





f. l. t. r. Bernhard Küenburg, Stefan Marenzi, Wolfgang Woloszczuk

Message from the Management

Biomedica, a privately owned group of companies founded 35 years ago in Vienna, is a leading distributor of Medical devices, In Vitro Diagnostics, Life Science, it's own brand of Immunoassays and Clinical IT in the entire CEE region.

With 13 fully owned subsidiaries and a team of 250 professionals it is our highest priority to serve our numerous customers in the health care field and in research with flexible solutions, quality

products, technical service and continuous support and thus create value for our customers. Our ISO 9001/2000 certification across the entire group ensures continuous improvement in the quality of products and services.

For our international suppliers we offer access to customers in Austria and the entire CEE region through a single entry point via professional product management and our internal logistic network.

Between our customers and our suppliers, Biomedica's employees are the key to sustainable growth and success. Biomedica continuously invests in the education and development of its employees, who over the years have become leading experts in their respective fields.

With our strategic partner BDF, Biomedica develops, manufactures and sells globally a focused portfolio of highly

sensitive immunoassays in the field of cardiovascular disease, bone metabolism and oxidative stress setting the standards for clinical research.

It is our firms believe that only with top performance in products, staff and service Biomedica will be able to optimally fulfill customer requirements and thus ensure sustainable, organic growth and financial stability following our slogan: "Global Technologies. Local Solutions."

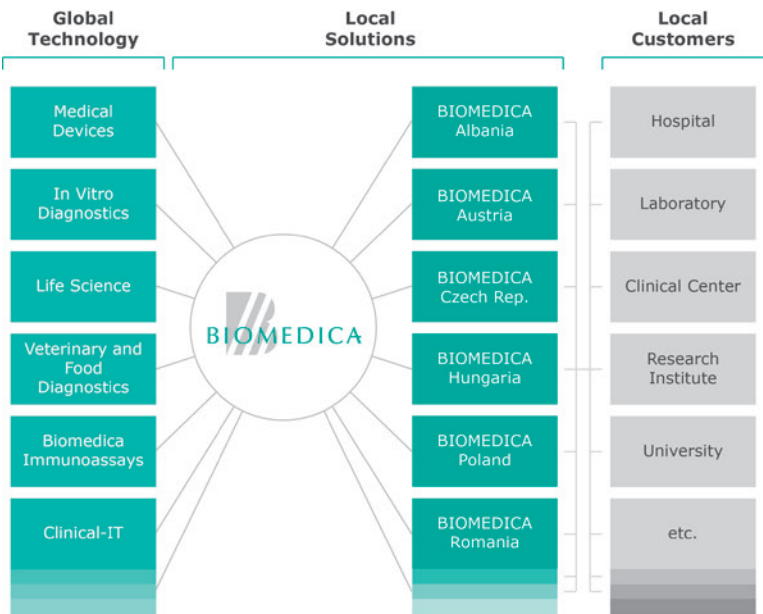
Many thanks to our customers, suppliers and employees who support us in achieving these ambitious goals.

"In the heart of Europe"

With it´s headquarter in Vienna and fully owned subsidiaries in 13 countries, Biomedica offers access to customers in the entire CEE region. The CEE with its about 130 Million people is a heterogeneous region of many small and few larger countries; some of them EU members, some of them EU applicant states at different levels and some of them non EU countries. Biomedica has developed the skills to serve and support customers in all these countries.

Business Modell

Biomedica acts as a hub between global suppliers offering state of the art technology for healthcare and science and local customers with their local and specific needs and requirements. Through it´s size, it´s financial stability and it´s international presence, Biomedica can use synergies and offer professional and flexible customer support across the CEE region.





Traditionally, medical device business for cardiac surgery departments has been the backbone of Biomedica's activities in the CEE region from the year 1978 on.

Biomedica has been selling to most CEE countries long before the revolution in 1989. Over the three decades substantial know how and cultural understanding of these markets has been developed.

Today, medical device are sold to different departments in hospitals and clinical center areas across the entire CEE region.

Biomedica provides innovative products, consumables and services enabling our medical professionals to perform surgery with confidence and providing optimal results for their patients.



