SIX-MONTH IMPACT REPORT

Where MedTech Distributors Grow Together.

Building MedTech's Most Trusted Network.

20%

Average annual member growth

Six months of record growth, delivered value and momentum for the members we serve.



intmeda.com · timi@intmeda.com ·

H1 2026 in Brief

The first six months of 2026 were the strongest period in IntMeDA's history. Below is what defined them, and the value it created for the members we serve.

51	+21	5	9
MEMBERS	**NEW MEMBERS**	**NEW COUNTRIES**	**EVENTS**
Up from 30 in January	In six months	Newly entered in H1	Delivered in H1

WHAT DEFINED THE LAST SIX MONTHS

- The strongest six months in IntMeDA's history
- Continued expansion into new international markets
- Rapid, record-setting network growth
- The launch of three new member initiatives
- A higher volume of events than any prior period
- Rising member engagement and activity throughout

STRATEGIC DIRECTION, LED BY OUR BOARD



Jiri Pavlicek
CEO, Aspironix
INTMEDA CHAIRMAN



Olivier Wouters
CEO, RMS Medical Devices
INTMEDA TREASURER



Remco Maljers
VP, Micro Air Surgical
INTMEDA SECRETARY

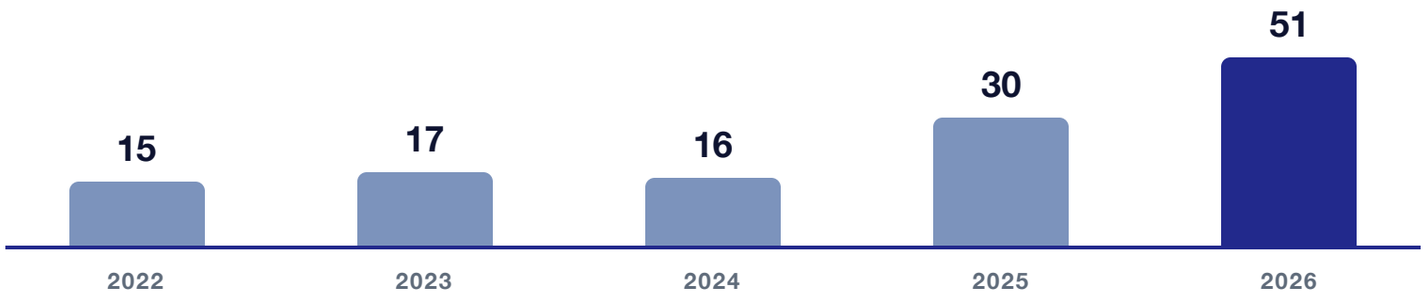
Network Growth

51
MEMBERS TODAY
As of June 2026

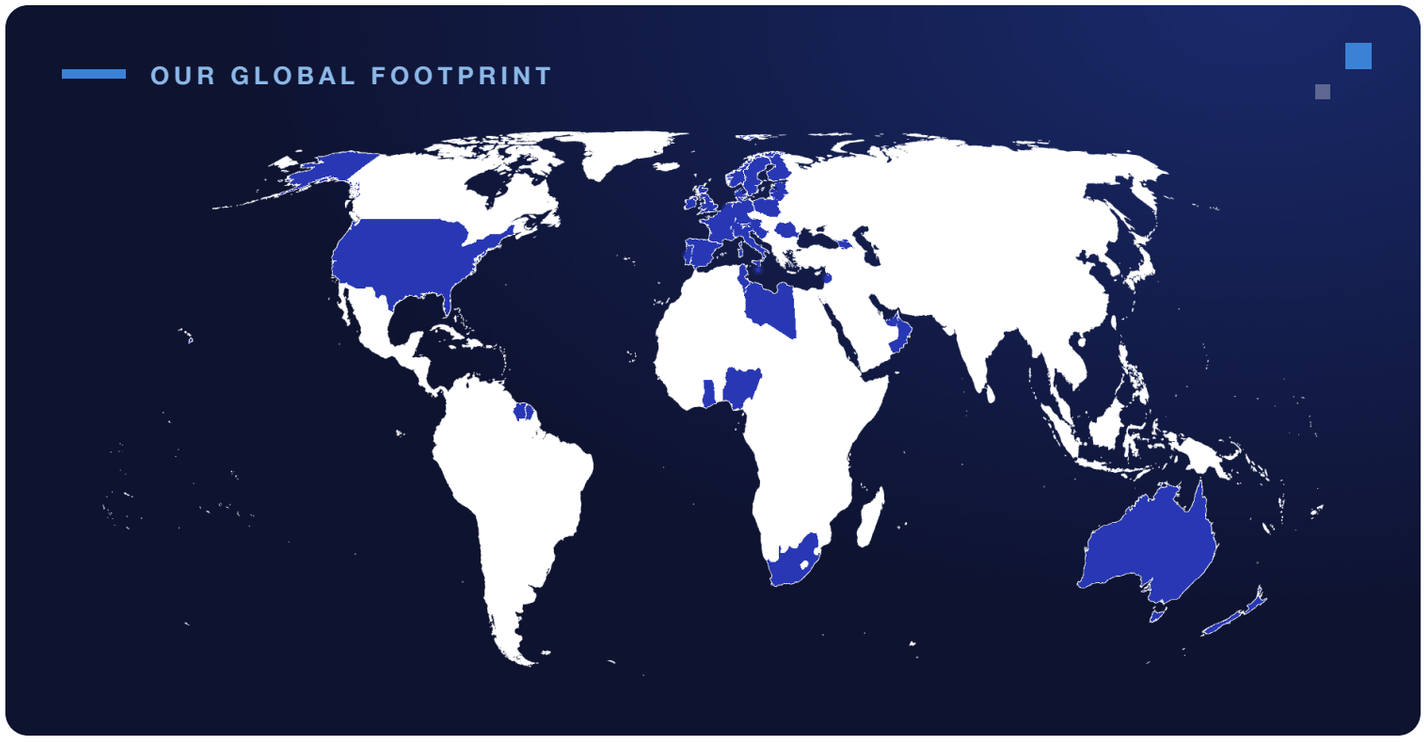
+21
NEW IN H1
January to June 2026

100%
RENEWAL RATE
All members renewed for 2026

MEMBERSHIP GROWTH, 2022 TO 2026



OUR GLOBAL FOOTPRINT



NEW MARKETS ENTERED

