HOME OF
medical technology & health care

BADEN-WÜRTTEMBERG PAVILION
ARAB HEALTH 2021
Baden-Württemberg is Europe’s premier innovation region. Scarcely any other region in Europe has closer economic ties to its neighbours as well as to the world’s growth regions. Foreign trade figures give a very clear indication of how deeply integrated our state is in the global economy. In 2020, Baden-Württemberg exported goods to the value of approximately EUR 190 billion. This is a record figure despite the impact of the coronavirus pandemic on global trade.

At the same time, demand from Baden-Württemberg contributes to growth and employment globally, with imports to the state reaching a high level of roughly EUR 174 billion in 2020. Domestic industry in particular is a reliable purchaser of products from abroad.

The companies in Baden-Württemberg make a decisive contribution to the creation of global value chains. They are often pioneers in new technologies and global trends. Within this, they are also focusing more and more on the globally agreed objectives of Agenda 2030. This makes them sought-after partners and investors on a global scale. With forward-looking products and investments in innovative and sustainable manufacturing technologies, they are also some of the world’s most attractive employers.

But it’s not just the large companies like Daimler, Porsche, Bosch or SAP that feature among Baden-Württemberg’s global players. Many of our small and medium-sized enterprises and hidden champions have also had active and very successful global operations for a long time now. In fact, they are often global market leaders in their industry. The only way to prevail in the face of international competition is with new ideas and a high degree of willingness to innovate. Nowhere in Europe is there more state and private-sector investment in research and development than in Baden-Württemberg.

As a strong partner, the Ministry of Economic Affairs of the State of Baden-Württemberg has numerous funding concepts in place to support the companies and their initiatives. These include funding for research or cluster initiatives, whether for technology transfer or for new global trends such as digitalisation and the transition to a modern and resource-efficient economy.

In this way, we aim to progress innovations and technologies of the future. We collaborate internationally and are open to new partnerships in all of these areas. In terms of foreign trade, we promote the internationalisation of small and medium-sized companies and support them in forging international links. New ideas and joint projects require collaboration between politics, business, science and the wider community. This is why Baden-Württemberg seeks to engage with its partners and stakeholders in a proactive manner. As you can see from this event and from the brochure, we are also doing this in your state and in your region.

Dr. Nicole Hoffmeister-Kraut MdL
Minister of Economic Affairs, Labour and Tourism of the State of Baden-Württemberg
Baden-Württemberg (BW) is one of the most important economic centres in Europe and one of the leading investment locations on the continent. Our state is situated in the German Southwest and stands out due to its high productivity and innovativeness. Over 100 excellent non-university research institutions ensure a continuous contribution to cutting-edge technology. About 70 universities create an attractive higher education system.

Alongside the industrial giants, for instance Daimler, Bosch, Porsche and SAP, thousands of small and medium-sized companies drive our economy. Baden-Württemberg enjoys an outstanding reputation and occupies leading positions in industries that traditionally typify the German Southwest, such as mechanical engineering, automotive manufacturing, the healthcare sector and information and communication technologies. As a location of the future, Baden-Württemberg is strong in artificial intelligence, Industry 4.0, lightweight construction and green technology. Our state is international, cosmopolitan and tolerant: people from 184 different countries contribute to our innovativeness and cultural charm.

More about BW as a business location: www.bw-invest.de/en/
YOUR PARTNER on the path to success

How we support you:

ANYTHING YOU NEED TO KNOW ABOUT BW
Information on Baden-Württemberg as a business and science location. Information on legal and tax framework.

WE FIND THE RIGHT PARTNER FOR YOU
Identification of suitable business and scientific partners for your company.

WE CONNECT YOU WITH OTHERS
Contacts to local companies, universities & research institutions, gateway to all stakeholders in the field of business promotion and development.

FIND YOUR LOCATION
Identification of potential sites and organisation of site visits.

WE WILL BE BY YOUR SIDE
Support with administrative procedures and with official authorisation procedures.

BADEN-WÜRTTEMBERG INTERNATIONAL SUPPORT YOU?
Baden-Württemberg International (BW_i) is the centre of competence for the internationalisation of business and science of the State of Baden-Württemberg, the German Southwst. We offer a wide range of services for foreign companies, clusters and networks as well as universities and research institutions that are interested in the Baden-Württemberg region. BW_i is your first point of contact if you are looking for the perfect site or investment object or if you would like to establish business relations with Baden-Württemberg, often referred to as Germany’s premier high-tech location.

WANT TO KNOW MORE?
Interested in working with us? Want to know more about the work of BW_i and your opportunities? Please contact us – we'll be happy to help you.

