

## BUYER COMPANY PROFILE

**ALBANIA**

<b>Company name</b>	<b>Medical Distribution sh.p.k</b>
<b>Website</b>	<a href="http://www.medicaldistribution.al">www.medicaldistribution.al</a>
<b>Activity description (Please indicate your core business)</b>	<p>Our company core business is the distribution, installation, service and maintenance of medical equipment, medical consumables and pharmaceutical products in the region of Albania, Montenegro, Kosovo and North Macedonia.</p> <p>We are leaders in medical equipment and consumables for different applications, and we are quickly expanding in the pharmaceutical and para pharmaceutical domain.</p>
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	<p>General Radiology Dental Radiology Cardiology Endoscopy Coloproctology etc..</p>
<b>Geographic area covered</b>	Albania, Kosovo, Montenegro, North Macedonia
<b>Please indicate products/services/processes/solutions you are looking for</b>	<p>We are looking to expand our product portfolio and to cross combine consumables and instruments with our strong product line.</p> <p>At the same time our company is rapidly expanding in the pharmaceutical and para pharmaceutical domain, and we are looking for long term partnership in this domain.</p>
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Medical and electromedical equipment</li> <li><input type="checkbox"/> Medical devices</li> <li><input type="checkbox"/> Laboratory</li> <li><input type="checkbox"/> Digital Health</li> </ul> <input type="checkbox"/> PHARMACEUTICALS (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Marketing Authorisation Holders</li> <li><input type="checkbox"/> Manufacturer</li> <li><input type="checkbox"/> Equipment</li> </ul>

## BUYER COMPANY PROFILE

**ALBANIA**

<b>Company name</b>	<b>FEDOS</b>
<b>Website</b>	<a href="http://www.fedos.al">http://www.fedos.al</a>
<b>Activity description (Please indicate your core business)</b>	Distributor of medical equipment and consumables. Mostly working on projects and tenders
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Medical equipment for ICU, OR, Esthetic, Physiotherapy, Endoscopy, etc
<b>Geographic area covered</b>	Albania, Kosovo
<b>Have you already worked with any Italian company? If yes, which ones?</b>	<b>FL Medical Resnova GIMA, etc</b>
<b>Please indicate products/services/processes/solutions you are looking for</b>	We are searching for new products and solution for the Albanian market.
<b>You are looking for</b>	<p><input checked="" type="checkbox"/> MEDTECH (Specify)</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Medical and electromedical equipment</li> <li><input type="checkbox"/> Medical devices</li> <li><input type="checkbox"/> Furniture and hospital goods</li> <li><input type="checkbox"/> Laboratory</li> <li><input type="checkbox"/> Digital Health</li> <li><input type="checkbox"/> Services (i.e. Consulting, Training, Analysis)</li> </ul> <p><input checked="" type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify)</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Interior fittings</li> <li><input type="checkbox"/> Engineering, Design &amp; Construction</li> <li><input type="checkbox"/> Equipment</li> </ul>

## BUYER COMPANY PROFILE

**CHINA**

<b>Company name</b>	<b>Mainsido</b>
<b>Website</b>	Yangmatou Store: <a href="https://m.ymatou.com/sellerhome/forBuyerApp/sellerHome?SellerId=20159252">https://m.ymatou.com/sellerhome/forBuyerApp/sellerHome?SellerId=20159252</a> WeChat Store: <a href="https://k.ruyu.com/Azu4bwOo">https://k.ruyu.com/Azu4bwOo</a>
<b>Activity description (Please indicate your core business)</b>	Our company is a distributor of hair and skin care products in China. We have an office in Germany to facilitate the product origination and logistics, and another office in Xi'An which is in charge of import and distribution in China. We are active on both offline (salons) and online (Taobao, Xiaohongshu, WeChat, Yangmatou) channels. We can purchase directly both in EU and China.
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	HSA, Schwarzkopf professional line, L'Oréal,
<b>Geographic area covered</b>	Mainland of China
<b>Please indicate products/services/processes/solutions you are looking for</b>	Hair and skin care products. Our advantage in haircare products is that we already own several multi-brand stores, where different product brands/lines can have synergistic effects with each other. We also devote a lot of efforts in the marketing development in China of the new brands we distribute. This can be our advantage for skin care products, because we want to work with new brands with less competition.
<b>You are looking for</b>	<input type="checkbox"/> COSMETICS (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Cosmetics, Skin care &amp; Fragrances</li> <li><input type="checkbox"/> Hair Products &amp; Equipment</li> <li><input type="checkbox"/></li> <li><input type="checkbox"/> Natural &amp; Organics</li> </ul>

