

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

M E D I C A 2 0 2 5 DUSSELDORF, GERMANY

Export Market Visit

16–20 November 2025

tradeandinvest.wales





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.

Amotio is a UK-based MedTech company headquartered in South Wales, pioneering solutions for orthopaedic revision surgery.



Established in 2024, the company addresses one of the most pressing challenges in musculoskeletal healthcare: the safe and efficient removal of bone cement during complex joint replacement revision procedures. Amotio has built a dedicated R&D facility, assembled a multi-disciplinary team of biomedical engineers and product designers, and forged strong collaborations with leading European surgeons and academic partners.

Product/Service

Amotio is developing a new standard for patient-specific surgical care in Orthopaedic Revision Surgery. Using advanced anatomical segmentation and digital surgical planning, Amotio creates personalised workflows that guide surgeons through complex procedures with greater accuracy. Amotio is engineering high-speed precision surgical cutting devices specifically designed for bone cement removal. This combination of personalised planning and innovative surgical instruments aims to reduce operative risk, improve surgical efficiency, and support better patient recovery outcomes.

Objectives

At Medica 2025, Amotio seeks to build new international collaborations. The company's mission is to identify and engage with potential market access partners, agents, and distributors across Europe to accelerate the clinical and commercial pathway of its innovative solutions.



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BCB International has over 160 years of heritage supporting defence, security, humanitarian, and maritime sectors. We design and manufacture life-saving equipment, delivering trusted solutions that enhance survivability, operational effectiveness, and sustainability in the toughest and most demanding global environments.



As part of Wescom Group, BCB integrates with global expertise in pyrotechnics, energetics, camouflage, and survival technologies. This collective strength enables us to deliver scalable solutions, fostering innovation and collaboration across defence, security, marine and humanitarian markets, enhancing mission success and operational readiness.

Product/Service

- Medical Kits
- Humanitarian Response
- Operational Infrastructure
- Prime Contracting
- Custom Kitting Capability
- Marine Survival Equipment

Objectives

BCB International is seeking to identify and meet with potential in-country distributors, wholesalers, and agents to represent and supply its range of products.



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Bee Robotics is a privately-owned company based in North Wales UK established in November 1999.



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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Benson Viscometers is a Welsh company specialising in the design, development, and manufacture of high-quality clinical viscometers.



Founded in 1999 by engineer Bernie Benson in collaboration with leading UK scientists and haematologists, the company introduced the first *Blood Plasma Viscometer*, now known as the *Automated Clinical Viscometer*. Today, Benson Viscometers is trusted by hospitals, laboratories, and research institutions across the UK, USA, and Europe, delivering reliable viscosity testing to support better patient outcomes in conditions such as rheumatoid arthritis, multiple myeloma, hyperviscosity syndrome, cardiovascular disease, and more.

Product/Service

Benson Viscometers product range includes the BV1 Semi-automated Clinical Viscometer, providing accurate and consistent results with streamlined usability, and the BV200 Automated Clinical Viscometer, a fully automated system designed for high-throughput testing and laboratory efficiency. Both instruments are developed with precision, ease of use, and clinical reliability in mind, ensuring that healthcare providers and researchers can depend on them for critical diagnostic insights.

Objectives

At Medica, Benson Viscometers aims to expand its global reach and increase awareness of viscosity testing as a vital

diagnostic tool. The company seeks to connect with hospitals, laboratories, and distributors worldwide to grow access to their viscometry solutions, while also seeking collaborations with clinicians and researchers to advance the role of viscosity testing in medical practice.



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



The companies 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.

The company do that by solving problems and presenting opportunities, 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.

Objectives

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



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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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BRAIN Biocatalysts is a UK-based enzyme development and manufacturing company with over 40 years of experience supplying customised enzyme solutions to global markets.



As part of BRAIN Biotech Group, BRAIN Biocatalysts combines deep expertise in fermentation, scale-up and downstream processing with cutting-edge enzyme discovery and engineering capabilities.

