



# **Medical devices and equipment industry in Poland**

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**Tadeusz Kościński**

**Undersecretary of State in the Ministry  
of Entrepreneurship and Technology**

Ladies and Gentlemen,  
Dear Entrepreneurs,

We have the pleasure to offer you a publication presenting the Polish medical devices industry. You are welcome to get acquainted with co-operation proposals of Polish companies present at ARAB HEALTH-TRADE FAIR IN DUBAI 2019, and to make contact with them.

Polish medical devices industry is a priority economy sector, with vast competitive and innovative potential, as well as large export capacity. The Ministry of Entrepreneurship and Technology promotes the development of this industry and provides support to small and medium enterprises in their promotion of product brands that have a chance to become recognisable

on foreign markets. Our support results in the growing group of Polish companies, which present their potential at trade shows all over the world, and develop export activities.

Due to the prestige of ARAB HEALTH trade fair the Ministry of Entrepreneurship and Technology decided to organise a large national stand promoting the Polish medical devices and equipment industry at this year's edition of the event. Please feel invited to visit the Polish zone – the space to meet companies and explore their offer for potential business partners.

We wish you many fruitful meetings at ARAB HEALTH!



**Małgorzata Oleszczuk**  
**President of the Polish Agency for**  
**Enterprise Development**

The export of medical devices from Poland, to developed and developing markets is growing year by year. Last year we broke another record, having exported equipment worth EUR 1.83 billion. This value exceeds the one from the year before by over two thirds. Growing exports are no coincidences. Devices made in Poland have been gaining appreciation, largely resulting from consistent product improvements, investments in research and development as well as industrial design. Polish manufacturers of medical equipment have extensive experience in making high quality products and selling them at affordable prices.

Increased international recognition of Polish medical companies can, among other factors, be attributed to their effective promotion activities, including attending the most important industry fairs in the world.

Polish medical devices are well appreciated in Germany, Denmark, USA, United Kingdom, as well as in China, Kazakhstan or Turkey. Some domestic manufacturers already enjoy the status of global companies. The international character of Polish manufacturers of medical equipment is further confirmed by the fact that on average 60% of their sales are exports.

It is our goal to increase the number of such internationally recognized companies. The government has been involved in the promotion of the Polish medical industry for several years. The Polish Agency for Enterprise Development is one of the entities carrying out promotion activities on its behalf. Sub-measure 3.3.2 of the Smart Growth Programme makes us responsible for organizing the national stands at the biggest medical fairs in the world – MEDICA 2018 and Arab Health 2019. The Polish Agency for Investment and Trade is another such entity, tasked with implementing the Industry Promotion Programme for the medical equipment sector.

In 2017 the Polish Agency for Enterprise Development for the first time organized the national stand at the trade fair for the medical devices industry – at MEDICA in Dusseldorf. Our space for B2B meetings served as a venue where Polish entrepreneurs held a total of about hundred business meetings with foreign partners. The high praise that our stand received from Polish entrepreneurs, as well as them stressing that it must become a staple of

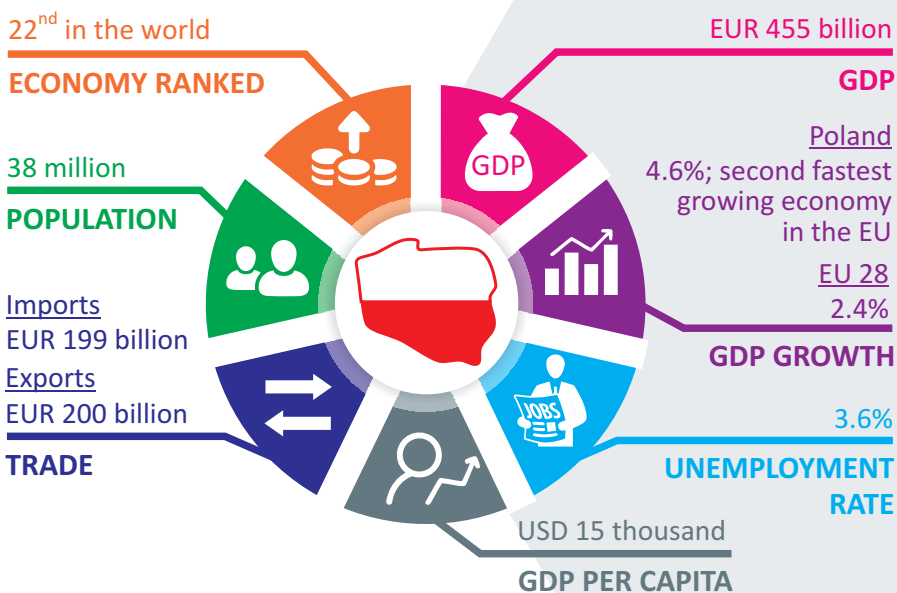
future editions of the fair, further strengthened our belief that the decision to become involved in the promotion of the Polish medical devices industry was not only correct, but also necessary. The experience we gained when organizing the Polish stand at MEDICA 2017 resulted in great success of the national pavilion in 2018. Polish entrepreneurs attended approximately one thousand business meetings held on the Polish national stand. The total space of 240 square meters made it a comfortable meeting point and presentation area for Polish companies and their partners.

In 2019 the Polish Agency for Enterprise Development for the first time will have a privilege to organize the Polish national stand at Arab Health – one of the biggest medical trade fairs in the world, and the most significant one in the Middle East. We are honoured that the Ministry of Entrepreneurship and Technology entrusted this task to us and we are certain that this initiative will contribute to the Polish companies establishing many new business contacts.

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## Poland in numbers (2017)



Source: Central Statistical Office, Eurostat, IMF

## Growing innovation of Polish enterprises

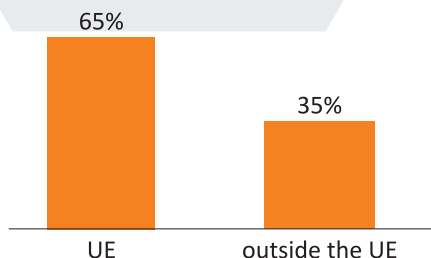
Poland joined the European Union in 2004. Many enterprises used the EU structural funds for research and development, as well as to modernize and develop their factories. Apart from that, they were able to freely compete on the Community market – exports to the EU currently account for 65% of all medical devices exports from Poland.

This allowed Polish entities to further capitalize on the potential of the domestic medical ecosystem – medical universities, research institutes subordinate to the Ministry of Health, educational units in the design, manufacture and sale of medical devices, as well as enterprises that make them.

Many Polish enterprises in the sector have modern production sites equipped with the highest quality means of production and state of the art laboratory and research equipment. According to the Central Statistical Office (GUS), in 2008-15 the expenditure of enterprises on modernisation and R&D increased more than threefold, from EUR 575 million to EUR 2 billion. This allows Polish manufacturers to present customised and flexible offers to their international partners, as well as highest quality products at attractive prices.

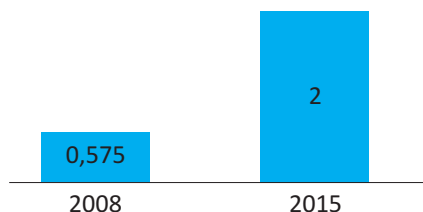
To compete on the Community market, Polish companies have adjusted to the EU quality and safety regulations.

Geographic structure of medical devices exports in 2017



Source: Central Statistical Office

Expenditure of Polish enterprises on research and development (in EUR billion)



Source: Central Statistical Office



Adherence to high European standards has translated into raising the international prestige of Polish medical devices, both within Europe and outside. Any Polish manufacturer wishing to sell its products to other EU countries has to obtain the CE mark confirming its compliance with quality and safety requirements.

## Two hundred years of history

The history of Polish medical equipment manufacture spans two hundred years, dating back to the first half of the nineteenth century. The oldest documented example of a Polish medical company is the Warsaw-based FARUM, which still conducts business today. Its roots date back to 1819. Currently the company's products include high-end ECG, X-ray, anaesthesiology equipment, as well as medical furniture and trolleys, which are made both in the company's own design studio and involving external designers. FARUM is one of the largest domestic manufacturers and suppliers of medical equipment.

In 1911 Professor Bronisław Sabat developed a method of X-ray examination that consisted of recording the outline of the examined organ in different phases of its movement on

This makes it easier for domestic manufacturers to adhere to the standards approving devices for use on markets outside the EU, e.g. in countries such as Russia or the United States where more and more Polish companies receive certification from the FDA (US Food and Drug Administration).

a single image, thus making a huge contribution to the development of world radiology. In the 1930s, the first Polish-made X-ray tubes for both diagnostic and therapeutic purposes were constructed – in 1934 Rurix started the production.

A well-equipped hospital cannot function without optimally designed hospital furniture. FAMED Żywiec has been involved in its manufacture since 1921. At present, the company manufactures operating tables, hospital beds, gynaecological chairs and transport trolleys. The company has exported them to more than 80 countries, and its research and development team is constantly working to improve its solutions.

For political reasons, in the post-war years the Polish medical equipment rarely made its way to countries on the western side of the Iron Curtain,

making Polish manufacturers unable to gain a foothold with their customers on a wider scale. However, medical devices were exported to the other countries of the Eastern Bloc where they were widely recognized.

It was also at that time that key research institutes were established, and they operate to this day – the Nalecz Institute of Biocybernetics and Biomedical Engineering of the Polish Academy of Sciences, and the Institute of Medical Technology and Equipment in Zabrze. In medicine, Polish technical concepts are very much on a par with western ones – 1953 marks the creation of MPS-1, the first Polish lung heart prototype developed by an interdisciplinary team of constructors, comprising cardiologist Jan Moll and engineers Franciszek Płużka and Stanisław Szymkowiak. Fifteen years later even more technologically advanced lung heart was developed at the Silesian University of Technology – its third and final version was completed in 1972, and became part of the

equipment at all the cardiology centres in the country, enabling them to perform open heart surgeries.

„Techpan”, the Experimental Department of the Institute of Fundamental Technological Research of the Polish Academy of Sciences in Warsaw, was established in the 1970s along with its branch in Puławy. That was where USG-10, the first Polish ultrasound scanner designed for use in medical diagnostics, was produced in 1977.

Over the next decade the Institute designed and manufactured ophthalmological ultrasound scanners, cardiological real-time scanners, and the first Polish computerized ultrasound scanner – this took place in the first half of the 1980s.

The Institute’s achievements did not go to waste. In the 1990s the company Echo-Son was established in its place, which has exported its ultrasound scanners to more than 50 countries, with exports now accounting for two thirds of the company’s revenue.

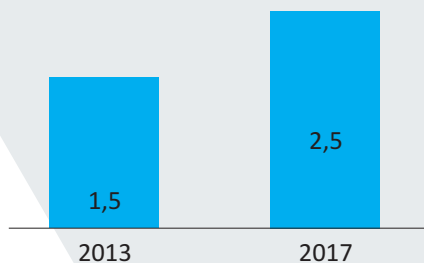
## Domestic market for medical devices and equipment

Over the last twenty-five years economic growth *per capita* increased three times, and Poland has become the 22<sup>nd</sup> economy in the world (according to IMF). Citizens have a greater disposable income year by year, which comes with growing expectations of the healthcare system and the standard of provided services. This is reflected in the rising value of the domestic market for medical devices, which in 2017 was estimated at 2.5 billion EUR by the Medical Industry Organization „Technomed”. To compare, that figure was EUR 1.5 billion only four years back.

According to data provided by the OECD, Poland currently allocates 4.7% of its GDP to healthcare (public sector), *i.e.* approximately EUR 20 billion a year. There are about eight hundred hospitals in the country, which offer nearly 220 thousand beds to their patients. That makes for nearly 6 beds per thousand people – it is one of the highest ratios in Europe. Due to considerable demand for medical services, increased spending on public healthcare is accompanied by the development of the private healthcare sector – clinics and multidisciplinary hospitals. In 2017 its value was estimated at EUR 8 billion.

Aside from economic factors, the development of the Polish market for medical devices becomes more and more dependent on social factors. As in all the highly developed countries, the Polish society is ageing, and the number of elderly people in need of healthcare is growing. Over the next twenty-five years the 65+ group will grow by another three million people, reaching 8.5 million.

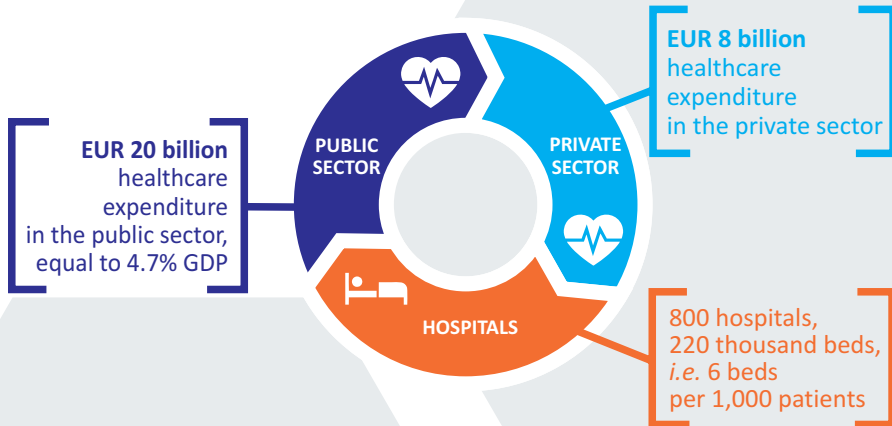
Value of the domestic market for medical devices (in EUR billion)



Source: Medical Industry Organization „Technomed”

The importance of medical tourism cannot be overlooked in the development of the domestic market for medical devices. Tourists who came to Poland for health-related reasons spent here EUR 180 million in 2011 and EUR 345 million in 2015.

## Polish healthcare system in numbers (2017)



Source: OECD, PWC

## Market for medical devices and equipment in Poland (2017)



**EUR 2.5 billion**  
value of domestic market for medical devices and equipment



**15%**  
share of Polish manufacturers



**EUR 1.83 billion**  
value of medical devices and equipment exported from Poland



**300**  
the number of medical equipment manufacturers; more than a half of them employ over 49 people



**60%**  
average share of exports in the overall revenues of Polish companies manufacturing medical equipment

Source: Polish Investment and Trade Agency, National Bank of Poland

## Global growth factors in the medical devices and equipment industry

According to the „Medical Device Market Report: Trends, Forecast and Competitive Analysis“, the global medical device market is expected to reach nearly USD 410 billion by 2023, growing at a CAGR of 4.5% y/y from 2018 to 2023.

The „World Industry Outlook, Healthcare and Pharmaceuticals 2017“ report published by the Economist Intelligence Unit shows that between 2016 and 2021 the average life expectancy will increase from 73 to 74.1 years, which will result in 656 million people being in the 65+ group, and that translates to 11.5% of the global population.

In Europe, seniors will soon make up one fifth of the total population, and almost one third in Japan. The ageing society and growing global population, which the UN projects to increase by another billion over the next decade (in 2030 it will reach 8.6 billion people, to go as high as 9.9 billion in 2050), are not the only challenges the healthcare system faces.

Factors such as lack of exercise, poor diet and obesity contribute to the increased incidence of heart disease,

diabetes and cancer. In China and India alone the number of diabetics is currently estimated at 114 and 69 million respectively. Worldwide, over the next two decades their number will increase by another 227 million – growing to 622 million from the current 415. Every three seconds someone in the world is afflicted by dementia.

The difficulties faced by the health institutions in most countries are related to ageing infrastructure and medical equipment, which must be replaced by modern devices. In Europe and the United States hospital managers are trying to figure out how to incorporate digital technologies into their services in order to reduce their cost, increase accessibility and improve patient care. While in developed countries medical infrastructure is in need of modernisation, it has to be built entirely from scratch in developing countries.

The Asia-Pacific region, where access to modern medical care is insufficient for the majority of patients, is home to more than half of the global population. According to the research

conducted by McKinsey, supply already struggles to meet demand. It should be kept in mind, however, that despite its great potential, it is a rather difficult market, and above all a very diverse one – for reasons of political, cultural and legal nature, the level of economic development, or the type and incidence frequency of diseases in different countries.

Per-patient expenditure in this region is not high. It amounts to USD 376 on average, which is over 10 times lower than the average for EU countries,

and over 20 times lower than the expenditure in the United States. Despite that it keeps growing spurred largely by the growing revenue.

Nevertheless, the APEC countries, similar to other markets; Africa, Russia or Latin America are searching for high quality medical services at lower prices. This is a global trend, as even developed countries are searching for ways to reduce healthcare costs without compromising on its quality. Polish manufacturers of medical equipment meet these expectations.

## **What makes Polish medical devices and equipment worth buying?**

- high production quality,
- low failure rate,
- low operating, service and spare part costs,
- high durability,
- flexibility in customer relations and order processing,
- compatibility with equipment made by other manufacturers,
- very favourable quality-to-price ratio.

A huge advantage of Polish medical devices and equipment is their very high production quality combined with a very low failure rate. A favourable quality-to-price

ratio, high durability, as well as low operating, service and spare part costs make Polish products highly competitive, although they may still lack the renown developed by the established Western companies over decades. However, that image is changing as Polish companies have become more visible and frequently exhibit at international industry events, such as the MEDICA in Düsseldorf or Arab Health in Dubai. The fact that Polish products are becoming more popular among foreign customers is best proven by the systematically growing value of their exports.

A strong suit of the Polish medical equipment industry is the very well educated engineering staff and design of the devices, which is in no way inferior to that of West European manufacturers. Polish enterprises are more and more successful at convincing foreign contractors that they make equipment of highest quality but priced more attractively than that of their Western competitors. These are companies with great potential, without fear of entering new markets.

