



Ministry of Foreign Affairs

# *Identification of business opportunities for small and medium-sized Dutch companies in Minas Gerais*

*Commissioned by the Netherlands Enterprise Agency*

*>> Sustainable. Agricultural. Innovative.  
International.*



# Market Study

Identification of business opportunities for small and medium-sized Dutch companies in Minas Gerais



Netherlands Enterprise Agency



**BiominaS**  
BRASIL

# INDEX

---

|  |    |
|--|----|
| EXECUTIVE SUMMARY .....  | 6  |
| 1 Brazilian Health System Overview .....                                   | 8  |
| 1.1 Health expenditure in Brazil.....                                      | 9  |
| 1.2 Minas Gerais Brief Overview.....                                       | 10 |
| 2 Health Sector Value Chain in Minas Gerais .....                          | 12 |
| 2.1 The Healthcare value chain of Minas Gerais.....                        | 12 |
| 3 Analysis of Stakeholders of Minas Gerais.....                            | 16 |
| 3.1 The multiplicity of the biotechnological pole of Minas .....           | 16 |
| 3.1.1 Anbiotec .....   | 18 |
| 3.1.2 Biominas Brasil.....   | 18 |
| 3.1.3 BiotechTown .....  | 19 |
| 3.1.4 CDTN - Nuclear Technology Development Center.....                    | 21 |
| 3.1.5 CTIT/UFMG - Technological Transfer and Innovation Coordination ..... | 21 |
| 3.1.6 Ezequiel Dias Foundation (Funed) .....                               | 23 |
| 3.1.7 FIEMG - Federation of Industries of the State of Minas Gerais.....   | 23 |
| 3.1.8 SENAI Institute for Chemical Technology .....                        | 25 |
| 3.1.9 Lab Bio - UFMG Bioengineering Laboratory .....                       | 25 |
| 4 Opening a healthcare company in Minas Gerais: regulatory aspects .....   | 26 |
| 4.1 Steps to open a foreign company in Brazil.....                         | 26 |
| 4.2 From Federal to Regional Level.....                                    | 27 |
| 5 Regulatory aspects for the exercise of health services in Brazil.....    | 29 |
| 5.1 State and Municipal Health Surveillance .....                          | 29 |
| 5.2 National Health Surveillance Agency - ANVISA.....                      | 29 |
| 5.3 Registration Routes in Brazil .....                                    | 30 |

|       |  |     |
|-------|--|-----|
| 5.4   | Good Manufacturing Practices.....  | 31  |
| 5.5   | INMETRO certification requirements.....  | 31  |
| 5.6   | Summarizing the regulatory issue.....  | 31  |
| 6     | PEST Analysis of the health sector in Minas Gerais.....  | 32  |
| 6.1   | Political Factors .....  | 32  |
| 6.2   | Economic Factors .....   | 33  |
| 6.3   | Social Factors.....  | 34  |
| 6.4   | Technological Factors.....   | 35  |
| 7     | Market Entry Analysis: custom duties and import procedures .....   | 38  |
| 7.1   | Imports of health products: tax charges.....   | 38  |
| 7.2   | Protocols to import health care products in Brazil .....   | 40  |
| 8     | List of Life Sciences and Health companies from Minas Gerais for potential sales and/or distribution channels, aligned with the opportunities identified and the Supplier Analysis of Netherlands..... | 43  |
| 8.1   | Potential Brazilian companies importing Dutch products .....   | 45  |
| 8.1.1 | List of companies – segment A – Public Health.....   | 49  |
| 8.1.2 | List of companies – segment B – Hospital Build.....  | 61  |
| 8.1.3 | List of companies – segment C – Medical Devices & Commodities .....  | 70  |
| 8.1.4 | List of companies – segment D – Mobility & Vitality.....   | 131 |
| 8.1.5 | List of companies – segment E – Product Development & High Tech.....   | 143 |
| 8.1.6 | List of companies – segment F – Pharma & Biotechnology.....  | 170 |
| 9     | Challenges and opportunities analysis .....  | 179 |
| 9.1   | Opportunities .....  | 180 |
| 9.1.1 | Prevention treatment .....   | 180 |
| 9.1.2 | E-health.....  | 180 |
| 9.1.3 | Ageing Population .....  | 182 |
| 9.1.4 | Long-Term Care (LTC).....  | 185 |

|       |  |     |
|-------|--|-----|
| 9.2   | Strengths .....  | 187 |
| 9.2.1 | Foreign Investment authorization .....   | 187 |
| 9.2.2 | Private Hospitals .....  | 189 |
| 9.2.3 | Telehealth .....   | 190 |
| 9.3   | Weaknesses .....   | 193 |
| 9.3.1 | Foreign trade obstacles.....   | 193 |
| 9.3.2 | Tax issues .....   | 194 |
| 9.3.3 | Rural Health .....   | 194 |
| 9.4   | Threats.....   | 196 |
| 9.4.1 | Economic Crises .....  | 196 |
| 9.4.2 | Shortage of doctors.....   | 197 |
| 10    | Potential synergies between Holland and Brazil .....   | 198 |
| 10.1  | An overview of the Dutch health system .....   | 199 |
| 10.2  | Aligning LSH's strategic planning with the opportunities in Minas Gerais.....  | 200 |
| 10.3  | Digital Healthcare.....  | 202 |
| 10.4  | Binational technology opportunities .....  | 202 |
| 10.5  | Financing opportunities for Dutch companies.....   | 203 |
| 10.6  | The accelerated verticalization process in Minas Gerais.....   | 206 |
| 11    | Conclusion and recommendations .....   | 209 |
|       | REFERENCES.....  | 210 |
|       | ANNEXES .....  | 214 |
|       | ANNEX I - List of Interviewed stakeholders in Minas Gerais .....   | 214 |
|       | ANNEX II - High Risk Economic Activities corresponding to Home and Build, E-Health and Medical Devices activities..... | 215 |
|       | ANNEX III - Classification of the Risk Degree of Economic Activities.....  | 216 |
|       | ANNEX IV - Steps for Regularization with ANVISA .....  | 217 |
|       | ANNEX V - Companies that Offer Registration Services .....   | 218 |

|  |     |
|--|-----|
| ANNEX VI - Taxes on Imports .....                                      | 219 |
| ANNEX VII - Steps in FAPEMIG's International Cooperation Process ..... | 221 |

Market Study - Identification of business opportunities for small and medium-sized Dutch companies in Minas Gerais / Biominas Brasil & NBSO Brazil Belo Horizonte. Belo Horizonte – MG, Brazil, 2020.

This Market Study is brought to you:

Commissioned by: [NBSO Brasil - Belo Horizonte](#) and the [Netherlands Enterprise Agency](#)

Produced by: [Biominas Brasil](#)

Writer: [Wilson Mendonça Júnior](#)

Reviewers: [Arthur Nigri](#) and [Sabrina Oliveira](#)

Art Editors: [Gabriela Rodrigues](#) and [Gabriela Quintão](#)



## EXECUTIVE SUMMARY

---

According to the Brazilian constitution, health is a citizen's right and an obligation of the State to guarantee their access. In 1990, the Brazilian government installed its Unified Health System (SUS) which has as its aim to give free and universal health care to all Brazilians. In 2020, the Brazilian public health system still guarantees free health to a large part of the Brazilian population, being highlighted as one of the largest consumers of health products in the world. However, the Brazilian private health sector, especially in the middle of the last decade, has shown considerable growth, also standing out as an auspicious opportunity for suppliers of health products.

Brazil is also Latin America's largest healthcare market. However, estimates of the actual market size vary considerably. Export.gov ranks Brazil as the world's 7<sup>th</sup> largest market for pharmaceuticals, with sales of US\$24.9 billion in 2018 (BMI, 2019). In terms of medical devices, BMI ESPICOM reports an estimated total market size of US\$10.5 billion. Brazil's healthcare market (pharmaceuticals and medical devices) is expected to experience modest growth going beyond 2021.

The Covid-19 pandemic dismantled all protocol practices for dealing with diseases. Unfortunately, a global health crisis triggered the biggest stimulus to national and international disruptive solutions. Emergency solutions demand better data treatment, which would be fundamental in mapping the sick, avoiding further contamination and encouraging more testing. Medical centers that were built abruptly, with little planning and transparency of expenses, would be better explored, if there was more coordination between engineering and architecture, by prioritizing the use of underused spaces in hospitals to enable them to provide more effective care and sophisticated without the need to spend huge amounts on new ventures that will not be sustainable.

Regardless of the pandemic, Brazil has considerable potential to attract investments in the health area in line with the strategies presented by Life Sciences and Health (LSH)<sup>1</sup>. With a subtle recovery in the economy, there is a considerable increase in the private health segment, especially with regard to the sequence of acquisitions of insurance companies, making the management model vertical. In addition, it has already been identified that a significant part of the elderly population demands investments in mobility, remote care, and remote monitoring medical equipment, through telemedicine.

---

<sup>1</sup> <https://www.health-holland.com/about-us>

With regard to Minas Gerais, a state in Southeastern Brazil, that ranks as the second most populous and the third by gross domestic product (GDP), which will be the most focused region of this report, not only hospitals have concentrated their investments on technological innovations, but regional innovation hubs often receive input from partners extremely aligned with the health sector. This environment is conducive to binational partnerships in research and to the use of Dutch equipment for trials in several hospitals that are about to open or have only a few years of activity.

Minas Gerais also has a wide network of pharmacies, following a national trend that the pharmaceutical market in Brazil is predicted to rise from US\$25.5 billion in 2016 to US\$29.9 billion in 2021 — a growth rate of 3.5%. In addition to the demands previously mentioned about hospitals, another interesting entry format in the Brazilian market would be through clinics, in which the counterparts are less rigorous, which can favor Dutch companies with good products, but with a reduced internationalization budget.

This report aims to identify the main potentialities and possible barriers to entering the Brazilian market with a focus on three segments of the health sector: Design & Build; e-Health and Medical Supplies. It is also intended to present information on export procedures, tax, and legal details. To give a more empirical basis to the data survey, 15 strategic stakeholders were interviewed for the entry of Dutch products and companies in Minas Gerais. Some cases from these institutions will serve as a practical reference for future Dutch ventures in the region.

This report was commissioned by the Netherlands Enterprise Agency (RVO.nl) in cooperation with the Netherlands Business Support Office in Belo Horizonte, and is produced by the Biominas Brasil, a private foundation that connects people to build successful businesses and create innovation environments in life sciences and biotechnology in Brazil. It aims to align the respective Life Sciences & Health sectors of the Netherlands and Brazil. In an effort to increase mutual understanding and inspire collaboration between these countries, this report provides useful insights into the Brazilian health system and sector and identifies potential areas of opportunity.



# 1 Brazilian Health System Overview

Brazil is Latin America's largest healthcare market and the biggest public health system in the world. Currently, the country already represents the 7<sup>th</sup> largest pharmaceutical market ([Interfarma](#), 2019).

In terms of health infrastructure, according to [Export.gov](#) (2019), Brazil has approximately 6,400 hospitals, of which 70% of them are private. There are approximately 495,000 hospital beds, 96,000 healthcare supplementary services, 432,000 physicians, 144,000 dentists, and 70,000 drugstores.

**Table 1**

**Brazil: Number of beds in the SUS and Non-SUS networks | In units and percentage variation (%) Comparison June 2020-December 2019**

| Specialty                       | SUS            |                |                       | Non-SUS        |                |                       |
|---------------------------------|----------------|----------------|-----------------------|----------------|----------------|-----------------------|
|                                 | 2020           | 2019           | Variation %           | 2020           | 2019           | Variation %           |
|                                 | June           | December       | Balance (Jun20/Dec19) | June           | December       | Balance (Jun20/Dec19) |
| <b>General beds total</b>       | <b>317,070</b> | <b>294,968</b> | <b>7.5%</b>           | <b>131,853</b> | <b>135,634</b> | <b>-2.8%</b>          |
| Surgical                        | 70,801         | 74,454         | -4.9%                 | 40,775         | 42,199         | -3.4%                 |
| Clinical                        | 133,511        | 106,794        | 25.0%                 | 46,688         | 47,433         | -1.6%                 |
| Obstetric                       | 38,534         | 38,799         | -0.7%                 | 12,688         | 13,098         | -3.1%                 |
| Pediatric                       | 37,657         | 38,191         | -1.4%                 | 10,115         | 10,353         | -2.3%                 |
| Other Specialties               | 31,688         | 31,827         | -0.4%                 | 15,765         | 16,571         | -4.9%                 |
| Hospital/Day                    | 4,879          | 4,903          | -0.5%                 | 5,822          | 5,980          | -2.6%                 |
| <b>Complementary beds total</b> | <b>32,407</b>  | <b>32,067</b>  | <b>1.1%</b>           | <b>27,950</b>  | <b>27,728</b>  | <b>0.8%</b>           |
| Adult ICU II COVID-19           | 8,517          | 0              | N/A                   | 10,600         | 0              | N/A                   |
| Pediatric ICU II COVID-19       | 247            | 0              | N/A                   | 461            | 0              | N/A                   |
| Intermediate unit               | 5,903          | 5,548          | 6.4%                  | 3,649          | 3,427          | 6.5%                  |
| Neonatal Intermediate unit      | 330            | 354            | -6.8%                 | 19             | 19             | 0.0%                  |
| Isolation unit                  | 4,453          | 3,288          | 35.4%                 | 1,209          | 1,097          | 10.2%                 |
| Adult ICU                       | 15,122         | 14,925         | 1.3%                  | 16,464         | 16,044         | 2.6%                  |
| Pediatric ICU                   | 2,637          | 2,617          | 0.8%                  | 2,266          | 2,225          | 1.8%                  |
| Neonatal ICU                    | 4,871          | 4,875          | -0.1%                 | 4,280          | 4,196          | 2.0%                  |
| Burned ICU                      | 158            | 158            | 0.0%                  | 75             | 78             | -3.8%                 |
| Type II coronary ICU -UCO       | 295            | 302            | -2.3%                 | 793            | 642            | 23.5%                 |
| <b>Beds total</b>               | <b>359,603</b> | <b>327,035</b> | <b>10.0%</b>          | <b>171,669</b> | <b>163,362</b> | <b>5.1%</b>           |

Source: DATASUS | Prepared by: Websetorial

In Brazil, the health market is presented as a heterogeneous, fragmented, and asymmetrical system, in which the private and public sectors operate, offering and financing health goods and services. Health care services are provided mainly in two ways: publicly, through the Unified Health System (SUS) and privately, through supplementary health service operators, regulated by the ANS (National Agency for Supplementary Health), and other private establishments, out-of-pocket (hospitals, clinics, laboratories, and autonomous medical professionals).

The main principles of the SUS are universal access, comprehensive care, and equity of actions. Seven out of ten Brazilians, or more than 150 million people, depend exclusively on SUS for treatment (IBGE, 2019)<sup>1</sup>. Thus, 71.5% of Brazilians do not appear as a contractor for any private health plan and have in the public health system their only possibility for treatments, hospital care, and other health services (IBGE, 2019). The SUS is funded from the social security budget, which is provided by taxes and contributions from employees and businesses. The majority of patient care is carried out by private providers, which are reimbursed by the State authorities.

Approximately 46 million Brazilians (22% of the population) make use of the Supplementary Health System accessing medical and hospital services (ANS, 2020). This means that it still has space for health care insurance growth. The private market is distributed among individual agents or companies, who pay individually or collectively for health plans or insurance. In October 2020, there were 980 active operators with beneficiaries in Brazil, of which 715 are providers of medical and hospital services and 265 exclusively dental, according to ANS.

## 1.1 Health expenditure in Brazil

Estimates indicate that healthcare expenses generated transactions equivalent to 9.06% of Brazilian GDP in 2019, amounting to R\$657.57 billion. Out of the total, R\$285.90 billion were public resources (43.48% of the total) and R\$371.67 billion were private resources (56.52% out of the total) (ANAHP, 2020).

In 2019, in the public sector, the federal government was expected to spend R\$121.20 billion, state governments R\$73.40 billion, and municipal governments R\$91.30 billion (ANAHP, 2020).

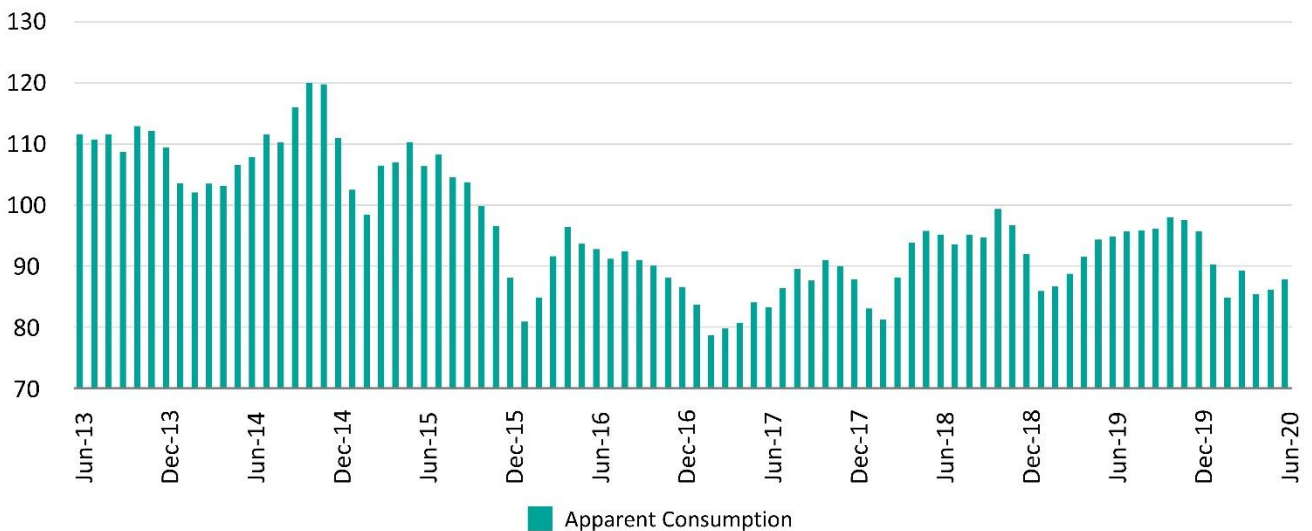
In the private sector, it is estimated that R\$199.27 billion were spent by families and companies to pay for medical-hospital expenses in 2019 (private health) and out-of-pocket expenses amounted to

R\$172.40 billion (ANAHP, 2020).

According to the National Association of Private Hospitals (ANAHP), the population aging, which increases the demand for health assets and services, plus the economic landscape and behavioral aspects, may explain the higher percentage spent on health.

### Graph 1

**Evolution of apparent consumption or market for medical devices (MD) | In index number, quarterly moving average (average base 2012 = 100) | Until June 2020**



Source: Aliceweb/ SECEX | Prepared by: Websetorial

## 1.2 Minas Gerais Brief Overview

To start with some key numbers, we must say that Minas Gerais is considered one of the main clusters of Life Sciences in Latin America. In the pharma industry, the State presents the second highest concentration of companies operating in this sector - more than 700 (Interfarma, 2019). Regarding medical devices, Minas Gerais responds for 13,4% of the companies that manufacture medical equipment in Brazil (ABIIS, 2020).

