

## NET-TO-WORK HEALTH & WELLNESS 16-17 June

### BUYERS' COMPANY PROFILES

<b>TRONTVEIT APS - DANIMARCA</b> .....	1
<b>VALMED A/S - DANIMARCA</b> .....	4
<b>DM PRIVATE LABELS - DANIMARCA</b> .....	6
<b>CONTINENTAL COSMETICS LTD - CANADA</b> .....	8
<b>SEVEN SPORT S.R.O. - REPUBBLICA CECA</b> .....	10
<b>MEDICAL GAZPLUS SRL - ROMANIA</b> .....	12
<b>AVEPHARMA S.R.O. - SLOVACCHIA</b> .....	14
<b>TS Q&amp;E GMBH - SVIZZERA</b> .....	16
<b>ALFAPHARMA - STATI UNITI</b> .....	18
<b>DÜNYAGÖZ HOSPITALS GROUP - TURCHIA</b> .....	20
<b>MEDICERT - UNGHERIA</b> .....	22



DANIMARCA

TRONTVEIT APS

<b>Company name</b>	<b>TRONTVEIT APS</b>
<b>Website</b>	<a href="https://www.trontveit.com/">https://www.trontveit.com/</a>
<b>Date of establishment</b>	2010
<b>Turnover in euro (€) in 2020/2021</b>	1.4 M €
<b>Nr of employees in 2020/21</b>	12
<b>Activity description (Please indicate your core business)</b>	Hair care, skin care, accessories for hairdressers, private label
<b>Your company is</b>	<input type="checkbox"/> <b>Importer / Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> : Investor / Business Developer
<b>Products you deal with (related brands) - typology - range</b>	Haircare, ATTITUDE & PURE ATTITUDE, EmmeDiciotto, Takumi (scissors), Sweet Gummy Bears (hair growth vitamins)
<b>Indicate whether you have your own brand/s</b>	YES
<b>Geographic area covered</b>	Europe
<b>Have you already worked with any Italian company? If yes, which ones?</b>	<b>EmmeDiciotto for 12 years</b>
<b>Please indicate products/services/processes/solutions you are looking for</b>	Accessories, haircare, skincare

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## VALMED A/S



DANIMARCA

<b>Company name</b>	<b>ValMed A/S</b>
<b>Website</b>	<a href="https://www.valmed.dk/">https://www.valmed.dk/</a>
<b>Date of establishment</b>	2003
<b>Turnover in euro (€) in 2020/2021</b>	Approx. 5 mill. Euro
<b>Activity description (Please indicate your core business)</b>	
<b>Your company is</b>	<input type="checkbox"/> <b>Importer / Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> : Investor / Business Developer
<b>Products you deal with (related brands) - typology - range</b>	Medical devices, In-vitro Diagnostics, Cosmetics
<b>Indicate whether you have your own brand/s</b>	We have our own ValMed brand but do also sell private label to selected customers
<b>Geographic area covered</b>	Denmark, Norway, Sweden and Finland
<b>Have you already worked with any Italian company? If yes, which ones?</b>	Yes- suppliers of cosmetics and medical devices
<b>Please indicate products/services/processes/solutions you are looking for</b>	Medical devices, In-vitro Diagnostics, Cosmetics Products with a strong sustainability profile Companies that would like investigate the potential and develop a strategy for entering the Scandinavian market.

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances YES
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics YES
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## DM PRIVATE LABELS



DANIMARCA

Company name	DM PRIVATE LABELS
Website	<a href="https://privatelabels.dk/">https://privatelabels.dk/</a>
Date of establishment	2018
Turnover in euro (€) in 2020/2021	600.000
Nr of employees in 2020/21	4
	Spoken Languages:engelsk , dansk , svensk, norsk
Activity description (Please indicate your core business)	Manufacturing and selling private labels in small quantities
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input checked="" type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Personal care. Hair and body Animal products Nutrition Supplements Tea - cleaning products
Indicate whether you have your own brand/s	We have our own brands and sell private labels to others
Geographic area covered	Scandinavian
Have you already worked with any Italian company? If yes, which ones?	<b>No -</b>
Please indicate products/services/processes/solutions you are looking for	<b>New products in all the categories</b> Personal care. Hair and body Animal products Tea - cleaning products

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## CONTINENTAL COSMETICS LTD.



