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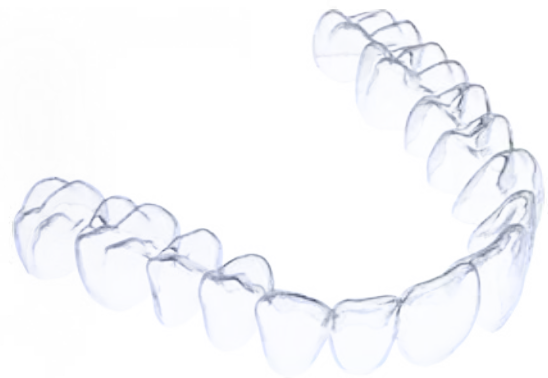


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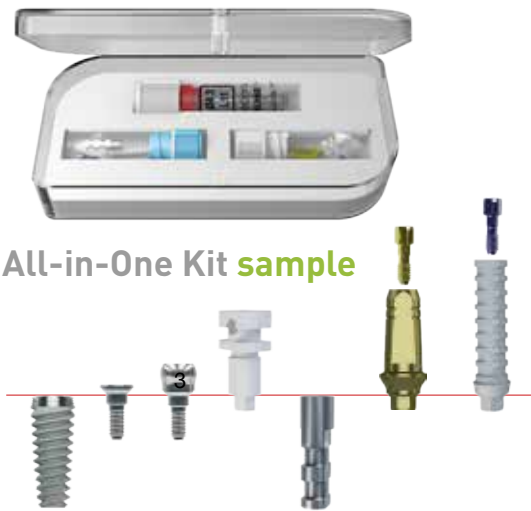


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years of communication with the medical and dental world, starting 24 years ago with the publication of *Infodent International*, B2B magazine, in English, distributed today in 189 countries.

We have witnessed, acquired, learned and gained experience working with international Associations, Dental Schools, Institutions, Trade Fairs, Congresses and Enterprises, adding over time new publications. *Infomedix International* - B2B magazine for the medical sector; created in 2002, sent to medical distributors in 189 countries; *Inews* - special editions created in 2001, dedicated to and distributed at international trade fairs and congresses of excellence, in particular IDS Cologne, FDI and IDEM Singapore; *Doctor by Infodent International* - B2C scientific journal, published in English and Chinese, distributed at major trade fairs in China; the *ImplantBook* - B2B & B2C directory dedicated to dental implantology and all product categories involved; the on-line monthly *Bulletin* - with information and reviews on world's dental and medical trade fairs.

In addition, we collaborate with the *International Federation of Dental Educators and Associations (IFDEA)* to find opportunities for cooperation with the world's educational institutions. Over time, we have implemented our *Press Office*, which reports daily with institutions, organizations and embassies to expand and update the on-line and off-line content of our publications.

Among the many projects, we could not miss Italy, our headquarters and home country. Here, we are the publishers of *SusoNews* - official trade union organ of the specialty in orthodontics, the on-line bimonthly *Dental Bulletin* with latest news and updates, sent to 26,000 Italian dentists. Last, but not least, the *Expodental Meeting Magazine* - official catalog for the Expodental Meeting in Rimini.

But Infodent International wants to be a step ahead and reference point, constantly supplying up to date news and novelties from Italy and abroad. **This is what led us to realize our Italian tabloid, presented in its first edition at Colloquium Dental Mediterraneo (18/20 October 2018).** The bi-monthly journal, in tabloid format, will reach 40,000 Italian dentists and 10,000 dental technicians with the aim of sharing knowledge on dental practices, on the utilization of a product or the application of a technique, highlighting excellence in oral care. We'd like our Italian journal to be an opportunity of growth for all those working in dental practice, be it dentists, technicians or hygienists.

Why all this? Arrived at this point of our journey, we can say that, through our work, we have been able to see many people, listen to many stories and discover many cities. We have made many trips and we will make many more. You can learn how to pack a bag, what to wear on a trip and plan the time to arrive in time at the airport, but, for all the rest, the journey remains a marvelous, mysterious adventure. For this, we are convinced that even a journey of a thousand miles begins with a first step. This is Infodent International, and this is us.

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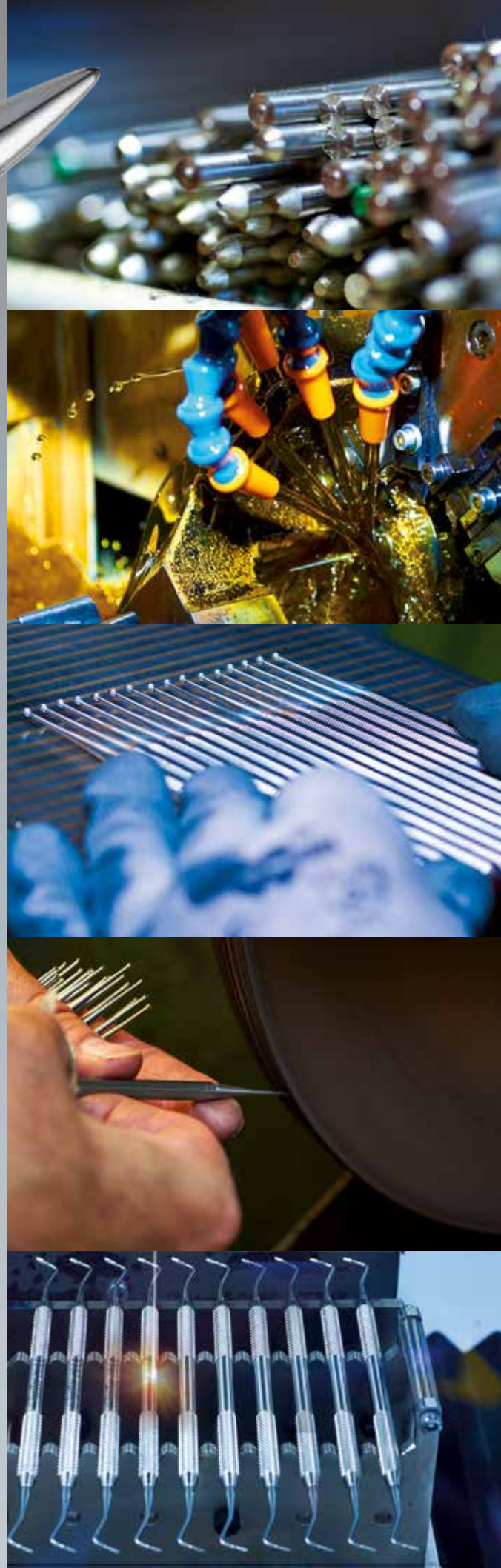
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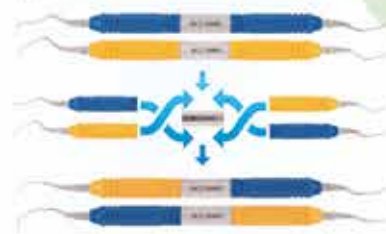
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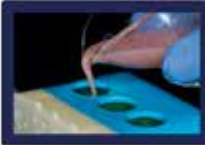
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TCS, Inc. is an ISO 1385:2012 Certified Company. As one of the leaders in the industry TCS is dedicated to offering the highest quality resins for the fabrication of flexible partials and full dentures. TCS resins' ideal characteristics allows for the most reliable, functional, and uncompromising aesthetic restorations for patients with missing teeth.

TCS Resins: Unbreakable™ (nylon based) & iFlex™ (polyolefin based)- Ideal for Flexible Partial. Available in 4 pink shades and natural.

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Packaging: Lasered and vacuum sealed cartridge include patient care instructions and delivery bag. All TCS products are proudly made in-house in the USA.

Contact: Abraham Cortina, VP of Business Development and Sales.

abraham@tcsdentalinc.com // www.tcsdentalinc.com
Visit us at: FDI, Hall 1,
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DIA-X File

Dia-X File is the nickel titanium rotary files with Gold Heat Treatment can be achieved greater flexibility than DiaDent's Dia-PT Files and offer smoother and safer progression in the root canal. Dia-X File system can be shaped the root canal with only 4 files. Available sizes are DX, D1, D2, D3, D4, D5 and AsstD1/D4 and 4pcs of Dia-X File are packed in a box.