– Tadeusz Olszewski, CEO of Alvo Medical.

## Polish manufacturers of medical devices and equipment

The industry of medical devices and equipment in Poland comprises approximately three hundred entities. These include large companies with more than fifty years of experience in production, companies established at the turn of the 1980s and '90s, and smaller enterprises established during the last decade, including many promising start-ups. The prevalent group are enterprises with a considerable potential for growth, hiring over 49 people and generating relatively high revenue. According to data of the National Bank of Poland, over 60% of these companies' revenues come from exports.

The main categories of medical devices offered by Polish companies are:

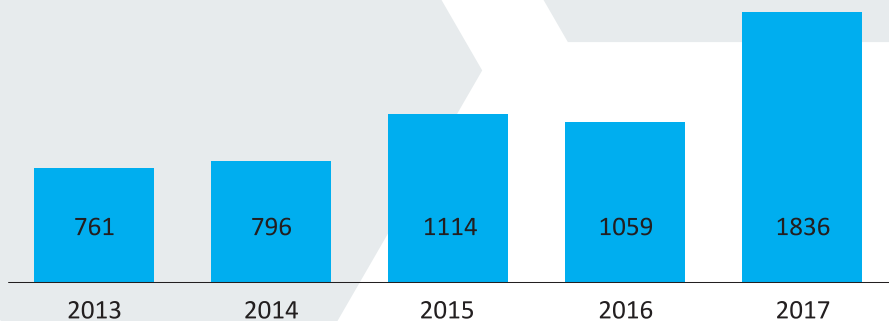
- rehabilitation and orthopaedic equipment, incl. prostheses,
- medical and veterinary instruments,
- hospital furniture,
- equipment for operating theatres and intensive care units,
- diagnostic devices (ultrasound scanners, X-ray equipment),
- disposable equipment,
- telemedicine devices and services.

## Export of medical devices from Poland

The value of medical devices exports from Poland amounted to EUR 1.83 billion, and was nearly 75% higher than in the previous year when Polish manufacturers exported equipment worth slightly over EUR 1 billion. Never in history have we exported medical devices worth this

much. This is almost a hundredfold increase over the last twenty-five years – in 1992 those exports were estimated at less than USD 20 million. The increase is mostly attributed to the group including orthopaedic equipment, prostheses and hearing aids.

Export of medical devices and equipment from Poland (EUR million)



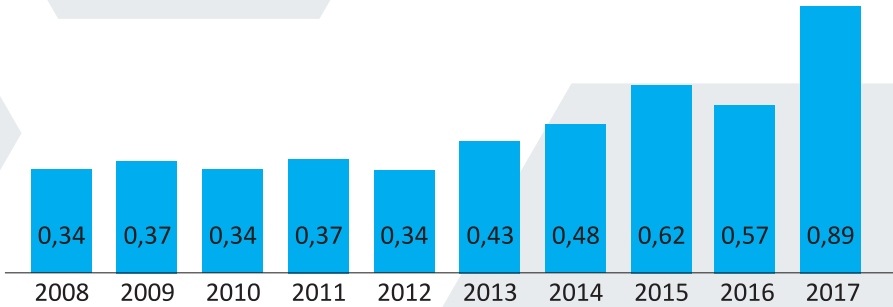
Source: Central Statistical Office

The share of medical devices and equipment exports in total Polish exports is also systematically growing.

In less than a decade it increased by more than half a percentage point, from 0.34 to 0.89.



## The share of Polish medical devices and equipment exports in Poland's total exports



Source: Central Statistical Office

### Growing sales to both developed and developing countries

The trend of the growing demand for Polish medical devices is visible both among the current main recipients, i.e. countries such as Germany, Denmark, the United States, the United Kingdom, France, as well as recipients from outside the top five, especially those with a high potential for creating modern healthcare systems.

For example, the exports of Polish medical equipment to China increased almost four times as compared to the average of the last decade, and totalled slightly over EUR

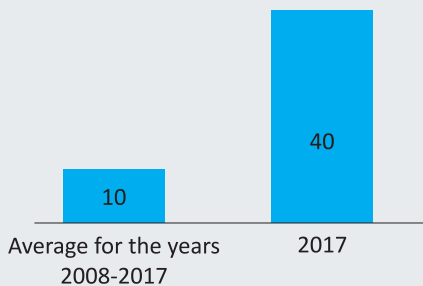
40 million. It can be a good direction for Polish exports. In 2016, the Chinese National Health and Family Planning Commission (now called the National Health Commission) announced the „Healthy China 2030” programme, the first long-term strategic plan for healthcare development. It is estimated that over the next several years China will spend 16 trillion Yuan on investments related to the programme (ca. USD 2.5 trillion).

A sizable part of this amount will be allocated to furnishing hospitals and purchasing medical equipment. By 2020 China intends to add another 89 thousand hospital beds.

Modernising and developing hospitals is also an important matter for India. As stated by Deloitte, India's expenditure for furnishing medical care facilities may be as high as two hundred billion dollars by 2024. It is one of the countries where sales of Polish medical equipment remain largely unnoticed, despite the fact that the sales potential is huge – India is the second most densely populated country after China, and their economy has very good prospects for growth – with low unemployment and GDP growing at the annual rate of ca. 7%.

African countries are still barely visible among importers of Polish medical devices. However, experts point to countries such as Nigeria, Egypt or Algeria as examples of prospective customers, with some Polish medical companies having already established their presence on their markets. Two key issues related to the African continent, which make it a potentially attractive market for Polish medical devices, are demography (the average birth rate in Africa is 4.7), and the need to modernise and expand the medical infrastructure. There are 190 million people currently living in Nigeria alone, which is nearly one third of the European Union's entire population. High quality at a reasonable price

#### Value of medical equipment exports from Poland to China (in EUR million)



Source: *Central Statistical Office*

offered by Polish companies fits perfectly with the expectations of the countries in the region.

#### Increase in exports to key partners

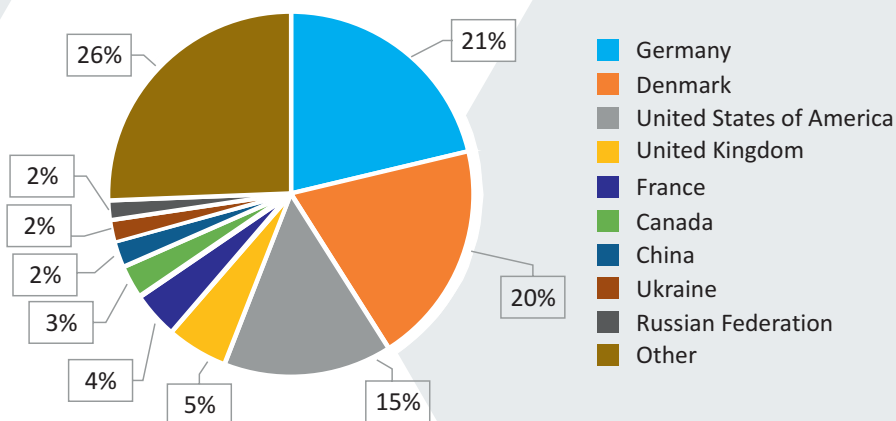
The largest target market in terms of the value of medical equipment exports is Germany where Polish manufacturers sold products worth EUR 389 million last year, i.e. over 20% of the industry's total exports. Exports to Germany were nearly EUR 156 million higher than the average for 2008-2017.

Among our main partners, Denmark exhibits even greater dynamics of imports from Poland. Our exports there amounted to more than three times the average from the last

decade. Exports to the United States and the UK grew at a similar rate. Overall, the five main importers of Polish medical equipment account

for over 65% (EUR 1.205 billion) of the industry's total exports value (EUR 1.836 billion).

### Major recipients of medical devices from Poland in 2017



Source: Central Statistical Office

We are witnessing a global expansion of many Polish manufacturers of medical equipment. Examples include Balton, HTL-Strefa, TZMO or Consultronix, which have already conquered many foreign markets and can definitely be called global entities. Some Polish companies have also been opening branches abroad (e.g. Antar which has built a network of subsidiaries in Germany, Czechia, Slovakia or Belarus), taking over their competitors, even bigger ones. Look at Medort which took over the German wheelchair manufacturer MEYRA.

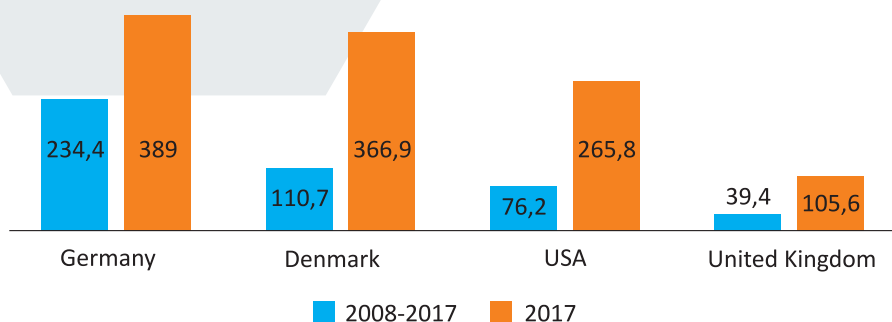
We offer products more and more technologically advanced, and we are better perceived in international markets. Progress is clearly visible. We

still benefit from the relatively low labour cost, which allows us to ensure a good quality-to-price ratio. Polish producers can boast well-educated staff that is brimming with excellent ideas. Nevertheless, we have much to do in terms of innovation – the system of cooperation between industry and science is not yet fully developed as compared to Western countries.

From the perspective of the entire industry we can see a strong expansion of Polish companies in the field of orthopaedic equipment (e.g. orthotics, wheelchairs, orthopaedic cushions) and absorptive agents (so-called individual supplies) – and it is not only about finding distributors, but also opening branches, building factories abroad, or taking over competition. This type of activity is most likely to ensure long-term and strong development abroad. Polish companies are present on developed and developing markets alike. The former have a high entry barrier, often requiring long-term investments counted in millions or tens of millions PLN, while the often present relatively unstable political and legal environment, however expanding there is much more cost-effective.

– Witold Włodarczyk, CEO of the Polish Chamber of Commerce for Medical Devices „POLMED”

#### Exports of medical devices from Poland to selected countries – the average from years 2008–2017 compared to 2017 alone (in EUR milion)



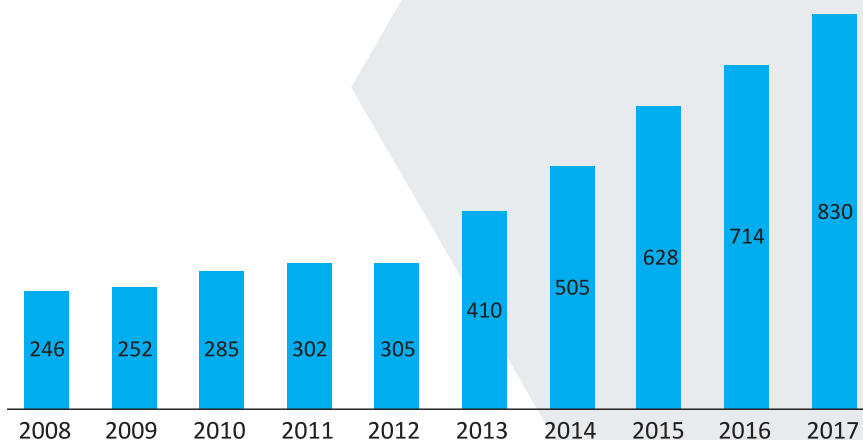
Source: Central Statistical Office

## Structure of Polish exports in terms of medical devices and equipment categories

As far as the share of individual groups of medical devices in the exports structure is concerned, two categories stand out: medical and veterinary instruments as well as the orthopaedic equipment and apparatus, prostheses and hearing aids – together they

amount to over EUR 1.7 billion in the total value of Polish exports. Considering the value of the latter category of exports as compared to the previous year, a threefold increase has taken place.

Export of medical and veterinary instruments (EUR million)

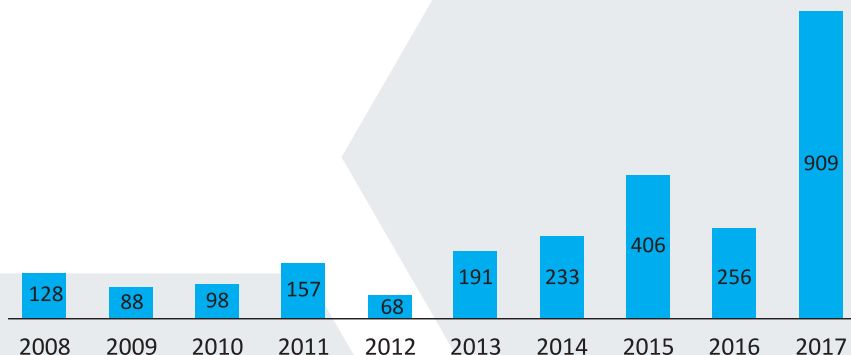


Source: Central Statistical Office

The major recipients for medical and veterinary instruments from Poland are Germany, the United States, Denmark, China, the United Kingdom, Russia and Ukraine. Our Western

neighbour receives nearly one third of these exports (EUR 267,9 million). In 2017 the global value of imports for medical and veterinary instruments was EUR 102 billion.

## Export of orthopaedic equipment, prostheses and hearing aid (EUR million)



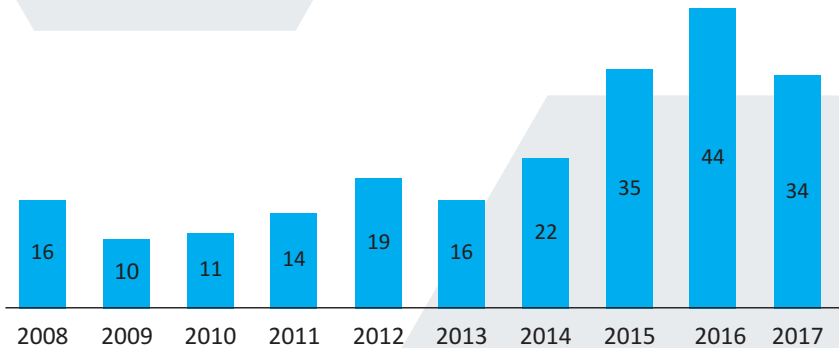
Source: Central Statistical Office

Polish orthopaedic equipment, prostheses and hearing aids are most popular in Denmark and the United States – these countries purchased products worth EUR 303 and 163 million respectively. The other major group of recipients includes the United Kingdom, Canada, France, the Netherlands, Norway, Spain, Italy, Switzerland and Sweden. The growth rate of sales for these devices mainly results from the growing demand on the markets of Denmark and the United States.

Other categories with smaller volumes in the exports structure are mechanotherapy equipment and massage apparatus, X-ray apparatus as well as gas masks and respirators. The exports for the latter have been continuously growing since 2008, and broke another record last year – the milestone of EUR 27 million.

The only category of exports, which experienced a year-to-year decline in sales, is the mechanotherapy equipment and massage apparatus. The largest recipients for these devices are Germany, Ukraine, Russia, the Czech Republic, Italy and Austria.

### Export of massage apparatus and mechanotherapy equipment (EUR million)

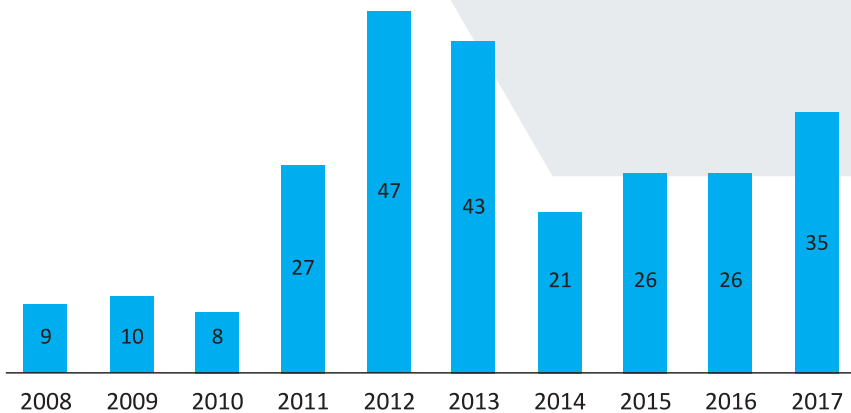


Source: Central Statistical Office

In recent years Ukraine has been a key customer for Polish X-ray apparatus. Ranking behind the leader are France,

Lithuania, Kazakhstan, Germany, USA, Russia, Japan, the Netherlands and Algeria respectively.

### Export of x-ray apparatus (EUR million)

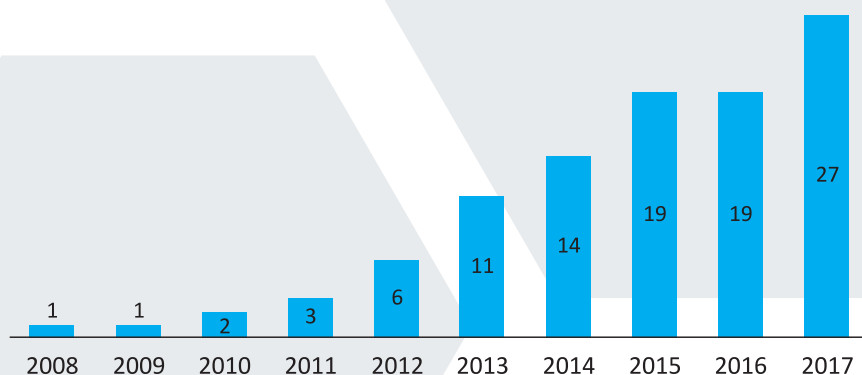


Source: Central Statistical Office

Respirators and gas masks make for a category of devices with the lowest value in the structure of Polish medical equipment exports. However, over the last decade it has consistently experienced strong growth – from

the barely noticeable million EUR all the way to 27 million. These products are most popular in Russia which receives over 20% of their exports, Germany, Panama, the United States, Kazakhstan and Singapore.

