

BUYER COMPANY PROFILE

ALBANIA

Company name	Medical Distribution sh.p.k
Website	www.medicaldistribution.al
Activity description (Please indicate your core business)	<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>
Your company is	<input type="checkbox"/> Importer / Distributor
Products you deal with (related brands) - typology - range	<p>General Radiology Dental Radiology Cardiology Endoscopy Coloproctology etc..</p>
Geographic area covered	Albania, Kosovo, Montenegro, North Macedonia
Please indicate products/services/processes/solutions you are looking for	<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>
You are looking for	<input type="checkbox"/> MEDTECH (Specify) <ul style="list-style-type: none"> <input type="checkbox"/> Medical and electromedical equipment <input type="checkbox"/> Medical devices <input type="checkbox"/> Laboratory <input type="checkbox"/> Digital Health <input type="checkbox"/> PHARMACEUTICALS (Specify) <ul style="list-style-type: none"> <input type="checkbox"/> Marketing Authorisation Holders <input type="checkbox"/> Manufacturer <input type="checkbox"/> Equipment

BUYER COMPANY PROFILE

ALBANIA

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

BUYER COMPANY PROFILE

CHINA

Company name	Mainsido
Website	<p>Yangmatou Store: https://m.ymatou.com/sellerhome/forBuyerApp/sellerHome?SellerId=20159252 WeChat Store: https://k.ruyu.com/Azu4bwOo</p>
Activity description (Please indicate your core business)	<p>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.</p>
Your company is	<p><input type="checkbox"/> Importer / Distributor</p>
Products you deal with (related brands) - typology - range	HSA, Schwarzkopf professional line, L'Oréal,
Geographic area covered	Mainland of China
Please indicate products/services/processes/solutions you are looking for	<p>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.</p>
You are looking for	<p><input type="checkbox"/> COSMETICS (Specify)</p> <ul style="list-style-type: none"> <input type="checkbox"/> Cosmetics, Skin care & Fragrances <input type="checkbox"/> Hair Products & Equipment <input type="checkbox"/> <input type="checkbox"/> Natural & Organics

BUYER COMPANY PROFILE

DANIMARCA

Company name	MediGroup
Website	www.medigroup.dk www.hjemmetest.dk
Activity description (Please indicate your core business)	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.
Your company is	<input type="checkbox"/> Importer / Distributor
Products you deal with (related brands) - typology - range	Health care products
Geographic area covered	Scandinavia (Denmark, Sweden, Norway & Finland)
Please indicate products/services/processes solutions you are looking for	We are looking for products in these categories: OTC product pharmacy/healthcare Medical devices pharmacy/Healthcare shops Consumer goods – healthcare/personal health. Healthcare products and devices for end users.
You are looking for	<input type="checkbox"/> MEDTECH (Specify) <input type="checkbox"/> Medical devices <input type="checkbox"/> Laboratory

BUYER COMPANY PROFILE

FRANCIA

Company name	Grenoble University Hospital
Website	https://www.chu-grenoble.fr/
Activity description (Please indicate your core business)	In charge of biomedical purchasing at the CHU. The department advises and carries out the purchases of medical equipment.
Your company is	<input type="checkbox"/> Other, <u>please specify</u> : University Hospital
Products you deal with (related brands) - typology - range	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,...
Geographic area covered	irrelevant
Have you already worked with any Italian company? If yes, which ones?	Esaote Medical, GMM, Comecer,
Please indicate products/services/processes solutions you are looking for	medical equipment useful in a university hospital centre
You are looking for	<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

ROMANIA

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

BUYER COMPANY PROFILE

SPAGNA

Company name	MAXIN FARMA
Website	www.maxinfarma.com
	Spoken Languages Spanish French Italian
Activity description (Please indicate your core business)	DISTRIBUTOR PHARMACEUTICAL PRODUCTS EXPORT IMPORT national sales network in pharmacies and hospitals pharmaceutical products
Your company is	<input type="checkbox"/> Importer / Distributor
Products you deal with (related brands) - typology - range	PHARMACEUTICALS PRODUCTS products of pharmacies and hospitals MEDICAL DEVICES
Geographic area covered	SPAIN FOR NATIONAL NETWORK AND MIDDLE EAST AND CHINESE SALES NETWORK FOR EXPORT
Please indicate products/services/processes/solutions you are looking for	PHARMACEUTICALS PRODUCTS products of pharmacies and hospitals MEDICAL DEVICES
You are looking for	<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

TUNISIA

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

BUYER COMPANY PROFILE

TUNISIA

Company name	RECTA MEDICA
	Spoken Languages: French, English, Arabic
Activity description (Please indicate your core business)	import and distribution of medical devices two activities: orthopedics surgery (implants, osteosynthesis, etc.) and medical equipment: sterilization, turnkey operating room, medical furniture, etc.
Your company is	<input type="checkbox"/> Importer / Distributor
Products you deal with (related brands) - typology - range	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
Geographic area covered	TUNISIA and ALGERIA
Please indicate products/services/processes solutions you are looking for	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.).
You are looking for	<input type="checkbox"/> MEDTECH (Specify) <ul style="list-style-type: none"> <input checked="" type="checkbox"/> X Medical and electromedical equipment <input checked="" type="checkbox"/> X Medical devices <input checked="" type="checkbox"/> X Furniture and hospital goods <input checked="" type="checkbox"/> X Laboratory <input checked="" type="checkbox"/> X Services (i.e. Consulting, Training, Analysis) <input type="checkbox"/> HOSPITAL, CLINICS, SPA, FITNESS (Specify) <ul style="list-style-type: none"> <input checked="" type="checkbox"/> X Engineering, Design & Construction <input checked="" type="checkbox"/> X Equipment

BUYER COMPANY PROFILE

TUNISIA

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

Company name	Crown Agents
Website	https://www.crownagents.com/
Activity description (Please indicate your core business)	<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>Our approach 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>
Your company is	<input type="checkbox"/> General Contractor
Products you deal with (related brands) - typology - range	<p>Drugs</p> <ul style="list-style-type: none"> - Oncology, contraceptives, vaccines, etc. <p>Medical devices</p> <ul style="list-style-type: none"> - Dialysis, blood transfusion, diabetes management, heart surgery, etc.
Geographic area covered	Worldwide, focus on East Europe/Ukraine
Please indicate products/services/processes solutions you are looking for	Drugs, medical devices

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