Considering that this report will address issues that naturally involve the national market, we will focus more on the opportunities that the State of Minas Gerais offers for Dutch healthcare companies.

Therefore, for a more in-depth analysis of the healthcare market in Minas Gerais, see the report *Market*

*Study Life Science and Health in Minas Gerais*<sup>2</sup>, which was recently published by NBSO Belo Horizonte. In the material, it is possible to know several competitive advantages in the region, demographic and logistical data, as well as opportunities identified for the three segments: Design and Build; E-health and Medical Devices.

---

<sup>2</sup><https://nlinbusiness.com/steden/sao-paulo/rapport/marktrapport-lsh-minas-gerais-ZG9jdW1lbnQ6eGlyVTRqNGdXWUp5N3pXbEZkTEw=>

## 2 Health Sector Value Chain in Minas Gerais

There are several approaches to models that best describe the health sector value chain. Bearing in mind that the details of all actors involved in the value chain will be discussed in more depth in the following sections, this section will address a more consensual concept, discussing briefly in the following paragraphs about the role of the main actors in this chain, based on the figure below.

**Figure 1**  
**Healthcare Value Chain**



Source: The Wharton School Study of the Health Care Value Chain, 2002.

According to Michael Porter, value chain is a chain of activities that a firm operating in a specific industry performs in order to deliver a valuable product or service for the market (Porter, 1985).

Regarding the Healthcare domain, and coined by the Wharton School of Management, the Healthcare Value Chain consists of the following actors - Payers, Fiscal Intermediaries, Providers, Purchasers and Producers. (Burns et al, 2002)

With regard to this section, we will address more specifically the public sector, private health plans, hospitals, distributors, and manufacturers of health products, which correspond, respectively, to the following actors in the chain: Payers, Fiscal Intermediaries, Providers, Purchasers and Producers.

### 2.1 The Healthcare value chain of Minas Gerais

The value chain of the health sector in Minas Gerais has undergone an accelerated movement of adaptations. Recent verticalization processes have led to an increase in competitiveness, which has

demanding an improvement in management efficiency. Therefore, the use of management software has been a great differential and an excellent market opportunity for Dutch companies. As confirmed in the latest reports from Health-Holland, 2020-2021<sup>3</sup>, the digitization of hospital management systems is a major differentiator for Dutch companies.

It is no wonder that supply chain costs consistently rank near the top for hospitals and healthcare systems, with predictions that they will finally surpass labor costs for the number 1 position in 2020 (AHRMM, 2020). Considering this fact, the Brazilian government is aligned with this movement and has announced investments to accelerate this digitalization process in the Unified Health System (SUS).

In line with LSH's strategic planning, investing in supply chain technology and managing supply chain costs should be a number one priority for healthcare and supply chain leaders, especially as they position themselves for the shift to value-based care and look for ways to further deliver top quality care for less. (LSH, 2020)<sup>4</sup>.

Still with regard to information management, it is clear that there is a need to avoid waste and to speed up service has been an urgent goal for the public and private sectors (PEDROSO; MALIK, 2011). However, "social value" has gone hand in hand with the economic dimension, given that the Brazilian public health system has no coverage restrictions. Therefore, hospitals have improved standards of care, notably in the private sector, which includes improving patients' experience mainly regarding comfort facilities<sup>5</sup> and personal attendance. In addition to permanently investing in more modern equipment, with less invasive procedures, all this to differentiate themselves in a high competition market.

Health plans, in turn, have a huge influence on this dynamic, especially in Minas Gerais. Recently, groups such as Hapvida and NotreDame acquired a large share of the market, which already had a predominance of the Unimed-BH group. This concentration movement presents some interesting opportunities for Dutch companies. The conventional movement of selling products through resellers gives way to the possibility of negotiating directly with the health plan network, which would generate the condition of not being restricted to a region, but to the coverage area of the respective group.

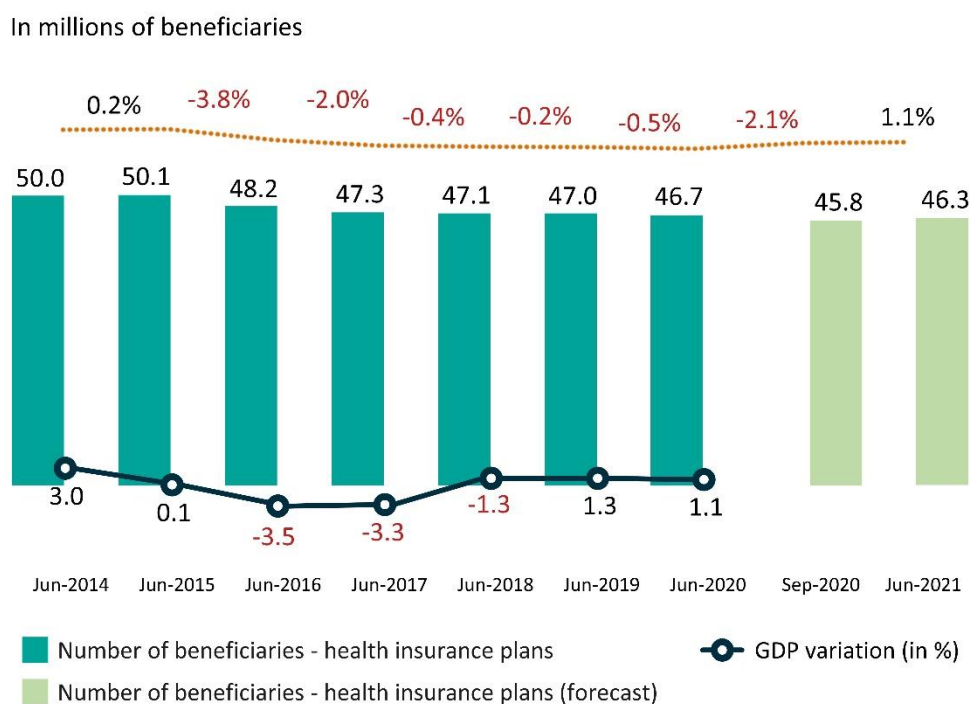
<sup>3</sup> <https://www.health-holland.com/international/international-strategy>

<sup>4</sup> <https://www.health-holland.com/international/international-strategy>

<sup>5</sup> There are many hospitals in Minas Gerais with old buildings that are located in places that are difficult to expand. This context favors design and build companies, which carry out reforms to expand occupations and modernize infrastructure.

## Graph 2

### Number of beneficiaries of health insurance plans



Source: Prepared by ABRAMGE/SINAMGE/SINOG based on information from ANS, RAIS-CAGED/MTE, IBGE, Brazilian Central Bank and Economic Policy Uncertainty Index.

Representative companies and distributors, despite the movement described above, still have a favorable situation, mainly because of Brazilian regulations for the sale of health products. As we will see in a specific section of this report, Brazilian law imposes more favorable conditions on Brazilian representations and distributors than the opening of branches of foreign companies in Brazil. In any case, this condition does not in any way inhibit the sale of foreign products or even the manufacture of healthcare products in Brazil, but it possibly reduces competitiveness.

Through ANAHP, private hospitals have endeavored to monitor the main gaps in their institutions' value chains, in addition to other indicators, through technology. SINHA delivers valuable information to managers and also serves as a benchmarking tool for hospitals and other actors in the value chain.



## Box 1

### SINHA – Integrated System of Hospital Indicators

#### ***SINHA – Integrated System of Hospital Indicators***

*SINHA was created in 2003 to provide timely well-organized information about financial, operational, clinical and human resources performance of member hospitals, supporting managers in strategic planning and decision-making. Eventually, the system has gained more importance in the industry, becoming one of the main market references in hospital indicators after the annual publication of Observatório Anahp, which started in 2008. In 2016, SINHA went through an important process of redesigning the indicators, promoted by Anahp Work Groups. The standardization was necessary to monitor the indicators required from our members in the market. Anahp indicators have standardized technical forms available for consultation in the system and submitted to members for better understanding and data input into the system. Inputted data are validated by technical directors and/or responsible people of each area in the hospitals. In 2019, there were 343 variables and 269 indicators from 109 hospitals that contributed with data to SINHA – 90.83% of member hospitals in December 2019. Participation is voluntary, the reason why the number of participating organizations in each indicator may vary. In addition, new members start to gradually submit data to the database. Each hospital has access to individual reports, which provides them with benchmark opportunities against the group of Anahp hospitals. There is the possibility of breaking down indicators by size, state and region and number of beds, among others. It provides a comprehensive analysis of the industry trends, and each hospital can compare itself against the average indicators of the groups of hospitals with similar structures. Epidemiology profile of the organization, also shared using SINHA platform, provides identification of trends in conditions presented by associated centers, including regional characteristics. A total of 65.55% of Anahp hospital members in 2019 submitted the data, that is, 78 out of 119 member hospitals in December 2019 submitted their epidemiological profile. Information requested to member hospitals includes hospital discharges and the variables for each hospital encounter.*

Source: ANAHP, ED 18.

## 3 Analysis of Stakeholders of Minas Gerais

---

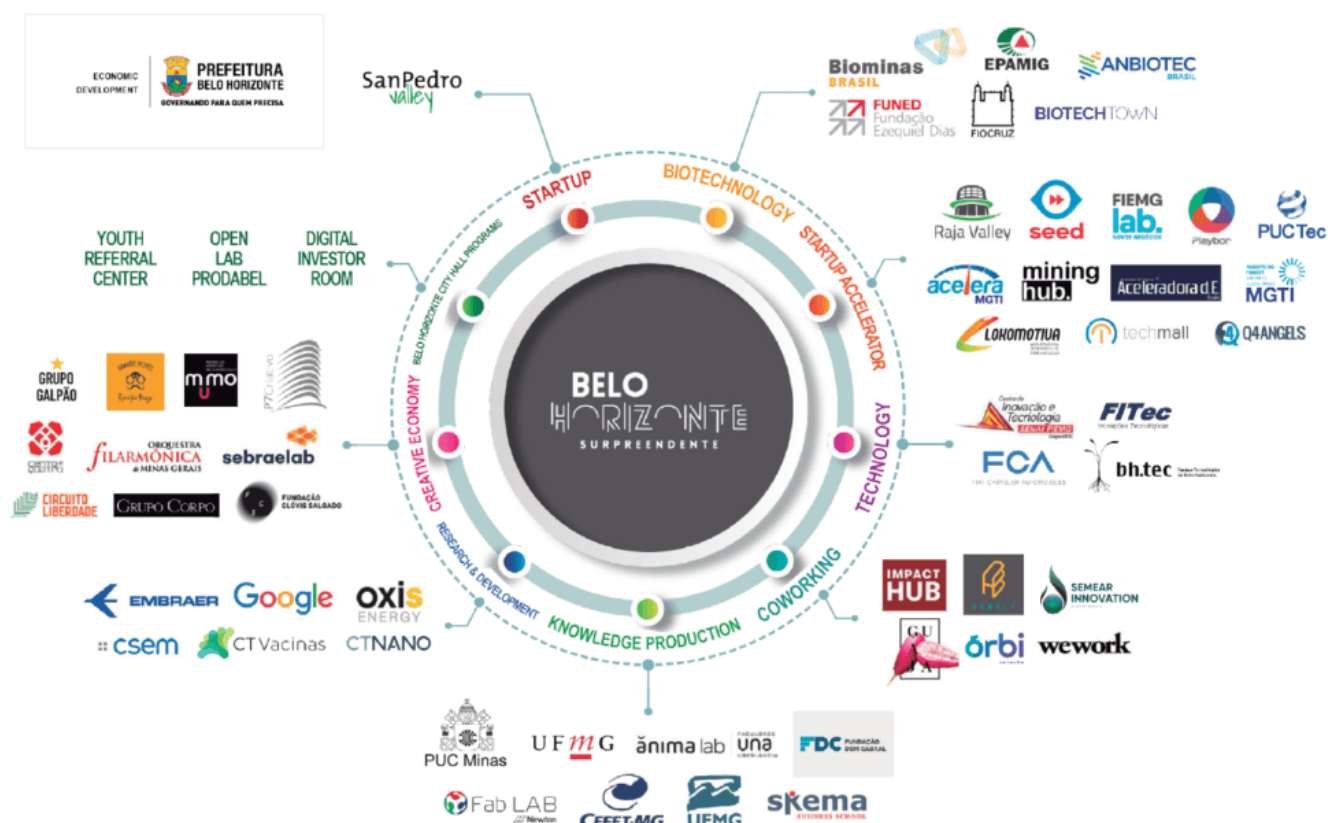
Minas Gerais has stood out for some years for the complex chain of institutions involved, in some way, with the promotion of the health segment in the region. The importance of looking at these actors is justified by the attractiveness that the State has awakened in companies in the segment and by the examples of success that these partnerships have provided in recent years.

Then, we will present some stakeholders in the health sector in Minas Gerais and, over the next sections, we will describe the potential for partnerships of some of these with Dutch companies. For this, we will use cases of success and insights from the interviews we conducted with the vast majority of such stakeholders.

### 3.1 The multiplicity of the biotechnological pole of Minas

Minas Gerais is one of the most important national biotechnology innovation hubs, accounting for 11.2% of all innovative initiatives in the sector. The State has the only Google Research and Development (R&D) center of Latin America, the Coordination for Technological Innovation and Transfer - CTIT, the R&D center of Embraer, Helibras, among others. Minas Gerais currently has 1083 start-ups, second only to the State of São Paulo. (INDI, 2017)

**Figure 2**  
**Innovation Hubs in Minas Gerais**



Source: Belo Horizonte City Hall.

A diversity environment, with the creation of high-quality jobs, and a need for a better qualified workforce, leads to higher average pay. This is the basic profile of biotechnology, a sector that adds value and is boosting Minas Gerais' economy, not only due to the economic activity itself, but also for its impact on social well-being.

Belo Horizonte, which is the capital of Minas Gerais, is home to one of Latin America's leading life sciences clusters, comprising more than 310 companies that generate more than 4,100 jobs in the industry. It is the third city in Brazil that most generates patents, of which about 70% are from the biotechnology area.<sup>6</sup>

<sup>6</sup> <http://www.minasguide.com/en/minas-gerais-economy-by-business-sectors/>

### 3.1.1 Anbiotec



The national association that represents Biotechnology and life sciences companies, supporting innovation and entrepreneurship as tools for strength and competitiveness.

### 3.1.2 Biominas Brasil



Biominas Brasil is a private institution, founded in 1990, whose mission is to connect people to build successful businesses and create innovation environments for bio in Brazil. Biominas' activities are based on 4 fundamental pillars: Academy (creation of courses and modules of education/training of human resources in life sciences); Think Tank (production of report/studies on the life sciences market in Brazil); Corporate (together with large and medium-sized companies, works to establish corporate innovation and relationship with startups); Innovation Builder (creation and development of promising startups). These pillars encompass a series of initiatives and services that consolidate Biominas as the most relevant institution working with innovation in life sciences in Brazil. Pioneer institution in supporting bio business in Brazil, Biominas has supported the structuring of more than 200 companies, besides technology transfer and licensing agreements. It is recognized for its know-how in connecting Brazilian companies with its foreign peers in the life sciences ecosystem, exploring a vast network that was developed in 30 years of operation. Biominas is also the co-producer of the BIO Latin America Conference<sup>7</sup>, which also keeps it with a cosmopolitan profile of activity, allowing the institution to build connections and train professionals from different regions and areas of activity.

<sup>7</sup> <https://www.biolatinamerica.com/>

## Box 2

### Strategic Partners Identification for The International Sustainable Chemistry Collaborative Center (ISC3)

*Biominas Brasil has recently executed a project in partnership with The International Sustainable Chemistry Collaborative Center (ISC3) from Germany. The Center promotes cross-sectoral and multi-stakeholder collaboration to find innovative solutions towards the achievement of the Sustainable Development Goals (SDGs) of the United Nations. One of ISC3's projects aims at tackling a serious challenge for innovation: the lack of information and affordable access to laboratories, equipment, and services for sustainable innovation. Thus, the project seeks to introduce a new digital platform with comprehensive, real-time data on lab/prototyping capacities for sustainable innovation, as well as direct booking possibilities for researchers, start-ups, and entrepreneurs. The initiative has the vision of creating an "Airbnb for Labs" with global reach. Biominas is an official partner in this project in Latin America, and is responsible for providing information about the Brazilian Innovation ecosystem, highlighting potential challenges and opportunities, as well as recommending further implementation partners for the project.*

Source: The author, 2020.

### 3.1.3 BiotechTown



It is an innovation hub in biotechnology and life sciences. The institution offers a mentoring program for invested startups, an open laboratory, a coworking space and a production plant in the contract manufacturing model.<sup>8</sup> Following the fertile environment in which the State of Minas Gerais is the second main state in concentration of biotechnology companies: there are more than 600 companies, 12% of the total of this segment in the country (IBGE, 2019). BiotechTown reflects the favorable context and some gaps regarding the accessibility and cost of high-tech laboratories.

According to the interview with the CEO and the Institutional Advisor of the technological center, there are more than 20 Science and Technology Institutions (ICTs) related to universities and research centers installed in the State of Minas Gerais, in addition to research centers disconnected from the

<sup>8</sup> <https://biotechtown.com/>

Universities. Almost 60% of these ICTs were founded in 2000, with infrastructure and equipment suitable for the practice of research and development, but with great institutional and structural difficulties (certifications, models of relationships with private companies, etc.) to transfer technological development for the productive sector.

To fill this gap, BiotechTown also promotes the Business Development Program, which annually receives registrations from startups from different regions of the country and the world. Accelerated entrepreneurs receive business guidance and resources for 12 months.

However, it is not only through selections of foreign startups that synergies are identified in this model of institution with potential Dutch companies interested in the Minas Gerais market. BiotechTown also offers structure for research development through its Open Lab and the CMO (Contract Manufacturing Organization), both offering customized infrastructure and with predictable expenses. Another option, therefore, for the internationalization of Dutch companies in Minas Gerais would be for them to become companies resident in the Institution, as is the case with the Indian company Erba Mannheim.

### Box 3

#### The resident company ERBA MANNHEIM

##### ***The resident company ERBA MANNHEIM***

*An example of a solid and sustainable internationalization strategy can be identified in Erba Mannheim's relationship with BiotechTown. As it is a company that offers in vitro diagnostic solutions, the use of BiotechTown's installed and certified infrastructure makes the necessary investments for a future process of consolidating the transfer of most of the company to Brazil more predictable. The experience as a resident, in addition to reducing costs, guarantees the Indian company direct contact with the Brazilian business environment, with the required levels of labor qualification, all at a lower cost than if the operation were carried out as independent. Based on this case, we see potential synergies for Dutch companies that would need more contact with Minas Gerais before investing large resources in an internationalization for the region.*

Source: Biotech Town, 2020.

