



Briefing on  
**TRADE MISSION TO  
COMPAMED 2022**

Dusseldorf, Germany  
14 – 17 November 2022

**M P M A**

**FORWARD TOGETHER**

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# The MPMA Trade Mission

- Managed by MPMA.
- Funded by the Malaysia External Trade Development Corporation (MATRADE) under the Empower Trade Association Grant (ETA).
- COMPAMED 2022 is held in Dusseldorf, Germany from 14 to 17 November 2022.

# Objectives

- To assist companies in the plastics medical device sector to explore and expand their export market.
- To set up a MPMA Pavilion at COMPAMED 2022 for companies in the medical device sector to develop business opportunities.
- To enable companies to promote themselves to companies seeking suppliers; or seek business meetings with other exhibitors at COMPAMED or MEDICA for business match-making.

# Selection Criteria, Expectations & Costs

# Selection Criteria

- Companies in the medical sector.
- 10 companies will be selected.
- Businesses equipped or in the process of adopting ISO 13485 Medical Devices Quality Management Systems and/or CE Mark within the medical supplies sector.
- Export-ready companies with proven track record of medical devices exports would be an added advantage.
- All applications will be subjected to a final acceptance by MATRADE.
- Each exhibitor is advised to send at least two (2) representatives to manage the booth and explore market opportunities.

# Expectations

- The 10 exhibitors are required to achieve a total sales volume of RM250 million (an average of RM25 million per company) over a period of five years after COMPAMED 2022.
- Exhibitors must disclose their sales achievement(s) and other feedback required by MATRADE after the trade fair.



# Costs

Covered under the MATRADE ETA grant	Claimable under the Market Development Grant Up to RM25,000
Space Rental/Exhibition Area at COMPAMED	Commitment Fees: RM10,000 (For MPMA members) RM12,000 (For non-MPMA members)
Booth Construction	Flight and Accommodation (No limit on Number of Representatives)
Equipment Rental (Furniture, Electronic Devices, WiFi Access)	Booth Enhancement
Digital Marketing (Media Fees Paid to Messe Dusseldorf for COMPAMED Trade Show)	

*Other expenses to be borne by the exhibitors:*

*Submission of samples, daily meals, travel insurance (RM135/pax for 8 days), any personal incidentals.*



# Proposed Itinerary

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Date	Flight No.	Destination From >> To	Depart - Arrive
12 Nov 2022	EK 343	KL to Dubai	0145-0505hrs
12 Nov 2022	EK 55	Dubai to Dusseldorf	0830-1240hrs
<b>14 to 17 Nov 2022</b>	<b>COMPAMED Trade Fair 2022</b>		
18 Nov 2022	EK 56	Dusseldorf to Dubai	1430-0005hrs
18 Nov 2022	RK 346	Dubai to KL	0330-1435hrs
<b>TOTAL Price for Twin Sharing</b> (subject to change)			<b>RM 10,050</b>
<b>TOTAL Price for Single Occupancy</b> (subject to change)			<b>RM 13,650</b>

*Companies can contact Ms Foong of OREX Travel and Tours to inquire and make arrangements for their flight and accommodation – E: [sm.foong@orextravel.com](mailto:sm.foong@orextravel.com) or HP: +6012 654 3511.*

# Next Steps

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- Register your interest by 30 August 2022.
- Successful members are required to provide the following details:
  - Products (exhibits) that will be displayed during the exhibition.
  - Company profile (sales revenue, export market in Europe, corporate video and other relevant information).
  - Company representatives for the delegation.
- Successful applicants will be notified by 7 September 2022.
- A business match-making tool is available to exhibitors only.

*Note: This tool is to help companies identify potential customers and facilitate business meetings at COMPAMED.*

# Thank You!

For more information, please contact the MPMA secretariat:

- Mr SC Chan, Manager, Industry  
Email address: [scchan@mpma.org.my](mailto:scchan@mpma.org.my)
- Ms Dharshini Komagan  
Email address: [dharshini@mpma.org.my](mailto:dharshini@mpma.org.my)



Malaysian Plastics Manufacturers Association

[www.mpma.org.my](http://www.mpma.org.my); [www.mpmadirectory.org.my](http://www.mpmadirectory.org.my)



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