

Health Industry in Hungary



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Health Industry





Health Industry

The long-established Hungarian healthcare sector, which dates back to over 100 years, is recognized worldwide. Its reputation was cemented by entrepreneurs whose companies operating in the first decades of the 20th century would nowadays be called multinational organizations. Gedeon Richter, as one of these prominent figures, was among the first people who made a successful attempt to produce pharmacy products on an industrial scale. His prestige was reinforced by patented medicines known all over the world such as the disinfectant called 'Hyperol' that proved useful in World War I, and the antipyretic drug 'Kalmopyrin'.

As far as Hungarian medical research is concerned, Albert Szent-Györgyi is a household name as the winner of the Nobel Prize for discovering vitamin C. Furthermore, Georg von Békésy, who was awarded the Nobel Prize for his research on the function of the cochlea, also started his scientific endeavors in Hungary.

"Discovery is seeing what everybody else has seen, and thinking what nobody else has thought."- Albert Szent-Györgyi, Nobel Prize winner for vitamin C discovery



The Hungarian health industry spans many areas, such as the pharmaceutical industry, the manufacturing of medical devices and equipment, the herbal medicine industry, biotechnology, genetics, and bionics. Meanwhile, significant developments involving nearly every sector are underway in the field of healthcare IT with government support granted by the Digital Healthcare Development Strategy introduced in 2017. Hungary is teeming with thermal and medicinal water springs and has excellent geothermal conditions. It has been capitalizing on its various hot springs and the experience and knowledge gained over the centuries resulting in many tradeable Hungarian developments in the field of balneology.

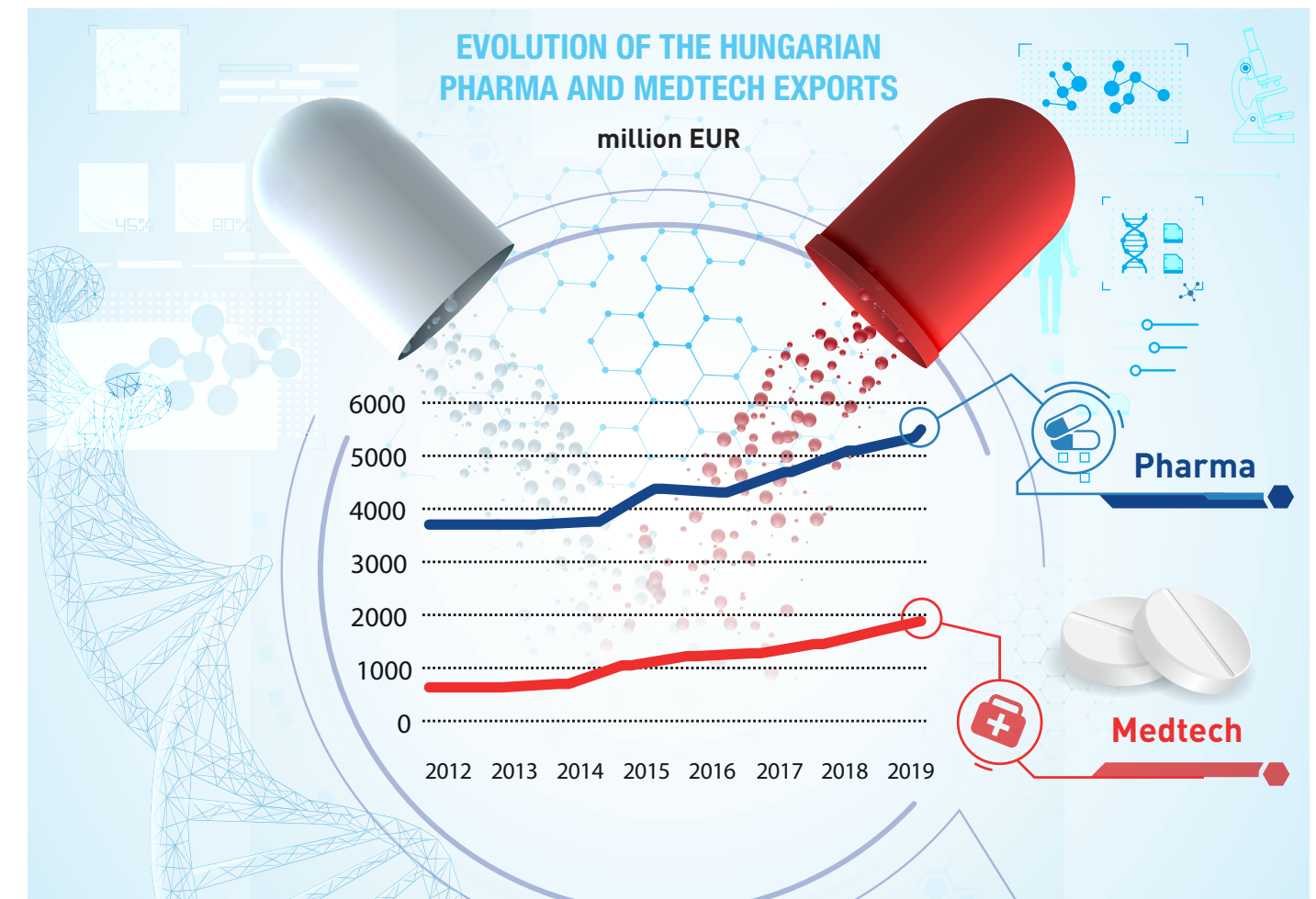
The pharmaceutical industry produces **6%** of the Hungarian GDP

International markets show an increasing interest in Hungarian healthcare developments. Export in the healthcare sector increased by 65 percent between 2012 and 2019. In 2019, Hungarian companies exported more than EUR 1.5 billion worth of medical devices. A quarter of these were sold in non-EU markets. The industry accounts for 9 percent of Hungary's export outside the Union. The Hungarian pharmaceutical industry is quite robust: it is the 18th biggest exporter in the world within the sector. Hungarian pharmaceutical production accounts for 6 percent of the total Hungarian GDP, with 85 percent of the exported products. The foreign trade surplus of EUR 27 million per employee exceeds even

the motor vehicle industry, which is also dominant. The pharmaceutical industry is Hungary's most innovative manufacturing sector, associated with one-fifth of the domestic R&D expenditures, which invests 20 percent of its profits in R&D activities. Each year, Hungarian pharmaceutical companies file more than 40 new patent applications and more than 160 new market licenses. The Hungarian health industry has considerable achievements under its belt in terms of promoting developments. The pharmaceutical industry is dominated by multinational players. Hungarian manufacturers are the major players in the medical devices' segment.

The top products are:

- CT, RX, MRI, PET, SPECT equipment
- Laboratory diagnostic equipment and products
- Surgical and dental implants
- Holters, ECG equipment, defibrillators
- Laparoscopes, endoscopes, neurosurgery equipment
- Surgery hand instruments



BÉRES PHARMACEUTICALS LTD.

Béres Pharmaceuticals is a family-owned Hungarian pharmaceutical company present in several countries worldwide focusing on vitamins and mineral-based healthcare products. The state-of-the-art manufacturing facilities fully comply with international quality and manufacturing standards and the company always strives to use natural and high-quality ingredients.

www.beres-international.com
export@beres.hu
+36 1 430 5500
H-1037 Budapest, Mikoviny utca 2-4.

PRODUCTS & SERVICES

Béres Pharmaceuticals have 105 products (Over-the-counter medicines and dietary supplements) for the self-medication market in 244 different forms of packaging sold through the Hungarian pharma and consumer channels (hypermarkets, supermarkets, and drugstores) as well as on export markets.

- Béres Drops – Immune system strengthening – proprietary invention
- Woman's health
- Men's health
- Pain relief
- Digestive health
- Children's products
- Herbal products
- Mono-vitamins
- Multivitamins
- Bone and joint care
- Cardiovascular care
- Special vitamin and mineral products



ADVANTAGES

Béres Pharmaceuticals Ltd. has a variety of production technologies, including homogenization of powders, tableting by direct compression (no granulation), hard gel capsule filling, liquid filling, automated packaging, gummy vitamin production and compacting.

Production technologies:

- GMP (as medicinal product manufacturer)
- ISO 9001
- HACCP for food-supplement production
- CE Certification for Manufacturing Medical Devices
- EU legal standards
- EU Medicine Act
- EU Food Supplement Directive
- EU Medical Device Directive

REFERENCES

Headquartered in Budapest, Béres is a market-leader in developing, manufacturing, and distributing healthcare and preventive health products with a 34,5% share on the domestic market. The company also has representative office in Romania and Ukraine.

PRIMARY TARGET MARKETS

Albania / Azerbaijan / Kazakhstan

EGIS PHARMACEUTICALS PLC.

Egis (Hungary, Budapest) is a vertically-integrated pharmaceutical company with branded and value-added generics and biosimilars in its portfolio. Egis' activities incorporate all areas of the pharmaceutical value chain. The company's medicines are available in 65 countries in total - in 18 of them, the company markets its products under the brand name, Egis' through its network of subsidiaries and representative offices. Last business year Egis Group generated net sales of EUR 527 million. Egis employs 4,400 people in Hungary and abroad.

www.egis.health
mailbox@egis.hu
+36 1 803 5555
H-1106 Budapest, Keresztúri út 30-38.

PRODUCTS & SERVICES

Egis' activities cover every field of the pharmaceutical industry's value creation, starting from R&D through the production of active ingredients and finished products to international sales and marketing. The company also carries out license-in and license-out activities.

Egis' focus lies in treating diseases of the cardiovascular and central nervous systems, while it also provides modern treatment solutions in oncology and women's health.



ADVANTAGES

Egis has state-of-the-art R&D centers and modernized manufacturing infrastructure both for active ingredients and finished products in Hungary.

Egis can also develop and produce unique, highly potent products (mainly used in oncology therapy). Egis' portfolio contains four biosimilar products as well; they have been launched in 16 countries.

REFERENCES

Major global pharmaceutical companies in Europe have partnered up with Egis Pharmaceuticals PLC. to market its products under their own brand name, e.g., Germany, Italy, France, Spain, and Switzerland.

PRIMARY TARGET MARKETS

China / Brazil / USA



GEDEON RICHTER PLC.

Headquartered in Hungary and founded in 1901, Gedeon Richter Plc. is an innovation-driven specialty pharmaceutical company. The activities of the Hungarian-led multinational company are vertically integrated, covering the entire value chain from research and development through pharmaceutical manufacturing to sales and marketing of final products. Corporate strategy focuses on organic growth complemented with selected acquisitions, primarily in Women’s Healthcare. The company aims to offer high added value products, both proprietary and biosimilar, in which manufacturing and development Richter possesses special knowledge. Richter has more than 13 000 employees and posted sales exceeding EUR 1.5 billion in 2019.

www.richter.hu
posta@richter.hu
+36 1 431 4000
H-1103 Budapest, Gyömrői út 19-21.

