



# ARAB HEALTH 2023

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# PARTICIPANTS

*30 Jan – 02 Feb 2023*

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*Dubai World Trade Centre*



# INTRODUCTION

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Overview

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# OVERVIEW OF AH22 (POST SHOW REPORT)



## Professional Visits

80,577

Live Visitors: 40,254

Online Visitors: 2,874

Delegates: 2,618



## Countries Represented

184



## Country Pavilions

32



## Value of Business Generated

\$781 million



## Exhibitors

2,828

# OVERVIEW OF AH22 (POST SHOW REPORT)



## 40,254 Live Visitors – Regional Breakdown

Americas – 2%  
Middle East – 14%  
GCC – 54%  
Asia – 12%  
Africa – 5%      Europe – 13%



## Nature of Business

Agent /Dealer/ Distributor – 29%  
Manufacturer – 10%  
Clinics – 8%  
Pvt Hospitals – 5%  
Lab Agent – 4%



## Seniority of Live Visitors

Owner/Board Director – 27%  
Senior Manager/Manager – 23%  
HoD/ General Mgr – 18%  
Jr Mgr – 15%  
MD/VP – 8%      President/ Chair – 4%



## Feedback

97% imp platform to attend for business  
96% will attend AH23  
84% got new suppliers  
50% attend the show every yr



# PARTICIPANTS

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11 Israeli Companies

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# SILBERMANN

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Website: <https://www.silbermann.com/>

Product: Medical Gas Systems and Equipment

Silbermann develops medical gas systems and pipeline equipment. The company designs and manufactures central supply systems, medical gas pendants and booms, medical gas alarm panels, automatic gas manifolds, power columns, bed head units, medical gas outlets (including AGSS), medical gas oxygen regulators, medical flowmeters, and more.

Products cover the entire spectrum of medical gas systems, from main supply units and medical gas delivery systems and pipeline equipment to architectural products and secondary equipment.

Vertical: Hospital Equipment

Founded: 1950

Business Model: B2B

Main Markets: Europe esp East, South America, South & SE Asia, Russia, West Africa  
Middle East – Cyprus, Israel

Representatives: Ittai Glaich, CEO Daniel Glaich, Mktg Manager (Founder: Jacob Glaich)

# SENSIBLE MEDICAL

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Website: <https://sensible-medical.com/>

Product: ReDS medical radar technology

ReDS is an easy to use, non-invasive system to monitor and manage patients with fluid management problems like lung fluid, including patients living with heart failure (HF), taking diuretic medication, or recovering from an event related to coronary artery disease.

ReDS is intended for use by qualified healthcare practitioners and by patients under the direction of a physician in hospitals, hospital-type facilities, and the home environment.

Vertical: Hospital and Home Equipment

Founded: 2007

Business Model: B2B, B2C

Main Markets: Europe, United States

Middle East – Israel

Representatives: Amir Ronen, Founder & CEO   Eran Kurman, VP Sales & Mktg

# SALIGNOSTICS

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The logo for Salignostics, featuring the word "Salignostics" in white text on a dark blue rectangular background.

Website: <https://www.salignostics.com/>

Product: Technology which transforms saliva into a reliable body-fluid for lateral flow immunoassays

Saliva-based rapid diagnostic tests (RDTs) utilizing a lateral flow immunoassay platform. The approach qualifies saliva for a variety of RDTs, including for pregnancy, ovulation, H. pylori, and malaria. The company offers a toolbox of technologies that amplify saliva as a detectable body fluid by overcoming different chemical and biological saliva-related obstacles. Implementation of these technologies transforms saliva from a nondetectable to a detectable body fluid.

Vertical: Diagnostics

Founded: 2016

Business Model: B2B, B2C

Main Markets: Europe, United States

Middle East – Israel

Representatives: Omer Deutsch, Co-Founder & CEO    Guy Krief, Co-Founder, Deputy CEO & CBDO



# SHEBA BEYOND

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Website: <https://beyond-en.sheba.co.il/>

Product: Virtual Hospital/ Telemedicine

First virtual hospital, provides the best, most advanced medical services by Sheba's leading experts and with the help of the most advanced, innovative technologies — for **anyone, any place any time**.

Manages over 130 virtual clinics and has over 1,300 clinical staff — oncologists, psychiatrists, pediatricians, GIs, dieticians and more

Offers training for hospital staff, establishes norms standards and protocols for effective hospital mgmt.

Home hospitalization managed by Sheba's experts via remote examination and monitoring.

Vertical: Hospital Services

Founded: ???

Business Model: B2B, B2C

Main Markets: PRC, Russia, Ghana, Georgia (projects of Sheba International)

Middle East – UAE (Diabetes mgmt in partnership with Al Tadawi), Israel

Representatives: Dr. Galia Barkai, Director Keren Yaniv, Chief Business Officer

# MOBILE ODT

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Website: <https://www.mobileodt.com/>

Product: AI based medical tech for detection of cervical cancer

Equips women's healthcare providers with advanced AI medical device technologies for the detection of cervical cancer

Optical diagnostic devices and software services designed for early cancer detection and a range of other medical purposes. Advanced optical technology components to turn smartphones into easy-to-use mobile point-of-care tools to help detect cancer and capture a range of biomedical images for diagnostic and other analytical purposes.