UAE · Lebanon · Oman · Georgia · United States

MARKET PRESENCE STRENGTHENED

Italy · Switzerland · Netherlands · United Kingdom · Spain · Portugal · Poland

Delivered Value

Six months of consistent delivery translating into renewals, member revenue growth and a full calendar of curated events.

9 CURATED EVENTS DELIVERED IN H1 2026

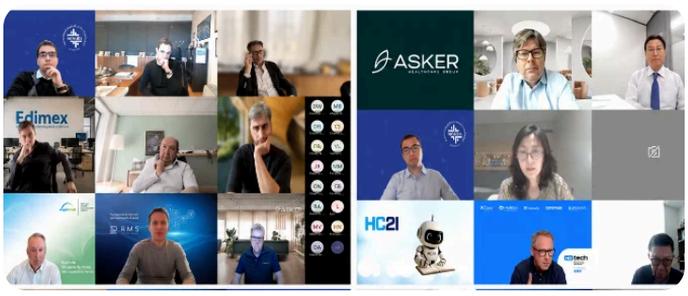
E-Fairs · Therapy Focused Sessions · Webinars · In-Person Members' Dinner

H1 2026 EVENT CALENDAR

DATE	EVENT	FORMAT
09 FEB	WHX Dubai Members' In-Person Dinner	DINNER
26 FEB	WHX Dubai Recap	MEETING
24 MAR	AI MedTech Open Discussion	THERAPY SESSION
27 MAR	E-Fair: HC Biologics & Mobilex	E-FAIR
10 APR	Surgical MedTech Session	THERAPY SESSION
17 APR	E-Fair: REMEDI & Winner Medical	E-FAIR
23 APR	AI Integration Into Daily Workflows	WEBINAR
07 MAY	E-Fair: @bloc & Monit	E-FAIR
18 JUN	E-Fair: RegenLab & StimVia	E-FAIR

Segments Covered Across Our E-Fairs

Wound Care · Biologics · Mobility · Orthopaedics · Radiology · Regenerative Medicine · Urology · Patient Positioning · OR Support / Systems · Patient Monitoring · Imaging Solutions · Spine · Neurosurgery · Aesthetics · General Surgery



Nine curated events in six months: a deliberate cadence of e-fairs, therapy-focused sessions, webinars and an in-person members' dinner, bringing advanced solutions, market intelligence and peer expertise directly to members.

