Foreword.

Germany enjoys an excellent reputation as a successful export nation. The federal state of Baden-Württemberg is proud of its role as a major contributor to this success story. During the past year, companies within Baden-Württemberg achieved record exports of 181.4 billion Euros.

Large globally recognised companies, such as Daimler, Porsche, Bosch, Zeiss and SAP, determine the status of our economy and our success with regard to exports as well as numerous small and medium-sized companies. Their ideas and innovations make a decisive contribution to the international competitiveness of Baden-Württemberg.

Nowhere else in Europe do companies invest more in research and the development of innovative products than in Baden-Württemberg. In addition, nowhere else is it possible to find so many active cluster initiatives and industry-specific networks, which additionally boost the innovative strength of the companies in the state.

The international success of our clusters and technology enterprises is, however, not taken for granted. Using this knowledge, the federal state of Baden-Württemberg and the companies are doing everything in their power to continually expand this leading international position in all forward-looking areas of industry. We want to continue producing sustainable solutions and cutting-edge technology worldwide in order to help deal with the social and ecological challenges the world is currently facing.
As you can see from this event and this brochure, we are seeking to make personal contact with you here in Dubai. Baden-Württemberg, the economic and industrial organisations, science and, above all, the companies within Baden-Württemberg are interested in long-term partnerships with your country, creating lasting perspectives for the development of joint projects.

I hereby invite you to take part in this dialogue with Baden-Württemberg, and I look forward to welcoming you as guests in our federal state.

Dr. Nils Schmid MdL

Deputy Minister President and Minister of Finance and Economics of Baden-Württemberg
Baden-Württemberg – The German Southwest: Where ideas work.

Baden-Württemberg is one of the most important economic centres in Europe and has become one of the leading investment locations. Apart from global players such as Daimler, Bosch, SAP, GFT Technologies and Porsche, our strong small and medium-sized companies are the backbone of our economy. With a gross domestic product of 438 billion euros (2014) and research expenditure amounting to 4.8 per cent of GDP (2013), Baden-Württemberg occupies one of the top positions in Europe. The capacity for innovation displayed by industry in our state is backed up by a dense network of universities, research institutions and transfer organisations.

The economic structure of our federal state is multifaceted. One important mainstay is the mobility industry. Besides the automotive sector and the aerospace industry, sustainable mobility concepts like electro-mobility are playing an increasingly significant role. Another key industry is mechanical engineering. Almost every third machine manufactured in Germany originates in Baden-Württemberg. Companies like SAP, GFT Technologies, IBM or HP stand for the third key industry: the ICT industry. Environmental technology and renewables will be our growth engines in the future. Companies in Baden-Württemberg account for one quarter of all German environment-related products.

Our state also offers especially promising prerequisites for companies in the expanding health care sector, our fifth key industry. Companies of worldwide importance such as Aesculap, Paul Hartmann or Karl Storz have their home base in Baden-Württemberg. The medical technology sector has a long tradition in Baden-Württemberg – the leading medical technology location in Germany.
The companies in the federal state are broadly positioned: the entire medical technology value added chain, from manufacturers, suppliers and wholesale traders to research institutions can be found. At more than 68 per cent (2013), the export ratio is exceedingly high. The structure of the medical technology industry in the state is primarily composed of small and medium-sized companies. However, large companies are represented as well. Nearly 13 per cent of the 818 medical technology companies are also working in the dental care sector.

About 4,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 188 different countries contribute to our innovativeness and cultural charm.

Baden-Württemberg International (bw-i) is your central contact for all issues relating to Baden-Württemberg as an economic, business and science location. Go to www.bw-invest.de to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!
One region. 1000 strengths.

<table>
<thead>
<tr>
<th>Area</th>
<th>35,741 km² – approx. 10% of Germany</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inhabitants</td>
<td>10.6 million – approx. 13% of Germany</td>
</tr>
<tr>
<td>Urban centres</td>
<td>Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen</td>
</tr>
<tr>
<td>The economy</td>
<td>• Gross domestic product (GDP): 438 billion Euros – 15.1% of German GDP</td>
</tr>
<tr>
<td></td>
<td>• GDP per inhabitant: 41,067 Euros</td>
</tr>
<tr>
<td></td>
<td>• Exports: 181.4 billion Euros</td>
</tr>
<tr>
<td></td>
<td>• Export volume/inhabitant: 17,100 Euros</td>
</tr>
<tr>
<td></td>
<td>• Research and development spending (in 2013): 4.8% of GDP (German average: 2.8%)</td>
</tr>
<tr>
<td>Leading sectors</td>
<td>• Engineering: 30.2% of total German mechanical engineering industry</td>
</tr>
<tr>
<td></td>
<td>• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 per cent of the automotive workforce in Germany Baden-Württemberg is the German “car state”</td>
</tr>
<tr>
<td></td>
<td>• Medical technology/measuring and control systems/optics: Baden-Württemberg is market leader in the export of medical technology</td>
</tr>
<tr>
<td></td>
<td>• Health care</td>
</tr>
<tr>
<td></td>
<td>• Life sciences</td>
</tr>
<tr>
<td></td>
<td>• ICT industry</td>
</tr>
<tr>
<td></td>
<td>• Research &amp; development: Baden-Württemberg is Europe’s number one in innovation</td>
</tr>
<tr>
<td></td>
<td>• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry</td>
</tr>
<tr>
<td></td>
<td>• Environmental technology and renewables</td>
</tr>
</tbody>
</table>

Data for 2014
Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

Our main objectives are:

• Strengthening contacts between foreign and local companies, universities and research institutions
• Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
• Positioning Baden-Württemberg as an excellent location for business and science

Our support services include:

• Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
• Supply of general information on the legal framework and social insurance
• Identification of suitable business and scientific partners for your company
• Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
• Support with administrative procedures
• Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks
**Ackermann Instrumente GmbH**

Eisenbahnstr. 65 – 67  
78604 Rietheim-Weilheim, Germany  
Phone +49 7461 966710  
Email mz@ackermanninstrumente.de  
Web www.ackermanninstrumente.de

**Participants**  
Rolf Ackermann, CEO  
Markus Zons, Sales Manager MEA

**Number of employees**  
100

**Activities in the following countries**  
More than 100 countries

**Sector**  
Medical engineering, medical devices, spinal implants

**Offered services/product range**  
- Endoscopy and accessories  
- Spinal implants  
- Clips and applicators (for open as well as endo-surgery)

**Core competencies**  
We offer a full line of endoscopic instruments and devices while particularly focussing on the latest technology. Our portfolio includes re-usable as well as single-use items. Hemostatic clips for vessel sealing as well as complete sets of spinal implants such as pedicle screws, PEEK cages and disc prosthesis's also belong to Ackermann's product range.