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LinkedIn
www.linkedin.com/company/bw-i/

How does Baden-Württemberg International support you?

Find out more about us and your opportunities in working with us:
www.bw-i.de/en/
www bw-invest.de/en/
3H-Vision
REMOTE WORKPLACES FOR RADIOLOGY TECHNICIANS(RT)/MEDICAL TECHNICIANS(MT)

Home office for radiology technicians/medical technicians. We as 3H-Vision GmbH would like to introduce our novel Tele-MTRA service. With our solution you can compensate bottlenecks and absences of your radiology- or medical technicians. Our IT solution, tailored to your needs, allows you to control multiple large devices from one console, regardless of location or device manufacturer. The expertise of radiology technicians can be used at several workstations.

CORE COMPETENCIES
- Shadowing, Supporting, Executing, Assisting, Emergencing, Teaching

FACTS & FIGURES
- 15 employees
- Active in: Europe

PARTICIPANTS
- Markus Herrmann
  CEO
- Sina Herrmann
  CEO Assistant

COOPERATION OBJECTIVES
- In search of a cooperation partner to distribute our Tele-MTRA solution in the MENA-region.

IDEAL BUSINESS PARTNER
- Looking for a distributor who has special knowledge in the radiological field.

Anton Hipp
CRANIO-MAXILLOFACIAL IMPLANTS AND INSTRUMENTS | GENERAL INSTRUMENTS

We, the company Anton Hipp, are developing and producing medical product which meet highest needs. In our production we use the newest technologies, which enables us to produce all our products – starting with the simple standard scissor up to a titanium screw in the micrometer range – here in Germany. Doing so we are still able to offer you the products at acceptable costs. High quality and an excellent service is our highest priority.

CORE COMPETENCIES
- Manufacturing of titanium mini osteosynthesis-systems for CMF, hand and foot surgery, surgical instruments

FACTS & FIGURES
- 50 employees
- Active worldwide
- Export volume 95%

PARTICIPANTS
- Gerhard Hipp
  CEO
- Robert Krajnc
  Director Sales

COOPERATION OBJECTIVES
- Marketing
- Customer relation
- Finding new hospitals and end-users

IDEAL BUSINESS PARTNER
- International dealers, surgeons and hospitals

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Anton Hipp GmbH
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78567 Fridingen, Germany
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www.anton-hipp.com
ASANUS Medizintechnik GmbH
Developer/Manufacturer of Surgical Instruments | Creator for Hospital Logistics Software Solutions

ASANUS was founded in 1999 and means “Towards health.” We develop and manufacture high-precision surgical instruments. We create automated software solutions with integration of RFID chip technology for your hospital logistics. ASANUS is regarded as the world leader in this technology. Our solutions enable you to work digitally networked with a high degree of automation and implement your processes according to industry standard 4.0.

Core Competencies
- Development/manufacturing of high-precision surgical instruments.
- Creation of automated software solutions with integration of RFID chip technology.

Cooperation Objectives
- Distribution of our surgical instruments
- Maintenance and repair of our surgical instruments
- Distribution of automated logistics software

Ideal Business Partner
- Established distributors/importers for high-precision surgical instruments also offering maintenance and repair services.

Baeramed Instrumente
Hospital Supplies | Orthopaedic Implants as Plates, Screws, Nails | Surgical Instruments

We are manufacturing surgical, dental and veterinary instruments. Specialties as orthopaedic implants for osteosynthesis and maxillofacial implants. We also do OEM Manufacturing for plates, screws, bone nails, intramedullary nails for childhood fractures (titanium nails elastic, ESIN). Bone drills. We are certified acc. DIN ISO 13485 and acc CE. Looking for customers, retail partners, wholesaler.

Core Competencies
- Manufacturing of intramedullary nails for ESIN out of Titanium and implant steel.
- Surgical instruments, orthopaedic devices and maxillofacial implants.

Cooperation Objectives
- Medical engineering,
- OEM Manufacturing,
- Surgical Drills, saw blades

Ideal Business Partner
- Looking for representatives, agents or distributors, partners for the mutual use of the distribution network.
Since 2003 BEC develops robotic systems for medical technology. The “exacure” patient positioning system enables high-precision radiation treatment. With “guidoo” we provide a unique robotic assistance system for percutaneous biopsies and interventions. “Robogym” is the world’s first personalized robotic training system that provides precise, guided movements with a high level of exertion as part of a highly efficient strength training.