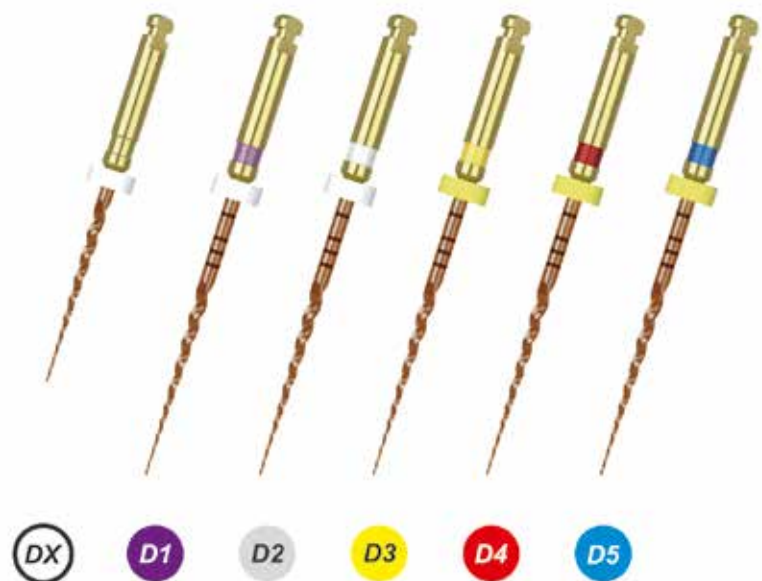
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Flexible Partials, Full Dentures, Clear Clasps & Frameworks



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Ideal degree of flexibility
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iFlex™
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Easy to finish and polish
Stain-free



Karadent™
Microcrystalline polymer
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No volume shrinkage
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TCS offers three resins (iFlex™, Unbreakable™, Karadent™) to suit labs and dentists preferences. Available in a variety of diameter/type cartridges to fit different injection units on the market.

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Injects clasps, 1-3 tooth unilaterals, up to 5 consecutive tooth partial/saddle, saddles for combination cases, and repairs. Lightweight, compact, easy to use, with minimal maintenance.



CONTACT ABRAHAM CORTINA
VP of Business Development & Sales

abraham@tcsdentalinc.com | 562-426-2970 | Whatsapp: +1 562-212-6876 | Facebook: TCS Dental Inc



EXHIBITION INFO
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 Booth No: U58-59 Hall 2

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 - Under 10g NEW



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DISINFECTION

Cleaned Instruments Cleaned Suction Cleaned Wipes Cleaned Ready Cleaned Impression Cleaned Hand Soap

The advertisement features a dental clinic background with a dental chair and a woman in blue scrubs holding a disinfectant bottle. In the foreground, there are six different disinfection products: two large jugs, two spray bottles, and two smaller bottles. The products are labeled as 'Cleaned Instruments', 'Cleaned Suction', 'Cleaned Wipes', 'Cleaned Ready', 'Cleaned Impression', and 'Cleaned Hand Soap'.



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GuideDesign is a module of the Implant 3D software that allows the design of a surgical template for performing implant-prosthetic interventions in guided surgery. GuideDesign allows you to create gums supported, teeth supported, bone support surgical guides.

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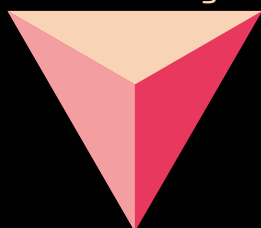
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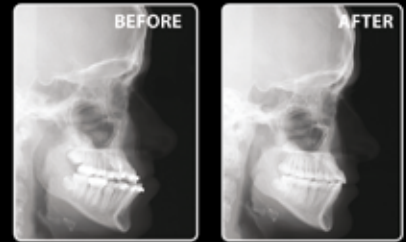
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Implant Motor with Led Light

Mariotti presents the new improved implant motors with led light MiniUniko.CL.

The units, designed and manufactured in Italy, combine the newest generation brushless motor for an accurate adjustment of the speed and torque: up to 40,000 rpm and 80 Ncm. The high luminosity led light is built-in to the motor housing. Immediate use thanks to the new practical peristaltic pump and the easy touch keyboard.

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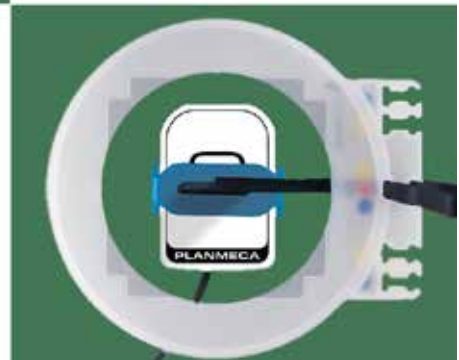




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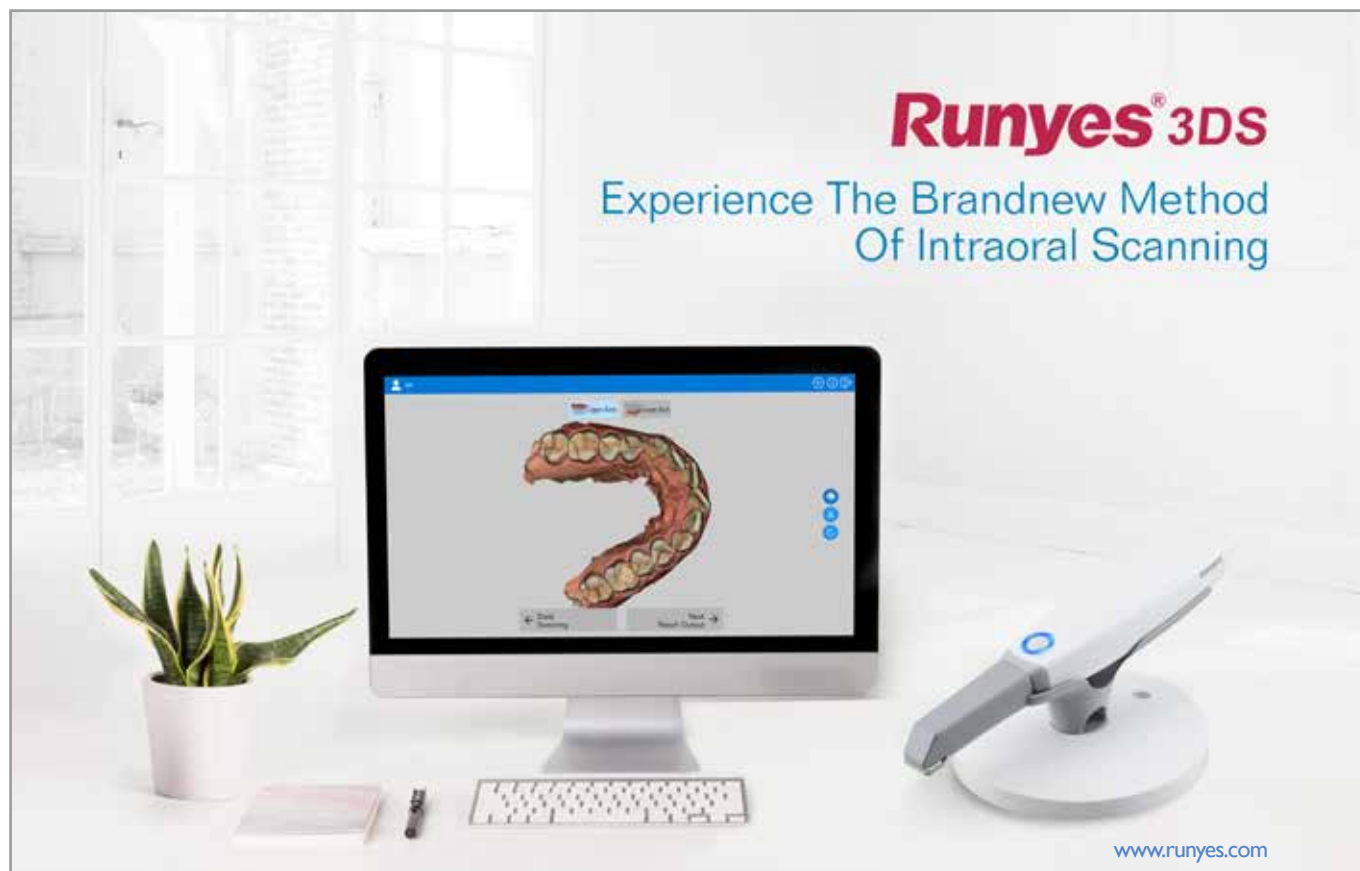
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Population (2018)

44,688,864

Living in urban areas

91%

Nearly 65% of the population concentrated in the Centro region, particularly in the province of Buenos Aires, where 38.9% of the country's population lives, more specifically, in the Autonomous City of Buenos Aires (Ciudad Autónoma de Buenos Aires or CABA) and surrounding area

2.4 % of the population is indigenous, with 31 indigenous groups across the country



Focus

Argentina's Public Health Transformation

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Argentina's health sector has gone through major transformations in the years with a reduction of state involvement in social services in favor of privatization and decentralization of healthcare, resulting in increased fragmentation, inequity and inefficacy. Nonetheless, as the new government addresses current economic challenges, together with the enhancement of much needed public health policies based on equity and efficiency, opportunities will increase.