**Cooperation objectives**  
Looking for customers, representatives, agents or distributors

**Requirements for an ideal business partner**  
We are looking for serious partners with who we can establish a profound long term business relationship.

**Language skills**  
German, English, Arabic, Spanish
AIIM GmbH
Hochstr. 51
78183 Huefingen, Germany
Phone +49 771 22967947
Email y.hegenauer@ai2m.de
Web www.ai2m.de

Participants
Yvonne Hegenauer, General Manager
Sherif Ezzat, Regional Manager

Activities in the following countries
Near East, Middle East, Far East

Sector
Medical industry

Offered services/product range
Laparoscopy: include gynecology, arthroscopy, ENT instrumentation, surgical instruments: more than 15,000 items of instruments are made of high quality stainless steel. They covering all different surgical and dental specialties with different finishes in standard, ceramic or mirror finish

Core competencies
• AIIM GMBH offer turn key solution for complete operating theater in different specialities
• High quality, fast delivery
• Special custom made design for R&D

Cooperation objectives
Looking for customers, representatives, agents or distributors, suppliers/subcontractors
b2medical
aesthetics | medical | devices

b2med GmbH
Nürtinger Str. 3
72649 Wolfschlugen, Germany
Phone +49 7022 306985
Email info@b2medical.de
Web www.b2medical.de

Participant
Bärbel Popp, CEO

Export quota
60 %

Activities in the following countries
Germany, Switzerland, Austria, United Kingdom, Singapore, Malaysia, Myanmar, Colombia, Katar

Sector
Electrical and electronic industry, medical engineering, services, beauty and wellness technology

Offered services/product range
BODYREG, devices for CO₂ healing therapy, designed by our own company and manufactured in-house “Made in Germany”. We enjoy worldwide sales and personally support our distributors in each country.

Core competencies
We are a leading manufacturer of devices for CO₂ healing therapy and are recognized for producing innovative design and solutions. The personal training of our customers in product use and the benefits of the therapy is part of our service.

Cooperation objectives
Looking for representatives, agents or distributors

Requirements for an ideal business partner
Established in the market segments: medical and/or beauty and wellness services and equipment supply. Professional in distribution and marketing. Willing to assume import procedure and cooperate as a partner working hand-in-hand with supplier.

Language skills
German, English
<table>
<thead>
<tr>
<th>Participant</th>
<th>Markus Lucke, General Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>12</td>
</tr>
<tr>
<td>Export quota</td>
<td>70%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>USA, Europe, Asia, seeking distributors worldwide</td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering, biotechnology, services</td>
</tr>
<tr>
<td>Offered services/product range</td>
<td>We are manufacturing surgical, dental and veterinary instruments. Specialities orthopaedic implants for osteosynthesis and maxillofacial. We do also OEM manufacturing for special tools as drillbits with and without AO shafts. Saw blades for orthopaedic saw with all major connectors.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Main competence is in manufacturing intramedullary nails for ESIN out of implant steel and Titanium. Tools are manufactured on 5 axes CNC machines for the best available qualities. We are certified acc. DIN ISO:13485 and acc CE.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, retail partners, representatives, agents or distributors</td>
</tr>
</tbody>
</table>

Baeramed Instrumente GmbH
Enzianstr. 1
72477 Schwenningen, Germany
Phone  +49 7579 1730
Email  info@baeramed.de
Web  www.baeramed.de
<table>
<thead>
<tr>
<th>Participants</th>
<th>Peter Herrmann, CEO</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Barbara Hipp, General Manager</td>
</tr>
<tr>
<td></td>
<td>Ingo Dreher, Project Manager</td>
</tr>
<tr>
<td>Number of employees</td>
<td>40</td>
</tr>
<tr>
<td>Export quota</td>
<td>25%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Europe, Middle East, Africa</td>
</tr>
<tr>
<td>Sector</td>
<td>Electrical and electronic industry, metal processing, engineering, medical engineering</td>
</tr>
<tr>
<td>Offered services/ product range</td>
<td>BEMOTEC is a manufacturer and system supplier for the medical device markets. BEMOTEC operates for over 15 years in medical devices with companies up to 19,000 employees worldwide. The services are from product development up to production of products and the redesign of processes. The regular cost engineering of existing products are also a key performance of BEMOTECs’ operations.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Development of medical products; manufacturing of medical products</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, retail partners, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
BioKat Systeme GmbH

Industriehof 6
77933 Lahr, Germany
Phone +49 7821 32911-50
Email info@bio-kat.de
Web www.bio-kat.de

Participants
Dipl.-Ing. Andre Rasche, General Manager
Reiner Wild, Head of Sales and Marketing

Number of employees
12

Export quota
75%

Activities in the following countries
Germany, Switzerland, Austria, Great Britain, Poland, Russian Federation, United Arab Emirates, People's Republic of China, Australia

Sector
Medical engineering, sustainable biotechnology in low energy range

Offered services / product range
Bioresonance devices for diagnosis and therapy, education in classical bioresonance therapy

Core competencies
Research, development and manufacture of bioresonance devices for conventional medicine, psychotherapy, pediatrics as well as alternative medicine, homeopathy, naturopathy and veterinary medicine

Cooperation objectives
Development of new markets in close cooperation with the new distribution partners, agent representatives

Requirements for an ideal business partner
Partner should be ideally already active or experienced in the field of medical technology, wholesalers, agent with connections to doctors for naturpaths or business oriented doctors, naturpaths, homeopaths with possible links to distribution networks

Language skills
German, English and others
Biomex GmbH
Siemensstr. 38
69123 Heidelberg, Germany
Phone +49 6221 894669-0
Email info@biomex.de
Web www.biomex.de

Participant
Oliver Bosnjak, Managing Director

Number of employees
30

Export quota
60%

Activities in the following countries
Germany, Switzerland, Austria, France, Italy, US, UK

Sector
Biotechnology

Offered services/product range
- Blood plasma for production
- Patient samples
- Panels
- Prospective sample collection

