

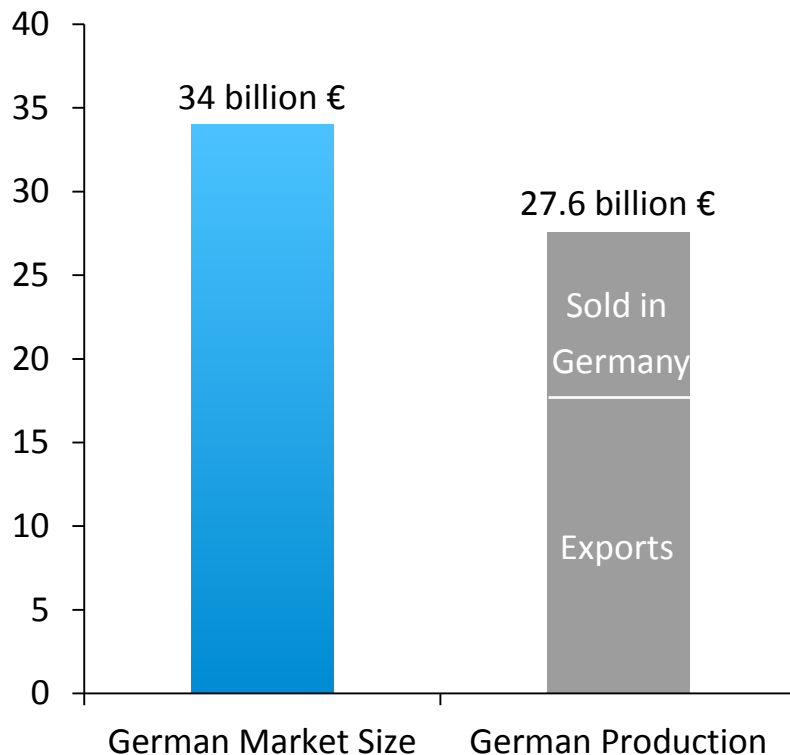
HOW CAN GTAI HELP MEDICAL DEVICE MANUFACTURERS EXPAND INTO GERMANY

Gabriel Flemming
Senior Manager Healthcare
www.gtai.com

Market Access Update

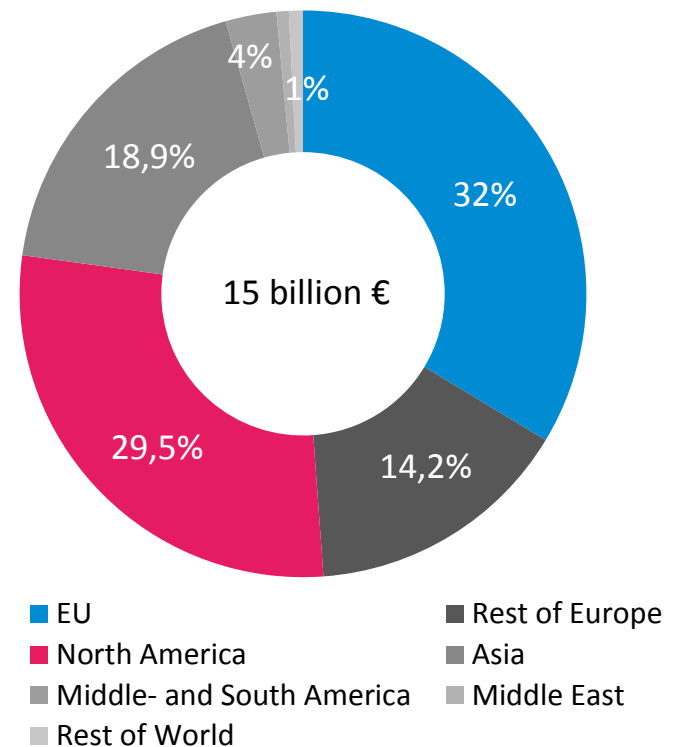
Market intelligence: market volume, exports and imports