CANADA

Company name	CONTINENTAL COSMETICS LTD.
Website	<a href="https://www.continentalcosmetics.com/">https://www.continentalcosmetics.com/</a>
Date of establishment	1976
Turnover in euro (€) in 2020/2021	
Nr of employees in 2020/21	24
	Spoken Languages: english
Activity description (Please indicate your core business)	Leading importer and wholesale distributor of Esthetics Supplies in Canada, with many exclusive international brands including Gehwol Foot Care and Thalgo Cosmetics.
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Vast array of high quality Skin Care. Body Care, Depilatory products and various other miscellaneous items
Indicate whether you have your own brand/s	YES, WAX BRAND
Geographic area covered	ALL OF CANADA
Have you already worked with any Italian company? If yes, which ones?	NO
Please indicate products/services/processes/solutions you are looking for	SKINCARE / HAIRCARE



## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## SEVEN SPORT S.R.O.



REPUBBLICA  
CECA

Company name	<b>SEVEN SPORT s.r.o.</b>
Website	<a href="https://www.insportline.eu/">https://www.insportline.eu/</a>
Date of establishment	2004
Turnover in euro (€) in 2020/2021	5 400 000 EUR, 5 850 000 EUR
Nr of employees in 2020/21	130
	Spoken Languages: English
Activity description (Please indicate your core business)	Retail, wholesale and export sales
Your company is	<input type="checkbox"/> <b>Importer / Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Fitness, outdoor, sport, motorcycle products, beauty
Indicate whether you have your own brand/s	3 own brands – inSPORTline, W-TEC, Worker
Geographic area covered	Czech Republic, Slovakia, Hungary, Poland, Romania
Have you already worked with any Italian company? If yes, which ones?	<b>Yes, Denver S.R.L (kids bikes)</b>
Please indicate products/services/processes/solutions you are looking for	<b>Beauty products, cosmetics, skin care, nutritional supplements</b>

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## MEDICAL GAZPLUS SRL



ROMANIA

Company name	MEDICAL GAZPLUS SRL
Website	<a href="https://www.medicalgp.ro/">https://www.medicalgp.ro/</a>
Date of establishment	2014
Turnover in euro (€) in 2020/2021	11mil euro
Nr of employees in 2020/21	20
	Spoken Languages: english
Activity description (Please indicate your core business)	Identify new manufacturers of medical devices
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Medical gases Radiology Laboratory ICU
Indicate whether you have your own brand/s	No
Geographic area covered	ROMANIA
Have you already worked with any Italian company? If yes, which ones?	<b>PRESBLOCK MD SRL</b>
Please indicate products/services/processes/solutions you are looking for	

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## AVEPHARMA S.R.O.



SLOVACCHIA

Company name	AVEPHARMA s.r.o.
Website	www.avepharma.eu
Date of establishment	2007
Turnover in euro (€) in 2020/2021	700.000€
Activity description (Please indicate your core business)	
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Medical device, food supplements
Indicate whether you have your own brand/s	Yes
Geographic area covered	Slovakia, Czech Republic
Have you already worked with any Italian company? If yes, which ones?	NO
Please indicate products/services/processes/solutions you are looking for	<b>New distribution opportunities, innovative products...</b>

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## TS Q&E GMBH



SVIZZERA

Company name	TS Q&E GmbH * <b>Vedasi nota in fondo al documento</b>
Website	<a href="https://tsquality.ch/it/">https://tsquality.ch/it/</a>
Date of establishment	2012 (IT) / 2020 (CH) / 2021 (CN)
Turnover in euro (€) in 2020/2021	0.6M
Nr of employees in 2020/21	6
	Spoken Languages: Italian /English
Activity description (Please indicate your core business)	Medical Device Consulting Service ISO 13485 Certified EU Auth Rep; Swiss Auth Rep; UK Resp. Person MDR Tech file   ISO 13485 Certification Registration into US, South America, Middle East
Your company is	<input checked="" type="checkbox"/> <b>Importer / Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> <b>Other, please specify:</b>
Products you deal with (related brands) - typology - range	NA
Indicate whether you have your own brand/s	NA
Geographic area covered	Italy and Switzerland
Have you already worked with any Italian company? If yes, which ones?	<b>Yes</b>
Please indicate products/services/processes/solutions you are looking for	<b>Company looking for Swiss Auth Rep Company looking for Importer and Distributor services Specific focus on orthopaedics, trauma, orthotics, digital health</b>



