



Global Technology.
Local Solutions.

We have been on the forefront as a distributor of medical devices, in vitro diagnostics, products for Life Sciences, Biomedica Immunoassays and Clinical IT for more than 40 years. What started out as a small business in Vienna has become a multinational company.

With its headquarters in Vienna (Austria), we have established 12 subsidiaries in Central and Eastern Europe (CEE), employing a team of 300 professionals. The reliability of Biomedica's business performance and quality of products are evidenced in our daily work and our daily efforts with and for our **customers**. We supply customers in the fields of health care and research with flexible solutions, quality products, technical services and ongoing support. Our professionals bring an unmatched combination of knowledge, experience and customer commitment to every job. The ISO 9001:2015 certification throughout the entire group of companies ensures constant improvement in the quality of products and services.

All of our cooperating **suppliers** benefit from the easy access to our customers in Austria and the entire CEE region. Our professional product-management and our internal logistics ensure and enable fast and easy **communication**, services and deliveries to customers in 13 countries using one single entry point. Apart from the close collaboration with our customers and suppliers, we are convinced that our

employees are the key to sustainable growth and long-lasting success. This is why we continuously invest in the further **training** of our employees, who have become leading experts in their respective fields over the years.

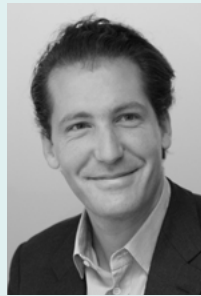
With more than 30 years of experience we manufacture and market highly sensitive immunoassays for clinical research of cardiovascular diseases, bone metabolism, nephrology and transplantation.

We believe that only outstanding excellence in products and professionalism in customer support including sales and services can truly satisfy customer demands. True to our corporate slogan "Global Technologies – Local Solutions", we will continue our mode of operation to ensure the sustainable organic growth and financial stability of Biomedica.

Global Technology.
Local Solutions.