Biomedica Medical Device offers products and services in different areas of expertise

- Cardiac surgery (heart valves, wires; RF ablation; pacing wires; stabilizers and instruments; perfusion accessories; Vacuum wound therapy etc.)
- Anesthesia and Intensive care (Closed, needleless hub devices, hemofiltration devices; patient monitoring etc.)
- Interventional cardiology and radiology (balloons and stents; accessories; autologous stem cells concentrate therapy etc.)
- Nephrology (complete range for dialyses)
- General Surgery (3D visualization systems; Vacuum wound therapy; surgical instruments etc.)
- Orthopedics and Trauma surgery (Prosthesis for hip, knee and shoulder primary replacement and revisions etc.)
- Hospital hygiene (Decontamination Systems with H2O2 dry micro aerosols etc.)
- Oncology (Infusion pumps, bone marrow biopsy needles etc.)

Since the medical devices as well as the consumables have in many cases direct effect on the survival of a patient, the reliability and quality of the products as well as the continuous education and training of our experts and our customers are of key importance.

Partnering with selected leading suppliers pursuing the same standard of excellence has been key to our mutual success.



In all 13 CEE countries the IVD team supplies private laboratories, hospital laboratories, and reference centers with a large range of human diagnostic products. Biomedica is specialized in areas with high technological requirements and with a focus on tests with low to medium volume. Many of these tests are run on dedicated equipment and/or closed systems.

Biomedica not only supplies reagents and test kits, but also the necessary equipment that is installed, validated, maintained and serviced by Biomedica's experts. We instruct the users, coach them during the installation and offer continuous education.

Biomedica's main areas include

- Serology for Infectious diseases
- Molecular diagnostics (analyses on the level of nucleic acids)
- HLA typing and transplant monitoring
- Microbiology
- Coagulation
- Immunology and Allergology
- Point of care
- Endocrinology and specialized tests

These areas are of critical importance for the health-care system and require special training of our staff, reliability and quality of products, and continued education and cooperation with our customers.

Our suppliers are chosen to be technological leaders in their respective fields, and to offer up-to-date quality, and reliability. Many years of cooperation with our manufacturers is the basis for a speedy and constructive cooperation to offer our customers adequate solutions for their specific problems.



In the entire CEE Biomedica Life Science offers a broad range of high quality research reagents for different applications to our customers in academic and industrial research, especially in the pharmaceutical and biotech industry. In addition to reagents, media and kits, Biomedica also supplies dedicated equipment or closed systems as well as necessary consumables for lab research.

Biomedica also supports its research customers with equipment installation, training and continuous service to achieve fast and reliable research results.

Biomedica Life Science product range includes products for:

- Immunology / Genomics
- Molecular biology / Proteomics
- Cell biology
- Lab equipment

Decades of experience in this field of research as well as numerous international references at customers and suppliers allow Biomedica to be a reliable and long term expert partner for research and development.

Our broad portfolio with over 200,000 products from selected international top quality suppliers helps us to offer flexible solutions to the needs of our local customers in research and development.

The increasing international competition in research requires personal and professional support of our research customers in academia and industry with a focus on planning and execution of their projects. Through its experience Biomedica can support procurements processes and projects from research grants on a professional basis.



Biomedica Immunoassays provides globally fully validated and high quality ELISAs for clinical research in the field of cardiovascular disease as well as bone and mineral disorders. We offer immunoassays for novel biomarkers of potential relevance in the diagnosis and therapy of:

- Heart Failure / Myocardial Infarction
- Osteoporosis / Osteoarthritis / Bone Malignancies

For some markers, Biomedica has become a world-wide market leader, with a continuously growing portfolio. Research and development is contracted to BDF (Biomarker Design Forschungs GmbH), a R&D company located at our headquarters in Vienna and a strategic cooperation partner of Biomedica.

In the last years, BDF developed over 20 immunoassays that are distributed by the Biomedica Immunoassay global network in over 40 countries.

Most of our assays are CE registered in the European Union and are manufactured under ISO 9001:2008 at Biomedica following GMP/GLP guidelines.

Our customers include many of the world's top ranking scientific institutions, highly reputed contract research organizations and laboratories in the pharmaceutical industry.

In addition to providing customers with reliable and fully validated immunoassays, we offer excellent product support through an experienced and qualified team.