## You are looking for

### MEDTECH (Specify)

- Medical and electromedical equipment
- Medical devices
- Furniture and hospital goods
- Laboratory

### Digital Health

### Services (i.e. Consulting, Training, Analysis)

#### PHARMACEUTICALS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- Contract manufacturing, Private label
- API & Excipient Biotech
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)

#### FOOD SUPPLEMENTS (Specify)

- Products Holders
- Manufacturer
- Contract manufacturing & Private Label
- Ingredients, Raw Materials
- Bio Food / Special Food
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

#### COSMETICS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- OEM, ODM, Contract Manufacturing, Private Label
- Cosmetics, Skin care & Fragrances
- Hair Products & Equipment
- Beauty Salon Products and Equipment
- Natural & Organics
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

#### HOSPITAL, CLINICS, SPA, FITNESS (Specify)

- Interior fittings
- Engineering, Design & Construction
- Equipment

## ALFAPHARMA



### STATI UNITI

Company name	AlfaPharma
Website	<a href="https://www.alfapharma.net/">https://www.alfapharma.net/</a>
Date of establishment	June 2016
Turnover in euro (€) in 2020/2021	€350,000
Nr of employees in 2020/21	5
	Spoken Languages: English, Arabic
Activity description (Please indicate your core business)	Licensed pharmaceutical wholesale of prescription and OTC products, dietary supplements, and PPE products.
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Viva Vitamins (USA), Rosenberg Uniflex Nitrile Gloves (DK), Cranberry Nitrile Gloves (USA)
Indicate whether you have your own brand/s	None
Geographic area covered	Global coverage
Have you already worked with any Italian company? If yes, which ones?	<b>None</b>
Please indicate products/services/processes/solutions you are looking for	<b>Novel prescription/OTC products, novel dietary supplements, PPEs</b>

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
    - Manufacturer
  - Contract manufacturing, Private label
    - API & Excipient Biotech
    - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
    - Manufacturer
  - Contract manufacturing & Private Label
    - Ingredients, Raw Materials
    - Bio Food / Special Food
    - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
    - Hair Products & Equipment
    - Beauty Salon Products and Equipment
    - Natural & Organics
    - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

## DÜNYAGÖZ HOSPITALS GROUP



TURCHIA

Company name	Dünyagöz Hospitals Group
Website	<a href="https://www.dunyagoz.com/en/">https://www.dunyagoz.com/en/</a>
Date of establishment	1996
Turnover in euro (€) in 2020/2021	€105 M / €155 M
Nr of employees in 2020/21	1500 / 1800
	Spoken Languages: Turkish, English
Activity description (Please indicate your core business)	Dünyagöz Hospitals Group is a branch hospital that specialized in Ophthalmology and bring solutions to all kinds of problems related to ocular and periocular health with hundreds of different treatment methods provided in all eye-related branches using state-of-the-art Technologies.
Your company is	<input type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input checked="" type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	All type of Ophthalmology equipment, devices & technology
Indicate whether you have your own brand/s	No
Geographic area covered	Europe, Middle East, Asia
Have you already worked with any Italian company? If yes, which ones?	-
Please indicate products/services/processes/solutions you are looking for	<p>Digital Health Companies &amp; Service Provider Companies for Hospitals and Clinics</p> <p>We would like to meet Italian companies that are:</p> <ul style="list-style-type: none"> <li>- Specialised in Ophthalmology</li> <li>- provide digital health solutions</li> </ul> <p>Service Providers</p>

## You are looking for

### MEDTECH (Specify)

- Medical and electromedical equipment
- Medical devices
- Furniture and hospital goods
- Laboratory

### Digital Health

- Services (i.e. Consulting, Training, Analysis)

### PHARMACEUTICALS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- Contract manufacturing, Private label
- API & Excipient Biotech
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)

### FOOD SUPPLEMENTS (Specify)

- Products Holders
- Manufacturer
- Contract manufacturing & Private Label
- Ingredients, Raw Materials
- Bio Food / Special Food
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### COSMETICS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- OEM, ODM, Contract Manufacturing, Private Label
- Cosmetics, Skin care & Fragrances
- Hair Products & Equipment
- Beauty Salon Products and Equipment
- Natural & Organics
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### HOSPITAL, CLINICS, SPA, FITNESS (Specify)