BRAIN Biocatalysts Life Science Solutions was recently launched as a dedicated brand focused on delivering fully integrated, end-to-end enzyme development for the pharmaceutical and life science industries. From early discovery through to large-scale manufacturing, the brand offers tailored and scalable enzyme solutions – underpinned by a transparent IP model and supported by world-class bioprocessing infrastructure.

Product/Service

BRAIN Biocatalysts Life Science services that support enzyme innovation across the pharmaceutical and life science sectors. Its expertise spans unique combination of metagenomics and protein engineering for enzyme discovery using advanced bioinformatics and AI, strain development and optimisation for efficient expression, and large-scale commercial manufacturing. Partnering with customers from concept to commercialisation, ensuring tailored solutions that meet

technical, quality, and scalability requirements.

Objectives

Medica provides the opportunity to connect with global biotech and pharmaceutical leaders, whilst showcasing end-to-end enzyme development capabilities, identifying gaps in existing bioprocess solutions, and deepening its understanding of the challenges facing biomanufacturing.



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Full service Contract Research Organisation serving the medical device, cosmetic, nutritional and topical pharma industries.



The company has been performing clinical trials for global clients for over 40 years, with a specialism in dermatology, wound care, ophthalmology and related fields.

Product/Service

Cutest Systems has a purpose designed clinical research facility in Cardiff, Wales with full-time nurses, Dermatologist, Pharmacist, Ophthalmologist, Paediatrician, and technical staff working on dermatology and related studies. With two environmentally controlled clinics, plus facilities for phlebotomy and other fluid collections, the company have a flexible facility to handle a broad range of studies. Cutest Systems use state of the art quantitative instrumentation, including in vivo Raman spectroscopy for skin penetration work, 3D skin profiling, barrier function, skin elasticity, colour, ultrasound and other instrumentation. The company also have a unique capability in microbiopsy sampling of skin for gene expression and proteomics studies of skin function.

Cutest Systems work with clients across Europe, North America and Asia, including China and Japan and are ISO 14155 GCP compliant for medical device clinical studies.

Objectives

It is the first time Cutest System have attended Medica in recent years, so this visit is to understand the needs in the market and identify potential clients. The goal is to exhibit with an appropriate offer from 2026 onwards.



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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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HelloFace is a multi, award-winning UK manufacturer, bringing inclusive and sustainable products to the market.



Born out of the need to serve under-represented communities, they have continued to enhance safety for all mask wearers in healthcare and industry, by designing products that matter.

With a heavy focus on improved communication through transparency and reusability to reduce single use waste, HelloFace is revolutionising the mask wearing landscape.

Having won the Cop26 award as “Heros of Net Zero” and been nominated for this year’s Earthshot prize, they are on a mission to “protect yourself, protect others and protect the planet”

Product/Service

Transparent alternative to Type IIR, and transparent P3 half mask respirators.

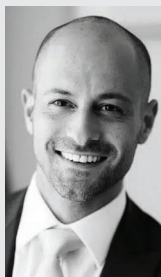
Objectives

After 4 years of R&D and with support from SBRI Wales and NHS Wales, HelloFace is now into the commercial deployment stage of their truly innovative transparent, anti-fog surgical masks and half mask respirators.

Mission objectives include meeting distributors looking for disruptive products, end user clients looking to meet ESG targets in healthcare and industry – this can include dental, private healthcare and beyond.

HelloFace is disrupting the mask wearing space, having reached specific targets on reusability, recyclability and anti-fog performance – showing the full face whilst adhering to strict certification criteria.

They are showcasing their products, and are ready to build strong relationships, experience customer engagement and find common ground with their friends abroad.



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HOCL Health is a UK-based innovator dedicated to transforming cleaning and disinfection, with a focus in healthcare with safe, sustainable, and highly effective solutions.

HOCL®

Our core technology harnesses the power of Hypochlorous Acid (HOCl), a naturally occurring molecule that is both powerful against pathogens and gentle for people and the environment.