**Setting the standard
for clinical research.**

The Clinical IT department offers customized software solutions to specific hospital and health care requirements. Based on substantial success in Austria, these services will be spread across the CEE region in the following years.

Two software packages are primarily offered to two departments: ICU and Cardiology:

Support for anesthesia departments and intensive care units **MetaVision Suite®** (manufacturer iMDsoft, Tel Aviv) offers a continuous electronic data monitoring for each patient across hospital departments. This allows access to automatically collected vital parameters, liquid balance, allergy parameters, lab results, drug prescriptions, demographic patient data, prior diseases and conditions and release reports.

Advantages:

- High quality of documentation
- Automatic recording of activities and services
- Avoid manual miss-entries of vital or equipment parameters.
- Fast access to information and relieve of doctors and nurses from their documentation duties.
- Improves communication between departments
- High degree of interpretation of the documented data, benchmarking

Support for cardiology field:

Suittestensa® (Esaote, Italy) CIS PACS Cardiology Management System.

Through centralization of all information of the cardiology field to one single platform, **Suittestensa®** enables an op-

timized workflow in patient entry, examination, reporting and distribution of data in the cardiology field in:

- Catheter lab
- Echocardiography
- Electrocardiography
- Electrophysiology
- Endovascular Interventions

The Clinical IT team consists of technological and clinical application experts. They guide and execute the project from planning to go-live. Over weeks they develop the software configuration in close cooperation with doctors and nurses in order to define work flows.

CLINICAL IT ▲

▼ VETERINARY AND AGRO – FOOD DIAGNOSTICS

The Veterinary and Agro - Food Division supplies diagnostic products for veterinary, agro food, hygienic and water analysis applications to academic, public, private, industrial and other commercial institutions in most of the CEE countries. The product range includes high quality products in the fields of eradication/control programs, infectious diseases, pathogens, reproduction, HACCP, residues, such as GMO, antimicrobials, veterinary drugs, allergens and mycotoxins.

The range of technologies covers conventional microbiology methods, rapid test systems, ELISA tests and molecu-

lar methods. We also offer and support dedicated instruments for laboratories, from simple ELISA readers, washers, incubators to fully automated processors and novel instruments for molecular diagnostics as well as multiplex platforms.

Main areas:

Life Stock and Companion Animals

- Infectious diseases testing
- Reproduction management
- Eradication/control programs
- Animal Health

Food/Feed Safety

- Pathogen detection in animal feed and food
- HACCP / hygiene

- Detection of residues (antimicrobials, veterinary drugs and hormones, mycotoxins)
- Laboratory methods for the detection of GMO, allergens and mycotoxins by ELISA and PCR
- Qualitative and quantitative field methods for the detection of GMOs and mycotoxins

Plant Pathogens

- Plant pathogens by Elisa and IFA tests
- Multiplex technology for various pathogens

Water testing

- Field testing and laboratory testing
- Legionella diagnostics

WIELEN DANK AN UNSERE
STARKEN PARTNER!



Versatility in a complete package.

MILLIPLEX[®] MAP magnetic bead-based
immunoassay kits & MAGPIX[®] instruments.


Research can change direction in a minute—to keep the pace, you need a versatile assay platform.

With our analytically validated MILLIPLEX[®] MAP kits, using Luminex[®] xMAP[®] technology, measure one analyte per sample or fifty, in research areas including neuroscience, toxicity, oncology—using preconfigured or customized panels.

And, the versatility doesn't stop there—we're the original multiplex partner offering the full range of multiplex instruments, including MAGPIX[®], the newest, most flexible small-footprint instrument for the user-friendly xMAP[®] platform.

Get the complete package at
www.millipore.com/magbeads



Merck Millipore is a division of 

Luminex xMAP[®]
Technology

Merck Millipore and the M logo are trademarks of Merck KGaA, Darmstadt, Germany. MILLIPLEX is a registered trademark of Merck KGaA, Darmstadt, Germany. Luminex, xMAP and MAGPIX are registered trademarks of Luminex Corporation. © 2012 EMD Millipore Corporation, Billerica, MA USA. All rights reserved.



