

Front Cover



# MED-TECH INNOVATION EXPO

**4-5 JUNE 2025**

NEC | BIRMINGHAM | UK

## EXHIBITOR PROSPECTUS

THE UK AND IRELAND'S  
LEADING EVENT FOR MEDICAL  
DEVICE MANUFACTURING

[med-techexpo.com](https://med-techexpo.com) | [#medtechexpo2025](https://twitter.com/medtechexpo2025)



Best one so far for us. I was too busy to talk to you about rebooking but count us in for next year!

PAUL MARSHALL  
CEO  
RAPID FLUIDICS



Thank you to all at the Med-Tech Innovation Expo team for a great couple of days planning and executing a great expo. We at Sybridge Technologies were really grateful for the support given with our brand awareness campaign, you've done exactly what it said on the tin, and more.

CHRIS PHILPOTT  
ACCOUNT EXECUTIVE  
SYBRIDGE TECHNOLOGIES

# THE FUTURE OF MEDICAL DEVICE MANUFACTURING TECHNOLOGY

**M**ed-Tech Innovation Expo is firmly positioned as the UK and Ireland's leading event for medical device manufacturing.

The event brings together leaders, engineers, innovators and manufacturers, connecting them with technology and innovation to facilitate the design and manufacture of life changing medical devices.

As the home of medical device manufacturing in the UK, Med-Tech Innovation Expo is at the centre of this exciting sector and the exhibition showcases the entire ecosystem of market leading technology suppliers, machines, materials, software and service providers.

Exhibiting at Med-Tech Innovation Expo is the perfect platform to meet buyers from companies such as Johnson & Johnson, Stryker, Jabil, Intersurgical, Boston Scientific, Eakin Healthcare, and more. They come to source new technology, meet potential suppliers and build strong business partnerships.

Join us at Med-Tech Innovation Expo and present your medical technology to the UK medical device manufacturing industry.



# THE UK IS A MEDTECH POWERHOUSE.



**T**he UK is home to one of the largest medical technology industries globally and as such Medtech is a vitally important industry for the UK economy, representing over half of all life sciences employment, with businesses situated across the UK and contributing billions of pounds to the economy. As a country we are known for world-leading scientific research and development capabilities, and the UK health and care system is globally recognised as a successful and trusted health system, making the UK a major player on the global healthcare stage

The UK medtech industry has an annual turnover of over £27 billion. The UK is also a major player in the international market, exporting over £5.6 billion of medtech products annually.

### UK INNOVATION AND FUNDING

The UK is a prime location to identify medical technology innovation and to research, develop and evaluate products and services. In 2021, the UK made 471 medical technology patent applications - 1 in 12 of all UK patents - to the European Patent Office. This focus on emerging technology is supported by a broad range of funding and support schemes.

### WORLD LEADING RESEARCH

The UK medical technology sector is a thriving ecosystem of researchers, scientists, engineers, designers and National Health Service (NHS) clinicians. Together these specialist groups develop novel technologies from the innovation stage, through the process of design and manufacture, to the bedside in the UK and internationally.

### MEDTECH MADE HERE

A growing number of companies are developing and manufacturing market leading medical devices right here in the UK. Smith & Nephew, Convatec, Intersurgical, CMR Surgical, AstraZeneca and many more contributing to the growing GDP figure for medtech.

### NATIONAL POLICY FOCUS

The Government's UK Life Science Vision has set a 10-year strategy for the sector, to build on the successes of the UK's COVID-19 response and accelerate delivery of innovations to patients.

More recently and building on the broader Life Sciences Vision, A UK Medtech Strategy from the Department of Health and Social Care has reviewed the current UK medtech landscape and identified and prioritised areas for action and development ensuring the UK remains at the forefront of medical technology development.



