

Stuttgart, Germany 2024

MedtecLIVE with T4M
Connecting the medical technology supply chain

SHOW REPORT 2023

Nuremberg

NÜRNBERG / MESSE

Honorary sponsors



SWISS MEDTECH



**MedtecLIVE with T4M –
A successful event format**

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From idea to production

MedtecLIVE with T4M is the central exhibition for the manufacturing of medical technology for all of Europe.

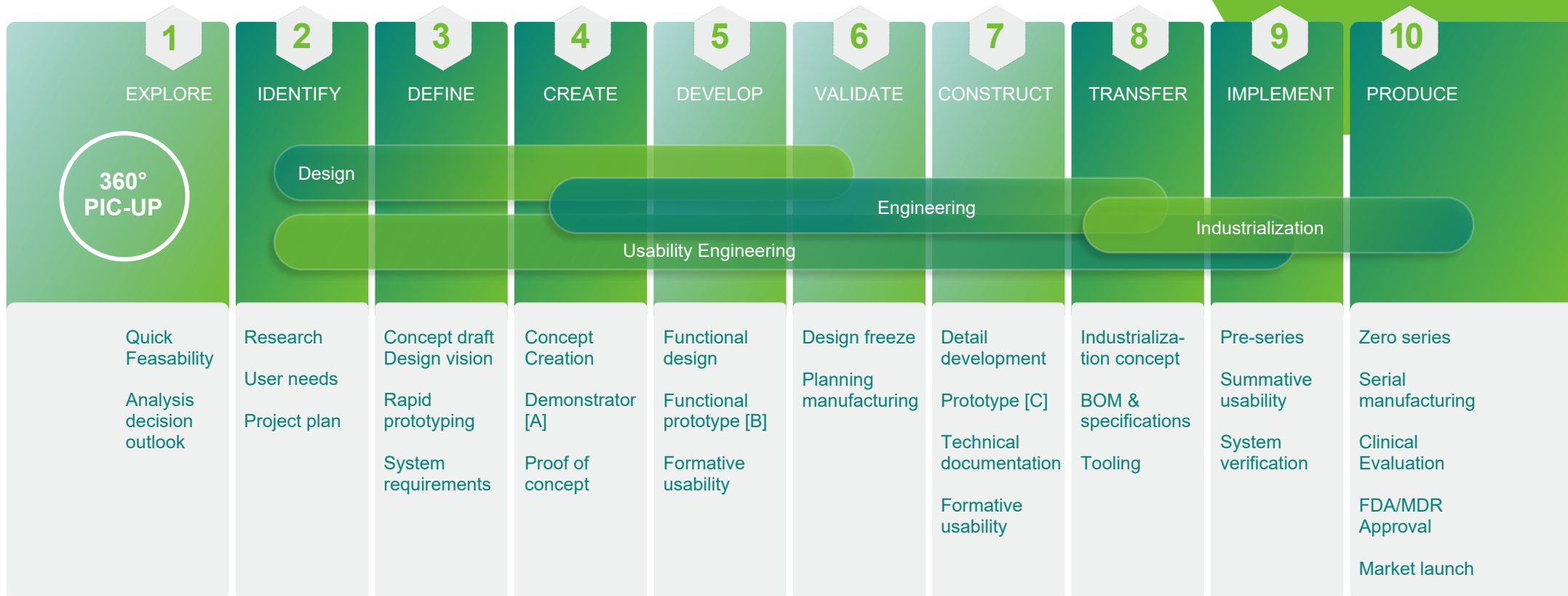
This leading platform brings you together with industry leaders, innovators and experts. Take the opportunity to network and share knowledge at the highest level – alternating each year between Nuremberg and Stuttgart, the two hot-spots of the medical technology industry.

Experience the fascinating world of medical technology and discover ground-breaking technologies, materials and solutions. Establish valuable international business contacts and create new partnerships. Benefit from a richly varied supporting programme put together by prominent experts.

Be part of MedtecLIVE with T4M – the essential event for your future in the medical technology industry!

Products and services at MedtecLIVE

The products and services on show at MedtecLIVE cover the entire manufacturing technology production chain.