Nestled next to Chile to the west, Uruguay, Paraguay, Brazil and Bolivia to the east and north, the Argentine Republic is the second largest country in South America covering an area of 2,780,400 km² in the southern tip of the continent. Its capital, Buenos Aires, is located on the east next to Uruguay and the Atlantic Ocean. In the second half of the 19th century and first half of the 20th century Argentina received a huge influx of immigration from virtually all countries of Europe, intermixing with the existing population. In recent times,

immigration comes primarily from neighboring countries (Paraguay and Bolivia) with strong Amerindian ancestry. Currently, about 50% trace their origin to Italian immigrants and 25-30% to Spaniards. With a population of over 44 million, Argentina is a federal republic with a presidential system and 24 political jurisdictions (23 provinces and the autonomous City of Buenos Aires, site of the national government). Each province has its own constitution and elects its governing officials (but exist under a federal system).

Argentina's President
Mauricio Macri,
 since 2015

GDP (current US\$),
 2015 - **594** billion

GDP per capita
 (current US\$)
14,402

- Argentina's school system has a good reputation internationally. At just under 99%, the country has one of the highest levels of literacy among all Latin American countries
- Argentina has recently returned in force to the world stage, hosting the 2017 World Economic Forum on Latin America and the 12th World Trade Organization Ministerial Conference. In 2018, it is set to assume the presidency of the G20, the international forum that brings together the world's 20 leading industrialized and emerging economies
- Because of its geographic location and productive structure, Argentina is one of the countries most affected by global warming. If current trend continues, forecasts for the 2080s project potential increases of up to 4°C in the north of the country and 2°C in the south, bringing higher levels of hydric stress, drought and increased desertification

At the beginning of the 20th century, Argentina's economy boomed, but political and economic crisis were recurrent. The economic crisis was eventually brought under control by 2004 and economic growth resumed but poverty continues to be prevalent and the distribution of income remains highly unequal. In the first half of 2017, according to official statistics, 28.6% lived in poverty, while 6.2% were in extreme poverty. The Macri government has made some progress in the reforms towards an open market economy and is continuing in this direction but Argentina continues to have one of the most restrictive and repressed economies, with very high and inefficient public spending; ranking among the twelve countries with the highest tax burden and remaining one of the weakest emerging market economies. The significant economic setbacks of the 1990s increased concentration of wealth in fewer hands, affected employment and quality of life and rendered health systems less able to provide equitable services to most people. **Consequently, the policies of the last quarter of the 20th century drastically changed the landscape of the health system, which regressed from that of a publicly funded health system, to one in which the interests**

The economic crisis was eventually brought under control by 2004 and economic growth resumed but poverty continues to be prevalent and the distribution of income remains highly unequal.

of private for-profit corporations became prevalent.

Structure of the Health System

Argentina's health system is one of the most fragmented and segmented in the Region of the Americas. It is organized around three main providers, the public and private sectors and the social security sector: **Its fragmentation is largely determined by the country's federal structure, in that each of the 23 provinces functions independently and has constitutional responsibility for the leadership, financing and delivery of health services. Consequently, there is no common framework for the respective responsibilities and functions in healthcare of the national government and of the provinces.** This fact, plus the lack of political will throughout the 20th century, allowed the primacy of the vested interests of private sectors and trade union bureaucracy to impede the development of a unified public national health system. During the economic crisis of the 1980s and 1990s, the

public system was further reduced and health services further privatized and transferred to the provinces, increasing their fragmentation, segmentation and inequity. Reliance on the public sector is higher as income declines, and inversely for the private sector. Its mixed health system is a combination of:

(a) The remnants of an old welfare state with an extensive network of public hospitals and health centers. The public sector is composed of the national and provincial health ministries, plus a network of hospitals and primary care centers that provide free care to anyone who needs it, although these services are used mainly by persons in lower income groups, generally lacking social security coverage or cannot pay out-of-pocket for services. This sector is financed mainly through taxes, but users can be asked for a minimal fee for service. A very important free provision of drugs program operates through these providers. This sector covers about 47% of the population, including patients that can afford to go private but choose to have procedures in a public setting due to the expense or high premiums in the private sector.



Total private health care expenditures represent close to 3% of GDP, of which approximately two-thirds is in the form of direct payments



(b) A social health insurance system for formally employed workers.

The compulsory social security sector has the highest fragmentation of all and is organized around national and provincial *obras sociales* (mutuals or social plans) administered by trade unions. There are more than 300 of such entities organized at national and subnational levels, charged with overseeing medical care for Argentine workers and their families. Most of the *obras sociales* operate mainly through contracts with private providers and are financed with compulsory contributions from employees (3%) and employers (6%). Health coverage level is fixed by law in the Mandatory Medical Program (Programa Médico Obligatorio - PMO), covering the cost of medical care and medicines in varying proportions; differences between the fixed fee and the actual cost of treatment is paid by the patient. In the past, these plans have usually covered around 42-45% of the population, although the percentage has fallen recently due to increasing unemployment – with more people resorting to provision within the public sector.

In addition, through the Mandatory Medical Program (PMO), the National Institute of Social Services for Retirees and Pensioners (INSSJyP) provides coverage for retirees in the national pension system and their families, covering 20% of the population.

(c) A concentrated for-profit private health insurance sector ('prepaid medicine'), providing services to middle-upper and upper classes.

The private sector consists of health professionals and facilities that offer services to individuals who pay out-of-pocket, to beneficiaries of the *obras sociales* and private insurers through prepaid medical plans. This sector also includes more than 100 voluntary insurance entities known as medical prepayment companies; they are financed through premiums paid by families or companies and by funds from contracts with *obras sociales*. Private insurance entities serve around 8% of the population and operate similarly to social

insurance, using PMO as reference standard of minimum level of coverage. Total private health care expenditures represent close to 3% of GDP, of which approximately two-thirds is in the form of direct payments (particularly for the purchase of medications) by people at the time services are provided.

The national *obras sociales* and the medical prepayment companies, under the supervision of the Superintendency of Health Services (SSS, for its Spanish acronym) must meet the requirements of the PMO (Programa Médico Obligatorio), which provides a broad package of services and associated drugs. **The program covers 95% of outpatient, surgical, hospital and dental services, as well as mental health, rehabilitation and palliative care services. It does not apply to the private sector, however, which lies outside the medical prepayment system and the public sector;** the private sector is regulated at the provincial and municipal levels and provides services that are set by the various provincial ministries of health. The three health sectors are increasingly overlapping, with potential conflict of interests of health professionals.

The health system's fragmentation falls into three broad areas: *coverage* - since not all the population has access to the same health benefits and services; *regulatory functions* - since leadership and regulatory authority are spread

throughout 24 jurisdictions and various sub-sectors; and *geographic disparities* - given the extreme economic-development differences from region to region. The national health authority—given the resources it administers and the country's federal structure— does not have sufficient power to impose legislative changes. The only way to effect such changes is through broad consensus, something that has been attempted through federal health plans and by strengthening the role of the Federal Health Council (COFESA).

The segmentation and fragmentation of the health system of Argentina are the main factors behind its low efficiency and its inequities in access and in quality of care.

At the same time, segmentation and fragmentation has been the environment that the different players (organized medicine, owners of private hospitals, *obras sociales*, private health insurers, pharmaceutical and medical technology industries and others) have found and thrived on, maintaining the status quo and preventing the development of a unified national health system. Furthermore, there is concentration of economic and political power in the trade unions as administrators of the *obras sociales* with little or no oversight and margin for corruption. There are 3.9 physicians and 3.2 hospital

ARGENTINA	Year 2000	Year 2012
Private expenditure on health as % of total expenditure on health	46.1	30.7
Out-of-pocket expenditure as % of private expenditure on health	63.0	65.5
Private prepaid plans as % of private expenditure on health	30.7	25.9

Source: World Health Statistics 2015

- Number of doctors (2013) - 167,934
- Physicians density per 1,000 population (2007-2016), comparative figures:
 - Argentina 3.9
 - USA 2.6
 - Brazil 1.9
- Nurses per 10,000 inhabitants (includes professional nurses and licensed nurses), 2004 - 3.8
- Number of healthcare facilities with hospitalization.
 - All subsectors (2017) - 5,178
- Number of healthcare facilities without hospitalization.
 - All subsectors (2017) – 20,326
- Radiotherapy units per million population (not specified if public and/or private), comparative figures, 2013:
 - Brazil 1.7
 - Argentina 2.8
 - USA 12.4
- Percentage of population not covered by *obra social* or medical plan, 2010 - 36.1%

Sources: Ministerio de Salud, Dirección de Estadísticas e Información de Salud (Argentina) / WHO – World Health Statistics 2016-2018

beds per 1,000 inhabitants in the country overall, with significant differences between jurisdictions and a relative excess of highly skilled physicians, hospitals beds and medical technology in big cities. The Autonomous City of Buenos Aires, for example, has 10.2 physicians and 7.3 beds per 1,000 inhabitants, compared with 1.2 physicians and 1.1 beds in the province of Misiones.

