

# NET-TO-WORK HEALTH & WELLNESS SECTOR B2B EVENT

(June 20<sup>th</sup>-21<sup>st</sup>, 2023)

## BUYER COMPANY PROFILE

Company name	TetroBreath GmbH
Country	Germany
Website	www.atemfrisch-shop.de
Date of establishment	06.08.2008
Turnover in euro (€) in 2021/2022	330.000 Euro
Nr of employees in 2021/22	4
Activity description (Please indicate your core business)	Sale of dental and oral hygiene products (oral rinse, toothpaste, mouthspray), chewing gums,
Your company is	<input type="checkbox"/> Importer / Distributor <input checked="" type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	our own brand is "atemfrisch" cosmetic products, foods (chewing gums) oral rinse, toothpaste, mouthspray
Indicate whether you have your own brand/s	Our own brand is "atemfrisch"
Geographic area covered	Europe with CPNP registration
Have you already worked with any Italian company? If yes, which ones?	<b>Yes, a small company named Particella 18</b>
Please indicate products/services/processes/solutions you are looking for	<b>Any complementary products</b>

co-finanziato da



Gestito da



## You are looking for

- MEDTECH (Specify)
- Medical and electromedical equipment
- Medical devices
- Furniture and hospital goods
- Laboratory
- Digital Health
- Services (i.e. Consulting, Training, Analysis)
  
- PHARMACEUTICALS (Specify)
- Marketing Authorisation Holders
- Manufacturer
- Contract manufacturing, Private label
- API & Excipient Biotech
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
  
- FOOD SUPPLEMENTS (Specify)
- Products Holders
- Manufacturer
- Contract manufacturing & Private Label
- Ingredients, Raw Materials
- Bio Food / Special Food
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
  
- COSMETICS (Specify)
- Marketing Authorisation Holders
- Manufacturer
- OEM, ODM, Contract Manufacturing, Private Label
- Cosmetics, Skin care & Fragrances
- Hair Products & Equipment
- Beauty Salon Products and Equipment
- Natural & Organics
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
  
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
- Interior fittings
- Engineering, Design & Construction
- Equipment

co-finanziato da

Gestito da

## BUYER COMPANY PROFILE

Company name	Artestetica SRL
Country	Moldova
Website	artestetica.md
Date of establishment	2009
Turnover in euro (€) in 2021/2022	550.000 – 600.000 euro
Nr of employees in 2021/22	19
Activity description (Please indicate your core business)	Distributorship
Your company is	<input checked="" type="checkbox"/> Importer / <b>Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, please specify:
Products you deal with (related brands) - typology - range	Beauty salon Equipment – Maletti, Nilo, BMP Hair Products- Parisienne, Alfaparf Milano, Lisap Milano Skin care products – Phitofarma Disposable articles - Lacomés
Indicate whether you have your own brand/s	--
Geographic area covered	Republic of Moldova
Have you already worked with any Italian company? If yes, which ones?	<b>Yes.</b> Parisienne Italia S.p.a, BEAUTY & BUSINESS S.r.l, Lisap Laboratori Cosmetici S.p.A., Maletti S.p.a., Nilo S.r.l., BMP S.r.l., Phitofarma S.r.l., Lacomés S.r.l.
Please indicate products/services/processes/solutions you are looking for	<b>Professional skin care and injectables, salon equipment, beauty and medical devices for face and body</b>

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

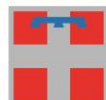
## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer**
  - OEM, ODM, Contract Manufacturing, Private Label
  - Cosmetics, Skin care & Fragrances**
  - Hair Products & Equipment**
  - Beauty Salon Products and Equipment**
  - Natural & Organics
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- HOSPITAL, CLINICS, SPA, FITNESS (Specify)
  - Interior fittings
  - Engineering, Design & Construction
  - Equipment

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

## BUYER COMPANY PROFILE

Company name	MEDINTEL SRL
Country	Romania
Website	www.medintel.tech
Date of establishment	2013
Nr of employees in 2021/22	3
Activity description (Please indicate your core business)	Distribution OR and Ward equipments
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	OR EQUIP MERIVAARA Operating tables lights
Indicate whether you have your own brand/s	no
Geographic area covered	National/Romanian territory
Have you already worked with any Italian company? If yes, which ones?	<b>Yes</b>
Please indicate products/services/processes/solutions you are looking for	<b>Distribution for Romanian territory of complementary products for actual portfolio</b>

