

# HOME OF medical technology & health care

2020中国国际医疗器械博览会 巴登符腾堡州展团  
*BADEN-WÜRTTEMBERG PAVILION CMEF 2020*



19.10. – 22.10.2020 | SHANGHAI  
HALL 5.1 | BOOTH 5.1P40



Baden-Württemberg

Where ideas work.

## 巴登符腾堡州： 令人着迷的国际之都和创新之地

**BADEN-WÜRTTEMBERG: INTERNATIONAL, INNOVATIVE, INVITING**

Dr. Nicole Hoffmeister-Kraut MdL ▶



**ZH** — 应对国际竞争的唯一途径是采用新想法以及创新。巴登符腾堡州政府和私营部门在研发方面的投入超过欧洲其他国家和地区。因此，巴登符腾堡州被视为欧洲第一大创新地区。

与其他欧洲国家和地区相比，巴登符腾堡州与其邻国以及全球经济增长地区有着更为紧密的经济联系。巴登符腾堡州的企业为全球价值链的构建做出了决定性的贡献。他们多为新技术和全球趋势的先锋。在此基础上，他们也越来越关注全球商定目标—2030年议程。他们也因此成为全球范围内备受追捧的合作伙伴和投资者。巴登符腾堡州的全球参与者中不仅仅包括戴姆勒、保时捷、博世和SAP等大型企业。

长期以来，州内的许多中小型企业也活跃于全球市场，并且业务取得了成功。巴登符腾堡州经济部为其提供支持，以帮助州内企业持续发展，包括用于应用研究、集群计划和技术转让的资金。作为经济与科研国际化的官方机构，巴登符腾堡州国际经济与科技合作协会发挥了关键作用。新想法和合作项目需要政治、经济、科学和公众共同协作。这也是我们寻求与合作伙伴和利益相关者进行沟通交流的原因。从本次博览会和宣传册中可以看出，我们也在医疗器械行业寻求对话合作。

妮可·霍夫迈斯特-克劳特博士  
州议院议员  
巴登符腾堡州经济、劳工与住建部部长

**EN** — The only way to prevail in the face of international competition is with new ideas and innovations. Nowhere in Europe is there more state and private-sector investment in research and development than in Baden-Württemberg. Baden-Württemberg is thus rightly seen as Europe's premier innovation region.

Scarcely any other European region has closer economic ties to its neighbours and to the world's growth regions than Baden-Württemberg. The companies in our state 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. 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 have also had active and very successful global operations for a long time now. The Ministry of Economic Affairs provides supports in order

to help domestic companies retain this position going forward. This includes funding for applied research, cluster initiatives and technology transfer, for example. As the state agency for the internationalisation of business and science, Baden-Württemberg International has a key role to play. New ideas and joint projects require collaboration between politics, business, science and the wider community. This is why we seek out dialogue with our partners and stakeholders. As you can see from this event and from the brochure, we are also doing this in your region.

Dr. Nicole Hoffmeister-Kraut MdL  
Minister of Economic Affairs, Labour and Housing  
of the State of Baden-Württemberg

## 德国西南部: 创新之都

THE GERMAN SOUTHWEST: WHERE IDEAS WORK.

巴登符腾堡州 (简称为BW) 是欧洲领先的投资地之一。巴登符腾堡州位于德国西南部, 因其高效的生产力和杰出的创新力脱颖而出。卓越的科研机构持续为尖端技术的发展做出了贡献。约70所高校构建出有吸引力的高等教育体系。除戴姆勒、博世和SAP等全球性企业之外, 成千上万的中小型企业也推动着巴登符腾堡州的经济。巴登符腾堡州在机械制造、汽车产业、健康产业以及信息与通讯技术领域享有很高的声誉, 并且处于领先地位。巴登符腾堡州在人工智能、工业4.0、轻量化制造和绿色科技方面拥有雄厚的实力。巴登符腾堡州多元化和包容性的文化魅力吸引了来自184个国家的人们来此工作和生活。

*Baden-Württemberg (BW) is one of the leading investment locations in Europe. The German Southwest stands out due to its high productivity and innovativeness. Excellent research institutions ensure a continuous contribution to cutting-edge technology. About 70 universities create an attractive higher education system. Alongside global players, such as Daimler, Bosch and SAP, thousands of small and medium-sized companies drive our economy. Baden-Württemberg enjoys an outstanding reputation and occupies leading positions in mechanical engineering, automotive manufacturing, the healthcare sector and information and communication technologies. As a location of the future, our state is strong in artificial intelligence, Industry 4.0, lightweight construction and green technology. Baden-Württemberg is cosmopolitan and tolerant: people from 184 nations live and work here.*



更多详情请访问:  
More information:  
[www.bw-invest.de/en](http://www.bw-invest.de/en)



524

十亿欧元 GDP  
BN EUROS GDP

35,751 km<sup>2</sup>

约占德国总面积的10%  
APPROX. 10% OF GERMANY



欧洲第一大创新地区  
(每十万居民中申报专利数: 138项)  
INNOVATION REGION NO. 1 IN EUROPE  
(138 PATENT APPLICATIONS/100K INHABITANTS)

