Experienced Maltese distribution and sales company in the Medical / Pharmaceutical products and Medical Devices sector, seeks manufacturers for commercial and distribution agreements

Summary

Profile type	Company's country	POD reference
Business request	**Malta**	**BRMT20221205010**
Profile status	**Type of partnership**	**Targeted countries**
PUBLISHED	**Commercial agreement**	**• World**
Contact Person	**Term of validity**	**Last update**
Nathalie Adamson	**5 Dec 2022** **5 Dec 2023**	**5 Dec 2022**

General Information

Short summary

The company manages, promotes, sells and distributes a vast and varied portfolio of pharmaceuticals, medical devices, medical consumables, generics, food supplements, injectables, vaccines and bio-similars. The company offers its customer networks to relevant manufacturers, as agent or distributor.

Full description

The company opened its doors back in 2013 and is licensed by the Malta Medicines Authority. Their pharma business model is split into two: the main sector focuses on the private market where a team of trained sales professional promote, market and sell medicinal products on a national level. Their second section focuses on the National Healthcare Service where the company bids for government contracts. The objective is always to deliver service excellence in both sectors which means high-level training of all personnel is ongoing.

Advantages and innovations

The Maltese company offers a holistic service and is in a position to support a potential partner with all aspects of the supply chain, including strategic consultancy which allows a pharmaceutical or medical devices company to develop a new customer base. Their newly built 800m2 warehouses are GDP [Good Distribution Practice] licensed and can accommodate narcotics, biologicals and cold-chain products. The company also has a GMP [Good Manufacturing Practice] license to be able to relabel products in-house. This company would be an appropriate partner for manufacturers that intend to expand their international markets.

Technical specification or expertise sought

The list of products on the Malta National Healthcare Sector keeps growing year on year and so the company seeks to partner with reputable and trusted suppliers and remain in a position as a major candidate for government contracts.

Stage of development

Already on the market

IPR Status

Sustainable Development goals

- **Goal 3: Good Health and Well-being**
- **Goal 17: Partnerships to achieve the Goal**

Partner Sought

Expected role of the partner

The company is interested in working with pharmaceutical and/or medical devices companies who seek representation or assistance in targeting new markets. The partnership is envisaged under trade intermediary options.

Type of partnership

Commercial agreement

Type and size of the partner

- **Big company**
- **Other**
- **SME 11-49**
- **SME <=10**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **05004006 - Surgical instrumentation and equipment**
- **05001001 - Diagnostic services**
- **05004003 - Laboratory equipment**
- **05004004 - Medical instruments**
- **05003005 - Drug delivery and other equipment**

Targeted countries

- **World**

Sector groups involved