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

## You are looking for

### MEDTECH (Specify)

- X Medical and electromedical equipment
- X Medical devices
- X Furniture and hospital goods
- Laboratory
- Digital Health
- Services (i.e. Consulting, Training, Analysis)

### PHARMACEUTICALS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- Contract manufacturing, Private label
- API & Excipient Biotech
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)

### FOOD SUPPLEMENTS (Specify)

- Products Holders
- Manufacturer
- Contract manufacturing & Private Label
- Ingredients, Raw Materials
- Bio Food / Special Food
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### COSMETICS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- OEM, ODM, Contract Manufacturing, Private Label
- Cosmetics, Skin care & Fragrances
- Hair Products & Equipment
- Beauty Salon Products and Equipment
- Natural & Organics
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### HOSPITAL, CLINICS, SPA, FITNESS (Specify)

- Interior fittings
- Engineering, Design & Construction
- Equipment

co-finanziato da

Gestito da

## BUYER COMPANY PROFILE

<b>Company name</b>	Pharmalink Medicina Group of Pharmacies
<b>Zip code, City, Country</b>	EAU
<b>Website</b>	<a href="http://www.pharmalink.ae">www.pharmalink.ae</a> <a href="http://www.medicina.ae">www.medicina.ae</a>
<b>Date of establishment of the company</b>	1993
<b>Number of employees in 2021</b>	Pharmalink – 343 Medicine- 657
<b>Turnover in EURO 2021:</b>	Euro 115 Million
<b>Geographic areas covered:</b>	United Arab Emirates / Gulf countries
<b>Please indicate if you are:</b>	<input type="checkbox"/> Importer / Distributor – YES - PHARMALINK <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, please specify – PHARMACY CHAIN - MEDICINA
<b>Please indicate if you have already worked with any Italian company. If yes, which ones?</b>	YES  ISTITUTO GANASSINI ZAMBON KEDRION DOMPE PHARMALINE IBSA BOUTY BMG PHARMA BRACCO

**Please indicate the main categories you are most interested in:**

MEDTECH (Specify)

Medical and electromedical equipment

- Medical devices
- Furniture and hospital goods
- Laboratory
- Digital Health - YES
- Services (i.e. Consulting, Training, Analysis)

PHARMACEUTICALS (Specify)

- Marketing Authorisation Holders - YES
- Manufacturer - YES
- Contract manufacturing, Private label - YES
- API & Excipient Biotech - YES
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)

FOOD SUPPLEMENTS (Specify)

- Products Holders - YES
- Manufacturer - YES
- Contract manufacturing & Private Label - YES
- Ingredients, Raw Materials
- Bio Food / Special Food - YES
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

COSMETICS (Specify)- YES

- Marketing Authorisation Holders - YES
- Manufacturer - YES
- OEM, ODM, Contract Manufacturing, Private Label- YES
- Cosmetics, Skin care & Fragrances - YES
- Hair Products & Equipment - YES
- Beauty Salon Products and Equipment
- Natural & Organics - YES
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

HOSPITAL, CLINICS, SPA, FITNESS (Specify)

- Interior fittings
- Engineering, Design & Construction Equipment

other, please specify: .....

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce



## BUYER COMPANY PROFILE

Company name	KLELIA SA
Zip code, City, Country	GREECE
Website	www.kleliasa.com
Date of establishment	1922
Turnover in euro (€) in 2021/2022	2,25m
Nr of employees in 2021/22	21
Activity description (Please indicate your core business)	Cosmetics and Perfumery Distributors & Wholesalers
Your company is	<input checked="" type="checkbox"/> Importer / Distributor <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input checked="" type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	Children's Cosmetics, (Disney, Warner), Artificial nails, Depilatory products
Indicate whether you have your own brand/s	YES
Geographic area covered	GREECE, CYPRUS
Have you already worked with any Italian company? If yes, which ones?	<b>SETABLU SRL, FILO BIANCO SRL (Italwax)</b>
Please indicate products/services/processes/solutions you are looking for	<b>Hair and body products. Natutal and Organic cosmetic products</b>