我们是  
黑森林  
博登湖  
阿尔伯特·爱因斯坦  
德国结面包  
布谷鸟钟  
的故乡



2016  
最小的多关节  
手部义肢  
文森特系统有限公司

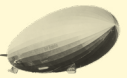


1972  
SAP 软件  
SAP创始人

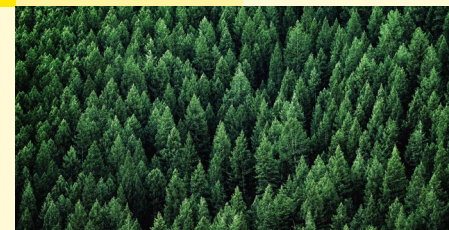


11

百万居民  
M INHABITANTS



1895  
齐柏林飞艇  
斐迪南·冯·齐柏林





# 您通向成功之路的合作伙伴

**YOUR PARTNER ON THE WAY TO SUCCESS**

### 巴符国际如何助您成功?

德国巴登符腾堡州国际经济与科技合作协会 (bw-i) 是促进巴登符腾堡州经济与科研国际化的官方机构。我们为对巴登符腾堡州感兴趣的外国企业、集群、网络、高校和科研机构提供广泛的服务。如果您正在寻找理想的地区或投资对象, 或者希望与巴登符腾堡州建立商业联系, 巴符国际是您的第一选择。

### 您希望了解更多信息?

您和合作感兴趣? 希望了解更多关于巴符国际的工作模式和潜在机会? 敬请与我们联系, 我们很乐意为您提供支持与帮助。

### HOW DOES 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. We offer a wide range of services for foreign companies, clusters, networks, 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.*

### 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 support you on your way to Baden-Württemberg.*

**facebook**  
@BadenWuerttembergInternational

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

我们为您提供以下支持:  
*How we support you:*



提供巴登符腾堡州信息  
*We provide information about BW.*



寻找合适的合作伙伴  
*We find the right partner for you.*



联络重要客户  
*We connect you with all important players.*



区位搜寻评估  
*We find the suitable location for you.*



提供行政事务支持  
*We support you in administrative procedures.*



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更多详情请访问:  
*Find out more*  
[www.bw-i.de/en](http://www.bw-i.de/en)  
[www.bw-invest.de/en](http://www.bw-invest.de/en)

# Anton Hipp



用于颅颌面外科手术的ARCOS钛合金植入系统 | 手足钛合金植入系统 | 通用仪器

**ARCOS TITANIUM IMPLANT SYSTEM FOR THE CRANIO MAXILLO FACIAL SURGERY | HAND AND FOOT TITANIUM IMPLANT SYSTEM | GENERAL INSTRUMENTS**

Anton Hipp是一家专业生产满足高要求医疗产品的公司。我们立足于德国，坚持在生产中使用最新的技术，无论是简单的剪刀还是微米级的螺丝，我们始终如一。优质的产品、公道的价格、高标准的服务是我们的承诺。



### 事实与数据

员工人数: 50  
业务涉及国家和地区: 全球  
出口额 75%

### FACTS & FIGURES

50 employees  
Active worldwide  
Export volume 75%



*We, the company Anton Hipp, are developing and producing medical products 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.*



### 核心竞争力

制造用于表面处理工艺、手足外科手术、手术器械的钛合金微型接骨系统



### CORE COMPETENCIES

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



### 寻找

- 市场营销
- 客户关系
- 新医院或终端用户



### LOOKING FOR...

- marketing
- customer relation
- finding new hospitals and end-users



### 理想的业务合作伙伴



### IDEAL BUSINESS PARTNER

### Anton Hipp GmbH

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[www.anton-hipp.com](http://www.anton-hipp.com)

### 参展者 PARTICIPANTS

**Robert Krajnc**  
销售总监  
Director Sales

# Asanus Medizintechnik



医疗技术 | 无菌物品物流软件

MEDICAL TECHNOLOGY | STERILE GOODS LOGISTICS  
SOFTWARE

艾萨-我们创造新的标准!  
我们开发和生产高精度手术器械。  
我们为医院提供RFID芯片自动化软件解决方案。艾萨是  
该项技术的世界领导者。  
我们在这两个领域为医疗保健业制定新的标准。



## 核心竞争力

优质外科手术器械、拥有18000多种手术器械的  
全系列供应商、涵盖几乎所有学科和众多专业、  
无菌物品物流软件



## 寻找

- 新客户
- 长期业务合作伙伴



## 理想的业务合作伙伴

客户、零售合作伙伴、批发合作伙伴



## 事实与数据

员工人数: 50  
业务涉及国家和地区: 全球  
出口额 60%

## FACTS & FIGURES

50 employees  
Active worldwide  
Export volume 60%

## ASANUS

### Medizintechnik GmbH

Take-Off-Gewerbepark 2  
78579 Neuhausen ob Eck,  
Germany

T +49 7424 94 74 0

info@asanus.de

[www.asanus.com](http://www.asanus.com)



## 参展者 PARTICIPANTS

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General Manager ASANUS China

### Armin Schorer

艾萨医疗技术有限公司首席执行官  
CEO ASANUS Medizintechnik GmbH



## CORE COMPETENCIES

Surgical premium instruments, full range  
supplier with more than 18.000 surgical  
instruments, numerous specialties for almost all  
disciplines, sterile goods logistics software



## LOOKING FOR...

- finding new customers
- finding business partners for long-term  
cooperation,



## IDEAL BUSINESS PARTNER

Customers, retail partners, wholesale partners

hhp



以社区为基础的康复 | 家庭保健 | 美体塑身  
COMMUNITY-BASED REHABILITATION |  
FAMILY HEALTH CARE | WEIGHT WATCHERS

北京惠和品悦健康科技有限公司从事健康产品的开发和销售。我们是德国家庭健康产品股份公司的合作伙伴，拥有“谐振红外理疗系统”及相关产品在中国的独家代理与经销授权。“让微笑融入你的生活”不仅是一款健康产品的宗旨，而且更是一份承诺。



**事实与数据**

员工人数: 1-50  
业务涉及国家和地区: 德国、西班牙、俄罗斯、英国、法国

**FACTS & FIGURES**

1-50 employees  
Active in: Germany, Spain, Russia, UK, France



Beijing Huihe Pinyue Health Technology Ltd is engaged in the development of health products and sales. We are home health products AG's partner for and as their sole agency for selling and distributing all hhp products with Andullation Technology in the area of the People's Republic of China. "Add a smile to your life" is not only a device but also a promise.