PRODUCTS & SERVICES

The Richter Group manufactures more than 200 drugs, and its products include original, generic, and licensed products which provide effective, modern and reasonably priced treatments in almost every therapeutic area.

The company focuses on developing and manufacturing women’s healthcare, the central nervous system, and cardiovascular products. The company is also active in biosimilar development, focusing on osteoporosis, rheumatology, and oncology. Richter currently offers one of the widest ranges of gynaecological products in the world.



ADVANTAGES

Gedeon Richter is dedicated to providing superior expertise and service to its current and prospective partners. Its robust network of local operations in the Central Eastern European countries, Russia, and Commonwealth of Independent States regions, Pan-European sales and marketing operations in the field of gynecology, strong partnerships in Europe, and in-depth familiarity in both general practitioner and specialist markets resulted in a successful history of brand building and commercialization in complex and highly competitive markets.

REFERENCES

USA: API cariprazine developed jointly with Forest Laboratories (now Abbvie), marketed with the help of several partners around the world - Abbvie, Recordati, Hikma Pharmaceuticals, WhanIn Pharm. Co. Ltd.

PRIMARY TARGET MARKETS

Russia / Romania / Poland / Germany / Ukraine / China / USA

GOODWILL PHARMA LTD.

Goodwill Pharma is a modern, privately-owned pharma company with a history of 23 years. The company is engaged in the sales of prescription and non-Prescription pharmaceuticals, as well as medical devices and food supplements, under its own Goodwill Pharma brand across the CEE region. In 2015, the company introduced its first manufacturing plant in Szeged, designed to produce high-quality food supplements and food for special medical purposes. In 2019, a GMP manufacturing site was opened in Subotica, Serbia. Due to Goodwill Pharma’s continuous development and growth, there is a strong interest in international activities through potent distribution partners for the unique branded products and offering private label manufacturing.

www.goodwillpharma.com
contact@goodwillpharma.com
+36 62 443 571
H-6724 Szeged, Cserzy Mihály utca 32.

PRODUCTS & SERVICES

Goodwill Pharma’s product portfolio includes branded food supplements like Cartinorm+D3, Makula Komplex, Nephroxon and Japonica Femina, branded medical devices like Cartinorm Hyaluronic Acid Injections, natural cosmetics, functional food as well as Rx and OTC.

The company offers services in private label manufacturing of FS, FSMP, natural cosmetics, Rx and OTC, primary and secondary packaging, as well as Warehousing.



ADVANTAGES

Goodwill Pharma Ltd. is a dynamic, fast-growing company with experience with partnerships worldwide, and it is always open to new partnerships and ideas. The company offers high-quality production with flexible batch sizes. Goodwill Pharma with its own in-house design team focuses on developing unique products with competitive prices, paired with a significant know-how in brand building, marketing, and sales of food supplements and pharmaceuticals.

REFERENCES

Distribution partnerships with Recordati S.p.A., Alfasigma S.p.A., GlaxoSmithKline plc. and others for Hungary and CEE.

PRIMARY TARGET MARKETS

Worldwide

MEDITOP PHARMACEUTICAL LTD.

MEDITOP Pharmaceutical Ltd. is a privately-owned, fast-growing small, and medium-sized Hungarian pharmaceutical company. The company is an independent pharmaceutical manufacturer with its proprietary research and development infrastructure and sales network. MEDITOP has been owned by two Hungarian individuals since 1995. The revenue of the company is over 20 million EUR, and the number of employees is 180. The company aims to fulfill the highest requirements of its clients in the business activities described below. It supports this aim by investing using state-of-the-art technology to ensure that our facilities are as up-to-date as possible.

www.meditop.hu
info@meditop.hu
+36 26 336 400
H-2097 Pilisborosjenő, Ady Endre utca 1.

PRODUCTS & SERVICES

Contract manufacturing and contract packaging

MEDITOP's core business is the manufacturing of medicines (tablets, film-coated tablets, capsules, granules) in two modern facilities, building on extensive experience.

Meditop uses state-of-the-art equipment and systems that comply with current Good Manufacturing Practice and ensure that the products measure up to the strictest requirements. Meditop's multi-faceted equipment and well-trained specialists make it possible to carry out different orders with relative ease and flexible deadlines.



- Regulatory services
- R&D

Development of the Pharmaceutical forms, customized drug release technology and co-development of generic drugs.

- Logistic services
- Sales and marketing activity

PRIMARY TARGET MARKETS

Canada / UK / Russia / Vietnam / EU



ADVANTAGES

MEDITOP Pharmaceutical Ltd. offers a high-quality professional service to develop and produce continuous film coater. Our Fastcoat continuous system ensures a noticeable improvement of coating uniformity and effectivity, especially for tablets with high friability and heat sensitivity. Pilot-scale continuous coater significantly shortens production cycle times and improves productivity, and expands the flexibility in the batch sizes (batch size from 7 kg). It enables proper continuous batch style production with easy scale-up to promote the transfer between the development and production phases.

REFERENCES

Germany: Stada, Mylan, Alliud
MEDITOP sold the license of Tolperison, for these partners for Germany, and MEDITOP is the supplier of the product. Yearly value 300 000 EUR

Benelux Countries: WillPharma
MEDITOP sold the license of Tolperison, for this partners, and MEDITOP is the supplier of the product. Yearly value 150 000 EUR

UAE: Soranaus
MEDITOP sold the license of Tolperison, for this partner for MEDITOP is the supplier of the product. Yearly value 120 000 EUR

Ukraine: Moovie Health
Contract manufacturing cough and cold OTC products. 600 000 EUR

CYCLOLAB LTD.

CycloLab Cyclodextrin Research and Development Ltd. is a private SME focusing on cyclodextrin research and development for over 30 years. The researches are focused on pharmaceutical, cosmetic, food industry, agrochemical, environmental, and analytical applications of cyclodextrins. The company has expertise and technology in custom synthesis, drug solubilization and stabilization, other industrial applications, Cyclodextrin-related analytics, stability testing, and GMP-conform manufacturing.

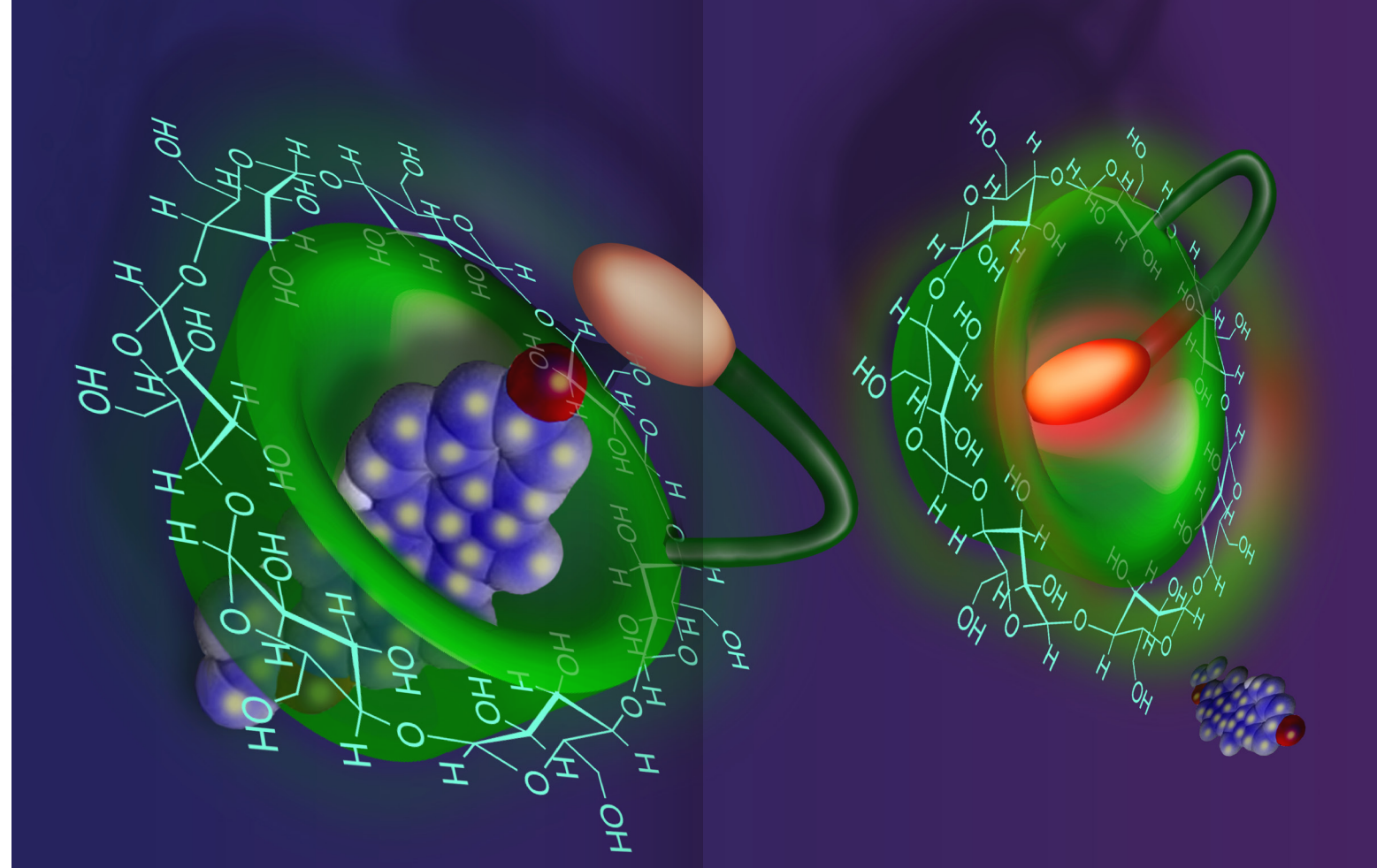
www.cyclolab.hu
info@cyclolab.hu
+36 1 347 6070
H-1097 Budapest, Illatos út 7.

PRODUCTS & SERVICES

CycloLab produces Sulfobutylether Beta-Cyclodextrin (SBECD, Dexolve™) on a multi-ton scale annually under cGMP conditions based on an FDA-approved Drug Master File. This is a potent general solubiliser and stabiliser excipient, compatible with any kinds of administration forms.

CycloLab operates as a CRO for cyclodextrin related services. The company offers the widest variety of cyclodextrins in various grades (pharma, standard, fine chemical) in a webshop system for multiple purposes (research, analytics, cell cultures, formulation studies).

As an R&D company, it develops next-generation proprietary cyclodextrins and explores potential applications as well.