Core competencies
Plasma of infectious diseases

Cooperation objectives
Looking for customers

Requirements for an ideal business partner
Producer of diagnostic products

Language skills
English
**Guenter Bissinger Medizintechnik GmbH**

Hans-Theisen-Str. 1  
79331 Teningen, Germany  
Phone +49 7641 91433-0  
Email info@bissinger.com  
Web www.bissinger.com

| Participants | Matthias Bissinger, CEO  
Josef Fottner, Director Sales & Marketing |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>85</td>
</tr>
<tr>
<td>Export quota</td>
<td>40 %</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Europe, USA, Canada, Japan, China, India, Australia, Russia, Ukraine, most countries in the Asia-Pacific region, North Africa, South Africa</td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering, medical devices and related accessories</td>
</tr>
<tr>
<td>Offered services/product range</td>
<td>Instruments and accessories for electrosurgery, i.e. monopolar and bipolar forceps, scissors, clamps, cables, electrodes. Electrosurgical instruments for Minimally-Invasive-Surgery.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Design and development of surgical and electrosurgical instruments and accessories. Vertically integrated manufacturing including stamping, milling, grinding, turning, injection molding, polishing, coating, anodizing, assembly, cleanroom assembly, testing, printing, cleaning, packaging.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for retail partners, wholesale partners, representatives, agents or distributors</td>
</tr>
<tr>
<td>Requirements for an ideal business partner</td>
<td>Our ideal business partner has a strong distribution channel in his territory with sufficient personal regularly visiting hospitals and clinics and is experienced in the sales of surgical and / or electrosurgical instruments.</td>
</tr>
<tr>
<td>Language skills</td>
<td>English</td>
</tr>
</tbody>
</table>
Bosch Friedrich GmbH & Co. KG
Hohenlaienstr. 30
72406 Bisingen, Germany
Phone  +49 7476 3554
Email  jb@fbosch.de
Web    www.fbosch.de

Participant
Josef Bieger, General Manager

Number of employees
15

Export quota
50 %

Activities in the following countries
Worldwide

Sector
Measuring and control technology, medical engineering

Offered services / product range
• Aneroid sphygmomanometers
• Infusion cuffs
• Blood pressure cuffs
• Tourniquets

Core competencies
Products made in Germany that are perfectly designed to detail as far as form and function are concerned. Our high regard towards quality is a benefit for both patient and doctor

Cooperation objectives
Looking for customers, representatives, agents or distributors

Requirements for an ideal business partner
Looking for experienced and well established distributors with efficient sales network

Language skills
German, English, French
<table>
<thead>
<tr>
<th>Participants</th>
<th>Franz-Heinrich Budde, Sales Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>8</td>
</tr>
<tr>
<td>Export quota</td>
<td>95%</td>
</tr>
<tr>
<td>Activities in the following</td>
<td></td>
</tr>
<tr>
<td>countries</td>
<td>Germany, Italy, Spain, France, Poland, Bulgaria, Russia, Iran, Jordan, Egypt, Saudi-Arabia, Thailand, Indonesia, South-Korea, China, Australia, South-America</td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering, services</td>
</tr>
<tr>
<td>Offered services / product</td>
<td></td>
</tr>
<tr>
<td>range</td>
<td>General surgical instruments, neurosurgery instruments incl. MICRO instruments and BILLY, laminectomy punches &amp; rongeurs, retractor systems (MAXOP &amp; MODENA), ENT, dental, ophthalmology, surgical lights, electrosurgery, container for sterilization</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Basis of CEATEC are high quality instruments MADE IN GERMANY. But the difference that matters is our unique vision of “Service &amp; Innovation”. We invest our profit directly in innovations in neurosurgery and in field of retractor systems. Because of close contact to the surgeon we create innovations which are “born” in the OR, having a direct reference to daily reality of our customers.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Requirements for an ideal</td>
<td>• Longterm experience in field of surgical instruments and retractor systems</td>
</tr>
<tr>
<td>business partner</td>
<td>• Close contacts to doctors, head of operating room and purchasing department.</td>
</tr>
<tr>
<td>Language skills</td>
<td>English, Spanish, Italian, French, Romanian</td>
</tr>
</tbody>
</table>
Participant
Mathias Goebel, Authorised Officer / Prokurist

Sector
Electrical and electronic industry, medical engineering, cleanroom luminaires

Offered services / product range
Individual LED-lighting concepts for cleanrooms and laboratories.

Core competencies
Cenit Leuchten is specialized on the development and planning of intelligent and individualized lighting systems for cleanrooms, which are, for example, employed in hospitals, laboratories or research facilities of the pharmaceutical industry. Together with our customers, we plan and realize efficient lighting systems based on the latest findings in lighting technology.

Cooperation objectives
Looking for customers, retail partners

Language skills
German, English
Christophorus CBC GmbH
Seestr. 66
69214 Eppelheim, Germany
Phone +49 6221 1644-01
Email kontakt@cbcgmbh.de
Web www.cbcgmbh.de

Participant
Christoph Bederke, General Manager

Activities in the following countries
Greece, Austria, Swiss, Germany, United Arab Emirates, Lybia, Saudi Arabia, Italy, Benelux, Egypt

Sector
Surgical instruments, hollow ware, sterilisation equipment

Offered services / product range
- Production
- Guidance
- Sales
- Reparation

Core competencies
Surgical instruments

Cooperation objectives
Looking for customers, representatives, agents or distributors, production partners, suppliers / subcontractors

Requirements for an ideal business partner
Good prices, best quality, short delivery time, wide range of products, expert knowledge

Language skills
English, German
DACH Schutzbekleidung GmbH
Im Sonnenschein 9
76467 Bietigheim, Germany
Phone +49 7245 80592-0
Email info@dach-germany.de
Web www.dach-germany.de