**核心竞争力**

谐振红外理疗将机械振动作用于生命机体，并与红外光相结合。



**CORE COMPETENCIES**

Andullation technology is the application of mechanically generated vibrations on a living organism, and this in combination with infrared light.



**寻找**

- 代理商
- 特许经营人
- 合作组织



**LOOKING FOR...**

- agents
- franchisees
- cooperative organizations



**理想的业务合作伙伴**

拥有良好的商业信誉。熟悉当地特定的市场、了解当地健康领域、从事相关产品者优先。



**IDEAL BUSINESS PARTNER**

Have good business reputation. Familiar the local certain market, understand the local health field, engaged the related products is preferred.

**Beijing Huihe Pinyue Health Technology Ltd**

W. 3rd Ring Road North No.50, Zizhu Bridge  
100044 Beijing, China  
T +86 10 4001144900  
info@hhpchina.com.cn  
[www.hhpchina.cn](http://www.hhpchina.cn)

**参展者 PARTICIPANTS**

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CEO

**Jun Su**

总经理  
General Manager

**Jingyu Li**

销售总监  
Sales Director

**Lei Yang**

经理  
Manager

# BMC-PRIMA



医疗设备制造商  
MEDICAL DEVICES MANUFACTURER

生产和研发高品质外科器械是我们的目标。



### 事实与数据

员工人数: 35  
业务涉及的国家和地区: 我们的外科器械出口到全球  
出口额 800万欧元

### FACTS & FIGURES

35 employees  
Active in: Our surgical instruments are exported to many countries all over the world.  
Export volume 8 million €

**BMC-PRIMA Gmbh**  
Herrenbachstr. 17  
73066 Uhingen, Germany  
T +49 7163 9954 995  
info@prima-medical.de  
[www.prima-medical.de](http://www.prima-medical.de)

### Certificate

**MEDCERT**  
Certification Medical Devices

The certification body  
MEDCERT Zertifizierungs- und Prüfungsgesellschaft für die Medizin GmbH  
Pilotspool 2 – 20355 Hamburg – Germany  
herewith certifies that the company  
**BMC-PRIMA GmbH**  
Herrenbachstr. 17  
73066 Uhingen  
Germany  
has introduced, applies and maintains a quality management system in the area of:  
**Manufacture and distribution of instruments for diagnostic and surgery**  
**Manufacture of IV Sets and urine bags**  
The conformity of this quality management system to the requirements of the below mentioned standard was verified by an audit:  
**EN ISO 13485:2016**  
This certification is subject to surveillance by MEDCERT.  
Effective date: 2020-06-16  
Expiry date: 2021-03-09  
Report No.: 7021PS12F  
Procedure No.: QS-7021  
Certificate No.: 7021GB443200616  
Hamburg, 02/06/16

### 参展者 PARTICIPANTS

**Caroline Muller**  
总经理  
General Manager

Providing and evolving high quality surgical instruments are our goals.

★ **CORE COMPETENCIES**  
We provide instruments for cardiac and vascular surgery, neurosurgery, micro surgery, spine surgery, ENT, plastic surgery.

🤝 **LOOKING FOR...**  
▪ professional dealers and distributors

👥 **IDEAL BUSINESS PARTNER**  
Looking for local dealers with strength, experience and sales channels.

★ **核心竞争力**  
我们提供用于心脏和血管外科、神经外科、显微外科、脊柱外科、耳鼻喉科、整形外科的器械。

🤝 **寻找**  
▪ 专业代理商或经销商

👥 **理想的业务合作伙伴**  
寻找有实力、有经验和有销售渠道的代理商



# Centax Pharma



食品补充剂 | 产品研发 | 合同制造

**FINISHED FOOD SUPPLEMENTS | PRODUCT DEVELOPMENT | CONTRACT MANUFACTURING**

Centax Pharma 为国际市场研发并销售基于正分子营养医学的高品质创新产品。我们的工作基于营养学和医学研究成果。



### 事实与数据

员工人数: 40

业务涉及国家和地区: 德国、澳大利亚、阿拉伯联合酋长国、俄罗斯、土耳其、伊拉克、伊朗、科威特、越南、瑞士

出口额 70%

### FACTS & FIGURES

40 employees

Active in: Germany, Austria, UAE, Russia, Turkey, Iraq, Iran, Kuwait, Vietnam, Switzerland

Export volume 70%



Centax Pharma develops and sells high-quality and innovative products based on orthomolecular nutritional medicine for the international market. The basis of our works are the results of nutritional and medical researches.



### 核心竞争力

研发并销售具有创新性的高品质食品补充剂



### CORE COMPETENCIES

Manufacturing and marketing of innovative high quality food supplements.



