufacturing industry, distributors, logistics companies, financial institutes, Government support agencies and those with interest in Indian health care market.



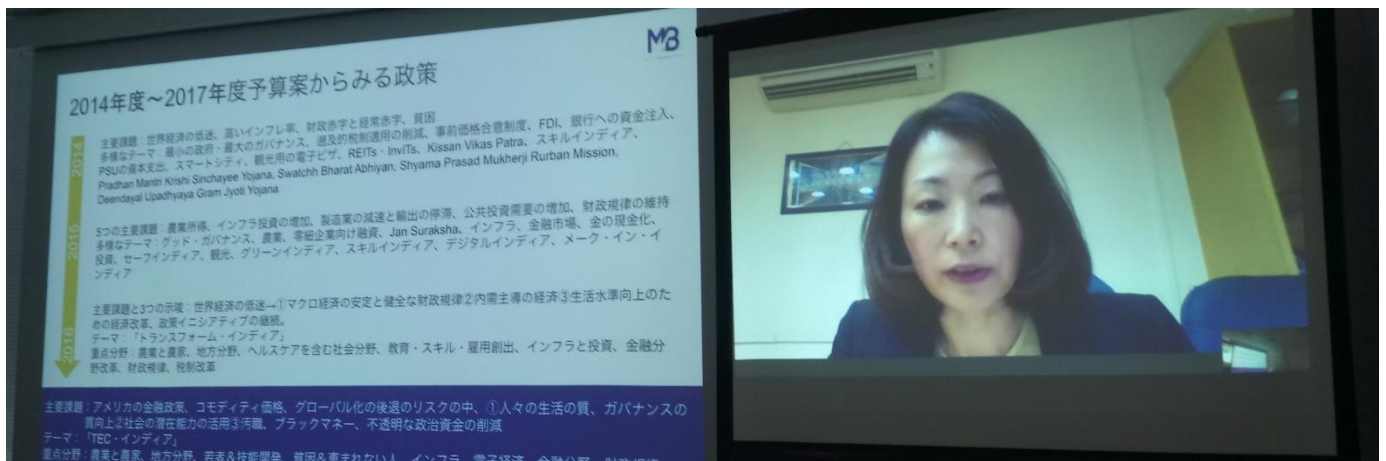
Mr. Minoru Amano (CEO, Carna Medical Database Pvt Ltd, Gurgaon, India; a JV between Medius Holdings & Konoike Transports, Japan), narrated the objectives of their operations in India, which is to develop a comprehensive medical product catalogue for medical disposables and later plan logistics support systems. They have published a first such kind in India last year with data from around 60 manufacturers which is provided free of cost to around 8000 hospitals in India. The second edition will be published this August 2017. He went on explaining some of the initial difficulties they faced in the market which when properly communicated there was a lot of gradual increase in support to provide their data for the catalogue. This data is given the unique code which is line with the Meccul coding system developed by Medius Solutions of Japan, Medius Holdings group company.

Mr. Amano is also the head of Healthcare logistics division of Konoike Transports Japan who provide centralized sterilization and lease of medical equipments to Japanese hospitals for various kinds of diagnostics and surgical procedures.

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Mr. Vijayakumar, CEO & promoter of Trumed Lifescience Solutions Pvt Ltd., presented on the distribution channels of medical products in India and how they are different from other developed nations due to multiple factors such as large nation, different language and cultures, nation wide vs state wise regulations and taxation issues, difficulty in penetration into remote areas etc., His presentation included the percentage of imported products vs local (Indian) made across segments and explained the opportunity for green field vs brown field developments of medical devices industry.



Ms. Akiko Yamane (Japan desk, Mayur Batra Chartered account firm, New Delhi, India), presented the present taxation scenario in India pertaining to goods and services and how it will change after the proposed Goods and Services tax Law called as GST in India. Her talk included the likely implications of the new GST law to the healthcare manufacturers, exporters from Japan and importers and distributors within India which is to be in place from the 1st of July 2017. Accordingly, there are going to be merging of the presently levied tax on goods to the manufacturers, resellers and those operating between states based on several documents such as C form or H or F forms. The state SGT will be called as SGST and the central counterpart as CGST, both put together as Integrated GST or IGST. Further finer details such as categorization of each product and the respective percentage of the GST is awaited anytime to be announced enable the system to be in place from the July 2017.

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Mr. Yuji Kitahara from the healthcare division of the Kanto Bureau of Ministry of Economy, Trade & Industry (METI), gave a presentation on Medical Takumi Japan (<http://www.med-takumi.go.jp/>), which is an online portal that portrays and promotes clinical procedures, the associated technology along with the meticulous and high end devices from Japan which are used in such medical and/or surgical procedures. Manufacturers who want to upload their product details on this site can directly approach the METI office through the relevant link in the above URL.



A section of the audience in the VII Seminar by Medius Holdings (Jp) & Medinippon Healthcare (In)

The VII seminar was concluded with a note of appreciation and sincere thanks to the speakers and attendees and it was announced that the next seminar will be conducted on the 24th of August 2017 in Tokyo, Japan. The attendees if they want to place a request for the themes of the future seminars may do so by an email to Ms. Fukuzumi, Medius solutions (fukuzumi@healthcaresolution.jp)