

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

# ARAB HEALTH 2025

Export Market Visit

25–31 January 2025

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# 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.

**Biofortuna** is a diagnostics CDMO and laboratory services partner providing a flexible and scalable outsourcing service to life science innovators all over the world.



Their services are wide-ranging, and whether supporting pre-clinical researchers, in vitro diagnostic companies, or food safety experts their objectives are the same – to form long term relationships and become a valued extension of your team.

They do that by solving problems and presenting opportunities. They listen to your requirements, develop customised solutions and deliver them with openness and transparency.

### Product/Service

The Biofortuna service portfolio includes:

- Cell line QC, custom assay development, lyophilisation including Lyo beads, contract manufacturing, accelerated stability trials, biobanking, clinical sample storage and ICH stability storage.
- Operating from state-of-the-art, humidity-controlled premises, and benefiting from both ISO 13485 and ISO 17025 accreditation, in addition to FDA registration, they have a proven track record in the development and large-scale manufacture of PCR and LAMP molecular assays and immunoassays.

Partnering with Biofortuna will help you:

- save time and money
- mitigate risk
- accelerate your speed to market
- increase your throughput
- manage unpredictable demand
- scale up quickly

### Objectives

Biofortuna's objectives are to develop long term partnerships with leading diagnostic developers and enable them to get their assays to market faster and more efficiently.



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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 the company to grow the company's footprint in the UAE Market. Grow the brand in air and surface disinfection through exposure and partnerships.



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**Concentric Health** was founded with a mission: transform healthcare decision-making by making it more patient-centric, informed, and collaborative.

Recognising the limitations of the traditional, paper-based consent processes, the clinically led team developed Concentric, an innovative digital consent-to-treatment application. Concentric enhances shared decision-making, reduces organisational medicolegal risk, and integrates seamlessly into existing clinical workflows.

Since its launch in 2020, Concentric has become the UK's leading consent-to-treatment application, trusted by more than 40 NHS organisations, including leading institutions like Imperial College Healthcare and Oxford University Hospitals, and Circle Health Group.

Used by more than 750,000 patients each year, Concentric has demonstrated improvements in the patient experience of the consent process.

### Product/Service

Concentric is a digital consent application that empowers clinicians to create personalised, patient-specific consent information.

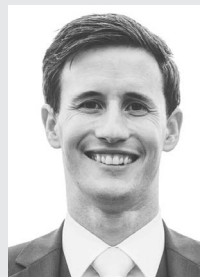
Leveraging over 2,500 procedure templates, clinicians can tailor content to meet the unique needs of each patient, utilising relevant, evidence-based information.

By reducing day-of-treatment delays and cancellations, Concentric helps healthcare organisations achieve cost savings while streamlining operational efficiency.

### Objectives

Building on a strong foundation as the UK market leader, Concentric Health aims to extend its impact globally over the next 12 months.

The team is focussed on partnering with international hospitals and healthcare organisations to digitally transform the consent process, reduce medicolegal risk, and enhance patient and clinician experiences worldwide.



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## + CULTech BIO SPECIALITY PRODUCTS

Guaranteed bacteria count to expiry, **Cultech** uses it's proprietary TriPhase and StabilityMax technology used to manufacture ProVen Probiotics products, guarantees the stated number of live bacteria to the expiry date of the product.

**PRO-VEN®**  
PROBIOTICS

The company utilise 'gas-tight' packaging and 'overage' of bacteria to ensure this. This process also allows the company to add other vitamin and minerals to it's probiotics.

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### Product/Service

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Nutritional Supplements – Probiotics, Vitamins, Minerals.

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### Objectives

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Meet distributors in the UAE market who can represent the ProVen brand in market.



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For over 40 years, **Dulas** has been a pioneer in renewable energy. Their mission is to develop and implement renewable energy solutions that improve lives, help to combat climate change, and support communities in the most rural parts of the world.



As a long-established UK manufacturer of off-grid vaccine storage systems, their products support vital immunisation programmes globally. Their full range of temperature-controlled equipment for the medical and scientific sector includes pharmacy and laboratory refrigerators, as well as cooled incubators.