### 3.1.4 CDTN - Nuclear Technology Development Center



CENTRO DE DESENVOLVIMENTO  
DA TECNOLOGIA NUCLEAR

Education, research, and service provider institution specialized in nuclear and correlated areas. The development and production of radiopharmaceuticals is one of the applications in the health area.<sup>9</sup>

### 3.1.5 CTIT/UFMG - Technological Transfer and Innovation Coordination<sup>10</sup>



The Technological Transfer and Innovation Coordination (CTIT) of the Federal University of Minas Gerais (UFMG), created in 1997, aims to manage intellectual property and support, execute, and watch over the Innovation Policy, intermediating the interaction between UFMG and companies in the areas of intellectual property, research, development, technology, and innovation.

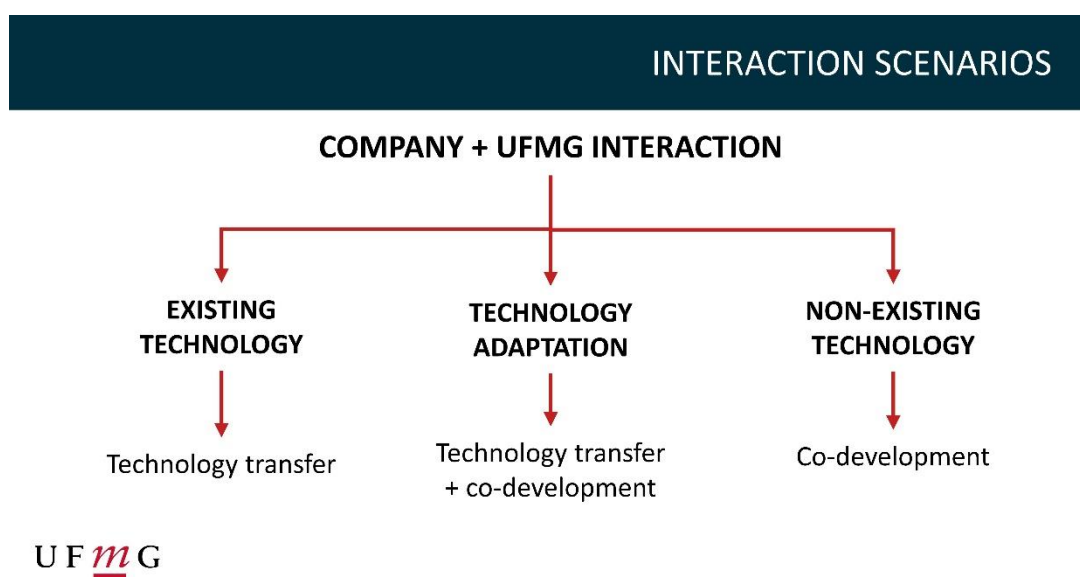
According to the parameters of the strategic plan of LSH International Strategy 2020-2023, partnerships in the development of binational technologies are a usual means of entering a new market. It was in this sense, therefore, that the coordinators of CTIT, throughout the interview, highlighted that there is a physical structure and considerable human capital in the institution, especially for the development of e-health products/projects. The flowchart below clearly describes how the partnership between an interested company and the Federal University of Minas Gerais takes place.

<sup>9</sup> <http://www.cdtm.br/>

<sup>10</sup> For more information about the institution, access the link: <https://www.ufmg.br/prpq/ctit/>



**Figure 3**  
**CTIT/UFMG: Interaction Scenarios**



Source: CTIT - UFMG, 2018.

### 3.1.6 Ezequiel Dias Foundation (Funed)



With modern medicine production facilities and one of the largest and best equipped technology complexes in Brazil, Funed produces (exclusively in Latin America) the thalidomide, a medicine used in the treatment of leprosy and with a high potential for the treatment of other diseases, such as cancer. It also maintains the exclusivity of the production in the State of anti-poisonous, anti-toxic and anti-viral serums, in addition to being the only public laboratory that supplies the meningitis vaccine to the Ministry of Health. In addition, Funed houses the Minas Gerais Public Health Central Laboratory (Lacen - MG), comprising 42 facilities that carry out state-of-the-art analyses and exams for workers health and sanitary epidemiological and environmental surveillance.<sup>11</sup>

<sup>11</sup> <http://www.funed.mg.gov.br/>

### 3.1.7 FIEMG - Federation of Industries of the State of Minas Gerais<sup>12</sup>



The institution that is configured as a union entity offers extensive services of viability studies for foreign industries that intend to settle in Minas Gerais. With several companies in its portfolio, FIEMG is able to prospect commercial partners, evaluate locations for the installation of the future company, in addition to providing tax advice, fixed cost budget for the future operation and survey of financing lines for the enterprise.

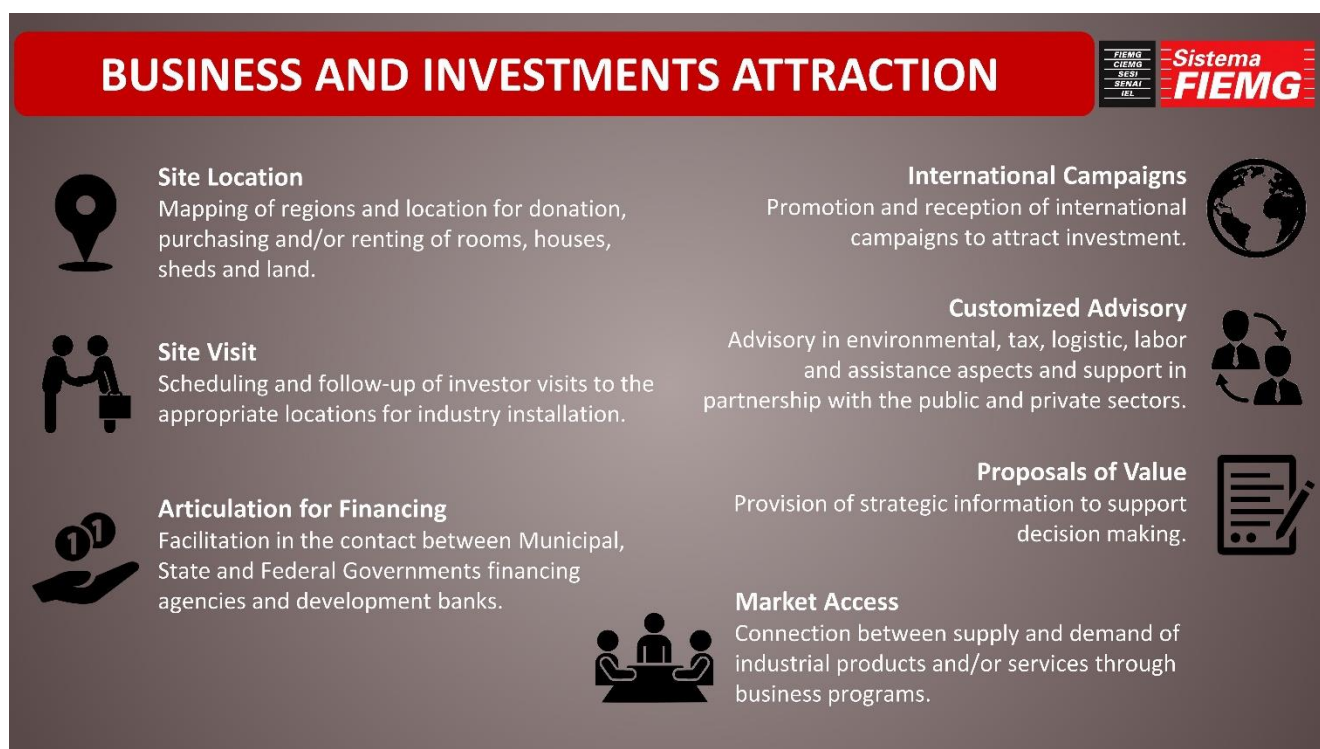
This service provision option is free for foreign industries that intend to settle in Minas Gerais, which is undoubtedly an excellent opportunity to reduce risks in a complex internationalization process<sup>13</sup>. As we are always stressing on this report the importance of hiring liable national companies to be in charge of complex details regarding regulation issues, tax planning to reach the worthwhile network which will support your business. During our interview with the Business and Investment Attraction Manager of FIEMG<sup>14</sup>, many ideas of opportunity came across especially concerning business advice issues, as the examples we have mentioned before. For more information, use the link that contains the presentation of the activity described above and access the website.

<sup>12</sup> Federation of Industries of the State of Minas Gerais - <https://www7.fiemg.com.br/>

<sup>13</sup> For more information, check the link: <https://www7.fiemg.com.br/area-de-interesse/area/negocios-internacionais>

<sup>14</sup> For more information, use the link that contains the presentation of the activity described above and access the website: <https://www7.fiemg.com.br/>

**Figure 4**  
**FIEMG: Services Offered**



Source: FIEMG.

### 3.1.8 SENAI Institute for Chemical Technology



This institution aims to contribute to the industrial technology development by means of the improvement of chemical products and processes, production of reference materials and provision of metrology services in chemistry.<sup>15</sup>

### 3.1.9 Lab Bio - UFMG Bioengineering Laboratory



<sup>15</sup> <https://www7.fiemg.com.br/cit/area-de-atuacao/istquimica>

Specialized in the application of engineering to biological systems. The main areas of research are: assistive and biomechanical technologies, cardiovascular engineering, photodynamic and photobiomodulation therapies, biomimetics and medical equipment.<sup>16</sup>

---

<sup>16</sup> <http://www.labbioufmg.org/>

## 4 Opening a healthcare company in Minas Gerais: regulatory aspects

This section will address the peculiarities to open a foreign company in Brazil and more specifically in Minas Gerais, including the details that concern the regulation of its activities. Taking into account the peculiarities that make up the whole process, we will highlight the main points, however we will indicate the links with detailed data for the reader who decides to go deeper into the subject. Unfortunately, it is important to note that, as these are official documents of Brazilian law, the contents of the links are in Portuguese only.

Furthermore, in view of the complexity of the process, it is recommended to hire Brazilian companies, specialized in these procedures. Therefore, we suggest the assistance of the Netherlands Business Support Office Belo Horizonte, which will be able to point you to the best law and accounting firms in the region.

### 4.1 Steps to open a foreign company in Brazil

Although 90% of Dutch companies that market their products in Brazil prefer local representations and distributors<sup>17</sup> to open a company in Brazil (TFHC, 2018), we have several examples of globally successful foreign companies in the health area, who opted for the process of opening a company branch in Minas Gerais.<sup>18</sup> Therefore, we believe it is relevant to detail the main steps for Dutch companies to settle in Minas Gerais.

There are two legal formats currently admitted in Brazil, for the installation of a foreign company in the national territory: subsidiary<sup>19</sup> of a foreign company or Brazilian company with foreign capital. In the first modality, the process is more complex, given that there is a need for express authorization by the Brazilian executive power, in addition to other rites involving several entities of the federation. In the case of the constitution of a Brazilian company with foreign capital and partners, there is more

<sup>17</sup> Brazil LSH Market Study, p.31.

<sup>18</sup> Konica Minolta; GE Healthcare; Philips Medical Systems; Bayer; Johnson & Johnson, among others. For more details, check Appendix V with the main companies in the sector in Minas Gerais.

<sup>19</sup> Artigo 1134 da Lei nº 10.406 de 10 de janeiro de 2002.

speed in the opening process, however, there are limitations of performance in comparison to the foreign branch model.

With regard to the general process for nationalization or installation of a foreign company branch in Brazil and, therefore, in Minas Gerais, the steps described below must be followed:

- 1- The foreign company that wishes to establish a branch, agency, or establishment in Brazil, must request authorization from the Federal Government for installation and operation, in an application addressed to the Chief Minister of State of the Secretariat of Micro and Small Companies of the Presidency of the Republic, filed at the Department of Business Registration and Integration - DREI, which will examine it without prejudice to the competence of other federal agencies.<sup>20</sup>
- 2- In the act of deciding on the installation of a branch, branch, agency or establishment in Brazil, the activities that the company intends to carry out and the highlighting of the capital, in Brazilian currency, intended for operations in the country, shall be included, which will be corrected without an authorization decree.
- 3- The foreign company authorized to operate is required to have, permanently, a representative in Brazil, with full powers. The legal representative will be responsible for all acts of foreign partners in Brazil.<sup>21</sup>
- 4- Once the installation and operation authorization has been granted, it will be up to the foreign company to file with the Commercial Registry of the federative unit where the branch, agency, branch, or establishment is located, which will be considered as its headquarters.

## 4.2 From Federal to Regional Level

After the deliberation of this process at the federal level, the Dutch company, which has already instituted a legal representative to represent it in the country, will initiate state and municipal procedures. As we mentioned at the beginning of the section, another possibility for a foreign company to settle in Minas Gerais would be through the opening of a Brazilian company, but with foreign capital.

<sup>20</sup> For more detailed information, access the link that legally justifies this process: [http://www.mdic.gov.br/images/REPOSITORIO/SEMPE/DREI/INs\\_EM\\_VIGOR/IN-DREI-07-2013-alterada-pela-IN-25-2014.pdf](http://www.mdic.gov.br/images/REPOSITORIO/SEMPE/DREI/INs_EM_VIGOR/IN-DREI-07-2013-alterada-pela-IN-25-2014.pdf)

<sup>21</sup> For more details, check the following link: <http://www.brazil.gov.br/trade-and-invest/doing-business/basic-information-to-know-before-starting-a-business-in-brazil>

Contrary to the subsidiary's process, the initiation of procedures for this modality would take place with the presentation of the constitutive documents of the foreign company, duly authenticated in the country of origin, at the Commercial Registry of Minas Gerais. In addition, the company must register with the Central Bank of Brazil, which will regulate transactions carried out with foreign capital. The documents must be translated by a professional appointed by the agency. In general, the Brazilian company with foreign capital, from this stage on, would follow the same routes as the foreign subsidiary.

Both processes, therefore, must be registered with the Commercial Registry of Minas Gerais, an entity that develops all processes in a digital and very agile way.



## 5 Regulatory aspects for the exercise of health services in Brazil

In Brazil, health surveillance actions, carried out by the Union, States, Federal District and Municipalities, are dedicated to Operation Authorization, Licensing, Registration, Certification of Good Practices, Inspection and Standardization. All of these activities take place in a coordinated manner between the entities of the Federation. In this section, we will present the main steps and regulatory bodies involved in controlling these activities.

### 5.1 State and Municipal Health Surveillance

As presented in the first section, the state of Minas Gerais is composed of several municipalities. The initial process subordinated to the surveillance agencies is to obtain the Sanitary License<sup>22</sup>, formalizing its operation request and which will generate the Sanitary Permit<sup>23</sup>. This process adopts two classifications for issuing the license: low-risk activities and high-risk activities.

In the first classification, the process may be concluded exclusively by the municipality's health surveillance<sup>24</sup> and does not require more complex inspections. In high-risk activities, there is a need for joint action by the State<sup>25</sup> and Municipal health surveillance, in addition to the approval of the architectural project and other formalities. For details on the risk classification, see the Annex III.

### 5.2 National Health Surveillance Agency - ANVISA

The National Health Surveillance Agency (ANVISA - Agência Nacional de Vigilância Sanitária) is the regulatory agency responsible for the regulation issues regarding healthcare. ANVISA's role is to promote the protection of the population's health by executing sanitary control of the production,

<sup>22</sup> Health Licensing (Licenciamento Sanitário) is a stage in the registration and legalization process of companies that leads the interested party to formalize their license for the exercise of a certain economic activity. Within the scope of health surveillance, this license is materialized through the health permit.

<sup>23</sup> Sanitary Permit (Alvará Sanitário) is issued preferably by the Municipal Health Surveillance. Therefore, whenever the citizen needs to apply for health licensing, he should initially seek the guidance of his municipality.

<sup>24</sup> For more information visit the link: <https://prefeitura.pbh.gov.br/saude/informacoes/vigilancia/vigilancia-sanitaria>

<sup>25</sup> For more information visit the link: <http://vigilancia.saude.mg.gov.br/index.php/vigilancia-sanitaria/>

marketing and use of products and services subject to health regulation, including related environments, processes, ingredients, and technologies, as well as the control in ports, airports, and borders.<sup>26</sup>

For the marketing and sale of healthcare products in Brazil, it is essential to comply with all parameters required by the agency, which issues the market authorization for products prior to its manufacturing, market exposure or delivery to consumers.

In addition, the agency is also responsible for inspections to ensure manufacturing quality, products post-market and post-use activities, enforcing compliance with sanitary regulations.

After granting the license to operate, it is necessary to register the product/equipment with ANVISA, according to their respective risk classifications, and then submit to the Agency's inspection for the audit that will grant the certificate of good practices, all processes are essential to manufacture and commercialize medical products/equipment in Brazil.

### 5.3 Registration Routes in Brazil

The first step in the Brazilian regulatory process is to determine the correct classification of your medical device. Lower risk Class I and II devices will follow the “Cadastro” registration route, which includes a simplified application. Higher risk Class III and IV devices must follow the “Registro” registration process.

If your device is Class I\* or II, you must submit an application and legal documents to ANVISA for review and approval. Class I and II device manufacturers must also compile a comprehensive technical dossier for their Brazil Registration Holder (BRH) to keep on file, along with proposed labelling and usage instructions (IFU), in case of an ANVISA audit.

Class III and IV device manufacturers must prepare a Technical File that includes clinical data, clinical studies, and additional device information. Legal documents, IFUs, and proposed labelling are also included in the Technical File. Class III and IV registrations expire after ten years; Class I and II registrations do not expire. (TFHC, 2018)

---

<sup>26</sup> For more information visit the link: <http://antigo.anvisa.gov.br/english>

## 5.4 Good Manufacturing Practices

Another essential step to commercialize medical products in Brazil is to obtain the certificate of good manufacturing practice (GMP). It is important to mention that even if the foreign company does not intend to install a branch in Brazil, deciding only to export the products through a representative, it will also be subject to an audit at its production site abroad.<sup>27</sup>

The GMP Certificate is a document issued by ANVISA attesting that a particular establishment complies with Good Manufacturing Practices. The certificate is issued (per drug line or per address in case of medical devices) covering production lines, pharmaceutical forms, acquisition procedures (in case of active pharmaceutical ingredients), special therapeutic classes and/or health risk product classes for which the company has been inspected.

## 5.5 INMETRO certification requirements

ANVISA requires certain medical devices to be certified by The National Institute of Metrology, Standardization, and Industrial Quality (INMETRO), which is responsible for the establishment of technical standards in Brazil. INMETRO certification is often required for electro-medical devices subject to IEC 60601<sup>28</sup>, as well as some other medical devices.

