

India Pavilion at

East Africa Pharma Expo 2023

Participate through EEPC India and enjoy substantial savings!

About the Exhibition

The 7th International Pharma Expo, East Africa Pharma Expo 2023, will take place in Nairobi, Kenya from October 3rd to 4th. It will exclusively focus on East African pharma manufacturing industries, and will be supported by Kenya's Pharmaceutical Industry to create an ideal platform for meeting the target audience in one place.

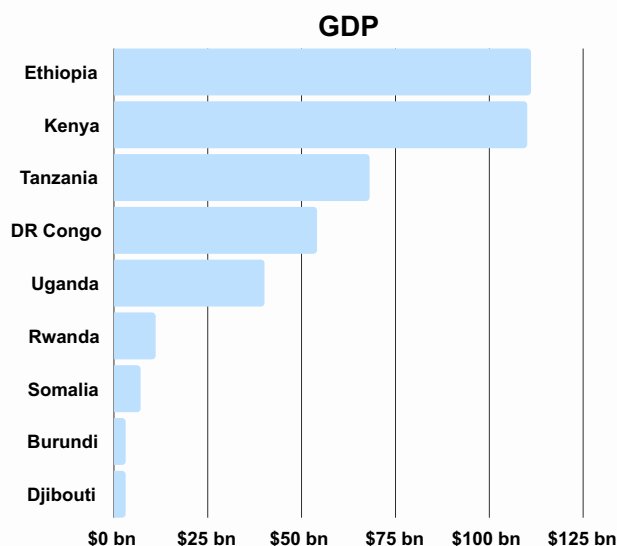
Benefits for exhibitors

- Tap into Africa's untapped pharma markets.
- Showcase manufacturing strength.
- Explore new export markets.
- Accelerate production and forge partnerships.
- Connect with key decision-makers in Kenya and neighboring markets.

EAST AFRICA PHARMA EXPO 2023 and **EAST AFRICA LAB EXPO 2023** will co-locate at the same venue. **EAST AFRICA LAB EXPO 2023** offers innovative solutions from leading market players for buyers in the medical technology industry across East Africa. These buyers are actively seeking new products, equipment, services, and solutions to stay up-to-date with industry trends.

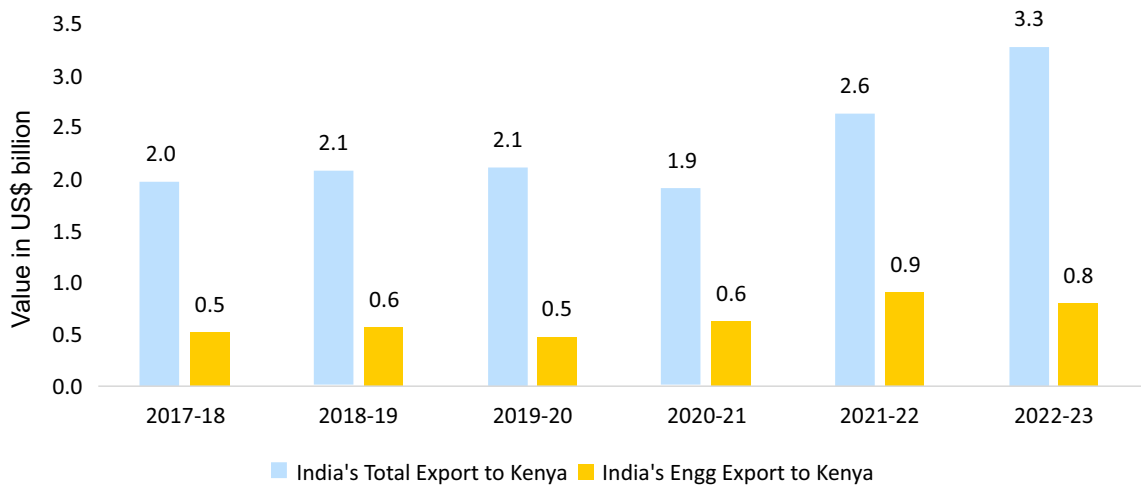
Kenya's Economy: A Snapshot of Growth and Development

Kenya, the second largest economy in East Africa, has experienced remarkable economic growth in recent years. With a GDP of \$110 billion in 2021, the country has made significant investments in infrastructure, agriculture, healthcare, housing, and manufacturing. Kenya's vision is to become a newly industrialized nation by 2030, and it has emerged as an economic leader in the region.



India and Kenya's Growing Bilateral Trade Relations

India and Kenya share a dynamic and expanding trade relationship, encompassing various sectors of the economy. The bilateral trade volume between the two nations reached approximately USD 2.95 billion from April-February 2022-23. The engineering sector plays a significant role in the bilateral trade between India and Kenya, accounting for over 34% of the total merchandise trade.



Engineering Trade Data

India’s engineering exports to Kenya for 2021-22 recorded US\$ 901.4 million, registering a growth of more than 33% over 2020-21. India’s major engineering exports to Kenya include Iron & Steel, Industrial Machinery for dairy, agriculture, food processing, textiles, paper, chemicals, etc. Two and Three Wheelers, Motor Vehicle /Cars and Products of Iron and Steel. In case of medical devices, lab instruments, healthcare which is the focus product of the East Africa Pharma, India’s exports to Kenya was USD 14.8million during 2021.

Opportunity for Indian Engineering Industry

India - one of the strongest pharma-economy across the world has emerged as single point resource for Pharma Machineries and Engineering Equipments in the world pharma markets.