The country has 5,178 inpatient health care facilities with a total of 161,570 hospital beds, about 50% of which belonging to the public sector. The national ministry of health administers only four national hospitals, the remainder are run by the provinces and municipalities. 47% of hospital beds are in the private sector, while the remaining 3% belong to *obras sociales*. **The public hospital network is open to anyone and nominally free of charge however, for the past several decades little has been done to strengthen the public system, which is clearly underfinanced and deteriorated with numerous access barriers and quality of care inequalities. Still, there are some niches of excellence in specific specialties, which are sought even by middle and upper classes.** In fact, one-third of the patients that receive care in the public sector have some type of social

security coverage and 5.2% are covered by private health insurance. Public hospitals are further characterized by long waiting lists for treatment and surgery; adding to the pressure is the deficiency of primary care professionals and nurses which results in ineffective referring and overconsumption of primary care leading to higher (unnecessary) hospitalizations.

Such fragmented healthcare system and a lack of “set” national standards for quality of care results in significant differences in terms of clinical practices and resources from province to province. For example, urban areas like Buenos Aires has a wide array of high quality and modern healthcare facilities to choose from, while rural provinces like Jujuy remain underserved, resulting in some of the poorer and rural populations not getting even their basic healthcare needs met.

Outpatient facilities amount to 20,326 both public and private for outpatient care. **Although the largest number of beds belongs to the state subsector, in terms of medical care and billing, private services concentrate 2/3 of the economic movement.**

Argentina has a tradition of excellence in academic medicine, human resources education and biomedical research. There are 21 public and 24 private medical faculties with high quality technical and scientific training. In recent years, private financing for scientific activity has steadily increased, though the public sector remains the most important source of funding; the National Scientific and Technical Research Council (CONICET) awards most of the country's fellowships for basic and applied research. Currently, 30.3% of the institution's researchers are working in the biomedical sciences, with their numbers having increased by more than 200% in the last 12 years.

Argentina spends on average 7 to 8% of its GDP on health care services, one of the highest levels in Latin America. Although the population as a whole has access to the services offered by the public sector, the achievements seem meager compared to the resources allocated to the sector, with significant gaps particularly in distribution of coverage and access to services. Healthcare expenses are also rising rapidly and threatening the viability of public health insurance systems as well as inflating the out-of-pocket costs for patients. Among the reasons are ageing of the population, which is increasing need for care (e.g chronic diseases) and contributing less in terms of financial resources; the increasing awareness of quality standards for care delivery; the limited tertiary care infrastructure and resources as well as inequalities in care provision and staff training between the public and the private sector. Per capita spending in the public sector is much lower than in the social security system, and both much lower than in

the private sector. The latter serves the upper-middle and upper classes, who enjoy a level of medical care like that found for the wealthy in developed countries.

Population Health

Argentina, as do other middle-income countries in the Region, faces poverty-related health problems. Improvements in living conditions, along with developments in vaccines and antibiotics and implementation of control programs especially among marginal populations, will help reduce indicators of morbidity and mortality from various communicable diseases. A noteworthy initiative to address poverty-related factors is “Toward Universal Health in the South American Chaco Population 2016-2019” a joint project developed by Argentina, Bolivia, Brazil and Paraguay primarily among indigenous, native, rural and mestizo populations.

The country is facing a dual scenario in which infectious diseases coexist with a steady increase in the prevalence of chronic, noncommunicable diseases and their risk factors. A major challenge is still the creation of strategies to combat HIV/AIDS and tuberculosis. As the population in Argentina continues to age, the number of chronic diseases and morbidities is growing and increasing the demand for services in the healthcare system, resulting in increasing loss of coverage. The most coveted services are in orthopedics, dentistry and cardiology. Changing lifestyles are also contributing to the increased incidence of chronic illness such as overweight and obesity which are considered a challenge, requiring improvements in existing prevention programs. These factors coupled with the delicate economic climate will pose an increasingly significant challenge in the years to come.

Recent Reforms

In an attempt to address many of the mentioned challenges, old and new, the country has the advantage of a rich history of social policy, great human capacities and talent, solid institutions and a level of health spending higher than the regional average. The country is in fact taking measures towards a more integrated and equal health care system. Among the reforms, the Federal government's “Plan Remediar” provides free outpatient drugs by ensuring essential drugs to the more vulnerable population. Since its creation the plan has continuously expanded to include more varied medications and accessibility to more types of patients, with the aim of helping those living under the poverty line, not covered by a social work program. The Birth Plan or “Plan Nacer” has the main goal to decrease infant, child and maternal mortality rates as well as to provide incentive framework through a performance and accountability program called the “Maternal and Child Insurance Program (MCHIP)”, that links

Consolidated Public Health Expenditure, 2012

- Total public health expenditure (as % of GDP): 7.73%
- Public healthcare (as % of GDP): 3.00 %
- Obras Sociales (as % of GDP): 3.49 %
- INSSJyP - National Retired and Pensioners Social Services Institute (as % of GDP): 1.24 %

Source: *Elaboración propia en base a datos del Ministerio de Hacienda y Finanzas Públicas de la Nación. National Ministry of Public Finance*

results to the allocation of resources in different provinces. New regulations on private insurance coverage (i.e. premium control) have come into force causing significant amount of discussions and hesitation in the industry. Many plans for investment and expansion have been put on hold and private investment is expected to decrease by over 50%. **To benefit trade, the new government has moved with significant speed to implement core reforms such as the unification of the USD exchange rate (removal of government exchange control), the agreement with international creditors, the elimination of import restrictions, modifications were also made to the original medical device law to achieve a more straight-forward and structured medical device registration process.** It has removed limitations on dividend repatriation and floating and has reformed the national statistics system. Growth will greatly depend on the overall investment climate and on government policy responses after reducing subsidies and combatting a 20-30% projected inflation.

Market Trend

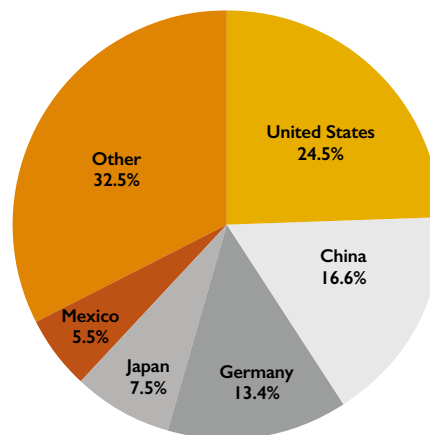
Argentina has unique economic, demographic and cultural characteristics that distinguish it

from other Latin American countries and as the government addresses its current economic challenges, opportunities will increase.

Its medical equipment and device market is dominated by imports, accounting for around 70% of the total market. Over 2,000 companies sell medical and dental products and equipment in Argentina, of which 25% are manufacturers and 75% importers. Brazil poses strong competition since imports enjoy a zero percent tariff under Mercosur. The United States is among the leading suppliers of imported medical products with a 27% market share with Japanese and European-made equipment, particularly in high-technology and precision. Domestic production has been growing, although in general, it is limited mainly to lower-middle range equipment and supplies. **For any medical product or equipment that cannot be manufactured locally, export opportunities continue to exist particularly if exporters can offer high quality products at competitive prices.** In this competitive market, the demand for simpler technology is predominantly met within the domestic market. Local dental companies offer value-priced products, with a great deal of tariffs and expenses preventing, in some cases, international competitors from penetrating the market.

Despite the delicate economic situation and the decreased availability of funds, there are still opportunities for investment in Argentina's healthcare system driven by increased demand. The need for better cost/benefit relationships, updating of equipment and the transition to new pricing and service models present additional opportunities. Among the areas that are most in need of advancement are diagnostic equipment and minimally invasive procedure equipment. Furthermore, modernization is taking place reflecting an increase in medical tourism with Argentina offering high standards of cosmetic surgery at much lower prices than many European and U.S. centers.

2014 MARKET SHARE



Source: *export.gov*

Imported medical products need to be registered with ANMAT (Administración Nacional de Medicamentos, Alimentos y Tecnología Médica) through an authorized, local medical importer. The product registration process may take from 6 to 24 months. ANMAT, is the Argentine agency responsible for regulating registration of medical products, biological products, dental hygiene products, healthcare sanitation and disinfectants, personal hygiene, cosmetics and perfumes, foods and dietary supplements and medicines (www.anmat.gov.ar).