### Product/Service

**Vaccine Cold Chain** – Having pioneered off-grid vaccine storage in the 80s, their range of solar powered refrigerators are PQS accredited, meaning that their customers can rely on their performance, quality and safety. Dulas products help ensure that vaccines are accessible to all – no matter how remote their locations.

**Medical & Scientific** – Their full range of temperature-controlled equipment for Life Sciences, includes an intuitive range of pharmacy and laboratory refrigerators complete with an advanced, user friendly touch screen controller, dual temperature probes for a true measurement and battery back up to the controller and cooled incubators with bespoke specifications, built exactly to the customers' requirements.

All Dulas refrigerators have integrated remote temperature monitoring capabilities, allowing end-users to monitor the performance of their refrigerators from anywhere in the world.

### Objectives

- Meet key clients and new customers from across the region
- Meet with current distributors and search for new international distributors
- Raise Dulas's brand profile within the global market
- Increase awareness of Dulas's innovative products and services
- Showcase the new Dulas Life Sciences range



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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 it's global business. The commitment to

quality, innovation, and customer satisfaction positions us as a trusted partner in the medical device industry.

### Objectives

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



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**HBI EuroCaps** is the key component of the renowned HBI Group and stands out as one of the leading softgel manufacturers in the world, boasting over 30 years of expertise in the soft gel manufacturing market.

Situated in the heart of the Welsh Valleys, the state of the art facility has both GMP certified and MHRA licenses, which positioning us to handle a broad spectrum of pharmaceutical, food supplements, and over-the-counter (OTC) products with unparalleled precision and quality.

As a leading softgel and nutritional gummy contract manufacturer, HBI Eurocaps supplies products to many of the leading brands and companies globally and they see HBI EuroCaps as their trusted, reliable and dynamic partner within the product supply chain.

### Product/Service

HBI EuroCaps specializes in the production of high-quality nutritional supplements. Our commitment to innovation drives our collaboration with clients, helping bring new products to market swiftly and efficiently. We are dedicated to maintaining our reputation as a trusted partner in the global health and wellness sector by consistently delivering products that meet the highest standards of quality and safety.

### Objectives

As part of the HBI Group, HBI EuroCaps leverages extensive resources and

expertise to enhance operational efficiencies and market reach. This synergy across the group's companies supports our mission to deliver exceptional products and services, thereby enhancing health and improving lives globally.



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A proud member of the Arjo family, **Huntleigh**, based in Cardiff (UK), has been committed to supporting healthcare professionals in improving outcomes and enhancing patient wellbeing since 1979.

**HUNTLEIGH**  
A MEMBER OF THE ARJO FAMILY

Huntleigh do this through its proven solutions for Vascular Assessment & Treatment and Fetal & Patient Monitoring. With innovation and customer satisfaction as their guiding principles, Huntleigh strive for clinical excellence and improved performance, for life.

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### Product/Service

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

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### Objectives

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Develop Huntleigh's global reputation as a manufacturer and supplier of high-quality medical devices. Providing products, services and support that exceeds the expectations of their customers.



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**Impspx** is a leader in Breathomics, the non-invasive way to address major healthcare challenges.

Years of technology development have delivered a range of instruments across multi-industry sectors evidencing Impspx's leadership status. Breath collection and analysis is carried out using Impspx's lead instruments, BreathSpec® and FlavourSpec®.

The company's mission is to harness the potential of breath-based diagnostics and to provide cutting-edge analytics solutions where early warning signals are needed.

The company's versatile combination of gas chromatography (GC) and ion mobility spectrometry (IMS) has a proven track record in diverse industrial locations and sectors including biogas contamination (USA standard of siloxane testing, ATSM), food and beverage processing and wastewater pathogen detection.

The company's ImpspxMedical division is developing multiple disease applications with leading hospital partners and grant consortia.

#### Product/Service

- BreathSpec®
- FlavourSpec®

#### Objectives

Impspx is seeking growth capital and leading development and commercialisation partners.



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**Jellagen** is a regenerative medicine company built on a novel biomaterial, Collagen Type 0.



Jellagen has been developing this platform since 2013 and is gearing up for commercial launch in the near future. Collagen Type 0 has proven healing and anti-inflammatory properties compared to existing collagen products (predominantly derived from humans, pigs and cows). The material is responsibly sourced from jellyfish and is available in many different formats.

