
THIS IS EXPORT. **THIS IS WALES.**

MEDICA 2024

Export Market Visit

10–15 November 2024

tradeandinvest.wales





Member of  **MEDICAlliance**

DÜSSELDORF, GERMANY

11-14 NOVEMBER 2024

This is Export. **This is Wales.**

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Pierhead, Senedd and
Wales Millennium Centre, Cardiff Bay

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.

Agile Kinetic is a software as a medical device (SaMD) company specialising in advanced clinical movement analysis for remote and in-person monitoring of progress, deterioration, and response to interventions.

Solutions are developed for the healthcare sector with the aim of reducing the need for in-person appointments, while increasing the amount of clinically relevant data for prediction, optimisation and early intervention.

Product/Service

The flagship MoveLab® cloud software uses both vision-based or smartphone sensor-based data to carry out movement assessments which track range and quality of motion of multiple joints, as well as digitising clinical movement assessments including Gait Analysis, Timed-Up-and-Go, and 30 Second Sit-To-Stand. Analysis can be performed using clinician or patient devices, either in-person or remotely, with applications across orthopaedics, MSK, neurology, healthy ageing, orthotics and prosthetics.

Objectives

Agile Kinetic aims to expand MoveLab®'s presence in the global healthcare market by forging strategic partnerships with medical device companies, pharmaceutical firms who

can leverage MoveLab for research and post-market surveillance. Additional aims include connecting with investors, distributors and research institutions to support planned market entries into the US and EU.



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Bee Robotics is a privately-owned company based in North Wales, UK established in November 1999 and is this year celebrating their 25th anniversary.



With in-house design and manufacturing, the company has become well established in providing automated robotic solutions for the biotech industry, offering OEM solutions to a wide range of applications. The company is accredited to ISO 13485:2016 and is well versed in the approval process for all instrumentation covering IVD, CE, MET Labs, and SFDA.

Product/Service

The company's product range includes semi and fully automated liquid handling robotics for Molecular and Western blot applications, microarray processing, DNA extractions, sample processing, and other bespoke instruments for diagnostics.

With their team of in-house software, hardware and electronic engineers, together with 3D printing and CNC capabilities, they develop instrumentation to meet client needs in a timely and cost-effective manner.

Objectives

The company works closely with manufacturers of diagnostic kits who have a need for automation. Their goal is to expand their client base and product range through these collaborations and provide high quality and cost-effective instruments for the biotech industry.

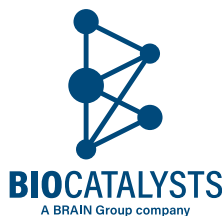


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Biocatalysts are a global biotechnology company producing speciality enzymes at commercial scales for a variety of industries, such as food, flavour and fragrance, pharmaceutical, life sciences, fine chemicals and many more.



The company's state-of-the-art facility has a vertically integrated manufacturing process that optimises the large-scale production of novel enzymes, fermented proteins, and pharmaceutical biocatalysts.

Product/Service

Biocatalysts offer off-the-shelf enzyme products and a customised enzyme development and manufacturing service. Biocatalysts have the tools and flexibility to provide tailored solutions specific to customers' needs and can deliver rapid enzyme scale up from discovery through to full commercialisation.

Biocatalysts develop and manufacture speciality enzymes for both food and non-food applications. More specifically this can include enzymes for flavour enhancement, the production of 'enzyme modified cheese', the hydrolysis of whey protein for the sports nutrition and infant formula markets, reprocessing of meat and fish to produce value-added ingredients, and for the hydrolysis of plant protein substrates to produce vegetable protein hydrolysates for increasing protein in a wide variety of food applications.

Objectives

Medica will provide the opportunity to meet new technology partners, to understand the latest industry challenges and how biotechnology and Biocatalysts' experience and knowledge can improve process efficiencies and innovation for new and existing customers.



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Biophys is a Welsh life sciences consultancy with a proven track record of finding innovative solutions for its clients.



Biophys was born out of the need for innovative biology-based products and services in resource-constrained industry environments. From its inception in South Africa in the late 1990s and its move to the UK in 2008, it has catalysed high-impact solutions to real-world biotechnology, microbiology, chemistry and MedTech-based healthcare problems. The core team represents an experienced blend of scientific knowledge, business development, product development and regulatory expertise. **We** actively support a portfolio of diagnostics, medical devices, novel antibiotics and vaccines relevant to both human and animal health applications.

Product/Service

Biophys offers consultancy services to a diverse range of life science applications. The company has a growing internal product development portfolio with solutions for respiratory health, women's health and liquid medication delivery. New to 2024, Biophys also provide access to lab-based services through its state-of-the-art containment level 2 laboratories suitable for microbiology, cell, analytical and molecular investigations. The company is interested to meet with any life sciences company who may need our support to continue development of their products and services.