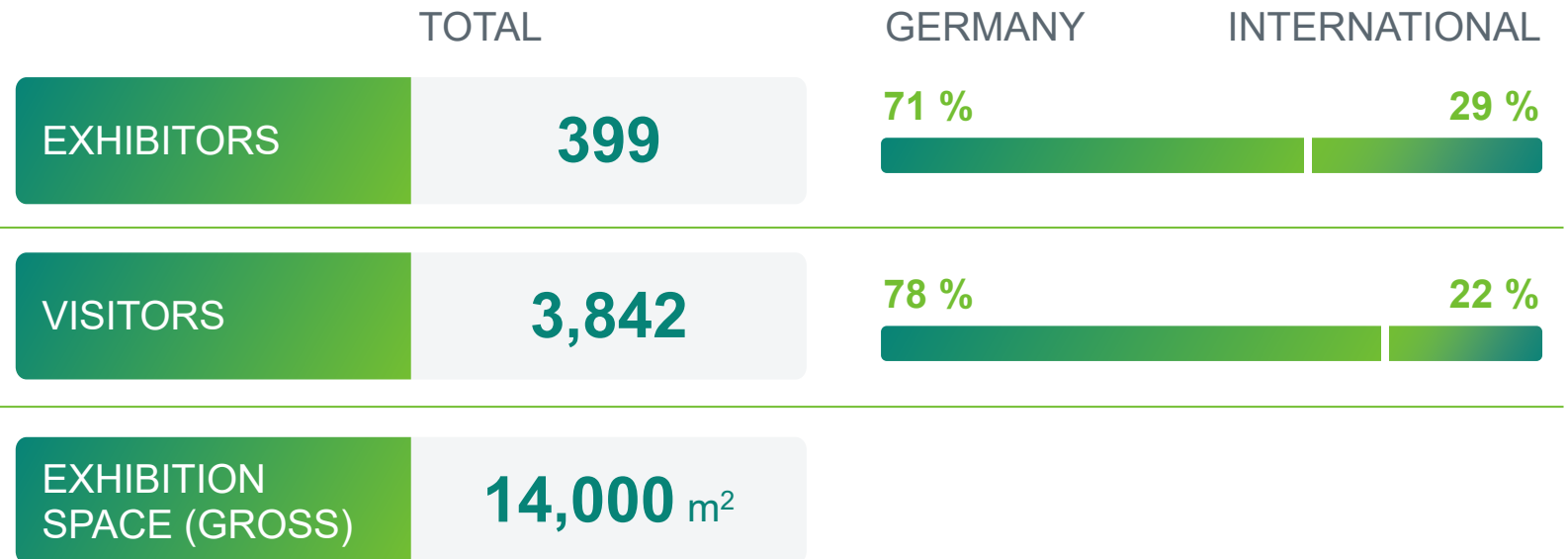
Success metrics 2023 MedtecLIVE with T4M

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MedtecLIVE with T4M 2023 impressed with very good participation by both exhibitors and visitors.



All structural data is FKM-certified.

Buzz in press reports and social media

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1,050
News



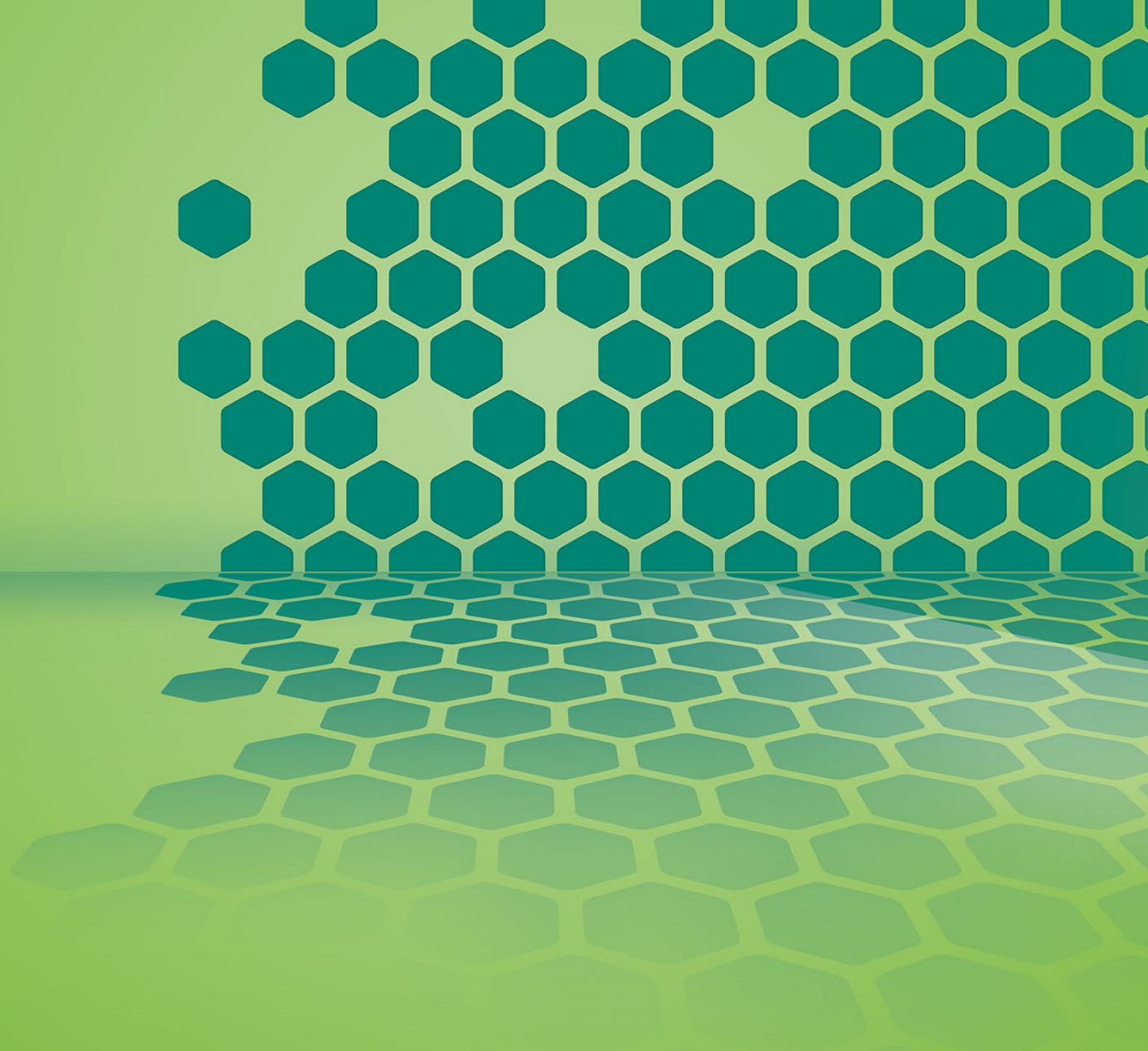
5 Mio.
Reach

14,000
Interactions



As an exhibitor, make use of the extensive reach achieved by reporting and social media communication! Boost your brand familiarity!