## 5.6 Summarizing the regulatory issue

The Ministry of Health controls all products that may affect the human body, including pharmaceuticals, vitamins, cosmetics, and medical equipment/devices. Such products can only be imported and sold in Brazil if the foreign company establishes a local Brazilian manufacturing unit or local office, or the foreign company appoints a Brazilian distributor<sup>29</sup> who is authorized by the Brazilian authorities to import and distribute medical products. Such products must be registered with ANVISA<sup>30</sup>.

---

<sup>27</sup> For more information visit the link: <http://antigo.anvisa.gov.br/companies>.

<sup>28</sup> IEC 60601 is a series of technical standards for the safety and essential performance of medical electrical equipment, published by the International Electrotechnical Commission.

<sup>29</sup> For more information on local representations, see the Brazil LSH Market Study, p. 31.

<sup>30</sup> For more details, see the step by step of the registration process with ANVISA in Annex IV.

## 6 PEST Analysis of the health sector in Minas Gerais

The following analysis of indicators will take into account fundamental factors (Political, Economic, Social, Technological) to better interpret the health sector in Minas Gerais. Taking into account that all indicators are dynamic, it is imperative to identify its context to grasp possible perspectives expected for the coming years. Thus, it will be feasible to define parameters to reduce the risk of entering the Minas Gerais market.

**Table 2**  
**PEST Analysis summary**

| Element              | Factor   |
|----------------------|--|
| <b>Political</b>     | <ul style="list-style-type: none"> <li>- Medical products regulations</li> <li>- Tax legislation changes</li> <li>- Political reforms</li> </ul> |
| <b>Economic</b>      | <ul style="list-style-type: none"> <li>- Inflation</li> <li>- Unemployment</li> <li>- Interest Rates</li> </ul>                                  |
| <b>Sociological</b>  | <ul style="list-style-type: none"> <li>- Aging population</li> <li>- Unhealthy habits</li> <li>- Caregiver increasing demand</li> </ul>          |
| <b>Technological</b> | <ul style="list-style-type: none"> <li>- Telemedicine</li> <li>- Automated Valued Chain Control</li> <li>- Biotechnology Hub</li> </ul>          |

Source: The author, 2020.

### 6.1 Political Factors

The Political environment impact on the healthcare industry performance is changing continuously mainly because of the changing government regulations. With regard to telemedicine, a bill that aims to regulate the telehealth sector in Brazil is still underway in Congress<sup>31</sup>. Another complex factor in the Brazilian context concerns the regulatory aspects: both ANVISA and INMETRO are internationally recognized as complex processes and with changes in the performance format implemented

<sup>31</sup> Federal deputy Adriana Ventura is in charge of this issue in the Congress.

frequently, which usually makes the process even more time consuming and costly. (Brazil LSH Market Study, p.33)

The opening to foreign capital for investments in health sectors in Brazil, starting in 2015, also promoted an accelerated verticalization of the segment, with several acquisitions of private institutions by foreign funds, configuring a new opportunity to negotiate directly with an interlocutor, in this case, the health plan operators.

In addition to this, changes in the importing policies of drugs as well as strikes of health experts because of irregularities in salary are core political issues that affect healthcare companies. Government spending on the healthcare industry is greatly affected by changes in tax policy.

Finally, when dealing with tax issues, the Brazilian import levy and taxes system can burden an imported medical product by up to 100%. In addition, there are proposals for tax reforms that aim to reduce this impact, with the purpose of increasing the welfare of the country's population/consumers, guaranteeing their access to more product offers.

## 6.2 Economic Factors

The financial crisis that hit the country in the middle of the last decade has reduced the number of private health insurance contracts, which has reduced investment in this segment considerably. However, the timid but linear recovery of the economy caused a sustainable increase in private health insurance contracts that coincided with the law that regulated the opening to foreign capital for investments in health sectors in Brazil. This context stimulated increased competitiveness and the search for new technologies.

In addition, the current reduction in interest rates ensures more predictability for the market, stimulating credit lines for the acquisition of equipment and new technologies, despite the fact that the conversion of the Brazilian currency against the US Dollar has suffered a frequent devaluation in the last two years.

These economic environment changes can greatly influence the spending policies of companies and purchase behavior of consumers.

## 6.3 Social Factors

Projections indicate that by 2030 the population over sixty years of age will reach 40 million people, representing 20% of the total population of Brazil. Minas Gerais, in its turn, is one of the states with the highest number of elderly people in Brazil. There are 3.7 million people over 60 years of age, which places Minas Gerais in the 2<sup>nd</sup> place in the national ranking, behind São Paulo, according to IBGE<sup>32</sup>.

Some reasons contribute to this increase in the elderly population, among the most relevant are the increase in the life quality due to new accessible technologies and the implementation of social assistance policies. These actions directly impacted on Brazilian life expectancy, which will increase from 75 years in 2013, to an estimated 81 years by 2060. In addition, the percentage of older people also increases due to the fall in fertility rate over the decades: the average number of children per Brazilian family was 6.2 in the 1960s and fell to 1.77 in 2013.

According to Item V of the Netherlands Value Chain concerns (Aging), the Netherlands aims to play a pioneering role in transferring care technology to the home situation (LSH International Strategy, p.15). Therefore, there is considerable synergy with regard to specialized treatments for this type of public, in addition to binational partnerships for joint public policy developments to ensure the well-being of the elderly population of Minas Gerais.

Another important issue relates to Brazil's growing challenge with chronic diseases (also known as Noncommunicable Diseases - NCDs) that present enormous opportunities for Dutch Smart health solutions. The Brazilian Ministry of Health is eager to find solutions relating to behavior change, such as reducing tobacco usage, alcohol consumption, increasing activity and reducing salt intake. (Brazil LSH Market Studies, p.8). The increasing level of obesity amongst the population and the health risks associated with it is another point of concern. People are now more inclined towards eating lesser artificial sugars or processed chemicals. This context has direct connection with the Dutch prevention strategy to face those health risks.

<sup>32</sup> <https://cidades.ibge.gov.br/brasil/mg/panorama>

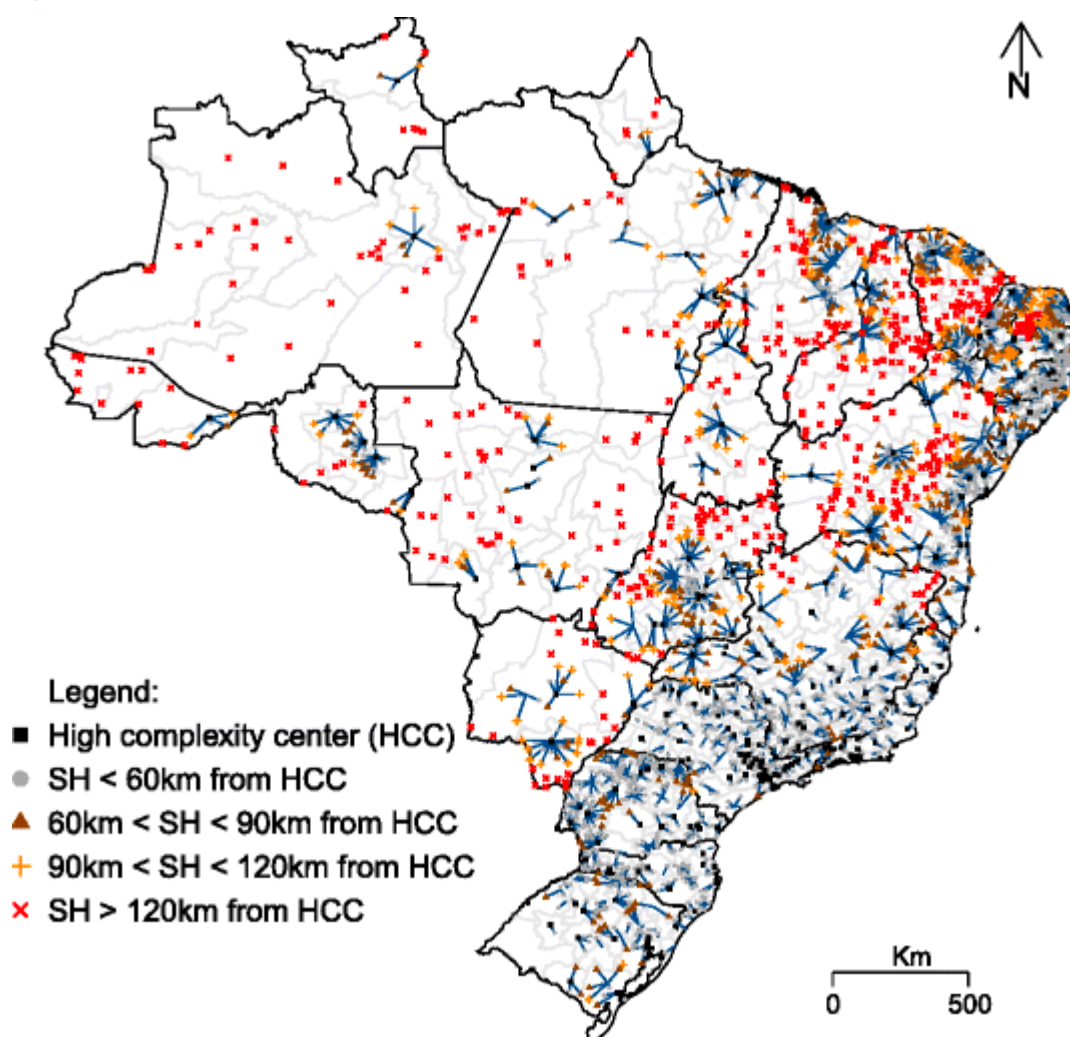
## 6.4 Technological Factors

Technological factors, as a matter of fact, provide excellent growth opportunities for healthcare companies. Developments in computer applications can allow patients to receive treatment or care faster than before. Now, several healthcare companies are offering apps to get doctors connected with their patients. Moreover, several healthcare institutions also allow making a live chat or email to doctors for querying about their illness.

In Minas Gerais, despite the percentage of the number of hospitals per inhabitant being above the general average of other Brazilian states, the northern part of the state lacks considerably more hospitals to serve the poorest and most isolated portion of the region. Telemedicine could solve this problem by reducing the distance between the population and the care centers, in addition to providing quality care at a low cost. A recent study also found that out of 5565 municipalities in Brazil, as many as 824 (14%) did not have access to a high complexity center (where essential surgery services are offered) within a 2-hour drive (Rocha, 2017). As with most other countries in the world, the shortage of physicians in rural areas is one of the contributing factors to poor health outcomes associated with remote regions (Brazil LSH Market Study, p.17).



**Map 1**  
**Showing HCC distribution in Brazil**



Source: Rocha, 2017.

Another relevant point of this indicator concerns the innovation environment concentrated in Minas Gerais, notably in the area of biotechnology. Minas Gerais is positioned with prominence in the national Research and Development (R&D) scenario, taking advantage of everything from accelerators, research, and innovation centers to the communities of startups, dedicated institutions for the promotion of innovation, incubators, open laboratories, and technology parks. Minas Gerais is one of the centers of innovation in biotechnology, responsible for 11.2% of all innovative initiatives in the sector<sup>33</sup>. Belo Horizonte is home to one of the main life science clusters in Latin America, composed of more than 310 companies, which generate more than 4,100 jobs in the sector. Of the patents

<sup>33</sup> <http://www.minasguide.com/en/minas-gerais-by-productive-sector/>

generated in the State, about 70% are in the biotechnology area, highlighting the strength that Minas Gerais has in the area.

Besides, Belo Horizonte hosts two pioneer innovation hubs specialized in the development of companies in the life science sector, Biominas Brasil and BiotechTown, both already mentioned in this report. Based on this fertile innovation environment, it is possible to identify interesting partnership opportunities between Minas Gerais and the Netherlands, in the area of investments in technological innovation projects. According to the NL Health-Holland Guide *“In the Netherlands, we believe that our challenges can only be met when all partners within the Life Sciences & Health sector (industry, knowledge institutes, NGOs, healthcare providers, the government, and the end user) work together. This willingness to share knowledge within a tight-knit cooperation is what makes the Netherlands a frontrunner in public-private research and open innovation partnerships”* (NL Health-Holland Guide, p.7).

To sum up, technological advancements specific to hospitals and healthcare manufacturers could have a varying range of effects on the overall performance. The equipment being manufactured and used is continually changing, as is the development of new treatments. And new technology outside the healthcare field could also affect how an organization communicates with its consumers, as in app development or digital marketing. Planning ahead to take advantage of those advancements could mean good opportunities for growth.

## 7 Market Entry Analysis: custom duties and import procedures

For the implementation of an efficient internationalization strategy, it is essential that all the conditionalities of the process are carefully evaluated. To assess the final price of a product, especially in Brazil where there is a lot of competition in the medical products segment, the calculation of tax charges is a very important task.

As we presented in the section on regulation, the procedure for importing health products also has its peculiarities and has part of its process under the supervision of ANVISA. In order to present an overview of tax charges and the peculiarities of the import procedures for health products, we will describe the main points below.

### 7.1 Imports of health products: tax charges

Imports are subject to several taxes and fees in Brazil, which are usually paid during the customs clearance process. There are three taxes that account for the bulk of import costs: The Import Duty (abbreviated in Portuguese as II), the Industrialized Product tax (IPI) and the Merchandise and Service Circulation tax (ICMS). In addition to these taxes, several smaller taxes and fees apply to imports. You will note that most taxes are calculated on a cumulative basis. (ITA). We presented all the import tax percentages which generally are applicable on healthcare products in Annex VI.

In this section, therefore, we will cover the basis of each tax incident, so that the reader can conclude his pricing analysis with the data in Annex VI. It is important to point out that it would be unfeasible for this report to discuss specific analyzes of health products, so it was decided to present an overview of the main taxes.

## Box 4

### Main Brazilian Custom Duties<sup>34</sup>

#### **Main Brazilian Custom Duties**

*Import duty (II) is a federally-mandated product-specific tax levied on a CIF (Cost, Insurance, and Freight) basis. In most cases, IPI is a federal tax levied on most domestic and imported manufactured products. It is assessed at the point of sale by the manufacturer, or processor in the case of domestically produced goods, and at the point of customs clearance in the case of imports. As part of the federal government's efforts to support local producers, IPI rates between imported and domestically produced goods within the same product category may differ. The IPI tax is not considered a cost for the importer, since the value is credited back to the importer. Specifically, when the product is sold to the end user, the importer debits the IPI cost.*

*ICMS is a state government value-added tax applicable to both imports and domestic products. The ICMS tax on imports is assessed ad valorem on the CIF value, plus import duty, plus IPI. Although importers have to pay the ICMS to clear the imported product through customs, it is not necessarily a cost item for the importer because the paid value represents a credit to the importer. When the product is sold to the end user, the importer debits the ICMS, which is included in the final price of the product and is paid by the end user.*

Source: RECEITA FEDERAL, 2020.

Effectively, the tax is paid only on the value-added; the tax is generally passed on to the buyer since it is included in the price charged for the merchandise. The ICMS tax due to the state government is based upon taxes collected on sales by a company, minus the taxes paid in purchasing raw materials and intermediate goods. The ICMS tax is levied on both intrastate and interstate transactions and is assessed on every transfer or movement of merchandise. The rate varies among states: in the State of Minas Gerais, the rate varies from 8-18 percent. On interstate movements, the tax will be assessed at the rate applicable to the destination state. Some sectors of the economy, such as mining, electricity, liquid fuels, and natural gas can be exempt from the ICMS tax. Most Brazilian exports are exempted.

<sup>34</sup> The Government of Brazil levies the IPI rate by determining how essential the product may be for the Brazilian end-user. Generally, the IPI tax rate ranges from 0-15 percent. In the case of imports, the tax is charged on the product's CIF value plus import duty.

Therefore, if we take into account the import transportation method, we will verify that the importer located in Minas Gerais, usually receives its goods through three ports: Espírito Santo, Rio de Janeiro, or Santos (São Paulo). Therefore, all these states of the federation border Minas Gerais, which would result in the incidence of ICMS in only one border crossing. As for imports by air, it should be noted that Minas Gerais has the only industry airport in the country, in addition to being considered one of the most modern and efficient. For more information on airport infrastructure in Minas Gerais, see the Market Study Life Sciences and Health in Minas Gerais (2020).

## 7.2 Protocols to import health care products in Brazil

The Brazilian health law requires companies interested in importing goods subject to health surveillance to provide their registration with the National Health Surveillance System prior to the import. This registration comprises the receipt of a health permit, to be issued by the State or Local agency of ANVISA, of the location where the company is headquartered.<sup>35</sup> Requirements vary depending on the product.

Such products can only be imported and sold in Brazil if the foreign company establishes a local Brazilian manufacturing unit or local office, or the foreign company appoints a Brazilian distributor who is authorized by the Brazilian authorities to import and distribute medical products. Such products must be registered with ANVISA.<sup>36</sup>

Products regulated by ANVISA are subjected to approval at borders when entering Brazil and might be subjected to physical inspection. Please note that some classes of products may require authorizations prior to their embarkation in the exporting country.<sup>37</sup>

The main regulation about border control to which products regulated by ANVISA are subjected to is the Resolution RDC 81/2008<sup>38</sup> (available only in Portuguese). There are other product-specific norms that must be observed by companies that wish to export to Brazil (ANVISA, 2018).

<sup>35</sup> Information on how to get the health permit, as well as the required documents, which varies according to the type of product that the company wants to import, can be found at [www.anvisa.gov.br](http://www.anvisa.gov.br).

<sup>36</sup> For more information on the topic, see section 3 on Healthcare Regulation.

<sup>37</sup> For a more in-depth analysis on the topic, see the link: <http://www.inmetro.gov.br/barreirastecnicas/PDF/estudos/Guide%20on%20Brazilian%20Medical%20Devices.pdf>.

<sup>38</sup> [https://www.in.gov.br/materia/-/asset\\_publisher/Kujrw0TZC2Mb/content/id/1652079/do1-2018-01-08-resolucao-rdc-n-208-de-5-de-janeiro-de-2018-1652075](https://www.in.gov.br/materia/-/asset_publisher/Kujrw0TZC2Mb/content/id/1652079/do1-2018-01-08-resolucao-rdc-n-208-de-5-de-janeiro-de-2018-1652075)

Before the import dispatch, which begins with the registration of the import declaration, the importer must be qualified to operate in the Integrated Foreign Trade System (Siscomex), a procedure governed by RFB Normative Instruction No. 1,603 / 2015.<sup>39</sup> After enabling the company, the legal representative may register representatives to act in the exercise of activities with customs clearance through the “Portal Habilita”<sup>40</sup>. Import may be submitted to the Administrative Control of the Foreign Trade Secretariat (Secex) of the Ministry of Economy, under the terms of Secex Ordinance No. 23/2011.<sup>41</sup>

Regarding the import license, it is important to know the Mercosur Common Nomenclature (NCM) of the product.<sup>42,43</sup> And the import process is not the same, as each commodity has its specificity or meets a pre-established level of requirements. The procedure is different when importing a surgical glove, an autoclave, or an MRI machine.