ADVANTAGES

Cyclolab Ltd. is the producer of the first generic USP and EP-conform Betadex Sulfobutyl Ether Sodium (SBECD = Dexolve™).

Maintained DMF TypeIV for SBECD in the US and Canada since 2008, in China since 2019.

Prepared via a self-developed proprietary, patented technology with a process that is independent from any existing patents (expires in 2031).

48-month stability data.

Successful production of over 150 subsequent USP compliant batches – no OOS result in the production.

Dedicated production facility with a capacity of over 15,000 kg/year (extendable to 20-30,000 kgs/yr without investment).

10-125 kg batch size.

PRIMARY TARGET MARKETS

Israel / CIS countries / North and South Africa

ONCOTHERM LTD.

Oncotherm develops, manufactures, and markets cancer treatment systems since 1988 that utilize Oncothermia in treating tumors. Oncothermia is a further development of the classical method of Hyperthermia, one of the oldest cancer treatment methods. It is a personalized, nontoxic therapy using an electric field that helps promote the body's natural regulatory processes. Oncotherm's mission is to increase cancer patients' survival time to improve their quality of life, causing the least possible suffering and fewest side effects. The company intends to produce high-quality level medical devices to meet the state-of-the-art of oncology and tumor therapies.

www.oncotherm.org
info@oncotherm.org
+36 23 555 510
H-2040 Budaörs, Gyár utca 2.

PRODUCTS & SERVICES

After EHY-2000 plus, the EHY-230 is Oncotherm's latest development in the treatment of locoregional tumors. The newly-designed device includes the Smart Electrode System, the integrated Patient Management System and a user-friendly touch screen display with full system control. The new RF generator with increased power has been developed with a new intelligently controlled step motor tuning system for rapid impedance matching to achieve faster tuning times. The device is only for clinical use, and it is intended for the adjuvant treatment of glioblastoma in a combination regimen with chemotherapy and radiation therapy. It was approved in 2019 by TÜV.



ADVANTAGES

Oncotherm's devices undergo continuous development, which results in new device types and models continuously. The EHY-2030 is an enhanced version of the EHY-2000plus. The intensive and high-level academic research eventuate clinical trials (in vitro, in vivo, human) for each tumor type and have many clinical results nationally and worldwide.

Oncotherm has many returning customers around the world. There are about 400 Oncotherm devices in 30 countries, and about 200,000 personalized treatments are performed yearly.

REFERENCES

Oncotherm has established cooperation with several institutes of Semmelweis University to conduct a clinical trial with EHY-2030. It also have a partnership with Charité-Universitätsmedizin Berlin and Marqués de Valdecilla University Hospital, where the clinical trials are ready to start.

PRIMARY TARGET MARKETS

China / Japan / Spain / Italy / Canada

CONTROL-X MEDICAL LTD.

Control-X Medical was established in 1990 as a privately-owned business. It designs, produces, and markets high-quality medical diagnostic X-ray equipment for clinics and hospitals and veterinary diagnostic solutions for small animal practices and equine, camel hospitals. Control-X's products are sold in over 50 countries through its ever-growing worldwide distributor network.

www.cxmed.com
bpetrik@cxmed.hu
+36 1 381 0301
H-1141 Budapest, Öv utca 29.

PRODUCTS & SERVICES

Control-X offers digital and analog diagnostic X-ray systems for human and veterinary use.

The Perform-X human product line includes floor mounted and ceiling suspension configurations with auto-tracking, auto-positioning, and image stitching functions.

The ZooMax family of products provides solutions for small veterinary clinics, and we offer unique solutions for horses and camels by our ceiling suspended x-ray system.



ADVANTAGES

Commitment to the customer is the foundation of Control-X's business. That is why it is dedicated to providing products and services that place the customers first. Control-X always goes the extra mile to provide its customers with the specific configurations they are looking for - at a high quality and reasonable price. In doing so, the engineers use the latest technology to develop and support a complete radiographic product line.

Control-X's products and operations are reviewed continuously following the critical global regulatory requirements (ISO, CE, FDA), enabling the company to market our products worldwide.

REFERENCES

Our products are distributed through our worldwide reseller network in 50 countries on seven continents. We have shipped more than 5,000 systems in 30 years.

PRIMARY TARGET MARKETS

France / UK / Turkey / Vietnam / Mexico

MEDISO MEDICAL IMAGING SYSTEMS LTD.

Mediso Medical Imaging Systems with headquarters in Budapest is a dynamic supplier of Nuclear Medicine and modern Hybrid Imaging techniques to health care and medical research institutions of the world.

The company was founded in 1990 by experts of the largest research and manufacturing company of the region, which has been engaged with nuclear equipment manufacturing since 1960.

www.mediso.com
andras.nadas@mediso.com
+36 30 900 0934
H-1037 Budapest, Laborc utca 3.

PRODUCTS & SERVICES

- Clinical SPECT, SPECT-CT, SPECT-CT-PET, PET-CT systems
- Brand new TRIO 3-Head SPECT-based system with MultiPinHole collimators
- NanoScan preclinical research systems with SPECT-CT-PET-MRI combinations
- Running clinical diagnostic, research, training centers



ADVANTAGES

The business strength and perspective of Mediso is based on its R&D activity. The company's declared aim is to develop competitive Nuclear Medicine and Hybrid Imaging equipment applying the most up-to-date technology. The high quality, unique systems are designed with top level engineering and elaborated, solid solutions are implemented to physical reality by the manufacturing section. *Mediso manufactures unique triple modality, upgradable SPECT-CT-PET clinical imaging systems and outstanding preclinical research imaging solutions with four modalities, SPECT, PET, CT, MRI.

REFERENCES

The Mediso-affiliated German, Polish, North American and Australian subsidiaries and the worldwide distributor network ensures close contact with the customers and offers quick response for their requests. More than 1500 Mediso cameras are installed worldwide in 98 countries. Mediso is in close cooperation with UN organization: IAEA, Vienna, Subsidiaries in Germany, USA, Poland, Australia.

PRIMARY TARGET MARKETS

UAE / Saudi Arabia / Qatar

77 ELEKTRONIKA LTD.

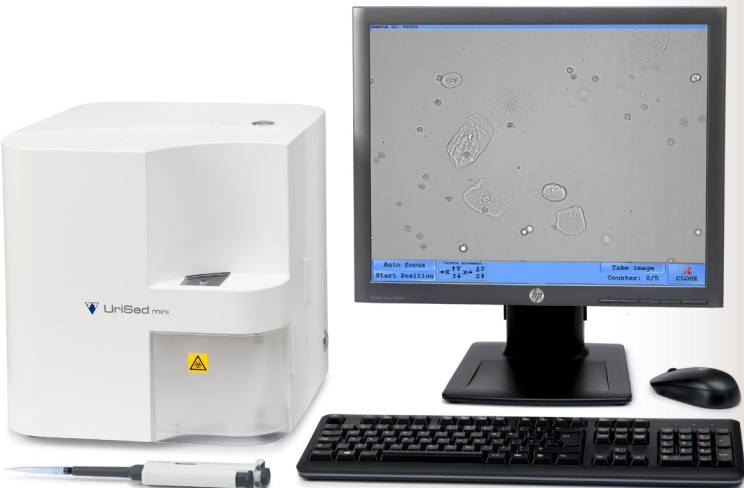
77 Elektronika Ltd. is a primary developer, manufacturer, and supplier of in vitro diagnostic medical devices, mainly urine analyzers, blood glucose meters, rapid test readers, and their consumables. The company was founded in 1986 in Hungary (EU).

The owners and CEO's of 77 Elektronika, Sándor Zettwitz, and his daughter, Gabriella Zettwitz, manage the day-to-day operation. Starting out with a team of only a few people, it has expanded to be a widely acknowledged and prosperous company with more than 700 employees.

en.e77.hu
sales@e77.hu
+36 1 206 1480
H-1116 Budapest, Fehérvári út 98.

PRODUCTS & SERVICES

The urine chemistry analyzers developed by 77 Elektronika are based on reflectance photometry, while the operational principle of the urine sediment analyzers (UriSed) is an innovative solution relying on the automation of traditional manual microscopy and advanced image processing. The blood glucose meters manufactured by the company are acknowledged for their high quality and state-of-the-art features. 77 Elektronika's rapid test reader (SmartTester) is a point-of-care instrument for in vitro diagnostic use, designed for the quick and quantitative evaluation of the related lateral flow tests.



77 ELEKTRONIKA

ADVANTAGES

77 Elektronika is strongly committed to being a trusted partner providing high-quality products and services. The company's essential objective is to meet the customers and distributors' requirements while keeping in mind its impact on the environment.

The key to the company's success is our focus on innovation and development. The main strength of 77 Elektronika is the dynamic and highly qualified staff of the R&D Department. At present, more than 110 skillful engineers work in the field of R&D, and 8% of the company's annual revenues are invested in R&D activities.

REFERENCES

77 Elektronika exports to nearly 100 countries worldwide, generating 100 million euros in revenue a year.

PRIMARY TARGET MARKETS

India / Japan / Australia / Nigeria / South Africa

DIATRON LTD.

Diatron is a strong player in the global IVD market providing innovative hematology and clinical chemistry systems for the human and veterinary market that offer high quality, reliability, and great value. Diatron develops, manufactures, and markets hematology analyzers, clinical chemistry analyzers, and associated reagents for human medical and veterinary use. The company was founded in Budapest, Hungary, over 30 years ago and is one of the top 5 global hematology analyzer manufacturers. Since its foundation, Diatron has been at the forefront of laboratory diagnostics. In 2016, Diatron was acquired by STRATEC SE, a world-leading partner for the development and manufacturing of technological and scientific solutions for the life science industry.

www.diatron.com
sales@diatron.com
+36 1 436 9800
H-1097 Budapest, Táblás utca 39.

PRODUCTS & SERVICES

Diatron's product range includes hematology analyzers and reagents (both for own and other manufacturers' analyzers), hematology control material, clinical chemistry analyzers, clinical chemistry reagents, and clinical chemistry controls. Diatron prides itself on the product quality and support through its comprehensive training programs and its excellent technical support and customer service teams. All Diatron products are CE-marked and manufactured in large production plants in an ISO 9001 and 13485-certified production facility.



ADVANTAGES

Diatron is a globally acknowledged brand with 25+ years of experience in hematology, headquartered in Budapest, with production capacities in the EU. It provides full-service systems (instruments, reagents, support) and top-quality products. It prides itself on its analyzers to have a small footprint and reasonable prices. All Diatron facilities and products are certified.

REFERENCES

Diatron is proud that our products are sold in more than 110 countries worldwide through its distributor partner network.