### 寻找

- 客户
- 销售代表
- 代理商或经销商



### LOOKING FOR...

- customers
- representatives
- agents or distributors



### 理想的业务合作伙伴

医药、食品补充剂、在线销售领域



### IDEAL BUSINESS PARTNER

Business in pharmacy, food supplements, online marketing.

### 参展者 PARTICIPANTS

Zhang Zijing

销售代表

Sales Representative

### Centax Pharma GmbH

Zeppelinstr. 35-1

73760 Ostfildern, Germany

T +49 711 577 970 94

info@centaxpharma.com

[www.centaxpharma.com](http://www.centaxpharma.com)

# ElringKlinger Engineered Plastics



医疗技术与实验室诊断 | 微型化

**MEDICAL TECHNOLOGY AND LABORATORY  
DIAGNOSTICS | MINIATURIZATION**

作为在医疗和实验室技术领域的合作伙伴，欧科林格不断开发定制创新方案，基于高性能塑料原材料和混合物如PolytetraflonTM和热塑性原材料MoldflonTM我们可以提供高效、经济、技术领先的方案和产品。



## 核心竞争力

技术定制和最佳成本解决方案；材料和产品研发测试能力；原材料开发和混合物生产



## 寻找

- 推销高性能医疗用管、工程零件和微型零件
- 潜在客户
- 最新医疗技术



## 理想的业务合作伙伴

内窥镜和介入手术耗材的潜在客户



## 事实与数据

员工人数: 28

业务涉及的国家和地区: 德国、中国、韩国、日本、新加坡、印度等

## FACTS & FIGURES

28 employees

Active in: Germany, China, Korea, Japan, Singapore, India...

## ElringKlinger Engineered Plastics (Qingdao) Co., Ltd

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Sino German Ecopark,  
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266500 Qingdao, Germany  
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willa.wu@elringklinger.com  
[www.elringklinger-  
engineered-plastics.com](http://www.elringklinger-engineered-plastics.com)



## 参展者 PARTICIPANTS

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Regional Head of Sales-Great China

### Kyo Jiang

商务拓展  
Business Development

### Willa Wu

总裁助理  
GM Assistant



## CORE COMPETENCIES

Customized technical and cost-effective solutions, In-house development and test labs for materials and products, Material development and compounding.



## LOOKING FOR...

- Promotion for high performance medical tubing, engineering parts and miniature parts
- Seek potential customers
- Get to know the latest know-how in medical



## IDEAL BUSINESS PARTNER

Potential customers for consumables for Endoscopy and interventional operation.

# Endodoctor

endodoctor®

内窥镜生产 | 内窥镜维修 | 原始设备制造商  
ENDOSCOPE PRODUCTION | ENDOSCOPE REPAIR |  
OEM PRODUCTION

Endodoctor是业内知名品牌内窥镜的制造商和维修商。公司位于世界医疗技术的中心图特林根，秉承了150年来光学和仪器制造的传统。



### 事实与数据

员工人数: 12  
业务涉及的国家和地区: 德国、奥地利、瑞士、法国、意大利、波兰、中国、英国、中东、美国  
出口额 60%

### FACTS & FIGURES

12 employees  
Active in: Germany, Austria, Switzerland, France, Italy, Poland, China, England, Middle East, USA  
Export volume 60%



Endodoctor is a German manufacturer and repair company for endoscopes of all known brands. Located in Tuttlingen, the "world center of medical technology", the company follows the 150 year old tradition of optics and instrument manufacturing



### 核心竞争力

我们不仅可以自行生产内窥镜，还可以维修所有品牌的内窥镜。



### CORE COMPETENCIES

Not only do we produce endoscopes ourselves – we are also able to repair all endoscopes, regardless of the brand.



### 寻找

- 合作关系
- 新分销渠道



### LOOKING FOR...

- Partnership
- New distribution channels



### 理想的业务合作伙伴

内窥镜或微创手术领域的合作伙伴，在该业务领域具有初步经验和一定的营业额。



### IDEAL BUSINESS PARTNER

Existing network in the field of endoscopic or minimally invasive surgery, a first experience and a certain turnover in this business field.

### 参展者 PARTICIPANTS

Thomas Schneider-Strittmatter

首席执行官  
CEO

### Endodoctor GmbH

Take-Off-Gewerbepark 2  
78579 Neuhausen ob Eck,  
Germany  
T +49 7467 94 518 90  
kontakt@endodoctor.de  
[www.endodoctor.com](http://www.endodoctor.com)

# Eurotemp

一级手术器械 | 温度治时期和监测设备 | 消毒指标

**SURGICAL INSTRUMENTS CLASS 1 |  
TEMPERATUR INDICATORS AND MONITORING |  
STERILIZATION INDICATORS**

Eurotemp是一家年轻且充满活力的公司，为一家知名的瑞士品牌生产温度指示器，并为传统的德国品牌生产手术器械。除了生产和分销我们还为食品和健康部门提供卫生咨询服务。