**Thrilled to share that the Med-Tech Innovation Expo was an incredible experience! It was fantastic to meet new faces, finally see long-time connections in person, and reconnect with old friends. The event left me buzzing with excitement for the future of our thriving industry.**

**STUART BAXTER**  
CEO  
BAX-MED REGULATORY



**This years Med-Tech Innovation Expo was very well organised and the quality of talks was excellent. It was great to also catch up with existing colleagues within the industry.**

**MUDASSAR YASIN**  
GLOBAL STRATEGY BDM  
HYDROGEL HEALTHCARE LIMITED



# EXHIBITIONS DELIVER RETURN ON INVESTMENT

Exhibitions remain the number one means of getting your products and services the attention and interest they deserve from potential customers – and as the UK and Ireland’s leading event for medical device manufacturing, if you want to talk to the important UK market there is no better way to do it than here!

Lead generation is the No.1 reason to exhibit, and we’ve got you covered on that front with our quality audience and technology solution.

But exhibiting offers so much more than leads...Whether your measure of success is lead generation, sales conversions, brand awareness or just being part of the UK’s definitive and most influential medical manufacturing event. No other medium enables you to achieve your multiple objectives in one place at one time.

## GENERATE NEW LEADS AND BUSINESS

With 5,000+ relevant attendees, there is no better way to increase leads and sales in the UK.

## PROGRESS EXISTING PIPELINE

Invite current prospects to come and see you and move them a stage closer to that sale.

## INCREASE MARKET SHARE

Med-Tech Innovation Expo has key buyers and influencers from multiple industrial and manufacturing sectors so make sure your sales team are in position to have conversations with the next generation of customers.

## IMPROVE CUSTOMER RETENTION

Once you’ve got a customer you need

to work hard to keep them. Med-Tech Innovation Expo is a great place to do a year’s worth of business in two days.

## ACCELERATE YOUR LAUNCH

Launching your product or service at Med-Tech Innovation Expo ensures all eyes are on you, as our portfolio provides coverage of the event year-round.

## DEMONSTRATE PRODUCTS AND SERVICES LIVE

When evaluating complex, high cost and mission critical technologies and services there is no substitute for getting hands-on with the kit.

## RAISE BRAND AWARENESS

Exhibiting at Med-Tech Innovation Expo can win mindshare and make sure your sales and business development teams have the edge they need when prospecting new business.

## MEET LIKE-MINDED COMPANIES

By exhibiting at Med-Tech Innovation Expo you have almost 150 exhibitors who are potential new collaborators to meet and discuss new business opportunities with.

## ENHANCE YOUR BRAND’S POSITION

Position your company in front of world-class companies such as Abbott, Depuy, Hialeon, Recipharm Medtronic, Smith and Nephew and AstraZeneca.

## DRIVE THE INDUSTRY FORWARD

Med-Tech Innovation Expo is focused on the cutting-edge of medical devices design and manufacturing. Play your part in presenting innovation technology and solutions to drive your sector forward.

## MED-TECH INNOVATION EXPO EXHIBITOR SATISFACTION



**81%**

of exhibitors achieved their objective.

**76%**

of exhibitors were happy with their return on investment.

# LEAD GENERATION MADE EASY

Making the most of your investment at **MED-TECH INNOVATION EXPO** just got a lot easier with our new enhanced app.

You simply scan a lead’s badge and make notes against their profile, which you can then access through the app or download a full report instantly.

## WHAT’S MORE, IT’S FREE FOR YOU TO USE!



**Med-Tech Innovation Expo 2024 – A brilliant show with a lot of good and sound exchanges.**

**DR. ANDREAS DUMRATH**  
HEAD OF BUSINESS UNIT MEDICAL  
B.V GERMANY

# WHO ATTENDS MED-TECH INNOVATION EXPO

Over 5,000 designers, engineers, innovators and manufacturers from across the medical and healthcare sector will attend Med-Tech Innovation Expo.

When you exhibit at a trade show, it's important to know you are reaching the right kind/quality of visitor. As an exhibitor at Med-Tech Innovation Expo, we will connect you with your target audience.