- Interior fittings
- Engineering, Design & Construction
- Equipment



UNGHERIA

## MEDICERT

Company name	MediCert Egészségügyi Kutató-fejlesztő és Szolgáltató Ltd
Website	www.medicert.hu
Date of establishment	2017
Turnover in euro (€) in 2020/2021	200,000 €
Nr of employees in 2020/21	5
	Spoken Languages: English, Hungarian
Activity description (Please indicate your core business)	Medical Device and food supplements sales, Full representation of foreign companies in Hungary, Marketing-Sales-Regulatory services, Distribution, Phase IV trial,
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input checked="" type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input checked="" type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input checked="" type="checkbox"/> Other, please specify: Pharmacies, Doctor visits, Drogeries
Products you deal with (related brands) - typology - range	Well-being, magnesium products, eye hygiene/treatment, pain management – sport balm, functional probiotics,
Indicate whether you have your own brand/s	ProbioMed
Geographic area covered	Hungary
Have you already worked with any Italian company? If yes, which ones?	Rottapharm (I worked for MEDA), we have some discussion with some Italian companies about cosmetic lines and food supplements
Please indicate products/services/processes/solutions you are looking for	<p>We are looking for products into our portfolio. <b>Primarily food supplements and CE mark products.</b> Now we have Mg supplementation, sport balm, nail fungi treatment and eyelid wipes for dry eye syndromes and baby care.</p> <p>We cover <b>paediatricians, pharmacies, rheum/orthopaedics, ophthalmologists, optics.</b></p> <p>We have direct contacts to Rossmann and pharma wholesalers, pharma chains.</p> <p>To support new product launch, beside covering different <b>distribution channels, we can organize logistic tasks, prepare</b></p>

**marketing and sales activities, manage regulatory issues (notifications etc.)**

If some company want to be represented in Hungary with own affiliate, we can ensure full representation of companies in Hungary (from company establishment to day-to-day operations, even interim management)

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances
  - Hair Products & Equipment
  - Beauty Salon Products and Equipment
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment (SPA, Wellnes)



## NOTA SU SVIZZERA

Dal 26 maggio 2021 il Consiglio federale ha messo in vigore il nuovo diritto svizzero sui dispositivi medici. Per garantire lo stesso livello di qualità, sicurezza ed efficacia previsto negli Stati membri dell'UE, la revisione si è basata sul nuovo regolamento UE relativo ai dispositivi medici (MDR1).

L'implementazione del regolamento europeo relativo ai dispositivi medico-diagnostici in vitro (IVDR2) in Svizzera è prevista per il 26 maggio 2022. Con la normativa precedente (direttive 90/385/CEE, 93/42/CEE/ e 98/79/CE), l'**Accordo di reciproco riconoscimento (anche MRA, Mutual Recognition Agreement) tra la Svizzera e l'UE dava alla Svizzera** l'accesso al mercato unico europeo dei dispositivi medici come partner paritario, dandole la possibilità di condurre un'attività di sorveglianza efficace ed efficiente del mercato dei dispositivi medici in collaborazione con le autorità competenti degli Stati membri dell'UE. Grazie a questo accordo è stato possibile evitare barriere tecniche al commercio tra le due parti. I pazienti svizzeri hanno inoltre potuto beneficiare dell'intera gamma europea di dispositivi medici. Con l'entrata in vigore della nuova normativa svizzera sui dispositivi medici avrebbe dovuto essere aggiornato anche l'MRA. Tuttavia, la **Commissione UE non ha perseguito l'aggiornamento di questo accordo** necessario a partire dal 26 maggio 2021 a causa del contesto politico di fondo (interruzione dei negoziati dell'accordo quadro istituzionale tra la Svizzera e l'UE).

A causa del **mancato aggiornamento dell'MRA**, la Svizzera ha definito delle misure volte ad attenuare gli effetti negativi di questo sviluppo, in particolare l'accesso alla banca dati europea centrale dei dispositivi medici (EUDAMED 3) non concesso all'autorità svizzera e la mancanza di collaborazione nella sorveglianza del mercato. In queste misure rientrano p.es. i termini scaglionati per la designazione di un **mandatario («CH-REP»)**, l'obbligo di registrazione degli operatori economici presso Swissmedic, la notifica di incidenti gravi a Swissmedic e il riconoscimento dei certificati di conformità dell'UE in Svizzera.