BIOMEDICA GRUPPE

MANAGING DIRECTORS



Luca Marenzi, MBA

**Operations &
Finance**



Dr. Petra Wiedemann

**Product Management &
Business Development**

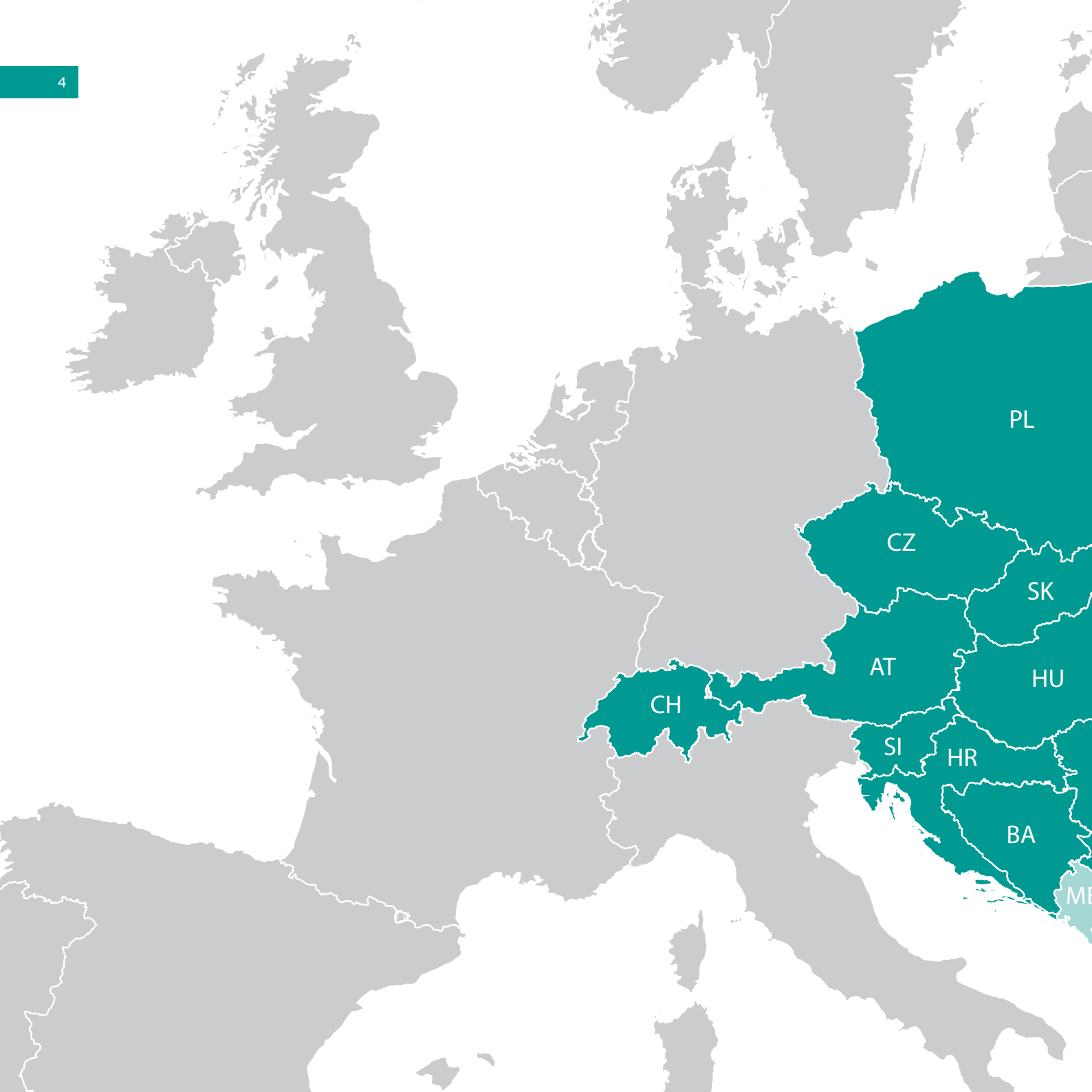
SALES DIRECTOR

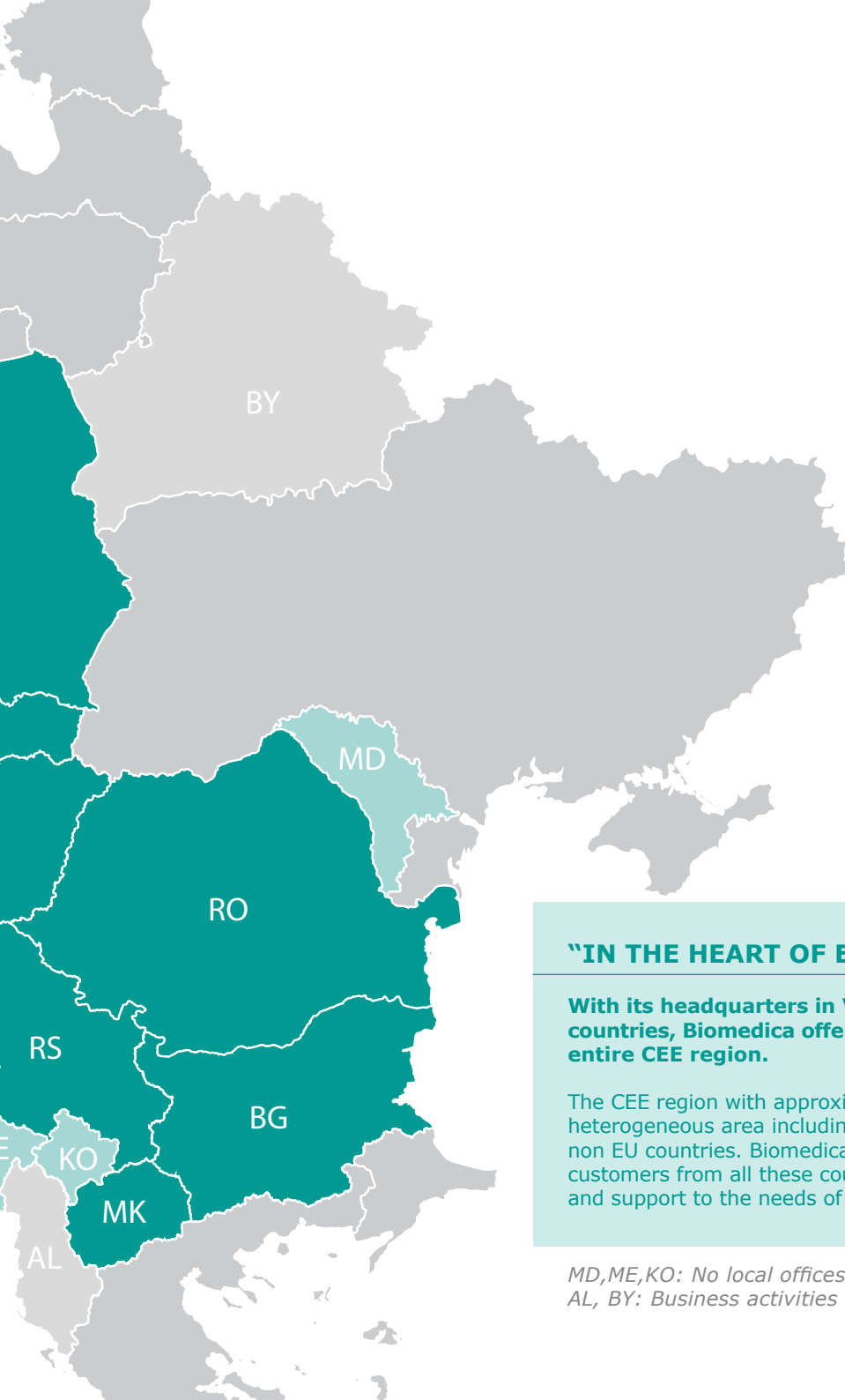


Dr. Michaela Weblacher

**Sales, Application &
Technical Service**







"IN THE HEART OF EUROPE"

With its headquarters in Vienna and subsidiaries in 12 countries, Biomedica offers access to customers in the entire CEE region.

The CEE region with approximately 130 million inhabitants is a heterogeneous area including many small and a few big EU and non EU countries. Biomedica values the diversity and views of customers from all these countries and has aligned its services and support to the needs of the customers in this region.

*MD,ME,KO: No local offices, serviced through RO,RS and MK