The whole process of regularization and importation of health products requires in-depth technical knowledge, otherwise legal problems may arise, causing a certain bureaucracy. Nonetheless, ANVISA and MDIC (the former Brazilian Ministry of Industry, Foreign Trade and Services; currently a part of the Brazilian Economy Ministry), mainly, have presented efficient solutions to reduce costs and the time to carry out an import, according to RDC 208/2018<sup>44</sup>, which presented important progress, such as:

- Changing deadlines for responses to importation queries to 30 days;
- Labeling requirements that now differentiate information according to product class;
- Device imports no longer require authentication and signature recognition following implementation of electronic signing and petitioning process;
- Importers must no longer link MERCOSUR Common Nomenclature (NCM) to particular procedures.

To make the analysis of the stages of the import process more accessible, we reproduce, in the box below, the steps that concern the peculiarities of importing health products.

<sup>39</sup> For more information on the qualification procedure (link in Portuguese): <https://www.gov.br/receitafederal/pt-br/assuntos/aduana-e-comercio-exterior/manuais/habilitacao>.

<sup>40</sup> Link in Portuguese: <https://www.fazcomex.com.br/blog/o-que-e-o-portal-habilita/>.

<sup>41</sup> Link in Portuguese: <http://siscomex.gov.br/legislacao/secex/>.

<sup>42</sup> In 1995 Brazil implemented the Mercosur Common Nomenclature, known as the “Nomenclatura Comum do Mercosul” (NCM), consistent with the Harmonized System (HS) for tariff classification.

<sup>43</sup> For information on your product's NCM codes, check out the link (in Portuguese): <http://www.mdic.gov.br/index.php/comercio-exterior/importacao/tratamento-administrativo-de-importacao>.

<sup>44</sup> [https://www.in.gov.br/materia/-/asset\\_publisher/Kujrw0TZC2Mb/content/id/1652079/do1-2018-01-08-resolucao-rdc-n-208-de-5-de-janeiro-de-2018-1652075](https://www.in.gov.br/materia/-/asset_publisher/Kujrw0TZC2Mb/content/id/1652079/do1-2018-01-08-resolucao-rdc-n-208-de-5-de-janeiro-de-2018-1652075).

**Box 5****Steps in the health product clearance process*****Steps in the health product clearance process***

1. Clearance: With the arrival of the cargo, the customs broker hired by the importer starts the clearance process, starting with the registration of the Import License, which will be analyzed by ANVISA and the customs authorities.
2. Sanitary Release: ANVISA will analyze all the documentation related to the cargo and decide whether to release or inspect the cargo physically and documentally.
3. Customs Clearance: After clearance by ANVISA, the importer pays the taxes due and the process is analyzed by the Federal Revenue Service, being able to release the cargo; require documentary inspection or even document and physical inspection.
4. Labeling: After the goods are released, the importer is obliged to label the products following Brazilian standards, putting all the information in Portuguese.

Source: ANVISA, 2020.

## 8 List of Life Sciences and Health companies from Minas Gerais for potential sales and/or distribution channels, aligned with the opportunities identified and the Supplier Analysis of Netherlands.

This section aims to align potential Dutch exporters with their respective and potential buyers, distributors, or representatives. For that, we will use a matrix that will combine, through six distinct segments, companies from both countries. The six segments used to organize the matrix were: A) Public Health; B) Hospital Build; C) Medical Devices & Commodities; D) Mobility & Vitality; E) Product Development & High Tech; F) Pharma & Biotechnology.

It is worth mentioning that the selection of Dutch companies took into account the Health-Holland Guide, 2020-2021<sup>45</sup>, but nothing prevents the companies not mentioned in the Dutch guide from being used as a reference for contact with Brazilian companies in their respective sector.

Next, we reproduce the 6 categories we use to organize companies from both countries in the matrix:

### **A) Public Health**

- Health System Strengthening
- Mother & Child Care
- Communicable & Infectious Diseases
- Non-Communicable Diseases
- Emergency Care & Disaster Management
- Education & Capacity Building

### **B) Hospital Build**

- Planning & Feasibility
- Design & Architecture
- Build & Construction
- Furnishing & Equipping

<sup>45</sup> <https://www.health-holland.com/news/2020/07/nl-health-holland-guide-2020-2021>.



- Operate & Management

### **C) Medical Devices & Commodities**

- Diagnostic Imaging
- Disposables & Consumables
- E-Health & ICT
- Surgery & Anesthesia

### **D) Mobility & Vitality**

- Physiotherapy & Orthopedic
- Mobility & Rehabilitation
- Therapy & Physical Medicine
- Homecare & Elderly Care

### **E) Product Development & High Tech**

- Design & Engineering
- Prototyping & Testing
- Production & Manufacturing
- Packaging & Distribution

### **F) Pharma & Biotechnology**

- Biomedical Technology
- Laboratory & Research
- Clinical Trials
- Pharmaceuticals & OTC's

### Table 3

|  |                                      |
|--|--------------------------------------|
| Matchmaking matrix between Life Sciences & Health companies from The Netherlands with those from Minas Gerais (listed below the matrix grouped by segments) with potential for sales and/or distribution channels. | Public Health                        |
|  | Health System Strengthening          |
|  | Mother & Child Care                  |
|  | Communicable & Infectious Diseases   |
|  | Non-Communicable Diseases            |
|  | Emergency Care & Disaster Management |
|  | Education & Capacity Building        |
|  | Hospital Build                       |
|  | Planning & Feasibility               |
|  | Design & Architecture                |
|  | Build & Construction                 |
|  | Furnishing & Equipping               |
|  | Operate & Management                 |
|  | Medical Devices & Commodities        |
|  | Diagnostic Imaging                   |
|  | Disposables & Consumables            |
|  | E-Health & ICT                       |
|  | Surgery & Anaesthesia                |
|  | Mobility & Vitality                  |
|  | Physiotherapy & Orthopaedic          |
| Mobility & Rehabilitation  |                                      |
| Therapy & Physical Medicine  |                                      |
| Homecare & Elderly Care  |                                      |
| Product Development & High Tech  |                                      |
| Design & Engineering   |                                      |
| Prototyping & Testing  |                                      |
| Production & Manufacturing   |                                      |
| Packaging & Distribution   |                                      |
| Pharma & Biotechnology   |                                      |
| Biomedical Technology  |                                      |
| Laboratory & Research  |                                      |
| Clinical Trials  |                                      |
| Pharmaceuticals & OTC's  |                                      |

[illegible]

Market Study - Identification of business opportunities for small and medium-sized Dutch companies in Minas Gerais, Biominas Brasil & NBSO Brazil Belo Horizonte, 2020.

| Matchmaking matrix between Life Sciences & Health companies from The Netherlands with those from Minas Gerais (listed below the matrix grouped by segments) with potential for sales and/or distribution channels. |   | Dutch Company Activities: |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|--|---|---------------------------|-----------------------------|---------------------|------------------------------------|---------------------------|--------------------------------------|-------------------------------|----------------|------------------------|-----------------------|----------------------|------------------------|----------------------|-------------------------------|--------------------|---------------------------|----------------|-----------------------|---------------------|-----------------------------|---------------------------|-----------------------------|-------------------------|---------------------------------|----------------------|-----------------------|----------------------------|--------------------------|------------------------|-----------------------|-----------------------|-----------------|-------------------------|---|--|
|  |   | Public Health             | Health System Strengthening | Mother & Child Care | Communicable & Infectious Diseases | Non-Communicable Diseases | Emergency Care & Disaster Management | Education & Capacity Building | Hospital Build | Planning & Feasibility | Design & Architecture | Build & Construction | Furnishing & Equipping | Operate & Management | Medical Devices & Commodities | Diagnostic Imaging | Disposables & Consumables | E-Health & ICT | Surgery & Anaesthesia | Mobility & Vitality | Physiotherapy & Orthopaedic | Mobility & Rehabilitation | Therapy & Physical Medicine | Homecare & Elderly Care | Product Development & High Tech | Design & Engineering | Prototyping & Testing | Production & Manufacturing | Packaging & Distribution | Pharma & Biotechnology | Biomedical Technology | Laboratory & Research | Clinical Trials | Pharmaceuticals & OTC's |   |  |
| Dutch Companies:   | DICA  |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Doczero                                       | A                         |                             |                     |                                    |                           | X                                    |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Dörr Kampen                                   |                           |                             |                     |                                    |                           |                                      | B                             |                |                        |                       | X                    |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Dutch Health Architects                       |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Dutch Hospital Association (NVZ)              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Dutch Hospital Design                         |                           |                             |                     |                                    |                           |                                      | B                             | X              | X                      | X                     | X                    |                        |                      | C                             |                    | X                         |                |                       | D                   |                             | X                         |                             | X                       | E                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | East Netherlands Development Agency (Oost NL) |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Ecorys  | A                         | X                           |                     | X                                  | X                         | X                                    | B                             | X              |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | EGM Architects                                |                           |                             |                     |                                    |                           |                                      | B                             | X              | X                      | X                     | X                    | X                      |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Elsevier                                      | A                         | X                           |                     |                                    |                           | X                                    | X                             | B              | X                      |                       |                      |                        | X                    | C                             | X                  |                           | X              |                       |                     |                             |                           |                             |                         |                                 | E                    | X                     |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Emergo  |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Endoss  |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 | E                    | X                     | X                          | X                        | X                      |                       |                       |                 |                         |   |  |
|  | Enraf-Nonius                                  | A                         | X                           |                     |                                    |                           |                                      | B                             | X              |                        | X                     | X                    |                        |                      |                               |                    |                           |                |                       | D                   | X                           |                           |                             |                         |                                 | E                    |                       |                            | X                        |                        |                       |                       |                 |                         |   |  |
|  | Erasmus MC                                    |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | ESHPM Erasmus                                 | A                         | X                           |                     |                                    |                           | X                                    |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Eurotape                                      |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | ExperienceTable                               |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       | D                   |                             |                           |                             | X                       |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Finapres                                      |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             | X                  |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Fitvitaalservice                              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Flexmix International Recruitent              | A                         | X                           | X                   | X                                  | X                         | X                                    | X                             |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | FME Life Sciences & Health cluster            |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | FMO   | A                         | X                           |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Forbo Flooring                                |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Frenetti                                      | A                         | X                           |                     |                                    |                           | X                                    |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | FWG   | A                         | X                           |                     |                                    |                           | X                                    |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | GBO Innovation Makers                         |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 | E                    | X                     | X                          | X                        |                        |                       |                       |                 |                         |   |  |
|  | Global Factories                              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 | E                    | X                     | X                          |                          |                        |                       |                       |                 |                         |   |  |
|  | GoClinic                                      | A                         | X                           |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       | F                     |                 |                         | X |  |
|  | Handicare Bathroom Safety                     |                           |                             |                     |                                    |                           |                                      | B                             |                |                        |                       | X                    | X                      |                      | C                             |                    | X                         |                |                       | D                   |                             | X                         |                             | X                       |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Health Access International                   | A                         | X                           |                     |                                    |                           | X                                    | B                             | X              |                        |                       |                      |                        | X                    |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Health Valley Netherlands                     | A                         | X                           | X                   | X                                  | X                         | X                                    | X                             | B              | X                      | X                     |                      |                        |                      | C                             | X                  |                           | X              | X                     | D                   | X                           | X                         | X                           | X                       | X                               | E                    | X                     | X                          |                          |                        | F                     | X                     | X               | X                       | X |  |
|  | Health Works                                  |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
|  | Hippus  |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       | D                   | X                           |                           |                             |                         |                                 | E                    |                       |                            | X                        |                        | F                     | X                     |                 |                         |   |  |
|  | HollandBIO                                    |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| Hospitainer  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| IDBH Senso   | A   | X                         |                             |                     |                                    | X                         | B                                    | X                             |                |                        |                       |                      | X                      | C                    |                               |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| IDCP   |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        | C                    | X                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| IKS International  | A   |                           |                             |                     |                                    | X                         | B                                    |                               |                |                        | X                     | X                    |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         | E                               | X                    |                       |                            |                          | F                      | X                     | X                     |                 |                         |   |  |
| IMDI.NL Foundation   |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| IMS Medical Services   |   |                           |                             |                     |                                    |                           | B                                    |                               |                |                        | X                     |                      |                        | C                    |                               | X                  |                           |                | D                     |                     | X                           |                           |                             |                         | E                               | X                    |                       | X                          |                          |                        |                       |                       |                 |                         |   |  |
| INCISION   |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |  |
| Indes  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         | E                               |                      | X                     | X                          |                          |                        |                       |                       |                 |                         |   |  |

(continue)



| Matchmaking matrix between Life Sciences & Health companies from The Netherlands with those from Minas Gerais (listed below the matrix grouped by segments) with potential for sales and/or distribution channels. |                                     | Dutch Company Activities: |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|--|-------------------------------------|---------------------------|-----------------------------|---------------------|------------------------------------|---------------------------|--------------------------------------|-------------------------------|----------------|------------------------|-----------------------|----------------------|------------------------|----------------------|-------------------------------|--------------------|---------------------------|----------------|-----------------------|---------------------|-----------------------------|---------------------------|-----------------------------|-------------------------|---------------------------------|----------------------|-----------------------|----------------------------|--------------------------|------------------------|-----------------------|-----------------------|-----------------|-------------------------|---|---|
|  |                                     | Public Health             | Health System Strengthening | Mother & Child Care | Communicable & Infectious Diseases | Non-Communicable Diseases | Emergency Care & Disaster Management | Education & Capacity Building | Hospital Build | Planning & Feasibility | Design & Architecture | Build & Construction | Furnishing & Equipping | Operate & Management | Medical Devices & Commodities | Diagnostic Imaging | Disposables & Consumables | E-Health & ICT | Surgery & Anaesthesia | Mobility & Vitality | Physiotherapy & Orthopaedic | Mobility & Rehabilitation | Therapy & Physical Medicine | Homecare & Elderly Care | Product Development & High Tech | Design & Engineering | Prototyping & Testing | Production & Manufacturing | Packaging & Distribution | Pharma & Biotechnology | Biomedical Technology | Laboratory & Research | Clinical Trials | Pharmaceuticals & OTC's |   |   |
| Dutch Companies:   | INTOS                               |                           |                             |                     |                                    |                           |                                      | B                             |                | X                      | X                     | X                    |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | InvestUtrecht                       | A                         | X                           |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         | E                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Jan Snel B.V                        | A                         |                             |                     |                                    |                           | X                                    | B                             |                |                        | X                     |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | KCS Cleanroom Systems               |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | KIT Health                          |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | KMWE Precision                      |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             | X                  |                           |                | X                     |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          | F                      | X                     |                       |                 |                         |   |   |
|  | LabForRent                          |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Lead2Fix                            |                           |                             |                     |                                    |                           |                                      |                               | B              |                        |                       | X                    |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         | E                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Ledger Leopard                      |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         | E                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | LeQuest                             | A                         | X                           |                     |                                    |                           | X                                    | B                             |                |                        |                       |                      |                        | X                    | C                             |                    | X                         | X              |                       |                     |                             |                           |                             |                         | E                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | LINET Group                         |                           |                             |                     |                                    |                           |                                      | B                             |                |                        |                       |                      | X                      | X                    |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Lode                                |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             | X                  |                           |                |                       | D                   | X                           | X                         |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Maastricht UMC+                     |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Medical Export Group (MEG)          | A                         |                             | X                   | X                                  |                           | X                                    | X                             | B              |                        |                       |                      | X                      |                      | C                             | X                  | X                         |                | X                     | D                   | X                           | X                         | X                           | X                       | X                               | E                    |                       |                            |                          | X                      | F                     | X                     | X               | X                       | X |   |
|  | Medical Research Data Management    | A                         | X                           |                     |                                    |                           |                                      |                               | B              |                        |                       |                      |                        | X                    | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | MedicalX                            |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Medify                              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | MediLingua                          | A                         |                             |                     |                                    |                           | X                                    |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Medisit                             |                           |                             |                     |                                    |                           |                                      |                               | B              |                        |                       |                      | X                      |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | MedtechPartners                     |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | MeduProf-S                          | A                         | X                           | X                   |                                    |                           | X                                    | B                             | X              | X                      |                       |                      | X                      |                      |                               |                    |                           |                |                       |                     | D                           |                           |                             |                         | X                               |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Mensken                             |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       | D                   |                             | X                         |                             | X                       |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Metaflex Doors Europe               |                           |                             |                     |                                    |                           |                                      |                               | B              |                        |                       | X                    |                        |                      | C                             |                    |                           |                | X                     |                     |                             |                           |                             |                         |                                 | E                    | X                     |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Micro-Serve Laboratory              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 | E                    |                       | X                          | X                        |                        |                       | F                     | X               | X                       |   | X |
|  | Minddistrict                        | A                         | X                           |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Motek                               |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     | D                           | X                         | X                           | X                       | X                               |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | NAMCO Healthcare Technology         |                           |                             |                     |                                    |                           |                                      |                               | B              |                        |                       |                      | X                      |                      | C                             | X                  | X                         | X              | X                     | D                   | X                           | X                         | X                           | X                       | X                               | E                    | X                     | X                          | X                        | X                      | F                     | X                     | X               | X                       | X |   |
|  | Nefemed                             |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Nelipak Healthcare Packaging        |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Neurosign                           |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    | X                         |                | X                     |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | NewCompliance                       |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              | X                     |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Nictiz                              | A                         |                             |                     |                                    |                           | X                                    | B                             |                | X                      |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Nijdra Group                        |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Noordhoff Health                    |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | NoSoapCompany                       |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Nutricia Medical Advanced Nutrition |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Patient Journey App                 |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | PharmAccess Foundation              |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Philips                             |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
|  | Portavita                           | A                         | X                           |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      | C                             |                    |                           | X              |                       | D                   |                             |                           |                             |                         | X                               |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |
| Proflamps  |                                     |                           |                             |                     |                                    |                           |                                      | B                             |                |                        |                       |                      | X                      | C                    |                               |                    |                           | X              |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          | F                      |                       | X                     |                 |                         |   |   |
| Quaero Systems   |                                     |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        | C                    |                               |                    | X                         |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          | F                      | X                     |                       |                 |                         |   |   |
| Resonandina Holanda  | A                                   | X                         |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        | C                    | X                             |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |   |   |