## 核心竞争力

一级温度指示器和手术器械原始设备制造商。温度指示器和监测设备经销商。为食品和卫生部门提供咨询服务。



## 寻找

- 中国市场占有率
- 了解当地客户需求
- 与当地代理商和经销商进行初步沟通



## 理想的业务合作伙伴

一级医疗设备的经销商、制药和医疗物流领域的合作伙伴、灭菌设备及消耗品公司



## 事实与数据

员工人数: 20

业务涉及的国家和地区: 欧洲、塞浦路斯、阿拉伯联合酋长国、埃及、加纳、喀麦隆

出口额 90%

## FACTS & FIGURES

20 employees

Active in: Europe in general, Cyprus, UAE, Egypt, Ghana, Kamerun

Export volume 90%



## 参展者 PARTICIPANTS

**Martin Hecher**

首席执行官  
CEO

**Sven Toggweiler**

Reatec 股份公司代表  
Rep. of Reatec AG

## Eurotemp GmbH

Behringstr. 7  
71038 Herrenberg, Germany  
T +49 7032 89 84 7 01  
info@eurotemp-group.com  
[www.eurotemp-group.ch](http://www.eurotemp-group.ch)

Eurotemp is a young and dynamic Company, who is manufacturing temperature indicators for a well known Swiss brand and surgical instruments for a traditional german brand. Beside manufacturing and distribution we also offer consulting in hygiene for food and health sector.



## CORE COMPETENCIES

OEM manufacturing of temperature indicators and surgical instruments class 1. Reseller for temperatur indicator and monitoring devices. Hygiene consulting for food and health sector.



## LOOKING FOR...

- Market presence in China
- Understanding of local customer needs
- Initial talks with local agents and resellers



## IDEAL BUSINESS PARTNER

A distributor of medical equipment class 1, a partner who is active in pharma / medical logistics, a company for sterilization equipment and consumables



# FSSB



外科手术针 | 微针 | 缝线 | 眼科用缝线  
**SURGICAL NEEDLES | MICRO NEEDLES |  
SUTURES | OPHTHALMIC SUTURES**

自1995年以来，FSSB为世界高品质缝线制造商提供外科手术针。我们全自动化的手术针产线保证了产品的高质量、生产的灵活性和高效性。我们在德国的两个工厂均通过了ISO:13485:2016认证，并满足CE法规的相关要求。2016年，FSSB加入了美国舜科医疗器械有限公司，使其成为全球最大的缝合针生产商之一。



### 核心竞争力

外科手术针、微针、眼科缝合针、眼科用缝线、显微缝合



### 寻找

- 与中国缝线制造商会晤
- 展示源自德国的FSSB手术针
- 为缝合线制造商提供FSSB手术针



### 理想的业务合作伙伴

缝线制造商



### 事实与数据

员工人数: 180

业务涉及国家和地区: 欧洲、中国、美国、墨西哥、南美、印度、俄罗斯、亚洲、非洲等

出口额 80%

### FACTS & FIGURES

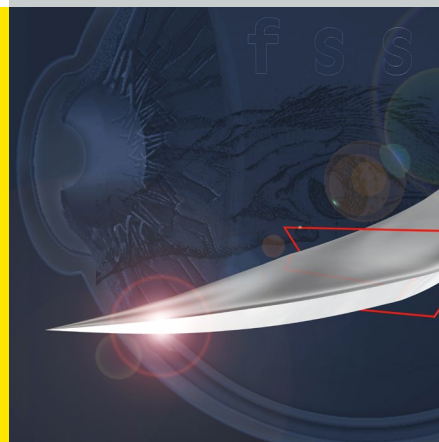
180 employees

Active in: Europe, China, USA, Mexico, South-America, India, Russia, Asia, Africa...

Export volume 80%

### FSSB GmbH

Allmendweg 2  
79798 Jestetten, Germany  
T +49 7745 92799 0  
franck.gauthier@fssb.de  
[www.fssb.de](http://www.fssb.de)



Since 1995, FSSB manufactures surgical needles for high quality suture manufacturers worldwide. All our needle manufacturing is fully automatized, which ensures the best quality, flexibility and efficiency. Our two factories in Germany are certified ISO 13485:2016, operated in compliance with applicable CE regulations. In 2016, FSSB joined Surgical Specialties Corporation to create one of the largest manufacturers of suture needles globally.



### CORE COMPETENCIES

Surgical needles, micro needles, ophthalmic needles, ophthalmic sutures, micro sutures



### LOOKING FOR...

- Meet Chinese Suture manufacturers
- Show FSSB needles, Made in Germany
- Supply FSSB needles to suture manufacturers



### IDEAL BUSINESS PARTNER

Suture manufacturer

# Gimmi



腹腔镜 | 微创手术 | 妇科 | 泌尿科

LAPAROSCOPY | MINIMALLY INVASIVE SURGERY |  
GYNAECOLOGY | URLOGOY

GIMMI成立于1932年，在医疗设备制造方面已有超过85年的经验。Gimmi是德国开放式内窥镜手术历史最悠久的公司之一。在该领域，Gimmi拥有专有技术、知识、技能、经验和热情，使许多公司羡慕不已。



## 核心竞争力

团队合作、沟通交流、强适应性、高可靠性、充满干劲、制定决策、解决问题



## 寻找

■ 销售和商务关系



## 理想的业务合作伙伴

作为Gimmi的合作伙伴，您应该充分尊重我们的价值观。对我们而言，患者是我们关注的焦点。



## 事实与数据

员工人数 : 50

业务涉及国家和地区: 德国、中国、菲律宾、日本、泰国、越南、斯堪的纳维亚、葡萄牙、爱尔兰、意大利、墨西哥、巴西、美国、智利、哥斯达黎加、阿根廷、哥伦比亚、阿拉伯联合酋长国、沙特阿拉伯