Visitor sectors and origins



Top 10 companies by visitor numbers

Aesculap AG | B. Braun Melsungen AG | Dräger TGM GmbH | Fresenius Medical Care Deutschland GmbH |
Karl Storz GmbH Tuttlingen | Medtronic | Philips | Roche Diagnostics GmbH | Siemens Healthcare GmbH | Stryker

MedtecLIVE with T4M was a great success and attracted important companies from the sector.

Visitors gathered for networking and collaboration, in addition to current and future projects.

For us as visitors, the exhibition offered customer care and, of course, an opportunity to learn about the latest trends and the market situation. I like it a lot – the range of exhibitors at the exhibition is really fascinating.

Dr. Andreas Haase,
Business Development Manager
Healthcare, Albis Nordics & Baltics AB

Interpersonal contact is simply something special. You can learn a great deal in that way. I find it very lively, it has a positive appeal, and it's very interesting.

Wolfgang Bier,
Global Key Account Manager Medical,
Henkel AG & Co. KGaA

We are partners in the automation field, which means customers need us when product volumes increase, with the resulting demand for automation solutions. The exhibition enjoys strong visitor numbers and I had a series of successful conversations.

Dipl.-Ing. Christian Riehl,
Sales Accountant Manager,
Eclipse Automation

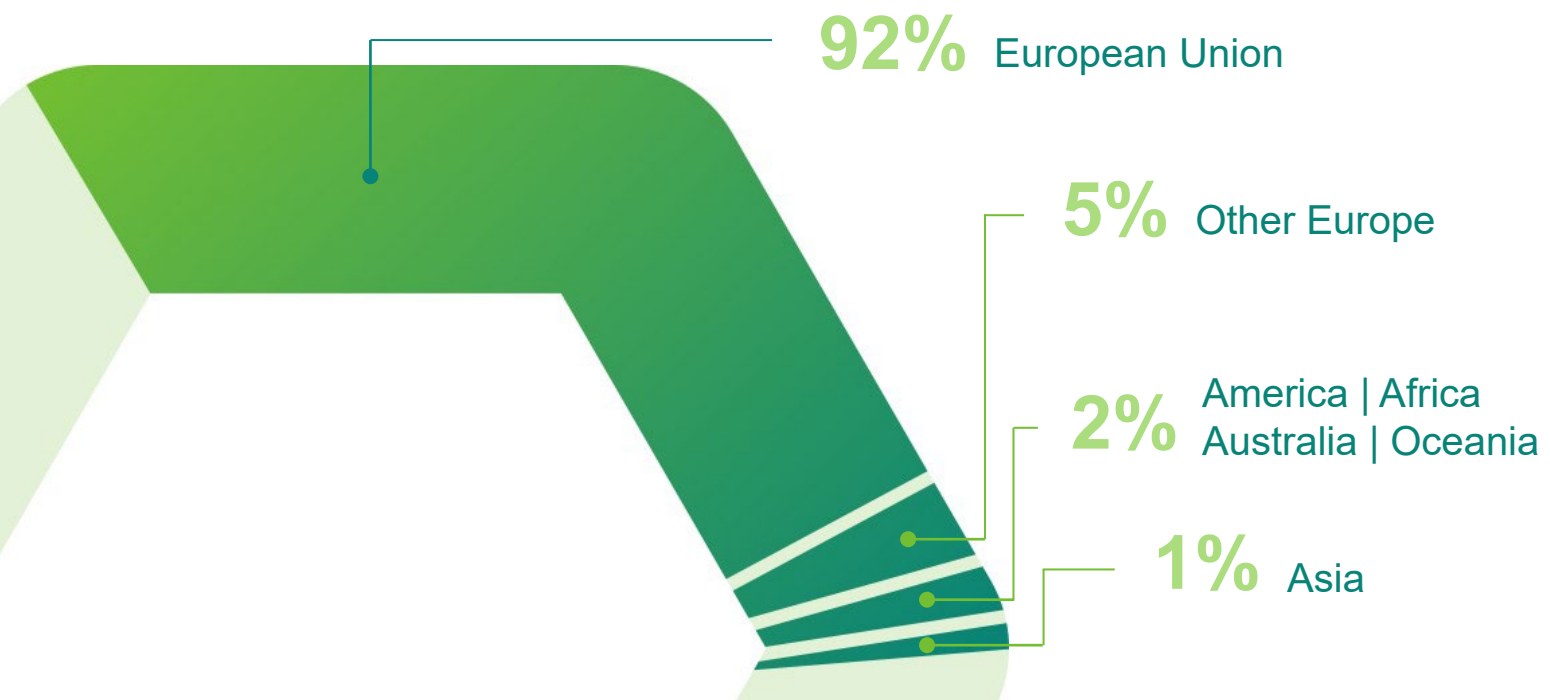


MedtecLIVE with T4M attracts visitors from throughout Europe, and counts as an important exhibition for the medical technology industry.