### Export of respirators and gas masks (EUR million)



Source: Central Statistical Office

### Polish exports to GCC states

The exports of Polish medical devices to the Gulf Cooperation Council countries (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and United Arab Emirates) amounted to EUR 7.9 million in 2017. Medical and veterinary instruments are the most popular category of medical equipment exported from Poland to GCC – in terms of value they

amounted to nearly 90% of all the exports. United Arab Emirates and Saudi Arabia are the major recipients of Polish products among the GCC states.

Although the value of medical equipment exported to the Gulf region is relatively low as compared to the overall exports of the Polish med-

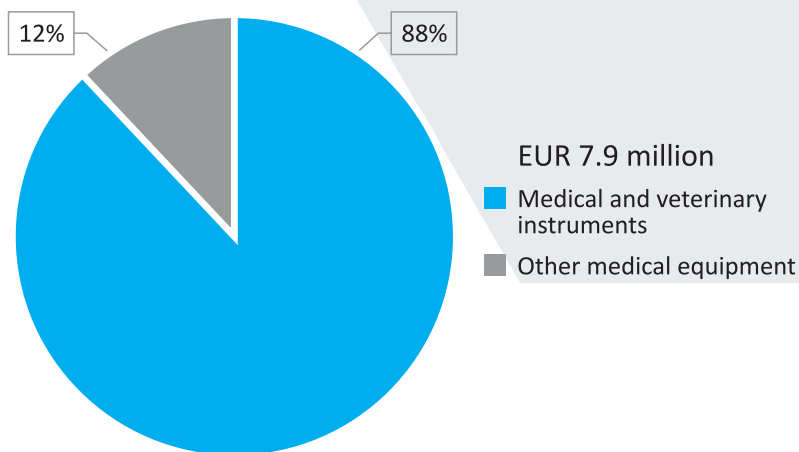


ical equipment, it grows at a faster pace. In a five-year scope (2012-2017) the growth rate of exports to the GCC countries is higher than the rate for overall exports, and even higher as compared to exports to non-EU countries – 138.5, 131.8 and 115% respectively.

The growing demand shows that there is space for competition from

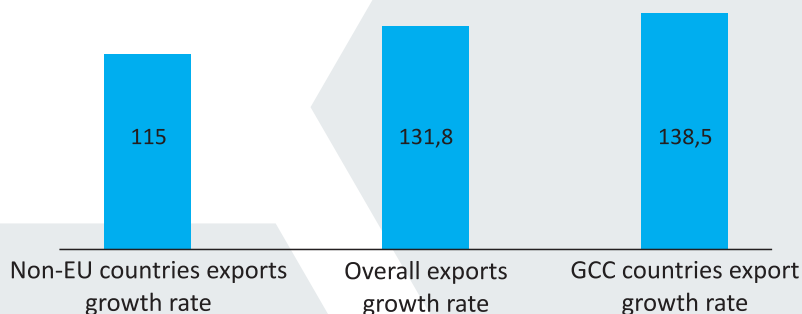
the Polish companies, especially those offering medical and veterinary instruments of high quality. With healthcare expenditure in the GCC states projected to reach US\$ 104.6 billion by 2022, which will result in new 31,000 hospital beds and employment of 10,000 new physicians, the region seems to be a very promising market for medical companies.

#### Value and structure of Polish medical equipment exported to the GCC countries in 2017



Source: Central Statistical Office

### Growth rate of exports to GCC countries as compared to overall exports growth rate of Polish medical equipment (average from 2012-2017, %)



Source: Central Statistical Office

## Successful Polish companies on foreign markets

### Scissors and design

Companies, such as the manufacturer of the medical scissors Renomed, are mainly focused on foreign market sales. Its exports account for 90% of sales, and its good reputation abroad is owed mainly to the high quality of the products, their ergonomics and outstanding design. Design has been a key issue for the enterprise founders from the very beginning. Their first scissors were designed by Donata Rucińska in 1981, and the unique shape of these

instruments is still considered the company's trademark. It started by producing medical scissors for the Scandinavian companies, later expanding its offer to include veterinary and cosmetic scissors.

The Renomed scissors are bent rather than forged, which makes the whole production process more sustainable and less environmentally costly. Artisanal precision of the experienced employees guarantees the highest product quality. Some of them have been with the company from

the very beginning. Renomed has patents and trademarks – design of the instruments made by the Ruciński family's company was appreciated not only in national competitions, such as Dobry Wzór (Good Design) or Must Have Łódź Design Festival, but also in international ones, receiving the IF Gold Award and the German Design Award.

### **Working with doctors to develop the product**

For nearly forty years, the cardiac surgeons in 90 countries around the world have benefitted from the support of Balton, a company specializing in the manufacture of coronary and peripheral stents. Thanks to clinical experience and investments in research and development Balton boasts an impressive offering of highly innovative products dedicated to various medical specializations. The company cooperates with many medical centres around the world, including the United States, the United Kingdom, Japan, France, Brazil and Russia. It also offers a very wide range of products for cardiology and invasive radiology. These are mainly bifurcation stents, BMS stents, DES stents, renal and cervical

stents, catheters for coronary and peripheral angioplasty, or introducers and balloons for counter pulsation, with state of the art technologies and raw materials used for their production. Recently a large contract was signed with Crown Agents in Ukraine.

The company conducts pre-clinical research in many research centres in Poland and abroad, including the Silesian Centre for Heart Disease, the Polish-American Heart Clinic, the Spanish *Hospital Costa del Sol* in Marbella, and the Brazilian *Instituto Dante Pazzanese de cardiologia*. It is also involved in international projects, working with doctors to implement the innovative products.

### **Global giant**

The company HTL-Strefa became famous in 2009 when Andrzej Czarnecki, the owner, who increased the value of his company several times within a few years, sold it for nearly 900 million dollars. In the mid '90s at the MEDICA fair Czarnecki was approached by a representative of a large American company, who showed the Polish businessman a rather clunky prototype of a safety lancet and asked whether it was

possible to make something more elegant. One of the company employees came up with the idea of a sunken lancet with two wings which break after being thrown out of the casing, making re-use and, consequently, infection by blood, impossible.

Patenting the invention and automating its production made it possible for the company to introduce high operating margins, even as high as 50%. HTL's safety lancets boldly competed on the American market with products made in Japan, Sweden and the UK, securing a leading position for the Polish company.

Today HTL is the world's largest manufacturer of safety lancets, personal lancets and needles for insulin injections – the company has a 50% share in the global safety lancet market. HTL-Strefa focuses on strategic production for international medical companies, and at selling their products in cooperation with local distributors.

### **How I met my first foreign customer**

Companies operating on a global scale also include Alvo Medical from Śmigiel, which provides innovative solutions and products for operating

theatres, hybrid rooms or intensive care units. The company has training and customer experience centres in Europe, Africa, the Middle East and Southeast Asia. They allow surgical teams to see how the operating theatre and patient data are managed in a fully integrated video-over-IP environment before it is even built.

The beginnings of international expansion were not easy for the Śmigiel-based company. They have been attending international medical fairs since 1998. During the initial years the company failed to acquire any foreign customers, but they made consistent appearances at such events as MEDICA in Düsseldorf or Arab Health in Dubai.

The consistency paid off, as the fairs in the medical industry are often attended by the same companies and the same people. – We were finally getting noticed – explains Tadeusz Olszewski, the CEO of Alvo.

Their first foreign customer was a distributor of medical equipment in Cairo. Contact was made during the 5<sup>th</sup> edition of the region's medical fair. – This is what building brand awareness looks like. The customer knew that we had attended the fair

every year, that we were developing and every once in a while we showed something new. And in the end it was him that wanted to work with us – Olszewski says. In Egypt the company has already equipped 250 operating theatres.

Another of Alvo's key customers, a distributor from Saudi Arabia, had been visiting the Polish company's stand at the prestigious Arab Health fair for four years – remarks were exchanged, comments made, but he never committed to a purchase order. – Finally, he came to look at our stand one more time and said: „I see that you've improved some things I mentioned before. I think we should do business together,„ – says the CEO of Alvo. For Olszewski's company, Saudi Arabia is the second largest market in terms of sales. The company is already well known there, and their operating theatres are often visited by the Minister of Health himself.

The company continuously expands its competences – since 2009 it has been selling the Alvo Integra IT system for managing operating theatres. It can be used to control operating tables and lamps, general lighting, air-conditioning, video feed and cameras, doors and blinds,

medical gases and other equipment.

The system can be seen at work in Alvo's simulated operating theatres located in Europe, Africa, Asia and the Middle East. – They are so well equipped that if we disinfected them, we could use them for operations – explains President Olszewski. They have just completed showrooms in Hanoi and Shanghai. Other showroom locations are in Kuala Lumpur, Jakarta, Mumbai, Dubai, Riyadh, Cape Town, and two in Germany, with also Denmark and Sweden each having one. In their customer experience centre in Śmigiel they conduct trainings for operating theatre managers and architects. There they engage in technical dialogues with hospital managers or private investors who can see and test various solutions. – The best marketing is one that doesn't look like marketing. Clinicians no longer want to listen about products, they prefer to know what clinical values they bring, and how to use them effectively – explains Tadeusz Olszewski.

### **Get ahead of the standards**

Another example of a company valued abroad is Echo-Son which specializes in the production of high quality

ultrasound scanners – devices of this brand can be found throughout hospitals in 53 countries. The company was established in 1993 to replace the „Techpan” Experimental Department of the Institute of Fundamental Technological Research of the Polish Academy of Sciences, which had already had several years of experience in designing and manufacturing technologically advanced ultrasound scanners – this department was the first in Poland to produce ultrasound scanners for medical purposes in 1974.

Exports currently account for two thirds of the company’s revenue, and its ultrasound and diagnostic scanners are most popular in the Norway, Sweden and the Netherlands. EchoSon operates only in the B2B model with local dealers – it is a very scattered network and no distributor is of strategic importance to the company. One such distributor is the international concern Abbot, a demanding partner who offers Echo-Son’s PINIT bladder scanners on the Norwegian market. To quote Zbigniew Woźniak, Vice-President of the Puławy based company’s Management Board: – We consider it our great success

that we managed to meet their requirements and expectations. This collaboration has been ongoing for five years now. In addition to the aforementioned bladder scanner the company’s portfolio includes other export hits, such as the PIROP ophthalmic scanner and ALBIT ultrasound scanner.

### **Algorithms that „see” more**

Worldwide, the spending on inefficient healthcare – bad diagnoses, inadequate treatment, and unnecessary administrative procedures – amounts to billions of dollars a year. According to the Institute of Medicine, in the United States alone, of the USD 3.3 trillion annually allocated to the healthcare system, 765 billion is spent on services that are completely unnecessary and bring no benefit to the patients.

This is an opportunity for Polish manufacturers of medical equipment. Medicalgorithmics is one Polish company that meets the diagnostic needs of healthcare systems perfectly. It is the first Polish company from the telemedicine industry which managed to commercialize a product in the United States.

Founded in 2005 by Marek Dziubiński and Marcin Szumowski, the company is currently estimated to be worth three hundred million PLN and hires about five hundred employees around the world. Its services are available in the United States, Canada, Mexico, Brazil, Poland, Spain, Denmark, Sweden, Norway, the Czech Republic, Italy, India, Australia and New Zealand.

Medicalgorithmics provides services of remote cardiology diagnostics with the use of its PocketECG system. It is the most technologically advanced device for diagnosing cardiac arrhythmia in the world. – The patient wears it 24 hours a day, even up to a few weeks, and the system constantly analyses the data and detects possible disorders – says Marek Dziubiński, President of Medicalgorithmics. Special algorithms make this mobile device highly efficient at detecting arrhythmia. They are able to identify many more signs of abnormalities in the heart rhythm than the simple algorithms of the competition (mainly companies operating in the United States) because it is where the market for this type of solutions is most developed. – Their algorithms

simply can't compare to ours when it comes to extracting information from the data – stresses Dziubiński.

Early detection of arrhythmia is a huge saving for the healthcare budget as it shortens the period of costly hospitalization or completely eliminates the risk of it being necessary.

Recently Medicalgorithmics has been involved in a study on the minimum monitoring time needed to detect atrial fibrillation. The results were announced at the Heart Rhythm Society 2018 Scientific Sessions conference in Boston, USA.

The study was carried out on a sample of 16 thousand patients. Pocket ECG was 6 times more effective than a 24-hour Holter and 36% more effective than an offline patch (chest patch with integrated electrodes that's becoming increasingly popular, mostly in the USA) in patients with atrial fibrillation below 1%.

Recently, the company has extended its cooperation with the Scandinavian Vingmed Group by signing further agreements for the distribution of PocketECG in Norway and Sweden. They oblige the partner to purchase and activate a minimum

of 600 devices within two years and to increase orders in the following years by at least 20%. They have also partnered with Canadian m-Health Solutions, which pledged to purchase and activate a thousand PocketECG devices in the first year of cooperation. – So far, our system has helped diagnose several hundred thousand patients in the US, registering over 200 million hours of heart rate. I am certain that it will also continue to gain acceptance in the medical community and among patients in Canada – predicts President Dziubiński.

### **Promising start-ups**

The development of information and communication technologies makes their medical applications increasingly popular. Poland already has many interesting start-ups, which have a chance to scale regionally or even globally. One of them is StethoMe from Poznań, which uses artificial intelligence algorithms to diagnose pneumonia in children – this disease is the number one killer among children under five years of age. These algorithms „hear” much more than a doctor’s ear, which is able to register only 25% of the

sounds characteristic of pneumonia. Sound is recorded through a high-end electronic stethoscope, which was developed with acoustics scientists from the Adam Mickiewicz University in Poznań, while the design of the device is the work of the Mind Sailors design studio. If everything goes according to plan, by the beginning of 2019 the device and algorithms will be certified and approved for use.

Breast cancer is a global scale health issue affecting women in every age group. It can be diagnosed faster with the help of Braster, a mobile device that allows women to examine their breasts at home. Braster measures the temperature distribution in the breasts and records areas of elevated temperature (resulting from increased metabolism and a dense network of capillaries), which may be indicative of malignant changes. The effectiveness of the device was confirmed in clinical trials conducted in Poland on two thousand women. All it takes is to put Braster on the breast, perform the examination and use the dedicated mobile application to send it to the telemedicine centre where it will be analysed, with results coming within two days.



Pregnant women, on the other hand, are supported by Pregnabit, one of the few mobile KTG devices in the world that allow examining the fetus at home. This proprietary device performs measurements using four sensors: an FHR probe to determine the heart rate of the fetus, the TOCO probe to measure the level of uterine contractions, the fetus motion marker and a band to measure the mother's heart rate. Measurement based on algorithms from four different sources distinguishes between the fetal heartbeat and the mother's heartbeat – it is sent to a monitoring centre for analysis. If the results are correct, the patient will be informed by text message, and if they raise suspicions, the appropriate procedures will be applied – repeating the examination or calling an ambulance.

UnitDoseOne is a Polish start-up attempting to solve the problem of medicine distribution, both in hospitals and pharmacies. This robotic device for storing and dispensing medicines minimizes the risk of confusing them and the dosages attributed to specific patients. Moreover, it gives the hospital maximum control and allows for optimal management of medicine orders. The savings that it generates

pay for the device already in the second or third year of its use. The device is already being used in the Polish Mother's Memorial Hospital Research Institute in Łódź, among other places.

Information technologies allow for conducting more operations remotely. One such solution is medVC – an interactive platform for remote medical cooperation, which enables real-time audio-video communication between operating theatres, conference rooms and doctors' offices. It enables simultaneous transmission of multiple high resolution video streams from operating cameras, endoscopes, microscopes and medical imaging devices. Doctors can pause the image stream, mark any part of it and save the frame to the medical repository. Among others, the platform is compatible with the da Vinci operating robot. MedVC is used by doctors in Poland, the Netherlands, Germany, Italy, France, Spain and Luxembourg.

Several rehabilitation robots of the Prodrumus start-up in Cracow have already been helping people with walk dysfunction stand on their own feet. Prodrobots, i.e. automated walking trainers, are

unique for several reasons. Firstly, unlike other devices of this type, they are devoid of treadmills and at the same time allow for adjustable relief of joints and recreation of movement patterns in six joints. The difference in the length of

limbs of the exercising on the Prodrobot is allowed to be up to 16 centimetres, which is not possible with other rehabilitation solutions. The device is also lightweight and compact.



## **Polish participants at Arab Health 2019**

## Polish participants at Arab Health 2019



### Name of company

Alreh Medical Sp. z o.o.



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Tel.: +48 607 840 600



### Contact person

Magdalena Miszczyk-Mose

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### Company description

Alreh Medical designs and manufactures rehabilitation equipment. We specialize in physical and cognitive rehabilitation devices for elderly (activLife brand) and in rehabilitation equipment for paraplegic users (iStander, Activ+, Activ Drive brands).

All our products offer unique solutions:

- ▶ Regular physical and mental activity with activLife slows down an impact of neurodegenerative diseases (Parkinson's, Alzheimer's disease)
- ▶ Cardiac rehabilitation with activLife won Best Papier Award at Asian Cardiac Rehabilitation Conference in November 2018
- ▶ ActivLife engages elderly in Fall prevention & Frailty prevention at nursing homes
- ▶ Our standers for paraplegic users offer not only parapodium walking system but also patented lift support from wheelchair allowing for every day exercising at home.
- ▶ Trade Centre Arena/# SA.H08



### Name of company

ALVO Sp.z o.o. Sp.k.