出口额超过 80%

## FACTS & FIGURES

50 employees

Active in: Germany, China, Philippines, Japan, Thailand, Vietnam, Scandinavia, Portugal, Ireland, Italy, Mexico, Brazil, USA, Chile, Costa Rica, Argentina, Columbia, UAE, Saudi Arabia

Export volume >80 %

## Gimmi GmbH

Carl-Zeiss-Str. 6  
78532 Tuttlingen, Germany  
[www.gimmi.de](http://www.gimmi.de)



## 参展者 PARTICIPANTS

### Nanqi Yuan

九江吉美医疗器械有限公司董事长兼总经理  
Chairman / General Manager of Jiujiang  
Jimei Medical Apparatus Co., Ltd

### Jacek Nowinski

Gimmi有限公司国际销售经理  
International Sales Manager  
of Gimmi GmbH



## CORE COMPETENCIES

Teamwork, Communication, Adaptability, Reliability, Motivation, Decision Making, Problem Solving



## LOOKING FOR...

■ Sales & Business relations



## IDEAL BUSINESS PARTNER

As a partner of Gimmi, you should fully respect our values. With us, the patient is the center of interest.

# Günter Bissinger Medizintechnik



研发 | 生产 | 市场 | 销售

RD | PRODUCTION | MARKETING | SALES

Günter Bissinger 医疗技术有限公司于1974年在德国的特宁根成立。最初的产品范围主要包括显微外科、神经外科和眼科仪器。大约40年前，Bissinger开始制造第一批用于显微外科手术的凝血钳。今天，我们为几乎所有外科应用提供了广泛的电外科单极、双极及电切产品。特别是用于微创手术的器械。



## 核心竞争力

电外科手术器械的制造商和完整的供应商、满足各个客户的要求、显微外科手术器械的制造商、原始设备制造商和自有品牌供应商、电气维修



## 寻找

- 产品推广
- 更多的合作伙伴



## 理想的业务合作伙伴

普通外科、神经外科、泌尿外科、小儿外科、妇科、整形外科



## 事实与数据

员工人数: 100

业务涉及国家和地区: 美国、德国、欧洲、亚洲、中东

## FACTS & FIGURES

100 employees

Active in: USA, Germany, Europe, Asia, Middle East



## 参展者 PARTICIPANTS

Jing Chen

中国区销售代表

Sales Representative China

*Günter Bissinger Medizintechnik GmbH is founded in Teningen/Germany in the year 1974. The initial product range includes mainly instruments for micro- and neurosurgery as well as ophthalmology. About 40 years ago, Bissinger started to manufacture the first coagulation forceps for microsurgery. Today we offer a large product range of bipolar and monopolar instruments for nearly all surgical applications. Particular attention is paid to instruments used for minimal invasive surgery.*



## CORE COMPETENCIES

*Manufacturer and complete supplier of electrosurgery instruments, Implementation of individual customer requirements, Manufacturer of microsurgery instruments, OEM and private label supplier, Repair of electric*



## LOOKING FOR...

- Product promotion
- more partners



## IDEAL BUSINESS PARTNER

*General surgery, neurosurgery, urology, pediatric surgery, gynecology, plastic surgery*

# Medicon



手术器械和植入物 | 颅颌面外科手术 | 神经+脊柱  
**SURGICAL INSTRUMENTS AND IMPLANTS | CRANIO-  
MAXILLOFACIAL SURGERY | NEURO + SPINE**

自1941年起德国Medicon eG就拥有九个生产工厂, 并提供完整的手术器械和植入物, 我们重点关注“德国制造”的产品品质。我们的产品主要涉及表面处理工艺、神经+脊柱和外科手术(包括普通外科、耳鼻喉科、整形外科和心血管外科), 并凭借其卓越的品质和可靠性在世界范围内享有声誉。



### 事实与数据

员工人数: 450  
业务涉及国家和地区: 全球, 尤其是欧洲、亚洲、北美和南美  
出口额 80%

### FACTS & FIGURES

450 employees  
Active worldwide, esp. Europe, Asia, North and South America  
Export volume 80%

MEDICON eG, GERMANY  
N.47° 57' 31,4"  
E. 8° 46' 58,6"

Since 1941 Medicon eG, Germany bundles the strength of 9 production facilities and offers a complete range of surgical instruments and implants with a focus on the product quality "Made in Germany". The products of our main divisions CMF, NEURO + SPINE and SURGICAL (including General, ENT, Plastic and Cardiovascular Surgery) have a reputation of excellence and reliability worldwide.



### 核心竞争力

植入手术和脊柱手术的特殊解决方案, 源自德国的外科手术器械



### CORE COMPETENCIES

Special solutions for implants and spine surgery, Surgical instruments – made in Germany



### 寻找

- 寻求市场信息



### LOOKING FOR...

- Seeking market information



### 理想的业务合作伙伴



### IDEAL BUSINESS PARTNER

### Medicon eG

Gänsäcker 15  
78532 Tuttlingen, Germany  
T +49 7462 2009 0  
info@medicon.de  
[www.medicon.de](http://www.medicon.de)

### 参展者 PARTICIPANTS

#### Xuejun Li

北京福科斯医疗有限公司首席执行官  
CEO, Beijing Focus Medical Instrument  
Co. Ltd. in China





# Schneider Medical

医疗器械 | 医院设备 | 急救 | 老人护理

MEDICAL DEVICES | HOSPITAL EQUIPMENT |  
FIRST AID | ELDERLY CARE

在Schneider Medical GmbH, 我们的核心业务是生产和销售用于冷热应用的凝胶和粉末产品。我们的产品包括可重复利用凝胶袋、一次性凝胶袋、骨科绷带和水瓶冷却包, 可用于医药、保健、运动和家庭领域。此外, 我们的工厂使用了大面积光伏系统, 以环保的方式运营、生产。