Objectives

Biophys objective for attending Medica 2024 is to meet new clients, suppliers and potential customers for its current product development portfolio. This

is done with a view to both expanding the company's market reach and, more broadly, to being able to increase its contribution to the Welsh life sciences economy. At Medica 2024, the company is looking to meet and network with representatives from:

- infectious disease IVD manufacturers with focus on respiratory health and foodborne pathogens;
- the women's health sector with focus on feminine sanitary products, and the
- medication delivery sector.



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Biozone Scientific is a global leader in air and surface purification technology, dedicated to creating healthier and cleaner environments across various industries.



With a commitment to innovation and excellence, Biozone Scientific develops advanced solutions that tackle the toughest air quality challenges, from eliminating odours and reducing airborne pathogens to controlling grease and mould. The cutting-edge products in Biozone Scientific's range are powered by Photoplasma™ technology, and designed to deliver effective and sustainable results, making them a trusted partner for businesses in hospitality, healthcare, food service, and beyond. The product range consists of air purifiers like the POWERZONE, AIRCARE, and PURIZONE, as well as specialised systems for HVAC, ice machine sanitation and kitchen hood cleaning. These solutions are engineered to meet the highest safety and performance standards, providing peace of mind and improved well-being for clients and their customers. Whether addressing odour control, surface disinfection, or air quality improvement, Biozone Scientific continues to create cleaner, safer indoor spaces worldwide.

Product/Service

Air Range – Chemical-free hygiene and odour control solutions designed to improve indoor air quality.

Surface Range – Automated cleaning and equipment protection for HVAC systems.

Ice and refrigeration range – Automated cleaning and equipment protection for Ice Machines.

Objectives

Find distribution partners for its products to enable us to grow the company's footprint in the European Medical Market. Grow the brand in air and surface disinfection through exposure and partnerships.



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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. Blackwood Embedded Solutions 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

- Electronics and software
- R&D for medical devices

Objectives

Seeking new medical electronic and software design projects to work on.



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CellPath is a UK-based company specialising in the manufacture and worldwide supply of consumables, equipment, and services to the cellular pathology sector.



CellPath is synonymous with innovative, precise and well-proven products manufactured to a very high standard. The company has a state-of-the-art injection moulding capability at the company's headquarters in Wales, allowing us to differentiate ourselves in the marketplace by directly manufacturing many of the plastic products used in modern histology and cytology laboratories. Expansion and infrastructure investment over recent years have increased its manufacturing capability, allowing us to introduce additional products to the market such as chemicals, stains, tissue marking dyes and fixatives. CellPath has a continuous improvement process built around a strong desire to maintain a high level of quality, and are currently certified to ISO 13485:2016 standards.

Product/Service

Anatomical Pathology equipment, consumables and services.

Objectives

To meet with potential distribution partners and expand CellPath's global outreach as part of the StatLab Group.



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Corryn Biotechnologies is working to redefine the standard of complex wound care.



The novel “Advance Tissue Repair Platform” wound dressing technology will reduce the physical and psychological impact of wound care on both patients and carers – by fabricating advanced resorbable tissue scaffolds as wound dressings directly onto patients, without ever contacting the wound. The safety and usability of Corryn’s ATR Platform has been demonstrated in preclinical studies. The company is currently seeking clinical wound care experts and early adopters to support us to move to clinical trial and market approval. In addition, the company has made available a saleable device for R&D applications, and would be interested in meeting with veterinary staff, private or public research centres and manufacturing organizations, who would be interested in our novel fabrication technology.

Product/Service

Corryn Biotechnologies’ Advanced Tissue Repair (ATR) Platform is a medical technology platform being developed to address the challenge of chronic and complex wounds, such as venous leg ulcers, diabetic ulcers, pressure sores, and similar. Corryn’s focus, combined with European and US healthcare systems well documented challenge of chronic wounds and the associated healthcare costs, make this project an excellent fit for the scope of this support program. Recent independent studies found that 0.2% of the European population is suffering with a chronic wound, and these numbers are rapidly rising with comorbidities such as diabetes. This results in a global wound care product market of EUR19.6B The combination of Corryn’s core mission to redefine the standard of chronic and complex wound care, with

the clear challenge faced by healthcare services worldwide due to these wounds, makes the European market an excellent beachhead for Corryn’s global development, and one which can be significantly impacted via attendance and presentation at events such as Medica.