(continue)

| Dutch Companies: |  | Matchmaking matrix between Life Sciences & Health companies from The Netherlands with those from Minas Gerais (listed below the matrix grouped by segments) with potential for sales and/or distribution channels. |   | Dutch Company Activities: |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|------------------|--|--|---|---------------------------|-----------------------------|---------------------|------------------------------------|---------------------------|--------------------------------------|-------------------------------|----------------|------------------------|-----------------------|----------------------|------------------------|----------------------|-------------------------------|--------------------|---------------------------|----------------|-----------------------|---------------------|-----------------------------|---------------------------|-----------------------------|-------------------------|---------------------------------|----------------------|-----------------------|----------------------------|--------------------------|------------------------|-----------------------|-----------------------|-----------------|-------------------------|--|
|                  |  |  |   | Public Health             | Health System Strengthening | Mother & Child Care | Communicable & Infectious Diseases | Non-Communicable Diseases | Emergency Care & Disaster Management | Education & Capacity Building | Hospital Build | Planning & Feasibility | Design & Architecture | Build & Construction | Furnishing & Equipping | Operate & Management | Medical Devices & Commodities | Diagnostic Imaging | Disposables & Consumables | E-Health & ICT | Surgery & Anaesthesia | Mobility & Vitality | Physiotherapy & Orthopaedic | Mobility & Rehabilitation | Therapy & Physical Medicine | Homecare & Elderly Care | Product Development & High Tech | Design & Engineering | Prototyping & Testing | Production & Manufacturing | Packaging & Distribution | Pharma & Biotechnology | Biomedical Technology | Laboratory & Research | Clinical Trials | Pharmaceuticals & OTC's |  |
|                  | Rotterdam Partners                         | A  | X |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Sakura Finetek Europe                      |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Score                                      |  |   |                           |                             |                     |                                    |                           | B                                    |                               |                |                        | X                     |                      |                        |                      |                               |                    |                           |                | D                     | X                   | X                           |                           |                             | E                       |                                 |                      | X                     |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Serviceware SE                             | A  | X |                           |                             |                     |                                    |                           | B                                    |                               |                |                        |                       | X                    | C                      |                      |                               | X                  |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        | F                     | X                     |                 |                         |  |
|                  | Simavi                                     |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Slimmer leven 2020 / Brainport Development |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | SMIT Mobile Equipment                      | A  |   |                           |                             |                     | X                                  |                           | B                                    |                               |                |                        | X                     |                      | C                      |                      |                               | X                  |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Spectator Healthcare Technology            | A  |   |                           |                             |                     | X                                  | X                         |                                      |                               |                |                        |                       |                      | C                      |                      |                               | X                  |                           | D              |                       |                     |                             |                           | X                           |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | SpringSearch                               | A  |   |                           |                             |                     |                                    | X                         | B                                    |                               |                |                        |                       | X                    |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Stomydo                                    |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | swyMed Europe                              | A  | X |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Synergie Nederland                         | A  |   |                           |                             |                     | X                                  |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           | D              |                       |                     |                             | X                         | X                           | E                       | X                               |                      | X                     |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Task Force Healthcare                      |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Telecom Bedrijfscommunicatie               |  |   |                           |                             |                     |                                    |                           | B                                    |                               | X              | X                      | X                     |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             | E                       | X                               | X                    | X                     |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Teleconsult Europe                         |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Teresa Happy Care International            |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Timpel Medical                             |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      | C                      | X                    |                               | X                  |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | TNO  |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | TOPIC Embedded Systems                     |  |   |                           |                             |                     |                                    |                           | B                                    | X                             | X              |                        |                       |                      | C                      |                      |                               | X                  | X                         |                |                       |                     |                             |                           |                             | E                       | X                               | X                    |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | TOPIC Healthcare Solutions                 | A  | X |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Topicus Healthcare                         |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      | C                      |                      |                               | X                  |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | TRINCO Community & Health Int.             |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Tuttnauer Europe                           |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | University Medical Centre Groningen (UMCG) | A  | X | X                         | X                           | X                   |                                    |                           | B                                    |                               | X              |                        |                       | X                    | C                      | X                    |                               | X                  | X                         | D              | X                     | X                   |                             | X                         | E                           | X                       |                                 |                      |                       |                            | F                        | X                      | X                     | X                     | X               |                         |  |
|                  | Urifoon                                    |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Uzimet                                     |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Value2Health                               | A  | X |                           |                             |                     |                                    | X                         |                                      |                               |                |                        |                       |                      | C                      |                      |                               | X                  |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Variopool                                  | A  | X |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | VARI-STEPP                                 |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Wittenburg                                 | A  | X |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             | E                       | X                               |                      | X                     |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Young Medical                              | A  |   |                           |                             |                     | X                                  |                           | B                                    | X                             |                | X                      | X                     |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |
|                  | Ziuz Medical                               |  |   |                           |                             |                     |                                    |                           |                                      |                               |                |                        |                       |                      |                        |                      |                               |                    |                           |                |                       |                     |                             |                           |                             |                         |                                 |                      |                       |                            |                          |                        |                       |                       |                 |                         |  |

Source: [https://www.tfhc.nl/wp-content/uploads/2020/04/HHG2020\\_LR.pdf](https://www.tfhc.nl/wp-content/uploads/2020/04/HHG2020_LR.pdf)

[Click here to go directly to the List of companies – segment A – Public Health](#)

[Click here to go directly to the List of companies – segment B – Hospital Build](#)

[Click here to go directly to the List of companies – segment C – Medical Devices & Commodities](#)

[Click here to go directly to the List of companies – segment D – Mobility & Vitality](#)

[Click here to go directly to the List of companies – segment E – Product Development & High Tech](#)

[Click here to go directly to the List of companies – segment F – Pharma & Biotechnology](#)

[Click here to go directly to the Chapter 9](#)

### 8.1.1 List of companies – segment A – Public Health

#### ASSOCIAÇÃO DE COMBATE AO CÂNCER DO BRASIL CENTRAL

##### UBERABA

##### 8610 -Hospital care activities

Inaugurated in 1961, "Dr. Hélio Angotti" Hospital is a non-profit public utility, maintained by ACCBC. Its main purpose is to assist the population in the oncologic area, even carrying out campaigns with the community seeking to guide, instruct and provide early diagnosis of cancer. It is considered a reference hospital in Brazil.

**Website:** [www.helioangotti.com.br](http://www.helioangotti.com.br)

**Instagram:** [https://www.instagram.com/helioangotti\\_oficial/](https://www.instagram.com/helioangotti_oficial/)

**LinkedIn:** <https://www.linkedin.com/company/hospitalhelioangotti/>

**E-mail:** [contato@helioangotti.com.br](mailto:contato@helioangotti.com.br)

**Phone:** +55 (34) 3318-9800

**WhatsApp:** -

**Address:**

640 Governador Valadares Street

38.065-065 Uberaba – MG, Brazil

#### ASSOCIAÇÃO FEMININA PREV COMBATE CÂNCER DE JUIZ DE FORA

##### JUIZ DE FORA

##### 8610 -Hospital care activities

The Women's Association for the Prevention and Fight against Cancer of Juiz de Fora (ASCOMCER) is a civil entity of a philanthropic and nonprofit nature, which maintains the Maria José Baeta Reis Hospital. In these 55 years all resources have been and continue to be directed to patients without aiming at profit, always seeking resources to offer all available treatments to our patients.

**Website:** [www.ascomcer.org.br](http://www.ascomcer.org.br)

**Instagram:** <https://www.instagram.com/ascomcer/>

**LinkedIn:** <https://www.linkedin.com/company/associacao-feminina-prev-combate-cancer-de-juiz-de-fora/about/>

**E-mail:** [comunicacao@ascomcer.org.br](mailto:comunicacao@ascomcer.org.br)

**Phone:** +55 (32) 3311-4000

**WhatsApp:** -

**Address:**

3500 Presidente Itamar Franco Av., Cascatinha

36.025 290 Juiz de Fora – MG, Brazil

#### ASSOCIAÇÃO MÁRIO PENNA

##### BELO HORIZONTE

##### 8610 -Hospital care activities

The Mário Penna Institute is a philanthropic health institution specializing in cancer treatment. Its structure is composed of the Mário Penna and Luxembourg hospitals, Casa de Apoio Beatriz Ferraz and the Núcleo de Ensino e Pesquisa. The Luxembourg Hospital is classified by the Ministry of Health as a High Complexity Oncology Care Centre (CACON). The Mário Penna Institute cares for patients from over 760 municipalities in MG and is responsible for 70% of new cancer cases in Belo Horizonte and the Metropolitan Region, in addition to over 20% of all new cases of the disease in the whole state of Minas Gerais.

**Website:** [www.mariopenna.org.br](http://www.mariopenna.org.br)

**Instagram:** <https://www.instagram.com/institutomariopenna/>

**LinkedIn:** <https://www.linkedin.com/company/instituto-mario-penna/>



**E-mail:** imprensa@mariopenna.org.br

**Phone:** +55 (31) 3330-9100

**WhatsApp:** -

**Address:**

91 Joaquim Cândido Filho Street, Luxemburgo  
30.380-420 Belo Horizonte – MG, Brazil

## **ASSOCIAÇÃO MINEIRA DE REABILITAÇÃO**

### **BELO HORIZONTE**

#### **8650 -Activities of healthcare professionals, except doctors and dentists**

55 years ago, the Associação Mineira de Reabilitação (AMR) was born with a noble mission: to care for children and adolescents with physical disabilities, resulting from cerebral palsy and other syndromes and illnesses, exclusively from socially vulnerable families. In more than half a century of existence, thousands of families have been cared for free, receiving high quality care. Today, AMR is a reference in multidisciplinary motor rehabilitation care in the state of Minas Gerais, with almost 500 people from Belo Horizonte and 29 other municipalities in the metropolitan region. As a philanthropic institution, in order to keep all this structure working, AMR counts on a solidarity network. They are individuals and companies that contribute as they can: donations of money, food, labor, services, through collections at events and much more.

**Website:** www.amr.org.br

**Instagram:** [https://www.instagram.com/amr\\_ongbh/](https://www.instagram.com/amr_ongbh/)

**LinkedIn:** <https://www.linkedin.com/company/amrbh/>

**E-mail:** comunicacao@amr.org.br

**Phone:** +55 0800 72 71 347 / +55 (31) 3304-1300

**WhatsApp:** -

**Address:**

111 Prof. Otávio Coelho de Magalhães Street, Mangabeiras  
30.210-300 Belo Horizonte – MG, Brazil

## **BENEFICÊNCIA SOCIAL BOM SAMARITANO**

### **GOVERNADOR VALADARES**

#### **8690 -Human health care activities not otherwise specified**

The Beneficência Bom Samaritano, the Good Samaritan Hospital maintainer, was created in Governador Valadares on May 1, 1948, as a public utility, federal state, non-profit entity. With a clinic in the center of the city, it had in the beginning the objective of bringing comfort to the elderly, offering lodging, besides distributing food to the needy people. Today the hospital complex has 111 beds, with about four thousand five hundred attendances per month, 70% only by SUS. The Bom Samaritano Hospital still has a modern service in the sectors of cardiology, nephrology, oncology (radiotherapy and chemotherapy), ICU, surgery, obstetrics, maternity, nursery, outpatient, pharmacy, nuclear medicine, laboratory exams and medium and high complexity care.

**Website:** www.hospitalsamaritano.org.br

**Instagram:** <https://www.instagram.com/bsbomsamaritano/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (33) 3273-4013

**WhatsApp:** -

**Address:**

1620 Ranulfo Álvares de Almeida Street, Vila Isa  
35.044-220 Governador Valadares – MG, Brazil

## CLÍNICA MEMORIAL LTDA

### POCOS DE CALDAS

#### 8640 -Complementary diagnostic and therapeutic service activities

The best infrastructure to act from diagnosis to post treatment. The Memorial Clinic is specialized in treating several types of cancer. Serving patients with cancer since the year 2000, the clinic uses the most modern equipment available for diagnosis and cure of the disease. The technology used is one of the most advanced in the world, and it is only found in large centers of the country. A wide variety of auxiliary services to radiotherapy are performed inside the clinic, from diagnosis to post-treatment care, fundamental for the effectiveness of the procedures. The clinic attends more than 100 patients daily. During the 17 years of operation of the Memorial Clinic, approximately 6,000 people with various types of cancer have been treated. Advanced technology allows, for example, that complex cases, which are commonly treated with surgery, are treated without a single cut and with minimal side effects. The technology of the equipment is not the only factor for the treatment to be a world reference: The Clinic has experienced and highly trained professionals.

**Website:** [www.radioterapiapocos.com](http://www.radioterapiapocos.com)

**Instagram:** <https://www.instagram.com/clinicamemorialpc/>

**LinkedIn:** <https://www.linkedin.com/company/clinicamemorial/about/>

**E-mail:** -

**Phone:** +55 (35) 3714-5555 / 98829-8549

**WhatsApp:** +55 (35) 98829-8506

**Address:**

6180 João Pinheiro Av., Bortolan

37.704-720 Poços de Caldas – MG, Brazil

## FUND CENTRO HEMATOLOGIA E HEMOTERAPIA DE MINAS GERAIS

### BELO HORIZONTE

#### 8640 -Complementary diagnostic and therapeutic service activities

Established on December 26, 1989, through Law No. 10,057, the Minas Gerais Hematology and Hemotherapy Center Foundation (Hemominas), with its own legal personality, under public law, is linked to the Minas Gerais Secretary of State for Health (SES-MG) and aims to ensure unity of command and direction of state policies on hematology and hemotherapy, ensuring the population the supply of quality blood and blood products. With origins dating back to January 10, 1985, with the creation of the Center of Hematology and Hemotherapy of Minas Gerais, a unit then subordinated to the Fundação Hospitalar do Estado de Minas Gerais (Fhemig), the Hemominas Foundation follows the technical and legal guidelines of the Ministry of Health and the National Health Surveillance Agency (ANVISA). The Hemominas Foundation develops activities in the areas of service provision, medical assistance, teaching, research, technological development, production, quality control and health education.

**Website:** [www.hemominas.mg.gov.br](http://www.hemominas.mg.gov.br)

**Instagram:** <https://www.instagram.com/hemominas/>

**LinkedIn:** <https://www.linkedin.com/company/funda%C3%A7%C3%A3o-hemominas/>

**E-mail:** -

**Phone:** +55 (31) 3768-7450

**WhatsApp:** -

**Address:**

882 Grão Pará Street, Funcionários

30.150-341 Belo Horizonte – MG, Brazil



## FUNDAÇÃO CRISTIANO VARELLA

### MURIAÉ

#### 8610 -Hospital care activities

Created in memory of Cristiano Ferreira Varella, son of entrepreneur and politician Lael Vieira Varella, the Cristiano Varella Foundation has an area of more than 115,000 m<sup>2</sup> and was set up on 4 September 1995. Today it operates in three segments, health, with the Muriaé Cancer Hospital, and communication and culture with Rede Atividade, formed by TV and radio AM and FM and Memorial. With the Mission of "Fighting cancer by valuing life," Muriaé Cancer Hospital began its activities 13 years ago, already accredited as a High Complexity Oncology Assistance Center (CACON) by the Ministry of Health. With the responsibility of caring for patients who come from the more than 270 municipalities of Minas Gerais, as well as from other states, Hospital do Câncer de Muriaé's vision is "to be a national center of excellence in the fight against cancer, standing out for its sustainability and quality" and this means much more than the fight against the disease; we believe in our institution, that the cure of cancer is not the only achievement that our patient deserves, he also deserves, and much, quality of life, so we have hired the best professionals and acquired the best equipment to offer excellent treatment and humanization to those who come to us. As one of our values is equity in care, we offer our SUS patients - who reach 93% - the same quality and services that patients with an agreement or privately. We also believe that prevention and early diagnosis are our greatest allies in this battle against time and with this we offer the population a Mobile Campaign for Prevention and Early Diagnosis of Cancer that travels, with a mammography cart and office bus, throughout the interior of Minas Gerais performing mammography, Pap smear, PSA, and dermatological exams, in 2015 alone there were more than 34 thousand participants.

**Website:** [www.fcv.org.br](http://www.fcv.org.br)

**Instagram:** <https://www.instagram.com/hospitaldocancerdemuria/>

**LinkedIn:** <https://www.linkedin.com/company/funda-o-cristiano-varella/>

**E-mail:** -

**Phone:** +55 (32) 3729-7000

**WhatsApp:** -

**Address:**

555 Cristiano Ferreira Varella Av., Bairro Universitário

36.888-233 Muriaé – MG, Brazil

## FUNDAÇÃO DE ASSISTÊNCIA ESTUDO E PESQUISA DE UBERLÂNDIA

### UBERLÂNDIA

#### 8610 -Hospital care activities

The Foundation of Assistance, Study and Research of Uberlândia (FAEPU) is a Foundation with legal personality of private law, beneficent, non-profit, cultural, educational and assistance, with administrative, financial, and patrimonial autonomy, in accordance with its Statute and relevant legislation.

**Website:** [www.faepu.org.br](http://www.faepu.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/faepu/>

**E-mail:** -

**Phone:** +55 (34) 3218-2526 / 3218-2522

**WhatsApp:** -

**Address:**

1154 Pedro Quirino da Silva Street, Bairro Umuarama

38.405-323 Uberlândia – MG, Brazil

## FUNDAÇÃO DE ENSINO E PESQUISA DE UBERABA

### UBERABA

#### 8660 -Health management support activities

The Uberaba Teaching and Research Foundation - FUNEPU is a non-profit, philanthropic entity with legal personality under private law. Founded in 1982 with the objectives of supporting teaching, research, and university extension at the Federal University of the Triângulo Mineiro - UFTM, promoting research, carrying out financial management of projects in the areas of teaching, research and extension and Human Resources. The Foundation has more than 30 years of experience in the areas of Human resources management, management of selection processes, having promoted the selection of more than 4,000 people, for the areas of health, teaching and research. Provision of health care services with social responsibility generating scientific knowledge, promoting technological innovation and social development. Currently FUNEPU has expanded its services and offers language courses by FUNEPU Educational; Attention and worker health services through CAST - Center for Attention and Worker Health; publications of books in small scales with the Seal of Ideas Catapult; Management of Competitions and Selection Processes for the public and private sectors.

**Website:** [www.funepu.com.br](http://www.funepu.com.br)

**Instagram:** <https://www.instagram.com/funepu/>

**LinkedIn:** <https://www.linkedin.com/company/funepu/>

**E-mail:** [funepu@funepu.com.br](mailto:funepu@funepu.com.br)

**Phone:** +55 (34) 3319-7600 / 3319-7631

**WhatsApp:** -

**Address:**

211 Conde De Prados Street

38.025-260 Uberaba – MG, Brazil

## FUNDAÇÃO DE SAUDE DILSON DE QUADROS GODINHO

### MONTES CLAROS

#### 8610 -Hospital care activities

The Dilson de Quadros Godinho Health Foundation was established in 1995. It is a civil, philanthropic, and beneficent entity, without lucrative purpose, which as stated in article 3 of its statute aims to "provide integral health care to those who seek its services, without distinction of any kind, mainly in the area of Oncology and Nephrology; cooperate with education and instruction and promote community health and preventive medicine". In 2006 the institution in a concrete way took over the medical care in health when it created the Dilson Godinho Hospital, thus completing its health objectives in the North of Minas Gerais. The Dilson de Quadros Godinho Health Foundation offers services of high complexity in the most varied medical specializations such as: Nephrology High Complexity Assistance Unit and Adult Intensive Care Unit, accredited as type II by the Ministry of Health; Cardiovascular, Vascular and Interventional Cardiology Procedures High Complexity Assistance Unit; Nutritional Therapy and Oncology High Complexity Assistance Unit (UNACONI), composed of the services of Chemotherapy, Radiotherapy, Oncological Surgery and Hematology. More recently it was accredited by the Ministry of Health to perform High Complexity procedures in Cochlear Implants. Currently, services are provided in the following areas: Allergology, Anesthesiology, Angiology, Cardiology, Cardiac Surgery, Vascular Cardiac Surgery, General Surgery, Pediatric Surgery, Plastic Surgery, Thoracic Surgery, Video Surgeries, Medical Clinic, Dermatology, Endocrinology, Physiotherapy, Speech therapy, Gastroenterology, Gynecology and Obstetrics, Hematology, Nephrology, Neurology and Neurosurgery, Ophthalmology, Oncology, Orthopedics and Traumatology, Otorhinolaryngology, Pediatrics, Pneumology, Proctology, Psychology, Rheumatology and Urology.