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Visitors by country



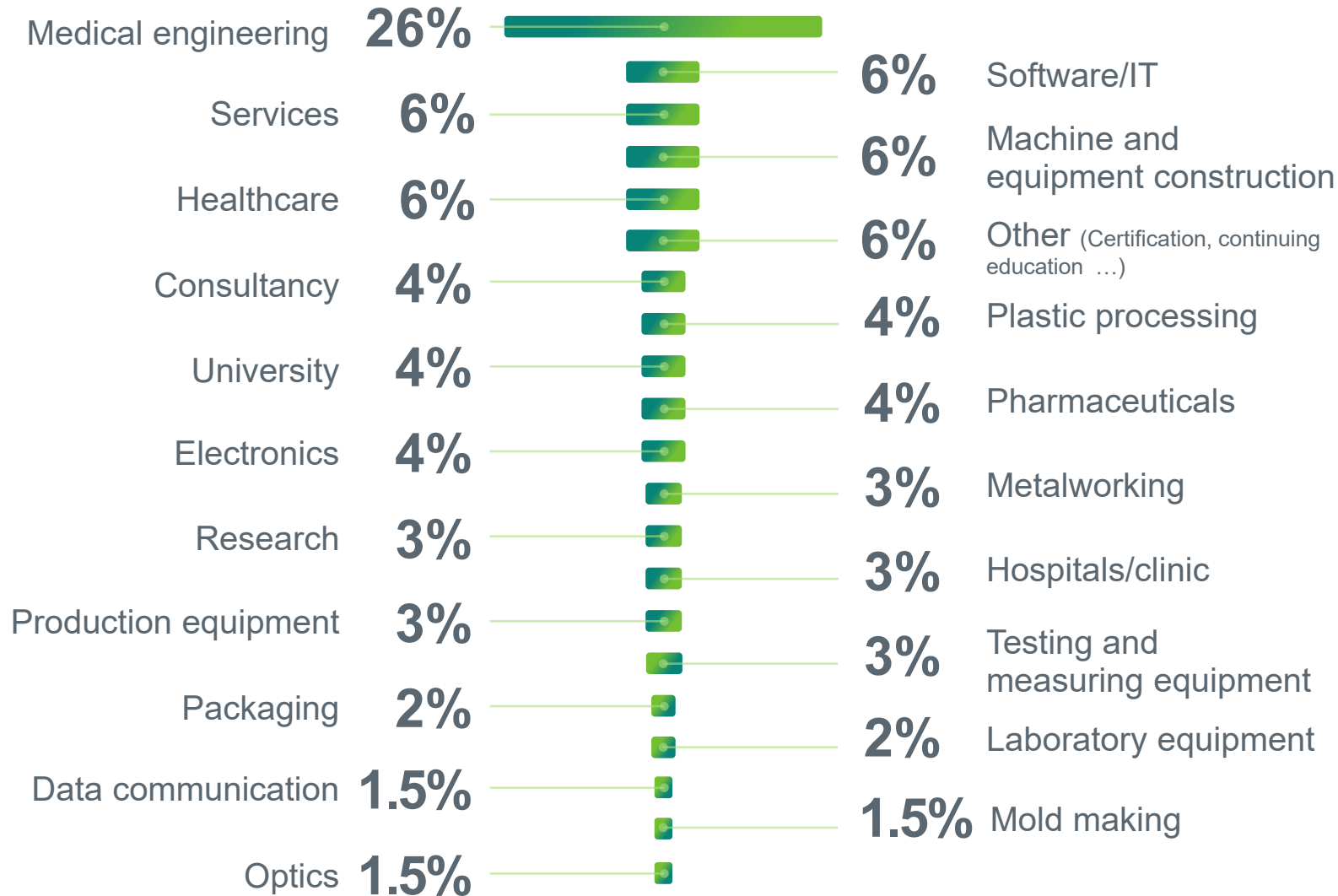
TOP 10 INTERNATIONAL

1	Germany
2	Austria
3	Switzerland
4	Poland
5	Netherlands
6	Italy
7	Ireland
8	Ukraine
9	US
10	France

Visitors' sectors

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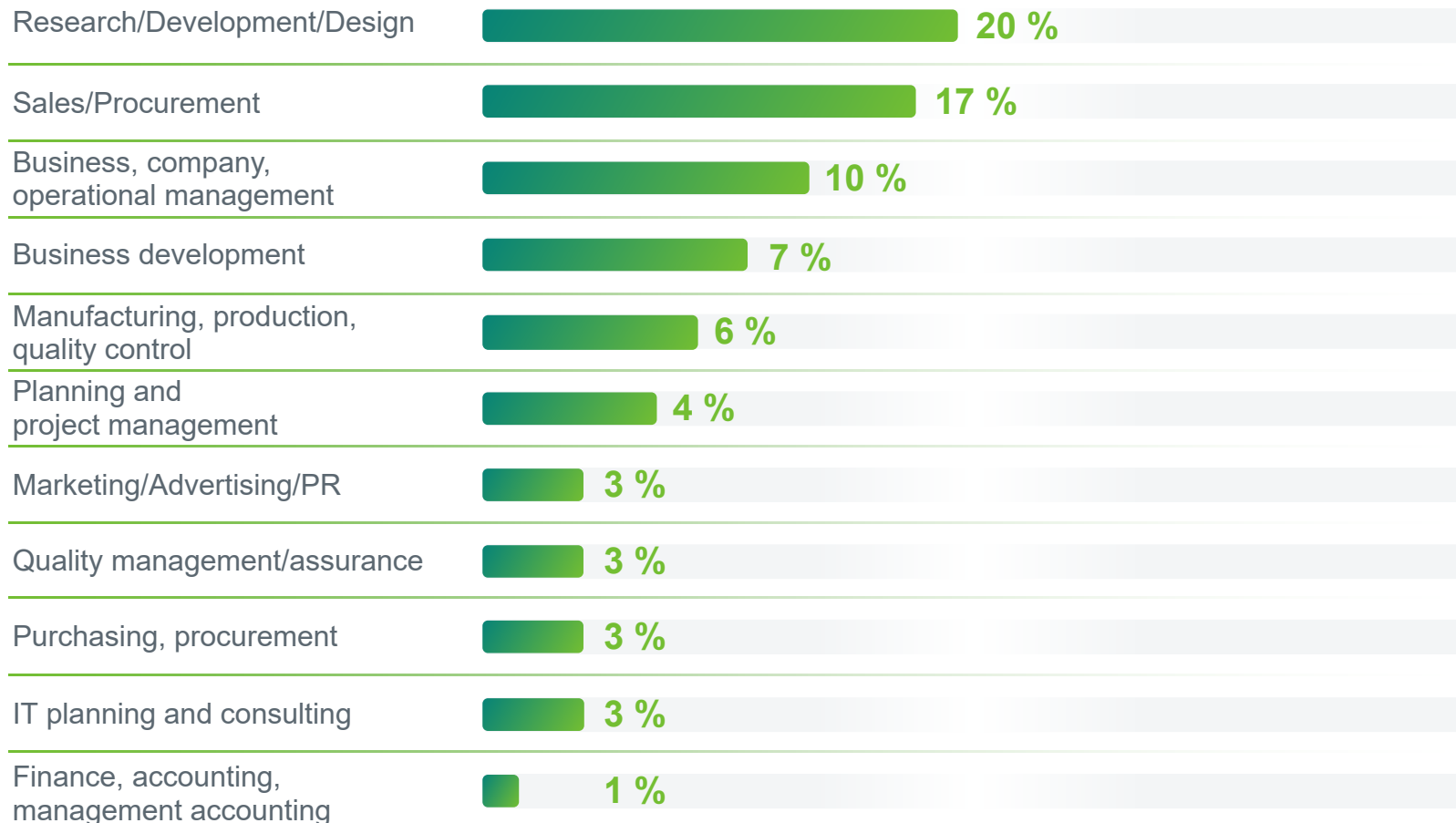
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Experience the wide variety of medical technology! The visitor segments at MedtecLIVE with T4M cover all aspects of this innovative sector.



High visitor quality



50%

MedtecLIVE with T4M attracts highly qualified visitors from the medical technology sector – it's the place for professionals, decision-makers and innovators to meet.

Most visitors are involved in purchasing and procurement decisions.

78%

Visitors to MedtecLIVE with T4M are not only seeking the latest products and market information but are specifically on the lookout for valuable business contacts and inspiring interaction.