Objectives

- Demonstrate latest product lines from Corryn Biotechnologies to experts in the wound care field including clinicians and business development personnel
- Identification of suppliers for medical product manufacturers and key suppliers Export Market Visit objectives
- Networking with key opinion leaders in the wound care field in EU, UK and US
- Identification and meetings with EU, UK, and US, budget holders representing early adopter potential



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Fibrax is a UK-based manufacturer specializing in the production of rubber, plastic, and silicone components for various industries, including automotive, industrial, and electronics.

Founded in 1911, the company has a long history of innovation and expertise in polymer technology. Fibrax's products are used in critical applications such as cable management, sealing systems, and vibration control, ensuring high performance and durability. With a commitment to sustainability, the company implements environmentally friendly practices and continuously invests in advanced manufacturing processes. Fibrax operates globally, with facilities in the UK, Poland, and Morocco, serving a wide range of international clients.

Product/Service

Fibrax offers a comprehensive range of products and services centered around advanced injection moulding capabilities. Specializing in the use of materials such as vulcanised rubber, silicone, thermoplastics, and thermoplastic elastomers, the company produces high-quality components for a variety of industries, including automotive, industrial, and electronics. Fibrax provides a full design and development service, supporting clients from initial concept through to final production. Their engineering team works closely with customers to create bespoke solutions that meet specific technical requirements. Manufacturing operations are strategically located in the UK, Poland, and Morocco, allowing Fibrax to serve its global client base with efficient production and delivery services.

Objectives

Fibrax mission for the trade visit to Medica 2024 is to investigate and understand diversification opportunities within the medical market, with a focus on expanding its product offerings to meet the specific demands of the healthcare industry. The company aims to explore emerging trends, technologies, and partnerships that can support its strategic entry into the medical sector. Additionally, Fibrax is committed to securing UK manufacturing capabilities that will ensure the delivery of high-quality, locally produced components, reinforcing its commitment to reliability, innovation, and sustainable growth in the medical market.



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Genmed Enterprises International is a privately owned medical device manufacturer specialising in minimally invasive access surgery.



The company produce a comprehensive range of disposable trocars, monopolar instruments, retrieval bags, suction irrigation, and Veress needles, all of which have received MDR accreditation. Genmed offers a highly valuable proposition to its customers, backed by a management team with over 30 years of combined expertise in the design, development, marketing, sales, and manufacturing of medical devices. The core competitive strength lies in our one-piece flow integrated production process, enabling to deliver high-quality devices at a lower cost. At Genmed, a priority is building close working relationships with healthcare professionals to thoroughly understand the specific needs and requirements of each medical specialty. This deep understanding allows us to stay at the forefront of innovation and ensures our product range consistently evolves to meet the demands of end users. The company is committed to aiding healthcare professionals in enhancing safety and efficiency in surgery while improving patient outcomes.

Product/Service

Genmed is a well-established provider in the UK market and collaborates closely with international partners to support the growth and development of our global business. The commitment to quality, innovation, and customer satisfaction positions us as a trusted partner in the medical device industry.

Objectives

Grow our international sales, meet with distributors across the globe to increase the presence of Genmed product range in various markets. Genmed EU business has grown considerably since 2022 so it is a good opportunity to meet with existing partners.



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The **Health and Her** story began in 2019, when its founders, Kate Bache and Gervase Fay, decided it was time to cut through the confusion when it comes to female health and build an offering that empowers women to own their journey through menopause.



So, they set about creating what we call next generation menopause care. That's smart, data-driven ways to use technology, science and evidence-backed natural approaches to better support women and help you discover yourself again.

Product/Service

Health & Her are passionate about helping women with their female health. Formulated by experts, the range of supplements contain a blend of vitamins, minerals, and active botanicals to provide support whether you are still having periods or not. Health & Her are proud to say they are the UK's No.1 Perimenopause Brand.

Objectives

To improve lives of millions of women around the world living with life-affecting symptoms of perimenopause, menopause and postmenopause.



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As a proud member of the Arjo family, our company believe that great healthcare is always a collective effort. The greatest contribution Huntleigh can provide to patients, and the professionals who care for them, is confidence.

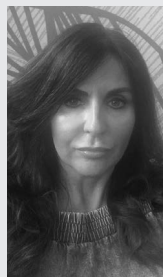
This is what the company has been striving for since 1979, with innovative solutions in vascular care, and fetal and patient monitoring. Solutions that can assist clinicians in improving outcomes and enhancing patient wellbeing. Whether it's the safe delivery of a new life, improving the day-to-day quality of life or monitoring life's vital signs, aim for clinical excellence and improved performance, for life.

Product/Service

Huntleigh is a global provider of innovative and high quality medical equipment for healthcare professionals. Our portfolio includes world-leading brands such as Dopplex, Hydroven, Sonicaid and Smartsigns, covering healthcare requirements in Vascular Assessment and Treatment, and Obstetrics and Patient Monitoring.