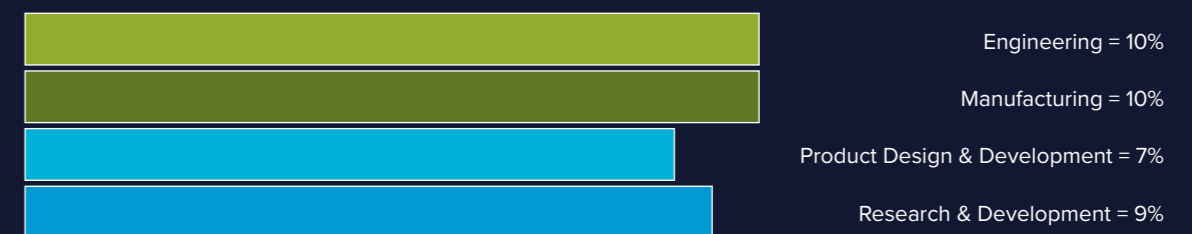


# AUDIENCE PROFILE

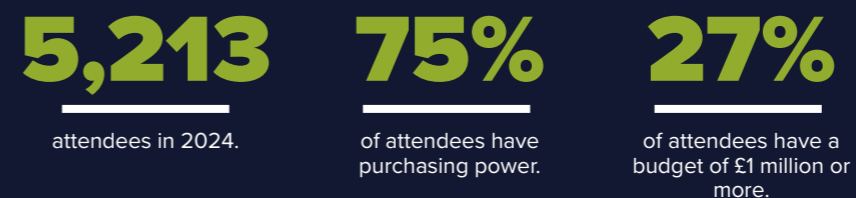
## TOP FIVE REASONS FOR ATTENDEES TO ATTEND IN 2024



## PRIMARY JOB FUNCTION OF MED-TECH INNOVATION EXPO ATTENDEES



## BUYING POWER OF MED-TECH INNOVATION EXPO ATTENDEES



## WHO EXHIBITS?

The medical engineering and manufacturing community will be able to see the entire spectrum of advanced technology, materials and solutions for medical device design and manufacturing.



### SERVICES

Accelerators and Incubators  
 Certification  
 Consulting  
 Contract Manufacturing  
 Design and Product Development  
 Education  
 Finance  
 Intellectual Property  
 Consultants  
 Regulatory Affairs  
 Testing & Analysis  
 Trade Organisations & Media  
 Trademark and Patent Attorneys

### MATERIALS, SURFACE TECHNOLOGY AND TREATMENT

Alloys  
 Ceramics  
 Chemicals  
 Composites  
 Metals  
 Nanotechnology  
 Polymers  
 Resins  
 Silicones  
 Surface Treatments  
 Textiles

### MANUFACTURING TECHNOLOGY

3D Printing  
 Additive Manufacturing  
 Assembly  
 Automation & Material  
 Casting  
 Cleanroom  
 Cutting  
 EDM  
 Extrusion  
 Handling  
 Injection Moulding  
 Laser Cutting  
 Machining  
 Metrology and Inspection  
 Micro Injection Moulding  
 Mould Making  
 Packaging  
 Process Control  
 Quality Assurance  
 Quality Control  
 Robotics  
 Sterilisation  
 Tool & Mould Making  
 Turning

### ELECTRONICS AND COMPONENTS

Adhesives  
 Batteries & Power Supplies  
 Cables  
 Casings  
 Controls  
 Embedded Systems  
 Lasers  
 Motors/Drives  
 Optics & Optoelectronics  
 PCBs  
 Sensors  
 Software  
 Tubing

### DIGITAL HEALTHTECH

App Development  
 Augmented Reality  
 Bioinformatics / Big Data  
 Blockchain  
 Cloud Services  
 Communication Systems  
 Digital Imaging  
 Hardware / Computer Technology  
 Human-Machine Interfaces  
 Security & Governance  
 Software Development  
 Sensors  
 Virtual Reality

## Introducing HealthTech Stage



## WHATS ON @ MED-TECH INNOVATION EXPO

**A**n interactive, insightful and efficient event, designed to meet the needs of the industry. Med-Tech Innovation Expo allows visitors to connect with peers and experts – and get a whole year's worth of business done in two days!

Features on the 2025 show floor include the Connect Lounge, the Start-up Zone, PITCH and two world-class, CPD-accredited conference stages and more!

### MED-TECH INSIGHTS STAGE



The Med-Tech Insights Stage features in-depth discussions on industry trends, regulatory updates, and strategic insights from senior representatives of leading healthcare organisations and blue-chip companies.