## 核心竞争力

研发和生产用于冷热应用的无毒凝胶和粉末产品。尤其是可重复利用凝胶袋、一次性凝胶袋、水瓶冷却包和热传输系统。



## 寻找

- 合作关系
- 客户
- 合作



## 理想的业务合作伙伴

在医疗设备行业寻求稳定且值得信赖的合作伙伴, 以建立长期的合作伙伴关系。合作伙伴应拥有进入医疗市场的良好渠道。



## 事实与数据

员工人数: 20  
业务涉及国家和地区: 全球  
出口额 三百万欧元

## FACTS & FIGURES

20 employees  
Active worldwide  
Export volume 3.000.000 €



## 参展者 PARTICIPANTS

**Dominic Schneider**  
首席执行官  
CEO

## Schneider Medical GmbH

Robert Bosch Str. 7  
77866 Rheinau, Germany  
T +49 7844 7051  
hello@schneider-medical.com  
[www.schneider-medical.com/en](http://www.schneider-medical.com/en)

At Schneider Medical GmbH, our core business is producing and selling gel and powder products for cold and warm application. In particular, this involves reusable compresses, one-time instant compresses, orthopedic bandages and bottle coolers for use in the fields of medicine, wellness, sport and the household. In addition, we operate our production in an environmentally-friendly manner with our own large-surface photovoltaic system.



## CORE COMPETENCIES

Developing and producing non-toxic gel and powder products for cold and warm applications. In particular medical reusable compresses, one-time instant compresses, bottle coolers and thermal transportation systems.



## LOOKING FOR...

- partnerships
- customers
- collaboration



## IDEAL BUSINESS PARTNER

Solid and trustful partners looking for long term partnerships in the medical device industry. Partners should have an excellent access to the medical market.

# SCHÖLLY FIBEROPTIC



医疗工程  
**MEDICAL ENGINEERING**

全高清摄像系统、柔性+刚性内窥镜、2D和3D Chip-in-Tip 系统、LED 光源+光纤



### 事实与数据

员工人数:750  
业务涉及国家和地区: 全球  
出口额85%

### FACTS & FIGURES

750 employees  
Active worldwide  
Export volume 85%



Full HD Camera Systems, Rigid + Flexible Endoscopes, 2D and 3D Chip-in-Tip Systems, LED Light Sources + Fiber Optics



### 核心竞争力

所有生产过程出自一家: 概念、出样机、功能测试、出样件、产品注册、生产、售后服务



### CORE COMPETENCIES

All the way to a marketable product from one source: conception, prototyping, functional testing, engineering, product registration, production, after sales service



### 寻找

- 客户
- 代表
- 代理商或经销商



### LOOKING FOR...

- customers
- representatives
- agents or distributors



### 理想的业务合作伙伴

内窥镜原始设备制造商或者为自有品牌寻找微创手术领域可靠的生产商



### IDEAL BUSINESS PARTNER

OEM or Private Label customer in endoscopy looking for a capable manufacturer for their brand in the field of Minimal Invasive Surgery

### SCHÖLLY FIBEROPTIC GMBH

Robert-Bosch-Strasse 1-3  
79211 Denzlingen, Germany  
T +49 7666 908 0  
info@schoelly.de  
[www.schoelly.de](http://www.schoelly.de)

### 参展者 PARTICIPANTS

**Ken Kitzerow**  
中国区首席执行官  
CEO Schöolly China

# Stema



泌尿科 | 腹腔镜 | 关节镜 | 口腔颌面外科

UROLOGY | LAPAROSCOPY | ARTHROSCOPY |  
ORAL-, MAXILLO-, FACIAL-SURGERY

我们是德国内窥镜检查领域的领先制造商之一。



### 事实与数据

员工人数: 18  
业务涉及国家和地区: 全球60多个国家和地区  
出口额 60%

### FACTS & FIGURES

18 employees  
Active in: Over 60 countries worldwide  
Export volume 60%



We are one of the leading German manufacturers in endoscopy.



### 核心竞争力

我们的产品: 关节镜、心脏科信息管理系统、容器、耳鼻喉科、高频手术、妇科、椎板切除术、腹腔镜、直肠镜、胸腔镜、病房、泌尿科



### CORE COMPETENCIES

Our products: Arthroscopy, Cardiac MIS, Container, ENT, HF-Surgery, Gynaecology, Laminectomy, Laparoscopy, Proctoscopy, Thoracoscopy, Units, Urology



### 寻找

- 当地新的销售合作伙伴
- 新商机
- 德国品质示范



### LOOKING FOR...

- Localizing new sales partners
- New business opportunities
- Demonstration of German quality



### 理想的业务合作伙伴

在内窥镜领域已有经验和销售合作伙伴



### IDEAL BUSINESS PARTNER

Companies, Sales partners which, who have already experience in the field of endoscopy.

### STEMA

#### Medizintechnik GmbH

Take-Off-Gewerbepark 74  
78579 Neuhausen ob Eck,  
Germany

T +49 7467 796300

info@stema-medizintechnik.de

[www.stema-medizintechnik.de](http://www.stema-medizintechnik.de)

### 参展者 PARTICIPANTS

#### Zhou Yun

史迪马(北京)科技有限公司总经理  
Geschäftsführer STEMA Beijing  
Technology Co., Ltd.