EMODIAL

Silver innovation
Dressings for Dialysis Treatments

seit 1968 **EDINGER** seit 1968
mit Sicherheit mehr

Versicherungsmakler
Rudolf Edinger GmbH

Wien - Graz - Salzburg - Wiesbaden

www.edinger.at

Dkfm. Dr. Walter Kristen

Wirtschaftsprüfungs- und
Steuerberatungsgesellschaft mbH

Unser Beratungsangebot

- Steuerberatung
- Internationales Steuerrecht
- Stiftungen
- Merger & Acquisition
- Umstrukturierungen
- Gesellschaftsrecht
- Gutachten

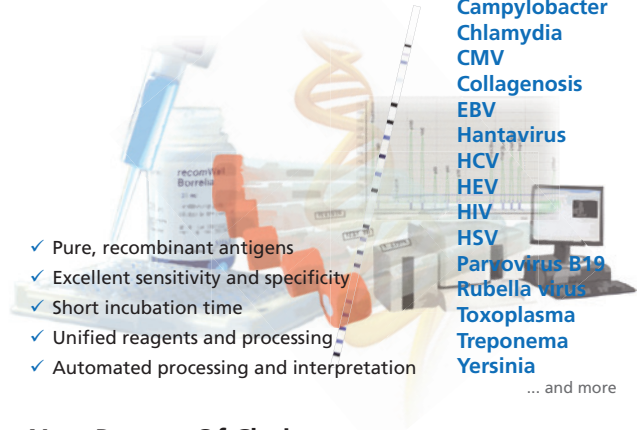
1130 Wien · Lainzer Straße 35 · Tel. +43/1/878 45 0
Fax +43/1/878 45 39 · E-Mail: office@wp-kristen.at

MIKROGEN
DIAGNOSTIK

Precise and reliable diagnosis of
infectious and autoimmune diseases

| | |
|------------------|----------------|
| <i>recomWell</i> | ELISA |
| <i>recomBlot</i> | Strip assay |
| <i>recomLine</i> | Strip assay |
| <i>recomBead</i> | Luminex® assay |
| <i>ampliCube</i> | Real Time PCR |

Bordetella
Borrelia
Campylobacter
Chlamydia
CMV
Collagenosis
EBV
Hantavirus
HCV
HEV
HIV
HSV
Parvovirus B19
Rubella virus
Toxoplasma
Treponema
Yersinia
... and more



- ✓ Pure, recombinant antigens
- ✓ Excellent sensitivity and specificity
- ✓ Short incubation time
- ✓ Unified reagents and processing
- ✓ Automated processing and interpretation

Your Partner Of Choice
For Innovative Solutions in the Clinical Laboratory
Distributed by Biomedica

Mikrogen GmbH | Floriansbogen 2-4 | 82061 Neuried | Germany
Phone +49 89 54801-0 | Fax +49 89 54801-100 | mikrogen@mikrogen.de | www.mikrogen.de



A complete range of personal care products
Ein komplettes Sortiment an Körperpflegeprodukten

www.cocune.com

Stöpler Instrumenten & Apparaten B.V. · Middenwetering 1 · 3543 AR Utrecht/The Netherlands
Postbus 2445, 3500 GK Utrecht · T +31 (0) 30 264 49 11 · F +31 (0) 30 261 37 66

...if your choice is **QUALITY**

VAC SPEDITION

Worldwide transport of
highly sensitive products

- by air
- by road
- by sea

Certified for Dangerous Goods.
ISO 9001:2008-Certificate.
AEO (AEOF) certified.
Austria's first „Regulated Agent“.

VIENNA AIRPORT / AUSTRIA

Tel: +43 1 7007-32845

Fax: +43 1 7007-35312

www.vac.at

E-Mail: TakeCare@vac.at

Specialists for pharmaceuticals, laboratory equipment, radioactive materials,...



IN VITRO DIAGNOSTIC
MEDICAL DEVICES

LIFE SCIENCE

VETERINARY AND FOOD DIAGNOSTIC

CLINICAL IT

IN VITRO DIAGNOSTIK

LIFE SCIENCE

IMMUNOASSAY

MEDICAL DEVICES

**VETERINARY
AND FOOD
DIAGNOSTIC**



Biomedica Medizinprodukte GmbH & Co KG

Divischgasse 4 • 1210 Wien • T +43 1 291 07 56 • F +43 1 290 14 29 • office@bmgrp.at • www.bmgrp.eu