CEATEC is a family owned company in medical technology founded in year 1995 with a focus on high quality surgical instruments “Made in Germany”. CEATEC is certified according DIN EN ISO 13485. Our core business is in field of general surgery, ENT, neurosurgery and retractor systems. The focus in development is in field of SPINE (such as “TIP-EX” and “BILLY” Laminctomy Punch) and RETRACTOR SYSTEMS (such as “MAXOP” and “MODENA” Retractor).

**CORE COMPETENCIES**
- Medical devices for human-robot cooperation.
- All kind of surgical instruments for General Surgery, ENT and Neurosurgery, Retractor Systems and customized instruments.

**COOPERATION OBJECTIVES**
- Providing robot technology
- Customers
- Joint developing
- Representatives and distributors
- Hospitals, surgeons and doctors
- We are looking for distributors with close contacts to doctors and OR. Experience in field of surgical instruments & retractor systems would be great.

**IDEAL BUSINESS PARTNER**
- Medical device manufacturers, University Hospitals, Distributors
- Medical device manufacturers, University Hospitals, Distributors
- CEATEC Medizintechnik GmbH
  Untere Hauptstr.6
  78573 Wurmlingen, Germany
  T +49 7461 93480
  info@ceatec.de
  www.ceatec.de

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**FACTS & FIGURES**
- 70 employees
- Active in: Germany
- Export volume 70%
- 7 employees
- Active worldwide
- Export volume 95%

**PARTICIPANTS**
- Matthias Buck
  Managing Director
- Kai-Michael Unger
  General Manager
- Martin Gerlich
  Managing Director
DS-Technology, 100% subsidiary of Harro Höfliger Verpackungsmaschinen GmbH, is the patent holder of 2 Devices. The XTray®, a new carrier system for surgical suture. And the XStraw®, a oral drug delivery system for multi particulates. With these 2 mature products and the associated production processes and documentation, customers are supported in getting their products to market quickly and safely.

**FACTS & FIGURES**
- 20 employees
- Active in: Germany
- Export volume 80%

**PARTICIPANTS**
- Michael Fritz
  - Sales Manager
- Thomas Hillenbrand
  - CEO

**CORE COMPETENCIES**
- DST accompanies customers from the process description through the market approval to licensing and the set-up of supply chains for the XTray® and XStraw® devices.

**COOPERATION OBJECTIVES**
- Manufacturers of surgical sutures
- Manufacturers of surgical suture needles
- Manufacturers of surgical suture thread

**IDEAL BUSINESS PARTNER**
- Pharmaceutical companies
- Suppliers of medical cannabis products
- Manufacturers of surgical sutures
- Manufacturers of surgical suture needles

EMED offers an extensive range of electrosurgical units fully equipped with accessories. To deliver high quality products, the company based the entire design and production process on modern technologies. Our electrosurgical products vary from small devices to comprehensive electrosurgical systems. Our aim is to deliver maximum surgical precision and patient safety through our advancements in electrosurgery. For confidence in performance.

**FACTS & FIGURES**
- 101 employees
- Active worldwide
- Export volume 75%

**PARTICIPANTS**
- Aneta Gadomska
  - Product Manager
- Tomasz Fedor
  - Export Manager

**CORE COMPETENCIES**
- Electrosurgery and accessories, Argon, Vessel sealing – ThermoStapler®

**COOPERATION OBJECTIVES**
- High production quality
- Long-term relations with distributors

**IDEAL BUSINESS PARTNER**
- In our cooperation with the suppliers we focus on mutually reliable partnership and joint development of a good reputation of EMED
Harro Höfliger specializes in the development of customer-oriented process and production solutions for pharmaceutical and medical applications as well as market-oriented consumer products. With a systematically structured portfolio of upscalable test machines and modules, as well as requirement-oriented technology platforms, Harro Höfliger covers all phases from the laboratory stage to high-performance production.

**CORE COMPETENCIES**
- Surgical Sutures, Transdermal & Oral Delivery Systems, Aseptic, Inhalation, Wound & Skin Care, Ostomy & Continence Care, Medical & Pharm. Device Assembly

**COOPERATION OBJECTIVES**
- Get in contact with core competencies contacts

**IDEAL BUSINESS PARTNER**
- Pharmaceutical & medical technology industry, food & consumer goods industry

HomeBrace Germany is on a mission to make everyday life easier. Our assistive technology gives people living with a disability new-found independence and control over a power wheelchair or their own environment. Our special control MyEcc Pupil and the environment control MyEnvi are both unique in the world and used with success by people with ALS, MS, Tetraplegia, ICP or SMA. Our solutions are thus helping people to live more independent lives.