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

## You are looking for

### MEDTECH (Specify)

- Medical and electromedical equipment
- Medical devices
- Furniture and hospital goods
- Laboratory
- Digital Health
- Services (i.e. Consulting, Training, Analysis)

### PHARMACEUTICALS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- Contract manufacturing, Private label
- API & Excipient Biotech
- Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)

### FOOD SUPPLEMENTS (Specify)

- Products Holders
- Manufacturer
- Contract manufacturing & Private Label
- Ingredients, Raw Materials
- Bio Food / Special Food
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### X COSMETICS (Specify)

- Marketing Authorisation Holders
- Manufacturer
- X OEM, ODM, Contract Manufacturing, Private Label
- X Cosmetics, Skin care & Fragrances
- X Hair Products & Equipment
- Beauty Salon Products and Equipment
- X Natural & Organics
- Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)

### HOSPITAL, CLINICS, SPA, FITNESS (Specify)

- Interior fittings
- Engineering, Design & Construction
- Equipment

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

## BUYER COMPANY PROFILE

Company name	DICODA SAC
Country	Perù
Website	www.beautiq.pe
Date of establishment	April 2006
Turnover in euro (€) in 2021/2022	€ 1 500 000
Nr of employees in 2021/22	12
Activity description (Please indicate your core business)	
Your company is	<input checked="" type="checkbox"/> <b>Importer / Distributor</b> <input type="checkbox"/> General Contractor <input type="checkbox"/> Medical aesthetic centres <input type="checkbox"/> Clinics / Hospital chains <input type="checkbox"/> Spa & Health Clubs <input type="checkbox"/> Beauty salon chains <input type="checkbox"/> Other, <u>please specify</u> :
Products you deal with (related brands) - typology - range	John Frieda hair care Bioré skin care Freeman skin care Dirty Works body care Conair hair accessories Scunci hair accessories Goody hair accessories QVS beauty accessories Real Techniques make up accesories
Indicate whether you have your own brand/s	Sensual Beauty body Mist, antibacterial hand gel, sets
Geographic area covered	Peru
Have you already worked with any Italian company? If yes, which ones?	<b>Not yet</b>
Please indicate products/services/processes/solutions you are looking for	<b>Hair care</b> <b>Accessories</b> <b>Skin care</b> <b>Perfums</b>

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce

## You are looking for

- MEDTECH (Specify)
  - Medical and electromedical equipment
  - Medical devices
  - Furniture and hospital goods
  - Laboratory
  - Digital Health
  - Services (i.e. Consulting, Training, Analysis)
- PHARMACEUTICALS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer
  - Contract manufacturing, Private label
  - API & Excipient Biotech
  - Services (i.e. Regulatory affairs, Packaging & Labelling, Analysis & Testing)
- FOOD SUPPLEMENTS (Specify)
  - Products Holders
  - Manufacturer
  - Contract manufacturing & Private Label
  - Ingredients, Raw Materials
  - Bio Food / Special Food
  - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
- COSMETICS (Specify)
  - Marketing Authorisation Holders
  - Manufacturer**
    - OEM, ODM, Contract Manufacturing, Private Label
    - Cosmetics, Skin care & Fragrances**
      - Hair Products & Equipment
      - Beauty Salon Products and Equipment
    - Natural & Organics**
      - Services (i.e. Certifications, Packaging & Labelling, Analysis & Testing)
  - HOSPITAL, CLINICS, SPA, FITNESS (Specify)
    - Interior fittings
    - Engineering, Design & Construction
    - Equipment

co-finanziato da

**FSC**

Fondo per lo Sviluppo  
e la Coesione



**REGIONE  
PIEMONTE**

Gestito da



**CENTRO ESTERO INTERNAZIONALIZZAZIONE  
PIEMONTE** Agency for Investments, Export and Tourism  
Promoted by Regione Piemonte and Chambers of Commerce