Looking to the role played by the Indian pharmaceutical industry in global markets, India is slowly turning in to a ‘Pharma Capital’ of the world. The regulatory standards are meeting the high level parameters ensuring very high quality pharma production meeting the international regulations.

Kenya and the wider East African region offer a huge amount of potential for the Indian exporters. Kenya is the highest trading country in the East African region and is the gateway to the entire East & the Central African region having the business port- Mombasa.

Kenya is a part of three major regional economic communities of the African continent-EAC (East African Community), COMESA (Common Market for East and Southern African countries) and SADC (Southern Africa Development Community). Kenya’s membership in these regional integration would provide an expanded market and a huge potential for the Indian companies in various sectors. Thus there lies a huge untapped market for India, which is yet to be explored in Kenya. Thus India should find out opportunities to negotiate more trade deals with Kenya to increase its market share viz-a-viz China.

Product Profile

- Processing Machineries (Tablet / Capsule / Injectable / Ointment / Powder - Dry Syrup)
- Packaging Machineries & Materials (Blister Machines, Filling / Packing / Labeling / Capping Machines, Labels, Aluminum / PVC Foils, Caps / Closures / Rubber Stoppers, and many more)
- Analytical & Biotech Lab Instruments, LIMS, Glassware, Lab Reagents & Consumables, Lab-Ware, Spectro-photometry, Chromatography, and many more)
- API Manufacturing Plants & Equipment
- API, Pharma Bulk Actives, Excipients, Additives
- Formulations & Contract Manufacturing
- Cleanroom & Utility Equipment & Services (HVAC, Partitions, AHU, Dehumidifiers)
- Water Treatment & Management Systems (Cip / Sip, Filtration / Sterilization Plants)
- Project Consultants
- Turnkey Contractors

Mode of payment

- Please pay online through the following Payment Gateway :

PayU OR

- Pay through RTGS/NEFT in INR as per the following details :

Name of the Bank : HDFC BANK LTD

Branch : Central Plaza

Address of Bank : 2/6, Sarat Bose Road, Kolkata 700 020

Account Number : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

- UPI ID: eeplindiaacpromotion.76041638@hdfcbank

OR

- Demand draft favouring "EEPC INDIA" along with the duly filled-up Application Form

Booth Display

- Two Chairs
- One Table
- Two Lights
- One Waste Paper Basket
- One 5 Amp Power Connection
- Carpeted floor
- Fascia Name
- Listing in Digital event Catalogue



Venue

KICC - Kenyatta International
Convention Centre
Nairobi Kenya

Date & Time

03 – 04 October 2023

Participation Charges

Booth Size: 9 sqm.

- One side open (built-up booth):
INR 18,000 per Sqm.

- 10% extra for two sides open booth
(subject to availability)

Note:

1. The above rate is subject to receiving of Government sanction for the event for organizing an India Pavilion. In the unlikely event of not receiving Government sanction, additional amount shall be required to be paid by the participants.
2. EEPC India reserves the right to reject an application for participation without assigning any reason.
3. In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.
4. No subletting or sharing of space/ booth is permitted.

Re-imbursement of Airfare

Up to Rs. 1,25,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2023-24. The T&C must be abided by for eligibility towards such re-imbursement. For detailed guidelines please click the following link:

Guidelines for Reimbursement of Airfare



Note: EEPC INDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their representative. The Foreign Embassy/ Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.



Submission of application

Interested members are requested to fill in the online Application Form latest by **22 September 2023** at the following link:

[Click For Application Form](#)



Please go through the "**Mode of Payment**" section of this Circular for payment details.

Selection criteria

Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

Benefit to the member-exporters

EEPC India is proposing to organise this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities and is in anticipation of receiving the government approval.

Cancellation of participation

Please note that no request for cancellation and/ or refund including of advances, if any and/ or adjustment thereof shall be accepted for any reason whatsoever. Once the application form and/ or advance/ part payments are accepted by EEPC India the participant remains liable to pay in entirety the amounts due from them on account of the event. In case members are not able to travel due to travel restrictions/advisory by Government of India or Kenya then the amount paid will be adjusted toward the participation in the next edition.

Force Majeure

If a Force Majeure Event like war, act of God, natural calamities, governmental directives, civil commotion, epidemic, pandemic, etc. or alike events occurs inasmuch as that the fair authorities / organizers consider that it is illegal, impossible, inadvisable or impracticable for the physical, onsite and in-person (i.e. 'live') elements of the Event to be staged, then in such situation and/ or circumstances the decision of the fair authorities shall be final and binding upon EEPC India and all its co-exhibitors/ participants. In such situation and/ or circumstances, if the fair authorities, organizers or the vendors appointed for providing diverse services related to the Event in question does not refund the monies paid by EEPC India and/ or does not otherwise absolve EEPC India from its contractual obligations then in such case the Co-exhibitors / participants remain liable to pay to EEPC India the contracted participation charge in full and shall not receive any refund from EEPC India of the amounts paid by the co-exhibitors/ participants. Further, if the fair authorities, organizers or the vendors, so appointed for the Event binds or rolls over EEPC India's participation in the future editions of the same Event in question, then automatically the participation of the co-exhibitor/ participant shall also be carried forward to such future editions of the Event and the amounts paid by them shall be given a credit for the successive edition. However, if there is any increment in the participation fees fixed by the fair authorities, organizers or in any other charges, budgets, etc. then such increased amount has to be paid by the co-exhibitor/ participant without any demur based on the space and booth booked by the co-exhibitor/ participant. In any event, a co-exhibitor/ participant cannot decrease the space or the booth size booked by them for the originally scheduled Event.

Note: Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.

Contact details



www.eepcindia.org

CIN: U51900WB1955NPL022644