Product/Service

At HOCL Health, HOCL provide on-site generation systems, and consumable solutions that reduce reliance on traditional synthetic chemicals. Our products offer a disruptive alternative: they can cut chemical usage by up to 80%, eliminate single-use plastics and packaging, and significantly reduce the carbon footprint associated with transport, storage, and waste. This makes them ideally suited for healthcare environments as well as broader applications in food & beverage, hospitality, and public health.

Objectives

Our mission is clear:

- To deliver safer and greener alternatives to toxic disinfectants.
- To support global health systems, including the NHS, with cost-efficient, reliable, and secure supply.
- To contribute to regional economic growth and employment, while leading in environmental responsibility.

By combining scientific innovation with a scalable recurring revenue model, HOCL Health is positioned to become a leader in sustainable

healthcare solutions. With proven efficacy, safety, and cost benefits, our technology not only meets today's infection control challenges but also addresses tomorrow's climate and sustainability goals. At Medica 2025, HOCL invite partners, healthcare providers, and industry leaders to discover how HOCL Health can help create a cleaner, safer, and more sustainable future.



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As a proud member of the Arjo family, the 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.

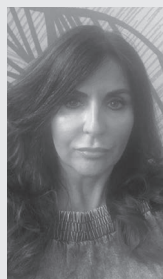
This is what the company has been striving for since 1979, with innovative solutions in vascular care, and fetal and patient monitoring. Solutions that can assist clinicians in improving outcomes and enhancing patient wellbeing. Whether it's the safe delivery of a new life, improving the day-to-day quality 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 Diagnostics is a UK-based technology company delivering the next generation of multi-sector diagnostic solutions.

Its proprietary GC-IMS platform combines speed, accuracy, and affordability to overcome the limitations of conventional testing, providing real-time chemical and biological analysis supported by AI-driven analytics. With proven applications across healthcare, food safety, environmental monitoring, defence, and biosecurity, Impspx is reshaping how and where diagnostics are performed—enabling faster, data-rich decision-making in both laboratory and field environments.

Product/Service

Impspx's second-generation GC-IMS instruments integrate gas chromatography with ion mobility spectrometry to detect and characterise volatile and semi-volatile compounds in seconds. The platform provides laboratory-grade precision anywhere, delivering rapid, repeatable results without the need for retraining. Designed for multi-sector versatility, Impspx's second-generation instruments combine advanced data analytics, remote connectivity, and continuous upgrade capability to support chemical and biological testing on a single device.

Objectives

Impspx's mission is to make advanced diagnostics universally accessible by merging chemical and biological

testing within one intelligent, connected technology platform. The company is focused on delivering scalable, real-world testing solutions that enhance real-time decision-making, safeguard quality and health, and support sustainability across industries. Through continuous innovation and collaboration, Impspx is driving a global shift toward faster, smarter, and more resilient diagnostics..



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The global sepsis diagnostics market, valued at \$840 million, is projected to reach \$2 billion by 2032. **J R Biomedical** is an ISO13485 certified in-vitro diagnostics company who have developed a panel of proprietary antibodies, and a rapid point-of-care test to detect plasma soluble Toll-like receptor 2 (sTLR2), a biomarker known to be elevated in sepsis. UK Patent Application GB2502531.3.

An independent study of sTLR2 versus CRP in critically ill patients showed that sTLR2 had better specificity and sensitivity for sepsis than C-reactive protein, the most commonly used marker in the ICU. Further, low sTLR2 levels had good ability to rule out sepsis within the first 12 h of ICU stay, when clinical parameters and traditional markers of infection are often equivocal.

The imiwn sTLR2 RAPID test gives results in 10 minutes and is UKCA certified.

Product/Service

imiwn sTLR2 RAPID
Anti-human soluble Toll-like receptor 2 monoclonal and polyclonal antibody panel

Objectives

Licensing and distribution partners for the sTLR2 antibody panel and rapid test.



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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 ISO13485, and is on course to attain CE-IVDR certification in 2026.

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 16-year-old firm, comprising of expert consultants, with offices in Cardiff – Wales (UK), Almere – NL and Bengaluru – India.



