

'EXPORTING TO GERMANY' SEMINARS

17 & 18 MARCH 2008

REGISTRATION- 9.30AM

SEMINAR- 10.00AM–2.00PM

UK Trade & Investment , Medilink North West and Medilink (Yorkshire and Humber) Ltd would like to invite you to take part in one of two UKTI sponsored regional seminars covering the basic essentials for all UK based companies who are considering entering the German healthcare market.

The seminars will have particular emphasis on the rapidly growing rehabilitation and nursing/care home sectors due to their key position in the German market. Attending companies will gain an understanding of the issues and the opportunities associated with trading into the German healthcare market.

The aim of this seminar is to provide information on regulatory issues, reimbursement process and routes to market as well as key sector focused marketing platforms for British companies.

This will greatly enhance the ability of UK companies wanting to export healthcare products to the German market.

KEY AREAS TO BE COVERED

- Overview of the German Healthcare Market- British Consulate General, Düsseldorf
- Regulatory Requirements - TÜV Rheinland Product Safety GmbH
- Reimbursement and Hilfsmitteliste (Medical Aids Directory) – IKK Bundesverband
- Local Company Case Study

Additionally there will be an opportunity at the end of the Seminar to network with the key note speakers from Germany, International Trade Advisers with specific responsibility for the Healthcare Sector and the other participating companies.

17 MARCH 2008

YORKSHIRE & HUMBER

Tankersley Manor Hotel,
Tankersley, Barnsley.
S75 3DQ

18 MARCH 2008

NORTH WEST

Reebok Stadium,
Horwich, Bolton.
BL6 6JW

WHO SHOULD ATTEND?

- Any company interested in selling their healthcare products to Germany
- Any company already selling to Germany but would like an up to date review of the regulatory and reimbursement process
- Any company with specific issues with doing business in Germany
- Any company interested in or planning to exhibit at Rehacare or Medica 2008

HOW TO REGISTER

Register for the seminar by filling out the attached form and faxing it back signed to the relevant organiser.



'EXPORTING TO GERMANY' BOOKING FORM

I will be attending the Yorkshire Seminar on 17 March 2008 Yes

I will be attending the North West Seminar on 18 March 2008 Yes

Person attending: _____ Position: _____
Company Name: _____
Year Established: _____
Business Address: _____
Town/City: _____ Post Code: _____
Phone: _____ Fax: _____
Email: _____ Web address: _____

Number of employees: 0 – 10 10 - 50 50 - 100 >100
Turnover (£K): 0-100k 100k – 250k 250k – 500k >500k
Do you already sell products to Germany? Yes No
Please describe your products/services _____

What type of regulatory assistance are you looking for? (Please note any specific queries)

Please complete this form and return to either:

Yorkshire – David Howarth Fax: 0114 273 0058 Email: d.howarth@medilink.co.uk
North West – Karen Field Fax: 0161 276 5491 Email: karen.field@cmmc.nhs.uk