40%

Information about new developments

32%

General market orientation

26%

Cultivate business contacts

16%

Observe the competition

13%

Supporting programme

8%

Influence product development

7%

Purchasing decisions, entering into contracts, purchasing

Reasons for attendance

39%

Share experience and information

34%

Professional development/
Expand knowledge

33%

Establish business contacts

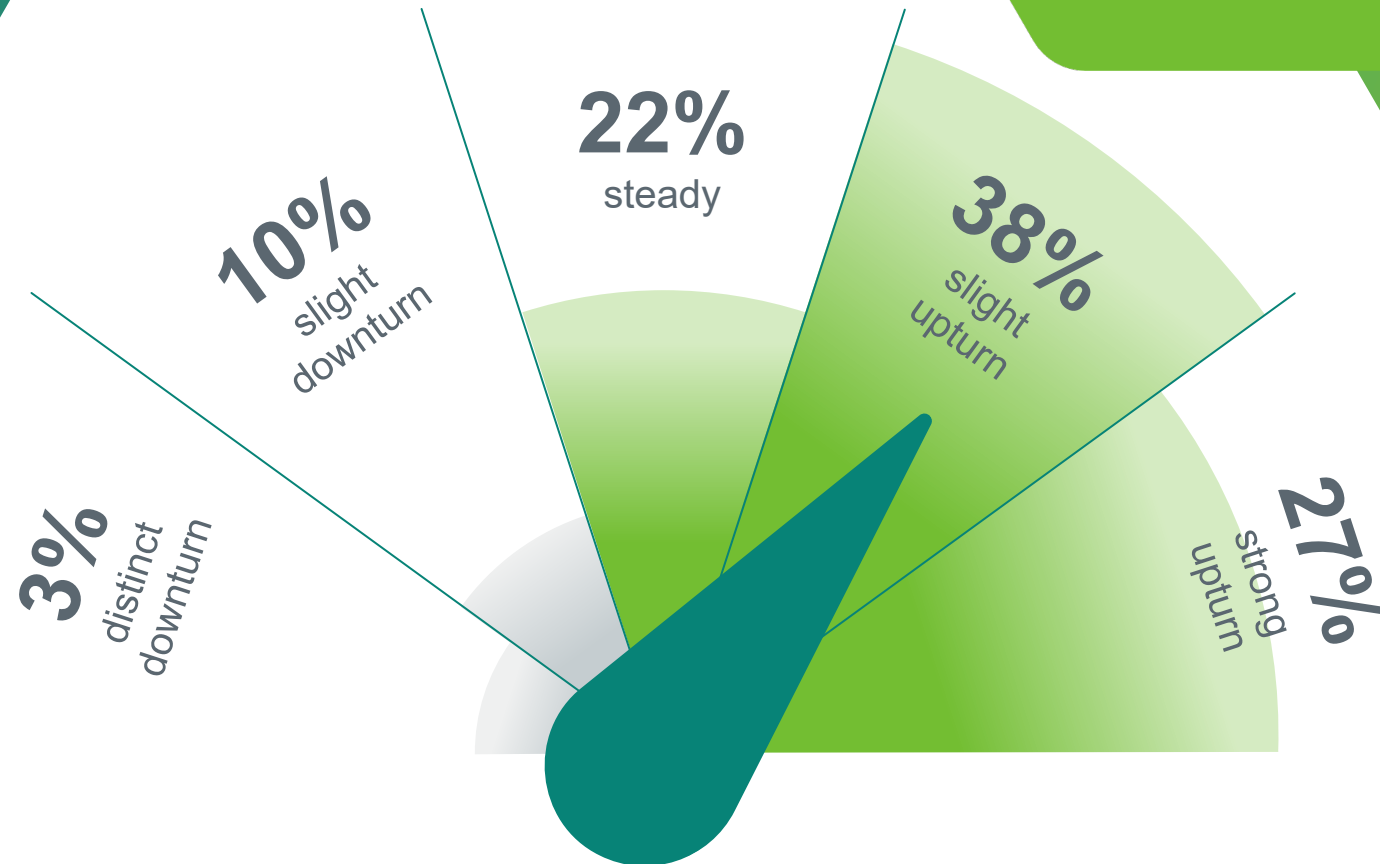




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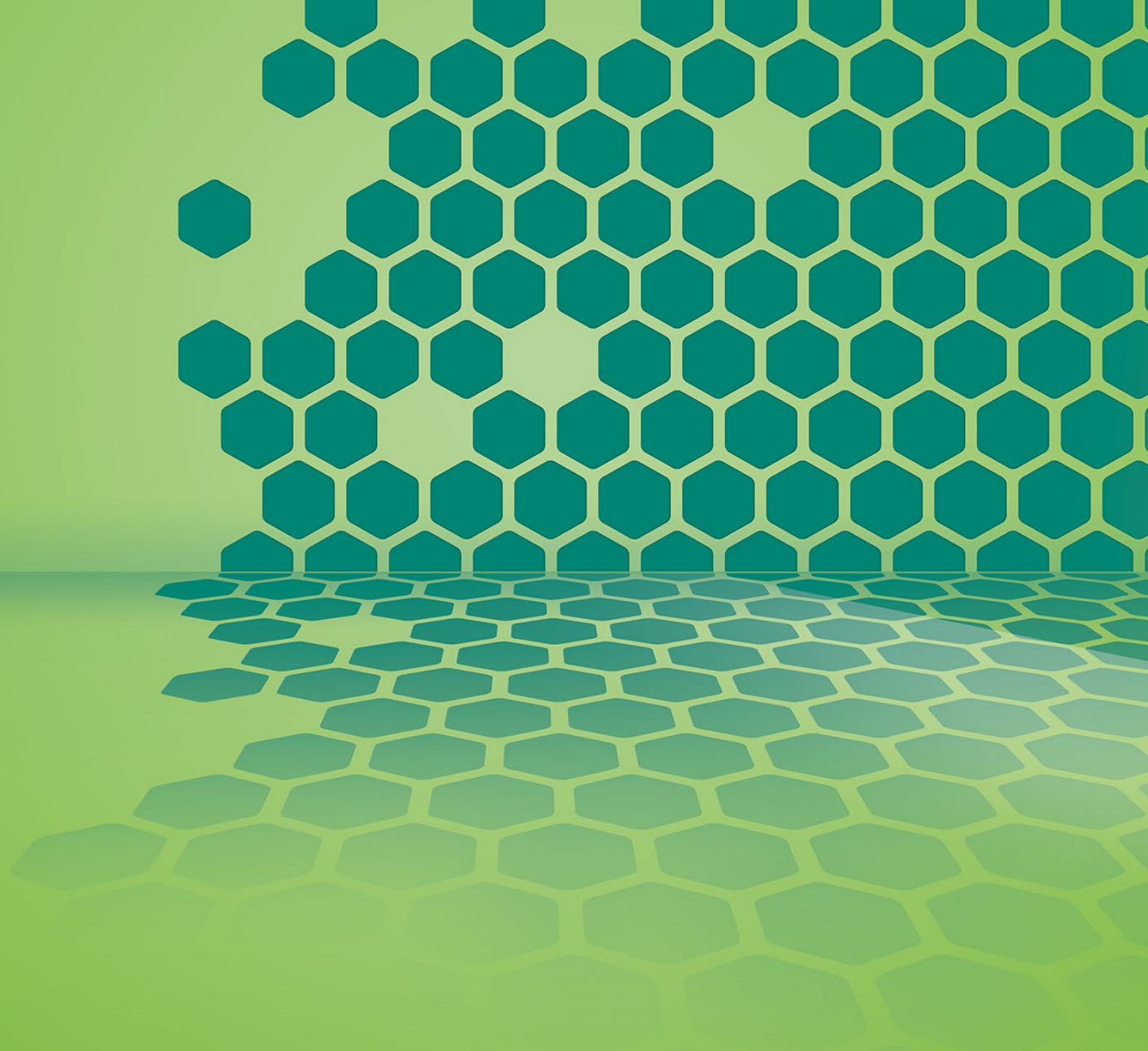
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Industry barometer



Most visitors have an optimistic outlook on economic developments in the medical technology sector – an indicator of growth and progress.