**Website:** [www.fundacaodilsongodinho.org.br](http://www.fundacaodilsongodinho.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hospital-dilson-godinho/about/>

**E-mail:** [contato@fundacaodilsongodinho.org.br](mailto:contato@fundacaodilsongodinho.org.br)

**Phone:** +55 (38) 3229-4000

**WhatsApp: -****Address:**

480 Geraldo Ataíde Av., Alto São João  
39.400-292 Montes Claros – MG, Brazil

**FUNDAÇÃO EDUCACIONAL LUCAS MACHADO FELUMA****BELO HORIZONTE****8690 -Human health care activities not otherwise specified**

The Lucas Machado Educational Foundation (FELUMA) is a non-profit philanthropic entity, maintaining the Faculty of Medical Sciences of Minas Gerais (FCMMG), the Postgraduate and Research (IPG), the Virtual Medical Sciences (CMV), the University Hospital São José (HUSJ) and the Ambulatory Alfonso Silviano Brandão. FELUMA aims to promote, systematize, and disseminate knowledge in its areas of research and action, implementing the socio-economic development of society, contributing to the inclusion and dissemination of ethnic and cultural diversity, in addition to reducing social inequalities, and promoting advances in teaching and learning methodology.

**Website:** [www.feluma.org.br](http://www.feluma.org.br) / <https://www.cmmg.edu.br/a-faculdade/a-mantenedora/>

**Instagram: -**

**LinkedIn:** <https://www.linkedin.com/company/funda-o-educacional-lucas-machado/>

**E-mail:** faleconosco@feluma.org.br

**Phone:** +55 (31) 3248-7100

**WhatsApp: -****Address:**

275 Alameda Ezequiel Dias  
30.130-110 Belo Horizonte – MG, Brazil

**FUNDAÇÃO FELICE ROSSO****BELO HORIZONTE****8610 -Hospital care activities**

The Felice Rosso Foundation is a philanthropic entity of high concept among the residents of all regions of Minas Gerais, who look for solutions to their health problems at the Hospital Felício Rocho. The Hospital Felício Rocho serves thousands of patients assisted by the Unified Health System (SUS), and through free care to needy patients. It also serves private patients and those referred by more than 60 administrators of health plans convened. At the same time, the Foundation efficiently performs its philanthropic duties. The Felice Rosso Foundation guides the Hospital's employees to develop with humanization and efficiency. High Complexity services - It is worth mentioning that the transplant sector of Felício Rocho is a reference in Minas Gerais, being the largest in the state, and is qualified among the largest transplant centers in the country.

**Website:** [www.feliciorocho.org.br/fundacao](http://www.feliciorocho.org.br/fundacao)

**Instagram:** <https://www.instagram.com/hospitalfeliciorocho/>

**LinkedIn:** <https://www.linkedin.com/company/hospitalfeliciorocho/about/>

**E-mail: -**

**Phone:** +55 (31) 3514-7000

**WhatsApp: -****Address:**

9530 do Contorno Av., Barro Preto  
30.110-934 Belo Horizonte – MG, Brazil

## FUNDAÇÃO FILANT E BENEF DE SAUDE ARNALDO GAVAZZA FILHO

### PONTE NOVA

#### 8610 -Hospital care activities

The Arnaldo Gavazza Filho Philanthropic and Charitable Health Foundation has consolidated itself as one of the largest hospital complexes in the interior of the state of Minas Gerais, serving a region with 35 municipalities, where around 450,000 people live.

**Website:** [www.gavazza.com.br](http://www.gavazza.com.br)

**Instagram:** <https://www.instagram.com/hospitalgavazza/>

**LinkedIn:** <https://www.linkedin.com/company/hospital-arnaldo-gavazza/>

**E-mail:** -

**Phone:** +55 (31) 3819-5000

**WhatsApp:** -

**Address:**

16 Dr. José Grossi Av., Guarapiranga

35.430-213 Ponte Nova – MG, Brazil

## FUNDAÇÃO HOSPITALAR DO MUNICÍPIO DE VARGINHA FHOMUV

### VARGINHA

#### 8610 -Hospital care activities

We are an institution with certification of Municipal Public Utility, non-profit, accredited by the Ministry of Health to provide medical-hospital assistance, standing out as an Oncological reference for 176 cities. It is established as FHOMUV - Fundação Hospitalar do Município de Varginha - Hospital Bom Pastor through the Municipal Law nº1736 of September 9<sup>th</sup>, 1988, however, it started its activities of medical and hospital assistance for Varginha and region on July 6<sup>th</sup>, 1989. Aiming at improving the quality of hospital care, it has a partnership with teaching institutions, offering curricular internship vacancies, in addition to participating in the Pro-Hosp program, a program of the government of Minas Gerais aimed at hospital institutions that perform procedures classified in the levels of medium and high complexity. Clients have access to the institution through SUS Fácil, which is sent by the Polyclinics, Better at Home Program (formerly PADI), Hemodialysis, Private Consultations, and cities to which it is a reference. It also has hospital medical agreements. It is a general care hospital, with 55 specialties and other services. It has 122 beds, which provide assistance in ICU - Intensive Care Unit, Clinical/General and Oncological Surgical Internment and Observation in the Emergency Room. It annually performs more than 18,000 procedures: 12,493 Chemotherapy, 1,512 Radiotherapy, 4,726 hospitalizations, among others. The Hospital has approximately 500 employees, including doctors and professionals from other specialties, selected through public tender and simplified selection processes for temporary demands.

**Website:** [www.fhomuv.com.br](http://www.fhomuv.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (35) 3690-1000

**WhatsApp:** -

**Address:**

500 Presidente Tancredo Neves Street, Bom Pastor

37.014-460 Varginha – MG, Brazil

## FUNDAÇÃO SÃO FRANCISCO XAVIER

### IPATINGA

#### 8610 -Hospital care activities

The São Francisco Xavier Foundation, Usiminas' branch in the areas of Health and Education, is a philanthropic institution under private law, recognized by the Ministry of Welfare and Social Assistance as a Charitable Entity of Social Assistance. Operating since 1969, FSFX has over six thousand employees

and is present in six Brazilian states. Its four hospital units, in Ipatinga and Itabira (MG) and in Cubatão (SP), have a management marked by responsibility, offering excellent care and the best safety practices, in addition to accounting for more than 70% of its care provided to patients of the Single Health System (SUS). The Foundation is also responsible for the Usisaúde Health Plans operator, with more than 165 thousand beneficiaries; the Integrated Dentistry Center, which maintains the best oral health indicators ever disseminated in Brazil, and the Occupational Health, Safety and Environment Service - Vita, which sums up more than 159 thousand lives under its management. In the area of education, Colégio São Francisco Xavier, a precursor unit located in Ipatinga, is a reference in Education in the region, with about 3 thousand students, from early childhood education to graduation.

**Website:** [www.fsfx.com.br](http://www.fsfx.com.br)

**Instagram:** <https://www.instagram.com/fsfxoficial/>

**LinkedIn:** <https://www.linkedin.com/company/fundacao-sao-francisco-xavier/>

**E-mail:** -

**Phone:** +55 (31) 3829-9000

**WhatsApp:** -

**Address:**

41 Kiyoshi Tsunawaki Av., Bairro das Águas  
35.160-158 Ipatinga – MG, Brazil

### **HOSPITAL E MATERNIDADE SANTA MÔNICA S/A DIVINÓPOLIS**

#### **8610 -Hospital care activities**

The Santa Monica Hospital and Maternity was founded by a group of doctors on November 15, 1993, with the aim of revolutionizing medicine in the center-west of Minas Gerais. Over the years, it has become a highly complex hospital, offering care in over forty specialties. Currently, it is a reference for care in Divinópolis and the entire region, offering resolution, cutting-edge technology, and highly qualified clinical staff to its customers. The hospital constantly invests in technology, integrated management and sustainable administration systems and has modern physical facilities, which result in the excellence of medical-hospital services. The clinical staff is made up of autonomous and highly qualified physicians, who value the constant updating of their curricula and monitoring of new technologies. This group of professionals has the support of high-quality diagnostic services and treatments, in order to offer a modern and resolute medicine to patients.

**Website:** [www.hsm.med.br](http://www.hsm.med.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (37) 2102-5600

**WhatsApp:** -

**Address:**

33 Pedro F. Amaral Street, Padre Liberio  
35.502-562 Divinópolis – MG, Brazil

### **HOSPITAL MATER DEI SA BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Mater Dei Health Network is based on a clear philosophy and a permanent ideology. We believe that the success of an organization should be shared with everyone, that technological development should not exclude affection, attention, and respect for the client. Our commitment is, above all, to quality for life so that you receive a personalized, differentiated, and humane service.

**Website:** [www.materdei.com.br](http://www.materdei.com.br)

**Instagram:** <https://www.instagram.com/redematerdei/>

**LinkedIn:** <https://www.linkedin.com/company/redematerdei/>

**E-mail:** [sac@materdei.com.br](mailto:sac@materdei.com.br)

**Phone:** +55 (31) 3339-9000 / 3339- 9196

**WhatsApp:** -

**Address:**

2700 Gonçalves Dias Street, 1º floor of block I, Santo Agostinho  
30.140-082 Belo Horizonte – MG, Brazil

### **INSTITUTO DAS PEQUENAS MISSIONÁRIAS DE MARIA IMACULADA**

#### **BELO HORIZONTE**

##### **8610 -Hospital care activities**

The Institute of the Little Missionaries of Mary Immaculate (IPMMI), founded by Mother Maria Teresa de Jesus Eucharist, with headquarters in São José dos Campos/SP, is a philanthropic work in the areas of health, education, and social assistance. It is present in four Brazilian states (São Paulo, Minas Gerais, Santa Catarina, and Rio de Janeiro) and in the Federal District, in addition to carrying out missions in Italy, Portugal and the African continent. The religious of IPMMI administer seven hospitals, six nooks and crannies for the elderly, three centers for children's education, retreat houses, social works, episcopal residences, and pastoral activities in the various dioceses. The mission of the Institute is the promotion of health through the excellence of the services rendered and the humanization of care, in addition to the search for the realization of social rights through the development of educational and socio-educational actions.

**Website:** <https://www.hospitalmadreteresa.org.br/site/ipmmi.aspx>

**Instagram:** <https://www.instagram.com/hospitalmadreteresa/>

**LinkedIn:** <https://www.linkedin.com/company/ipmmi---instituto-das-pequenas-mission%C3%A1rias-de-maria-imaculada/about/>

**E-mail:** -

**Phone:** +55 (31) 3339-8008

**WhatsApp:** -

**Address:**

1002 Raja Gabágia Street, Gutierrez  
30.380-090 Belo Horizonte – MG, Brazil

### **INSTITUTO DE RADIOTERAPIA SÃO FRANCISCO LTDA**

#### **BELO HORIZONTE**

##### **8640 -Complementary diagnostic and therapeutic service activities**

The San Francisco Radiotherapy Institute was founded in 1976. Focused on developing activities in the field of oncological radiotherapy, it has a clinical staff in line with the largest specialized radiotherapy centers in the world. Pioneer in several techniques, it has innovated the health of Minas Gerais in the use of high dose brachytherapy for the treatment of uterine and prostate lesions. It was one of the first Brazilian centers to use hypofractionation techniques in breast cancer and has great expertise in the area. Since 2006 it holds the Certificate of Excellence in Quality Control of the Brazilian Ministry of Health. The Institute combines innovation and experience.

**Website:** [www.radioterapiasaofrancisco.com.br](http://www.radioterapiasaofrancisco.com.br)

**Instagram:** <https://www.instagram.com/radioterapiasaofrancisco/>

**LinkedIn:** <https://www.linkedin.com/company/instituto-de-radioterapia-s%C3%A3o-francisco/>

**E-mail:** [atendimento@radioterapiasaofrancisco.com.br](mailto:atendimento@radioterapiasaofrancisco.com.br)

**Phone:** +55 (31) 3442-3355 / 3442-3691

**WhatsApp:** -

**Address:**

762 Itapagipe Street, Concórdia  
31.110-590 Belo Horizonte – MG, Brazil



## INSTITUTO ONCOLÓGICO LTDA

### JUIZ DE FORA

#### 8610 -Hospital care activities

The Oncological Institute has been a specialized hospital for 44 years in the prevention, diagnosis, and treatment of cancer. It is one of the two High Complexity Oncology Level II Centers (CACON II) in Minas Gerais. This means that our unit has all the necessary structure to guarantee its patients complete and personalized care. Today, the Oncology Center, with its team of highly qualified professionals and the most modern equipment, is one of the best equipped centers in the state of Minas Gerais, which makes it a reference in treatment in Minas Gerais, providing care to hundreds of patients from other states. Everything is done with international protocols, which ensure the safety and effectiveness of therapeutic processes. The recognition of more than 40 years of work based on the commitment to offer the best care and the most modern resources for the treatment of cancer came, also, by the title of best hospital for the treatment of cancer in Minas Gerais, given by the Ministry of Health in 2000 and 2001.

**Website:** [www.oncologico.com.br](http://www.oncologico.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3690-8000 / 3690-8103

**WhatsApp:** -

**Address:**

56 Santos Dumont Street, Granbery  
36.010-510 Juiz de Fora – MG, Brazil

## INSTITUTO SUL MINEIRO DE ONCOLOGIA LTDA

### POUSO ALEGRE

#### 8610 -Hospital care activities

The Oncominas group is a reference institution in southern Minas Gerais in the process of diagnosis, treatment and monitoring of people with cancer and whose main goal is to work for life. With a complete structure, it offers treatment in Clinical and Pediatric Oncology, Hematology and Oncohematology, Radiotherapy and Palliative Care.

**Website:** [www.oncominas.med.br](http://www.oncominas.med.br)

**Instagram:** <https://www.instagram.com/oncominasmed/>

**LinkedIn:** <https://www.linkedin.com/company/oncominas/>

**E-mail:** [atendimento.pa@oncominas.med.br](mailto:atendimento.pa@oncominas.med.br)

**Phone:** +55 (35) 3429-7000

**WhatsApp:** -

**Address:**

80 Benedito Valdetário e Silva Street, Fátima 1  
37.554-216 Pouso Alegre – MG, Brazil

## IRMANDADE DA SANTA CASA DE MISERICÓRDIA DE PASSOS

### PASSOS

#### 8610 -Hospital care activities

Santa Casa de Misericórdia de Passos is a regional hospital of philanthropic character that serves the entire population of southwest Minas Gerais. Due to its highly specialized clinical staff and modern equipment, it has consolidated itself as an important health care center. Patients who seek Santa Casa's services count on what is best in the region in terms of technology and procedures. As a philanthropic institution, 70% of its patients are assisted by the Unified Health System, and most of the hospital beds are available to this population, which is mostly made up of needy people.

**Website:** [www.scmp.org.br](http://www.scmp.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/santacasadepassos/>

**E-mail:** [scpassos@scpassos.org.br](mailto:scpassos@scpassos.org.br)

**Phone:** +55 (35) 3529-1300

**WhatsApp:** -

**Address:**

164 Santa Casa Street, Santa Casa

37.904-020 Passos – MG, Brazil

## **IRMANDADE NOSSA SENHORA DAS MERCÊS DE MONTES CLAROS**

### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The largest hospital in the North of Minas Gerais currently has 405 beds, 80% of which are destined for care by the Unified Health System - SUS, and performs more than 100,000 procedures per month, are more than 1.5 million care per year. The intellectual capital is formed by more than 2,100 collaborators, of which more than 450 doctors and other professionals, who make up the clinical, welfare and administrative bodies of the Institution. During its history of work over 148 years, the Hospital has made no effort to seek resources and investments in the expansion of physical and human structures, with the acquisition of modern equipment and technological training of its professionals. The Institution is in constant updating and determination to overcome, continuously, the quality and complexity of the medical-hospital assistance it offers to the population.

**Website:** [www.santacasamontesclaros.com.br](http://www.santacasamontesclaros.com.br)

**Instagram:** <https://www.instagram.com/santacasademontesclaros/>

**LinkedIn:** -

**E-mail:** [santacasa@santacasamontesclaros.com.br](mailto:santacasa@santacasamontesclaros.com.br)

**Phone:** +55 (38) 3229-2000

**WhatsApp:** -

**Address:**

22 Hónorato Alves Square, Centro

39.400-103 Montes Claros – MG, Brazil

## **ONCOCLÍNICAS DO BRASIL SERVIÇOS MÉDICOS SA**

### **BELO HORIZONTE**

#### **8630 -ambulatory care activities performed by doctors and dentists**

The Oncoclínicas Group is the result of a pioneering initiative in the management and administration of cancer services. Founded in 2010, it has accumulated, over the years, great achievements in cancer treatment and is today considered one of the largest and most respected oncology, hematology, and radiotherapy groups in Latin America. The relevance is reinforced by the exclusive partnership in Brazil with the Dana Farber Cancer Institute, one of the most respected in the world, affiliated with Harvard Medical School. The Oncoclínicas Group's area of operation covers 11 of Brazil's major states. Currently, there are 70 units with specialists in oncology, radiotherapy, hematology and bone marrow transplant, complementary care and the most advanced in integrated care.

**Website:** [www.grupooncclinicas.com](http://www.grupooncclinicas.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%ADnicas-do-brasil/>

**E-mail:** -

**Phone:** -

**WhatsApp:** -

**Address:** -



## **RADIOCARE SERVICOS MÉDICOS ESPECIALIZADOS LTDA**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Radiocare Center is Specialized in Radiotherapy of the Hospital Felício Rocho was designed by a group of health professionals with the aim of exceeding the expectations of our customers, offering high quality assistance, and contributing to the raising of the level of health and quality of life. Founded in 2005, at the facilities of the Felício Rocho Hospital, the focus on people was the foundation for structuring the team of radio-oncologists, nurses, physicists, and technicians carefully selected, with a high level of technical qualification and excellence in personalized assistance. Throughout its trajectory, it promoted the updating of its equipment and quality control tools. Linear accelerators are the latest generation and are among the youngest in the country.