Perspectives in Oral Health

Argentina's main challenges in dentistry are the need for therapeutic-technological advances as well as equal access to oral health treatment for the whole population. **There are between 48,000 to 50,000 dentists in Argentina (FDI/CORA figures), mostly occupied in private clinics with oral healthcare being basically on demand and very much depending on a patient's health coverage (Obra Social or prepaid medicine). Due to poor income standards, the bulk of the population does**

Total health expenditure per capita, comparable figures, 2015

Mexico	535 USD
Brazil	780 USD
Argentina	998 USD
Uruguay	1,281 USD
USA	9,536 USD

- Life expectancy at birth (2016) - 76.9 years
- Births attended by trained personnel, 2015: 99.6 %
- Maternal Mortality (per 10,000 live births), 2015 - 3.9 deaths, ranging from a high of 8.1 in Salta to a low of 1.9 in CABA, Santa Fe and La Pampa
- Infant Mortality (per 1,000 live births), 2015 - 9.7 deaths
- Neonatal mortality rate (per 1,000 live births), 2015 - 6.6 (Brazil 7.2, USA 3.7)
- Postnatal mortality rate (per 1,000 live births), 2015 - 3.1
- Mortality rate attributed to cardiovascular disease, cancer, diabetes or chronic respiratory disease between age 30 and exact age 70 (%), 2016: USA 14.6, Argentina 15.8, Brazil 16.6

Source: *WHO-World Health Statistics 2018*

Source: *WHO-World Health Statistics 2017 and 2018/ Ministerio de Hacienda y Finanzas Públicas de la Nación. Argentina Ministry of Public Finance*

Number of Dentists	35,944 (SOURCE: WHO, 2001)	48,000 - 50,000 (SOURCE: FDI/CORA. 2018)
Dentists every 10,000 inhabitants	9.3	SOURCE: Ministerio de Salud, 2004 (Argentina)

Global availability of dentistry personnel

Number of dentists and other oral health personnel per 1 million people, comparable data (latest available 2000-2013)

1,000 or more	Brazil, USA, Canada, Cuba
Between 500-999	Argentina, Uruguay, Paraguay Italy, France, Germany, U.K.
Between 100-499	Peru, Bolivia, Spain

Source: "The Challenge of Oral Disease, a Call for Global Action" The Oral Health Atlas, Second Edition FDI World Dental Federation 2015

not have the financial means for expensive dental procedures; as a result, its dental market is disproportionately driven by cost-sensitivity. This is the case, for example, with implant fixtures and final abutments. In fact, while CAD/CAM custom abutments and computer-guided surgery are the most notable emerging technologies on the market in Latin America, Argentina sells the fewest units of CAD/CAM abutments, as a direct result of its economic incapacities. Nonetheless, growth is expected as the technology becomes more affordable and developed. **Its oral hygiene industry, after a phase of declining sales trend, is also expected to grow and expand in coming years due to increased demand by consumers as result of economic recovery. According to the World Bank, Argentina's economy recovered and grew 2.9% in 2017 and throughout the first months of 2018 this recovery has continued.** With rising disposable income along

with economic recovery increasing the GDP per capita, the consumer's lifestyle changes, will lead to an increasing demand and choice of products which will also boost demand for sophisticated dental appliances. Growth will be greatly influenced by companies' promotional practices, such as innovation and advertisement as well as by the government's market-oriented policies. Among them, the government's welfare policies have helped the oral care market to grow as it has entered into a price agreement with leading companies that causes the prices of some oral care products to rise below the rate of inflation. **Although the market is expected to grow at lower pace during 2015-2020, in value terms compared to 2010-2015, the innovation and launch of new products along with online selling is expected to play a major role in boosting the oral care market.** There is little data available on oral health in Argentina, however it seems that dental caries, gin-

gival affections, malocclusions and oral cancer are pathologies that still put at risk the oral health of a high percentage of the country's population, particularly in less accessible contexts.

A survey, published in 2010, to determine the oral health situation of a population of six-year-olds in a city of Buenos Aires province (Berisso) shows that the overall prevalence of caries was 70% for both temporary and permanent dentition, higher than in other Argentinean studies performed in the 1980s and 1990s. This fact implies deterioration compared to an earlier time in similar territories and far from the World Health Organization global goals. Furthermore, oral health indexes in Berisso were worsening in children from higher to lower socio-economic positions and the differences between employees' children and manual workers' children were statistically significant in caries indexes for permanent dentition. The results of this study show that there is an urgent need to strengthen the effectiveness of proven preventive actions to prevent the further deterioration of oral health. The study was carried out on 804 schoolchildren from public and private schools. For temporary dentition, the prevalence of tooth decay was 67.9% and for permanent dentition was 16.3%. The restoration index was 17.6% for permanent dentition. 54% of children had never attended a dentist and 46% had attended once or more. For children who had attended a dentist, 71% attended state public services, 27% private services and 2% attended both.

According to research, there are 9 state universities and 5 private universities in dentistry. More than 90% of students attending college in Argentina attend public universities that are highly subsidized by the government. Tuition is free to all students regardless of their financial status and academic achievements. There are no dental hygienists in Argentina.

<p>Severe Chronic Periodontitis Average prevalence among those 15 years or older per country, 2010 estimates</p> <ul style="list-style-type: none"> • Argentina: more than 15.0% (same as most Latin American countries like Chile, Brazil, Bolivia, Peru, Venezuela, Uruguay, Paraguay, Colombia, Ecuador) • Between 10.1% - 15.0%: Italy, Germany, Switzerland • 10% or less: Spain, France, U.K. USA 	<p>Oral Cancer Incidence per 100,000 population of oral and lip cancer among those 15 years or older; 2012 estimates</p> <ul style="list-style-type: none"> • Between 5.0 - 6.9: USA, France, Germany • Argentina: between 2.5 - 4.9 (together with Uruguay, Brazil, Bolivia, Venezuela, Colombia, Italy, Spain, U.K.) • Less than 2.5: Chile, Peru, Ecuador
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DENTAL SCHOOLS

Dental Schools per country (2014)

- 50 or more: USA, Brazil
- Between 10 - 49: Italy, U.K, France, Germany
- **Between 2 - 9 Argentina, Chile**

Source: "The Challenge of Oral Disease, a Call for Global Action" The Oral Health Atlas, Second Edition FDI World Dental Federation 2015

Source: "The Challenge of Oral Disease, a Call for Global Action" The Oral Health Atlas, Second Edition FDI World Dental Federation 2015



Universidad De Buenos Aires (Public University)	DENTAL SURGEOM (60 Months)	Marcelo T De Alvear 2142, Piso 3, 1122 Buenos Aires Province: Capital Federal	Tel +54 1 964 1200/1238/1239 http://www.uba.ar/
Universidad Nacional De Cordoba (Public University)	DENTAL SURGEOM (60 Months)	Estafeta N°32-Ciudad Universitaria, Pabellon Argentino 5000, Cordoba Province: Cordoba	https://www.unc.edu.ar/
Universidad Nacional Del Nordeste (Public University)	DENTAL SURGEOM (60 Months)	Calle Cordoba 794 - 3400 Corrientes Province: Corrientes	http://www.unne.edu.ar/
Universidad Nacional De La Plata (Public University)	DENTAL SURGEOM (60 Months)	Avda 51 Entre 1 Y 1151900 La Plata Province: Buenos Aires	https://unlp.edu.ar/
Universidad Nacional De Rosario (Public University)	DENTAL SURGEOM (60 Months)	Santa Fe 3160 - 2000 Rosario Province: Santa Fe	https://www.unr.edu.ar/
Universidad Nacional De Tucuman (Public University)	DENTAL SURGEOM (60 Months)	City: San Miguel De Tucuman Province: Tucuman	Tel +54 81 227 589 http://www.unt.edu.ar/
National University of Cuyo (Public University)	DENTAL SURGEN (60 Months) DENTAL ASSISTANT (24 months)	City: Mendoza Province: Mendoza	http://www.uncuyo.edu.ar/
National University of Lomas de Zamora (Public University)	TECHNICIAN IN DENTAL PROSTHESIS (48 months)	City: Lomas de Zamora Province: Buenos Aires	http://www.unlz.edu.ar/
National University of Formosa (Public University)	TECHNICIAN IN DENTAL PROSTESIS (36 months)	City: Formosa Province: Formosa	http://www.unf.edu.ar/
University of Mendoza (Private University)	DENTAL SURGEOM (60 Months)	City: Mendoza Province: Mendoza	http://www.um.edu.ar/es/
John F. Kennedy Argentinian University (Private University)	DENTAL SURGEOM (60 Months)	City: Buenos Aires Province: Capital Federal	https://www.kennedy.edu.ar/
Catholic University of Cordoba (Private University)		City: Cordoba Province: Cordoba	https://www.uccor.edu.ar/home/
Catholic University of La Plata (Private University)	DENTAL SURGEOM (60 Months)	City: La Plata Province: Buenos Aires	https://www.ucalp.edu.ar/
University of Salvador (Private University)	DENTAL SURGEOM (60 Months)	City: Buenos Aires Province: Capital Federal	http://medi.usal.edu.ar/medi_inicio

Source: <http://studyargentina.com/program/dentistry.html>

TRADE EXHIBITIONS

Dental Exhibition - Expodent

Date: June 6-9, 2018
Exhibition Venue: La Rural, Buenos Aires
Organized by C.A.C.I.D. (Cámara Argentina del Comercio e Industria Dental)
<http://cacid.com.ar/home/ppal>
<http://expodentbuenosaires.com.ar/>

ExpoMedical

“16th International Show for Products, Services and Equipment”

Date: September 26-28, 2018
Exhibition Venue: Centro Costa Salguero, Buenos Aires
www.expomedical.com.ar

ETIF

“10th Congress and Exhibition for Pharmaceutical, Biotechnological, Veterinarian and Cosmetic Science and Technology”

Date: October 16-18, 2018
Exhibition Venue: Centro Costa Salguero, Buenos Aires
http://www.etif.com.ar/index_en.php

USEFUL CONTACTS

C.A.C.I.D.