This stage provides a comprehensive understanding of the current and future state of the med-tech industry, making it an essential stop for anyone committed to advancing patient care and medical technology.

### MED-TECH INNOVATION STAGE

This stage is designed to spotlight the latest innovations in health technology. Here, you will discover groundbreaking products, emerging companies, and new trends that are set to revolutionise the medical technology landscape.

### PITCH @ MED-TECH INNOVATION

PITCH, sponsored by NIHR, is the start-up competition that brings together the world's leading, early-stage MedTech start-ups for a live on-stage accelerator-style pitching session.

### VIP BUYERS PROGRAMME

New for 2025, the VIP Buyers Programme will provide selected top buyers with exclusive opportunities and benefits such as access to the Buyers Breakfast and VIP Lounge. Exhibitors are welcome to invite their customers to attend the event as a VIP, if they are eligible.

### MED-TALK PODCAST LIVE

Brought to you by the editors of Med-Tech Innovation News, Medical Plastics News and European Pharmaceutical Manufacturer, don't miss this live edition of the podcast covering the latest news in the life sciences sector.

### EXHIBITOR PARTY – LIVE MUSIC, DRINKS, AND FOOD

As an exhibitor at Med-Tech Innovation Expo, you will have access to the after-show party on the first evening of the show. Conveniently located in the exhibition hall, we welcome you to join us for food, drinks and live music, and a chance to network with peers in an informal setting.

### EXCLUSIVE ACCOMMODATION DISCOUNTS



We've officially partnered with EventBeds by NuBreed Hotels to give this year's exhibitors access to exclusive discounts at carefully selected properties near to the event. Save up to 30% versus booking direct.





IndySo



It's wonderful to see so much passion and innovation within the industry, and we were delighted to be part of it. The stand was packed from start to finish.

**DANIEL WILSON**  
HEAD OF MARKETING AND COMMUNICATIONS  
PENNINE HEALTHCARE

## EXHIBITOR SUPPORT THAT MAKES A DIFFERENCE

**W**e will help you every step of the way with our comprehensive marketing and promotional programme to ensure you get the most value of being a Med-Tech Innovation Expo 2025 exhibitor.

### THIS INCLUDES:



**Personalised Email Templates** to quickly and easily invite your customers and prospects to visit your stand.



**Connections to Industry Press Contacts** to help you get your newest information into the right hands.



**Online Resources and Tools** including banner ads, exhibitor bulletins, social graphics, an AI-powered Event Hub, and more.



**Free Company Listing** on the event website and in the mobile app with the opportunity to showcase products and news.



**Inclusion in the Show Preview** mailed out to the Med-Tech Innovation community. Send us your show news beforehand to be featured in the Exhibitor Highlights.

### EXPERIENCES THAT CREATE OPPORTUNITIES FOR LEADS

- Use the Med-Tech Connect Lounge to meet with clients and prospects in a relaxed atmosphere. Meetings can be scheduled prior to the show using the show app or EventHub.
- Showcase your products or services to the Med-Tech Expo audience by presenting on stage. Feature a real-life case study, and you'll help your potential customers understand how your product can help improve their design and manufacturing processes.

### OUR ONGOING SUPPORT HELPS MAXIMISE YOUR INVESTMENT

We understand that ROI is critical to your investment which is why work hard to deliver high-quality, targeted visitors with specifying and purchasing authority who are actively seeking new medical device technology and services.

Our promotional campaign for 2025 includes a wide range of communications channels such as email, PR, digital advertising, telemarketing, in-house media, podcasts, media partners, and print advertising, ensuring we bring the right attendees who are ready to be your next customers.



Thank you, Med-Tech Innovation Expo, for a brilliant event! It's been fantastic to meet so many people from across the industry.

**SALLY BROWNBILL**  
MARKETING MANAGER  
BSI



# STAND AND SPONSORSHIP OPTIONS

All exhibitors will have an editable profile on the show's digital event planner and app, the use of the event logo and exhibitor marketing assets to promote their presence at the event, plus an invitation to the networking reception. We encourage exhibitors to share press releases with the Med-Tech Innovation News editor.