## BUYER COMPANY PROFILE

**DANIMARCA**

<b>Company name</b>	<b>MediGroup</b>
<b>Website</b>	<a href="http://www.medigroup.dk">www.medigroup.dk</a> <a href="http://www.hjemmetest.dk">www.hjemmetest.dk</a>
<b>Activity description (Please indicate your core business)</b>	MediGroup is a Danish Company supplying diagnostic test and point-of care test to professionals in Scandinavia. Supplies hospitals, Regions, GP's and the Healthcare sector in general with point-of-care test, diagnostic, rapid test, monitors and analyzers.
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Health care products
<b>Geographic area covered</b>	Scandinavia (Denmark, Sweden, Norway & Finland)
<b>Please indicate products/services/processes solutions you are looking for</b>	<b>We are looking for products in these categories:</b> OTC product pharmacy/healthcare Medical devices pharmacy/Healthcare shops Consumer goods – healthcare/personal health.  <b>Healthcare products and devices for end users.</b>
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) <input type="checkbox"/> Medical devices <input type="checkbox"/> Laboratory

## BUYER COMPANY PROFILE

**FRANCIA**

<b>Company name</b>	<b>Grenoble University Hospital</b>
<b>Website</b>	<a href="https://www.chu-grenoble.fr/">https://www.chu-grenoble.fr/</a>
<b>Activity description (Please indicate your core business)</b>	In charge of biomedical purchasing at the CHU. The department advises and carries out the purchases of medical equipment.
<b>Your company is</b>	<input type="checkbox"/> Other, <u>please specify</u> : University Hospital
<b>Products you deal with (related brands) - typology - range</b>	The products are varied. There are imaging, laboratory, operating room and resuscitation equipment, among others. We can mention some brands such as GEMS, Siemens, Philips, Draeger,...
<b>Geographic area covered</b>	irrelevant
<b>Have you already worked with any Italian company? If yes, which ones?</b>	<b>Esaote Medical, GMM, Comecer,</b>
<b>Please indicate products/services/processes solutions you are looking for</b>	<b>medical equipment useful in a university hospital centre</b>
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) X Medical and electromedical equipment X Medical devices X Laboratory X Services (i.e. Consulting, Training, Analysis)  <input type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify) X Equipment

## BUYER COMPANY PROFILE

**GIORDANIA**

<b>Company name</b>	Lilium Drug Store
	Spoken Languages:English
<b>Activity description (Please indicate your core business)</b>	A leading Drug Store in Jordan, ranked one of top 10 , commercializing a wide range of high quality products : pharmaceuticals, OTC, nutraceuticals, herbal medicine, and Food supplements.
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Fertility products Digestive products Cardiovascular products Endocrinology products Probiotics Sport products
<b>Geographic area covered</b>	Jordan. Algeria, Tunisia, and Qatar.
<b>Please indicate products/services/processes/solutions you are looking for</b>	<b>Looking for unique innovative finished products : medicines, food supplements, medical devices. Collagen Water</b>
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) <input checked="" type="checkbox"/> Medical devices <input type="checkbox"/> PHARMACEUTICALS (Specify) <input checked="" type="checkbox"/> Manufacturer <input type="checkbox"/> FOOD SUPPLEMENTS (Specify) <input checked="" type="checkbox"/> Products Holders <input checked="" type="checkbox"/> Bio Food / Special Food

## BUYER COMPANY PROFILE

**ROMANIA**

<b>Company name</b>	PRO PHARMA MEDICA
<b>Website</b>	<a href="http://www.pro-pharma-medica.com/">http://www.pro-pharma-medica.com/</a>
	Spoken Languages: Italian
<b>Activity description (Please indicate your core business)</b>	Import, export
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	all medicine import export, Medical aesthetic and cosmetics
<b>Geographic area covered</b>	Romania/Ungheria
<b>Please indicate products/services/processes solutions you are looking for</b>	<b>medicines</b>
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Medical and electromedical equipment</li> </ul> <input type="checkbox"/> PHARMACEUTICALS (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Manufacturer</li> <li><input type="checkbox"/> Contract manufacturing, Private label</li> </ul> <input type="checkbox"/> FOOD SUPPLEMENTS (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Products Holders</li> <li><input type="checkbox"/> Manufacturer</li> <li><input type="checkbox"/> Contract manufacturing &amp; Private Label</li> </ul> <input type="checkbox"/> COSMETICS (Specify) <ul style="list-style-type: none"> <li><input type="checkbox"/> Manufacturer</li> <li><input type="checkbox"/> Cosmetics, Skin care &amp; Fragrances</li> </ul>