Argentine Chamber of Commerce of the Dental Industry

Address: Pasteur 765 3° Piso I
C.A.B.A
Phone: +54 11 4953 3867
Fax: +54 11 4952-9376
E-mail: info@cacid.org
<http://cacid.com.ar/home/ppal>

CORA -

Confederación Odontológica de la República Argentina

(Argentinian Dental Confederation)
Total Members: 7,098 members
President: Dr. Guillermo Rivero
Address: Av. San Juan 3062
C1233ABS Buenos Aires, Argentina
Phone: +54 11 4308 5083
E-mail: secretaria@cora.org.ar
www.cora.org.ar

Asociación Odontológica Argentina (Argentinian Dental Association)

Address: Junín 959 (C1113AAC)
Ciudad Autónoma de Buenos Aires
Phone: (+54 11) 4961.6141
Fax: (+54 11) 4961.1110
E-mail: aoa@aoa.org.ar
www.aoa.org.ar

CADIEM -

Argentine Chamber of Importers and Manufacturers of Medical Equipment

Address: Hipólito Yrigoyen
636 Piso 6
Oficina "B" CP: 1086 C.A.B.A.
Phone: +54 11 4342 3107 / 4342 6017
www.cadiemargentina.org.ar



Sources:

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-Extracts from Pan American Health Organization / WHO: <https://www.paho.org/salud-en-las-americas-2017/?p=2706>
PAHO is the specialized international health agency for the Americas. It works with countries throughout the region to improve and protect people's health. PAHO engages in technical cooperation with its member countries to fight communicable and noncommunicable diseases and their causes, to strengthen health systems, and to respond to emergencies and disasters. PAHO wears two institutional hats: it is the specialized health agency of the Inter-American System and also serves as Regional Office for the Americas of the World Health Organization (WHO), the specialized health agency of the United Nations.
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in Argentina", by Ritza Suazo: <https://www.tforg.com/how-we-think/sweetspot-blog/2015/04/16/healthcare-challenges-and-reforms-in-argentina/>
-Extracts from: <https://www.export.gov/article?id=Argentina-Healthcare> and <https://www.export.gov/article?id=Argentina-medical-technology>
About export.gov – Prepared by U.S. Embassies abroad. With its network of 108 offices across the United States and in more than 75 countries, the U.S. Commercial Service of the U.S. Department of Commerce utilizes its global presence and international marketing expertise to help U.S. companies sell their products and services worldwide.
- "Is Equity of Access to Health Care Achievable in Latin America?" For full text: [https://www.valueinhealthjournal.com/article/S1098-3015\(11\)01453-7/pdf](https://www.valueinhealthjournal.com/article/S1098-3015(11)01453-7/pdf)
- "The Challenge of Oral Disease, a Call for Global Action" The Oral Health Atlas, Second Edition FDI World Dental Federation 2015
- Extracts from "Emerging Technologies And Price Cuts Push The Latin American Dental Implant Market Forward" By Salma Mashkour and Kamran Zamanian, Ph.D, iData Research Inc, for full text: <https://www.meddeviceonline.com/doc/emerging-technologies-and-price-cuts-push-the-latin-american-dental-implant-market-forward-0001>
- FDI World Dental Congress: http://www.world-dentalcongress.org/panel/datas/genell/files/fdi_insert_web_en_new.pdf
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-"Consumer Behaviour to Boost Growth in Argentina Oral Hygiene Market: Ken Research", full text: <https://www.kenresearch.com/blog/2016/09/argentina-oral-hygiene-industry-market-size/>
-WHO-World Health Organization, Global Health Observatory data. -WHO-World Health Statistics 2018 / 2015 / 2017

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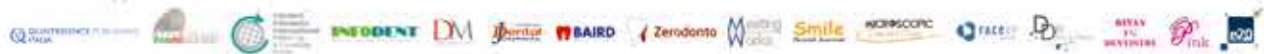
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1,200 dental professionals met in Rotterdam to get insights into the “Future of the Art of Implant Dentistry”

From 26 to 28 April 2018, more than 1,200 oral health professionals from 39 countries participated in the Oral Reconstruction (OR) Global Symposium (formerly International CAMLOG Congress) 2018 in Rotterdam, Netherlands, that focused on the latest aspects of implant dentistry in a diversified, widespread programme.

The OR Foundation’s purpose is the sponsoring of scientific research as well as training and education in implant dentistry and related areas. Furthermore, it supports the promotion of scientific exchange between universities, practitioners, and the industry in the field of implant dentistry. Under the motto “The Future of the Art of Implant Dentistry”, the Oral Reconstruction Global Symposium 2018 integrated the latest scientific findings and practice experience and fostered active exchange between science, practice, and industry – all for the benefit of the patients.

Prof. Dr. Irena Sailer, Symposium Co-Chairman said: “The art of implant dentistry is reflected in a variety of topics: The first is

to find the right treatment concept and the most adequate materials and technology to use with it – including the mixture of new and time-proven solutions. Then we have the opportunities which reconstructive aesthetic dentistry offers. Exact teamwork is also very essential for a perfect result in implantology. And last but not least, the digitalization of dentistry can offer many opportunities to the dental professional as well as the patient.”

Scientific Programme

Altogether, 57 internationally renowned speakers, experts, and chairpersons from 12 countries came together to discuss trends in the industry and exchange best practices in the field of implant dentistry.

Topics discussed included soft tissue management around dental implants, treatment, and restorative concepts as well as the opportunities the digitalization in dentistry offers. In addition, presenters questioned the use of ceramic implants as an alternative to titanium. In an interactive session based on case presentations, ten experts from eight countries discussed their solutions and findings from problems, complications, and failures.

The OR Foundation also presented primary results of research they supported, announced the winners of the Oral Reconstruction Foundation Research Award, and selected oral presentations of the Oral Reconstruction Foundation Poster Competition.

In conjunction with the Oral Reconstruction Global Symposium, OR organized a full-day education event for the dental practice team. For the first time, the entire practice was able to participate in the symposium – which, in addition to the training effect, can help to improve collaboration as well as the dental team’s spirit and performance.

Workshops

The day before the OR Global Symposium, the foundation offered 13 additional workshops in German, English, Spanish, and Chinese. These workshops allowed the participants to choose from selected topics and to practice them hands-on. The topics included 3D implant planning and the CAM-



Auditorium



CAMLOG stand at OR Global Symposium

Participants in Prof. Dr. Frank Schwarz's workshop

LOG® Guide System, the one crown one time concept, soft tissue augmentation, and corrections for the prevention and management of peri-implant diseases. It also covered the CONELOG® Implant System and the COMFOUR® Concepts considering indications and how to put them into practice and excellence with CERALOG® two-piece ceramic implants.

Digitalisation in implant dentistry

Over the past few years, dentistry has experienced a tremendous development and health care innovations with the advent of digital dental techniques and the introduction of new materials and methods to help change the way in which dentistry is performed.

Therefore, digitalisation in dentistry was a very centric topic of this year's OR Global Symposium, deeply reflecting the symposium's motto "the Future of the Art of Dentistry".

Participants had several opportunities to exchange and learn more about the opportunities and advantages, digitalization can bring to the practice and the patient – for example in the session "Digital Workflow in Implant Dentistry" presentation by Prof. Dr. Florian Beuer, MME, Director of the Division for Dental Prosthetic, Functional Science and Geriatric Medicine in the Center for Dental and Craniofacial Sciences of Charité – University of Medicine Berlin, Germany as well as through the pre-symposium hands-on workshop "The Digital Implant Workflow in the Day-to-Day Practice" with practical examples on the benefits of digital dentistry and an optimum digital workflow for practice and laboratory.

In addition, participants were able to visit the Henry Schein ConnectDental booth featuring the company's platform created

to help dental professionals comfortably enter or expand further into the world of digital dentistry, by looking at the individual technology and products available on the market today, but also by uncovering how these solutions can best be integrated into the practice or laboratory, and seeing how it can enhance the care they provide to patients.

Patrick Thurm, Henry Schein's Vice President International Global Prosthetic Solutions, Technology, participated in the OR Global Symposium and explained: "At Henry Schein, our ethos is not only to provide the best possible choice of (digital) solutions but also to help our customers understand the role of digital technology within the dental workflow. Thanks to our global reach, we can spot developing trends and demonstrate how best to integrate tailor-made CAD/CAM

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solutions into their daily routine. We show them how digital equipment will be able to improve efficiency and productivity for their practice or laboratory and to enhance the patient experience by delivering high-quality dentistry. As trusted advisors, we support our customers on finding the optimum solutions to suit their individual needs and they can rely on us educating them to remove the fear and diminish the learning curve until they feel 100 per cent comfortable. This is what Henry Schein ConnectDental is all about.”