PRIMARY TARGET MARKETS

Cameroon / Thailand / France / Belarus / Kuwait

NORMA INSTRUMENTS CO. LTD.

Norma Instruments Co. Ltd. was established in 2012 and specialized in designing and manufacturing high-quality and innovative blood analysis systems for the in-vitro diagnostic (IVD) market. Its Icon hematology analyzer family is based on microfluidics technology, resulting in its category's most environmentally friendly product. Norma Instrument's products are sold in 65 countries on five continents through its distributor network and OEM partners (e.g., scil, Analyticon, Diasys). Focusing on the Point of Care and small lab solutions, the company develops reagents and analyzers for human medical and veterinary use.

www.normadiagnostika.com
office@normadiagnostika.com
+36 1 815 4370
H-1038 Budapest, Papírgyár utca 58-59.

PRODUCTS & SERVICES

The analyzers can perform the complete blood count (CBC) test, which counts the number of various white blood cells, red blood cells, platelets, and hemoglobin in the human and animal blood. The human analyzer portfolio includes Icon-3 (3 part diff. with open and close mode use), Icon-5 (5 part diff. laser-based closed mode) with an Autoloader function, Icon-50P (5 part open mode), and we have the iVet-5 model for veterinary use with several species. Norma Instruments' products acquired patents and awards in Germany, Austria, and Hungary, such as the International Red Dot Design Award, Millennium Innovation Award (H), and the Environmental Innovation Prize (H).



norma

ADVANTAGES

Due to the usage of microfluidic technologies, the Icon family is the smallest in size (17 liters), in weight (9 kg), and its reagent consumption (and waste production) is 70% less than an average analyzer, also providing the smallest sample volume processing in its category. These new, environmentally friendly innovations allowed the Icon family to be used in near-patient (POC) testing environments, such as in ICUs, ERs, GP's Offices.

As a result, patients can receive faster diagnosis and treatment, contributing to a more efficient and quicker recovery.

REFERENCES

Germany:
Scil animal care company GmbH;
Analyticon Biotechnologies AG

India:
Diasys India Pvt. Ltd.

PRIMARY TARGET MARKETS

Germany / France / Benelux / Switzerland / Austria

EMD LTD.

EMD Ltd. is a Hungarian firm that focuses on developing and manufacturing medical devices and instruments. The firm operates according to EN ISO 13485 standards and possesses different kind of certificates for its products, which are exported worldwide.

EMD puts a lot of effort in developing new idea-based products and creating new solutions using the latest technologies available. The company is eager to get into new markets and find distributors for all its products.

www.emd.hu/en
gergo.ujvari@emd.hu
+36 30 270 3564
H-4031 Debrecen, Bartók Béla utca 113/B

PRODUCTS & SERVICES

The product portfolio can be divided in two, based on the field of application: Neurosurgery and Laparoscopy. For neurosurgery, EMD offers single and multiple use perforators, craniotomy cutters and a high-speed motor system with attachments.

For laparoscopy on the other hand, the firm manufactures trocar systems and hand instruments. Furthermore, the company is also running a repair service department where we can repair a lot of different kind of medical instruments of numerous brands. Of course, EMD uses extremely good quality materials for its products.



ADVANTAGES

The company has been running its repair service department for more than 20 years. Therefore, it acquired a lot of experience about what the weaknesses are of certain products, how they are built up and what sort of problems they usually have.

Based on this, the company keens on providing high-quality product and high-tech solutions for its customers. EMD is operating with world class machine park and a wide variety of technologies. One of its strengths is that it keeps the design, development, production, and sales in one hand.

REFERENCES

The company maintains an active distributor channel in the Middle East countries.

PRIMARY TARGET MARKETS

USA / France / Russia / Britain / Italy



KLIMEX MEDICAL LTD.

Klimex Medical Ltd. was founded in 2004. Its activities have a strong connection to healthcare services. The experts working for the company have decades of experience in supplying and maintaining bed-head systems, nurse-call systems and medical gas systems as well as medical technology equipment and instruments. Furthermore, Klimex Medical can also help its partners with the design and advice of medical technological matters.

Thanks to the continuous developments of the last few years, both of the company's premises and production workshop expanded considerably, so did the number of employees. Through to the investments the number of the references increased and the company proved that the quality of the work results in the satisfaction of the customers.

www.klimexmedical.com
klimexmedical@klimexmedical.com
+36 28 526 507
H-2112 Veresegyház, Gerbera utca 11.

PRODUCTS & SERVICES

Klimex Medical Ltd.'s service portfolio includes the design, construction and maintenance of nurse call systems, bed-head unit systems and medical gas systems.



ADVANTAGES

Hardware and software are entirely developed and produced by Klimex Medical.

Klimex Medical is doing its best to provide the best, budget friendly solution for its customers and their final users.

Besides the design and production, Klimex Medical can provide training for the staff working with its products.

REFERENCES

Hungarian Army Hospital (5 buildings in 3 cities) with NCS, more than 1600 beds.

Trustwell Hospital in Bangalore India, with NCS, more than 180 beds.

Elderly home in Beirut Lebanon with more than 60 beds.

PRIMARY TARGET MARKETS

GCC countries / India / Pakistan / Balkan countries / Romania

MEDICOR ELECTRONICS CO. LTD.

Medicor gathered significant experience in the field of neonatal care over the past few decades. Through its partners on four continents, it is present in more than 100 countries. Due to its continuous development, the **MEDICOR BABYLIFE®** product line offers the latest cutting-edge technology in the field of neonatal care.

The results reflect Medicor’s participation in countless successful national and international public tenders and business orders. The company is incredibly proud that **UNICEF** and **WHO** have found its products worthy of a long-term supply agreement.

www.medicor.hu
sales@medicor.hu / info@medicor.hu
+36 1 280 6900
H-1097 Budapest, Illatos út 9.

PRODUCTS & SERVICES

Medicor’s products ensure that the infant receives the optimal care by the staff, and provide the infant with the most comfortable conditions, measurement, control, protection, and service features.

Medicor’s product portfolio:

- Neonatal/infant incubator BABYLIFE BLF-2001
- Neonatal warming and resuscitation table BABYLIFE BLR - 2100
- Phototherapy unit BABYLIFE KLA-145
- Transport incubator BABYLIFE BLF-2001 TI



ADVANTAGES

Medicor is an authentic European manufacturer of medical equipment and devices for neonates since 1953. It supplies products to more than 100 countries all over the world.

UNICEF and WHO have accepted Medicor’s products for support in 2009. BabyLife BLF-2001G infant incubator is the newest product of the incubator family.

REFERENCES

The Netherlands:
The Medical Export Group B.V.

Indonesia:
PT. Biotech Farma

Iraq:
South Gate for Trade Medical Supplies and Laboratory’s

PRIMARY TARGET MARKETS

Russia / Ukraine / Belarus

MEDITECH LTD.

Meditech is committed to preserving cardiovascular health by manufacturing, developing, and marketing 24-hour blood pressure and ECG monitors since 1990. Its devices are sold worldwide through distributors in 40 countries.

The 100% Hungarian-owned Meditech offers a wide-ranging portfolio of ECG, ABPM, and combined tools. Some of the units are also available in OEM.

Hearts deserve the best holters.

www.meditech.eu
meditech@meditech.eu
+36 1 280 8232
H-1184 Budapest, Mikszáth Kálmán utca 24.

PRODUCTS & SERVICES

Meditech has two main product lines: ABPM and ECG Holter devices. ABPM-05 and -06 ambulatory BP monitors represent the new generation of ABPM devices with large LCD screen and menu operating buttons, manual programming option. CardiUP! and CardioMera full-disclosure Holter ECG units increase the chance of capturing the cause of daily occurring cardiac problems.

Combined devices are also offered (ECG + ABPM + actigraphy; ECG + SpO2 + actigraphy) for a complex cardiovascular risk analysis.



ADVANTAGES

Meditech products are reliable, professional medical devices, designed to meet the GP's and the researchers' needs alike. Two types of software solutions are available: CardioVisions and EasyABPM offer all-inclusive, continuously upgradeable software options, allowing an unlimited number of installations. Meditech offers a fair price; its products have a reasonable cost-benefit ratio. Some of the equipments are available in OEM or private label partnerships as well.

REFERENCES

Omron Healthcare Europe, Netherlands - contractual ABPM private label partner.

Consult Healthcare, UK - devices for heart tests

Vanderbilt University, USA - running a research project using Meditech units.

PRIMARY TARGET MARKETS

Turkey / Italy / France / Poland / India

PISTON LTD.

Hungarian citizens founded Piston Ltd. in 1990. The company’s main profile is developing and manufacturing pulmonary function test devices and relevant consumable parts. Piston applied for the ISO quality management certification system early on. Currently, it has certificates as per the EN ISO 13485:2016 standard. The product range stretches from the basic handheld spirometer up to the most sophisticated cardiopulmonary exercise systems. Piston participates in the most important international events, at ERS Congresses and MEDICA Trade Fair in Düsseldorf. About 75% of the production is exported to all continents

www.pistonmedical.com
info@pistonmedical.com
+36 1 275 0033
H-1033 Budapest, Szőlőkert utca 4/B

PRODUCTS & SERVICES

The production range includes the following main items:

Spirometer, Rhinomanometer, Forced oscillometer, Diffusion capacity test, Whole body plethysmograph, CPET (Cardio Pulmonary Exercise Test) systems, disposable bacterial and viral filters, mouthpieces, and nose clips.



ADVANTAGES

More than 30 years of experience in developing and manufacturing pulmonary function test devices.

Quality Managment System is audited according to the EN ISO 13485:2016 standard.

All of the products are developed and manufactured in Hungary. Consequently, European quality is guaranteed. Piston has daily experience in the commercialisation of its products in different continents and countries, know how to meet its partners’ special requirements worldwide.

REFERENCES

- Main commercial results in 2019:
- Cardio Pulmonary Exercise Test: 80 systems Europe, Far-East, Latin America
 - Calibration syringes: 1,800 units Europe, Africa
 - Bacterial and viral filter: 600,000 pcs Europe

PRIMARY TARGET MARKETS

Croatia / Serbia / Slovenia / Russia / Ukraine

TENSIOMED LTD.

TensioMed has always been more than just a medical device manufacturing company. The company was founded in 1999, which was to be followed by years of research and development until Arteriograph was created by Miklós Illyés MD. Ph.D. and József Béres. This is a revolutionary and the first-of-its-kind device capable of providing a comprehensive analysis of the arteries with the ease of a blood pressure measurement. Arteriograph has proven clinical value to predict individual cardiovascular risk and major adverse cardiac events.

www.tensiomed.com
miklos.illyes@tenbsiomed.com
+36 20 942 6049
H-1181 Budapest, Kossuth Lajos utca 97.