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### Contact person

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### Company description

ALVO Medical provides innovative solutions and products for operating theatres, hybrid ORs, ICU/NICU units, surgical preparation rooms and other hospital areas. We have been installing ORs and manufacturing medical equipment for hospitals for over 25 years: modular walls and ceilings, operating tables, surgical scrub sinks, OR doors, medical trolleys, patient transfer systems and furniture. The ALVO Integra solution for complete integration of devices and medical image management enhances workflow efficiency and improves patient care in the OR.

- ▶ Sheikh Saeed Hall 3/# S3.D50

## Polish participants at Arab Health 2019



### Name of company

American Heart of Poland S.A.



### Contact details

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### Contact person

Bartosz Jurkowski  
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### Company description

American Heart of Poland Group COMPRISES 30 MEDICAL CENTERS AND USTRON HEALTH RESORT. We are the largest European network with such a complex offer for patients suffering from cardiovascular diseases: from prophylaxis and diagnostics, through highly innovative cardiology, cardiac surgery and vascular surgery procedures, to individually tailored rehabilitation.

The Center for Cardiovascular Research and Development (CCRD) at AHP focuses on preclinical studies, clinical trials and research grants.

We are looking for cooperation in the field of telemedicine and in translational studies (medical devices): study design, preclinical trials, First-in-Man and large scale clinical trials, peer-review journal publications, conference presentations, key opinion leaders' support.



### Name of company

ANTAR Sp. J.



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### Contact person

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### Company description

Antar – in the market since 1998 – offers high quality products manufactured in our facility in Poland:

- a) orthopaedic pillows, bedsore pillows, haemorrhoids pillows, travel pillows, lumbar pillows;
- b) ultra light, breathable and comfortable TLSO braces, LSO braces, lumbar supports, lumbar orthoses;
- c) ultra light ankle supports – air and foam supports;
- d) ultra light, breathable shoulder braces, Desault braces, arm slings;
- e) ultra light aluminium walkers;
- f) bathroom grab bars;
- g) orthopaedic insoles;
- i) ultra light, breathable abdominal belts.

Our BLUE LINE combines a high quality of European made products with reasonable prices (as compared to non-European suppliers). For the BLUE LINE products we can offer very short delivery time, and small MOQ.

We have branch offices in five countries – Poland, Germany, Czech Rep., Slovakia, Belarus.

► Za'abeel Hall 1/# Z1.C39

## Polish participants at Arab Health 2019



### Name of company

AssisTech Sp. z o.o.



### Contact details

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### Contact person

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### Company description

We make a difference to the lives of people suffering from the consequences of brain damages and generally neurological disorders. We restore their dignity. Thanks to our work they can express their needs and communicate with others.

The flagship solution which we offer to patients and their families is the C-Eye® system. It is the only certified medical product on an international scale that uses eye tracking technology to assess the patient's state of consciousness and support neurological rehabilitation.

We are looking for:

- ▶ local distributors of medical equipment – Arab countries (mainly GCC);
- ▶ medical centres: hospitals, rehabilitation clinics and long-term care centres that would be interested in running the clinical trials.

▶ Za'abeel Hall 1/# Z1.C33



### Name of company

ASTAR.physiotecnology



### Contact details

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Tel.: +48 695 504 080



### Contact person

Maciej Nalewajski  
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### Company description

Trust is a value developed throughout the years while building good mutual relationships. ASTAR works on it since 1995, constantly broadening its experience in designing the highest quality medical equipment.

The domain of ASTAR is the manufacture of devices for electrotherapy, laser therapy, ultrasound therapy, magnetotherapy, light therapy, vacuum therapy and shockwave therapy.

All our products meet the requirements of Medical Directive and hold CE mark. The quality is also confirmed by ISO13485 and ISO9001 certificates, licensed by TÜV Rheinland Product Safety.

Year by year ASTAR company continues to extend its distribution activities to further export markets. Our efforts are focused on searching companies with a strong market position, which will effectively introduce ASTAR brand in the local market.

▶ Hall 3/# H3.A33

## Polish participants at Arab Health 2019



### Name of company

BALTON Sp. z o.o.



### Contact details

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00-496 Warszawa

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### Contact person

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### Company description

Balton is a prominent manufacturer of innovative disposable medical equipment for anaesthesia, dialysis, surgery, gynaecology, urology, cardiology and radiology. Having 40 years of experience, company specializes in manufacturing cardiovascular and endovascular devices, among which coronary and peripheral stents and balloons, as well as self-expanding stents.

At Balton, we use the state-of-the-art technology and finest raw materials during production. Balton cooperates with numerous universities and medical centres in Poland and other countries, such as the USA, France, England, Japan, Brazil and Russia. Thanks to those partnerships, we always introduce new products based on our very own patents. Balton is highly appreciative of countless distinctions, awards and certificates it has been awarded.

Our unique products are exported to more than 90 countries around the globe.

► # C.C75



### Name of company

BHH Mikromed Sp z o.o.



### Contact details

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42-530 Dąbrowa Górnicza

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### Contact person

Ewa Rachwał

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### Company description

BHH Mikromed Sp. z o.o. manufacturer of implants and instruments for orthopaedics, traumatology and veterinary medicine:

- Locking screws and plates
- Trochanteric nails
- Screws, plates, nails, wires and instruments
- Cannulated screws and instruments
- Dynamical Hip Systems (DHS/DCS)
- Elastic intramedullary nails for children
- Plates for funnel chest reconstruction
- Veterinary line (TTA, TPO, TPLO, IL nails etc.)

Apart from our standard products we can offer also contract manufacturing and OEM.

We are looking for:

- distributors
- companies interested in contract manufacturing and OEM.

► Hall 2/# H2.H33

## Polish participants at Arab Health 2019



**Name of company**  
BIOVENA HEALTH Ltd.



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### Contact person

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### Company description

We are a dynamically developing Polish company operating on the pharmaceutical market. Our goal is to provide innovative products of high quality and exceptional effectiveness, which improve the health of patients. We have implemented the Quality Management System for Medical Devices ISO 13485:2016. Our products are created on the basis of many years of cooperation with specialists. We specialize in urological, proctological and surgical products. Their uniqueness results from continuous cooperation with specialists from the medical environment.

Currently we are looking for business partners interested in distributing our products. We are also interested in importing new products from the area of our business activity to expand our portfolio in Poland.



**Name of company**  
Braster S.A.



### Contact details

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### Contact person

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### Company description

Braster® offers an innovative, reliable and safe solution for monitoring breasts' health which is based on contact thermography. The method is an adjunct to examinations such as breast ultrasound and mammography. The system of breast examination developed by us is currently dedicated for both: professional use by healthcare professionals (Braster Pro – breast examination system) as well as home use by individual customers (Braster System – in-home breast examination system). The system's effectiveness was confirmed by clinical trials.

We are looking for distributors who can provide medical devices to women's health clinics and cooperate with them on a regular basis.



## Polish participants at Arab Health 2019



### Name of company

CABIOMEDE Sp. z o.o.



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### Contact person

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### Company description

We are Research and Development company dedicated to small and medium-sized enterprises from medical, rehabilitation and veterinary industries. We specialize in custom-made solutions development, we also offer product development and optimization. Our portfolio includes services and products assisting veterinarians in complicated medical procedures such as customized models, surgical guides and implants based on specific requirements. We are a producer of custom-made animal wheelchairs.

We are interested in cooperation with SMEs from medical rehabilitation and veterinary industries that are looking for R&D services. We also offer services for veterinary clinics and training centers such as anatomical models and other products assisting in complicated medical procedures.



### Name of company

CANCER CENTER



### Contact details

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Tel.: +48 694 233 234



### Contact person

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### Company description

Our team is skilled scientists and engineers with exceptional expertise in artificial intelligence and machine learning, who won MICCAI contests in 2015 and 2016. The company develops unique algorithms detecting different types of cancers on medical images much quicker than standard methods. The algorithms are provided as a scalable service, e.g. for individual doctors and hospitals. Our platform allows for better access to second and third diagnosis of cancer directly to patients.

We are looking for pathologists/doctors who recognise the potential of using Artificial Intelligence (AI) in their job. We are still looking for new contacts to improve our products. We are also interested in new data set to speed up the learning of our algorithms and to diversify the data.

## Polish participants at Arab Health 2019



### Name of company

ChM Sp. z o.o.



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www.chm.eu  
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### Contact person

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### Company description

Nowadays, the company is an internationally recognized and highly valued producer of specialist implants and instruments for orthopaedics and traumatology. It has its own production, marketing and research & development departments, as well as distribution network in Poland and abroad. ChM® implants are well-known and well-regarded not only in Europe, but also on other continents.

► Hall 2/# H2.H30



### Name of company

City of Lodz



### Contact details

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### Contact person

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### Company description

Lodz is the third biggest Polish City. Together with Warsaw it constitutes one big metro area inhabited by approx. 5 mln people. We focus on IT, biotechnology and pharmacy. Our main advantage is the availability of EU funding for the R&D projects being set up in Lodz. Additionally, we have to offer biotechnological science park and the potential of Technical University and Medical University famous for the high standards of education especially in the field of biotechnology and medical sciences.

We aim at attracting new FDI projects to our City. We will guide you through all the procedures, provide you with the insights regarding local business environment including real estate availability, we will organize reference meetings for you and present opportunities for external funding.

► Trade Centre Arena/# SA.C01

## Polish participants at Arab Health 2019



### Name of company

Consultronix S.A.



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### Contact person

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### Company description

Consultronix, established in 1987, is a global supplier and contract manufacturer for the medical industry, producing in accordance to individual customer requirements, the most advanced design and principles of Corporate Responsibility. Thanks to our continuous investments in research and development, we are able to meet growing requirements by offering a wide range of functional and high-quality products including Ophthalmic tables and X-Ray Tables.

As experts in contract manufacturing we are a reliable business partner, offering innovative solutions and comprehensive services, open to new possibilities and cooperation.

► Trade Centre Arena/# SA.G09



### Name of company

COPERNICUS Sp. z o.o.



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### Contact person

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### Company description

Copernicus is a company specializing in the design, development and manufacture of drug delivery devices. With its proven expertise and track record, Copernicus offers: off-the-shelf pen injectors for products such as insulin, somatropin, teriparatide; platform products customizable to fit the medication characteristics and individual customer requirements; development and manufacture of designed products.

Our aim is to provide customers with delivery systems that contribute to patients' loyalty to their drugs. We not only test human factors and product quality, but actively use them in the design and manufacture of our products in the continuous striving for excellence in drug delivery devices.

► Trade Centre Arena/# SA.H03

## Polish participants at Arab Health 2019



Name of company

DIAGNOSIS



Contact details

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Tel.: +48 695 550 250



Contact person

Justyna Mocarska  
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### Company description

Diagnosis is a dynamically developing Polish company that has been operating in the OTC market since 2002 year. We are the manufacturer of wide range of home care products like: blood pressure monitors, glucose meters, nebulizers, digital and infrared thermometers, rapid tests like: pregnancy, ovulation, PSA, Helicobacter Pylori, Hemoactive, drug of abuse as well as dietary supplements.

In 2015 Diagnosis introduced a new brand ISTEEL. Portable, 6 leads ECG recorder dedicated for telemedicine. Our device uses wireless communication, which allows for fast and easy transmission of the measurements from patient to specialist to monitor patient's health.

To meet expectations of medical professionals, Diagnosis continuously improves products and strives to expand its line of products, which include new state-of-the-art technology.

► Za'abeel Hall 1/# Z1.A38



Name of company

DRAMIŃSKI S.A.



Contact details

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Tel.: +48 89 527 11 30



Contact person

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e-mail: bo@draminski.com

### Company description

DRAMIŃSKI S.A. company is one of the world leaders among the manufacturers specializing in the production of portable ultrasound scanners used in human medicine. The company designs, manufactures and sells devices with excellent image quality in over 100 countries around the world.

The company is currently working on the implementation of an innovative Multi-Modal ultrasound tomography system for the early detection of breast cancer, for mass production and sale.

- promotional video
- advertising leaflets
- roll-up

► Hall 4/# H4.G01

## Polish participants at Arab Health 2019



### Name of company

ECHO-SON S.A.



### Contact details

Krańcowa Street 5  
24-100 Puławy  
[www.echoson.eu](http://www.echoson.eu)  
Tel.: +48 818 863 613



### Contact person

Zbigniew Woźniak  
e-mail: [export@echoson.eu](mailto:export@echoson.eu)

### Company description

ECHO-SON SA, Polish manufacturer/ designer/ of ultrasound diagnostic devices: Ophthalmic scanner Pirop (A-B-P scans), Colorectal scanner Albit (ERUS), Bladder Volume Scanner Pinit and Colour & Duplex Doppler three types of scanners.

ECHO-SON SA was founded in 1993 in Puławy, Poland. Certified by CE-mark, ISO-13485/ ISO-9001 since 2002.

We are looking for regional dealers for our devices.

► Hall 2/# H2.H38



### Name of company

EgzoTech Sp. z o.o.



### Contact details

Romualda Traugutta Street 6H  
44-100 Gliwice  
[www.egzotech.com](http://www.egzotech.com)  
Tel.: +48 606 663 168



### Contact person

Sergii Molchanov  
e-mail: [sergii.molchanov@egzotech.com](mailto:sergii.molchanov@egzotech.com)

### Company description

EGZOTech is Poland's leading company in the area of the development, manufacturing and marketing of robotic and EMG-based devices for functional movement therapy and rehabilitation of neurological and early stage orthopaedic patients.

EGZOTech is active in medical device research and development aimed at neurorehabilitation, neurology, physiotherapy, occupational therapy and more. EGZOTech develops new major technologies, such as Luna EMG and Stella. Bio, in connection with artificial intelligence, personalization and novel use of robots and devices in various clinical settings.

Luna EMG is a rehabilitation robot addressing the needs of neurological and orthopaedic physiotherapy. Luna integrates kinesiotherapy for isolated joints and functional exercises for whole limbs. It integrates both dynamic resistance and reactive electromyography to address a large group of patients and provide automatic exercises to help clinics and physiotherapists.

## Polish participants at Arab Health 2019



Name of company

ELDAN



Contact details

Wojska Polskiego Street 3  
39-300 Mielec  
www.eldan.pl  
Tel.: +48 177 745 730



Contact person

Konrad Czekaj  
e-mail: k.czekaj@eldan.pl

### Company description

ELDAN is a Polish company known as the leading manufacturer of clothing and footwear for medical, cosmetic, pharmaceutical, hotel and spa industries. The company has been on the market for the last 20 years. Our priority is to provide only the highest quality products.

Wide range of clothing and footwear, in different shades and patterns, makes our tender recognizable and outstanding.

We are looking for distributors in the Middle East territory. Our primary concern is to establish cooperation with a medical and pharmaceutical sector.

► Trade Centre Arena/# SA.G05



Name of company

Elmiko Biosignals Sp. z o.o.



Contact details

Sportowa Street 3  
05-822 Milanówek  
www.elmiko.pl  
Tel.: +48 22 855 30 79



Contact person

Martyna Kuczyńska  
e-mail: martyna.kuczynska@elmiko.pl

### Company description

ELMIKO company is the manufacturer and distributor of specialized medical, scientific and research equipment. Since 1978 our company successfully makes projects and implements the newest digital technologies into medicine.

It also implements innovative research projects in the fields of biomedical engineering and digital processing of biological signals. The flagship product of ELMIKO is high-class medical equipment for neurophysiological diagnostics, therapy and rehabilitation under the EEGDigiTrack brand.

Looking for long term cooperation distributors.

► Za'abeel Hall 1/# Z1.B38

## Polish participants at Arab Health 2019



### Name of company

EMED Sp. z o.o. Sp. k.



### Contact details

Ryżowa Street 69a  
05-816 Opacz Kolonia  
[www.emed.pl](http://www.emed.pl)  
Tel.: +48 22 723 08 00



### Contact person

Szymon Milha  
e-mail: [export@emed.pl](mailto:export@emed.pl)

### Company description

EMED offers an extensive range of electrosurgical units fully equipped with accessories and surgical instruments. We have been specializing in electrosurgery since 1995. To deliver high quality products, the company based the entire design and production process on modern technologies. Our electrosurgical products vary from small devices for use in outpatient settings to comprehensive electrosurgical systems. Our aim is to deliver maximum surgical precision and patient safety in electrosurgery.

In order to expand our international presence and in order to establish new customer contacts and strengthen existing business contacts EMED is looking for new distribution partners in: United Arab Emirates, Saudi Arabia, Qatar, Kuwait and others.

► Hall 2/# H2.H31



### Name of company

EmergoPharm Sp. z o.o. Sp. k.



### Contact details

Józefa Piłsudskiego Street 11  
05-510 Konstancin-Jeziorna  
<http://emergopharm.com/>  
Tel.: +48 22 465 92 35



### Contact person

Mariusz Cięciara  
e-mail: [mc@emergopharm.com](mailto:mc@emergopharm.com)

### Company description

EmergoPharm is a pharmaceutical company, which offers:

- Research, development & supply in the areas of medical devices, medicinal products (drugs), dietary supplements and cosmetics;
- Finished products in the following fields: paediatrics, neurology, ophthalmology, urology, gastroenterology, laryngology, gynaecology, dermatology;
- Support in product design;
- Preparation of registration and manufacturing documents;
- Specialty services & pharmaceutical consultancy.