**CORE COMPETENCIES**
- Personal advice and expert services to make life more independent, individual and proficient solutions for driving a wheelchair or environment control

**COOPERATION OBJECTIVES**
- We are looking for cooperations with hospitals, rehabilitation centres, medical supply stores and other experts

**IDEAL BUSINESS PARTNER**
- Looking for customers, retail partners, wholesale partners, representatives, agents or distributors
Innovations Medical is a family business in the fourth generation with almost 100 years of experience from the medical technology sector. Due to our long experience in the development and production of surgical instruments, implants as well as sterile containers we are able to offer our customers a comprehensive and coherent assortment of more than 6,000 different articles. We have high standards and are aware of our responsibility.

CORE COMPETENCIES
Bundled know-how due to merger of two companies, Continuous improvement of the production process

COOPERATION OBJECTIVES
• New acquisition of international dealers

IDEAL BUSINESS PARTNER
Hospitals, Distributors

Kastner-Praxisbedarf GmbH is a pioneer in the development and commercialization of innovative autohemotherapy systems. We have the broadest product offering in the industry, including ozone, UVB, HOT, and carboxy therapy solutions. Our products include both devices and consumables. We host regular seminars for therapists and partners and provide extensive education and aftermarket services to our customers.

CORE COMPETENCIES
We offer the most comprehensive product portfolio for various forms of autohemotherapy, including medical devices and consumables.

COOPERATION OBJECTIVES
• We are always interested in establishing new business relationships with motivated partners in local markets.

IDEAL BUSINESS PARTNER
Distributors in the medical field
Max Grundig Klinik

Max Grundig Klinik stands for state-of-the-art technology, first-class medical care and time. Our main focus is to recognize or eliminate illnesses. Among our ultra-modern technology is the CT 128 Slice, the MRI 3.0 Tesla, an on-site laboratory, and a high-definition ultrasound. The unique location in the Black Forest and the ambiance of a top-class hotel create the ideal atmosphere for convalescence and relaxation.

**CORE COMPETENCIES**
Cardiology, Gastroenterology, Radiology, Orthopaedics, Rheumatology, Pneumology, Urology, Oncology, Angiology, Nephrology, Physical therapy

**COOPERATION OBJECTIVES**
- Offering patients health check-ups in a five-star setting
- Delivering a rehabilitation experience in a luxurious environment
- Second opinion

**IDEAL BUSINESS PARTNER**
Patients, companies promoting medical tourism, businesses investing in corporate healthcare, medical tourism agencies, networkers

medical bees

A 70-year experience in the medical field with all products developed/ manufactured in Germany. The Rudolf Storz company combines profound knowledge in R&D, construction and instrument manufacturing with newest manufacturing technologies. The medical bees GmbH is our sales company to promote the products worldwide. Get to know our new products: MF Cranial stabilization systems, spine sets for ACF and in PEEK/ Carbon. Also available powersystems.

**CORE COMPETENCIES**
Complete product offerings, in-house Research & development and manufacturing, all 7000 products CE-marked

**COOPERATION OBJECTIVES**
- Innovative solutions brought to the point
- Offering excellent products
- All products Made in Germany

**IDEAL BUSINESS PARTNER**
Looking for long-term reliable business relationships. We would like to expand our sales in this region.
OSYPKA
MEDICAL ENGINEERING | INTERVENTIONAL CARDIOLOGY | CARDIAC SURGERY | ELECTROPHYSIOLOGY

OSYPKA AG is a leading manufacturer of medical devices. Founded over 40 years ago, we are active in the field of cardiology with a product portfolio for electrophysiology, interventional cardiology and cardiac surgery, e.g. diagnostic and ablation catheters, RF generator, valvuoplasty catheters, pacing wires, temporary pacing catheters and external pacemakers.

CORE COMPETENCIES
High quality manufacturing and worldwide marketing of medical devices for cardiology. Vertically integrated manufacturing on site in Germany.

COOPERATION OBJECTIVES
- Looking for customers, distributors or OEM partners

IDEAL BUSINESS PARTNER
Our ideal distribution partner is well connected with a strong customer base in interventional cardiology, rhythmology and cardiac surgery

OSYPKA AG
Earl-H.-Wood-Str. 1
79618 Rheinfelden, Germany
T +49 7623 7405-0
orders@osypka.de
www.osypka.de

FACTS & FIGURES
220 employees
Active in: Europe, Asia, Middle East, Africa, Latin America
Export volume 55%

PARTICIPANTS
Ilse Karin Kastner
VP Sales
Guido Derjung
COO

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Guido Derjung
COO

RISA
SURGICAL CUTTING TOOLS | DRILLS | REAMERS | SAW BLADES

RISA is your qualified partner for surgical cutting tools in medical and dental applications. We are experts in manufacturing drills, reamers and saw blades as well as any high precision milled and turned components. Our capacities are optimized for small and medium lot sizes. We are prepared to offer you our product range from stock with short lead time as well as your individual surgical tools according to your drawings.