PRODUCTS & SERVICES

Tensiomed’s main products are Arteriograph and Arteriograph24. These devices simplified the measurement of the arterial function.

Arteriograph is validated invasively. It is the first patented method (US Pat. No. 20070106162) for oscillometric measurement and determination of fundamental central hemodynamic parameters (SBPao, AIXao, PWV), based on a simple upper arm cuff measurement. What is unique to Arteriograph is the real-time transmission and visualization of the detected pressure curves by the Arteriograph software. The novelty of the Arteriograph device in detecting the mentioned parameters is that a single upper arm cuff is used as a sensor. Still, in an exceptional condition, the cuff is pressurized suprasystolically, ensuring to obtain pure pressure signals (waves).



ADVANTAGES

The significant advantages of the Arteriograph and Arteriograph24 devices is the non-invasive measurement of the central hemodynamic parameters, which were available earlier using invasive, intra-arterial method only. One of the most important measurements is the aortic pulse wave velocity, which is an early marker of the aortic stiffness and the atherosclerosis, according to the recent Guidelines on the Management of Arterial Hypertension.

REFERENCES

- Medical University of Graz, Research Unit of Biomedical Engineering in Anesthesia and Intensive Care Medicine, Austria
- Karolinsky Institute, Danderyd Teaching Hospital, Stockholm, Sweden
- Academic Medical Centre, Amsterdam, The Netherlands Department of Vascular Medicine,
- University of Oxford, UK, Clinical Trial Service Unit (CTSU) and Epidemiological Studies Unit
- Charité Medical Faculty, Berlin, Germany, Experimental and Clinical Research Center

PRIMARY TARGET MARKETS

Germany / Austria / Poland / The Netherlands / UK

USCOM LTD.

Uscom has a mission to demonstrate leadership in science and create non-invasive devices that assist clinicians in improving clinical care and patient outcomes. Uscom has three practice-changing suites of tools in the field of cardiac, vascular, and pulmonary monitoring; the USCOM 1A advanced hemodynamic monitor, Uscom BP+ central blood pressure monitor, and the Uscom SpiroSonic Suite of digital multi-path ultrasonic spirometers.

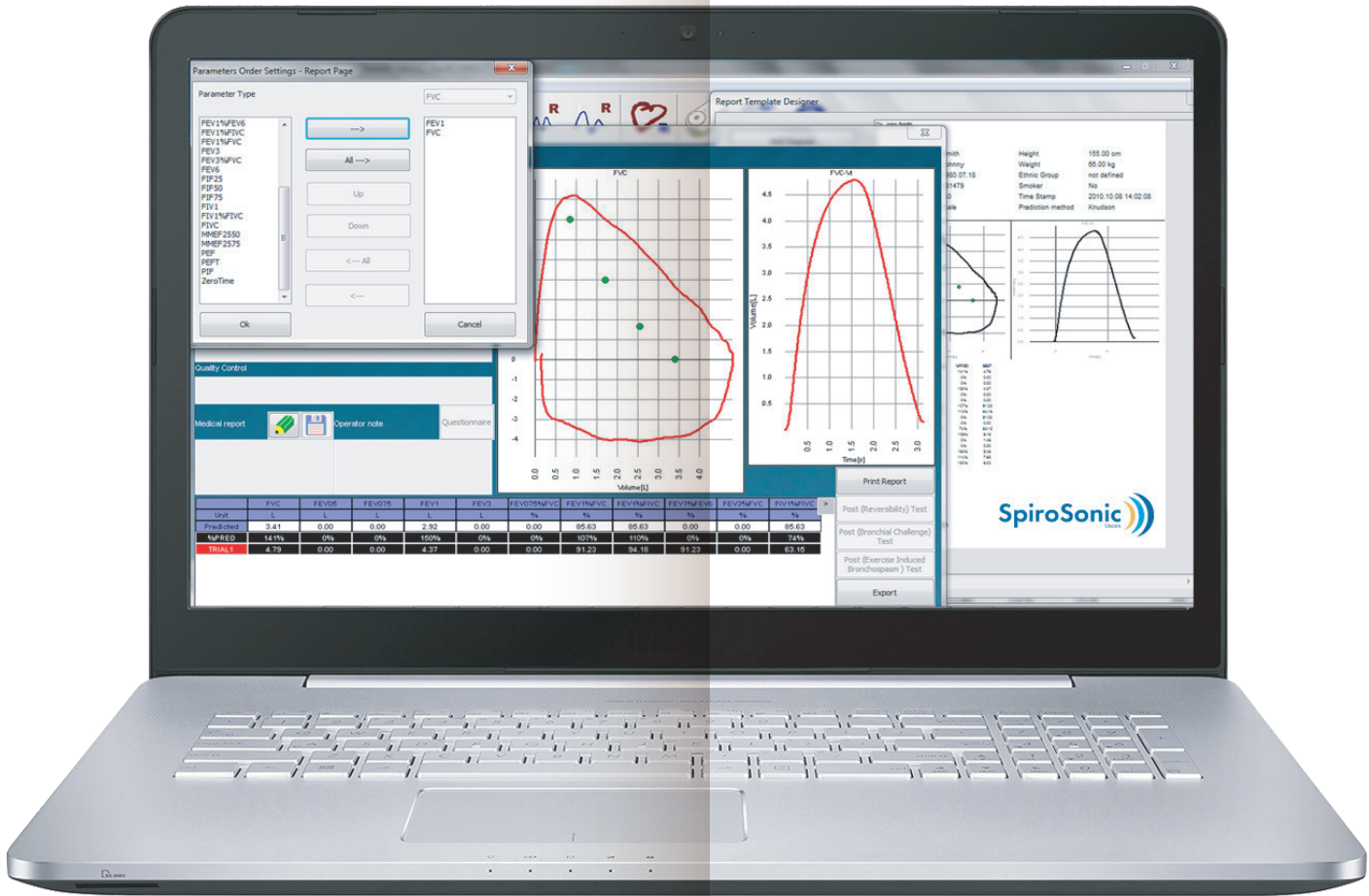
www.spirosonic.com
sales.eu@uscom.com.au
+36 20 435 6126
H-1119 Budapest, Boglárka utca 17.

PRODUCTS & SERVICES

Digital Multi-path Ultrasonic Spirometers:
Uscom SpiroSonic digital ultrasonic spirometers are high-fidelity, digital, pulmonary function testing devices based on multi-path ultrasound technology.

Non-invasive advanced hemodynamic monitor:
The Uscom 1A measures cardiovascular function using Doppler ultrasound to detect abnormalities and guide treatment

Supra-systolic oscillometric central blood pressure monitor:
Uscom BP+ measures blood pressure and blood pressure waveforms in the heart, using non-invasive cardiac catheterization.



ADVANTAGES

Uscom's SpiroSonic devices operate with ultrasound technology and low flow resistance that is suitable for children, elderly and sick patients as well.

The interactive patient instruction devices feedback to assist in optimizing the spirometry maneuver.

REFERENCES

The Netherlands: project with the Silverfit BV and Gelre Hospital, 1 300 000 EUR
Active Action, 78 000 EUR

Germany: MESA Medizintechnik GmbH, 20 000 EUR

PRIMARY TARGET MARKETS

France / Germany / Saudi Arabia

SANATMETAL LTD.

Sanatmetal is a 100% Hungarian-owned company that manufactures and distributes traumatology, spine surgery, dental and veterinary implants, and large-joint prostheses (hip and knee). Its leading solutions are developed in cooperation with Hungarian and international clinics, professors, keeping patient safety, and MDR regulations in view.

Sanatmetal is systematically looking for the ideas of surgeons and nurses, and supporting life quality improvement by advanced solutions. To achieve this, the company keeps its prices at a reasonable level and ensure that our systems and innovations are available for all users.

www.sanatmetal.hu
metal@sanatmetal.hu
+36 36 512 900
H-3300 Eger, Faiskola út 5.

PRODUCTS & SERVICES

Regarding the trauma line, Sanatmetal provides nails, plates, screws, and fixate externe systems. The company manufactures hip and knee prostheses as part of its orthopedic portfolio.

For both joint replacement lines, not only primer but also revision implants are available. Sanatmetal provides several services with its products: forecast-based manufacturing, reasonable delivery time, sterile and non-sterile packaging, customer service availability, instrument service, commercial support, marketing materials, and education throught the Sanat Academy.



ADVANTAGES

Magic - one of the best nailing systems of the world, minimized X-ray load during distal targeting.

Vortex – polyaxial plate system offers a solution for the whole body with 30 kinds of the plate and three screw diameters.

Pannon – complete range of hip prostheses for the sake of the patient, upon the decision of the surgeon.

Sanat Swing is a complete knee prosthesis system which provenly reduces postoperative pain. The product is present on the market since 2007 with more than 20,000 implantations.

Sanat Spine – semi-rigid bone regenerating fixation plus rigid and percutaneous systems are available and brand new 3D printed cage.

REFERENCES

Russia - first manufacturing site, 100% owned by Sanatmetal

PRIMARY TARGET MARKETS

Colombia / Mexico / Spain / France / China

KEROX DENTAL LTD.

Kerox Dental is a 35-year-old high-precision ceramics manufacturer based in the EU, with a production facility in Hungary. It manufactures and sells over 60 million high-tech ceramic products each year, specializing in creating the highest-quality dental zirconia on the market, backed up by our dedicated R&D and engineering team of 34 that only works on zirconia and alumina ceramics. Kerox has a unique pressing and sintering technology, with full quality management. Kerox Dental combines the most advanced qualifying methods and automatic inspection machinery and demanding multi-stage quality control procedures, resulting a 100% inspection of all parts. The company's motto is ,no technological compromise to quality.'

www.kerodental.net
peter.fabian@kerodental.net
+36 30 458 7984
H-2038 S3skut, Ipari Park, Kerox utca 1.

PRODUCTS & SERVICES

High-strength (HS) zirconia has optimal milling properties and is recommended for porcelain-fused zirconia framework restorations. The material accepts porcelain layering exceptionally well, and its low translucency perfectly covers abutments. It comes with high flexural strength (close to 1500 MPa) and higher fracture toughness for long-span bridges and cases where additional power is required. Ultra-High Translucent (UHT) version was developed to have aesthetics that resemble natural teeth. Not only does it come with lithium disilicate like translucency, but it is proven to be three times stronger at 1,175 MPa. It is optimal for full-contour anterior restorations but can also be used in the posterior due to the material's hard density.



ADVANTAGES

Kerox Dental never compromises its high standards or cut corners. Utilizing the latest technology, the very best raw materials, and the most experienced professionals in the industry, the innovative high strength/high translucent dental zirconia products have quickly grown to be admired and used by lab technicians and dentists from all over the world.

Kerox has customers in more than 50 countries worldwide, including Europe, North America, South America, Asia, Australia, and Africa, providing them superior customer service care, reliable on-time delivery, and competitive prices.

REFERENCES

The Ratava Group (USA)
Techeram Ld. (United Kingdom)
Denthouse AB (Sweden)

PRIMARY TARGET MARKETS

USA / Germany / Africa / Southeast Asia / Latin America

PI DENTAL MANUFACTURING LTD.

PiDental Manufacturing has 40 years of history in manufacturing dental equipment & machines used by dental technicians. In 1995, the company launched an intensive technical development activity, employing highly qualified workforce, introduced a new production technology, and entered the international market. 90% of its products is exported around the globe. The company often participates in International Dental Shows. PiDental is focusing on innovation, the technical development team always monitors market needs, constantly designs new machines or modifies older models to meet the current needs. The company's turnover and orders are continuously increasing.

www.pidental.hu
sales.pidental@pidental.hu
+36 1 2514 944
H-1141 Budapest, Szugló utca 83-85.

PRODUCTS & SERVICES

The traditional products used by dental technicians includes: Medium-frequency induction casting machines, Milling-unit 'Orthoflex', and the Polymerisation unit PM-20, PM-45.

PiDental's latest innovation is the Cad/Cam System, including the 'Cobra 4' compact 4-axis dental milling unit, the 'Cobra 6Xe' compact 5-axis wet & dry dental milling unit, the 'ZircoBurn' Zirconium Furnace unit and the 3D OpticalDental Scanners 'Cyber Scan' and Cyber Scan Art Plus.



ADVANTAGES

Pidental's philosophy: 'The best quality for a reasonable price'

PiDental offers its customers high-quality products and highly compatible devices, a big service team with fast support and after sales services as well. The technical assistance is an incredibly important question for the company. Its aim is that no user, anywhere in the world, should be prevented from working due to technical failures in the machines.

Most of the spare parts are manufactured in PiDental's own factory, which allows the company to provide continuous parts supply for its customers. Working with the biggest Cad/Cam innovation and having its own software development with end-user friendly interface makes PiDental an excellent partner. The company also provides free training in PiDental's laboratory.

REFERENCES

Azerbaijan, Australia, Belgium, China, Croatia, Czech Republic, France, Germany, Greece, Hong Kong, India, Italy, Japan, Kazakhstan, Korea, Latvia, Lebanon, Lithuania, Moldova, Poland, Romania, Russia, Saudi Arabia, Serbia, Slovakia, Spain, Switzerland, Taiwan, USA, Uzbekistan

PRIMARY TARGET MARKETS

Spain / Portugal / Austria / Dubai / UK

FF TECHNOLOGIES CO. LTD.

FF Co. Ltd. was established in 1949. Since 2005, it is a member of the Rév Group. With its history of more than 70 years, the company is a specialist in processing stainless steel and has been a major supplier of Western European companies since the 1980s. We specialize in customers from the food industry.

FF Technologies' state-of-the-art factory in Mezőtúr has been upscaling production every year. In 2016-17, the company acquired the entire hospital furniture manufacturing business of one of its German partners, and as a consequence, it is producing market-leading products in Hungary.

www.ffzrt.hu
revmatyas@ffzrt.hu
+36 30 203 4405
H-1101 Budapest, Kőbányai út 49.

PRODUCTS & SERVICES

FF Technologies' leading product portfolio is stainless steel trolleys and medical furniture from the cupboard system to functional trolleys and a stainless steel operating table. The top technologies are laser cutting, bending (long materials, flat materials, wires), milling, grinding, welding, electropolishing, powder coating, electrical assembling, glass gluing, blasting.



ADVANTAGES

FF Technologies' medical portfolio was awarded the Red Dot Award multiple times. The company's 70 years of experience, continuous growth, and development guarantees excellence and top quality products.

The hospital furniture product family was designed in Germany for the highest requirements and flexibility. All dimensions of the cupboard systems can be varied according to the customer's request with plenty of different accessories available.

REFERENCES

Stainless steel processing: Rational (Biggest conventional oven producer), Miwe (Bakery industry), Blanco Professional, Getinge Group

Medical portfolio: Kiel hospital, Dresden hospital, Saudi German hospital, Lübeck Hospital, Landau Hospital

PRIMARY TARGET MARKETS

Western Europe (other than Germany) / Eastern Europe / Russia / Middle East / Central Asia / Southern Africa

INHALO DSI LTD.

INHALO DSI HUNGARY Ltd. is 100% owner of the manufacturing rights and worldwide trade of the DSI Inhalo products. The company's designer shareholders work in brand building and design communication. They have also designed the shape of the DSI, which was awarded the Red Dot Design Award and the Hungarian Design Award.

The production facility was the 'Factory of the Year' in 2017. The owner of the manufacturing and assembly plant is a board member of INHALO DSI HUNGARY Ltd.

www.inhalodsi.eu
info@inhalodsi.eu
+36 70 883 8088
H-2030 Érd, Vízöntő utca 4.

PRODUCTS & SERVICES

Dry Salt Inhaler Systems for bronchial and nasal treatment of Asthma, Bronchitis, COPD, Sinusitis, Hay Fever, Congestion, Cold accompanied by its usual respiratory disorders. Excellent tolerance, no counter-reaction, no side effects, 100% natural.

Clinical study has proven safety, OTC Sales Certified for EU/Europe, and FDA registration for the USA. Highest quality, produced in the European Union. Award-winning design: RedDot Design Award & NOPE London 'Best New Speciality Health Product 2019'.



INHALO:DSI™
DRY SALT INHALER

ADVANTAGES

Air pollution has been a growing concern in major cities. Children's lungs can develop poorly due to air pollution, increasing the likelihood of developing asthma. DSI: Inhalo a company that designs and manufactures award-winning and all-natural dry salt inhalers, is a newcomer to the natural health market, and makes the benefits of salt crystal therapy convenient and accessible for all – 'a portable salt mine,' Adults and children can use the dry salt inhaler over the age of five for natural, drug-free relief from asthma, congestion, wheezing or coughing.

There are no side effects, and it helps reduce the number of asthma attacks in those living with the condition, plus reduces long-term drug treatment. Mouth and nasal inhalers are available, and both use unprocessed rock salt crystals in their natural form.

REFERENCES

UK - World Foods Brand Management
Germany - MedoVital
Saudi Arabia - TMA- AL. SAUDIA Est.

PRIMARY TARGET MARKETS

USA / Germany / Sweden / Turkey / China / UK

MOMERT CO. LTD.

The company was founded in 1967, by MOM (Hungarian Optical Works Budapest). The purpose of the foundation was to relocate the production to Dunaújváros. Momert is specialized in-home care, household appliances with high-quality plastic and metal processing. The firm is located 1 hour off Budapest Airport. MOMERT Co. Ltd. is 100% Hungarian-owned, its products are exported to more than 30 countries.

www.momert.eu
export@momert.hu
+36 25 555 130
H-2400, Dunaújváros, Papírgyári út 12-14.

PRODUCTS & SERVICES

Momert's main product groups are home care and baby care. The main products are semi-professional, professional, baby/child, personal and kitchen scales, baby care items such as nasal aspirators or manual and electric breast pumps, healthcare items like infrared lamps, humidifiers, diffusers and purifiers, home appliances such as coffee makers, mixers, toasters, hairdryers, heaters and ventilators.



ADVANTAGES

Momert is the designer, the manufacturer, and the contractor as well. It offers its items to buyers under its brands and on OEM basis. It provides long-term business cooperation, durable products, tailor-made business solutions, and a reliable supplier partnership.

Momert's specially optimized manufacturing lines produce only authentic, fault-free products and its operation is economical.

REFERENCES

Germany: ADE Germany Gmbh & Co, Soehnle Professional
Italy: GIMA
USA: Health-o Meter
Russia, Ukraine, France

PRIMARY TARGET MARKETS

Turkey / USA / India / Spain / UK

NOSIBOO

Nosiboo offers the highest quality hygiene products for tiny little noses worldwide. The idea of Nosiboo originated from the personal needs of two young engineer fathers whose families had to deal with sleepless nights after they had kids. Nosiboo cares to make every family moment happy by delivering well-designed, innovative medical solutions. The manufacturing company was established in Hungary, growing dynamically since 2011. The products are currently available in Europe, the USA and Asia.

www.nosiboo.eu
sales@nosiboo.com
+36 72 551 642
H-7622 Pécs, Siklósi út 1/1.

PRODUCTS & SERVICES

Nosiboo Pro electric nasal aspirator

Nosiboo Pro is a premium-quality, award-winning nasal aspirator for home use that cleans little noses quickly and effectively.

+ Nosiboo Pro Accessory Set

Nosiboo Go portable nasal aspirator

Nosiboo Go is the newest nasal aspirator, using the latest technology. This compelling, portable, and rechargeable device is ready to go anywhere!

+ Nosiboo Go Accessory Set

Nosiboo Eco manual nasal aspirator

Nosiboo Eco is handy, silent, and gentle, which makes it an ideal choice for nights.



ADVANTAGES

All nasal aspirators in the Nosiboo product family are premium-quality, medically-safe devices. The child-friendly design and innovative patented solutions are Nosiboo's signatures recognized by thousands of parents. A team of engineers, designers, and childcare specialists is involved in the development process. Thanks to that, Nosiboo nasal aspirators are effective and easy-to-use, providing comfort for the children and their parents. European manufacturing ensures the highest quality of Nosiboo devices.

REFERENCES

Korea: JDI Co. general distributor, yearly target: appr. 20.000 el. devices.

Japan: JCT Co. general distributor, yearly target: appr. 10.000 el. devices.

France: various B2B/B2C partners, yearly target: appr. 10.000 el. devices.

PRIMARY TARGET MARKETS

Brazil / Canada / Mexico / Russia / Thailand

RÉV AND PARTNERS LTD.

Rév and Partners’ main activity is trading with industrial gas equipment, high-pressure gas cylinders, valves, and other accessories since 1991. The company is the exclusive representative and distributor of Luxfer Gas Cylinders for seamless high-pressure aluminum and composite gas cylinders since 1994. It provides inspection and refurbishment plant of steel and aluminum gas cylinders. In 2005 RÉV founded and opened its cylinder refurbishing plant in Csongrád. Since 2017 it offers Portable Oxygen Concentrator (POC) manufactured by Precision Medical (USA).

www.gascylinders.eu
andrea.lakatos@gascylinders.eu
+36 30 849 5890
H-1101 Budapest, Kőbányai út 49.

PRODUCTS & SERVICES

Applications:

- Medical applications: home oxygen therapy, hospital care, nursing houses
- Industrial and speciality gases: cutting and welding gases
- CO2 and beverage: dispensing beers, lagers, ciders
- SCBA and life-support: fire fighting–breathing apparatus
- Scuba: diving cylinders and paintball
- Alternative fuel: CO2 fire extinguisher cylinders
- Cylinders, containers and trailers for bulk gas transportation
- Sampling cylinders

Precesion Medical Inc.:

- Portable Oxygen Concentrator (POC)
- Total Oxygen Concentrator (TOC)
- Oxygen Conserving Regulator (OCR)



ADVANTAGES

Rév and Partners offer to its partners the best quality products from the best suppliers. It follows and supports its clients during the products’ whole life cycle, including production, sales, warranty, maintenance, and other value-added services.

Fast and reliable business communication in local languages is guaranteed. With more than 30 years of business experience Rév and partners has the practice to find solutions to all needs.

REFERENCES

Linde, Air Liquide, Messer Group

PRIMARY TARGET MARKETS

Russia / Poland / Czech Republic / Romania / CIS countries



REX-SAN LTD.

Rex-San believes that everyone has the right to self-dependence. Every employee of Rex-San has been committed to this mindset since 1991 so the customers can enjoy freedom in an altered life situation. The tools produced by Rex-San help support hospital and home care, improve the quality of life and the mobility of disabled people. To demonstrate its dedication to continuous performance and improvement, the company is ISO-13485 certified, and have fulfilled the requirements of the 2017/745 MDR. Rex-San is proud to use Hungarian workforce in its Budapest factory.

www.rexsan.hu
hidasi.peter@rex-san.hu
+36 20 214 0616
H-1106 Budapest, Fehér út 10., 22/A épület

PRODUCTS & SERVICES

Rex-San’s orthopedic workshop offers custom-made/ custom-size solutions for patients with special needs. With its manufacturing partner factory, Rex-San produces all kinds of hospital and home care beds, whether it be electrically operated, hydraulic, or manual. Rex-San also designs new products based on tender specifications upon request.

Rex-San is the most proud of its rotating bed, which has been developed in partnership with a Hungarian university. In the company’s portfolio there are about 150 different orthopedic aids and other medical care products. Most of these products have long been used by thousands of patients for more than 25 years. The company’s manufacturing capacity is around 100,000 products per annum.

RS product family: metal walking aids and other medical care products: walking sticks, crutches, walking frames, wheeled walkers, shower and toilet chairs, toilet seat raisers, mostly available for children.

RB product family: orthoses manufactured in our sewing factory: various support braces for wrist, knee, elbow, ankle, shoulder, etc. Corsets, waist belts, lumbar and neck supports.

We also distribute orthopedic shoes and insoles, made in Hungary, and all kinds of custom-made prostheses.



ADVANTAGES

As a second generation European manufacturer family company in Medical Device and Rehabilitation field with a wide portfolio, the management has learnt how to adapt to new market challenges and customer needs.

Most of the products and services can be tailored for clients. Rex-San always strives to find a common ground with its partners, because based on their experience a trustworthy and reliable partner means more than anything in this fast changing world.

REFERENCES

Slovakia: 10 products on national reimbursement list, 10.000 orthoses yearly.

Kazakhstan: 200 Traumatologic beds to a new hospital department.

PRIMARY TARGET MARKETS

Russia / Kazakhstan / Romania / Serbia / Ghana

TAPASZTO OPTICAL LTD.

Tapaszto Optical Ltd. provides its partners with top quality conventional and frequent replacement, color and visibility-tinted contact lenses. It also introduced a line of advanced anti-aging Opto-Cosmeceuticals available through eyecare practitioners. Located in Hungary, in the European Union, Tapaszto Optic Ltd has been a purveyor of specialist and private label contact lenses, shipping to partners worldwide since 1993. Tapaszto Optical believes that a wide variety of ocular problems can safely be solved in a non-invasive way with contact lenses. Its selection is carefully chosen from the best products available from manufacturers worldwide, tested by its professionals, including ophthalmologists and optometrists, and is frequently updated.

www.eu-lens.com
info@eu-lens.com
+36 76 417 516
H-6000 Kecskemét, Csányi János körút 8.

PRODUCTS & SERVICES

The Ultrasilk branded contact lenses were designed using wavefront technology. The manufacturing process is a combination of the newest 21st-century diagnostic tools in ophthalmology and contact lens manufacturing, giving contact lens users sharper vision and better comfort.

With worldwide partner companies (contract manufacturers), Tapaszto Optical manufactures a wide range of contact lenses from conventional to daily disposable products.

With the newest wavefront-guided and myopia-

controlled contact lenses, Relaxlens by Ultrasilk, Tapaszto Optical is able to provide patients with optimized vision without compromises.

These lenses help decrease visual problems for computer users, such as tired eyes and computer vision syndrome (CVS). As a multinational contact lens manufacturer with a solid background and maintaining a good business relationship, Tapaszto Optic is a reliable partner on the local and international contact lens market.



ADVANTAGES

Tapaszto Optical's contact lenses are available under private labels, giving more unique possibilities to optical chains, wholesalers, and practitioners.

Fytofontana Cosmeceuticals Stem Cells line includes peptide-based advanced anti-aging serums and emulsions for the eye area containing the company's unique TrioStem3 Complex for maximum benefits.

REFERENCES

The contact lenses bear CE marks, the company is certified by ISO 13485.

Export: United States, Canada, Germany, Czech Republic, Croatia, Bosnia-Herzegovina, Malaysia, Singapore.

PRIMARY TARGET MARKETS

USA / Canada / Germany / Czech Republic / Croatia / Bosnia and Herzegovina / Malaysia / Singapore

ULTRAGÉL HUNGARY 2000 LTD.

Ultragél develops and produces special medical contact gels since 1997 in Hungary. Thanks to the individual structure of production exceptionally high-quality ultrasound gels can be produced. The yearly production capacity is more than 1,000 tonnes. The products are exported to over 50 countries. The key to its partners' satisfaction is the high quality of gels independent of the quantity. 18 gel products are offered in many packaging for different usage.

Ultragél's motto is ‚Gelly good solution’.

www.ultragel.hu
balazs@ultragel.hu
+36 1 278 3057
H-1023 Budapest, Bécsi út 4.

PRODUCTS & SERVICES

Ultragél's essential products are contact gels, like ultrasound gels, ECG gels, sports gels, and hand sanitizers. The manufacturing technology is closed, the company does everything from supplying the raw material to the delivery of finished goods. The most important raw material is water. Clear, purified water and cca. 5 more ingredients are used for the production. The technology and the know-how is the result of in-house development and testing.

These gels are cheap to mass produce for facilities where medical imaging is required, or the infection risk is high, and hand sanitizing is necessary.



ADVANTAGES

Ultragél has more than 20 years of experience. Its gels have an exceptionally high and stable quality and age well. The key advantage is the flexibility and a focus on the partner's needs. Both custom and contracted manufacturing are available. Thanks to the large capacity of production, fast delivery times can be accepted.

The products are continually improved to ensure the best quality, competitive products for the partners.

REFERENCES

Diagramm Halbach
Schwerte, Germany
Annual order: 184 452 EUR

000 Hunt
Poltava, Ukraine
Annual order: 38 657 EUR

Intersurgical
Madrid, Spain
Annual order: 53 154 EUR

PRIMARY TARGET MARKETS

Africa / Middle East / Far East

HERBÁRIA CO. LTD.

Herbária Co. Ltd was established in 1949 to collect, produce, process medicinal plants, and manufacture herbal teas. It offers different teas and tea mixtures in bags and filters, essential oils, cosmetics, food supplements, and natural food. Today Herbária Co. Ltd. is the market leader in the herbal product sector in Hungary.

The company has two factories in Hungary, processing about 370 tons of raw material a year and producing 150-180 kinds of teas, cosmetics, food supplements, and foodstuff. Most of the products are sold in about 100 Herbária brand shops and franchise shops across Hungary. Pharmacies, drugstores, and supermarkets have also become important sales channels in recent years. Private label teas are produced for Tesco, Auchan, Spar, Lidl, and other super- and hypermarkets. Herbária’s raw materials are exported to the pharma, food, tea, and cosmetics industry worldwide. and the finished products can be found not only in Europe but also in Canada and Japan.

www.herbaria.hu
oxana.jenei@herbaria.hu
+36 30 497 9443
H-1135 Budapest, Csata utca 27.

The experience of seven decades in the field of herb collection and processing makes the name Herbaria strongly connected to the idea of excellent quality. Its modern herbal-based products help preserve the balance between nature and people.

Herbária’s researchers and product developers combine traditional Hungarian knowledge with the latest scientific results. The products are manufactured from GMP quality medical plant raw materials, according to the ISO and HACCP quality assurance systems.



PRODUCTS & SERVICES

The following products are produced: herbs in bags and filters, herbal tea blends, functional teas, refreshing teas, cosmetics, hair-, body- and mouth care products, food supplements.



REFERENCES

- Japan: mono (one-component) herbal teas
- Canada: broad selection of mono (one-component) herbal teas
- Poland: hair care products

PRIMARY TARGET MARKETS

Middle East / South Korea / Japan / Scandinavia



MY MED LTD.

My Med has professional, technology-oriented, top-quality manufacturing standards and a most qualified personnel. Due to it history of over 15 years in the dental and medical field, My Med products can use state-of-the-art bleaching technology and professional aesthetic dermal fillers.

A certified company, My Med obtained the UNI EN ISO 9001:2015 certification for its Quality Management System and the UNI EN ISO 13485:2012 for it Manufacturing System and its brands received Certificates of Registration by EUIPO (European Union Intellectual Property Office).

www.my-med.eu / www.myfiller.eu
info@my-med.eu
+36 1 613 0045
H-1096 Budapest, Vendel utca 11.

PRODUCTS & SERVICES

Several My Med brands aredistributed worldwide by the most known and reliable partners. My Filler (professional aesthetic dermal filler) and My Filler Revitalize (mesotherapy product line) are present in Europe, the Middle East, North Africa, and Asia. My Med is currently expanding into new markets.

The My Med Area management is frequently in contact with its distributor partners and local Universities, Key Opinion Leaders, Medical Associations, clinical centers, doctors, and hygienists, supporting their requests and exchanging precious information for better service to develop its know-how.



ADVANTAGES

My Med Research and Development team is continuously looking for challenges and to develop its products and improve its exclusive formulas. Today, My Med R&D achievements are proven by the final users' satisfaction and comfort during and after the use of the products.

The My Med team developed several tools and marketing materials for optimal communication with medical professionals and patients, showing the results obtained and instantly informing them of the results.

REFERENCES

My Med Ltd. established partnerships with local distributors in over 30 countries in Europe, the Middle East, and North Africa. It received the Best Product of the Year 2019 by the renowned medical magazine, Infomedix International.

My Med products have competitive pricing and use the latest technologies, ingredients, and active principles.

PRIMARY TARGET MARKETS

USA / Brasil / Mexico / China / Australia

NATURLAND HUNGARY LTD.

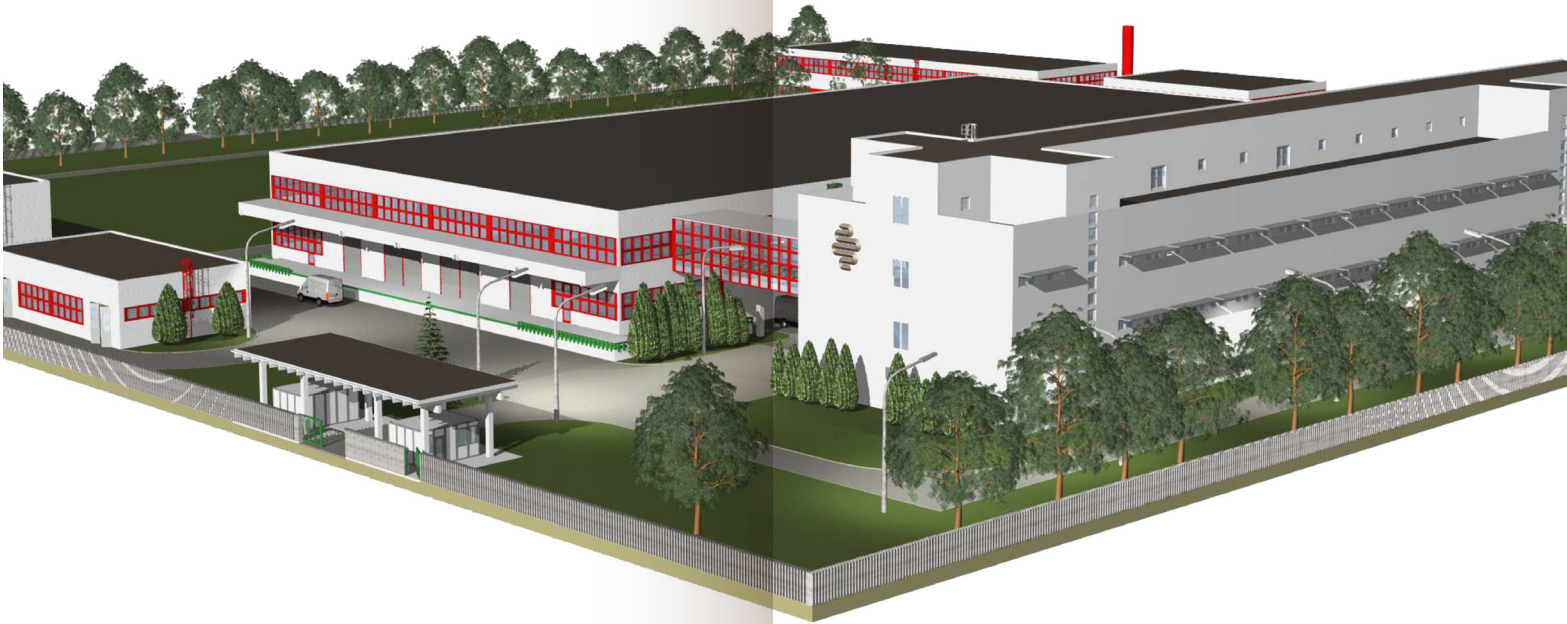
Naturland is a dynamic and respected producer of natural pharmaceutical treatments, herbal medications, and dietary supplements based in the European Union.

Good health is everyone’s greatest asset. Naturland strives to improve the quality of people’s lives by focusing on preventative healthcare products that promote well-being and safe, natural alternatives for the treatment of common illnesses and ailments that are free from unwanted side effects. At Naturland, traditional natural remedies are combined with the rigors of contemporary medical science.

www.naturland.eu
export@naturland.eu
+36 1 431 2019
H-1106 Budapest, Csillagvirág utca 8.

PRODUCTS & SERVICES

The current product portfolio includes finished pharmaceutical products and raw materials, paramedicines, food supplements, herbal and fruit teas, cosmetics as well as essential oils.



ADVANTAGES

Naturland’s products are manufactured according to GMP requirements. All raw materials are identified and controlled by our quality control laboratory. All suppliers’ certificate is inspected repeatedly. Used raw materials, including herbs and essential oils are of high quality, according to European Pharma Copea, which guarantees active ingredients and heavy metal and pesticide-free content.

Naturland is continually working on developing products with no artificial colors or preservatives. Its research and development activity is based on the traditional application of Hungarian herbs combined with modern science.

REFERENCES

Naturland products and other brands produced by Naturland can be found in many European countries, the Middle East and the Far East. Consumers can find the products in drugstores and pharmacy networks, among others in Taiwan and Malaysia. These regions make most of the company’s current export expansion at least similar volume as its non-domestic European operations.

PRIMARY TARGET MARKETS

Indonesia / Thailand / Vietnam / Nigeria / Philippines

MEDIFOOD HUNGARY INNOVATION LTD.

Medifood is a medical nutrition company offering nutritional support for people affected by disease-related malnutrition. It works to identify different medical conditions’ dietary needs and develop nutritional products based on the latest scientific evidence to contribute to medical treatments’ success. Disease-related malnutrition can be a consequence of many common diseases and conditions. Medifood strives to meet these diseases’ specific needs and conditions to improve clinical outcomes and bring forth recovery.

www.medifoodinternational.com
andrea.h.szabo@medifoodinternational.com
+36 20 260 5195
H-2045 Törökbálint, Tópark utca 3.

PRODUCTS & SERVICES

Medifood’s flagship product, MediDrink Plus, is food for particular medical purposes. (FSMP, EC directive 1999/21) In the form of an oral nutritional supplement it can be used as a sole source of nutrition for patients that require nutritional supplementation. Medifood also has an extensive condition-specific product range, including the MediDrink Platinum (for elderly patients), the MediDrink Pulmo (for pulmonology patients), the Neo (for oncology patients) and the Gastro (in the final stage of development),

Currently, Medifood is developing a surgery line, MediDrink OpLoad (a carbohydrate load before surgery), and PeriOp (for recovery), and MediDrink Kids for children above six years of age.



ADVANTAGES

MediDrink Plus contains a unique composition of nutrients that would be impractical to achieve through regular food intake alone. That is specially formulated to cater to the needs of patients suffering from disease-related malnutrition. MediDrink Plus is an innovative, research-based product that combines four beneficial features to help patients fight disease and recover more quickly: high in energy, protein, and Omega-3 content but low in carbs.

REFERENCES

- MENA region, represented by CelTeq Pharmaceuticals (Egypt, United Arab Emirates, Kingdom of Saudi Arabia, Kuwait, Iran, Iraq).
- Greece & Cyprus represented by PelmyPlus Medical SA.
- Romania, represented by Torus Pharma Company Ltd.

PRIMARY TARGET MARKETS

UK / France / Spain / Poland / Austria

VITAKING LTD.

Vitaking is a forward-looking, Hungarian company focused on developing and distributing nutritional supplements and other health products for Hungarian and international markets. Its mission is to provide a better quality of life by natural products. Every product contains a high concentration of active ingredients to achieve this goal. The dynamic expansion of the company lies in the recommendations of the loyal, satisfied customers and also distributors.

www.vitaking.com
judit.nagy@vitaking.com
+36 88 590 410
H-8200 Veszprém, Lőszergyári utca 5.

PRODUCTS & SERVICES

In the past two decades, Vitaking learned how to produce and distribute its products in alignment with its customers. It faced many challenges to make end products like pastilles, tablets, powders, jellies or chewable tablets from ideas through product development, to distribution, to deliver a reliable product family in high quality at a reasonable price. To ensure the quality of the products, the development is based on proprietary scientific research. Production is in line with the strict regulation of the European Union.

Vitaking offers a wide variety of safe and high-quality solutions to its customers, let it be about the healthy and robust immune system, skin, brain, heart, cardiologic system, joints, or even against diabetes and more. It offers the most suitable products for groups of all ages - children, teens, adults and seniors.



ADVANTAGES

For its products, Vitaking is always looking for the most effective ingredients and formulas in mind. It creates products only from and in quality that it is also happy to consume. The company thinks that its products contain nutrients necessary for everyone, which nutrients cannot or can hardly be provided through normal nutrition. Vitaking offers easy and fast order placing where all the personal information is handled confidentially.

Vitaking is dedicated to provide top-quality dietary supplement products to all of its customers. It formally expresses and documentst the quality expectations and performance requirements of the vendors, while ensuring their compliance with FDA Good Manufacturing Practices.

REFERENCES

International sales in Germany, Austria and Romania.

PRIMARY TARGET MARKETS

Poland / Italy / Spain / Great Britain / Croatia

VITAPLUS LTD.

VitaPlus Ltd. has been manufacturing, representing, and distributing dietary supplements, medical devices, nutritional nutritions for particular medical purposes and cosmetics since 2004. The company is Hungarian-owned, the owners and the management acquired considerable industrial experiences in national and multinational companies.

The main area of its activity is the Hungarian market, but its products are directly or indirectly present in several countries in Europe and outside of Europe, too.

www.vitaplus.hu / www.medistusantivirus.com
export@vitaplus.hu
 +36 1 239 0432
 H-1037 Budapest, Csillaghegyi út 19-21.

PRODUCTS & SERVICES

Vitaplus' flagship product, Medistus® Antivirus lozenge, is a class IIa medical device with an active ingredient complex containing plant-based substances.

Medistus® Antivirus is available in 7 countries in Europe in the frames of exclusive distribution agreements and still looks for distributors worldwide.

Vitaplus' product portfolio consists of more than 100 sorts of food supplements, including all dosage forms: chewing tablets, effervescent tablets, coated tablets, capsules, soft gel capsules, granules, syrups, liquids, drops, gummy vitamins.



ADVANTAGES

Medistus® Antivirus is a unique medical product, as its focus is on prevention, not on treatment. Its main advantage is that it helps prevent infections and respiratory diseases instead of treating already contracted illnesses. Its mode of action is unspecific, resistance development is not possible. All Vitaplus' products (including the food supplements) are manufactured at certified production plants. The company is flexible and innovative. It believes that continuous product improvement and innovation are the key elements of the success of its products and its customers.

REFERENCES

We have successfully launched the distribution in the frames of exclusive distribution agreements in some countries, e.g., in Sweden, in Bulgaria, in Greece and Cyprus.

PRIMARY TARGET MARKETS

Spain / UK / France / Italy

CONTACT

INFORMATION

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HEPA

Hungarian Export
Promotion Agency