AL, BY: Business activities with joint partners*

Business Model

Biomedica acts as a hub for **global suppliers** who provide state-of-the-art technology for healthcare and science, as well as for **local customers** with specific local needs and requirements. Due to the size of the company, its financial stability and international presence, Biomedica is able to guarantee professional and flexible customer support throughout the CEE region.



◀ Global Technology.

➤ Local Solutions.

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Global Suppliers

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MEDICAL DEVICES



IN VITRO DIAGNOSTICS



LIFE SCIENCES



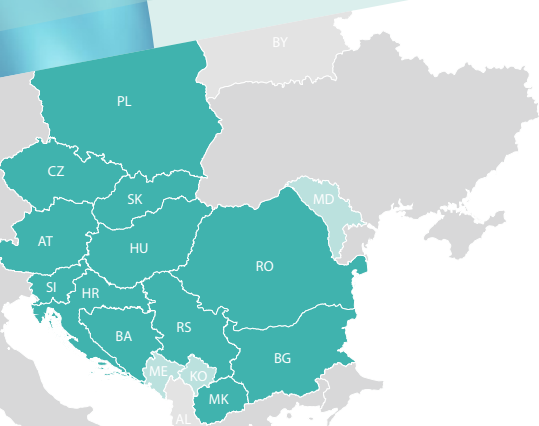
VETERINARY AND
FOOD DIAGNOSTICS



BIOMEDICA IMMUNOASSAYS



CLINICAL IT



Local Customers

Hospitals
Laboratories
Clinical Centers
Research Institutes
Universities
etc.