MQMS enables clients in the MedTech and Healthcare domain in implementing quality & 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 & GDPR, and sustainability (ESG) requirements, as applicable to MedTech, is another offering.

Product/Service

MQMS ensures that their clients (Medical Device & IVD firms) are compliant and market high quality & safe products, enabled an integrated QMS, with a suite of apt process & tools, and a risk-based approach. Case study-based training workshops ensure lucid understanding of “who is responsible for quality & 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. Special focus is on enabling clients who deploy Tele ICU products, connected

ambulances and health informatics and leveraging AI technologies, especially for elderly care context.

Objectives

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



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MediWales is the independent life science network for Wales, supporting over 200 member organisations across the medical technology, diagnostics, digital health, pharmaceutical, research, and healthcare sectors.



The organisation plays a vital role in connecting industry, academia, and healthcare to drive innovation, collaboration, and commercial success across the Welsh and wider UK health ecosystem.

Through a programme of high-profile events, publications, and strategic initiatives, MediWales provides members with opportunities to engage on key issues such as regulation, market access, finance and funding, clinical unmet needs, and international trade.

Flagship events include MediWales Connects, a unique collaboration conference that unites NHS Wales, research institutions, and industry partners to share best practice and accelerate healthcare innovation. The MediWales Innovation Awards further celebrate the pioneering achievements transforming patient outcomes and supporting economic growth across Wales.

MediWales also produces the Annual Review & Directory, a comprehensive

resource profiling the Welsh life sciences community, and LifeStories Magazine, which highlights success stories of innovation, collaboration, and impact from across the sector.

Acting as the collective voice of Welsh life sciences, MediWales provides one-to-one member support and represents the sector's needs to government and international stakeholders. With a thriving and diverse membership, MediWales offers a dynamic gateway to collaboration, partnership, and investment opportunities within one of the UK's most innovative health ecosystems.

We support over 200 member organizations, from medical technology, diagnostics, digital health and pharmaceutical industries to healthcare, research, government, professional services and suppliers. We create collaboration opportunities through events and publications that focus on strategic issues including regulation, market access, finance and funding, clinical unmet needs and international trade.

Highlights in our calendar include the MediWales Connects collaboration conference, bringing together Welsh healthcare, research and industry to connect and collaborate. We also host the prestigious MediWales Innovation Awards, an opportunity to celebrate the achievements of life science in Wales.

The MediWales Annual Review & Directory is an invaluable source of information for those in the healthcare and life science community, providing a snapshot of the sector as well as descriptions and contact details for all of our members. We also publish LifeStories magazine which focusses on innovation and collaboration success stories from the past year from across the sector. Between delivering events and publications our team are busy providing one-to-one support to our members and representation of our sector's needs to government.

Product/Service

Life Science network, membership organisation, sector support.

Objectives

To engage with organisations who wish to work with Welsh companies, healthcare, and research centres. To develop opportunities for collaborative commercial activity, and research and development.



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



The Caldicot team excels in enabling wireless connectivity and customising medical implant pulse generators. Microchip Caldicot has 40+ years of proven track record in developing and manufacturing next generation, miniaturised electronic modules. Microchip Technology is a leading provider of smart, connected, and secure embedded control and processing solutions. Their user-friendly development tools and extensive product portfolio enable clients to create optimal designs, reducing risk and time to market. Serving 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.

Objectives

Microchip Technology Caldicot would like to generate new leads and opportunities at Medica 2025.



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On Par is a multi-BAFTA Cymru Award-winning film production company based in Cardiff, specialising in audience-focused content for the healthcare and life sciences sectors.



The company works with clients across the NHS and global medical organisations such as BD (Becton, Dickinson and Company) to produce films that inspire trust, communicate innovation, and deliver measurable results. Recent success includes the Midwife Recruitment Campaign for the NHS, winner of the Recruitment Film Award, which achieved a 50% rise in quality applications, 472,000 digital impressions, and a reduction in vacancy rates from 13.77% to 4.97%.