| Participants | Oliver Ruzicska, International Sales Manager  
Georg Gerstner, Sales Manager Germany |
<p>| Number of employees | 15 |
| Export quota | 25 % |
| Activities in the following countries | Germany, Austria, Australia, Belgium, China, Czech Republic, Denmark, France, Georgia, Hungary, Italy, Japan, Netherlands, Poland, Romania, Spain, Slovenia, South Africa, UAE, UK, South Korea, Switzerland, Turkey |
| Sector | Plastics industry, chemicals industry, medical engineering, textile industry, personal protective equipment (PPE), medical devices (MD), protective clothing, medical clothing |
| Offered services / product range | Respirators, surgical masks, head and face protection, headgear, hairnets, medical caps and hoods, protective gowns, medical gowns, coveralls, aprons, shoe covers, protective gloves, protective glasses and face shields, protection kits. |
| Core competencies | Our company DACH was founded in 1996 and has since been a manufacturer of personal protective equipment and medical devices. We are certified with ISO:13485 and ISO:9001 and are supplier to numerous international industrial companies, hospitals, clinics and distributors. Our goal is to make workplaces safer and more comfortable, while protecting people from health hazards as best as possible. |
| Cooperation objectives | Looking for customers, retail partners, wholesale partners, representatives, agents or distributors |
| Language skills | German, English |</p>
<table>
<thead>
<tr>
<th><strong>Participants</strong></th>
<th>Walter Derungs, President of Board of Directors</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Andreas Schenkenbach, Managing Director</td>
</tr>
<tr>
<td></td>
<td>Ingo Schmalfuss, Business Development Manager</td>
</tr>
<tr>
<td><strong>Number of employees</strong></td>
<td>approx. 50</td>
</tr>
<tr>
<td><strong>Activities in the</strong></td>
<td>Subsidiaries worldwide: China, Germany, France,</td>
</tr>
<tr>
<td><strong>following countries</strong></td>
<td>Great Britain, India, Italy, Netherlands, Austria,</td>
</tr>
<tr>
<td></td>
<td>Sweden, Switzerland, Singapore, USA</td>
</tr>
<tr>
<td><strong>Sector</strong></td>
<td>Electrical and electronic industry, clinics &amp;</td>
</tr>
<tr>
<td></td>
<td>medical practices equipments/facility management/</td>
</tr>
<tr>
<td></td>
<td>medical diagnostics</td>
</tr>
<tr>
<td><strong>Offered services/</strong></td>
<td>• Examination and treatment luminaires</td>
</tr>
<tr>
<td><strong>product range</strong></td>
<td>• Task and magnifier luminaires</td>
</tr>
<tr>
<td></td>
<td>• General room and reading luminaires</td>
</tr>
<tr>
<td><strong>Core competencies</strong></td>
<td>Derungs is one of the world leaders for lighting</td>
</tr>
<tr>
<td></td>
<td>systems and accessories intended for the</td>
</tr>
<tr>
<td></td>
<td>healthcare technology. Since 1999, the company</td>
</tr>
<tr>
<td></td>
<td>has been part of the Waldmann Group. Derungs</td>
</tr>
<tr>
<td></td>
<td>combines innovative lighting techniques and a</td>
</tr>
<tr>
<td></td>
<td>functional design to create state-of-the-art</td>
</tr>
<tr>
<td></td>
<td>products.</td>
</tr>
<tr>
<td><strong>Cooperation objectives</strong></td>
<td>Looking for customers, wholesale partners,</td>
</tr>
<tr>
<td></td>
<td>representatives, agents or distributors</td>
</tr>
</tbody>
</table>
DiaMex GmbH
Siemensstr. 38
69123 Heidelberg, Germany
Phone  +49 6221 894669-40
Email  info@diamex.com
Web    www.diamex.com

Cesare Resta, Sales Manager
5
65%
Germany, Switzerland, Austria, France, Italy, UK, Romania, Benelux
Biotechnology
- Controls for the medical laboratory
- Human based and manufacturer independent material
Controls for infectious diseases
Looking for representatives, agents or distributors
Experience in medical products, contacts to medical labs

English
## DIMEDA Instrumente GmbH

Gänsäcker 54 + 58  
78532 Tuttlingen, Germany  
Phone  +49 7462 9461-0  
Email  info@dimeda.de  
Web  www.dimeda.de

<table>
<thead>
<tr>
<th>Participant</th>
<th>Gerhard Zepf, General Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>45</td>
</tr>
<tr>
<td>Export quota</td>
<td>55%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Worldwide</td>
</tr>
<tr>
<td>Sector</td>
<td>Surgical instruments and equipment for human, dental and veterinary medical applications, cardiovascular</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Surgical instruments and equipment for human, dental and veterinary medical applications</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Large stock, quick delivery of surgical instruments</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English, French, Spanish, Italian</td>
</tr>
</tbody>
</table>
**Dr. Langer Medical GmbH**

Fabrik Sonntag Haus 4 a  
79183 Waldkirch, Germany  
Phone +49 7681 474540  
Email info@medical-langer.de  
Web www.medical-langer.de

<table>
<thead>
<tr>
<th>Participant</th>
<th>Jan Pohnke, International Sales Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>35</td>
</tr>
<tr>
<td>Export quota</td>
<td>40%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Austria, Belgium, Brazil, China, Denmark, Finland, France, Georgia, Greece, India, Iran, Italy, Kuwait, Mexico, Netherlands, Norway, Poland, Switzerland, Slovenia, Spain, Turkey, Vietnam</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering</td>
</tr>
<tr>
<td>Offered services /</td>
<td>Founded 1996 in Germany, the Dr. Langer Medical GmbH is today a leading manufacturer of state-of-art medical equipment. It is specialized in the development and sales of intraoperative neurological monitoring and neurostimulation equipment including a wide range of accessories &amp; consumables for thyroid, ENT / OM, vascular, rectal, spinal and neuro surgeries.</td>
</tr>
<tr>
<td>product range</td>
<td></td>
</tr>
<tr>
<td>Core competencies</td>
<td>Our expertise is based on highly qualified engineers, technicians and other specialists supported by our friendly and competent global service team. Marketed under the tagline “the art of neuromonitoring”, the products of Dr. Langer Medical GmbH have shown themselves to be flexible, cost-efficient and future-proof, as many healthcare and medical technology professionals will confirm.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
| Participants | MBA, Mr. El Amin El Fallouss, Manager  
| Mr. Hany Samuel Saad, Manager Egypt and Middle East |
| Number of employees | less than 20 |
| Activities in the following countries | Egypt, France, Yemen, Jordan, Africa, Saudi Arabia, Spain, Portugal, South Korea |
| Sector | Engineering, medical engineering, services, medical devices: rigid, flexible endoscopy and their accessories as well as project-management |
| Offered services / product range | Medical devices for:  
• Flexible and rigid endoscopes and their accessories  
• Laparoscopy, urology, ENT and sterilisations systems  
• Visualisation systems such as endoscopy cameras and endoscopy light sources (LED; Xenon)  
• Supplementary service such as continuous development and evaluation of: quality assurance system, organisation, training for staff and patients’ safety |
| Core competencies | All our products are entirely made in Germany.  
We are an integral part of a network of highly specialised companies and experts of engineers, technicians and researchers at universities as well as experienced physician.  
Within this network we design, develop, produce and distribute endoscopy equipment and also other industrial components and services. |
| Cooperation objectives | Looking for customers, wholesale partners, representatives, agents or distributors, office facilities, partners for the mutual use of the distribution network |
| Language skills | German, English, French, Spanish, Arabic |
Elma Schmidbauer GmbH
Gottlieb-Daimler-Str. 17
78224 Singen, Germany
Phone  +49 7731 882-0
Email  info@elma-ultrasonic.com
Web  www.elma-ultrasonic.com

Participant
Christian Beirer, Division Manager

Number of employees
approx. 240

Activities in the following countries
Worldwide

Sector
Chemicals industry, engineering

Offered services /
product range
• Ultrasonic devices and ultrasonic cleaning lines
• Steam jet cleaning devices
• Cleaning agents
• Own application laboratory for cleaning tests