MEDICAL DEVICES

From the very beginning, the distribution of medical devices for cardiac surgery departments has been the core business of Biomedica in the CEE region. Biomedica has been providing the CEE market with state-of-the-art products since long before the revolutions of 1989. We proudly look back on over three decades of substantially growing know-how and cultural understanding in this area.

At present, a large number of various medical devices are sold to different departments in hospitals and clinical centers throughout central Europe. Due to the fact that medical devices as well as consumables, often have a direct impact on patient survival and well-being, we firmly believe that we contribute to the quality of medical health care.

Biomedica provides hospitals and clinical centers with innovative and high-quality consumables and equipment in order to support medical professionals in their daily tasks, with the aim of helping them to achieve the best results for their patients.

Main areas and products

- Cardiac Surgery: heart valves, perfusion and accessories, ablation, TAVI, surgical instruments, surgical sealants and patches, transit time flow measurement devices, pupilometer, POC viscoelastic testing/critical bleeding management
- Anesthesia and Intensive Care: needle free valves, patient monitoring systems, CVC, custom made drug administration sets, DVT prophylaxes device, pupilometer, POC viscoelastic testing/critical bleeding management
- Interventional Cardiology and Radiology: TAVI, balloons, stents, autologous stem cells concentrate therapy, radiation protection for personnel in Cath lab, pupilometer, large bore closure device
- Nephrology: complete range of dialyses and extracorporeal therapies for lung and sepsis including accessories, transit time flow measurement devices
- General Surgery: surgical instruments, transit time flow measurement devices, pupilometer, POC viscoelastic testing/critical bleeding management
- Orthopedics and Trauma Surgery: hip prosthesis, knee & shoulder primary replacement and revisions, edema reduction device, DVT prophylaxes device, POC viscoelastic testing/critical bleeding management, autologous blood transfusion, low vacuum drainage system
- Hospital Hygiene and Infection Control: portable room decontamination units, touchless hand disinfection dispensers, air cleaning units (HEPA and Plasma technology), protective environments, infection control beddings, Needle free valve disinfection caps
- Oncology: infusion pumps, drug administration sets, biopsy needles, spikes with needle-free valves



IN VITRO DIAGNOSTICS

Our IVD team services private laboratories, hospital laboratories and reference centers in 13 countries with a wide range of human diagnostic products. Biomedica is specialized in areas that use state-of-the-art technology focusing on testing for medium to high volume throughput. Many of these tests run on premium equipment and/or closed systems.

Biomedica not only supplies the market with reagents and test kits but also with equipment which is installed, validated, maintained and serviced by Biomedica's experts on site. We train and coach the customer during the installation and offer training courses and continuous service and maintenance programs.

Our suppliers are selected market leaders in their fields, renowned for cutting-edge quality products. During more than 40 years of cooperation with our suppliers, we have established a basis for sustainable and constructive collaboration and are able to provide our customers with fast responses and appropriate solutions for their specific needs.

Main areas

- Bone and Mineral Metabolism
- Cardiac Marker
- Diabetes Monitoring
- Endocrinology
- Fungal Infections and Parasitology
- Gastroenterology
- Hemostasis / Coagulation
- Hygiene
- Immunology
- Infectious Diseases / Serology
- Instruments and Services
- Microbiology
- Molecular Diagnostics
- Oncology and Genetic Testing
- Point of Care
- Transplant Diagnostics & Monitoring
- Urology



LIFE SCIENCES



Our comprehensive portfolio includes over 1.000.000 products from selected international, top quality suppliers. Together we offer flexible solutions tailored to the needs of our local customers.

Increasing international competition in the field of research requires personal customer support focusing on planning and the realization of projects. Biomedica's experts are familiar with procurement processes and the structuring of research projects and thus are able to support their customers in matters of research grants on a professional basis.

Biomedica supports researchers by providing them with equipment installation, training and services, and by enabling them to achieve fast and reliable results.

Our customers benefit from a wide range of high-quality research reagents, premium equipment, open and closed systems and lab consumables suitable for many different applications and qualified for academic and industrial research, especially in the pharmaceutical and biotech industry.