## BUYER COMPANY PROFILE

**SPAGNA**

<b>Company name</b>	MAXIN FARMA
<b>Website</b>	www.maxinfarma.com
	Spoken Languages Spanish French Italian
<b>Activity description (Please indicate your core business)</b>	DISTRIBUTOR PHARMACEUTICAL PRODUCTS EXPORT IMPORT national sales network in pharmacies and hospitals pharmaceutical products
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	PHARMACEUTICALS PRODUCTS products of pharmacies and hospitals MEDICAL DEVICES
<b>Geographic area covered</b>	SPAIN FOR NATIONAL NETWORK AND MIDDLE EAST AND CHINESE SALES NETWORK FOR EXPORT
<b>Please indicate products/services/processes/solutions you are looking for</b>	PHARMACEUTICALS PRODUCTS products of pharmacies and hospitals MEDICAL DEVICES
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) X Medical and electromedical equipment X Medical devices X Furniture and hospital goods <input type="checkbox"/> PHARMACEUTICALS (Specify) X Manufacturer <input type="checkbox"/> FOOD SUPPLEMENTS (Specify) X Manufacturer X Bio Food / Special Food <input type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify) X Equipment

## BUYER COMPANY PROFILE

**SPAGNA**

<b>Company name</b>	<b>More Labels Group SL</b>
<b>Website</b>	<a href="http://www.morelabelsgroup.es">www.morelabelsgroup.es</a>
<b>Activity description (Please indicate your core business)</b>	We distribute various brands to big retailers /perfumeries. We sell high volume products to the biggest retailers in Spain . We look for brands/products to create traffic/sales in their stores
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Perfumes ,cosmetics ,body care , impulse items
<b>Geographic area covered</b>	Spain
<b>Please indicate products/services/processes/solutions you are looking for</b>	<b>Production Brands</b>
<b>You are looking for</b>	<input type="checkbox"/> <b>FOOD SUPPLEMENTS (Specify)</b> <input type="checkbox"/> Products Holders  <input type="checkbox"/> <b>COSMETICS (Specify)</b> <input type="checkbox"/> Manufacturer <input type="checkbox"/> OEM, ODM, Contract Manufacturing, Private Label <input type="checkbox"/> Cosmetics, Skin care & Fragrances <input type="checkbox"/> Hair Products & Equipment

## BUYER COMPANY PROFILE

**SPAGNA**

<b>Company name</b>	<b>PRONADIS, SL</b>
<b>Website</b>	<a href="http://www.pronadis.es">www.pronadis.es</a>
<b>Activity description (Please indicate your core business)</b>	Import and distribution of dietary, natural and ecological products.
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Geographic area covered</b>	Islas Canarias
<b>Have you already worked with any Italian company? If yes, which ones?</b>	<b>Riso Scotti. (importer)</b> <b>La Selva. (distributor)</b> <b>Grazie (distributor)</b>
<b>Please indicate products/services/processes/solutions you are looking for</b>	Health & Nutrition Beverages, Healthy Food, Organic Food, Gluten Free, Probiotics, Diet Products, Health Supplements & Nutrition, Nutritional Drink, Herbals
<b>You are looking for</b>	<input checked="" type="checkbox"/> FOOD SUPPLEMENTS (Specify) <input checked="" type="checkbox"/> Products Holders <input checked="" type="checkbox"/> Manufacturer  <input checked="" type="checkbox"/> Bio Food / Special Food  <input checked="" type="checkbox"/> COSMETICS (Specify)  <input checked="" type="checkbox"/> Natural & Organics

## BUYER COMPANY PROFILE

**TUNISIA**

<b>Company name</b>	<b>STE SOLUTION</b>
<b>Website</b>	Page Fb: <a href="http://m.facebook.com/CpapTunisie/?ref=bookmarks">http://m.facebook.com/CpapTunisie/?ref=bookmarks</a>
	Spoken Languages: French, English
<b>Activity description (Please indicate your core business)</b>	Home care Products, Pneumology Products, Consumables
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Home Care products : CPAP, BPAP Oxygen Concentrator Polygraphe Nebulizer
<b>Geographic area covered</b>	ALL Tunisia
<b>Please indicate products/services/processes solutions you are looking for</b>	Home care products, Hospital Beds, Orthopedics Products: Wheel chairs etc..., Consumables: Gloves, Surgical Gloves
<b>You are looking for</b>	<p><input checked="" type="checkbox"/> MEDTECH (Specify)</p> <p><input checked="" type="checkbox"/> Medical and electromedical equipment</p> <p><input checked="" type="checkbox"/> Medical devices</p> <p><input checked="" type="checkbox"/> Furniture and hospital goods</p> <p><input checked="" type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify)</p> <p><input checked="" type="checkbox"/> Equipment</p>