Core competencies
Ultrasound and steam jet technology

Cooperation objectives
Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

Language skills
German, English, French, Spanish
## Endoservice GmbH

Rudolf-Diesel-Str. 16  
78576 Emmingen-Liptingen, Germany  
Phone  +49 7465 909780  
Email  info@endoservice.biz  
Web  www.endoservice.biz

| Participants | Giovanni Mirci, Managing Director  
Patrick Knorr, Head of Global Sales & Marketing |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>12</td>
</tr>
<tr>
<td>Export quota</td>
<td>approx. 65%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Germany, Belgium, Italy, Iran, India, China, Brasil, Ireland, Austria, Switzerland</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, measuring and control technology, medical engineering, biotechnology, veterinary, dental</td>
</tr>
</tbody>
</table>
| Offered services / product range | EndoLook – premium rigid endoscopes made in Germany!  
We at endoservice are dedicated to the development and production of first-class optical instruments with an extremely long service life. We therefore place the highest value on modern production methods, first-class materials and high quality components.  
Endoservice offers excellence in repair, maintenance and quality control services!  
• EndoLook premium endoscopes strictly “Made in Germany”  
• Use of the best optical and mechanical components available  
• Compatibility with numerous manufacturers  
• OEM, prototype & custom endoscope production  
• Endoservice repair, quality & maintenance service  
• Special hightech scope control testing device |
| Cooperation objectives | Looking for customers, wholesale partners, representatives, agents or distributors, suppliers / subcontractors, hospitals, surgeons, doctors, clinics |
| Language skills | German, English, Croatian, Basic French |
ESfEQA GmbH
Siemensstr. 38
69123 Heidelberg, Germany
Phone +49 6221 894669-70
Email info@esfeqa.eu
Web www.esfeqa.eu

Participant
Dr. Dieter Groche, Head of Operation

Number of employees
3

Export quota
80%

Activities in the following countries
Germany, Italy, Turkey

Sector
Biotechnology

Offered services / product range
- External quality assessment for medical laboratories
- Programs for interlaboratory comparisons
- Statistical service
- EQA programs for biochemistry, hematology, immunology and virology

Core competencies
Looking for representatives, agents or distributors

Cooperation objectives
Experience in medical products, contacts to medical labs

Requirements for an ideal business partner

Language skills
English
<table>
<thead>
<tr>
<th>Participant</th>
<th>Dr. Raymund Schuster, Sales Director</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>60</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Europe, Middle East, Africa, Asia</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Chemicals industry, medical engineering</td>
</tr>
<tr>
<td>Offered services /</td>
<td>Disinfection for hands, instruments and surfaces. Gels for ultrasound and electrodiagnostics.</td>
</tr>
<tr>
<td>product range</td>
<td>Disinfection, sterilisation</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Looking for customers, retail partners, wholesale partners, representatives, agents or distributors</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td></td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
### evonos GmbH & Co. KG

Stockacherstr. 134  
78532 Tuttlingen, Germany  
Phone +49 7461 965774-31  
Email j.mans@evonos.de  
Web www.evonos.de

| Participants | Jörg Mans, CEO  
Carmen Manuele, Customer Service, Sales  
Samrin Akbar, Customer Service, Productmanagement |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>30</td>
</tr>
<tr>
<td>Export quota</td>
<td>89%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Worldwide</td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering, medical instruments and devices</td>
</tr>
</tbody>
</table>
| Offered services/product range | - EvoDrill  
- EvoFix  
- EvoFrame  
- EvoShape  
- Neurosurgical instruments  
- Surgical lights |
| Core competencies | Neurosurgery and OEM OR-Light-Systems |
| Cooperation objectives | Looking for customers, retail partners, wholesale partners, representatives, agents or distributors |
| Language skills | German, Italian, English, Spanish, Urdu |
FIEGERT-ENDOTECH Medizintechnik GmbH
Gänsäcker 42
78532 Tuttlingen, Germany
Phone +49 7462 94850
Email info@fiegert-endotech.com
Web www.fiegert-endotech.com

Participant
Deniz Parlak, Area Sales Manager

Number of employees
12

Export quota
80%

Activities in the following countries
Worldwide

Sector
Medical endoscopy for human and veterinary medicine

Offered services / product range
Fiegert Endotech – your #1 service partner and supplier of medical endoscopes and endoscopy accessories for laparoscopy, gynaecology, urology, arthroscopy, ENT and veterinary medicine. Favourable and fast in repair service for rigid and flexible endoscopes. Offering used endoscopes.

Core competencies
Our product range comprises complete instrumentation and equipment for all usual endoscopy needs. Hereby the focus has always been on rigid endoscopy.

Cooperation objectives
Looking for customers, representatives, agents or distributors

Language skills
German, English
GEOMED Medizin-Technik GmbH & Co. KG

Ludwigstaler Str. 27
78532 Tuttlingen, Germany
Phone +49 7461 9355-0
Email info@geomed.de
Web www.geomed.de

Participants
Andreas Schlatterer MBA, Vice President
Hanno Haug MBA / Dipl.-Kfm. (FH), Vice President

Number of employees
approx. 250

Activities in the following countries
Worldwide

Sector
Medical engineering

Offered services / product range
GEOMED offers a wide range of innovative and high-quality products for all indications. Our portfolio includes more than 12,000 products. For example:

- Surgical instruments
- Cardiovascular instruments
- Orthopedics
- ASSISTO® holding system
- HERCULES® wire cutters

Core competencies
The GEOMED GmbH & Co. KG is a traditional manufacturer of surgical instruments and has a selected program for operative medicine. The products are distributed through a worldwide network of strategic partners.

