

Statement

by **Joachim Schäfer, Managing Director of Messe Düsseldorf GmbH**

on **COMPAMED 2011 – High tech solutions for medical technology**

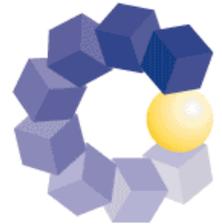
16 – 18 November 2011 in Düsseldorf

Medical technology is one of the fastest growing industries in the world. Apart from demographic change, a general increase in awareness of medical issues and increasing prosperity in emerging countries, this growth is driven, in particular, by the great capacity for innovation in the medical technology industry. Suppliers play an important part in this, as is demonstrated impressively each year by COMPAMED – High tech solutions for medical technology in Düsseldorf, because it is very often developments made by the suppliers that form the starting point for what can be groundbreaking processes and systems in the field of medical technology. This is regardless of whether you are focusing on new materials and associated processes, looking at increasing the biocompatibility by optimising the coatings used for products, or dealing with the miniaturisation of components.

More and more companies that are normally active in entirely different sectors are contributing their technical know-how to the medical technology market, as it is a market that has proven to be highly resistant to crises in recent years. This also explains the constantly increasing international interest in COMPAMED. On the basis of the excellent response and registrations for COMPAMED 2011 (16 – 18 November) to date, at least 600 exhibitors are expected to book about 10,000 square metres of space in Halls 8a and 8b.

In parallel with the world's largest medical trade fair, MEDICA 2011 (16 – 19 November), it will cover the entire medical technology supply chain – from individual components to measuring techniques and quality testing through to end products that are packed sterile. This coordinated

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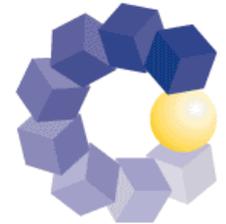
Amtsgericht Düsseldorf HRB 63
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St.Nr. 105/5830/0663

Mitgliedschaften der
Messe Düsseldorf:

 The global
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U78, U79: Messe Ost/Stockumer Kirchstr.
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tandem of trade fairs and topics is a one of its kind event and attracts more and more trade visitors.

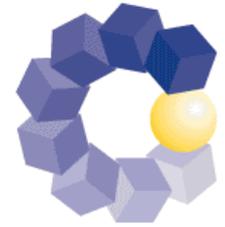
Of the 137,200 visitors that came to MEDICA and COMPAMED in 2010, over 16,000 were especially interested in the range offered by COMPAMED, the trade fair for the suppliers' market, which first took place in 1992. Whereas most visitors attending MEDICA are users of medical technology, the majority of visitors attending COMPAMED are engineers, developers and buyers from the medical technology industry (exhibitors at MEDICA).

The area of materials is seeing particularly rapid development at present. In this field the COMPAMED exhibitors now even offer implant materials that dissolve in the body in a predefined way – with the lifetime varying between a few weeks and several years, depending on the area of application and the task at hand. Another highly innovative development is artificial bone material, which can be injected precisely where it is needed, just like filler, for instance as a “foundation” for an implant in the jaw or spine.

Many materials can only be used effectively with the right processing, however. Here again, the exhibitors at COMPAMED offer the necessary solutions. For example, laser processing is used to build up the complex shapes made of bioabsorbable ceramic used to make parts for the skull. This makes it possible to apply the base material layer by layer on the basis of an exact 3D image of the part of the skull being reconstructed using CAD data (CAD = computer aided design), resulting in a biodegradable implant that is often better than a metal implant.

Apart from the range of materials and processing methods on offer, the importance of coating methods is also of increasing importance, as was already evident at the lectures and debates at the 5th COMPAMED Spring Convention in May, in advance of COMPAMED 2011. When it comes to catheters and stents, this could even make entirely new and individualised drug treatments possible, because not only do modern coatings increase biocompatibility and lifetime and improve the handling of the implants, they also allow a wide variety of active agents to be





embedded in them. The next step is also underway already, with the development of stents that dissolve within the body after a certain length of time. One potential area of application for such stents could be for sinus operations.