## BUYER COMPANY PROFILE

**TUNISIA**

<b>Company name</b>	<b>RECTA MEDICA</b>
	Spoken Languages: French, English, Arabic
<b>Activity description (Please indicate your core business)</b>	import and distribution of medical devices two activities: orthopedics surgery (implants, osteosynthesis, etc.) and medical equipment: sterilization, turnkey operating room, medical furniture, etc.
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor
<b>Products you deal with (related brands) - typology - range</b>	Orthopedics surgery : STRYKER, FH ( France), Instrumentation : general, orthopedic's, Cardiology, gynecology etc (LANDANGER) Home Care And Belt : THUASNE Sterilisation : Matachana Operating room : SHD, RIMSA , OPT, Berman ( Italy) Furniture : Favero
<b>Geographic area covered</b>	TUNISIA and ALGERIA
<b>Please indicate products/services/processes solutions you are looking for</b>	We are looking to complete our range and develop the current one we want to develop exports because we have a great knowledge of Arab countries (libya, algeria, morocco, french-speaking africa, etc.).
<b>You are looking for</b>	<input type="checkbox"/> MEDTECH (Specify) <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> X Medical and electromedical equipment</li> <li><input checked="" type="checkbox"/> X Medical devices</li> <li><input checked="" type="checkbox"/> X Furniture and hospital goods</li> <li><input checked="" type="checkbox"/> X Laboratory</li> <li><input checked="" type="checkbox"/> X Services (i.e. Consulting, Training, Analysis)</li> </ul> <input type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify) <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> X Engineering, Design &amp; Construction</li> <li><input checked="" type="checkbox"/> X Equipment</li> </ul>

## BUYER COMPANY PROFILE

**TUNISIA**

<b>Company name</b>	FATALES
<b>Website</b>	<a href="http://www.fatales.tn">www.fatales.tn</a>
	Spoken Languages: English, French, Arabic
<b>Activity description (Please indicate your core business)</b>	Perfumery chain stores
<b>Your company is</b>	<input type="checkbox"/> Importer / Distributor <input type="checkbox"/> Other, <u>please specify</u> : Perfumery chain stores
<b>Products you deal with (related brands) - typology - range</b>	Home Care products : perfumes Make up Skin care Hair care
<b>Geographic area covered</b>	Tunisia
<b>Please indicate products/services/processes solutions you are looking for</b>	NEW BRAND TO INTRODUCE MANUFACTURER
<b>You are looking for</b>	<input checked="" type="checkbox"/> COSMETICS (Specify)  <input checked="" type="checkbox"/> Manufacturer <input checked="" type="checkbox"/> OEM, ODM, Contract Manufacturing, Private Label <input checked="" type="checkbox"/> Cosmetics, Skin care & Fragrances <input checked="" type="checkbox"/> Hair Products & Equipment

## BUYER COMPANY PROFILE

**UCRAINA**

<b>Company name</b>	<b>Crown Agents</b>
<b>Website</b>	<a href="https://www.crownagents.com/">https://www.crownagents.com/</a>
<b>Activity description (Please indicate your core business)</b>	<p>Crown Agents are the procurement agent for the Ukrainian Ministry of Health for the fourth year running, tackling corruption and driving better results in public healthcare procurement as part of wide-ranging health sector reforms.</p> <p><b>Our approach</b>  Driving down costs of vital oncological medicines by building a wider network of trusted suppliers and creating a more competitive market for government contracts  Improving manufacturing quality of oncological medicines by employing trusted manufacturers and suppliers  Improving delivery terms by using these trusted manufacturers and suppliers  Pioneering new tools such as a 'fast-track' drug registration service helping to get drugs to the people that need them most  Working within the existing procurement framework to ensure that the impact the programme delivers is replicable by the MoH once our contract ends, ensuring a positive social legacy for the programme  Pursuing a PR programme to tackle misinformation and raise public confidence in and awareness of the programme of reform</p>
<b>Your company is</b>	<input type="checkbox"/> <b>General Contractor</b>
<b>Products you deal with (related brands) - typology - range</b>	<p>Drugs</p> <ul style="list-style-type: none"> <li>- Oncology, contraceptives, vaccines, etc.</li> </ul> <p>Medical devices</p> <ul style="list-style-type: none"> <li>- Dialysis, blood transfusion, diabetes management, heart surgery, etc.</li> </ul>
<b>Geographic area covered</b>	Worldwide, focus on East Europe/Ukraine
<b>Please indicate products/services/processes solutions you are looking for</b>	<b>Drugs, medical devices</b>

You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Laboratory
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech