
M E D I C A

Export Market Visit

15-18 November 2021

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Wales is a self-governing constituent country of the UK and the Welsh Government is the devolved Government for Wales.

Devolved since 1999, the Welsh Government's decision-making powers within a small and joined-up country mean we can cut red-tape and act fast.

They also mean we are responsible for our own economic development, working with business to create a prosperous; green and equal economy.

Wales has a strong industrial heritage that has shaped our confident, creative and ambitious economy of today. We have strength in depth in advanced manufacturing, creative industries, energy and environment, financial and professional services, food and drink, life sciences, and technology.

Our commitment to sell Wales to the world has never been more focussed and this mission provides an ideal platform for us to build on established links and discuss future export opportunities.

Wales means business.

Chief Executive Officer (CEO) Dr Elin Haf Davies has over 22 years' experience within regulatory and rare disease treatment (European Medicines Agency and Great Ormond Street Hospital). Dr Davies created **Aparito** to ease the burden on the clinical staff and transform the patient experience, and is now recognised as a leader in the med-tech space.

Aparito was awarded "Digital Health Innovators of the Year" and "Best Remote Patient Monitoring Solution" in the Global Healthcare and Pharmaceutical Awards 2020. Aparito is a patient focussed med tech company improving the patient experience on a global scale across all continents for over 6+ years.

Product/Service

Aparito is a med-tech company specialising in capturing patient generated data and digital endpoints remotely, with a specific expertise in decentralised and hybrid studies. As a leading provider of mHealth and remote patient monitoring technology with specialist regulatory and clinical expertise, with its technology it is possible to capture real-world patient data through a variety of sources. These include eQuestionnaires, videos, voice, pictures and wearable device integration.

Objectives

Aparito would like to engage with other patient focussed companies to continue to improve the patient experience globally.



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Bee Robotics is a privately-owned company based in North Wales UK established in November 1999 and is celebrating their 20th anniversary in business this year.



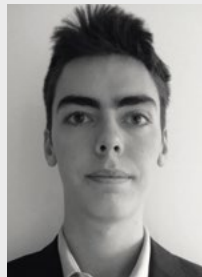
The company occupies five industrial units, which houses its manufacturing and design facilities and has become well established in providing automated robotic instruments for the biotech industry offering OEM solutions for a wide range of applications. The company is accredited to ISO 13485 2016 and is well versed in the approval process for instrumentation covering CE, MET Labs, and SFDA.

Product/Service

Bee Robotics product range includes semi and fully automated liquid handling robotic instruments for molecular and western blot applications, microarray processing, DNA extraction, sample processing and other bespoke instruments for various diagnostic assays. With its team of software, hardware and electronic engineers together with its 3D printing and CNC capabilities, Bee Robotics can develop instrumentation to exact client needs in a timely and cost effective manner with the added bonus of having manufacturing facilities.

Objectives

Bee Robotics works closely with manufacturers of diagnostic kits who have a need for automation. Its goal is to expand its client base and product range through these collaborations and provide high quality and cost effective instruments for the biotech industry.



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Biocatalysts is a global biotechnology company that has been producing speciality enzymes for a variety of industries for over 35 years. The company has been providing specific enzymes into the diagnostic field for several years and has recently launched Proteocut K to the life science market.

Biocatalysts has taken its commercial knowledge of producing enzymes at an industrial scale and applied them to producing high-quality, cost-effective enzymes. The company has been built on an ethos of actively working with customers to develop enzyme-based solutions that meet customer challenges.

Product/Service

Biocatalysts offer off-the-shelf enzyme products, an award-winning customised enzyme discovery, development and manufacturing service (EDM) and contract manufacture of your enzyme in its new world class enzyme manufacturing facility. This EDM service offers customers the opportunity to identifying novel enzymes that fit their specific manufacturing or processing needs. The company utilises its knowledge of enzyme chemistry to develop, scale up and manufacture enzymes that are fit for purpose.

Objectives

Biocatalysts attend industry events to meet new potential partners and to offer innovative solutions for the

customer to meet their specific requirements. The company would also like to understand the different market needs and develop enzymes that meet certified standards, provide process efficiencies, cost savings and continuity of supply.



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Blackwood Embedded Solutions is an expert in the design of electronic products for a broad range of sectors, including medical, automotive, finance and consumer. The company has a proven track record of getting clients to market within the shortest time possible, and they return to work with Blackwood Embedded Solutions time and time again.



With a high percentage of clients in the medical sector, Blackwood Embedded Solutions works to exacting regulatory standards which result in more robust products. The company works to ensure that all production level embedded code is produced to MISRA guidelines.

Blackwood Embedded Solutions has a keen eye for quality and is ISO 9001 accredited but can also work within clients' quality management systems (e.g. ISO 13485). Support can be provided in risk analysis and FMEA analysis throughout the design process to meet the ISO 14971 standard.

Blackwood Embedded Solutions often develops hardware and software in parallel to meet tight deadlines. The company is also happy to work collaboratively with other design agencies as appropriate to deliver the best outcome for the client.

Product/Service

Blackwood Embedded Solutions provides electronics and software R&D for medical devices.

Objectives

Blackwood Embedded Solutions is seeking new medical electronic and software design projects to work on.



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Bond Digital Health is dedicated to making lateral flow better with data. It is the only company in the world offering bespoke digital products and services specifically for lateral flow diagnostic devices. Bond is digitising an entire industry and helping with global efforts to decentralise health testing.



Product/Service

Bond has developed a digital platform purpose-built for lateral flow, called Transform[®]. Featuring mobile apps, cloud data management and real-time web dashboards, Transform[®] offers secure cloud connectivity, and is fully regulated and compliant with medical device software regulations. Different versions of Transform[®] are now in-market, powering next-generation COVID-19 antibody and antigen tests.

Objectives

Bond believes in making diagnostics better with data. That's why it's leading the digital transformation of the lateral flow industry. It aims to establish itself as the strategic digital ally of the industry and to become the go-to digital technology thought leader.



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Brainbox is the UK's leading provider of non-invasive brain stimulation solutions. Brainbox brings together decades of first-hand experience to support world-leading neuroscience projects through the development and implementation of cutting-edge technologies for use in clinical and research environments.



Product/Service

Brainbox's produces the nurostym tES system, a state-of-the-art transcranial electrical stimulation (tES) device for use by clinicians in the treatment of neurological and mental disorders. tES is a non-invasive method of brain stimulation that passes weak electrical current through the cortex in order to alter brain activity and plasticity.

The nurostym tES is the world's first device to be CE-certified for use with tDCS, tACS, and tRNS modalities: different methods of applying electrical brain stimulation that can be safely used in clinical or research applications. Intended therapeutic applications include neurological conditions such as chronic pain, aphasia, migraine, memory disorders and Parkinson's disease, or in psychiatry for depression, schizophrenia, and addiction disorders.

Objectives

Brainbox is looking to meet with new distributors to expand the sale of the

nurostym tES system into new markets worldwide, and to introduce the device into a larger clinical market.



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Founded over 25 years ago, **CellPath** is a UK based, family-run company meeting the needs of Cellular Pathology, specialising in the manufacture and worldwide supply of products, consumables and services to the Histopathology and Cytology markets.



The company prides itself on the supply of innovative, well-proven products, manufactured to a very high standard. With an in-house state of the art injection moulding capability, CellPath manufacture many of the plastic products that are used in the modern Histology and Cytology laboratories. The ability to sell directly from manufacture to end users, enables cost-saving without compromise on quality and service.

Over the last couple of years, the company has won numerous awards in their industry for product innovation and export achievements. CellPath was also crowned Welsh Business of the Year in 2018.

Product/Service

CellPath specialise in the manufacture and worldwide supply of Histopathology and Cytology consumables, equipment and services.

Objectives

CellPath will be showcasing both existing and new products, and hope to meet with a number of potential distributors, as well as welcoming existing contacts.



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Clarity is a point-of-care reader developer and application specialist. Having developed point-of-care assays for clinical and veterinary markets, Clarity understands the requirements for accurate, flexible and cost-effective reader solutions.

The Clarity Reader and Clariscan™ App are ideal for the new generation of Lateral Flow (LF) biomarker-based tests that require high-resolution, quantitative, lab-quality results in a hand-held point-of-care device. Clarity is pleased to be working with manufacturing partner Davlec.

Product/Service

The Clarity LF Reader™ is a hand-held, battery powered IVDD for both veterinary and human diagnostic applications. Its purpose is to analyse Lateral Flow Devices to determine quantitatively the levels of a panel of analytes in a sample. It can read three LF strips simultaneously, enabling it to deliver a multiplex result several analytes. The Clarity Reader is accompanied by the Clariscan™ mobile phone/tablet application which displays results and transmits them to a secure Cloud-based database.

Objectives

Clarity is looking to meet as many companies as possible from all geographies, including:

- Clinical and veterinary diagnostics companies
- Veterinary genetic/breeding companies
- LF test manufacturers
- Diagnostic instrument companies
- Manufacturers of LF test components
- Diagnostics App companies
- Health insurance companies



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Davlec is an electronics OEM and CEM, with almost 40 years experience working within many fields of industry, including: metrology, medical, telecommunications, automotive systems, mass spectrometry, gas detection, veterinary equipment and asset tracking.

With an in-house design team and the ability to provide solutions from prototyping to full box build, Davlec has become an ideal strategic partner for anyone looking to utilise electronics in their own products or systems. This has led to many collaborative projects, with organisations including Rade, Ambic, Taylor Dowding and Clarity Biosolutions.

Product/Service

Davlec, working with Clarity developed The Clarity Lateral Flow Reader™, a hand-held, battery powered in vitro diagnostic device (IVD) for both veterinary and human diagnostic applications and the lab based Intellirack. Their purpose, to analyse Lateral Flow Devices (LFD) to determine the quantitative levels of a panel of analytes (targets) in a sample.

The Clarity Reader is accompanied by the Rade developed Clariscan™ mobile phone (or tablet) application (APP) and the intellirack utilises a windows based platform.

Objectives

Daveloc is looking to meet strategic partners in the following categories:

- Clinical diagnostics companies
- Veterinary diagnostics companies and breeding specialists
- Design companies.
- Companies developing apps for diagnostic tests
- Health Authorities
- Companies look for electronics/hardware solutions.



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Eakin Surgical (formerly Single Use Surgical), was founded twenty years ago in response to the challenges faced when cleaning surgical instruments. Hospitals identified that difficulty in cleaning surgical fine lumen suction tubes created a high risk of patient-to-patient cross-infection. Extensive consultation with hospitals and clinicians has led Eakin Surgical to develop a wide range of single use suction tubes and other surgical equipment. The instrument design aims to match the high quality, ease of use and functionality of the reusable equivalent, and is guaranteed clean and sterile whilst delivering cost and efficiency savings.

The company's mission is to enable safer operations and improved patient outcomes by provision of high-quality surgical solutions. It works closely with healthcare professionals to identify improvements to products and bring new solutions to market. Today, Eakin Surgical is part of Eakin Healthcare Group est. 1974, in order to provide innovative products that focus on offering a better patient experience. The Group still works with this goal at its heart, and now with extensive experience of manufacturing and supplying medical products to the healthcare industry. Group vision is always to put safety first, while providing sustainable outcome-led solutions for operating rooms worldwide that address modern healthcare challenges.

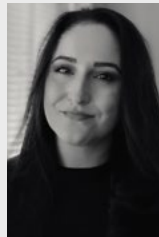
Product/Service

Eakin Surgical product range includes suction tubes, smoke evacuation, pulse lavage, metal instruments, forceps, retractors, rongeurs, suction irrigation, cannulas, and needles.

Objectives

Eakin Surgical objectives are:

- To meet with current distributors and search for new international distributors
- Increase brand awareness within the global market
- Grow its worldwide presence
- Identify potential new products.



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EKF is a global medical manufacturer of point-of-care (POCT) devices and tests including hemoglobin tests, HbA1c tests, glucose and lactate tests. EKF also manufactures and sells central laboratory analysers and reagents as well as enzyme development and fermentation facilities in the USA.



EKF is headquartered in Cardiff, UK and has manufacturing sites in Magdeburg, Germany and in San Antonio and Elkhart, USA.

Product/Service

EKF provide point of care analysers and tests, central laboratory analysers, reagents and controls.

Objectives

EKF is looking to meet with its existing distributor base, as well as meet with potential manufacturing and licencing partners and meet with potential distributors.



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Forth is an innovative biomarker tracking platform which helps people navigate their way to better health. The company does this by analysing over 50 key biomarkers which are essential for good health and performance, alongside an intuitive personal health dashboard which gives expert advice and supports people on how to improve.



Product/Service

In 2021, using the latest techniques in artificial intelligence, Forth company launched its ground-breaking FemTech product, Female Hormone Mapping, which predicts how a woman's four key hormones fluctuate over their entire menstrual cycle.

Objectives

After successfully launching the in UK in 2017, Forth is now looking to expand its service to other markets within Europe.



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Hybrisan is a team of advanced antimicrobial specialists, engaging in cutting-edge research and development to bring products to the market for a range of industrial and medical requirements.