Objectives

- Showcase new products
- Present portfolio to potential distributors/customers
- Enhance relationship with current distributor networks
- Keep in the forefront of people's minds



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Impspx is a leader in Breathomics, the non-invasive diagnostic testing solution addressing major healthcare disease and location challenges.



Impspx's medical division targets multiple diseases with leading global hospital partners and grant consortia, using breath and other sample types. Breath collection and analysis is undertaken using Impspx's proprietary technology know-how and platform instruments. Broad technology expertise has delivered instruments with real-time connectivity for breath, gas and liquid sampling across multi-industry sectors.

Impspx's mission is to harness the potential of real-time breath-based diagnostics and AI-based analytics delivering clinicians with actionable diagnostics and ultimately early warning signals to identify disease propensity and impending clinical patient events. Our versatile combination of gas chromatography (GC) and ion mobility spectrometry (IMS) has a proven track record in diverse clinical and industrial testing uses and locations, laboratory, Point-of-Care and in-line testing.

Proven diverse uses include identification of COVID-19, Alzheimer's Disease, Siloxane and other biogas contamination, homeland security, food and beverage processing, biocontamination and biomanufacturing pathogen detection.

Product/Service

—Breath testing platform

- Gas testing platform
- Liquid testing platform
- Technical training, servicing and repair services

Objectives

Impspx is seeking funding and commercial partners delivering growth capital for technology platform development and global commercialisation.



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Kairos Biotech is an early-stage biotech start-up focussing on antibody research, diagnostics and therapeutics.



They are creating a range of novel nanoscale 'epitope mimics' (EMs) that can be used to identify and discriminate between different antibodies at the differing antibody paratopes. These EMs can, in theory, be used to block or remove deleterious antibodies in targeted immunomodulation to avoid the problems associated with generic immunosuppression. Their first applications for EMs are in transplant diagnostics, transfusion diagnostics and autoimmunity. For transplant applications they are developing improved pre-transplant antibody specificity analysis and post-transplant monitoring and, in partnership with suitable clinical groups, to provide unique targeted immunosuppression. The transfusion EMs are being developed to help improve outcomes in blood group incompatible transplants. Their autoantibody research is directed towards using EMs for improving detection and identification of clinically relevant autoantibodies in different diseases

Product/Service

Kairos Biotech is currently in early-stage R&D, working towards development of products and ultimately therapeutics.

They collaborate with companies large and small to help target antibody detection and antibody specificity analysis.

They also offer contract R&D services on developing immunoassays, real time PCR diagnostics and next generation sequencing.

Objectives

Kairos Biotech is a collaborative company looking to partner with both commercial and research organisations on immunoassays, and diagnostics for transplant, transfusion and autoantibody detection. Kairos Biotech would welcome interest from additional investors and partners that are interested in diagnostics or clinical immunotherapy and would like to join them on this journey.



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Founded in 2018, **Kaydiar** is a medical device company specialising in medical offloading technology for pressure-induced lesions/wounds and musculoskeletal injuries.



Kaydiar is an award-winning company, securing numerous grant awards from Innovate UK (2021-24), Smart Cymru/ Smart FIS (2019-24), Royal Academy of Engineering 2024, in addition to the ESTnet NG Awards (2018). Kaydiar collaborates with world leading R&D facilities across the UK such as the Centre of Process Innovation, TriTech, ATiC institutes and a FTSE 100 medical corporation.

The company has since developed a new podiatry brand: ZeroSole, which is comprised of innovative orthotic products to disrupt the podiatry and footwear industries. Its product range combines podiatry approved interventions with new innovative designs and techniques, producing better treatment outcomes and value to our customers.

Product/Service

Recently launched, ZeroSole offers an innovative, patented solution for long-term treatment and prevention of pressure-induced lesions of the foot. ZeroSole Reliever's unique customisable system allows consumers to target their site of pain, providing targeted pressure relief and pain relief for pressure lesions (corns/callus), verrucae, heel pain and many other painful foot conditions which are exacerbated by pressure.

Objectives

With its first line of patented orthotic products, the team at Kaydiar is on a mission to provide gold standard, podiatry approved care to all individuals suffering from foot pain. Led by podiatrists – experts in foot health – ZeroSole is on the front line, treating and preventing multiple foot conditions, as well as being one of the fastest growing footcare companies in the market.



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Liquids Research (LRL), founded in 1990 by Professor K. O'Grady and Dr S. W. Charles, is a leading manufacturer of ferrofluids (magnetic fluids) occupying modern facilities in Bangor, North Wales.