Language skills
German, English, Spanish, Italian and French
<table>
<thead>
<tr>
<th>Number of employees</th>
<th>200</th>
</tr>
</thead>
<tbody>
<tr>
<td>Activities in the following countries</td>
<td>China, Russia, Switzerland, Arab Countries, (…)</td>
</tr>
<tr>
<td>Sector</td>
<td>Services, health care service, hotel and catering</td>
</tr>
<tr>
<td>Offered services/product range</td>
<td>• Orthopaedic-traumatological rehabilitation</td>
</tr>
<tr>
<td></td>
<td>• Preventive care/medical fitness</td>
</tr>
<tr>
<td></td>
<td>• Health management programmes</td>
</tr>
<tr>
<td></td>
<td>• Cures (physiotherapy, occupational therapy)</td>
</tr>
<tr>
<td></td>
<td>• Workplace health management</td>
</tr>
<tr>
<td></td>
<td>• Holistic medical wellness and recuperation programmes</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers</td>
</tr>
</tbody>
</table>

**Health Resort Freiburg**

An den Heilquellen 8
79111 Freiburg, Germany
Phone  +49 761 4789-555
Email  info@gesundheitsresort-freiburg.de
Web  www.gesundheitsresort-freiburg.de
<table>
<thead>
<tr>
<th>Participant</th>
<th>Natalie Kern, Office / Marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>1</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>UAE, Russia, China, Europe, USA</td>
</tr>
<tr>
<td>Sector</td>
<td>Medical tourism, healthcare services, rehabilitation, medical engineering</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>• Healthcare services</td>
</tr>
<tr>
<td></td>
<td>• Hospitals and doctors</td>
</tr>
<tr>
<td></td>
<td>• Wellness and spa</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Under the top of the cross-sectoral health network “HealthRegion Freiburg”, leading companies offering medical and health industry as well as exclusive tourism service provider.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>English</td>
</tr>
</tbody>
</table>
Innovations Medical Vertrieb GmbH
Badstr. 11
78532 Tuttlingen, Germany
Phone  +49 7461 96642-0
Email  info@im-vertrieb.com
Web  www.innovations-medical.com

Participant  Mr. Michael Schändlinger, Managing Director
Number of employees  1
Export quota  30 %
Activities in the following countries  Europe
Sector  Medical engineering
Offered services / product range
- Surgical instruments
- Implants
- Steril container
Core competencies  Accumulated competence is better than just competence. This is why in 2006 two traditional companies have decided to join together to form Innovations Medical. Using the combined know-how and the skill of our workforces we additionally are able to offer a larger variety of quality products from one source.
Cooperation objectives  Looking for customers, retail partners, representatives, agents or distributors
Requirements for an ideal business partner  In our product range we have a good network to the hospital and distributors.
Language skills  German, English
<table>
<thead>
<tr>
<th>Participant</th>
<th>Michael Hainke, President</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sector</td>
<td>Medical engineering</td>
</tr>
<tr>
<td>INVIDIA MEDICAL produces and distributes surgical instruments and high-precision instruments.</td>
<td></td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>INVIDIA is glad to supply you with high quality instruments and advisory services: surgical and dental instruments, surgical retractor systems, sterile container systems, HF-Units and access, operation lamps, endoscopes and endoscopic units and access, laparoscopy, urology, gynaecology, arthroscopy, sinuscopy.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Medicine is art. The art to advocate life and well-being via high standard precision. You only work as precisely as your instruments allow, therefore our aim is to deliver you perfect products. We like to exceed your highest expectations with our quality standards. Thus we can offer you precision instruments that fit perfectly to your needs.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English, Italian, Spanish, Croatian, Portuguese</td>
</tr>
<tr>
<td>Participants</td>
<td>Volker Kunz, Sales Manager</td>
</tr>
<tr>
<td>-------------------------</td>
<td>---------------------------------------------</td>
</tr>
<tr>
<td></td>
<td>Bogumil Stonoga, International Sales</td>
</tr>
<tr>
<td>Number of employees</td>
<td>80</td>
</tr>
<tr>
<td>Export quota</td>
<td>70%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Europe, Russia, Australia, US</td>
</tr>
<tr>
<td>following countries</td>
<td>Chemicals industry, manufacturer of cleaning and sanitizing products</td>
</tr>
<tr>
<td>Sector</td>
<td>Looking for retail partners, wholesale partners, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English, Polish, Russian</td>
</tr>
</tbody>
</table>

Kleinmann GmbH
Am Trieb 13
72820 Sonnenbuehl, Germany
Phone +49 7128 92920
Email info@kleinmann.net
Web www.kleinmann.net
Klinikum Stuttgart

Kriegsbergstr. 60
70174 Stuttgart, Germany
Phone +49 711 278-32016
Email a.braun@klinikum-stuttgart.de
Web www.klinikum-stuttgart.de/international

| Participants | Andreas Braun, Head of International Unit
|             | Marion Pfeiffer, Deputy |
| Sector      | Medical treatment |
| Offered services/ product range | • Treatment of patients in all disciplines
|               | • Consulting
|               | • Training
<p>|               | • Education |
| Core competencies | We offer all services of a maximum care hospital and all consulting and education services in medical building and trainings |
| Cooperation objectives | Looking for customers, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners |
| Language skills | German, English, French, Spanish, Italian |</p>
<table>
<thead>
<tr>
<th>Participants</th>
<th>Jens Reichenbach, Director of Marketing &amp; Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Bettina Bub, Export Manager</td>
</tr>
<tr>
<td>Number of employees</td>
<td>75</td>
</tr>
<tr>
<td>Export quota</td>
<td>65%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>We are very successful in many countries throughout the world – especially in Europe, Eastern Europe, Middle East, Asia, South America and Africa</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering</td>
</tr>
<tr>
<td>Offered services/</td>
<td>• High-end therapy chairs and special bed chairs</td>
</tr>
<tr>
<td>product range</td>
<td>• Useful and elegant sidetables</td>
</tr>
<tr>
<td></td>
<td>• Innovative shockwave systems for medical and veterinary application</td>
</tr>
<tr>
<td>Core competencies</td>
<td>LiKAMED has been a globally leading manufacturer of therapy chairs for more than 38 years and our products distinguish themselves by their high quality, patient comfort and longevity – Made in Germany.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English, French</td>
</tr>
</tbody>
</table>
MTS Medical UG
Robert-Bosch-Str. 18
78467 Konstanz, Germany
Phone +49 7531 36185-0
Email sales@mts-medical.com
Web www.mts-medical.com

Participants
Mr. Nikolaus Hopfenzitz, CEO
Mr. Danijel Kulis, Sales & Marketing
Mr. Ralph Reitmajer, Sales & Marketing

Export quota
85%

Activities in the following countries
EU, Switzerland, Middle East, Latin America, USA, Canada, Australia, China, Hong Kong, Thailand, Indonesia

Sector
Medical engineering, biotechnology, medical technology / shockwave technology

Offered services / product range
Spark Wave therapy systems for orthopedics, traumatology, wound care, lithotripsy and urology.
Products:
• urogold100 – an effective long-term & highly tolerable solution for patients suffering from erectile dysfunction
• orthogold280 – the effective non-invasive alternative for surgery
• dermagold100 – the innovative therapy for diabetic foot ulcers

Core competencies
• Development, manufacture and distribution of Spark Wave therapy systems
• Patented shock wave technology that guarantees medically most effective Spark Waves, consistently high treatment quality as well as excellent treatment results
• Cooperation with re-owned research centers – able to offer numerous clinical evidence studies
• Pioneer in the field of non-invasive tissue regeneration