## SPACE ONLY

Space only means raw exhibition floor space. You must hire or supply the walls/ carpeting or construct a custom-built stand. Prices begin at **£330 per sqm**

## SHELL SCHEME

This will include rigid white walls, company name board, carpet, fluorescent strip lighting and one 2 amp (500w) electrical socket. Prices begin at **£375 per sqm**

## FURNITURE

Furniture is not included. Our official contractor will help with this. Their details can be found in the Exhibitor Manual after you confirm your stand.

## CORNER PLOTS

There are a limited number of corner sites available. Stands with one corner are subject to a 10% premium. 15% is applicable for stands with multiple open corners and 20% for island locations.

## START-UP ZONE PODS

Ideal for start-ups, spin outs, non-profit organisations and academic projects, the Start-up Zone is the perfect area for companies looking for funding or to drive awareness of new innovations and initiatives within medical technologies. Pods from **£1,300**

## MEDILINK UK MEMBERS

All Medilink UK members benefit from a **10% discount on space only or shell scheme stands.**

## ONLINE PROFILE PACKAGES

Profile Plus - £499  
Premium Profile - £999

## SPONSORSHIP OPTIONS

**Med-Tech Innovation Expo offers companies new ways to expose their brand through a broadened range of sponsorship opportunities.**

### MED-TECH INNOVATION EXPO APP –

Available to all attendees, the Med-Tech Innovation Expo app will feature your brand exclusively with an animated splash screen and an ad banner throughout the app. **£6,000**

**LANYARDS** – These are worn by all visitors and increase brand recognition offering excellent value in brand recall and association. **£5,000**

**EVENT BADGES** – Your logo will be printed on all badges, so everyone attending will see your brand throughout the show. This gives strong visibility and brand recall. **£5,000**

**SHOW BAGS** – Turn visitors into walking adverts for your company both during and after the event with your company's branding on the sustainable cotton show bags. **£6,000**



**BAG INSERTS** – Directly promote your company to every visitor to the show and highlight your product, services and stand number. **£2,000**

**AISLE BANNERS** – These suspended navigation aids dominate the show skyline offering high visibility and brand awareness. **£7,500**

**FLOOR TILES** – This opportunity can be tailored to your requirements. **POA**

**CONFERENCE STAGE** – Want to be seen as a thought leader? By sponsoring the stage, your logo will be seen on the stage signage, screen and all marketing collateral. **£12,500**

**INTRODUCING HEALTH-TECH STAGE SPONSOR** – An opportunity to sponsor the stage where new technology and solutions are presented. These short, dynamic sessions give delegates an insight into what's new at the show. Wrap your message around this stage. Includes day 1 theatre seat drop. **£10,000**

**INTRODUCING HEALTH-TECH STAGE SPEAKING SESSIONS** – This is a unique opportunity for you to lead a 20-minute presentation to the Med-Tech Innovation Expo visitors. Position your company as an authority within a particular field. This is a limited opportunity. **£1,500**

**START-UP ZONE SPONSOR** – The Start-up Zone will enable start-ups, spin outs, research projects and small innovative businesses to bring their services into the marketplace in the most cost-effective way possible. If you promote and support innovation, then this is the perfect platform to align with your message. **POA**

**COFFEE POINT AREA** – A high traffic area where visitors discuss business or catch-up with colleagues and peers. Great for brand positioning for companies wanting to be associated with getting business done. **POA**

**CONNECT LOUNGE** – This dedicated meeting area will be filled with 1-2-1 scheduled meetings between exhibitors and visitors who have maximised the opportunities of the show's online event planner. Show your colours as a connector for the industry by sponsoring this lounge. **£10,000**

**INDUSTRY NETWORKING DRINKS RECEPTION** – A fantastic opportunity to talk business in an informal setting with drinks, food and entertainment. All the key movers and shakers attend the Networking Drinks Reception at the end of day 1. Sponsoring this event will put your brand front and centre of their minds with this sponsorship opportunity. **£10,000**



## BOOK NOW

To book your space at  
Med-Tech Innovation Expo 2025,  
please contact:

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Group Portfolio Sales Manager  
Caroline.Jackson@rapidnews.com  
+44 (0) 1244 952 358

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