The founders are internationally recognised as experts in the field of bio separation, magnetic liquids, ferrofluids, fluids and lead many research projects covering the fundamental aspects of these materials and other fields also based on fine magnetic particles.

Product/Service

Over the last decade or so there has been a significant interest in magnetic nanoparticles and polymer microbeads incorporating magnetic nanoparticles for biomedical applications. The market for such products is of the order of \$1 to \$4 billion per annum. The applications for magnetic nanoparticles and magnetic polymer microbeads can be found in a diverse range of applications such as magnetic assays, drug delivery and potentially magnetic hyperthermia for the treatment of certain cancers, where the particle is attached to a drug which is then held in place remotely by a magnetic system.

Objectives

To further promote the range of bio products available to a global audience and promote research collaborations with industry and academia.



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Llusern Scientific has developed a molecular diagnostic analyser for low cost, accurate testing for use in primary, secondary, community and emergency care settings.



The analyser, Lodestar DX, uses LAMP technology to amplify and detect DNA and RNA to identify a wide range of bacterial and viral targets. Lodestar DX has a small footprint, a low manufacturing cost and is suitable for human clinical and veterinary applications. Llusern's first product is a Urinary Tract Infection (UTI) test panel that tests for the presence of six pathogens in one microlitre of urine.

UTIs are a global healthcare problem with an estimated 150m cases a year. One in two women will get a UTI in their lifetime with elderly patients being a second highly vulnerable patient group. Despite this prevalence there are very few diagnostic tools currently available for UTIs. The need for better diagnosis of UTIs is exacerbated by the need to reduce the volume of antibiotics prescribed for suspected cases in order to counter the impact of antimicrobial resistance (AMR). AMR is considered to be a healthcare timebomb by the global professional medical community. Lodestar UTI has UK CA and is on course to attain CE-IVDR and ISO13485 certification in 2025.

Product/Service

Molecular point of care diagnostic tests, primarily for UTIs.

Objectives

- Market assessment for UTI testing for medical and veterinary markets.
- Identification of potential distributors.
- Opportunities for collaborations on future tests and applications of Llusern's technology.
- Identify potential competitors.
- Raise company profile.



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MQMS is a 15-year-old firm, comprising of expert consultants, with offices in Cardiff – Wales (UK), Almere – NL, Bengaluru – India.



MQMS enables clients in the MedTech and Healthcare domain in implementing quality and information security/privacy standards. These include ISO 13485, ISO 14971, IEC 62404, ISO 27001, ISO 27701, ISO 42001 etc.

Compliance to regulations e.g. US FDA, HIPAA, UK MHRA, EU MDR and GDPR, and sustainability (ESG) requirements, as applicable to MedTech, is another offering.

Product/Service

MQMS ensures that their clients (Medical Device and IVD firms) are compliant and market high quality and safe products, enabled an integrated QMS, with a suite of apt process and tools, and a risk-based approach. Case study-based training workshops ensure lucid understanding of “who is responsible for quality and how one’s work impacts patients”.

MQMS provides clinical trials management services as per ISO 14155, collaborating with world class hospitals in Bengaluru, India. MQMS also supports clients for ESG (sustainability) related regulatory reporting.

Objectives

Forge strong relationships with MedTech and IVD firms in the realm of clinical trials, quality, and regulatory compliance, with a special focus on Software as a Medical Device, to enable client’s success.



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The Life Science Network for Wales. Founded in 1992, **MediWales** is the independent life science network for Wales, a not-for-profit limited company.



The company works on behalf of the Welsh life science sector, creating business opportunities and partnerships for our members, supporting global trade development, improving access to vital clinical expertise and engaging with government to align support with sector needs. MediWales recognise and celebrates our members' success and promote the strengths of the sector within Wales.

Product/Service

MediWales focus is creating opportunities for our members. MediWales support over 200 members from the medical technology, diagnostic and pharmaceutical industries, NHS health boards, university departments and professional services and suppliers. MediWales creates collaboration through our publications and popular programme of events that focus on strategic issues for the life science industry, including regulatory updates, market access, finance and funding, clinical unmet needs, international trade and a range of special interest groups.



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Microchip Caldicot specialises in miniaturising electronics, giving clients a competitive edge.



They excel in enabling wireless connectivity and customising medical implant pulse generators. A proven track record in developing and manufacturing next generation, miniaturised electronic modules. Microchip Technology Inc. is a leading provider of smart, connected, and secure embedded control solutions. Their user-friendly development tools and extensive product portfolio enable clients to create optimal designs, reducing risk and time to market. Serving over 125,000 clients in industrial, automotive, consumer, A&D, communications and computing.