Exhibitors and objectives



Prominent medical technology firms made use of MedtecLIVE with T4M in order to present themselves successfully.

Their experiences and impressions offer an authentic insight.

Overview of all exhibitors:
[LINK](#)



“

Collaboration with the exhibition organizers went very well. We are pleased with how it all worked out, and we will be sure to attend MedtecLIVE again in the future.

Markus Beutel,
Head of Business Unit Life Science,
Woll Maschinenbau GmbH

“

This was our first visit to MedtecLIVE, and we will be sure to attend again next time. We made so many good contacts and it was a genuine pleasure to meet so many potential customers for our product ForgTin.

Mag. Klaus Grübl (CEO),
Pansatori GmbH, Braunau/Inn

The exhibition was perfectly organized. There is always a lot happening here at the Bayern Innovativ pavilion. And of course we are always pleased to make use of this opportunity to network.

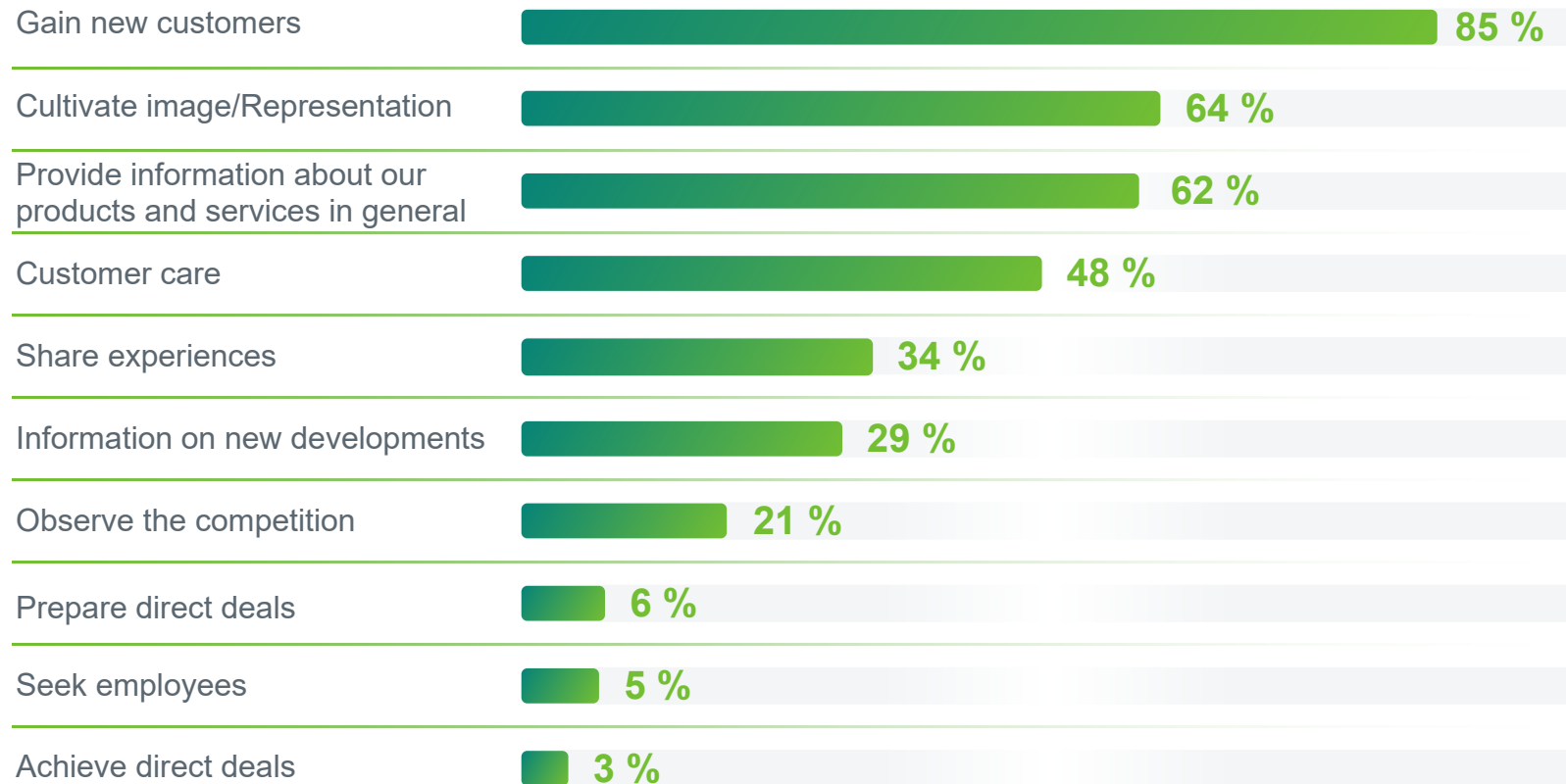
Felix Winter M. A.,
Business Development,
sepp.med GmbH

”



Exhibitor objectives

In addition to watching the market and brand formation, our exhibitors focus mainly on gaining new customers and bolstering existing business relationships.