CORE COMPETENCIES
Surgical Saw Blades, Twist Drills, ENT Burs, Flexible Reamers, Acetabulum Reamers, OEM products

COOPERATION OBJECTIVES
- Customers
- Wholesale partners and distributors
- Medical equipment manufacturers

IDEAL BUSINESS PARTNER
We are looking for wholesale partners with a strong network and suppliers of implants, who need additional products to fulfil their equipment.

RISA GmbH
Industriestrasse 7
78234 Engen, Germany
T +49 7733 94230
info@risa-germany.eu
www.risa-germany.eu

FACTS & FIGURES
25 employees
Active worldwide
Export volume 60%

PARTICIPANTS
Michael Voigtsberger
Managing Director
Katrin Berner
Sales Director
Ritter has been around for over 135 years in Germany. In 1887, Frank Ritter invented the first dental unit. Ritter has always stood for the highest quality and innovative products. Since 2010, Ritter has also been producing implants. The company is headquartered in Biberach (Baden-Württemberg), where the dental units are also hand assembled. The implants are manufactured in Tuttlingen on the edge of the Black Forest.

**CORE COMPETENCIES**
- Ease of use: smart design, ergonomic system.
- Quality: manufactured in Germany. Service: quick respond to demands, always available.

**COOPERATION OBJECTIVES**
- Networking
- Exchange
- New contacts with dealers

**IDEAL BUSINESS PARTNER**
Dental Dealers, Dentist, Implantologists, Clinics

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sleon is a leading service partner for medical technology manufacturers in Central Europe, focusing on the areas of development, production & consulting. Based on its distinctive innovative strength, seleon GmbH develops first-class solutions for its national and international clients.

**CORE COMPETENCIES**
- Product development of medical technology systems, Production of medical devices, Consulting for development-related regulatory issues, int. approvals & certifications

**COOPERATION OBJECTIVES**
- From Arab Health we expect many new customer contacts and information on future trends and the needs of our customers.

**IDEAL BUSINESS PARTNER**
We support manufacturers with all types of medical devices and IVD’s in the fields of Engineering, QM, Regulatory & Clinical Affairs and Production.
Located in Tuttlingen/Germany, the City which is considered as the „Heart“ or „Center“ of medical and surgical technology manufacturing, VeHu Medical manufactures surgical Instruments of the highest quality level, since 1986. The extensive range of our surgical instruments for Human and Veterinary medicine is used by Hospitals, Clinics, Doctors, on daily bases and all over the world.

CORE COMPETENCIES
In trustful cooperation and permanent dialog with our valued clients, we manufacture the whole range of standardsurgical instruments.

COOPERATION OBJECTIVES
- Acquisition of new customers.
- Opening up new markets thru exclusive sales

IDEAL BUSINESS PARTNER
Distributor for Medical Equipment
Hospitals, clinics and medical institutions

VeHu-Medical GmbH
Dr. Karl-Storz-Strasse 25
78532 Tuttlingen, Germany
T +49 7461 163311
info@vehu.de
www.vehu.com

With WiMedical, you have a reliable national and international partner for the development, manufacture and distribution of innovative medical washing and sterilization trays. Medical technology companies, hospitals, clinics, practices and sterilization companies benefit from our customized, cost-saving and flexible sterilization trays.

CORE COMPETENCIES
Innovative tray solutions, Cost efficient development, Quality "Made in Germany", Quick development and production of effective tray solutions

COOPERATION OBJECTIVES
- Medical technology companies and hospitals looking for innovative tray solutions for their instruments
- Worldwide distributors

IDEAL BUSINESS PARTNER
Instrument manufacturers who are looking for efficient tray solutions, Distributors with contact to hospitals and medical technology manufacturers

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www.wimedical.de
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Hall Za'abeel Z3
Booth Z3. E19

EXHIBITORS

3H-Vision GmbH Z3.E34
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medical bees GmbH Z3.E51
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risa GmbH Z3.E55
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seleon GmbH Z3.E35
VeHu-Medical GmbH Z3.E30
WiMedical GmbH Z3.E11