Product/Service

- Design, develop, assemble and test miniaturised medical implant modules using embedded SiP technology; advanced PCB assemblies
- Solutions for cybersecurity, embedded Intelligence, connectivity, Machine Learning/Artificial Intelligence (ML /AI), edge computing, and power management and conversion
- Reduce risk and time to revenue in developing telehealth, connected drug delivery and clinical devices
- Support medical device designers in creating FDA Class III devices and help them meet ISO 13485, IEC 62304, IEC 61508 etc.

Objectives

To generate new leads and opportunities.



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For 30 years, **PDR** has been creating distinct, successful and award-winning products for innovative companies ranging from start-ups to blue chips across the world.



Ranked as the No1 Design Agency in the UK and in the top five in the US and Europe by the two leading global design ranking organisations. PDR has made hundreds of products covering everything from consumer goods to complex, life-critical medical devices from discovery and pipeline mapping through conception to successful market launch and beyond.

Trusted by many of the world's leading brands, PDR prides itself on repeatedly developing solutions that truly connect to users and challenge markets. Solutions which are consistently completed to budget, to target and on time.

Product/Service

Product Design Industrial Design, Service Design, Consumer Insight Research, New Opportunity Identification and Execution.

Objectives

To grow business through collaboration with innovative organisations seeking support and assistance in developing new products and services for both domestic and international markets.



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Reactas' mission is to improve the quality of life for severe food allergy sufferers globally through accurate diagnosis and therapeutic monitoring.



With world leading scientific and clinical experts in food allergy, the business has developed an innovative and easy to use food allergy diagnostic kit which is currently in use by clinicians as part of numerous clinical trials around the world.

Product/Service

Reacta's technology is addressing an unmet need for standardised, stable, accurate and fully masked high-quality Oral Food Challenges (OFC's).

OFC's are the gold standard for food allergy diagnosis. Blood tests and skin prick tests for food allergy yield many false positive results leading to many "worried well" who may be placed on inappropriate and expensive therapies. Furthermore, false negative results may leave allergic patients at risk of accidental exposure.

OFC's have been shown to improve the quality of life of patients as they can give an indication as to whether they are likely to react to foods carrying 'may contain' allergen labels. Reacta's

products are manufactured in a world-class Pharma GMP accredited facility.

Objectives

Reacta aims to be the first regulatory-approved OFC available on the market.



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Red Medtech is a leading consultancy specializing in technical, regulatory, quality, and project management services for medical device developers.



Established by Professor Laurie Rowe, the company brings over 20 years of hands-on experience in healthcare technology, engineering, and manufacturing. Red Medtech excels in guiding clients through the complexities of bringing innovative patient care solutions to market.

Product/Service

In the highly regulated healthcare industry, companies worldwide turn to Red Medtech for specialist guidance and practical support. The firm offers flexible consulting solutions tailored to meet the diverse needs of its international clientele, from startups to multinational corporations. Red Medtech provides comprehensive engineering compliance expertise, supporting projects from initial concept through production, certification, and post-market stages. Red Medtech's international expertise extends to:

- Global market entry strategies
- Cross-border regulatory compliance
- Multilingual documentation support
- International quality management systems
- Worldwide post-market surveillance

Objectives

Committed to being a trusted partner in customer success, Red Medtech assists companies in navigating the global regulatory landscape to develop safe and effective medical devices.

The consultancy helps clients achieve essential certifications, including ISO 13485, EU MDR CE mark, UKCA, and US FDA approvals. By ensuring compliance and fostering innovation, Red Medtech plays a pivotal role in advancing healthcare technology on a global scale.

At MEDICA, Red Medtech invites attendees to explore how their services can accelerate market entry and ensure compliance across diverse international markets. The company's presence at this global trade fair underscores its commitment to supporting medical device innovation worldwide.



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RFID Direct has over 30 years of experience in deployment of RFID technology in diverse healthcare and logistic sectors.



The company's focus is designing bespoke process data capture systems exchanging information with operational staff and existing management systems.

The ever-increasing regulations with regards to sustainability, legal traceability requirements are adding pressure to operational systems. The regulation requirements will mean different things to different organisations; they will have at least one common factor, the need for unique asset identification and registration of data.

Product/Service

The solution is based on uniquely identifying individual items/assets digitally and automatically capture the scanned data, registering this as an event in the software system.

RFIDdirect has developed several mobile apps and fixed modules ready to be integrated in a complete software suite or exchange data with existing management systems.

Objectives

Making organisations lean, increase productivity, reduce inaccuracies and manual registration processes, complying to future legislation.



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Sotas blends technical and leadership excellence to deliver customized, state-of-the-art solutions throughout the quality and regulatory spectrum.