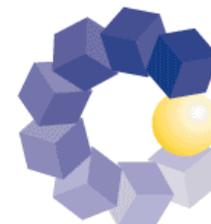
The increasing miniaturisation of components also poses demanding challenges for quality control, which is why this topic is likely to attract great interest once again at this year's COMPAMED, as the exhibitors prove that with the quality testing and inspection solutions they offer, for example using multisensor optical and tactile measuring techniques, it is even possible to measure deviations on the micro- and nanoscale reliably.

Apart from quality control for components, quality assurance in production is another key aspect, especially in medical technology. "Medtech" manufacturers can protect their products against piracy and counterfeiting using hidden identification codes, while simultaneously allowing complete traceability of the marked parts all the way back to the date of production. The state-of-the-art techniques now in use make it possible to mark products with these codes inconspicuously, even on transparent materials.

Packaging provides just one example of the high degree of innovation that is expected of vendors in the field of medical technology. In this area, manufacturers will be presenting solutions for packaging sterile products, which also require the packaging to be manufactured in clean room conditions too, at COMPAMED.

Automation is increasingly taking a foothold in the production of medical technology. So far, medical technology was one of the industries with a relatively low degree of automation, but the increasing price pressure and tough competition is forcing the manufacturers to exploit every possible opportunity to "leverage" their efficiency. This trend would be impossible without the high-tech methods presented by the COMPAMED exhibitors and which they offer to customize to suit the precise needs of their customers. Examples of the automation engineering they use include assembly machines and systems that are





capable of performing a wide variety of assembly techniques such as ultrasonic welding, high frequency welding, bonding, riveting, screwing and punching – all to such low tolerances that would be impossible to achieve manually.

In addition to the exciting topics presented by the exhibitors, two forums, being held for the first time this year, will give a fascinating glimpse behind the scenes. The existing forum on microsystems technology, which is already well established and is once again being organised by the IVAM network, will be augmented by a forum on the topic of “supplier technology” this year. This new forum is being organised by the journal DeviceMed. The target audience of both of these forums are highly qualified specialists and leading experts from the medical supplies industry will give informative lectures on new developments in the fields of materials, production techniques, nanotechnology as well as process control and global sourcing.

The full range of products and services presented at COMPAMED includes production (incl. assembly, automation and production technology, process technology and packaging), materials, micro- and nanotechnology, inspection and testing systems as well as components (incl. electronics, parts, pipes and hoses, filters, pumps and valves).

The full range of products and services presented at COMPAMED (COMponents & PARTs for MEDical Devices) includes components (incl. electronics, parts, pipes and hoses, filters, pumps and valves), materials, micro- and nanotechnology, production (incl. assembly, automation and production technology, process technology and packaging) as well as inspection and testing systems.

Comprehensive information is available online from <http://www.compamed.de> and <http://www.medica.de>

The Messe Düsseldorf app for the iPhone, iPad and iPod touch is the ideal solution for mobile internet access. With this app(lication) you can use your fingertips to move around the interactive map of the trade fair centre on your touch screen and jump from one hall to another and



zoom right into each exhibitor's booth or search the exhibitor and product database. The app is available free of charge from the Apple iTunes Store, with special versions optimised for the different screen sizes of the iPhone, iPod touch and the iPad.

This year, you will once again be able to visit COMPAMED and MEDICA with a single trade fair ticket at no extra charge.

Tickets bought online can be printed out immediately after purchase and are cheaper than tickets bought on the door.

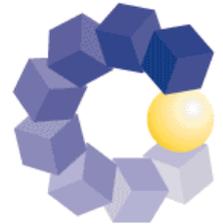
Dates for COMPAMED 2011: 16 – 18 November

Dates for MEDICA 2011: 16 – 19 November

Opening hours: 10:00 a.m. - 6:30 p.m. (MEDICA until 5:00 p.m. on Saturday)

Düsseldorf, 15 August 2011

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**High tech solutions for
medical technology**

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