We are looking for business partners (distributors) interested in selling our products globally under a distribution agreement or a production contract.

## Polish participants at Arab Health 2019



### Name of company

EM-MED Sp. z o.o.



### Contact details

Pocieszka Street 11a  
31-408 Kraków  
www.em-med.com  
Tel.: +48 12 292 78 60



### Contact person

Adrian O'Halloran  
e-mail: adrian@em-med.com

### Company description

EM-MED produces high quality medical warming cabinets for the warming of IV solutions, contrast media, irrigation fluids and medical textiles. Following outstanding success on local markets we recently launched the international sales of our EmTherm® brand warming cabinets. At present, a range of four models covers most needs for pre-warming fluids and textiles while further products are in the pipeline.

We are looking for distributors worldwide.

► Za'abeel Hall 1/# Z1.B39



### Name of company

EMTEL Sliwa Sp. k.



### Contact details

Mickiewicza Street 66  
41-807 Zabrze  
www.emtel.com.pl  
Tel.: +48 322 719 013



### Contact person

Katarzyna Sliwa  
e-mail: ksliwa@emtel.com.pl

### Company description

EMTEL is a leading manufacturer of patient monitoring systems, telemetry systems and defibrillators in Poland. From the beginning of its activity the company has focused on PATIENT MONITORS and DEFIBRILLATORS. For the past 26 years, EMTEL has built trusting relationship with its customers such as: hospitals, clinics and private one-day surgery. EMTEL devices are successfully used in intensive care units, cardiology, operating rooms and others in Poland and in many countries around the world.

We are looking for distributors who will take care of marketing, selling and after sales service of our products in their countries.

► Hall 3/# H3.A30



## Polish participants at Arab Health 2019



### Name of company

Establo Pharma Ltd.



### Contact details

Wojciechowska Street 9B/9

20-704 Lublin

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

Tel.: +48 81 441 51 60



### Contact person

Michał Kołodziński

e-mail: [michal.kolodzinski@](mailto:michal.kolodzinski@establopharma.com)

[establopharma.com](mailto:michal.kolodzinski@establopharma.com)

### Company description

We are pharmaceutical company with an established market position. In our offer we have only high quality dietary supplements with clinical studies intended for gynaecology, endocrinology, urology (infertility market). Our mission is to seek new products that will be perfect response to the patients' needs. The products are created from the beginning, (starting from the recipe), through many clinical trials, analysis, consultations with biotechnologists and key opinion leaders, to manufacturing and sales.

We are looking for business partners (distributors). We are able to support our distributors both in terms of marketing, promotion, as well as sales issues. We offer exclusivity agreement.



### Name of company

Euromed Cracovia Sp. z o.o.



### Contact details

Karmelicka Street 64/9

31-128 Kraków

[www.euromedcracovia.pl](http://www.euromedcracovia.pl)

Tel.: +48 154 362 109



### Contact person

Jan Balikowski

e-mail: [jan.balikowski@](mailto:jan.balikowski@euromedcracovia.pl)

[euromedcracovia.pl](mailto:jan.balikowski@euromedcracovia.pl)

### Company description

The company offers a high quality, cost effective surgical instruments, which are produced from chromium-nickel steel. We cooperate with scientific research institutes and have positive opinions on the international market of medical instruments.

The company's wide range of products is used in orthopaedics and traumatology. They include: bone levers, chisels, corkscrew, curette, fasteotomes, hooks, hammers, impactors, knives, osteotoms, raspatories, reamers, remote artificial limb, retractories and many other tools.

The tools are designed and produced in our factory by experienced specialists to meet the international standards including ISO 9001. We offer three years warranty for blades regardless of the number of treatments performed and ten years warranty for instruments, which is exceptional in the sector of orthopaedic and traumatology tools.

The company supplies products to many hospitals in Poland and has a growing international distribution network.

## Polish participants at Arab Health 2019



Name of company

FAMED ŁÓDŹ S.A.



Contact details

Ciasna Street 21a  
93-531 Łódź  
www.famed.pl  
Tel.: +48 42 681 85 62



Contact person

Agnieszka Leśniewicz  
e-mail: a.lesniewicz@famed.pl

### Company description

FAMED LODZ is a manufacturer of medical lighting.

The company has in its offer operating lights, surgical and diagnostic lamps and germicidal units to sterilize the air using UV light.

Our 70 years' experience in connection with modern technology guarantee the high quality of our products which is supported by the assurance system ISO 9001: 2008 and ISO 13485:2012.

NEW TECHNOLOGIES IN GOOD LIGHT is our mission that we realize in order to fully meet the expectations of our customers.

We are open for cooperation with:

- ▶ Distributors of medical equipment for surgery rooms
- ▶ Complex suppliers of medical facilities
- ▶ Construction companies investing in medical sector
- ▶ Local agents and representatives.

▶ Hall 2/# H2.F05



Name of company

FAMED Żywiec



Contact details

Fabryczna Street 1  
34-300 Żywiec  
www.famed.com.pl  
Tel.: +48 33 866 63 75



Contact person

Michał Grossy  
e-mail: m.grossy@famed.com.pl

### Company description

Famed Żywiec is a leading European manufacturer of high quality medical equipment. Famed products are used in Poland and 80 countries around the world. Over 99% of the production process takes place in our factory. R&D engineers make every effort to ensure that our products meet the most sophisticated expectations. Thanks to use of the pSilver™ technology, Famed Żywiec products have antibacterial properties. Our new operating table has the best translucency parameter on the market!

Our company's offer includes advanced operating tables, simple treatment tables, hospital beds and ICU beds as well as products used in gynecological wards. We provide equipment in over 90 countries around the world, we cooperate with distributors, construction companies, we co-create turnkey solutions. Choose Famed Żywiec and let's care about the patient's safety together.

▶ Hall 3/# H3.A39

## Polish participants at Arab Health 2019



### Name of company

Formed Sp. z o.o., Sp. k.



### Contact details

Leśniana Street 97  
34-300 Żywiec  
[www.formed.eu.pl](http://www.formed.eu.pl)  
Tel.: +48 33 860 00 21



### Contact person

Magdalena Michalec  
e-mail: [magdalena.michalec@formed.eu.pl](mailto:magdalena.michalec@formed.eu.pl)

### Company description

FORMED is a manufacturer of high-quality, innovative products in the field of specialized medical equipment and furniture. Formed products meet requirements of the European Medical Device Directive 93/42/EEC and are CE marked.

We offer: hospital beds and cabinets, examination and treatment tables, trolleys for patient transport. We also manufacture a wide range of products for children's wards: beds, bedside cabinets and complementary equipment and furniture suitable for small patients.

We are constantly searching to expand our distributors and representatives network all over the world. If you are interested in cooperation, please contact us.

► Trade Centre Arena/# SA.G08



### Name of company

FORMEDS Sp. z o.o.



### Contact details

Marcelińska Street 90  
60-324 Poznań  
<http://www.formeds.eu>  
Tel.: +48 739 456 785



### Contact person

Dawid Krysiak  
e-mail: [office@formeds.eu](mailto:office@formeds.eu)

### Company description

ForMeds® is a Polish company, founded in 2012. Since the very beginning we have specialised in the production of dietary supplements without chemical additives. The dietary supplements are offered in innovative form and do not include synthetic additives typical for tablets, such as: fillers, anti-caking agents, dyes, sweeteners, plasticisers, thickeners, binding agents and disintegrants.

The company is looking for new markets and is interested in establishing cooperation with local distributors.

## Polish participants at Arab Health 2019



Name of company

FUNTRONIC Sp. z o.o.



Contact details

Kolumbijska Street 11

01-991 Warszawa

www.funtronic.eu

Tel.: +48 22 610 02 30



Contact person

Zbigniew Tlalka

e-mail: magiccarpetcontact@gmail.com

### Company description

The company is the producer of tools that facilitate the work of teachers and therapists and help patients and students in active participation in rehabilitation.

Funtronic Floor is an unusual interactive education and rehabilitation tool with built-in computer, projector and motion detector. The picture displayed on the floor creates a virtual "magic carpet" where pre-school and school children are going through the great adventure, starting with games and motion activities till cognitive education from all areas of knowledge.

Funtronic Rehabilitation packages are dedicated to rehabilitation and care centers, and educational institutions. Recommended games and activities improve the concentration skills and visual and motion concentration and perform the following functions:

- ▶ a correct execution of the provided instructions,
- ▶ development of spatial imagination,
- ▶ mellowing and relaxing function, also reducing tonicity,
- ▶ development of motility.



Name of company

Habys



Contact details

Przemysłowa Street 1

38-200 Jasło

www.habys.com

Tel.: +48 13 44 53 614



Contact person

Anna Poniatowska-Wójcik

e-mail: anna@habys.com

### Company description

HABYS has been manufacturing equipment for professional therapists

(including massage and therapy tables) for the last 20 years. The company offers customized products made according to individual requirements of every therapist.

The company is the leader in professional massage tables industry in Europe, having designed dozens of models, and sold around 100 000 of massage tables in 70 countries around the globe.

We are searching for distributors and resellers interested in high-quality European products.

## Polish participants at Arab Health 2019



### Name of company

HAGMED Sp. z o.o. Sp. k.



### Contact details

Tomaszowska Street 32  
96-200 Rawa Mazowiecka  
[www.hagmed.com](http://www.hagmed.com)  
Tel.: +48 46 814 44 29



### Contact person

Zbigniew Przerwa  
e-mail: [z.przerwa@hagmed.com](mailto:z.przerwa@hagmed.com)

### Company description

Hagmed is a medium-size enterprise established in 1990. We are focused on innovative technology products for the areas of interventional cardiology, cardiovascular and urology. Our mission is to work close with the health professionals to meet continuously growing demands of the medical sector. Our product range includes: diagnostic electrodes for cardiac electrophysiology and ablation, embolectomy catheters, temporary pacing electrodes, resectoscopy electrodes.

We are looking for distributors.



### Name of company

Healthup | AioCare



### Contact details

Smolna Street 4  
00-375 Warszawa  
[www.aiocare.com](http://www.aiocare.com)  
Tel.: +48 502 440 868



### Contact person

Piotr Bajtała  
e-mail: [piotr@healthup.pl](mailto:piotr@healthup.pl)

### Company description

HealthUp has devised an ultra-mobile spirometer and applications for respiratory disease management. AioCare spirometer is based on innovative technology and aims at changing the paradigm of how asthma and COPD are being diagnosed and managed.

AioCare will be adopted by both patients and clinicians in daily asthma and COPD management. It will also be utilized by pharmaceutical industry in clinical trials and COPD screening and in tele-health services.

The company now plans to expand internationally by launching AioCare in the global markets.

## Polish participants at Arab Health 2019



### Name of company

HTD Polska/HealthTech Development



### Contact details

Brukowa Street 12/18  
91-341 Łódź  
<https://htdevelopers.com/>  
Tel.: + 48 600 421 660



### Contact person

Maciej Żywno  
e-mail: [maciej.zywno@htdevelopers.com](mailto:maciej.zywno@htdevelopers.com)

### Company description

HTD is the American-Polish development group and leading healthcare innovation consultancy specializing in software design and development in Digital Health. HTD's mission is to improve human care through people, design and technology. We create web and mobile applications that provide innovative solutions in health care sector.

We would like to cooperate with innovation departments, startups, healthcare consulting companies and hospitals, and the investment community.



### Name of company

HTL-STREFA S.A.



### Contact details

Adamówek Street 7  
95-035 Ozorków  
[www.htl-strefa.com](http://www.htl-strefa.com)  
Tel.: +48 22 382 95 55



### Contact person

e-mail: [info@htl-strefa.pl](mailto:info@htl-strefa.pl)

### Company description

HTL-STREFA is the world's leading manufacturer of single-use medical devices. Our modern manufacturing process and 20 years of experience on the global market allows us to successfully ensure safety and convenience of patients and healthcare professionals.

Our products:

Safety lancets – single-use devices for capillary blood sampling.

Pen needles/Safety Pen needles – sterile, single – use needles, used with injection pens to deliver injectable medications.

Personal lancets- single-use plastic molded needles required in daily diabetes management programs (used with lancing devices).

HTL-STREFA is actively seeking partners and clients interested in engaging with us in commercialization of safety lancets for capillary blood sampling and insulin pen needles.

## Polish participants at Arab Health 2019



### Name of company

Hydro-Gaz-Med Sp.j.



### Contact details

Willowa Street 40  
05-205 Dobczyn  
www.gazmed.pl  
Tel.: +48 606 348 532



### Contact person

Marcin Susdorf  
e-mail: export@gazmed.pl

### Company description

Our company was established in 1971. Our main activity is manufacturing of medical equipment for MGPS, we have over 30 years of experience in that field.

We offer the highest quality according to EN ISO 13485:2016 Quality Assurance System and EC certification of our company verified by TUV NORD notified body.

Every device is subjected to very rigorous tests performed by our engineers.

We execute medical gas pipeline systems according to EN ISO 7396-1 and we use CE marking.

We are looking for distributors interested in promoting our equipment in their respected countries. We offer full support and training for potential partners.

► Za'abeel Hall 1/# Z1.A31



### Name of company

INFIMED Sp. z o.o.



### Contact details

Kabaty Street 1  
34-300 Żywiec  
www.infimed.pl  
Tel.: +48 33 861 40 96



### Contact person

Marcin Aksamit  
e-mail: Marcin.aksamit@infimed.pl

### Company description

INFIMED specializes in providing complex solutions for operating theatres, including:

- hydraulic and electro-hydraulic operating tables,
- LED operating and treatment lights,
- prefabricated, modular system for operating theatres and other hospital rooms: wall and ceiling panels system, laminar ceilings, peripheral lights, hermetic sliding and hinged doors, pass boxes, windows, medical cabinets, surgical scrub sinks etc.,
- Opera control system, providing easy control of operating room devices.

We are looking for partners specialized in distribution of medical devices and furnishing the hospital rooms, especially operating rooms.

► Hall 2/# H2.H36

## Polish participants at Arab Health 2019



### Name of company

Infoscan S.A.



### Contact details

Rejtana Street 17/16  
02-516 Warsaw  
<http://www.infoscan.eu>  
Tel.: +48 22 188 18 63



### Contact person

e-mail: [info@infoscan.pl](mailto:info@infoscan.pl)

### Product categories

Health, telemedicine / telematics /  
telemetry.



### Name of company

INMED-KARCEWUSCY Sp. z o.o. Sp. k.



### Contact details

Kwiatowa Street 32a  
55-330 Krępiec  
[www.inmed.pl](http://www.inmed.pl)  
Tel.: +48 71 398 02 28



### Contact person

Magdalena Baszak  
e-mail: [magda.baszak@inmed.pl](mailto:magda.baszak@inmed.pl)

### Company description

INMED-Karczewscy specializes in Medical Gas Pipeline Systems and medical equipment: designing, manufacturing, installation, service and assembly training. The company was established in 1996 and since then has continuously improved in medical technologies, which resulted in its current dominant market position.

We offer a very wide range of MGPS equipment such as bed head units, ICU beams & pendants, operating room ceiling pendants, operating lights and other.

We are searching for new business partners – manufacturers/installers of Medical Gas Pipeline Systems, manufacturers/distributors of medical gas equipment, investors/hospital owners interested in purchasing medical gas equipment.

► Za'abeel Hall 1/# Z1.C31



## Polish participants at Arab Health 2019



### Name of company

IQDENT LTD.



### Contact details

Kołtątaja Street 8/4  
91-427 Łódź  
www.iqdent.pl  
Tel.: +48 733 102 021



### Contact person

Agata Placheta  
e-mail: nails@iqdent.pl

### Company description

IQDent (with its brand IQNails) is a leading manufacturer of dental, laboratory, podiatry and cosmetology instruments. Our vast knowledge, advanced Swiss machinery, innovative technology and extra durable materials create instruments for professionals:

- ▶ Diamond and gold-coated burs,
- ▶ Tungsten carbide burs and cutters,
- ▶ Ceramic cutters,
- ▶ Stainless steel podiatry trephines,
- ▶ Titanium dental and podiatry probes and spatulas,
- ▶ Rotary instruments and tools with PVD-Coating (ZrN and DLC coating).

IQ Dentseeks:

- ▶ Traders/whole sale traders for the medical, dental, and cosmetics markets,
- ▶ OEM/Private Label production possibilities,
- ▶ Partners for joint R&D activities at innovative projects (e.g. tools for 3D scanners/printers, CAD/CAM tools, surgery drills, other medical projects).



### Name of company

„JBG-2” Sp. z o.o.



### Contact details

Gajowa Street 5  
43-254 Warszowice  
www.cryospace.eu  
Tel.: +48 532 857 929



### Contact person

Weronika Homel  
e-mail: w.homel@cryospace.eu

### Company description

JBG-2 Sp. z o.o. has been operating on the market since 1989 as a producer of devices for refrigeration industry. CryoSpace has been a manufacturer since 2016.

We are looking for new distributors, agents and end customers.

## Polish participants at Arab Health 2019



### Name of company

JJW Sp. j.



### Contact details

Plac Zgody 6  
05-520 Konstancin-Jeziorna  
<https://deomed.pl/en/>  
Tel.: +48 716 01 58



### Contact person

Włodzimierz Lewin  
e-mail: [export@jjw.pl](mailto:export@jjw.pl)

### Company description

JJW specializes in design and manufacture of medical socks, primarily intended for diabetics, under the deoMed® brand. They have antibacterial, antifungal and other healthy properties achieved through the use of a special finish under the license of Swiss co. Sanitized® and due to Silver or Zink content. These socks have received several medical fairs awards. JJW is the undisputed leader in this market segment in Poland, and its socks have already gained recognition in many foreign markets.