Founding partner CAMLOG

CAMLOG, founding partner of the OR Foundation, is a leading provider of complete dental implant systems and products for restorative dentistry. Longstanding research and development experience, high quality standards and practice-oriented services have made CAMLOG one of the first ports of call. Through the company’s network of distributors, CAMLOG products are sold in more than 30 countries worldwide.

During the Global Symposium, the company held a press conference together with representatives of the OR Foundation, in which Dr. René Willi, President Global Dental Surgical Group Henry Schein, emphasized the strong partnership

CAMLOG, founding partner of the OR Foundation, is a leading provider of complete dental implant systems and products for restorative dentistry.

between CAMLOG and the OR Foundation, especially in the areas of research and education. As part of Henry Schein’s Global Dental Surgical Group, CAMLOG also closely cooperates with BioHorizons for joint research and development activities and formed joint sales teams for CAMLOG and BioHorizons solutions in North America, the United Kingdom, Ireland and the DACH region.

“Our main focus at CAMLOG has been and will always be a close partnership with our customers and a broad selection of high-quality and excellent services. There is no question, that we will keep our heritage and values,” Dr. Willi assured.

Christian Rähle, Director Research and Development at CAMLOG, gave a brief outlook over the upcoming product innovations. In addition to the very well documented and successful SCREW-LINE implant geometry, CAMLOG is going to

launch the PROGRESSIVE-LINE implant design at the IDS 2019 in Cologne, Germany.

“This geometry will offer high primary stability in soft bone by following the standard surgical protocol while covering a broad range of indications and not being limited to certain treatment concepts”, Mr. Rähle outlined the characteristics of the PROGRESSIVE-LINE implant design.

Markus Stammen, Director CAD/CAM and IT at CAMLOG, explained during the event, that the DEDICAM business is growing very quickly thanks to its high quality and outstanding services and it is going to be available in more European countries with Henry Schein affiliates, in future.

CAMLOG also operated a large booth during the OR Symposium to showcase its range of innovative products and solutions. Highlights were the DEDICAM® CAD/CAM portfolio and the CERALOG® ceramic implant system.

Oral Reconstruction Foundation

The main goal of the OR Foundation is to strengthen research and education in implant dentistry and related fields. The OR Foundation provides a platform for scientists, practitioners and industry to exchange ideas, scientific and clinical knowledge. As an education provider, the OR Foundation presents and supports continuing education to further enable dental professionals from all disciplines to improve the lives of patients.

Those dental professionals not able to attend the Rotterdam symposium may look forward to the OR Global Symposium 2020 in New York from April 30th to May 2nd. Dental professionals can sign up to the OR Foundation newsletter to receive first-hand information on www.orfoundation.org.



Podium discussion: Prof. Dr. Florian Beuer, Dr. Tabea Flügge, Dr. Wiebe Derksen, Dr. Peter Gehrke, ZT Carsten Fischer (from left to right)



27.

**Central European
Dental Exhibition**



2.

**Polish Dentistry
Union Congress**

Poznań, Poland, 20–22.09.2018



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www.cedenews.pl

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Greater New York Dental Meeting

Meeting Dates: Friday, November 23rd – Wednesday, November 28th
Exhibit Dates: Sunday, November 25th – Wednesday, November 28th

The Greater New York Dental Meeting (GNYDM) is the largest Dental Meeting in the United States registering 52,733 attendees from all 50 states and 9,026 international attendees from 151 countries which includes 18,998 dentists, 4,523 dental assistants, 520 dental technicians and 4,102 hygienists. Dental and Medical professionals are encouraged to roam over 1,700 exhibit booths and over 700 companies for free to learn about the newest equipment and materials available from around the world.

The GNYDM offers over 350 seminars, hands-on workshops, and essays including programs in Spanish, French, Chinese, Russian and Korean. There is also a designated workshop room for live Portuguese translation for morning and afternoon sessions. As the GNYDM continues to increase its international population of attendees, it also continues to increase educational programs offered in other languages other than English.

The Greater New York Dental Meeting's partnership with the U.S. Department of Commerce International Buyer Program allowed exhibitors a free listing in our Export Interest Directory, the opportunity to meet many worldwide senior level volume buyers, export counseling by government specialists and additional benefits derived from our extensive international marketing efforts. The newest program introduced this year is the 3D Printing and Digital Technology Conference. With 8 programs offered from Sunday – Wednesday of the Meeting, attendees are invited to learn the A to Z on 3D Technology.

The GNYDM included a Free and unique Health Screening Fair for two days of the Meeting, consisting of Oral Cancer, caries, hearing, blood pressure, Diabetes and vision screenings. This year the fair was open to numerous private sectors and to the public who were in need of care.

The World Implant EXPO increased in attendance and welcomes world renowned clinicians to New York City. Implant seminars and hands-on workshops are offered daily at the GNYDM in support with the International Congress of Implantologists, the American Academy of Implant Dentistry, the European Association of Osseointegration and new this year, the INDIAN Implant Symposium.

The Pediatric Dentistry Summit offers seminars and workshops from Sunday - Wednesday. The programs are packed with standing room only.

The Global Orthodontic Conference offers 6-concentrated Orthodontic Specialty programs; including seminars and hands-on workshops.

The "Live" Dentistry arena filled over 550 seats daily with standing room only for all four days. This revolutionary concept takes place right on the show floor with NO tuition costs to attendees. It should not be missed.

As the holiday season is a time for giving and helping others, the Greater New York Dental Meeting once again hosted the "Greater New York Smiles" fun and child-friendly program. Each year the GNYDM invites 1,500 NYC Public School children from all five New York City boroughs. The Smiles Program teaches nutrition and oral hygiene instruction in a fun and child-friendly atmosphere. This program is sponsored by Colgate, UFT and DentaQuest.

2018 Highlights

- 3D Printing and Digital Dentistry Conference
- World Implant EXPO
- Pediatric Dentistry Summit
- Global Orthodontic Conference
- Sleep Apnea Symposium
- Airway Summit
- Specialized New Dentist Program designed for graduates in the last 10 years
- Pre-Dental/Medical Program for the Undergraduate Student
- Botox/Dysport and Dermal Filler Courses
- Lasers & Certifications
- Invisalign
- Seminars and workshops in all topics including: Endodontics, Oral Surgery, Forensics, Periodontics, CPR, Ethics and so much more!
- Courses for the Administrative Staff
- The Pankey Institute, SPEAR Education and The Dawson Academy courses
- Practice Management, Coding, Billing and social media, Website building, malpractice & insurance
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- Anesthesia recertification courses
- Lab Programs for the technician and dentist offered Daily
- Free Public Health Screening including Oral Cancer & Caries Detection, Hearing tests, Blood Pressure Screening, Diabetes Risk Assessment and Eye Exams
- Live Dentistry Arena offering courses Sunday through Wednesday

By: Jayme McNiff Spicciatie

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The 20th Chinese Stomatological
Association (CSA) Annual Conference



China Dental Show

29th Aug-1st Sep 2018 National Exhibition and
Convention Center (Shanghai)



*CDS will be held alongside
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www.chinadentalshow.com

Co-organizers:



Courses Certification



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IFDEA contributes to improving global health by improving oral health. IFDEA serves as an axis of information, best practices, exchange programmes, news and professional development for the many dental education international associations (**ADEE** in Europe, **ADEA** in North America, **AfDEA** in Africa, **SEAADE** in South East Asia, in Latin America and Japan), dental academic institutions and individual dental educators worldwide.

IFDEA TASKS

IFDEA conferences in Italy

From 25th to 27th April 2019, the University of Brescia School of Dentistry will host two historically separate international meetings that share common goals related to dental education – advancing professional and personal development, encouraging cross collaboration, and increasing important network opportunities.

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Stomatology St Petersburg



On 16–18 May 2017 the 20th International exhibition of equipment, instruments, materials and services for dentistry Stomatology St. Petersburg was held in St. Petersburg, Russia. Stomatology St. Petersburg is the largest by the number of exhibitors and visitors spring dental exhibition in the Northwest Russia. 86 leading local and foreign suppliers of tools and materials took part in the exhibition and presented equipment, instruments, materials and services for dentistry: dental technology and lab equipment, dental units, disinfectants, orthodontic and composite materials, surgical instruments, impression compounds, cements, teeth whitening systems, tools and others. Among the participants there were DIF/Dental Implants, GlaxoSmithKline, Johnson & Johnson, DRC Group, SPLAT, VLADMIVA, JMTTranzit, Dentex, CORAL, MEGASTOM, N.Sella, Olimp-Dental, RAUDENTALL, North Carolina, TechnoDent Group, EUR-MED Neva, UNIDENT and many others companies.