Product/Service

On Par creates recruitment campaigns, corporate communications, and branded films for healthcare organisations. Their work spans training, internal communications, and patient engagement, supported by campaign strategy and delivery across digital, social, and broadcast platforms.

Objectives

On Par's goal is to help healthcare and medical organisations tell powerful, human stories that attract talent,

improve communication, and strengthen reputation. Through Innovate UK and Welsh Government-funded research, the company has developed a deep understanding of changing audience behaviour, ensuring every film connects with purpose and impact.



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For over 30 years, **PDR** has been designing distinctive, successful, and award-winning products for innovative companies—from ambitious start-ups to global blue-chip brands.



Ranked as the No. 1 Design Agency for Medical and Healthcare in Europe by iF Design Federation, PDR has developed and brought to market hundreds of products from home care and consumer health products through to complex, life-critical medical devices. Our expertise covers the entire journey—from discovery and pipeline mapping through to conception, market launch, and beyond.

Trusted by many of the world's leading brands, PDR is known for creating solutions that truly connect with users and challenge market norms. Projects are consistently delivered on time, within budget, and with outcomes that exceed expectations.

Product/Service

Medical Device Design, Human Factors and Usability Testing, GUI Design, User Centred Design, Product Design, Industrial Design, Service Design, Consumer Insight Research, New Opportunity Identification and Execution.

Objectives

To grow business through collaboration with innovative

organisations seeking expert support in developing new products and services for both domestic and international markets.



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With more than 40 years of experience, **R&D Surgical** supports the surgical community in the UK and worldwide as a trusted manufacturer and distributor of medical devices and equipment.



R&D Surgical provides a carefully selected portfolio of high-quality products designed to meet the needs of healthcare professionals and their patients.

Their long-standing partnerships with leading suppliers strengthen their ability to deliver reliable solutions and ensure they consistently meet the expectations of the surgical market.

Product/Service

Park's Pectus Excavatum System.

Objectives

Looking for distributors.



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Red Medtech is a specialist consultancy providing technical, regulatory, quality, and project management expertise for medical device developers.



Founded by Professor Laurie Rowe, the company leverages over 20 years of experience and supports clients in navigating the complex journey of bringing safe and effective solutions to market.

Product/Service

Red Medtech delivers flexible support for both startups and multinational corporations worldwide. Services span the full product lifecycle, from concept through production, certification, and post-market stages. Expertise includes:

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

Objectives

Red Medtech is committed to being a trusted partner in customer success. The consultancy assists companies in navigating the global regulatory landscape and securing essential certifications, including ISO 13485, EU MDR CE mark, UKCA, and US FDA approvals.

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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Sotas is a regulatory and quality consultancy working with MedTech and HealthTech companies of all sizes, from early-stage ventures to established companies.



The company simplifies complexity, reduce uncertainty, and accelerate market access by combining deep technical expertise with practical delivery. Our consultants are experienced Principal Consultants who have held senior roles in the sector, bringing hands-on knowledge across development, market access, regulatory compliance, and quality management. Clients trust us to provide clear, dependable guidance that balances innovation with compliance.

Sotas lead with honesty, offering clear and straightforward advice, even when challenges are complex. The company creates a sense of security through dependable guidance that supports both business performance and patient safety. Remaining adaptable, responding quickly to shifting priorities while always upholding the standards that matter. Above all, we're on your team, working as a trusted extension of your organisation.

Product/Service

Sotas provide tailored consultancy that supports MedTech and HealthTech companies across the full product lifecycle. Acting as a trusted extension of your team.

The company helps anticipate requirements, avoid delays, and ensure compliance strengthens both innovation and patient safety. Our services include:

- Coaching/mentoring leaders and their teams
- Regulatory strategy and planning
- Technical documentation and design dossier development
- Global submissions and registrations (CE, UKCA, FDA)
- UKRP, EU-REP, EU-Importer and US Agent services
- Post-market surveillance and PMCF

- Management systems (ISO 13485, ISO 27001)
- Auditing, training, and remediation

Objectives

At Medica 2025, the companies mission is to build lasting partnerships with MedTech and HealthTech companies, aiming to provide the clarity and confidence needed to accelerate compliant market access, while creating opportunities for collaboration that deliver both business success and patient impact.