Cooperation objectives
Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners

Language skills
English, German
ORTHO SELECT GmbH
Eltastr. 2
78573 Wurmlingen, Germany
Phone +49 7461 96632-30
Email p.bockmueller@ortho-select.de
Web www.ortho-select.de

Participant | Peter Bockmüller, General Manager
Number of employees | 25
Export quota | 90%
Activities in the following countries | Europe, Middle East, Africa, Asia, Central and South America, USA
Sector | Medical and hospital supplies
Offered services / product range | We are offering solutions for orthopaedic and traumatology surgeries. As an innovative German company we develop, design and manufacture high-quality traumatology implants and instruments.
Core competencies | • Bone plates and screws made in stainless steel and titanium
• LCP Systems for small, large fragments and foot
• Intramedullary nails for femur, tibia, trochanter and humerus
• External fixation systems
• Orthopaedic and general surgical instruments
Cooperation objectives | Looking for representatives, agents or distributors, partners for the mutual use of the distribution network
Language skills | German, English, Spanish
<table>
<thead>
<tr>
<th>Participant</th>
<th>Olaf Glindemann, Head of International Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>approx. 120</td>
</tr>
<tr>
<td>Export quota</td>
<td>10 %</td>
</tr>
<tr>
<td>Activities in the</td>
<td>EU, Far East, North America</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Medical engineering, orthopedic appliances</td>
</tr>
<tr>
<td>Offered services/</td>
<td>Perpedes GmbH, based in Germany, has devoted itself to the innovative development of orthopedic appliances for the lower extremities to provide effective solutions to be used by orthopedic technicians or other healthcare providers. All products – foot orthoses, AFOs/DAFOs, therapy shoes and fiber materials alike – have been designed and engineered in cooperation with physicians and orthopedic experts.</td>
</tr>
<tr>
<td>product range</td>
<td></td>
</tr>
<tr>
<td>Core competencies</td>
<td>The unique variety of composite fiber materials are the innovative platform for Perpedes’ foot and leg orthoses. Foot orthoses are available in countless designs, as milled custom made CAD/CAM foot orthoses, and/or as customizable orthotic shells. Therapy shoes functionally compensate (juvenile) foot deformities as well as provide necessary depth for an AFO/DAFO.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Perpedes GmbH is focussed on entering international markets. We are looking for international clients and distributors for our orthopedic appliances.</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>Specific knowledge and an existing network within the orthopedic market (technicians, physiotherap., physicians). Existing sales force and experiences in B2B sales and logistics in the Gulf region. Other regions are welcome.</td>
</tr>
<tr>
<td>ideal business partner</td>
<td></td>
</tr>
<tr>
<td>Language skills</td>
<td>English</td>
</tr>
</tbody>
</table>
pro med instruments GmbH
Bötzinger Str. 38
79111 Freiburg, Germany
Phone +49 761 38422210
Email pmi@pmisurgical.com
Web www.pmisurgical.com

Participant
Christopher Scharf, Sales Manager Europe / Africa

Number of employees
35

Export quota
75%

Activities in the following countries
Worldwide

Sector
Medical engineering, cranial stabilization & retractor systems for neurosurgical applications, non-stick bipolar forceps

Offered services / product range
- Trainings
- Repairs

Core competencies
Development and worldwide marketing of medical devices for neurosurgical procedures.

Cooperation objectives
Looking for customers, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network, joint venture partners, suppliers / subcontractors

Requirements for an ideal business partner
Experience in neurosurgery

Language skills
English, Russian, Croatian, Spanish, French
R + E Automationstechnik GmbH
Bruckmannstr. 11
70736 Fellbach, Germany
Phone  +49 711 510994-690
Email  jvinandi@re-automation.de
Web  www.re-automation.de

Participants
Juergen Vinandi, Head of International Sales
Michael Becher, Managing Director

Number of employees
58

Export quota
70 %

Activities in the following countries
Turkey, Aserbaidschan, Kazakhstan, Iran, Saudi Arabia, Egypt,
India, Thailand, Malaysia, Indonesia, Uruguay, South Korea,
Germany, Austria, Switzerland, Belgium

Sector
Automobile industry, plastics industry, electrical and electronic industry, engineering, medical engineering, biotechnology

Offered services / product range
Machines and assembly systems for medical and pharmaceutical disposables, such as:
• 2/3 part plastic syringes, safety and insulin syringes
• Cannula gluing for glass syringes (prefilled syringes)
• Prefilled syringes (feed-fill-seal-label)
• Ampules / Vials (wash-fill-seal-label)
• Blood sucking devices (fistula, heparin, blood chambers)
• Dental compules, dental syringes

Core competencies
Customized machines designed to the needs of the customer. From machine design to assembly, controls, commissioning and preparation of the qualification documents, R+E Automation covers the complete value-added chain.

Cooperation objectives
Looking for customers

Requirements for an ideal business partner
Market information and new products in the pharmaceutical and medical disposable sector

Language skills
German, English
## RISA GmbH

Industriestr. 7  
78234 Engen, Germany  
Phone +49 7733 9423-0  
Email info@risa-germany.eu  
Web www.risa-germany.eu

| Participants | Norbert Berner, CEO  
Katrin Berner, Sales Manager |
| Number of employees | 25 |
| Export quota | 60% |
| Activities in the following countries | Worldwide |
| Sector | Medical engineering |
| Offered services / product range | • Surgical cutting tools for knee and hip surgery  
• Saw blades, twist drills, reamers for orthopedics  
• OEM manufacturing |
| Core competencies | • Surgical saw blades  
• Twist drills  
• ENT burs  
• Acetabulum reamers  
• Flexible reamers |
| Cooperation objectives | Looking for customers, retail partners, wholesale partners |
| Language skills | English, German |
STEMA Medizintechnik GmbH

Hermann-Erich-Busse Str. 4
78333 Stockach, Germany
Phone +49 7771 875-351
Email info@stema-medizintechnik.de
Web www.stema-medizintechnik.de

Participants

Markus Kramer, CEO, General Manager/Sales Manager
Steve Rieger, CEO, General Manager/Marketing Director

Number of employees

10

Export quota

95%

Activities in the following countries

Over 70

Sector

Medical engineering

Offered services/product range

Endoscopy, arthroscopy, bronchoscopy, cardiac mis, container, electrosurgery, ENT, gastro intestinal, laminectomy, laparoscopy, micromotorsystems, proctoscopy, thoracoscopy, urology, titanium plating system, cranio-, maxillo- and facial surgery

Cooperation objectives

Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

Language skills

German, English
## Participants
Robert Krajnc, Director Sales  
Thomas Böttche, Area Manager

## Number of employees
45

## Export quota
95%

## Activities in the following countries
International

## Sector
Medical engineering, services

## Offered services / product range
Implants and instruments for bone surgery, such as screws, interlocking nails, plates, wires, pins.

