

# Healthcare: Exporting to Germany Seminar

**Friday 10 July 2009**

**Bailbrook House Hotel, Bath**

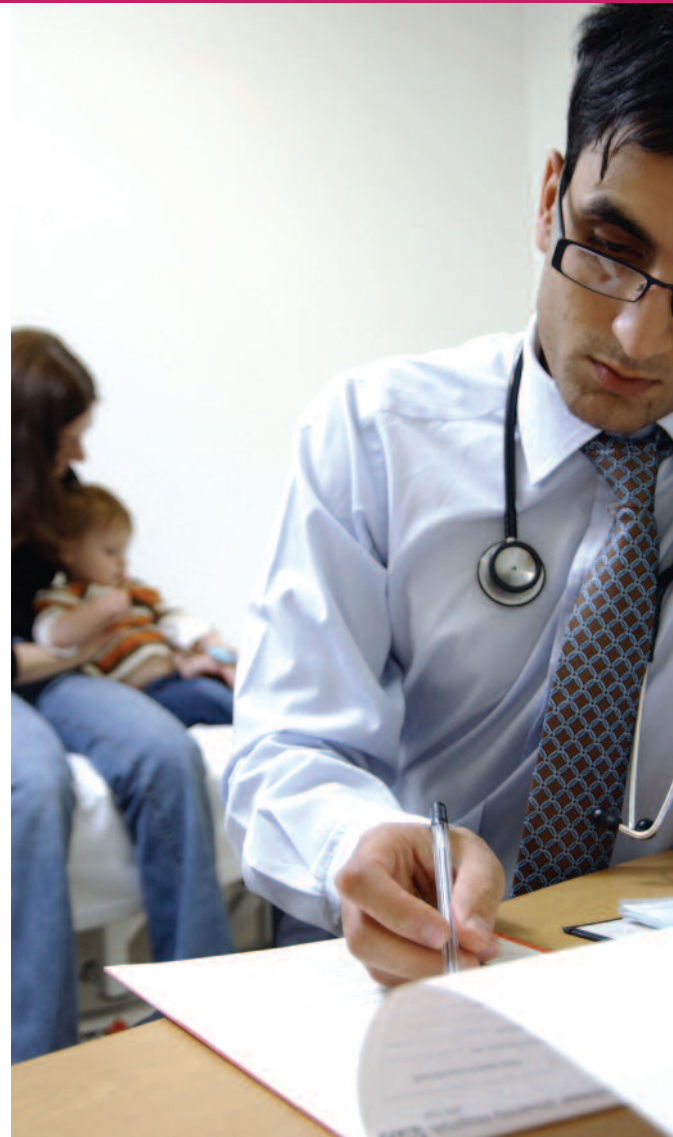
**Registration – 9.30am**

**Seminar – 10.00am to 3.00pm  
(including lunch)**

**UK Trade & Investment (UKTI) would like to invite you to take part in a UKTI sponsored regional healthcare seminar covering the essentials for all UK based companies who are considering entering the German healthcare market.**

Attending companies will gain an understanding of the issues and opportunities associated with trading into the German healthcare market.

The aim of the seminar is to provide information on regulatory issues, the reimbursement process, and routes to market, as well as key sector focused marketing platforms for British companies. This should greatly enhance the ability of UK companies intending to export healthcare products to the German market.



## Key areas to be covered

- Introduction to UK Trade & Investment Services in Germany
- The German Medical Devices Market
- Reimbursement of Medical Devices in Germany
- Hilfsmittelliste (Medical Aids Directory)
- Case Study by German Distributor specialising in Medical Products

There will also be an opportunity over lunch and at the end of the Seminar to network with the speakers from Germany, International Trade Advisers and representatives from the Lifesciences Sector Team.

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## Who should attend

- Any company interested in selling their healthcare products to Germany
  - Any company already selling to Germany but would like an update on 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 2009
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## How to register

Register for the seminar by completing the attached form and emailing it back to UKTI South West Region at [nigel.green@uktisouthwest.org](mailto:nigel.green@uktisouthwest.org)



UK Trade & Investment is the government organisation that assists overseas companies to set up or locate their business in the UK's vibrant economy. We also help UK-based companies succeed in international markets.

[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

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