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



Established in 1989, the company has built a strong reputation for innovation and delivering high-quality, reliable products and solutions that meet the demanding needs of its clients. Since its founding, Spectrum Technologies has supplied over 1,200 laser wire marking systems and more than 750 laser wire stripping systems to customers in over 65 countries. Spectrum Technologies operates globally with headquarters in Bridgend, Wales, and additional facilities in the United States and Asia-Pacific, enabling it to provide localised support and services to clients across the world.

Product/Service

Spectrum Technologies specialises 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. By combining precision engineering, automation, and proven laser processing technology, Spectrum Technologies enables clients to achieve consistent, high-quality production while reducing manufacturing complexity and risk.

Products: Laser Wire Strippers, Laser Wire Markers, Ink Jet Markers, Wire Handling Systems
Services: Contract Manufacturing, Sample Processing

Objectives

Spectrum Technologies aims to showcase its latest innovations in medical laser wire ablation and highlight how its technologies can support precision manufacturing in the medical industry. The company will also focus on building new relationships within the global medical market and demonstrating its commitment to delivering innovative, cost-effective, and reliable solutions for complex medical wire processing challenges.



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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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Trauma Simulation is a Swansea University spin-out company which develops and produces highly realistic trauma surgery simulation models.

In close cooperation with military colleagues advanced surgical simulation models have been developed derived from scan data of former trauma patients.

Support from the UK Defence and Security Accelerator (DASA) has enabled the development of male and female trauma models tailored to combat casualty care but easily adaptable to the civilian setting.

The company models are being used extensively by UK Defence Medical Services and also in civilian trauma team training courses.

At present Trauma Simulation are cultivating contacts with other NATO countries and allied nations.

Product/Service

Together with scenario design and delivery, the whole range of point-of-wounding, in transit care and damage control resuscitation/surgery can be taught, experienced and rehearsed.

Each model consists of the whole-body, with detachable limbs. The simulated circulatory system connects to an external peristaltic pump. Arterial bleeding is pulsatile and will continue until the participants control it.

Cannulation, simulated blood sampling and transfusion can all be performed, plus intubation, ventilation and thoracostomy.

Junctional haemorrhage control (at the neck, shoulder or groin) are a particular challenge for trauma surgeons, whether military or civilian. These injuries are too proximal for tourniquet application and so require time critical surgical intervention. Specific inserts fit into the model and connect to the circulation to allow surgery to these injuries, which require proximal and distal control, together with temporary shunt insertion.

Extra-peritoneal pelvic packing (for blast, blunt or ballistic injury), pelvic external fixation, debridement and fasciotomy in severe lower limb injuries, including traumatic

amputation along with external fixation in open fractures. Upper limb escharotomy can also be performed.

Development of the female model has been completed and she will be commercially available early in the new year.

Objectives

To bring damage control resuscitation and surgery to life by promoting advanced time-critical surgical simulation in the civilian setting. Depending on the changing geopolitical situation, damage control surgery may be widely required in Europe in the near future.



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WITH OVER 300 LIFE SCIENCES AND MEDTECH ENTERPRISES, WALES DEMONSTRATES CONSIDERABLE STRENGTH ACROSS A VARIETY OF CRUCIAL HEALTHCARE SECTORS.

From diagnostic devices, surgical supplies and wound care through to neurosciences, regenerative medicine and gene therapies, Welsh universities are leading the way in r&d, product development and roll out of new technologies and therapeutics.

The **Welsh Medtech Cluster Group** offers a single point of entry to this vibrant ecosystem, aiming to build international relations with other networks around the world and showcase the talents of our membership.

Our cluster managers at this years show will be delighted to connect you with the right companies in Wales, so whatever your interests at Medica 2025, you are cordially invited to meet us on our stand in Hall 16 JO3 and explore the unique possibilities that working with Wales can offer.

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