Top marks from exhibitors

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86 %
reached their most
important target
groups

89 %
forged new
business
connections



68 %
of exhibitors expect
post-show business

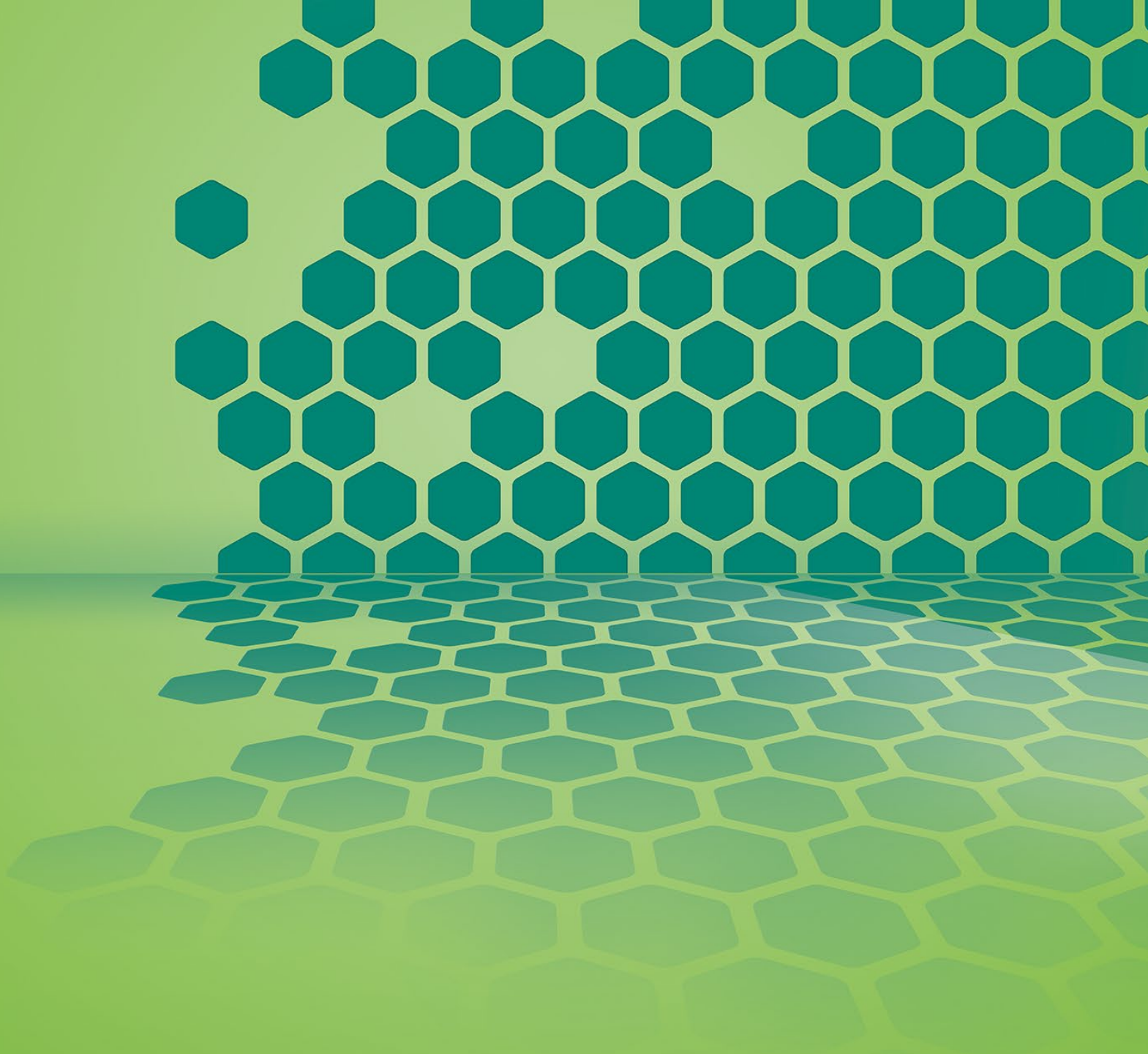


Most of our exhibitors successfully achieved their main objectives and are already planning their participation in 2024.

MedtecLIVE with T4M is a reliable partner for your business success.



**The exhibition
by the sector
for the sector**

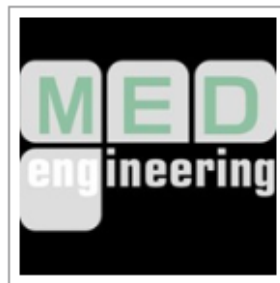


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Media partners

Stay up-to-date at all times:
Our media partners carry
reporting on MedtecLIVE,
current market developments
and overarching trends.

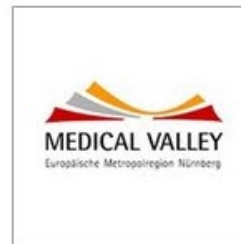


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Supporters

Collaboration with prominent supporters opens up access to a wide network of experts for MedtecLIVE with T4M.



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Honorary sponsors

Collaboration with honorary sponsors opens up access to a wide network of experts for MedtecLIVE.



Medical Technology



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Pavilions

Exhibitors with large pavilions at MedtecLIVE 2023 included VDMA, VDWF, MedicalMountains, Bayern Innovativ, Brainport Industries, Swiss Medtech and Saitama City Foundation.



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Talk to us!

Book your exhibition stand today and make use of the full potential offered by MedtecLIVE with T4M.

We will be happy to answer any questions about participating in the exhibition.



The MedtecLIVE team

Jessica Nether, Silke Ludwig, Christopher Boss, Claudia Bauerfeind

✉ medteclive@nuernbergmesse.de

☎ +49 9 11 86 06-85 44

Register online for a stand
at MedtecLIVE with T4M

medteclive.com/en/exhibit/book-your-stand