Mobile ODT also develops intuitive app-based programs to operate its devices and connect them to a cloud-based software platform. The platform will enable immediate remote consultation with experts for improved case management and easy integration with a range of emerging electronic health record programs.

Vertical: Diagnostics

Founded: 2012

Business Model: B2B

Main Markets: South & SE Asia, South America, Central South and East Africa, Europe, United States  
Middle East – Israel

Representatives: Leon A. Boston, CEO Lior Schwarzwald, Head of Product

# SAVION INDUSTRIES

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Website: <https://savion.co.il/>

Product: Hospital and Medical Furniture

Family-owned enterprise which specializes in the manufacture of beds, stretchers, trolleys, cabinets, cribs, mattresses, surgeons chair, patient lifters and accessories for hospitals and medical applications.

Vertical: Hospital Furniture

Founded: 1967

Business Model: B2B

Main Markets: Asia-Pacific, Europe, Africa, and North Central & South America

Middle East – Israel

Representatives: Ran Zimbalista, CEO   Nir Grinberg, COO

# CATHETRIX

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Website: <https://www.cathetrix.com/>

Product: Innovative Catheter Systems

Develops and produces smart catheter fixations and delivers safety solutions for hospital and home care.

Catheter stabilizer which actively prevents possible damage to the bladder and urethra from accidental urinary catheter extraction. For pre and post operative patients like paraplegics, or patients with incontinence.

Vertical: Hospital Equipment

Founded: 2019??

Business Model: B2B, B2C

Main Markets: Canada

Middle East – Israel

Representatives: Kfir Elrom, CEO Tal Hadass, CMO

# PHARMA SEPT

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Website: <https://www.pharmasept.com/>

Product: Surgical Drapes and Covers

Drapes and covers designed to help keep operating rooms sterile, equipment clean, and staff and patients safe from contamination. Microscope Covers, C-arm Covers, Ultrasound Covers, Banded Bags, Patient Drapes, Diathermy Pouches, and Video Camera Covers tailored to exact dimensions of specific medical equipment.

Products are designed for easy application and removal. Operating rooms can be quickly cleaned and ready for the next patient.

Vertical: Hospital Furnishings

Founded: 1995

Business Model: B2B

Main Markets: Poland, Netherlands, North America, Austria

Middle East – Israel

Representatives: ???

# COMMWELL

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Website: <https://www.commwellmedical.com/>

Product: Telemedical Diagnostic and Intervention Systems

Aims to bring medical sophistication into patients homes. Using a wide array of medical sensors integrated with an all-inclusive electronic medical record (EMR) and advanced telecommunication technologies, Commwell provides tools for health and wellness, remote diagnostics, and interventional patient care. Commwell products are intended for homes, assisted-living and retirement facilities, remote clinics. They can be managed by hospitals, HMOs, clinics, or physicians offices, as well as other institutional entities.

Products are designed to supply the best available solutions for preventive care, long-term disease management, early detection of disease deterioration, and online emergency intervention.

Vertical: Homes, Retirement Facilities, Rural Health & Remote Clinics Equipment

Founded: 1998

Business Model: B2C, B2B2C

Main Markets: Europe, United States

Middle East – Israel

Representatives: Daniel David, Founder and President Doron Doron David, MD

# RIMED

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Website: <https://rimed.com/>

Product: Noninvasive Transcranial Doppler System

Mainly used in neurology departments and stroke units.

Digi-Lite helps to diagnose the stroke subtype. The system can pinpoint the exact location of the occlusion or the origin of emboli in the major intracranial arteries to reduce the use of angiograms, and it can be used to monitor and follow the effects of treatment.

Transcranial Doppler (TCD) is one of the most common medical devices used in the diagnosis of and as a support decision tool for brain death determination due to its ability to detect the unique effect of brain death on cerebral blood flow pattern.

Vertical: Diagnostics

Founded: 1982

Business Model: B2B

Main Markets: Brazil, Africa, United States, China, Cuba, India (over 100 countries)  
Middle East – Israel

Representatives: Joseph Adlin, Founder & President

# ELMEDICAL LTD

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Website: <https://www.elmedical-group.com/>

Product: Thermal Treatments for Bladder Cancer and Prostatitis

Office-based system composed of a console and catheters designed for minimally invasive, non-ablative, high-temperature treatments (hyperthermia) for unmet urological diseases such as bladder cancer and prostatitis.

DuoThermia for chronic prostatitis/chronic pelvic pain syndrome in males is the simultaneous hyperthermia treatment of the prostate and bladder administered by a heated balloon in the prostatic urethra and free circulation of a heated saline in the bladder.

Vertical: Hospital Equipment

Founded: 2003

Business Model: B2B

Main Markets: Denmark, Italy, Spain, Austria, Switzerland, Greece, Germany, Croatia

Middle East – Turkey, Israel

Representatives: Jacob Lazarovitz, Co-Founder & Prez    Uzi Eschel, Co-Founder & CEO



# THANK YOU

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