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### Product/Service

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Jellagen is currently focusing on applications in wound healing, sports medicine and dermatology. The first product is a micronized powder for wound healing and will be submitted to the FDA for 510(k) approval in 2025. Clinical trials will follow the regulatory submission to generate additional data to support the use of Collagen Type 0 to heal wounds.

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### Objectives

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Jellagen is exploring the GCC market to understand the demand for non-mammalian collagen-based products

with the potential for superior healing outcomes. The primary indications are wound healing and sports medicine. If there is sufficient demand for Jellagen's products, the second objective is to understand how to bring Collagen Type 0 products to the GCC market.



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**KeepMeWell** has developed a bespoke software solution (DeviceLink), which is designed to support the regulatory requirements of Post Market Surveillance for monitoring of medical devices, orphan injectable drug and aesthetic products used across multiple Health and Wellbeing settings.



### Product/Service

As founder and CEO of KeepMeWell, Seetal brings over 30 years of experience as a Healthcare Professional with her Point of Care expertise and is supported by a highly experienced and knowledgeable Team of Clinicians and Regulatory specialists offering support to customers using DeviceLink across both Healthcare and Aesthetic industries. DeviceLink is being used within the NHS setting and was also shortlisted for the HSJ Digital Clinical Safety Award in June 2024.

The companies product is a scalable digital software solution for Post Market Surveillance and diagnostic intelligence reporting for both medical devices and orphan injectable drug products. It also offers a first-to-market innovative Post Market Surveillance monitoring solution for high risk injectable aesthetic products used by Healthcare Professionals, on behalf of manufacturers.

### Objectives

KeepMeWell mission objectives are to promote KeepMeWell. by actively networking and creating global partnerships aimed at generating additional revenue streams. This will ultimately expand our company footprint and facilitate job creation for Wales.



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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 will be a Urinary Tract Infection (UTI) test panel that tests for the presence of six pathogens in a single 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. Llusern's mission is to help reduce the antibiotic burden by improving UTI diagnosis at the point where it is needed most.

### Product/Service

Molecular point of care diagnostic tests, primarily for UTIs.

### Objectives

- Market assessment for UTI testing from 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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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.

**pdr.**

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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The **R&D Surgical** core team boasts more than 40 years of invaluable expertise in the field.



They cater to the global surgical community, offering a diverse array of devices such as the Original Cosgrove Mitral Valve retractor, the Gillinov-Maze retractor, as well as an extensive range of cardiovascular and cardiothoracic retractors and instruments. Their established network of distributors and sales professionals spans the globe, backed by a solid track record of success worldwide.

At their exhibit, they're showcasing a curated selection of devices and providing comprehensive literature for attendees.

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### Product/Service

Various surgical retractors, including the Cosgrove Mitral retractor, alongside their recently innovated solution for pectus carinatum, known as The Brace.

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### Objectives

At Arab Health, their goal is to expand their network of global distributors for their surgical retractors, especially

highlighting the Cosgrove mitral retractor. The market potential is substantial, amounting to hundreds of thousands of pounds. Additionally, they'll concentrate on introducing their newly developed product, The Brace, designed to address pectus carinatum.




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**Red Medtech** provides expert technical, regulatory, quality, and project management consulting for medical device developers.



With over 20 years of hands-on experience in healthcare technology, engineering and manufacturing, Red Medtech helps clients deliver innovative patient care solutions to market.

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### Product/Service

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Healthcare is a complex, regulated industry, so companies rely on Red Medtech for specialist guidance and practical support. Drawing on extensive professional experience, Red Medtech offers flexible consulting solutions tailored to diverse customer needs – from startups to multinationals. Red Medtech provides engineering compliance expertise supporting healthcare projects from concept to production, certification and post-market.

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### Objectives

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Red Medtech is a trusted partner dedicated to customer success, helping

companies navigate the regulatory landscape to develop safe medical devices and achieve certification including ISO 13485, EU MDR CE mark, UKCA, and US FDA.



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

#### Product/Service

Sotas 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.

The company's 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

organisations with whom it can build excellent relationships and support throughout the quality and regulatory journey.



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