## Core competencies
Our main focus is the orthopaedic surgeon to serve with standardized “state of the art products” in excellent quality and competitive prices and to look for niche markets to built up and to strengthen our position as a specialist.

## Cooperation objectives
Looking for customers, representatives, agents or distributors

## Requirements for an ideal business partner
Longterm experience in field of distributing trauma products.

## Language skills
English, Spanish, French, German
| Participants          | Hagen Fleisch, Executive Manager  
                          | Heiko Fleisch, CEO  
                          | Melanie Schittenhelm, Office Manager |
|-----------------------|---------------------------------------------------------------|
| Number of employees   | 3                                                             |
| Activities in the     | UAE, Sultanate of Oman, Germany                                |
| following countries   | Services, sales and marketing representatives                |
| Sector                | • Destination management company                              |
|                       | • Specialized in servicing medical incoming visitors for      |
|                       |   Southwest Germany                                           |
| Offered services/     | • All necessary services out of one hand from A – Z for       |
| product range         |   prevention, acute and rehabilitation medical programs       |
|                       | • The whole organization and execution of all processes,      |
|                       |   outside the medical treatment                               |
| Core competencies     | Looking for customers                                         |
| Language skills       | German, English                                               |
ulrich medical

Buchbrunnenweg 12
89081 Ulm, Germany
Phone +49 731 9654-0
Email info@ulrichmedical.com
Web www.ulrichmedical.com

Participants
Michael Muhl, International Area Sales Manager Contrast Media Injectors
Florian Wichelhaus, International Area Sales Manager Contrast Media Injectors
Oliver Meub, Area Sales Manager Surgical Instruments & Tourniquets

Number of employees > 300
Sector Medical engineering
Offered services/product range Specialist in four product fields:
• Spinal systems
• Contrast media injectors
• Surgical instruments
• Tourniquets

Core competencies Flexibility and personal support by competent, responsible staff are top priorities for us. We act fast and reliable, ask the right questions and give knowledgeable answers. Open communication is what we practice daily in our offices and the same is true in our relationship with our partners and customers.

Cooperation objectives Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

Language skills German, English, French, Spanish (basic)
| Participants          | Walter Derungs, President of Board of Directors  
|                      | Andreas Schenkenbach, Managing Director  
|                      | Petra Koch, Area Sales Manager |
| Number of employees  | approx. 850 worldwide |
| Export quota         | 50 % |
| Activities in the    | Subsidiaries worldwide: China, Germany, France,  
| following countries  | Great Britain, India, Italy, Netherlands, Austria, Sweden,  
|                      | Switzerland, Singapore, USA |
| Sector               | Electrical and electronic industry, clinics & medical practices  
|                      | equipments / facility management / medical diagnostics |
| Offered services/    | Examination and treatment luminaires  
| product range        | Task and magnifier luminaires  
|                      | General room lighting  
|                      | Medical phototherapy systems |
| Core competencies    | Waldmann develops and produces, professional lighting solutions  
|                      | for applications in industrial, architectural and medical fields.  
|                      | Waldmann is also known worldwide as leading manufacturer  
|                      | of UV therapeutic systems for dermatology. Derungs, a brand  
|                      | of the Waldmann Group, is an expert in lighting solutions for  
|                      | retirement and care homes but also for clinics and surgeries as  
|                      | well as veterinary practices. |
| Cooperation objectives| Looking for customers, wholesale partners, representatives,  
|                      | agents or distributors |
Walz Elektronik GmbH

Walddorfer Str. 40
72229 Rohrdorf, Germany
Phone  +49 7452 2020
Email   info@walz-el.de
Web     www.walz-el.de

Participants

Bernd Vollmer, CEO
Christian Wallenwein, Business Manager

Export quota
75 %

Activities in the following countries
Worldwide

Sector
Medical engineering

Offered services/products
Devices and accessories for stone disintegration in gastroenterology and urology

Core competencies
During the last 40 years we have focused on electronic devices for disintegrating and removing concrements (stones) in gastroenterology and urology. Our niche is the disintegration of stones in difficult situations (big, fixed, hard stones and stones in difficult locations for example in the choledochus). In this niche we have reached a leading position in the world market.

Cooperation objectives
Looking for customers, retail partners, wholesale partners

Language skills
German, English
Participants
Kris Humbarger, WOODWAY GmbH, Managing Director
Dr. Ayman Hammour, Gamma Medical Supplies, Dubai, Exclusive WOODWAY Distribution Partner, GCC
Mark Milligan, WOODWAY USA, Inc., Medical/Research Regional Manager

Activities in the following countries
Worldwide

Sector
Medical engineering, biotechnology, medical treadmill manufacturing, rehabilitation products manufacturing

Offered services/product range
Design & development, production, sales, service and distribution of specialized medical treadmills and rehabilitation devices

Core competencies
Medical product manufacturing

Cooperation objectives
Looking for customers

Language skills
English, German, Arabic
Contact.

Baden-Württemberg International
Agency for International Economic and Scientific Cooperation
Haus der Wirtschaft
Willi-Bleicher-Str. 19
70174 Stuttgart
Germany
Phone +49 711 22787-0
Email info@bw-i.de
Web www.bw-i.de
www.bw-invest.de

Ministry of Finance and Economics of the State of Baden-Württemberg
Postal address: Office building:
Neues Schloss, Schlossplatz Theodor-Heuss-Str. 4
70173 Stuttgart 70174 Stuttgart
Germany Germany
Phone +49 711 123-2096
Email poststelle@mfw.bwl.de
Web www.mfw.baden-wuerttemberg.de

LVI – Federation of Industry of the State of Baden-Württemberg Inc.
Gerhard-Koch-Str. 2 – 4
73760 Ostfildern
Germany
Phone +49 711 327325-00
Email info@lvi.de
Web www.lvi.de

Association of Chambers of Commerce and Industry of Baden-Württemberg
Jägerstr. 40
70174 Stuttgart
Germany
Phone +49 711 225500-60
Email info@bw.ihk.de
Web www.bw.ihk.de

L-Bank
State Bank of Baden-Württemberg
Schlossplatz 10
76113 Karlsruhe
Germany
Phone +49 721 150-0
Email info@l-bank.de
Web www.l-bank.de

Baden-Württemberg Confederation of Skilled Crafts
Heilbronner Str. 43
70191 Stuttgart
Germany
Phone +49 711 2637090
Email info@handwerk-bw.de
Web www.handwerk-bw.de