We are looking for distributors in all foreign markets, especially those who already have a well-developed distribution chains in the segment supporting textile medical devices.



### Name of company

KIKGEL Co. Ltd.



### Contact details

Skłodowskiej Street 7  
97-225 Ujazd  
[www.kikgel.com.pl](http://www.kikgel.com.pl)  
Tel.: +48 447 192 340



### Contact person

Piotr Kik  
e-mail: [kik@kikgel.com.pl](mailto:kik@kikgel.com.pl)

### Company description

KIKGEL is the only manufacturer of sterile hydrogel dressings, which are produced with the use of innovative technology (cross-linking of polymers by irradiation). For many years, our hydrogel dressings have been recognized by specialists in the wound treatment and widely used at hospitals and clinics. Our BurnTec® hydrogel dressings have been a standard equipment of IFAK (Individual First Aid Kit) of US Marines for 5 years. Since 2002, KIKGEL has implemented the quality management system based on ISO 13485 and European Medical Device Directive requirements. In 2013 we also received the registration of the U.S. Food and Drug Administration (FDA).

► Za'abeel Hall 1/ # Z1.C31

## Polish participants at Arab Health 2019



### Name of company

Klaromed Sp. z o.o.



### Contact details

Sobieskiego Street 123

05-070 Sulejówek

[www.klaromed.pl](http://www.klaromed.pl)

Tel.: +48 222 993 040



### Contact person

Tadeusz Książek

e-mail: [export@klaromed.pl](mailto:export@klaromed.pl)

### Company description

Klaromed is a rapidly growing company with several years of experience in the production of medical devices. Our flagship product is „INTEGRATOR” – a system for integrated operating rooms. Operating lamps „plusLED” are manufactured in Premium and Eco lines. They were designed by Polish engineers in order to maximize comfort of surgeons. Our manufacturing offer is supplemented by operating tables and medical furniture – „KLAROLINE”, which is produced in various technologies of performance.

We are looking for distributors worldwide. The constant growth, the versatile competences and the belief in the final success are the strength of our company. We are able to offer our customers a wide range of products of the highest quality. We supply not only devices but also complete solutions.

► Za'abeel Hall 1/# Z1.A35



### Name of company

LASOTRONIX Marcin Pokora



### Contact details

Żytnia Street 1

05-500 Piaseczno

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

Tel.: + 48 22 736 34 34



### Contact person

Marcin Pokora

e-mail: [mp@lasotronix.pl](mailto:mp@lasotronix.pl)

### Company description

LASOTRONIX is an innovative Polish company specialized in design and manufacture of high-tech laser devices for use in medical and dental sectors. With more than twenty years of experience in laser technology it covers a wide range of dental and medical applications thanks to a variety of diode sources and therapy accessories. Cutting-edge technology is the trademark they all have in common. Applying the most powerful laser results in the shortest possible treatment time and low operating costs.

LASOTRONIX is looking for distributors worldwide who want to supply ingenious and unique laser devices, that help medical professionals work more efficiently. Our company is accredited by ISO13485 quality control system and EU CE mark. We encourage you to join us and promote our excellent products.

► Hall 3/# H3.A31

## Polish participants at Arab Health 2019



### Name of company

LEKAM Pharmaceutical Company Ltd.



### Contact details

Jana Pawla II Street 80  
00-175 Warszawa  
www.lekam.pl  
Tel.: +48 664 720 017



### Contact person

Justyna Olszak  
e-mail: justynaolszak@lekam.pl

### Company description

LEKAM is an experienced pharmaceutical manufacturer of prescribed medications, food supplements and OTC products. All our products are manufactured with the utmost care in GMP factory located near Warsaw. LEKAM combines a homogenous product portfolio, efficient leadership and highly skilled employees, which allows the company to quickly gain recognition in the pharmaceutical industry.

LEKAM is looking for partners and distributors of food supplements and prescribed medications, the products are available under LEKAM brand or private label. We also provide contract manufacturing services.



### Name of company

LOVI



### Contact details

Puławska Street 430  
02-884 Warszawa  
www.lovibaby.com  
Tel.: +48 46 858 00 00



### Contact person

Anna Chojnacka  
e-mail: Anna.chojnacka@canpolbabies.com

### Company description

LOVI brand specializing in feeding and soothing products is owned by Canpol Sp. z o.o., one of the largest and most cutting-edge manufacturers of baby accessories in Europe which for almost three decades has been caring for mothers and their babies. LOVI products are developed in conjunction with leading lactation and neonatal specialists as well as speech and language therapists to support breastfeeding and active development of a child from its first days of life.

We are looking for distributors in US, China, India, Japan, Indonesia, Turkey, Pakistan, Philippines, Malaysia, Vietnam, South Africa, Nigeria, Algeria, Singapore, Sri Lanka, Ethiopia, Angola, Tanzania, Kuwait, Ghana, Kenya, Lebanon and others.

## Polish participants at Arab Health 2019



### Name of company

Lublin Medicine Cluster



### Contact details

Bernardyńska Street 3  
20-109 Lublin  
<http://medycyna.lublin.eu>  
Tel.: +48 81 466 25 05



### Contact person

Marzena Strok-Sadło  
e-mail: [marzena.sadlo@lublin.eu](mailto:marzena.sadlo@lublin.eu)

### Company description

Lublin Medicine Cluster is a cooperation platform among universities, research centres, companies from the industry and local authorities. Cluster has 130 members, including 106 companies.

We are focused on functional food and dietary supplements, diagnostics, e-health, telemedicine and robotics, medical devices, biomedicine, oncology, cardiology, rehabilitation, health and medical tourism, primary care, veterinary medicine.

We offer: networking, innovative products/services testing in our Living Lab, support of experts, incubation and acceleration programmes, services of laboratories, prototyping, contract manufacturing.

We are looking for business partners for our members, companies interested in testing their products/services in our Living Lab, partners for R&D projects and potential investors from the industry.

► Trade Centre Arena/# SA.C01



### Name of company

M4Medical



### Contact details

Nałęczowska Street 14  
20-701 Lublin  
[www.m4medical.com](http://www.m4medical.com)  
Tel.: +48 69 671 88 80



### Contact person

Ewa Miszczak  
e-mail: [sales@m4medical.com](mailto:sales@m4medical.com)

### Company description

M4Medical manufactures mobile ECG devices (resting ECG, PC ECG, telemedicine solutions). We innovate, design and provide an outstanding value in the area of cardiology since 2008.

We are looking for distributors from the Middle East countries.

► Hall 2/# H2.H39

## Polish participants at Arab Health 2019



**Name of company**

MDD Sp. z o. o.



**Contact details**

Grudziądzka Street 159A

87-100 Toruń

www.mddpl.com

Tel.: +49 22 10 10 410



**Contact person**

Waldemar Biegalski

e-mail: office@mddpl.com

### Company description

MDD Sp. z o. o. was established in May 2010, yet our experience in the medical industry dates back to 2000. We are a Polish manufacturer of haemostatics that are used for nearly all surgical procedures.

As an EU-based manufacturer, we are proud to enjoy extensive interest and trust of our customers from almost 40 countries around the globe. We are striving to meet the expectations of our customers in terms of high quality of our products and a full range of haemostatics provided.

Wanted distributors of absorbable haemostats for Hospital Market:

- ▶ oxidised regenerated cellulose
- ▶ oxidised resorbable cellulose
- ▶ gelatine sponge
- ▶ bone wax
- ▶ nasal sponge for ENT surgery

▶ Za'abeel Hall 1/# Z1.B37



**Name of company**

MedApp S.A.



**Contact details**

Dobrego Pasterza Street 122A

31-416 Kraków

www.medapp.pl

Tel.: +48 533 306 117



**Contact person**

Mateusz Kierepka

e-mail: biuro@medapp.pl

### Company description

We are an innovative company offering unique, new-generation telemedicine solutions. Telemedicine, based on technologies enabling the patient's condition to be monitored at a distance, is one of the fastest-growing industries in the world.

Our application allows the patient to monitor their own health by connecting to certified medical devices. The application performs over 15 types of tests, such as electrocardiography, sugar level, blood pressure or pulse oximetry.

We are looking for partners to cooperate in the field of telemedicine and augmented reality.

## Polish participants at Arab Health 2019



### Name of company

MedSilesia



### Contact details

Wincentego Pola Street 16  
44-100 Gliwice  
[www.medsilesia.com](http://www.medsilesia.com)  
Tel.: +48 784 964 377



### Contact person

Aleksandra Szczerbak-Ruta  
e-mail: [medsilesia@gapr.pl](mailto:medsilesia@gapr.pl)

### Company description

MedSilesia Cluster is a group of innovative companies from the sector of medical products and ICT solutions for medical technologies. We offer a clinical trials and a broad range of products from the field of rehabilitation, surgery and orthopaedic tools, diagnostic equipment, cardiology and other medical. Support of the experienced, knowledgeable and renowned research and development institutions allows us to provide high quality medical products.

MedSilesia Cluster is open to cooperate with clusters, companies, institutions and universities acting in the medical industry.

► Trade Centre Arena/# SA.C01



### Name of company

MEDEN-INMED Sp. z o.o.



### Contact details

Wenedów Street 2  
75-847 Koszalin  
[www.meden.com.pl](http://www.meden.com.pl)  
Tel.: +48 94 344 90 78



### Contact person

Tomasz Górecki  
e-mail: [tg@meden.com.pl](mailto:tg@meden.com.pl)

### Company description

Meden-Inmed is a leading medical manufacturing company in Poland, offering the highest quality devices for 30 years.

It offers a range of individualized medical and physiotherapy products: hydrotherapy baths, spa and dry hydro massage equipment, massage and manual therapy tables, IR lamps, walk simulators, gynaeco-urological chairs, mobile hygiene chairs, systems for dynamic unloading, incontinence rehabilitation devices, devices for motor, cognitive, balance control exercises and others.

We are looking for the distributors all over the world.

We also offer OEM, subcontracting and outsourcing production services. We have its own R&D and production team, robotized machinery and internal powder-painting line so we can design, develop and manufacture semi- or fully-finished products.

► Hall 2/# H2.H32

## Polish participants at Arab Health 2019



### Name of company

Medgal Sp. z o.o.



### Contact details

Niewdonicka Street 26A  
16-001 Księżyno  
www.medgal.com.pl  
Tel.: +48 85 663 23 44 ext. 28



### Contact person

Magdalena Kołakowska  
e-mail: m.kolakowska@medgal.com.pl

### Company description

MEDGAL Sp. z o. o. is a manufacturer of implants (bone plates, bone screws, intramedullary nails, and instrument sets) used in bone surgery and orthopaedics. Our products are produced in Poland (EU). 30 years of experience in designing and manufacturing of medical devices reflects in the highest quality of products. MEDGAL as the world's first manufacturer of bone implants for traumatology, implemented an innovative technology of coating products with Diamond Like Carbon with Silicone (Si-DLC).

Medgal sp. z o.o. is looking for distributors in the Gulf Area, Middle East, North and Middle Africa. The most interesting for us is to start cooperation with the companies who will be distributing our complete portfolio: bone nails, bone screws and intramedullary nails.

► Hall 2/# H2.H37



### Name of company

Medical Inveni S.A.



### Contact details

Wincentego Witosa Avenue 16  
20-315 Lublin  
www.medicalinveni.pl  
Tel.: +48 81 458 11 58



### Contact person

Aleksandra Gańska  
e-mail: biuro@medicalinveni.pl

### Company description

Our achievement of the research team was the arrangement of the bone-replacement biomaterial, which is the original solution in the field of modern implant preparations of the III generation. A special attention is paid to the composition which is bio-compatible with the bone tissue, bioactivity, the influence on the bone tissue regeneration and supporting the bone reconstruction process and the handiness and efficiency of the surgery.

Last years performer surgeries concerned the filling of dental alveoluses, fistulas' treatment, filling of bone defects, which appeared as a result of limbs' injuries. The biomaterial was revealing as positive effects as: non-toxicity, a gradual biodegradability and a progressing bone reconstruction, what eliminates the necessity of the secondary surgery in order to remove an implant.

► Za'abeel Hall 1/# Z1.C38



## Polish participants at Arab Health 2019



### Name of company

Medi.com Sp. z o.o.



### Contact details

Hubska Street 96-100/112

50-502 Wrocław

[www.medi.com.pl](http://www.medi.com.pl)

Tel.: +48 791 395 862



### Contact person

Marcin Zabraniak

e-mail: [office@medi.com.pl](mailto:office@medi.com.pl)

### Company description

Medi.com is a Polish manufacturer of the Videocolposcope HD-1000 – non-invasive, gynaecological device, and the IRIS Software- the solution for all kind of the medical facilities using imaging diagnosis. Everything starts with 3; 3 creative owners that decided to improve solution with potential, 3 products that change the face of medical facilities in the eyes of doctors, medical staff and patients, 3 departments that work on improvements not only in medi.com, but also in our users' organizations.

For distributors- we are open for challenges. Get to know our products and decide if they can be attractive for your Customers.

For the Doctors and Facilities Managers- let us introduce you the DEMO versions of our products and decide if you want use it in your every day work.

We are ready for challenges!

► Za'abeel Hall 1/# Z1.A34



### Name of company

MEDIMA Sp. z o.o.



### Contact details

Jerozolimskie Avenue 200

02-486 Warszawa

[www.medima.pl](http://www.medima.pl)

Tel.: +48 22 313 22 66



### Contact person

Mariusz Sarna

e-mail: [m.sarna@medima.pl](mailto:m.sarna@medima.pl)

### Company description

MEDIMA is a manufacturer of the high quality infusion systems including syringe and volumetric infusion pumps, docking stations, medical software and infusion pumps accessories. Our products are designed for intravenous and arterial infusions, parenteral and enteral nutrition, blood transfusion and can be used in the general profile wards, intensive care units, neonatology and paediatrics wards. All products are CE marked.

Searching for distributors of medical devices, who will be responsible for marketing, sales, maintenance and service of the products manufactured by MEDIMA at their local markets.

► Trade Centre Arena/# SA.G04

## Polish participants at Arab Health 2019



### Name of company

Medi-Sept Sp. z o.o.



### Contact details

Konopnica Street 159C  
21-030 Motycz  
www.medisepst.pl  
Tel.: +48 815 352 265



### Contact person

Wojciech Wiśniowski  
e-mail: export@medisepst.pl

### Company description

Medi-Sept Sp. z o.o. has been delivering complex solutions for professional hygiene maintenance to healthcare institutions since 1994. We are a leading European manufacturer of disinfectants, professional cleaning agents and a distributor of cleaning equipment for institutional customers. Our products are used in and by hospitals, private clinics, dental and medical surgeries, public institutions and are available in medical shops and via network of distributors.

We are looking for distributors of Medi-Sept products also under private label.



### Name of company

MEDtube



### Contact details

Złota Street 59  
00-120 Warszawa  
www.MEDtube.net  
Tel.: +48 604 244 199



### Contact person

Wojciech Dołkowski  
e-mail: wojtek@medtube.net

### Company description

MEDtube is an online video-centric education and communication platform for healthcare professionals. It is now the world's largest online repository with high-quality multimedia content of clear practical and educational value, counting +20,000 professional medical materials. The resources are shared by physicians, clinicists, medical societies and universities. The community counts +155,000 registered professional users who contribute to the idea of sharing medical knowledge.

We are looking for partnerships in the medical industry (medical devices, pharma, medical institutions) for education of healthcare professionals. MEDtube offers sponsorship and marketing opportunities. Companies from around the world are welcome to discuss their business needs and ideas.

► Hall 3/# H3.A32

## Polish participants at Arab Health 2019



### Name of company

Metrum Cryoflex



### Contact details

Kolejowa Street 16A  
05-092 Łomianki  
[www.metrum.com.pl](http://www.metrum.com.pl)  
Tel.: +48 22 33 13 758



### Contact person

Andriy Pyrozhko  
e-mail: [export@metrum.com.pl](mailto:export@metrum.com.pl)

### Company description

Metrum Cryoflex has been a well-established European manufacturer of medical devices for 27 years. The company provides medical solutions in cryosurgery, laser surgery, cryotherapy and pressotherapy. Metrum Cryoflex operates worldwide in more than 45 countries on all continents. More than 7000 clinics work with our devices worldwide.

Metrum Cryoflex is looking for expansion of cooperation in Middle East region, much deeper collaboration with medical representatives and development of strong presence building brand recognition.

► Trade Centre Arena/# SA.H02



### Name of company

Ministry of Entrepreneurship and Technology



### Contact details

Trzech Krzyży Square 3/5  
00-507 Warsaw  
[www.mpit.gov.pl](http://www.mpit.gov.pl)  
Tel.: +48 22 262 92 70



### Contact person

Ewa Kubel  
e-mail: [ewa.kubel@mpit.gov.pl](mailto:ewa.kubel@mpit.gov.pl)

### Company description

Ministry of Entrepreneurship and Technology is the government unit, which supports Polish entrepreneurs in their broadly defined business activities.

The Ministry acts to:

1. Ensure better regulatory environment for businesses,
2. Enhance productivity and innovation of the industry,
3. Increase internationalisation of the Polish economy,
4. Improve investment efficiency,
5. Ensure better management quality of development processes.

As regards internationalisation, our goal is to promote Polish brands and strengthen the image of our economy abroad. To achieve this, we have prepared instruments of exports support for Polish entrepreneurs, such as 12 industry promotion programmes and programmes of promotion at large trade show.

We welcome all the companies looking for information about Polish products and services on offer, and those interested in business cooperation with partners in Poland.