Main areas

- Immunology
- Proteomics
- Molecular Biology / Genomics
- Cell Biology
- Hygiene / QC Pharma
- Lab Equipment



VETERINARY AND AGRO FOOD DIAGNOSTICS

The veterinary and agro food division supplies academic, public, private, industrial and other commercial institutions with diagnostic products throughout the entire CEE area.

Our high quality product portfolio encompasses solutions for diverse areas such as eradication/control programs, infectious disease testing, pathogen testing, HACCP (Hazard Analysis and Critical Control Points) testing, residue detection such as GMO (genetically modified organisms), antimicrobials, veterinary drugs, allergens and mycotoxins. We supply almost the entire CEE market.

Beyond that, we offer conventional microbiology methods, rapid test systems, ELISA tests and innovative molecular methods. This is complemented by a range of instruments and lab equipment from simple ELISA equipment to automated processors, PCR cyclers and multiplex platforms.

Besides solutions for laboratories, we also provide full packages for on-site testing on farms and in industry.

Main areas

- Food/Feed safety
- Food Industry
- Hygiene and QC (e.g. Proficiency Tests)
- Infectious Disease Serology
- Lab Equipment
- Life Stock and Companion Animals
- Microbiology
- Molecular Biology (Food / Vet)
- Mycotoxins / GMO / Allergens / Antibiotics
- Plant Pathogens
- Rapid Tests – on-site tests
- Water Testing



BIOMEDICA IMMUNOASSAYS



Setting the standard for clinical research.

Biomedica Immunoassays provides internationally recognized, high-quality ELISAs for clinical research.

Our customers include numerous top-ranking scientific institutions worldwide, well-known CROs and laboratories in the pharmaceutical industry. We are setting the standard for clinical research using serum-based calibrators and controls, thus enabling researchers to collect biologically reliable data. The provided immunoassays are fully validated. Biomedica's experienced and qualified team of professionals provides technical and scientific support.

The majority of our assays are CE marked and ready for use in IVD. The company's manufacturing processes comply with ISO 9001:2015 management system standards and conform to GMP/GLP guidelines.

For specific markers, Biomedica has become a worldwide market leader with a continuously growing portfolio.

Main areas

- Bone Metabolism
- Cardiovascular
- Oxidative Stress
- Nephrology & Transplant
- Oncology
- Lyme Disease
- Test Services: Immunoassays, Luminex, miRNAs, Glycan-profiling





CLINICAL IT

Our Clinical IT department offers tailored software solutions for specific requirements in the field of health care systems. Based on the success in Austria, these services will be offered and implemented in health care systems throughout the CEE region.

We offer software packages that cover the full needs of anaesthesia departments including Pre-OP, OR, Emergency Room, PACU and pain therapy. Further main focus areas are Intensive Care Units (ICU), Intermediate Care Units (IMCU) as well as all kind of specialised Intensive Care Units such as Neonatal Intensive Care Units (NICU).

The use of these innovative software applications assist our customers by optimizing workflows and processes within the entire hospital. Patient Data Management Systems (PDMS) enable an easy and quick documentation of clinical events, treatments and medications.

The continuous data collection from a huge variety of medical devices and other electronical systems within a hospital reduces administrative efforts which leads to more time for the treatment of patients.

Biomedicas' Clinical IT team is composed of highly qualified specialists in the fields of clinical applications, clinical workflows and project management.

The software solutions are adapted and implemented in close cooperation with the medical personnel and according to their specific requirements and needs.

Due to the importance of these systems for our customers the high availability of these software solutions is ensured by a **24/7** service help desk.

Main areas

- Workflow Optimization
- Project Management
- Device Integration
- Consulting
- Clinical Documentation
- Medication and Order Management
- Clinical Decision Support
- IT Infrastructure
- Research and Analysis
- Reporting

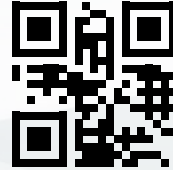
IN VITRO DIAGNOSTICS
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MEDICAL DEVICES

VETERINARY AND FOOD DIAGNOSTICS

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