Market size, production, exports



Source: BVMED – Branchenbericht 2017

Imported medical technology

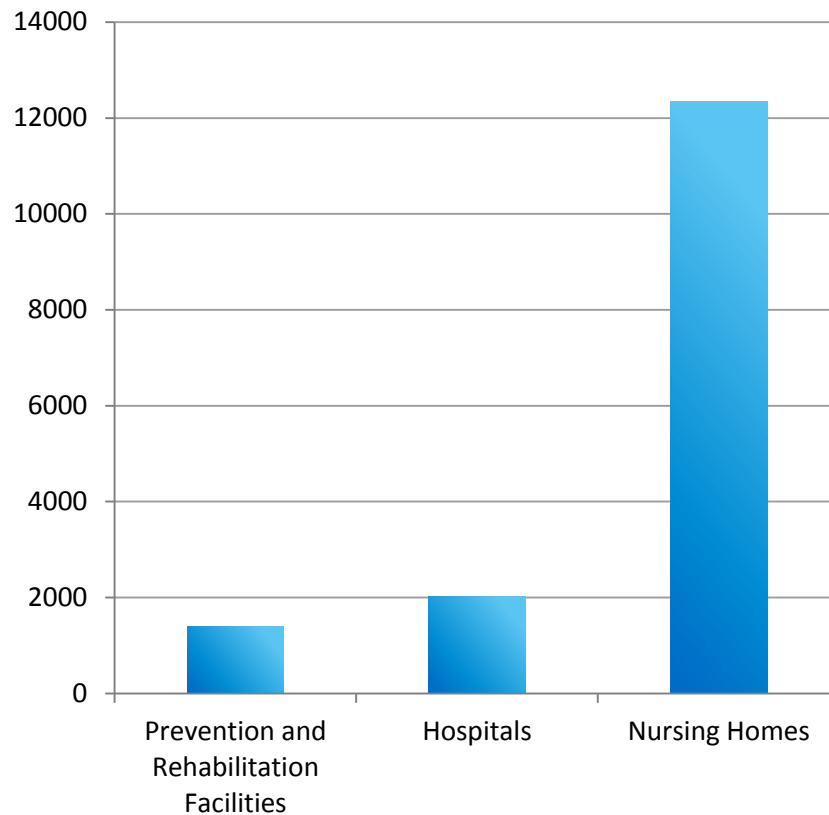


Source: Statista 2017

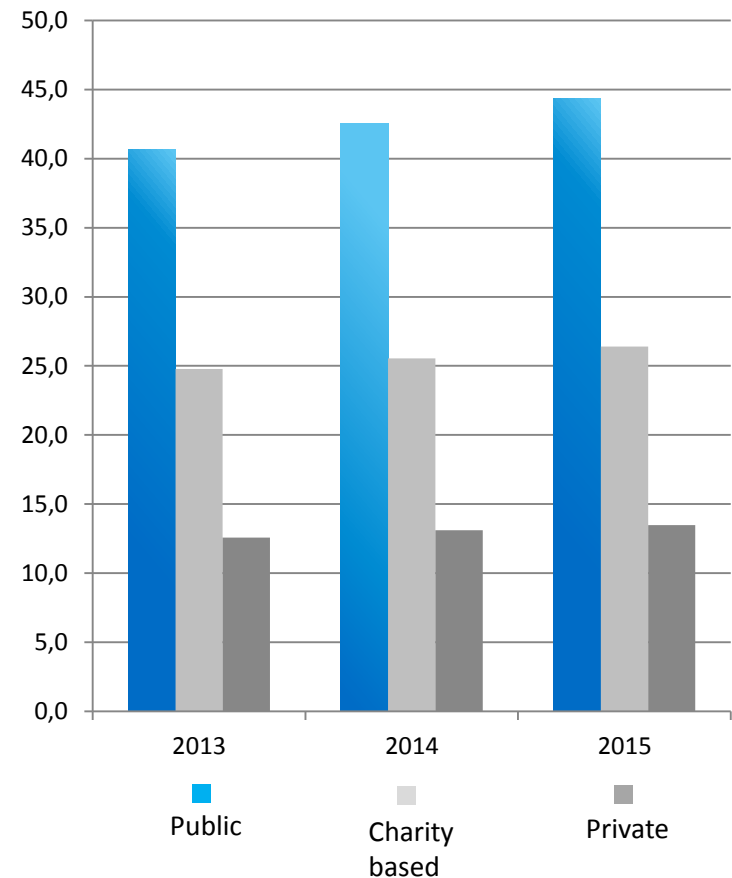
Market Access Update

Partnering: hospital sector

Number of hospitals and care centers



Hospital spending in bln € (per ownership)



Market Access Update

Legal information: check-lists

Regulatory check-list: MDD+MPG

- Assign authorised representative
- Assign product safety contact
- Declare conformity with European Regulation and acquire CE-Mark
 - § Scrutiny procedure for class III !
 - § Notified bodies struggling with MDR !
- For clinical trials apply at BfArM
- Notify DIMDI of marketing product

Reimbursement check-list: SGB

- Find clinical partners/key-opinion-leaders
- Obtain OPS and DRG-codes
- Apply for increased reimbursement at G-BA via NUB route, install individual OPS/DRG
 - § Clinical evidence to be provided !

Market Access Update

Site selection: manufacturing and innovation clusters



- 11,000 medical technology companies
- 1,250 medical device manufacturers
- 30+ medical device clusters
- 426 institutions of higher education
- 33 university hospitals
- Cash grants for manufacturing and R&D

Meet us!

@MEDICA 2017

Hall 15, booth F 37

Market Presentations @MEDICA 2017 Booth 15 F 37



International visitors interested in business opportunities in Germany's healthcare market are invited to attend a variety of presentations by GTAI's industry specialists and selected guests. Our program:

Monday, 13 November

1:30 – 2:30 pm	Succeed in Germany's Medical Aids Market - market and demographic developments - reimbursement and the German catalogue of medical aids
4:00 – 5:00 pm	Medical Devices Market Access: Who needs Clinical Trials? Recent success stories, regulatory and reimbursement update

Tuesday, 14 November

12:00 – 1:00 pm	Succeed in Germany's Digital Healthcare Market Markets and trends
1:00 – 2:00 pm	Reimbursement Strategies for Medical Technology Pathways for innovative and non-innovative Devices

Wednesday, 15 November

1:00 – 2:00 pm	In Vitro Diagnostic Market Market update
4:00 – 5:00 pm	German Healthcare Market CE-regulation, medical societies, reimbursement

Thursday, 16 November

12:00 – 1:00 pm	Financial Incentives Programs for R&D and manufacturing in Germany
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FREE REGISTRATION

Presentations are in English and take about 20-60 min. Content and length of presentations can be tailored to specific needs. Presentations and consulting services are supported by the German government and free of charge.

For groups of 5-40 people, please contact us to arrange specific times. [CONTACT US!](#)

About us

Germany Trade and Invest is the foreign trade and inward investment agency of the Federal Republic of Germany. We support international companies preparing to expand into Germany. Our services are free of charge and include:

- market research
- market entry strategy support
- legal, tax, and financing information
- financial incentives consulting
- site selection and site visit coordination
- partner identification and introductions

Get in touch!

Contact

Germany Trade & Invest

Gabriel Flemming Friedrichstraße 60

T +49 (0)30 200 099-307 10117 Berlin

Gabriel.flemming@gtai.com www.gtai.com

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