#### Xiaochen Wei

销售经理  
Sales Manager

#### Limin Jia

销售经理  
Sales Manager

#### Hailong Wu

销售经理  
Sales Manager

# Sutter



耳鼻喉科 | 显微外科 | 神经外科  
ENT | MICROSURGERY | NEUROSURGERY

苏特医疗技术代表着高精度和高质量的电外科医疗产品。总部位于德国弗赖堡，我们为全球外科医生研发，生产和分销创新产品。我们的四兆赫射频技术和不粘双极镊子为耳鼻喉科、显微外科和神经外科的各种应用提供解决方案。



### 核心竞争力

神经外科和耳鼻喉科手术仪器和射频发生器



### 寻找

- 客户
- 代表
- 代理商或经销商



### 理想的业务合作伙伴

在医疗行业中具有丰富经验的本地合作伙伴。



### 事实与数据

员工人数:120

业务涉及国家和地区: 营销活动主要集中于西欧、东欧、中东和美国

出口额80%

### FACTS & FIGURES

120 employees

Active in: Sales and marketing activities in major regions (Western Europe, Eastern Europe, Middle East, America)

Export volume 80%

### Sutter Medizintechnik GmbH

Tullastr. 87  
79108 Freiburg, Germany  
[www.sutter-med.de](http://www.sutter-med.de)



### 参展者 PARTICIPANTS

Stefan Tischler

总经理  
General Manager

Jose Zheng

销售和市场营销  
Sales & Marketing Manager

Sutter Medizintechnik stands for electrosurgical medical products of the highest precision and quality. Based in Freiburg, Germany, we develop, produce and distribute innovative products for surgeons around the world. Our 4 MHz radiofrequency technology and our non-stick bipolar forceps offer solutions for a variety of applications in ENT, microsurgery and neurosurgery.



### CORE COMPETENCIES

Instruments and radiofrequency generators for neurosurgery and ENT surgery.



### LOOKING FOR...

- customers
- representatives
- agents or distributors



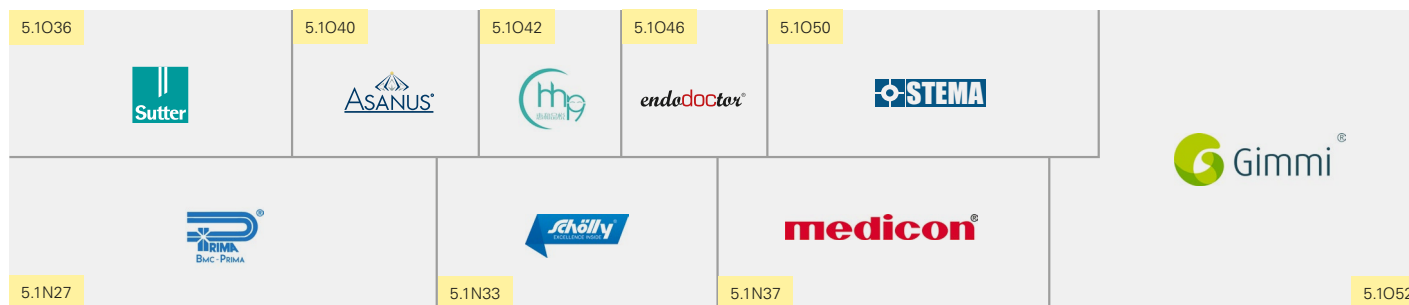
### IDEAL BUSINESS PARTNER

Experienced and well-established local partners in the medical industry.



# 欢迎您莅临5.1展厅 P40展台

VISIT US HALL 5.1 BOOTH P40

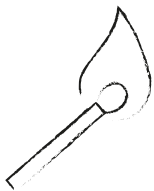


## 展商 EXHIBITORS

### 展位 BOOTH

Anton Hipp	5.1P38
Asanus	5.1O40
hhp	5.1O42
BMC-PRIMA	5.1N27
Centax Pharma	5.1O27
ElringKlinger Engineered Plastics	5.1O39
Endodoctor	5.1O46
Eurotemp	5.1O29
FSSB	5.1O37
Gimmi	5.1P52
Günter Bissinger Medizintechnik	5.1P36
Medicon	5.1N37
Schneider Medical	5.1O35
Schölly Fiberoptic	5.1N33
Stema	5.1O50
Sutter Medizintechnik	5.1O36

# 用笔尖记录每一个灵感



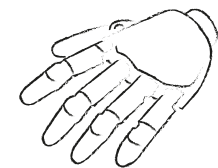
1832, 火柴  
雅各布·弗里德里希·卡默勒



1972, SAP 软件  
克劳斯·魏伦路特、汉斯魏纳·海克特、迪特马·荷普、克劳斯·拉奇和哈索·普拉特纳



1958, 慧鱼尼龙锚栓  
阿图·菲舍尔



2016, 最小的多关节手部义肢  
文森特系统有限公司



# Baden-Württemberg International

## Agency for International Economic and Scientific Cooperation

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Willi-Bleicher-Str. 19  
70174 Stuttgart  
Germany

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info@bw-i.de  
www.bw-i.de/en  
www.bw-invest.de/en



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**Baden-Württemberg**

MINISTRY OF ECONOMIC AFFAIRS, LABOUR AND HOUSING

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