► Trade Centre Arena/# SA.C01

## Polish participants at Arab Health 2019



**Name of company**  
MPW MED. INSTRUMENTS



**Contact details**  
Boremlowska Street 46  
04-347 Warszawa  
www.mpw.pl  
Tel.: +48 508 669 033



**Contact person**  
Justyna Romaniuk  
e-mail: jr@mpw.pl

### Company description

Polish manufacturer of the high quality laboratory centrifuges since 1948. MPW products are recognized worldwide as technologically advanced, reliable and competitively priced. For every centrifuge type MPW offers a wide range of equipment to enhance the research and diagnostic capabilities of their users. Laboratory Centrifuges made by MPW have a wide range of applications in biochemistry, diagnostics, life sciences and many more. High-quality materials used guarantee long life and high performance.

We are looking for distributors.



**Name of company**  
MYWAM



**Contact details**  
Szczecińska Street 10  
41-516 Chorzów  
www.mywam.eu  
Tel.: +48 32 733 11 31



**Contact person**  
Joanna Majowska-Angres  
e-mail: marketing@mywam.pl

### Company description

MYWAM company is a Polish manufacturer of rehabilitation equipment for disabled children. We specialise in the production of special buggies for disabled children. Each product has the unique technical solutions affecting the use by the youngest, disable users.

We are looking for distributors and sellers. We have several years of experience in export. We make all possible efforts to supply the best quality assistance of our products.

## Polish participants at Arab Health 2019



### Name of company

NGK Pharma Piotr Goc Sp.j.



### Contact details

Słoneczna Street 31  
64-212 Żodyń  
www.ngkpharma.pl  
Tel.: +48 501 171 609



### Contact person

Marcin Kowalski  
e-mail: marcin.kowalski@  
ngkpharma.pl

### Company description

NGK Pharma is a producer of containers/tubes for pharmacy mixers. The products are manufactured according to ISO 9001: 2015 and they are mechanically compatible with all the available pharmacy mixers on the market.

We are looking for distributors of our products.



### Name of company

NUMED Sp. z o.o.



### Contact details

Bonifraterska Street 17  
00-203 Warszawa  
www.numed.pl  
Tel.: +48 601 320 111



### Contact person

Jarosław Szwankowski  
e-mail: jaroslaw.szwankowski@  
numed.pl

### Company description

Numed is a developer and manufacturer of innovative dental diagnostic products (NLCariesDD) for non-invasive detection of primary and, especially, secondary dental caries, located around or under existing tooth fillings, for the use of dentists in private practices and state clinics.

The products use the detection technology developed by Numed, based on bio-impedance-detection of electrical activity of specific strains of bacteria, associated with existence of dental caries. The products have a very high accuracy of caries detection.

Both, the technology and products are patented in EPO, US, China, Russia, Israel – with some pending patent proceedings in other jurisdictions.

We are looking for co-operation with distributors of the NLCariesDD device in the United Arab Emirates and other neighbouring states.

## Polish participants at Arab Health 2019



### Name of company

PHU TECHNOMEX Sp. z o.o.



### Contact details

Szparagowa Street 15  
44-141 Gliwice  
www.technomex.eu  
Tel.: +48 694 484 406



### Contact person

Bogusława Łysakowska-Będek  
e-mail: export@technomex.pl

### Company description

TECHNOMEX is a producer of rehabilitation devices with 30 years' experience. We manufacture hydrotherapy devices, therapy tables, ergotherapy tables, devices for therapy in suspension and simple kinesiotherapy products.

We also offer acx.rehab, a line of 9 devices for therapy in virtual reality. It was created to enhance patients' motivation (biofeedback, game protocols) and to simplify the work of therapists (one database, reports, therapy planning). Our products are used all over the world in many rehabilitation centres and hospitals.

Our company is looking for active distributor with medical knowledge and experience at rehabilitation field.



### Name of company

Pixel Technology



### Contact details

Piękna Street 1  
93-558 Łódź  
www.allerad.com  
Tel.: +48 42 637 39 73



### Contact person

Rafał Zdrajkowski  
e-mail: r.zdrajkowski@pixel.com.pl

### Company description

We have been present on IT solutions market for 25 years. For 15 years, we have been developing RIS/PACS and DICOM viewer. As a leader in Polish market, we have successfully implemented our software in more than 50% of entire hospitals in Poland so far.

At present, we are intensively working on artificial intelligence solution that automatically detects cancerous lesions in mammography studies.

We are offering Vendor Neutral Archive that archives and provides access to data from all medical devices installed in hospitals, for physicians.

We are looking for distributors for our IT systems, i.e.:

- ▶ hospital Information Systems/EHR providers
- ▶ medical hardware providers, in particular in radiology

▶ Trade Centre Arena/# SA.G02

## Polish participants at Arab Health 2019



### Name of company

POFAM – POZNAŃ Sp. z o.o.



### Contact details

Lindego Street 6  
60-573 Poznań  
[www.breast-forms.eu](http://www.breast-forms.eu)  
Tel.: +48 61 845 69 10



### Contact person

Beata Rynarzewska  
e-mail: [Beata.Rynarzewska@pofam.poznan.pl](mailto:Beata.Rynarzewska@pofam.poznan.pl)  
[pofam.poznan.pl](mailto:Beata.Rynarzewska@pofam.poznan.pl)

### Company description

Pofam Group is one of the leading medical companies in Poland, founded in 1992. Our company is engaged in the production and distribution of high quality medical devices, with almost 10 years of experience as a manufacturer of external breast prosthesis Maxima, which is supplied to 72 medical shops in Poland, but also exported worldwide.

We are interested in the cooperation with distributors, wholesalers and hospitals.



### Name of company

Polish Agency for Enterprise Development – PARP



### Contact details

Pańska Street 81/83  
00-843 Warsaw  
[www.parp.gov.pl/en](http://www.parp.gov.pl/en)  
Tel.: +48 22 574 07 07



### Contact person

e-mail: [biuro@parp.gov.pl](mailto:biuro@parp.gov.pl)

### Company description

PARP is a governmental agency with a mission to support the development of small and medium enterprises and create a business-friendly environment in Poland. We do it through grants and loans, development services, training, and contribution to the state policy related to enterprise and innovation.

PARP implements national and international programmes financed from the EU structural funds, state budget and multiannual programmes of the European Commission. We are part of the Enterprise Europe Network.

PARP has been the organiser of the Polish national stands at Medica 2018 and Arab Health 2019 trade shows.

► Trade Centre Arena/# SA.C01

## Polish participants at Arab Health 2019



### Name of company

Polish Export Cluster



### Contact details

Wąwozowa Street 19/33  
02-796 Warszawa  
www.exportcluster.pl  
Tel.: +48 22 648 16 24



### Contact person

Sebastian Józef Kuśmierek  
e-mail: info@exportcluster.pl

### Company description

Polish Export Cluster provides information about Polish products and services offered by the members of the Cluster.

One of our priorities is to facilitate contacts with Polish producers and service providers via the Internet as well as to attend trade fairs, missions and meetings. We encourage you to regularly follow the catalog of the cluster members and the calendar of trade fairs to find out which international fairs will be attended by the Polish exhibitors.

► Trade Centre Arena/# SA.C01



### Name of company

Polish Investment and Trade Agency  
– PAIH



### Contact details

Bagatela Street 12  
00-585 Warszawa  
www.polish-medical.com  
Tel.: +48 22 334 99 49



### Contact person

Karolina Izdebska  
e-mail: medical@paih.gov.pl

### Company description

Polish Information Booth – we promote Polish companies! – the Polish Investment and Trade Agency helps investors to enter into the Polish market and find the best ways to utilize the possibilities available to them. We guide investors through all the essential administrative and legal procedures that involve a project; we also support firms that are already active in Poland. We provide rapid access to the complex information related to legal and business matters regarding the investments, as well as help to find appropriate partners, suppliers and new locations.

► Za'abeel Hall 1/# Z1.B30



## Polish participants at Arab Health 2019



### Name of company

Prodromus Sp. z o.o. (Ltd.)



### Contact details

Lukasiewiczza Street 1  
31-429 Kraków  
www.prodromus.com  
Tel.: +48 88 528 69 90



### Contact person

Bartłomiej Wielogórski  
e-mail: bwielogorski@  
prodromus.pl

### Company description

Prodromus Sp. z o.o. (Ltd.) designs, manufactures and sales advanced medical devices. Our main product Prodrobot automated gait trainer had been launched in 2015 on a market. Now Prodrobots work in Poland, Germany, Ukraine, Hungary, the Czech Republic, Slovakia, Romania, China, Kazakhstan and Saudi Arabia. Our company has partners in many countries all over the world and sales growth keeps going on. Our product is CE and MDD certified in European Union, registered in Ukraine and Kazakhstan and in a few other countries registration process is in progress.

In 2019 we expect to launch new products, also medical devices.

Prodromus Sp. z o.o. is the owner of 3 patents and 1 registered trade mark.

We are the beneficiaries of European funds in the field of sales development.

► Trade Centre Arena/# SA.H01



### Name of company

Pro-PLUS S.A.



### Contact details

Śnieżna Street 3  
03-750 Warszawa  
www.pro-plus.pl  
Tel.: +48 785 436 707



### Contact person

Sylwia Mrowiec  
e-mail: smrowiec@pro-plus.pl

### Company description

Pro-PLUS SA presents an innovative solution in cardiac telemonitoring at a distance. The company has developed systems to measure ECG, the pulse, blood saturation, arterial blood pressure and body mass, transmit the results of measurements to a monitoring centre, and have voice communication with a doctor directly from the ECG apparatus. The system includes devices performing measurements and digital data transmission as well as CardioScp computer software for collecting and archiving test results.

We are looking for distributors of our solutions on foreign markets, and medical entities interested in joint research projects.

We offer R&D work in the field of medical and telemedicine devices.

## Polish participants at Arab Health 2019



### Name of company

Pro-Project



### Contact details

Wolności Street 35/15  
22-100 Chełm  
<http://pro-project.pl/>  
Tel.: +48 602 122 265



### Contact person

Artur Kołosiński  
e-mail: [artur.kolosinski@pro-project.pl](mailto:artur.kolosinski@pro-project.pl)

### Company description

Pro-Project was established in 1991. We specialise in quality assurance and quality control of industrial and medical imaging and radiotherapy devices. Many years of experience enabled us to develop and produce a wide range of quality assurance devices (phantoms) along with supporting applications and services. Our Pro-Control online program makes the entire quality assurance process automated and integrated on one software platform.

We are the only company in the industry certified with: ISO 9001:2015, ISO 13485:2012, ISO 14001:2015, OHSAS 18001:2007 and ISO 27001:2013.

We offer complex hardware and software solutions for quality control in dentistry, radiography, fluoroscopy, mammography, CT, MRI, nuclear medicine and radiotherapy.

We cooperate with many distributors around the world, and we supply phantoms to RTI and FLUKE. We now wish to expand our international presence and look for new distributors.



### Name of company

PROTEO



### Contact details

Limanowskiego Street 47  
91-309 Łódź  
[www.proteo.com.pl](http://www.proteo.com.pl)  
Tel.: +48 502 214 172



### Contact person

Rafał Pierzchalski (CEO)  
e-mail: [biuro@proteo.com.pl](mailto:biuro@proteo.com.pl)

### Company description

PROTEO is a company operating in the field of individual orthopedic devices. We mainly focus on lower-limb prostheses. We are the world's first company which commercialised 3D printing and 3D scanning into lower-limb prosthetics. Our goal is to design a perfect prosthetic socket – the most important part of prosthesis. We are helping amputees in Poland getting back to the normal life and now we want to share our innovative solution with the whole world and take prosthetics to the next level.

We are looking for cooperation with medical facilities (e.g. hospitals) as well as national health departments. We are also interested in the cooperation with prosthetists and the companies specializing in medical devices from all over the world

## Polish participants at Arab Health 2019



### Name of company

Proteon Pharmaceuticals S.A.



### Contact details

Tylina Street 3a  
90-364 Łódź  
www.proteonpharma.com  
Tel.: +48 42 209 33 95



### Contact person

Justyna Andrysiak  
e-mail: jandrysiak@  
proteonpharma.com

### Company description

Proteon Pharmaceuticals is a Polish biotech company that is a leader in using bacteriophages on an industrial scale. The company has developed and patented world-class innovations in the form of feed additives used in the industrial production of foods. These products protect livestock against pathogenic bacteria. Proteon Pharmaceuticals products serve as cheaper, healthier, more effective and the natural alternative for antibiotic treatment.

We are searching for business possibilities in the Middle East market.



### Name of company

Przedsiębiorstwo YAVO Sp. z o.o.



### Contact details

Bawełniana Street 17  
97-400 Bełchatów  
www.yavo.com.pl  
Tel.: +48 60 704 70 09



### Contact person

Artur Morawiec  
e-mail: a.morawiec@yavo.com.pl

### Company description

Yavo is a Polish producer of disposable medical supplies since 2000. We produce absorbable and non-absorbable sutures, mesh for hernia-polypropylene non-absorbable and semi absorbable mesh. We also have in our offer haemostats – absorbable made of oxidised regenerated cellulose (ORC). The quality of our products and services is guaranteed by ISO 13485 for medical devices and CE certificates for all Yavo products.

We are looking for companies interested in distributing our products.

## Polish participants at Arab Health 2019



Name of company

REA TAPE



Contact details

Przędzalniana Street 60b

15-688 Białystok

www.reatape.com

Tel.: +48 88 850 45 04



Contact person

e-mail: info@reatape.com

### Company description

REA TAPE relives people from pain thanks to Dr. Kenzo's original invention – kinesiology taping. Since 1982 kinesiology taping had become widely adopted in sports and therapy and nowadays it's an important tool in every physiotherapist's hands. REA TAPE is committed to provide you with the best kinesiology tape, no matter whether you're a professional athlete, amateur or pursue your very own goals, we'll be glad to expand your horizon.

All REA TAPes are Class I Medical Devices tested and inspected in accordance to our full quality control testing procedures (raw materials inspection, in process inspection and end product inspection) in respect with MDD 93/42 EEC. The production of REA TAPE product is made in accordance to EN 13485: 2012 and MDD 93/42 EEC amended by 2007/47/EC.

► Al Multaqua Ballroom/#U.C21



Name of company

REHA-BED Sp. z o.o.



Contact details

Spacerowa Street 1

41-253 Czeladź

www.rehabed.pl

Tel.: + 48 32346 00 33



Contact person

Agnieszka Woloszyn Abramek

e-mail: a.abramek@rehabed.com.pl

### Company description

Reha-Bed is a Polish manufacturer of high quality beds and furniture for home care, nursing homes and hospitals. Our specialty are beds made of solid wood. We produce our beds only in Poland and use components of European origin (Dewert, Tente).

We are looking for distributors of our products.

► Za'abeel Hall 1/# Z1.B34

## Polish participants at Arab Health 2019



### Name of company

RemmedVR



### Contact details

Domaniewska Street 47/10

02-672 Warszawa

[www.remmed.vision](http://www.remmed.vision)

Tel.: +48 603 751 503



### Contact person

Maciej Szurek

e-mail: [ms@remmed.vision](mailto:ms@remmed.vision)

### Company description

RemmedVR is a telemedicine service for home vision therapy with the use of virtual reality. With our medically certified home vision therapy:

- ▶ doctors receive remotely up to 4 times more patients than in stationary practice,
- ▶ patients have at least 2 times quicker results as they have access to therapy every day at home,
- ▶ clinics save approx. 50% of their operating costs as compared to traditional, analogue vision therapy, and have ZERO implementation costs due to the patient monthly service fee.

We are looking for ophthalmology and optometry distribution partners, medical university partners and vision therapy clinics to expand our service in the European Union, Middle East and India.



### Name of company

RSQ Technologies Sp. z o.o.



### Contact details

27 Grudnia Street 3

61-737 Poznań

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

Tel.: +48 505 959 627



### Contact person

Kinga Nowak

e-mail: [kinga.nowak@rsqtechnologies.com](mailto:kinga.nowak@rsqtechnologies.com)

### Company description

The RSQ mission aims at creating beautifully designed software that provides a healing experience for doctors, patients and business. To achieve this goal, we work at an intersection of medicine, IT, art and design, as well as transform hi-tech discoveries into medical reality.

RSQ Technologies is currently looking for long-lasting, international, strategic relationships with both customers and investors.

## Polish participants at Arab Health 2019



### Name of company

SDS Optic



### Contact details

Konstantynow Street 1f  
20-708 Lublin  
www.sdsopic.pl  
Tel.: +48 81 501 94 63



### Contact person

Mateusz Sagan  
e-mail: msagan@sdsopic.pl

### Company description

SDS Optic, based in Lublin, Poland, is a cutting-edge biotech company specializing in connecting vast medical knowledge with technical skills to create medical devices that can revolutionize healthcare worldwide.

Our vision is to help increase cancer survival by 30% by 2030 with smart cancer diagnostics and with breakthrough technologies in monitoring targeted cancer treatments.

Our strategy is to discover, develop, produce and commercialize on global scale unique diagnostics and monitoring tools working in real-time and in natural state, which support and save Lives.

We concentrate on helping the healthcare with faster, less painful diagnostics and supporting targeted, effective treatment procedures. We develop and create different diagnostics & monitoring solutions, incl. the ones used in cancer diagnostics and cancer treatment.

Our team consists of renowned experts in biology, medicine, advanced technologies, chemistry and related sciences.

► Trade Centre Arena/# SA.H07



### Name of company

SiDLY Sp. z o.o.