Sotas are the colour of your compliance! With a unique palette of highly skilled and experienced Medical, Regulatory and Quality professionals, the company focuses on client relationships, industry expertise and experience to offer an outstanding yet accessible global service.

Product/Service

Support medical device and IVD companies with unique, bespoke compliance solutions and consultancy services, immersing and integrating ourselves to guide them safely through their quality and regulatory landscape. Our services include:

- Global Regulatory Strategy
- Global pre-market notification preparation, submission, and communication with national regulatory authority
- In-country representative services (UK-RP, EU-REP)
- Remediation and transition activities
- Training and development
- Internal and external auditing

Objectives

Where you see compliance, Sotas see colour, and would like to engage with forward-thinking and innovative

organizations with whom the company can build excellent relationships and support throughout the quality and regulatory journey.



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Spectrum Technologies is a world-leading provider of laser wire marking and processing systems, serving various industries including aerospace, defense, automotive, electronics, and medical.



Established in 1989, the company has built a strong reputation for innovation and for delivering high-quality, reliable products and solutions that meet the demanding needs of its clients. Since its founding, Spectrum Technologies has supplied over 1,000 laser wire marking systems and more than 1,500 laser wire stripping systems to customers in over 50 countries.

Product/Service

Spectrum Technologies specializes in advanced wire marking and stripping systems, offering a comprehensive range of products and services for diverse applications. In the medical sector, the company provides automated manufacturing solutions using its cutting-edge laser wire ablation technology, including contract manufacturing services tailored to meet the exacting standards of the medical industry.

Objectives

Spectrum Technologies aims to showcase its latest medical laser wire ablation innovations and build new relationships within the global medical market.



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Thread Design is a specialist product design consultancy focused on integrating textiles into innovative product solutions, particularly medical products that fit to the human body.



Since 2009, Thread Design has been designing and developing user-centered, products and technologies that incorporate textiles for businesses of all sizes, from start-ups to global corporations. The company has particular expertise in ensuring products fit a range of body sizes and coordinating with manufacturers to maintain design integrity during scalable production. Thread Design helps clients create reliable, user-focused solutions that are built for real-world use.

Product/Service

Thread Design offers a full suite of product development services, guiding clients from concept to production. Their core expertise lies in the integration of textiles in medical and medical adjacent products, including the design and development of wearable medical devices, sports recovery gear, medical garments, physio-tech products, and other healthcare-related items. They focus on human-centered design, textile engineering, prototype development, and pilot production, ensuring that products are both functional and manufacturable at scale. Their attention to early integration of textiles and detailed manufacturing coordination helps clients avoid complications and deliver high-performance, user-friendly products.

Objectives

At Medica, Thread Design seeks to connect with medical start-ups and established companies looking to innovate, whether by developing new products or improving existing ones. Their goal is to foster relationships within the global medical device sector, grow their business through partnerships with innovative companies, and stay updated on the latest industry trends. They are also looking to collaborate with potential suppliers who can support their work and help them continue delivering cutting-edge, scalable textile solutions in medical product design.



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UK Discovery Health is a pioneering, independent Market Access consultancy providing strategic direction and market access for SMEs in the Life Sciences, MedTech, Pharmaceutical and Digital Health Tech sectors. UK Discovery Health was founded in 2022 to supply a new and innovative consulting approach and is based in Wales in the UK.



Product/Service

UK Discovery Health is passionate about improving healthcare through innovation. The services that the company specialise in are:

- Market Access
- Value Based Healthcare
- Pricing and Reimbursement
- Service and Pathway Redesign
- Route to Market Strategies
- HTA Submissions
- Real World Evidence

Objectives

UK Discovery Health role is to partner strategically with innovative companies in an innovative way, to support them on their journey in realising their products market potential. The company is passionate in helping enable patients gain access to the best products, services, and treatments. Ensuring that the great innovations being developed, see the success they truly deserve.



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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.

ultrasound
technologies

Product/Service

The company's main product ranges are: –

- Fetal and vascular Dopplers, including the market leading Paediatric nephrology vascular doppler and vascular veterinary Doppler, with over 100,000 units in use worldwide.
- 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 MedicCOLON CO2 gas insufflator to allow safe and pain free colonic insufflation.
- MPS II macular pigment screening device.
- New product introductions can also be viewed at the Ultrasound Technologies stand.

The company also undertakes contract design and manufacture of electronic medical products.

Objectives

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

distributors, introduce new products and update distributors on changes to existing products, and to meet new distributors and dealers worldwide.



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Valley Diagnostics is a MedTech business founded in 2022 to develop and bring to market lateral flow tests that can detect a range of diseases including Prostate Cancer, Lung Cancer and Bovine TB with over 90% accuracy from a urine sample.