Brands regularly represented at Dental-Expo St. Petersburg: 3M ESPE, ADIN, AVERON, CROSSTEX, DENTSPLY, ELEXXION, FEDESA, FGM, DENTSCARE, GENDEX, GERMIPHENE, IDS, INIBSA, ITENA, IVOCLAR VIVADENT, JUN AIR, KAVO, KERR, KEYSTONE, MEDICA, MELAG, MYRAY, PLANMECA, RENFERT, SS WHITE, STERN WEBER, VOCO, WATERPIK, ZHERMACK and many other brands. Within three days **3924 people** visited the exhibition. Among them:

- 3414 visitors make or influence purchasing decisions in the company
 - 2550 visitors do not attend other exhibitions on similar subject
 - 98% exhibitors consider the exhibition to be important for their business
- Within the framework of the exhibition business programme the following conferences took place:
- All-Russian scientific-practical conference **'Dentistry topical issues'**
 - XXII International conference of maxillofacial surgeons and stomatologists **'New technology in dentistry'**
 - All-Russian scientific and practical conference of the Periodontal Association 'RPA' with international participation **'Periodontology and implantology selected issues'**
 - XIII All-Russian scientific and practical conference **'Pediatric dentistry and dental diseases prevention'**

The conferences were organised with support of Russian Dental Association, Dental Association of St. Petersburg, Pavlov First St. Petersburg State medical University, North-Western State Medical University n.a. I. I. Mechnikov, St. Petersburg Institute of Dentistry Postgraduate Education. The exhibition organisers are PRIMEXPO / ITE St. Petersburg and DENTALEXPO companies. Among the organisers joint projects there is the International exhibition Dental-Expo St. Petersburg that will be held in St. Petersburg in EXPOFORUM on 24–26 October 2017. **Find out more at: stomatology-expo.ru // dental-expo.com/stomatology**

Dental Expo 2017



41st Moscow International Dental forum and exhibition "Dental Salon 2017" was successfully completed on the 20th of April in Crocus Expo.

The result of the forum and exhibition revealed some trends of the industry and speciality. There is a growth in buying activity of the visitors, a trend in complete solution based on digital technologies as well as in the field of diagnostic and prophylaxis of stomatopathy.

Russian dentists' interest towards the scientific program of the forum is very indicative. Practically all conference halls and presentation zones on booths were occupied, taking into account that Moscow forums DentalExpo offer a very large program that consists of more than 500 educational events.

The exhibition lived up to the exhibitors' and visitors' expectations and even surpassed them.

The main events of the Forum are: within the framework of the Russian Dental Association events were held 13 simposia, from which the most interesting were "Club of periodontists of Russia", "Topical issues in the orthodontics", "Children's dentistry", "Strategy and tactics of dental rehabilitation", "Endodontics", "Problems in organising radiographical examination". International congress ENDOPOINT attracted a record number of participants. More than 450 doctors from all over the country as well as from abroad came to the Congress in order to listen to foreign and Russian opinion-leaders.

A new simposium ORTHOPERIO had a very successful start and attracted 190 participants. The preparations for Dental Expo 2017 in September are already started. Forum and exhibition are going to be even more interesting and widespread. Don't miss the event!

www.dental-expo.com/dental-salon

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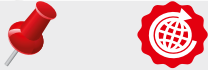

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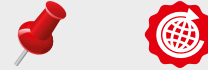

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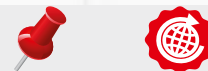
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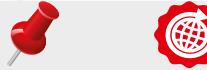
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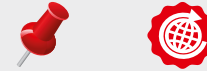
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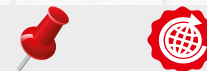


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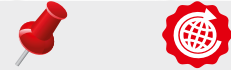


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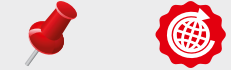
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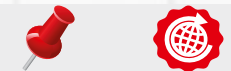
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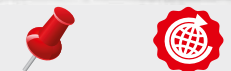
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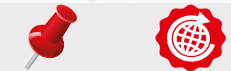
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Media Lab Inc. is a company which has been present in the market for more than 24 years and produces software for the medical and dental industry. Our Implant 3D and GuideDesign software are both CE and FDA certified. Media Lab Inc. is present at International fairs such as IDS in Cologne, AEEDC in Dubai, IDEM in Singapore and ExpoDental Meeting in Italy. The international presence of the company coupled with the desire to offer complete solutions for guided surgery such as planning software and surgical guide design software (open system with more than 150 implant manufactures), means we are always looking for reliable partners as distributors. Sales Manager - Eng. Maurizio Olivato **olivato@implant3d.com** +393338005580

Calendar



August & September

29-8 1-9 2018

**CDS - China Dental Show
2018 - The 20th CSA
Annual Meeting**
Hall 5.2, S17

Shanghai - China

Organized by: Chinese Stomatological Association (CSA) and Reed Sinopharm Exhibitions Co., Ltd.
15th Floor, Tower B, Ping An International Finance Center, No.1-3, Xinyuan South Road, Chaoyang District, Beijing, P.R. China - Phone: +86 10 84556607
CDS SHOW TEAM
Ms. Effy Zhao
Phone: +86 010 8455 6622
jingliang.zhao@reedsinopharm.com
Venue: National Exhibition and Convention Center
Shanghai, China
www.reed-sinopharm.com

05-08 09 2018

**FDI 2018 - Annual World
Dental Congress -
accompanied by World
Dental Exhibition**
**Infodent Booth: Hall 1
Stand A12-A13-A14-A15**

Buenos Aires - Argentina

FDI World Dental Federation
Avenue Louis Casaï 51 - P.O. Box 3
1216 Geneva-Cointrin
SWITZERLAND
Telephone: 41 22 560 81 50
Fax: +41 22 560 81 40
Email: info@fdiworldental.org
Venue: La Rural, Predio Ferial de Buenos Aires - Buenos Aires, Argentina
www.worlddentalcongress.org/index.php/en/

20-22 09 2018

**CEDE 2018 - The 27th
Central European Dental
Exhibition**
**Infodent Booth:
Hall 8A Stand B6.2**

Poznan - Poland

Organized by: EXACTUS
Al. Kosciuszki 17 Ip. - 90-418 Lodz
Phone: +48 42 632 28 66
info@exactus.pl, cede@cede.pl,
info@cede.pl
Venue: Poznan International Fair grounds
Add: Glogowska Str. 14
60-734 Poznan - Poland
Exhibition pavilions no 7, 7A, 8, 8A
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international dental fair

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October

11-13 10 2018

Dental World Hungary 2018 - 18th edition

Budapest - Hungary

Event Organizer Hungary Ltd.
Hungary 1012 Budapest,
Kuny Domokos utca 9
Phone: +36 1 202 2994
Fax: +36 1 202 2993
Email: info@dental.hu
Venue: HUNGEXPO
Budapest Fair Center
Add: 1101 Bp, Albertirsai ut 10
Budapest - Hungary
www.dentalworld.hu

18-20 10 2018

Colloquium Dental Mediterraneo 2018

San Marco Evangelista - Italy

Organised by:
Teamwork media Srl
Via Marconi 71/b
25069 Villa Carcina (BS)
Phone: +39 030 8982985
Fax: +39 030 8981613
Email: redazione@teamwork-media.com
info@teamwork-media.com
Website: www.teamwork-media.com

Venue: Centro Fiera
Via delle Industrie 10
81020 San Marco Evangelista
Caserta - Italy
www.colloquium.dental

October

18-20 10 2018

Pragodont 2018 The 26th Annual of International Dental Fair Infodent Booth: LK 81

Prague - Czech Republic

Organised by: INCHEBA EXPO PRAHA,
spol. s r.o. - Vystaviste 67, 17090 Praha 7
Email: info@incheba.cz
Project Manager: Ing. Marcela Benesova
Phone: +420 220 103 491
Fax: +420 220 103 492
Email: m.benesova@incheba.cz
Venue: Incheba Expo Praha
www.pragodont.eu/en.html

31 10 / 3 11 2018

DenTech China 2018 - The 22nd International Exhibition and Symposium on Dental Equipment Technology and Products

Shanghai - China

UBM China (Shanghai)
9F, CIROS Plaza, No 388
Nanjing West Road, Huangpu
Shanghai, 200003 - China
International Developing Manager:
Sandra Shen - Phone: +86 21 61573953
// +86 21 61573953
Email: sandra.shen@ubm.com
Venue: Shanghai World Expo Exhibition
and Convention Center
www.dentech.com.cn/en-us/index

November

25-28 11 2018

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 OCTOBER 11-12-13, 2018
www.dentalworld.hu

SLOVAKIA - SLOVENSKE DENTALNE DNI 2018
 OCTOBER 11-12-13, 2018
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 OCTOBER 11-12-13, 2018
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 OCTOBER 18-19-20, 2018
www.pragodent.eu

FINLAND: HELSINKI
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For info Dr. Ele Hagi - Phone/Whatsapp: +39 347 779 8774 - e.hagi@bebedental.it



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