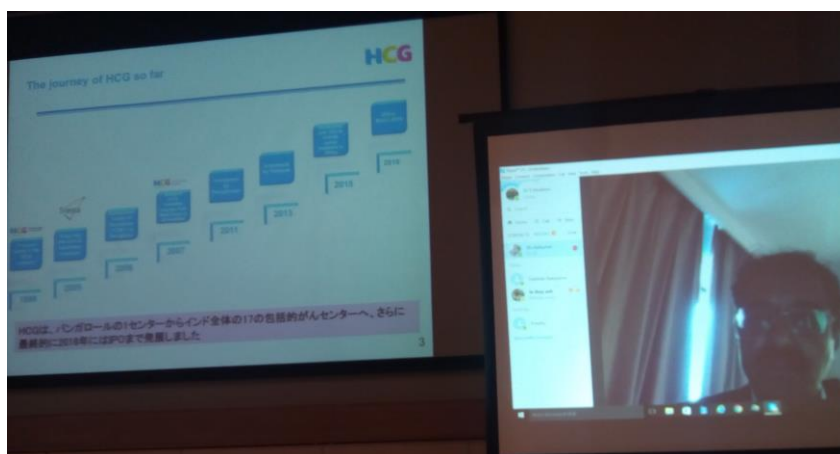


Medius – Medinippon India Healthcare Seminar VI 25 August 2016; Tokyo, Japan.



The VI Medius- Medinippon joint seminar on Indian healthcare on the 25th August 2016 in Conference Hall of Courtyard Marriott, Kyobashi, Tokyo, Japan started with a brief introductory note and welcome by Mr. Hisayuki Furuki (President, Medius Solutions, Japan)

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



Dr.B.S.Ajaikumar (Chairman & Managing Director, HCG Group of Cancer Hospitals, India), presented their story of starting with Cancer hospital in Bangalore in 2008 after his return to India, finishing radio-oncology training in MD Anderson Cancer centre, TX and practice in Chicago for more than 25 Years. Today HCG group has 18 centre all over India exclusively serving the cancer patients with a hub and spoke model of Centre of Excellence (CoE) nodal institutes servicing the secondary level care centers with close to 37000 new patients in the last year. With more centre coming up, in 2020 they will have more than 80000 new patients per year making this the biggest chain of cancer hospitals in Asia and have plans to expand into African and South American continents. Their stake holders in secondary care centres or either Oncologists or Multi-specialty hospitals. He presented the demand for such care increasing in India with increasing awareness and affordability apart from India's growing medical tourism segment as it attracts patients from Indian ocean rim countries mainly. The HCG group became a Public Limited company listed in the Bombay Stock Exchange in March 2016.

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Mr. Yukihide Nakayama, Japan Plus Desk, Ministry of Commerce, Government of India (Deputation from Japan), presented the importance of India as a business partner to Japan. His data showed the promising potential of an increasing demand for healthcare infrastructure, personnel, devices and equipments compared to other Asian nations, which Japanese companies shouldn't miss. The recently initiated "Make in India" drive by the government of India and its advantages were narrated. He also with pictures and data showed upcoming facilities like residences, schools and recreation facilities for the Japanese expatriates to have a comfortable living in various Indian cities.



Mr. Furuki during the coordination of live interaction between Mr Higashida who was on a live-video conferencing from Bangkok and the audience of the VI medius-MediNippon Seminar.

Mr. Norio Higashida of Nichiban Inc., Japan, based in Bangkok, Thailand shared elaborately their experience on various procedural formalities with obtaining an import and marketing approval for their products from the CDSCO under Ministry of Health & Family Welfare, India. The need for documentations to be translated from Japanese to English, local distributors support, consultants liaising ability and promptness were of importance according to him. It takes between 4-8 months in general and thereafter for each region appointing distributors was important to have a Pan-India network and reach to achieve targeted sales volume which has to be done gradually he insisted. He acknowledged the support of Medinippon healthcare with the document translation and allied assistance in the process of approval.

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The seminar was concluded with, the Medius – Medinippon team presentation on briefing of the various talks presented in the Indo-Japan joint regulatory symposium organized jointly by the Ministry of Health & Family Welfare, Government of India and the Ministry of Health and Labour Welfare, Government of Japan on the 18th and 19th May, 2016 in New Delhi.

Mainly the proposal for upcoming amendments to the existing medical devices regulation in India was summarized.