Its team calculate, develop, and implement bespoke solutions to help decontaminate environments in an effective, eco-friendly, and safe way. It works with clients by understanding their needs and processes, enabling it to research, develop and commercialise products to meet their needs. Hybrisan prides itself on developing and implementing its processes to the highest standard, including testing and quality controlling their product range in-house and providing ongoing training and support.

Hybrisan's key areas of expertise includes antimicrobial technology, materials and scale-up of electrospinning processes to a commercially viable scale.

Product/Service

Hybrisan products include wound dressing technology and a range of alcohol free sanitiser.

Objectives

Hybrisan's objectives are to launch its disruptive wound dressing technology, build relationships with the medical sector and promote its range of sanitisers.



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Lion Laboratories is an expert in the field of breath alcohol analysis and breath alcohol testing. Established in Cardiff, Wales by Dr. Tom Parry Jones OBE in 1967, the company is recognised as the pioneers of alcohol in breath testing technology.



Lion Laboratories designed, developed and introduced the electrochemical fuel cell alcohol sensor technology, so enabling the modern alcohol breathalyser to be introduced for worldwide use. All of Lion's handheld electronic screening instruments use this technology as do many of Lion's competitors. Lion operate from its purpose built facility in Barry, Wales, UK. The company has experts and specialists who provide: instrument design and development, software design and integration, as well as manufacturing all of the handheld instruments within its portfolio. Lion Laboratories also provides infrared (IR) evidential instruments which are manufactured and supplied from its sister company CMI, based in Owensboro, Kentucky USA.

Product/Service

Lion Laboratories products include:

- Professional hand held breathylizers.
- Evidential breathylizers.
- Interlock system for vehicles.
- Passive, rapid test breathylizers.

Objectives

Lion Laboratories is looking to introduce the professional handheld

and evidential breathylizers to the law enforcement agencies, and present to the decision makers. The company would also like to identify an appropriate distributor in Medica for the commercial sector, for its interlock systems.



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Llusern Scientific are an exciting new company, born from a shared desire to make a difference. Llusern have created the first truly affordable molecular diagnostic platform. The portable and easy to use Lodestar DX device takes the complex – and makes it simple.



An internal algorithm converts molecular reaction data into a simple 'positive' or 'negative' result. Llusern's first product on the market is a rapid, sensitive COVID-19 test.

The COVID-19 test consists of three components – an easy to use minimally-invasive nostril swab, a molecular LAMP assay and Lodestar DX. No sample processing is required, swabs are dipped directly into assay tubes and results are returned within 30 minutes. More sensitive than lateral flow tests but quicker and easier than PCR, the test is ideal when there is a need to know confidently that someone is not infectious with covid – for example before travel or hospital visits. Llusern's test is also an excellent choice for when throat swabs are not suitable – for example, in vulnerable patient groups such as very young children. Lodestar DX is compatible with patient management systems for easy data handling. Please come and see the device being demonstrated and find out at the Llusern stand.

Product/Service

Molecular Diagnostics.



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MediWales is the independent life science network for Wales. As the networking and representative body for the sector, we have grown rapidly in the last 2 years with now over 200 members.

We create business opportunities and partnerships for our members which include the Welsh NHS health boards and trusts and significant medical technology and pharma companies, clinical research groups and universities.

We support our community with independent one to one advice on market access, finance and funding, international trade, supply chain and on identifying collaborative partners.

We run a very popular events programme including regulatory updates, innovation adoption and NHS procurement, finance and funding, clinical unmet needs and our special interest groups for medical technology, pharma and natural compounds.

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Ultrasound Technologies has over 30 years history of developing state of the art medical electronic products for itself and other medical companies, all manufactured and distributed from its fully medical CE and JPAL approved manufacturing plant in Caldicot, South Wales.



Product/Service

Ultrasound Technologies main product ranges are:-

- Fetal and vascular dopplers, including the market leading paediatric nephrology vascular doppler and vascular veterinary doppler, with over 100000 units in use world wide
- Fetal monitoring with the highly integrated fetatrack 310s2. One unit covers both antepartum and intrapartum applications, with simple to use upgradeable digital transducers.
- Colonography with CO2 insufflation using the state of the art MedicCO2LON CO2 gas insufflator to allow safe and pain free colonic insufflation.
- New at Medica this year, a state of the art digital neuro muscular stimulation system.

Objectives

The Company's objectives at Medica are to connect with existing

distributors and introduce any new products and to update the distributors on changes to existing products, to meet new distributors and dealers world wide.

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