Current testing methods are either inaccurate or expensive (or both) and Valley Diagnostics can change that with accurate and easy to use tests. The company is building on seven years of world leading metabolomics research that has identified a range of biomarker fingerprints for the diseases and are working to develop these into market ready products that have global applications.

Product/Service

Product development for a range of human and animal disease diagnostic lateral flow tests with an app and cloud-based data capture system.

Our team and collaborators bring the following skill sets to our product development:

- Sector leading metabolomics research in the discovery and identification of biomarker signatures for human and animal diseases.
- Translational science and purification services for the conjugation of the biomarker analytes in order to prepare antigenic molecules for antibody preparation.
- Antibody development, antibody production, assay solutions and packaging of kits for the immuno-assays.
- A range of innovative lateral flow technologies selected to offer the most appropriate solution for the test requirements.
- Deployment of an MHRA approved,

AI-powered, digital smartphone reader.

- Deployment of a fully developed data management software platform called “Transform”, uniquely built to Software as a Medical Device (“SaMD”) standard for lateral flow test data capture and reporting.

Objectives

- To identify and meet with developers and manufacturers of multiplex lateral flow test devices.
- To identify and meet with potential funding partners. These may include potential equity investors and product licencing partners.



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Wales Institute of Digital Information

is a dynamic strategic alliance.



Since its launch in March 2017, WIDI has created an innovative and sustainable institute that is able to move seamlessly between the areas of research, product and service innovation.

Working in the WIDI Partnership, the Digital Health and Care Wales (DHCW), the University of Wales Trinity Saint David Group, and the University of South Wales have the knowledge and expertise to enhance digital workforce development in health and care and innovation to establish medical data research projects.

Objectives

- Accelerating the application of digital technology to improve the Health of Wales by putting the person at its core.
- Developing applied knowledge through the unique WIDI partnership that will inform applied application underpinned by academic rigour
- Linking digital transformation and usage through research (including Artificial Intelligence, Data Science and Medical Imaging)

- Upskilling digital competency in the health and care workforce
- Produce a generation of digital transformers and leaders



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Manufacturers of the award winning brand – Nilaqua. Established in 2009 as a family business, Waterless has rapidly evolved into a leader in alternative sustainable, eco solutions for health and personal care. Operating from a purpose-built facility in Swansea, the company serves a diverse clientele, including hospitals, care industry, commercial businesses, and the pharmaceutical and retail sectors.



Product/Service

The skilled team devise, manufacture and invent innovative products like the world's FIRST Biodegradable Shampoo Cap, as well as aerosol free cleansing foams and more. 2024 saw the launch of the world's FIRST 100% biodegradable shampoo cap, which they will be showcasing at Medica. Developed in Swansea, this innovative product has transformed the hygiene practices in the healthcare sector by providing an environmentally friendly alternative to traditional non-recyclable shampoo caps – at a more competitive price.

Objectives

Shampoo caps, commonly used in healthcare settings for bed-bound or mobility-impaired people, offer a convenient, rinse-free solution for hair washing. However, the widespread use of conventional plastic-based caps poses a significant environmental challenge, contributing substantially to single-use plastic waste.

Come and see the full range and how you can minimise plastic waste, save water and energy costs, whilst improving patient care.



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Weqas are a Global Provider of Quality in Diagnostic Medicine. Weqas is one of the leading External Quality Assessment (EQA) providers with over 50 years' experience in Quality Assurance, providing solutions in Laboratory Medicine.

Weqas

GLOBAL PROVIDER OF QUALITY
IN DIAGNOSTIC MEDICINE

Weqas provides over 50 EQA Programmes, including external audit, performance analysis and an educational advisory service.

Product/Service

Weqas have an expert team of scientists delivering services in Laboratory EQA, Point of Care (PoCT) EQA, Reference Measurement Services, Internal Quality Control (IQC), Quality Control Reference Material (QCRM), and Education and Training.

Benefits of working with Weqas:

- Accredited to ISO 17043, 17025 and 15195.
- Over 50 EQA programmes.
- Our programmes are underpinned by commutable, metrological, traceable samples and informative reports.
- A team of Clinical and Biomedical Scientists with over 25 years' experience in manufacturing.
- Access to participant website to keep track of your quality.
- Reference Measurement Service for traceability.
- CE marked IQC and QCRM.

Objectives

- To market its products and services, building on market knowledge and experience as part of a strategic approach to exporting.

- To continue to expand its global markets while promoting high-quality External Quality Assessment (EQA), Internal Quality Control (IQC), Reference Measurements, and Education and Training services.
- To create new business opportunities and engage with key influencers and decision-makers.
- To build upon current relationships, and create new business opportunities, with manufacturers and distributors.



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Cymru Wales is the
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