### Contact details

Chmielna Street 2/31  
00-020 Warszawa  
www.sidly-care.eu  
Tel.: +48 665 566 068



### Contact person

Magdalena Świątkowska  
e-mail: Magdalena.swiatkowska@sidly.org

### Company description

SiDLY initiates the development of medical telematics in Poland and Europe. SiDLY company as one of the first organizations deals comprehensively with medical diagnostics from the distance, starting from the search of areas requiring initiating telematics solutions through design, testing and constructing of both-devices and systems and the dedicated application. SiDLY team consists of the representatives of technology, medicine and science.

Thanks to stand and catalog contacts established during meetings and promotions will help in starting cooperation:

- selling equipment offered by SiDLY (cooperation in distribution)
- signing the distribution agreements
- advertising on international markets
- establishing contacts with enterprises providing telecare services.

► Hall 2/# H2.H35

## Polish participants at Arab Health 2019



### Name of company

SOL-MILLENNIUM EUROPE Sp. z o.o.



### Contact details

Twarda Street 18  
00-105 Warszawa  
<http://emea.sol-m.com>  
Tel.: +48 22 202 67 23



### Contact person

Giulio Falconi  
e-mail: [Info.EU@sol-m.com](mailto:Info.EU@sol-m.com)

### Company description

SOL-MILLENNIUM Medical Group is a global healthcare company dedicated to the research and development, manufacture and distribution of quality medical devices. We currently manufacture a range of safety medical devices under the SOL-CARE and SOL-GUARD brands. We also produce syringes and needles for the veterinary industry under the SOL-VET line of products, as well as an extensive range of standard (non-safety) needles and syringes. We have a rich pipeline of new product innovation, and ambitious plans to grow our brands and our business. Close collaboration with frontline healthcare professionals is critical to the way we work – by sharing knowledge and ideas together we continuously improve our offer and work toward our goal of 'Building a Heathier Tomorrow'.

► # S1.G01



### Name of company

SONOMED Ltd.



### Contact details

Pruszkowska Street 4d  
02-118 Warsaw  
[www.sonomed.com.pl](http://www.sonomed.com.pl)  
Tel.: +48 22 654 15 06



### Contact person

Marta Jurek  
e-mail: [marta.jurek@sonomed.com.pl](mailto:marta.jurek@sonomed.com.pl)

### Company description

Sonomed designs and manufactures non-invasive ultrasound Doppler devices for medical diagnostics. We offer different applications: fetal, vascular or intra-operative.

We also provide parts of Doppler devices for other final products.

We are certified with ISO 13485, with the right to use the CE marking for our products.

We are looking for distributors, professional retail shops, online retailers and professional wholesalers in the EU and outside EU, which could act as the trade intermediary between our company and the final users representing the health sector: doctors, nurses, hospitals, etc.

## Polish participants at Arab Health 2019



### Name of company

StethoMe Sp. z o.o.



### Contact details

Winogrady Street 18a  
61-663 Poznań  
<http://stethome.com/>  
Tel.: +48 570 413 852



### Contact person

Sławomir Kmak  
e-mail: [kmak@StethoMe.com](mailto:kmak@StethoMe.com)

### Company description

StethoMe® – home stethoscope with a smart sound analysis system. StethoMe® is a specialised medical device enabling independent and accurate examination at home.

The stethoscope will inform you about any abnormal sounds thanks to the special algorithms it uses. The sounds recorded will create a medical history ready to be sent to a physician of choice at any moment in order to receive remote consultation. StethoMe® also enables precise monitoring of chronic diseases such as asthma.

You can collaborate with us as:

- ▶ a distributor of the StethoMe device,
- ▶ a partner of pilot studies,
- ▶ a partner of clinical studies.

We are also open to cooperation with new investors and partners for joint market access projects.



### Name of company

SUMI Sp. z o.o. Sp. k.



### Contact details

Drobiarska Street 35  
05-070 Sulejów  
[www.sumi.com.pl](http://www.sumi.com.pl)  
Tel.: + 48 22 760 68 84



### Contact person

Beata Pietruszka  
e-mail: [bpietruszka@sumi.com.pl](mailto:bpietruszka@sumi.com.pl)

### Company description

SUMI is one of the leading manufacturers of sterile disposable medical devices, used in anaesthesia and in operation field. The company has 30 years of experience in medical business.

SUMI production range includes:

- ▶ tracheal, tracheostomy and bronchial tubes
- ▶ stylets and introducers
- ▶ laryngeal masks
- ▶ catheters
- ▶ suction handles
- ▶ tubing and connectors.

High quality products are well recognized in many countries worldwide: EU, Middle East, Asia. Company is CE, ISO 13485:2012 certified.

Looking for distributors in particular countries.

▶ Za'abeel Hall 1/# Z1.C36



## Polish participants at Arab Health 2019



### Name of company

TECH-MED Technika Medyczna  
B. Wójcik Sp. J.



### Contact details

Studencka Street 49  
02-735 Warszawa  
[www.techmed.pl](http://www.techmed.pl)  
Tel.: + 48 22 654 64 92 ext.105



### Contact person

Magdalena Cieślak  
e-mail: [mcieslak@techmed.pl](mailto:mcieslak@techmed.pl)

### Company description

TECH-MED has been a well positioned company on the Polish market as a manufacturer of medical equipment since 1949 year. TECH-MED offers high quality medical devices for personal home use and for hospitals. Our main products are: blood pressure monitors, thermometers, nebulizers, pulse oximeters and others. All our devices are registered in The Office for Registration of Medicinal Products, Medical Devices and Biocidal Products and applied with ISO13485 and Directive 93/42/EEC.

We are looking for distributors.



### Name of company

The Institute of Physiology and  
Pathology of Hearing



### Contact details

Mochnickiego Street 10  
02-042 Warszawa  
<https://whc.ifps.org.pl/>  
Tel.: +48 22 463 53 14



### Contact person

Irina Pierzyńska  
e-mail: [i.pierzynska@csim.pl](mailto:i.pierzynska@csim.pl)

### Company description

The Institute of Physiology and Pathology of Hearing is a leading Polish research institute and a highly specialized hospital providing a comprehensive care for persons suffering from the disorders of organs of hearing, voice, speech and balance. From the beginning of its existence, there have been around 21,000 surgical procedures performed annually in the Institute. More than 7,500 cochlear implants have been implanted in the Institute so far, which makes it one of the global leaders in this field.

We are interested in establishing contacts and cooperation with scientists and scientific entities in order to implement joint scientific research projects.

## Polish participants at Arab Health 2019



### Name of company

The International Center of Hearing and Speech „Medincus”



### Contact details

Mokra Street 7  
05-830 Kajetany  
<https://whc.ifps.org.pl/>  
Tel.: +48 22 463 53 14



### Contact person

Irina Pierzyńska  
e-mail: [i.pierzynska@csim.pl](mailto:i.pierzynska@csim.pl)

### Company description

The International Center of Hearing and Speech „Medincus” is a network of medical facilities in Poland and abroad. The hospitals provide highly specialized services within the scope of oto-rhino-laryngology (ORL), audiology, phoniatrics, all kinds of hearing implantations, and comprehensive care including fitting for patients after a hearing implant surgery. The Center has invented a unique Polymodal Sensory Perception Stimulator (SPPS) and Sense Examination Platform (PBZ).

We are looking for:

- ▶ partners interested in medical tourism to Poland
- ▶ distributors of our products.



### Name of company

The National Centre for Research and Development



### Contact details

Nowogrodzka Street 47a  
00-695 Warsaw  
<https://www.ncbr.gov.pl/>  
Tel.: +48 223 907 401



### Contact person

Beata Chmolewska  
e-mail: [beata.chmolewska@ncbr.gov.pl](mailto:beata.chmolewska@ncbr.gov.pl)

### Company description

The National Centre for Research and Development (NCBR) is an executive agency of the Minister of Science and Higher Education. For over 10 years the Centre has been linking the worlds of business and science, creating suitable conditions for R&D works. NCBR serves as an Intermediate Body in operational programs: Smart Growth and Knowledge Education Development. It also leads a number of domestic and international programs, including the ones on security and country's defensive capability.

The National Centre for Research and Development is created as the platform of an effective dialogue between the scientific and business communities.

▶ Trade Centre Arena/# SA.C01

## Polish participants at Arab Health 2019



### Name of company

Torqway Sp. z o.o.



### Contact details

Szosa Bydgoska Street 60A

87-100 Toruń

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

Tel.: +48 577 077 515



### Contact person

Łukasz Darka

e-mail: [Lukasz.darka@torqway.com](mailto:Lukasz.darka@torqway.com)

### Company description

Torqway Hybrid is an innovative vehicle, which helps mature users who want to prevent and overcome aging issues by exercise. Our claim – Your tomorrow starts today! – means that disability prevention and keeping in physical and mental shape is crucial for independent living and enjoying life as long as possible. Torqway Hybrid combines the most attractive features of walking, nordic walking and riding a bike in a new, efficient and enjoyable way. It is a balanced outdoor cardio workout tool for active ageing users.

We are looking for business partners to support the commercialization process of Torqway Hybrid:

- ▶ Investors – for production and commercialization support
- ▶ Distributors in Arab countries – to build a sales network
- ▶ Active-ageing NGOs – for support in marketing and communication to potential users.



### Name of company

Trumedico PL Sp. z o.o. Sp. k.



### Contact details

11 Listopada Street 93/97

95-070 Aleksandrów Łódzki

[www.trumedico.pl](http://www.trumedico.pl)

Tel.: +48 651 90 07



### Contact person

Anna Leszyńska

e-mail: [anna.leszynska@trumedico.pl](mailto:anna.leszynska@trumedico.pl)

### Company description

We are a pharmaceutical wholesaler, dealing with medical supplies, export of medicines and branded medical devices. We can supply world known brands, e.g. 3M, BBraun, Bard, Cook Medical, Coloplast, Dansac, BSN, Smith&Nephew, etc.

We can also supply branded cosmetics.

We are looking for customers ready to import branded medical devices/ medicines/cosmetics from Europe.

▶ Za'abeel Hall 1/# Z1.C37

## Polish participants at Arab Health 2019



### Name of company

U.B.M. – Medical Equipment



### Contact details

Kresowa Street 5  
46-100 Namysłów  
www.meble-medyczne.pl  
Tel.: +48 572 659 800



### Contact person

Katarzyna Dąbkiewicz  
e-mail: katarzyna.dabkiewicz@  
meble-medyczne.pl

### Company description

U.B.M. – Medical Equipment is a producer of medical equipment since 1997. We produce equipment for hospitals, health centres and other medical facilities. Focusing on continuous development, we strive to regularly introduce new solutions to the wide range of our products. We manufacture advanced equipment such as electrically adjustable treatment chairs designed for chemotherapy, dialysis and blood donation centres, as well as simple furniture for treatment rooms.

We are looking for companies that would like to become our distributor in their country.



### Name of company

ULTRA-VIOL Sp. j. Pietras, Purgał,  
Wójcik



### Contact details

Stępowizna Street 34  
95-100 Zgierz  
www. ultraviol.en  
Tel.: +48 42 717 11 76



### Contact person

Agnieszka Łukasiak  
e-mail: a.lukasiak@ultraviol.pl

### Company description

ULTRA-VIOL is a dynamically developing manufacturer of medical equipment, present on the market since 1993. We offer a wide range of X-ray film viewers, including LED modern line, DICO digital and analog image viewing stations for operating theatres, UV-C flow and direct radiation germicidal lamps and SAD phototherapy light Fotovita.

ULTRA-VIOL meets the highest requirements for manufacturers of medical devices, with ISO 13485 certificate. We export our products to most European countries and many other countries all over the world.

We are looking for new business partners interested in distribution of our products range:

- ▶ DICO digital images viewing station for operating room (PACS, HIS)
- ▶ Slim LED X-ray film viewers
- ▶ UV-C flow germicidal lamps (UV-C air purifiers)

▶ Za'abeel Hall 1/# Z1.C30

## Polish participants at Arab Health 2019



### Name of company

Vacu Activ



### Contact details

Modrzewiowa 1 Street

76-251 Łosino

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

Tel.: +48 511 006 115



### Contact person

Marcin Leśniak

e-mail: [biuro@vacuactiv.pl](mailto:biuro@vacuactiv.pl)

### Company description

VACU ACTIV designs, manufactures and supplies the highest quality medical devices to the clients all over the world. They are mainly used in cosmetology, fitness, strength training and rehabilitation. The main customers are business recipients who appreciate both the high quality of equipment, the comfort of their use, as well as their design. The mission of our company is to create high-quality devices using the latest technology and triggering activity.



### Name of company

VIDEOMED Zakład Elektroniczny



### Contact details

Klonowa Street 18

58-310 Szczawno-Zdrój

[www.videomed.eu](http://www.videomed.eu)

Tel.: +48 74 843 28 29



### Contact person

Anna Walczak

e-mail: [anna@videomed.eu](mailto:anna@videomed.eu)

### Company description

Videomed Electronics Works was established in 1989 and is the only manufacturer of audiometers in Poland. Videomed has over a dozen patents, especially in laryngology and otolaryngology. Thus we are able to create high quality devices based on best-standard solutions and most advanced innovations. We are ISO 13485 and ISO 9001 certified by Tuv Rheinland. All of our products are marked with CE and Free Sale Certificate. For many years our company has been annual exhibitor at EUHA exhibition (EU Hearing Healthcare) in Germany. In order to keep developing constantly, we take part in ME-OTO exhibition in UAE since 2011.

We are interested in finding distributors for our audiometers. We would like to establish long-term cooperation for the benefit of both parties.

► Za'abeel Hall 1/# Z1.H58

## Polish participants at Arab Health 2019



### Name of company

Warmia and Mazury Regional  
Development Agency JSC in Olsztyn



### Contact details

Plac Bema 3  
10-516 Olsztyn  
[www.wmarr.olsztyn.pl](http://www.wmarr.olsztyn.pl)  
Tel.: +48 89 521 12 50



### Contact person

Patrycja Kaczmarczyk  
e-mail: [p.kaczmarczyk@wmarr.olsztyn.pl](mailto:p.kaczmarczyk@wmarr.olsztyn.pl)

### Company description

The WMRDA's mission is to operate for economic development of the Warmia and Mazury region, particularly through providing support for small and medium-sized enterprises. This aim is achieved through various activities connected with direct support for enterprises in the form of subsidies, granting loans for the expansion of business operations, consultancy in various forms and scope, organizing and conducting training and information activity. WMRDA also provides local companies with innovation and internationalization support.

The WMRDA's structure consists of Regional Financing Institution, Regional Consultancy Point, Regional Loan Fund, Enterprise Europe Network Contact Point and Centre for Implementation and Promotion of Innovation.

► Trade Centre Arena/# SA.C01



### Name of company

World Expo International Sp. z o.o.



### Contact details

Fordońska Street 246  
85-766 Bydgoszcz  
[www.world-expo.com.pl](http://www.world-expo.com.pl)  
Tel.: +48523216910



### Contact person

Filip Kantowicz  
e-mail: [fkantowicz@world-expo.com.pl](mailto:fkantowicz@world-expo.com.pl)

### Company description

World Expo's basic business involves the organisation of Polish collective appearances at international fairs and exhibitions, as well as delivery of specialized exhibition services within international markets. We are the only company in Poland to professionally handle organization of participation of Polish companies in medical fairs and exhibitions on foreign markets. We have been cooperating with medical fair organizers all over the world as an exclusive Agent and exhibition representative in Poland, World Expo represents numerous fair brands, only to mention: Arab Health/Dubai, Medlab/Dubai, Expomed Eurasia/Istanbul, Asia Health/Singapore, Cmed/Shanghai, Hospitalar/Sao Paulo, Africa Health/Johannesburg, Fime/Miami Beach, Medica/Düsseldorf and many more.

Agent for Arab Health exhibition since 2008.

► Za'abeel Hall 1/# Z1.B35

## Polish participants at Arab Health 2019



### Name of company

Zakład Techniki Medycznej  
„TECH-MED” Sp. z o.o.



### Contact details

Piękna Street 13  
85-303 Bydgoszcz  
[www.techmed.com.pl](http://www.techmed.com.pl)  
Tel.: +48 52 360 58 50-89



### Contact person

Gabriela Kieca-Saide  
e-mail: [saide@techmed.com.pl](mailto:saide@techmed.com.pl)

### Company description

Medical Technology Company „Tech-Med” Ltd. is a Polish manufacturer of specialized medical equipment. We have supplied our products to hospitals and other medical institutions both in Poland and abroad (Europe, Africa, America,) for 20 years. The success of our company is a combination of knowledge and many years of experience, which allowed creation of a modern line of products using the latest technology. We produce a wide range of the medical equipment carts, functional and transport trolleys, basic hospital equipment, baby treatment tables as well as baby cribs.

The high quality and durability of our products and the high flexibility in adjusting the products to the client’s individual needs is our strong asset.

► Trade Centre Arena/# SA.H09



### Name of company

ZARYS International Group  
Sp. z o.o. Sp. k.



### Contact details

Pod Borem Street 18  
41-808 Zabrze  
<https://zarys.pl/en/>  
Tel.: +48 32 376 07 00



### Contact person

Wojciech Szulta  
e-mail: [wojciech\\_szulta@zarys.com.pl](mailto:wojciech_szulta@zarys.com.pl)

### Company description

Founded in 1989 ZARYS International Group is market leader in healthcare distribution and production of medical consumables in Poland. We offer products under our own brand and we distribute medical devices of world’s top manufacturers. Our main focus is a wide range of disposable products including dressings, gloves, disposable clothing, OT-drapes and sets.

High quality of our products and affordable prices guarantee satisfaction for our customers and their patients.

As we would like to reach out to all individuals who need our products, we have gladly decided on partnership with willing companies consisting on distribution of our manufactured products on foreign markets.

► Trade Centre Arena/# SA.G01