New Initiatives Launched

01

Sunday Briefing

Weekly MedTech market intelligence delivered every Sunday, covering global market data, M&A activity, key reports and congress updates. Praised by members as a high signal, indispensable resource.

02

IntMeDA Match

Quarterly curated one to one connection programme. Portfolio matched member introductions that drive cross border deal flow, collaboration and network depth.

03

Therapy-Focused Sessions

Structured small group peer exchanges by therapy area, generating direct connections, shared intelligence and collaborative opportunities within the network.



What Members Are Experiencing

E-Fairs: Direct Impact

More than 10 members established direct connections with E-Fair presenters in H1 2026, opening the door to supplier partnerships, portfolio additions and new commercial opportunities.

Therapy Focused Sessions

Therapy sessions fostered genuine peer exchange. Members shared leading technologies, market strategies and clinical insights that sharpened every participant's edge.

In-Person Meetings

From the 2025 MEDICA Düsseldorf dinner to the 2026 WHX Dubai dinner, our in-person gatherings built real atmosphere, trust and deeper relationships between members.

Sunday Briefing

Delivered weekly without interruption, it has become a genuine industry edge, covering M&A activity, market intelligence and emerging trends, giving members a head start on the week.

H2 2026 & What's Next

Specialised E-Fairs

A continued programme of high quality, curated E-Fairs bringing advanced medical solutions directly to members. Every presenter selected for relevance, quality and commercial potential.

Therapy-Focused Sessions

More structured, therapy specific peer sessions, bringing together members in the same clinical space to exchange intelligence, share market realities and identify collaboration.

IntMeDA Match, Quarterly

Every quarter we personally curate one to one introductions matched by therapy area, market segment and growth profile. No action required. We make the connection, you take it forward.

Stronger Member Connectivity

Across H2 we are deepening inter member connectivity with structured introductions, shared intelligence and more frequent touchpoints. The more actively we engage, the stronger every business becomes.

Market Intelligence, Every Week

We continue our Sunday Briefing, a proven way for members to start the week ahead of the news. Throughout the week we share snapshots and updates on the fastest growing technologies and products, sparking discussion across the community.



THE HIGHLIGHT OF THE H2 CALENDAR

MEDICA Düsseldorf, November 2026

IntMeDA convenes in Düsseldorf for the world's leading MedTech trade fair. An in-person members meeting, networking dinner, and the connections that only happen face to face.

Strategic Direction

100

THE MILESTONE

The 100-Member Network

Build the most trusted global network of independent medical device distributors. Elite, selective and growth oriented. Something the industry has not seen before.

★

THE INDUSTRY STANDARD

A Stamp of Quality

IntMeDA membership signals credibility. Leading manufacturers come to IntMeDA because our members are the highest quality independent distributors in their markets globally.

→

THE MISSION

Champion the Distributor

Promote, protect and accelerate the independent distributor model, and be the strongest force of growth for medical device distributors worldwide.

A Message From the IntMeDA Team

The past six months have been a privilege to witness. Our network grew from 30 to 51 members, entered new markets, and delivered measurable value to the distributors we serve. Speaking personally with each member has given me a far deeper understanding of their businesses, their challenges, and the real impact IntMeDA has on their organisations — conversations I look forward to continuing as we grow. That closeness is how we keep creating meaningful value, and how we ensure IntMeDA remains the leading global community for independent medical device distributors.

Timi Gedevanisvili
Project Manager, IntMeDA

GROW THE NETWORK

Know a distributor who belongs in this network?

If a colleague or fellow distributor would benefit from IntMeDA, share this report with them. Every exceptional member you introduce makes the network stronger for everyone.