**Website:** [www.grupooncoclincas.com/radiocare](http://www.grupooncoclincas.com/radiocare)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%ADnicas-do-brasil/>

**E-mail:** -

**Phone:** +55 (31) 3335-0131

**WhatsApp:** -

**Address:**

3609 Timbiras Street, Barro Preto  
30.140-062 Belo Horizonte – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE BELO HORIZONTE**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

Composed by Santa Casa BH, Hospital São Lucas, Santa Casa BH Medical Specialties Center, Teaching and Research Santa Casa BH, Funerária Santa Casa BH and Geriatric Institute Afonso Pena, the Santa Casa BH Group is currently a reference in health in Brazil.

**Website:** [www.santacasabh.org.br](http://www.santacasabh.org.br)

**Instagram:** <https://www.instagram.com/santacasabh/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3238-8100

**WhatsApp:** -

**Address:**

1111 Francisco Sales Av., Santa Efigênia  
30.150-221 Belo Horizonte – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE JUIZ DE FORA**

### **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Santa Casa de Misericórdia de Juiz de Fora was founded on August 6, 1854. If, at the beginning of the 19<sup>th</sup> century, Santa Casa performed 188 surgeries, today, the hospital performs about 18 thousand surgeries per year. It is no coincidence that, by combining tradition, philanthropy, permanent modernization, and quality of care throughout its history, Santa Casa has become the largest hospital in Zona da Mata in Minas Gerais.

**Website:** [www.santacasajf.org.br](http://www.santacasajf.org.br)

**Instagram:** <https://www.instagram.com/santacasajf/>

**LinkedIn:** <https://www.linkedin.com/company/santacasajf/>

**E-mail:** -

**Phone:** +55 (32) 3229 2222

**WhatsApp:** -

**Address:**

3353 Barão do Rio Branco Av., Passos  
36.021-630 Juiz de Fora – MG, Brazil

**TECSA -LABORATÓRIOS LTDA****BELO HORIZONTE****8640 -Complementary diagnostic and therapeutic service activities**

TECSA has a multidisciplinary team to support research and development projects, always with the quality and respected provision of services in laboratory analysis, maintaining close technical-scientific cooperation with Universities and National and International Institutions, bringing to the reality of Latin Agribusiness American, innovation and appropriate technology. Some services provided: Efficiency test compared to biocides and disinfectants - with special strains. Technical projects for sanitary evaluation of plants and processes.

**Website:** [www.tecsa.com.br](http://www.tecsa.com.br)

**Instagram:** <https://www.instagram.com/tecsalaboratorios/>

**LinkedIn:** -

**E-mail:** [sac@tecsa.com.br](mailto:sac@tecsa.com.br)

**Phone:** +55 (31) 3281-0500

**WhatsApp:** -

**Address:**

6226 do Contorno Av., Funcionários  
30.110-042 Belo Horizonte – MG, Brazil

[Click here to go back to the Table 3 - Matchmaking matrix](#)

[Click here to go directly to the Chapter 9](#)

## 8.1.2 List of companies – segment B – Hospital Build

**FUND CENTRO HEMATOLOGIA E HEMOTERAPIA DE MINAS GERAIS****BELO HORIZONTE****8640 -Complementary diagnostic and therapeutic service activities**

Established on December 26, 1989, through Law No. 10,057, the Minas Gerais Hematology and Hemotherapy Center Foundation (Hemominas), with its own legal personality, under public law, is linked to the Minas Gerais Secretary of State for Health (SES-MG) and aims to ensure unity of command and direction of state policies on hematology and hemotherapy, ensuring the population the supply of quality blood and blood products. With origins dating back to January 10, 1985, with the creation of the Center of Hematology and Hemotherapy of Minas Gerais, a unit then subordinated to the Fundação Hospitalar do Estado de Minas Gerais (Fhemig), the Hemominas Foundation follows the technical and legal guidelines of the Ministry of Health and the National Health Surveillance Agency (ANVISA). The Hemominas Foundation develops activities in the areas of service provision, medical assistance, teaching, research, technological development, production, quality control and health education.

**Website:** [www.hemominas.mg.gov.br](http://www.hemominas.mg.gov.br)

**Instagram:** <https://www.instagram.com/hemominas/>

**LinkedIn:** <https://www.linkedin.com/company/funda%C3%A7%C3%A3o-hemominas/>

**E-mail:** -

**Phone:** +55 (31) 3768-7450

**WhatsApp:** -

**Address:**

882 Grão Pará Street, Funcionários  
30.150-341 Belo Horizonte – MG, Brazil

**FUNDAÇÃO CRISTIANO VARELLA****MURIAÉ****8610 -Hospital care activities**

Created in memory of Cristiano Ferreira Varella, son of entrepreneur and politician Lael Vieira Varella, the Cristiano Varella Foundation has an area of more than 115,000 m<sup>2</sup> and was set up on 4 September 1995. Today it operates in three segments, health, with the Muriaé Cancer Hospital, and communication and culture with Rede Atividade, formed by TV and radio AM and FM and Memorial. With the Mission of "Fighting cancer by valuing life," Muriaé Cancer Hospital began its activities 13 years ago, already accredited as a High Complexity Oncology Assistance Center (CACON) by the Ministry of Health. With the responsibility of caring for patients who come from the more than 270 municipalities of Minas Gerais, as well as from other states, Hospital do Câncer de Muriaé's vision is "to be a national center of excellence in the fight against cancer, standing out for its sustainability and quality" and this means much more than the fight against the disease; we believe in our institution, that the cure of cancer is not the only achievement that our patient deserves, he also deserves, and much, quality of life, so we have hired the best professionals and acquired the best equipment to offer excellent treatment and humanization to those who come to us. As one of our values is equity in care, we offer our SUS patients - who reach 93% - the same quality and services that patients with an agreement or privately. We also believe that prevention and early diagnosis are our greatest allies in this battle against time and with this we offer the population a Mobile Campaign for Prevention and Early Diagnosis of Cancer that travels, with a mammography cart and office bus, throughout the interior of Minas Gerais performing mammography, Pap smear, PSA, and dermatological exams, in 2015 alone there were more than 34 thousand participants.

**Website:** [www.fcv.org.br](http://www.fcv.org.br)

**Instagram:** <https://www.instagram.com/hospitaldocancerdemuriae/>

**LinkedIn:** <https://www.linkedin.com/company/funda-o-cristiano-varella/>

**E-mail:** -

**Phone:** +55 (32) 3729-7000

**WhatsApp:** -

**Address:**

555 Cristiano Ferreira Varella Av., Bairro Universitário  
36.888-233 Muriaé – MG, Brazil

**FUNDAÇÃO DE ASSISTÊNCIA ESTUDO E PESQUISA DE UBERLÂNDIA****UBERLÂNDIA****8610 -Hospital care activities**

The Foundation of Assistance, Study and Research of Uberlândia (FAEPU) is a Foundation with legal personality of private law, beneficent, non-profit, cultural, educational and assistance, with administrative, financial, and patrimonial autonomy, in accordance with its Statute and relevant legislation.

**Website:** [www.faepu.org.br](http://www.faepu.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/faepu/>

**E-mail:** -

**Phone:** +55 (34) 3218-2526 / 3218-2522

**WhatsApp:** -

**Address:**

1154 Pedro Quirino da Silva Street, Bairro Umuarama  
38.405-323 Uberlândia – MG, Brazil

## FUNDAÇÃO DE SAÚDE DILSON DE QUADROS GODINHO

### MONTES CLAROS

#### 8610 -Hospital care activities

The Dilson de Quadros Godinho Health Foundation was established in 1995. It is a civil, philanthropic, and beneficent entity, without lucrative purpose, which as stated in article 3 of its statute aims to "provide integral health care to those who seek its services, without distinction of any kind, mainly in the area of Oncology and Nephrology; cooperate with education and instruction and promote community health and preventive medicine". In 2006 the institution in a concrete way took over the medical care in health when it created the Dilson Godinho Hospital, thus completing its health objectives in the North of Minas Gerais. The Dilson de Quadros Godinho Health Foundation offers services of high complexity in the most varied medical specializations such as: Nephrology High Complexity Assistance Unit and Adult Intensive Care Unit, accredited as type II by the Ministry of Health; Cardiovascular, Vascular and Interventional Cardiology Procedures High Complexity Assistance Unit; Nutritional Therapy and Oncology High Complexity Assistance Unit (UNACONI), composed of the services of Chemotherapy, Radiotherapy, Oncological Surgery and Hematology. More recently it was accredited by the Ministry of Health to perform High Complexity procedures in Cochlear Implants. Currently, services are provided in the following areas: Allergology, Anesthesiology, Angiology, Cardiology, Cardiac Surgery, Vascular Cardiac Surgery, General Surgery, Pediatric Surgery, Plastic Surgery, Thoracic Surgery, Video Surgeries, Medical Clinic, Dermatology, Endocrinology, Physiotherapy, Speech therapy, Gastroenterology, Gynecology and Obstetrics, Hematology, Nephrology, Neurology and Neurosurgery, Ophthalmology, Oncology, Orthopedics and Traumatology, Otorhinolaryngology, Pediatrics, Pneumology, Proctology, Psychology, Rheumatology and Urology.

**Website:** [www.fundacaodilsongodinho.org.br](http://www.fundacaodilsongodinho.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hospital-dilson-godinho/about/>

**E-mail:** [contato@fundacaodilsongodinho.org.br](mailto:contato@fundacaodilsongodinho.org.br)

**Phone:** +55 (38) 3229-4000

**WhatsApp:** -

**Address:**

480 Geraldo Ataíde Av., Alto São João

39.400-292 Montes Claros – MG, Brazil

## FUNDAÇÃO EDUCACIONAL LUCAS MACHADO FELUMA

### BELO HORIZONTE

#### 8690 -Human health care activities not otherwise specified

The Lucas Machado Educational Foundation (FELUMA) is a non-profit philanthropic entity, maintaining the Faculty of Medical Sciences of Minas Gerais (FCMMG), the Postgraduate and Research (IPG), the Virtual Medical Sciences (CMV), the University Hospital São José (HUSJ) and the Ambulatory Alfonso Silvano Brandão. FELUMA aims to promote, systematize, and disseminate knowledge in its areas of research and action, implementing the socio-economic development of society, contributing to the inclusion and dissemination of ethnic and cultural diversity, in addition to reducing social inequalities, and promoting advances in teaching and learning methodology.

**Website:** [www.feluma.org.br](http://www.feluma.org.br) / <https://www.cmmg.edu.br/a-faculdade/a-mantenedora/>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/funda-o-educacional-lucas-machado/>

**E-mail:** [faleconosco@feluma.org.br](mailto:faleconosco@feluma.org.br)

**Phone:** +55 (31) 3248-7100

**WhatsApp:** -

**Address:**

275 Alameda Ezequiel Dias

30.130-110 Belo Horizonte – MG, Brazil

## FUNDAÇÃO FELICE ROSSO

### BELO HORIZONTE

#### 8610 -Hospital care activities

The Felice Rosso Foundation is a philanthropic entity of high concept among the residents of all regions of Minas Gerais, who look for solutions to their health problems at the Hospital Felício Rocho. The Hospital Felício Rocho serves thousands of patients assisted by the Unified Health System (SUS), and through free care to needy patients. It also serves private patients and those referred by more than 60 administrators of health plans convened. At the same time, the Foundation efficiently performs its philanthropic duties. The Felice Rosso Foundation guides the Hospital's employees to develop with humanization and efficiency. High Complexity services. It is worth mentioning that the transplant sector of Felício Rocho is a reference in Minas Gerais, being the largest in the state, and is qualified among the largest transplant centers in the country.

**Website:** [www.feliciorocho.org.br/fundacao](http://www.feliciorocho.org.br/fundacao)

**Instagram:** <https://www.instagram.com/hospitalfeliciorocho/>

**LinkedIn:** <https://www.linkedin.com/company/hospitalfeliciorocho/about/>

**E-mail:** -

**Phone:** +55 (31) 3514-7000

**WhatsApp:** -

**Address:**

9530 do Contorno Av., Barro Preto  
30.110-934 Belo Horizonte – MG, Brazil

## FUNDAÇÃO FILANT E BENEF DE SAÚDE ARNALDO GAVAZZA FILHO

### PONTE NOVA

#### 8610 -Hospital care activities

The Arnaldo Gavazza Filho Philanthropic and Charitable Health Foundation has consolidated itself as one of the largest hospital complexes in the interior of the state of Minas Gerais, serving a region with 35 municipalities, where around 450,000 people live.

**Website:** [www.gavazza.com.br](http://www.gavazza.com.br)

**Instagram:** <https://www.instagram.com/hospitalgavazza/>

**LinkedIn:** <https://www.linkedin.com/company/hospital-arnaldo-gavazza/>

**E-mail:** -

**Phone:** +55 (31) 3819-5000

**WhatsApp:** -

**Address:**

16 Dr. José Grossi Av., Guarapiranga  
35.430-213 Ponte Nova – MG, Brazil

## FUNDAÇÃO HOSPITALAR DO MUNICÍPIO DE VARGINHA FHOMUV

### VARGINHA

#### 8610 -Hospital care activities

We are an institution with certification of Municipal Public Utility, non-profit, accredited by the Ministry of Health to provide medical-hospital assistance, standing out as an Oncological reference for 176 cities. It is established as FHOMUV - Fundação Hospitalar do Município de Varginha - Hospital Bom Pastor through the Municipal Law nº1736 of September 9<sup>th</sup>, 1988, however, it started its activities of medical and hospital assistance for Varginha and region on July 6<sup>th</sup>, 1989. Aiming at improving the quality of hospital care, it has a partnership with teaching institutions, offering curricular internship vacancies, in addition to participating in the Pro-Hosp program, a program of the government of Minas Gerais aimed at hospital institutions that perform procedures classified in the levels of medium and high complexity. Clients have access to the institution through SUS Fácil, which is sent by the Polyclinics, Better at Home Program (formerly PADI), Hemodialysis, Private Consultations, and cities to which it is a reference. It

also has hospital medical agreements. It is a general care hospital, with 55 specialties and other services. It has 122 beds, which provide assistance in ICU - Intensive Care Unit, Clinical/General and Oncological Surgical Internment and Observation in the Emergency Room. It annually performs more than 18,000 procedures: 12,493 Chemotherapy, 1,512 Radiotherapy, 4,726 hospitalizations, among others. The Hospital has approximately 500 employees, including doctors and professionals from other specialties, selected through public tender and simplified selection processes for temporary demands.

**Website:** [www.fhomuv.com.br](http://www.fhomuv.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (35) 3690-1000

**WhatsApp:** -

**Address:**

500 Presidente Tancredo Neves Street, Bom Pastor  
37.014-460 Varginha – MG, Brazil

## **FUNDAÇÃO SÃO FRANCISCO XAVIER**

### **IPATINGA**

#### **8610 -Hospital care activities**

The São Francisco Xavier Foundation, Usiminas' branch in the areas of Health and Education, is a philanthropic institution under private law, recognized by the Ministry of Welfare and Social Assistance as a Charitable Entity of Social Assistance. Operating since 1969, FSFX has over six thousand employees and is present in six Brazilian states. Its four hospital units, in Ipatinga and Itabira (MG) and in Cubatão (SP), have a management marked by responsibility, offering excellent care and the best safety practices, in addition to accounting for more than 70% of its care provided to patients of the Single Health System (SUS). The Foundation is also responsible for the Usisaúde Health Plans operator, with more than 165 thousand beneficiaries; the Integrated Dentistry Center, which maintains the best oral health indicators ever disseminated in Brazil, and the Occupational Health, Safety and Environment Service - Vita, which sums up more than 159 thousand lives under its management. In the area of education, Colégio São Francisco Xavier, a precursor unit located in Ipatinga, is a reference in Education in the region, with about 3 thousand students, from early childhood education to graduation.

**Website:** [www.fsfx.com.br](http://www.fsfx.com.br)

**Instagram:** <https://www.instagram.com/fsfxoficial/>

**LinkedIn:** <https://www.linkedin.com/company/fundacao-sao-francisco-xavier/>

**E-mail:** -

**Phone:** +55 (31) 3829-9000

**WhatsApp:** -

**Address:**

41 Kiyoshi Tsunawaki Av., Bairro das Águas  
35.160-158 Ipatinga – MG, Brazil

## **HOSPITAL E MATERNIDADE SANTA MÔNICA S/A**

### **DIVINÓPOLIS**

#### **8610 -Hospital care activities**

The Santa Monica Hospital and Maternity was founded by a group of doctors on November 15, 1993, with the aim of revolutionizing medicine in the center-west of Minas Gerais. Over the years, it has become a highly complex hospital, offering care in over forty specialties. Currently, it is a reference for care in Divinópolis and the entire region, offering resolution, cutting-edge technology, and highly qualified clinical staff to its customers. The hospital constantly invests in technology, integrated management and sustainable administration systems and has modern physical facilities, which result in the excellence of medical-hospital services. The clinical staff is made up of autonomous and highly qualified physicians, who value the constant updating of their curricula and monitoring of new

technologies. This group of professionals has the support of high-quality diagnostic services and treatments, in order to offer a modern and resolute medicine to patients.

**Website:** [www.hsm.med.br](http://www.hsm.med.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (37) 2102-5600

**WhatsApp:** -

**Address:**

33 Pedro F. Amaral Street, Padre Liberio

35.502-562 Divinópolis – MG, Brazil

### **HOSPITAL MATER DEI SA**

#### **BELO HORIZONTE**

##### **8610 -Hospital care activities**

The Mater Dei Health Network is based on a clear philosophy and a permanent ideology. We believe that the success of an organization should be shared with everyone, that technological development should not exclude affection, attention, and respect for the client. Our commitment is, above all, to quality for life so that you receive a personalized, differentiated, and humane service.

**Website:** [www.materdei.com.br](http://www.materdei.com.br)

**Instagram:** <https://www.instagram.com/redematerdei/>

**LinkedIn:** <https://www.linkedin.com/company/re-dematerdei/>

**E-mail:** [sac@materdei.com.br](mailto:sac@materdei.com.br)

**Phone:** +55 (31) 3339-9000 / 3339- 9196

**WhatsApp:** -

**Address:**

2700 Gonçalves Dias Street, 1º floor of block I, Santo Agostinho

30.140-082 Belo Horizonte – MG, Brazil

### **INSTITUTO DAS PEQUENAS MISSIONÁRIAS DE MARIA IMACULADA**

#### **BELO HORIZONTE**

##### **8610 -Hospital care activities**

The Institute of the Little Missionaries of Mary Immaculate (IPMMI), founded by Mother Maria Teresa de Jesus Eucharist, with headquarters in São José dos Campos/SP, is a philanthropic work in the areas of health, education, and social assistance. It is present in four Brazilian states (São Paulo, Minas Gerais, Santa Catarina, and Rio de Janeiro) and in the Federal District, in addition to carrying out missions in Italy, Portugal and the African continent. The religious of IPMMI administer seven hospitals, six nooks and crannies for the elderly, three centers for children's education, retreat houses, social works, episcopal residences, and pastoral activities in the various dioceses. The mission of the Institute is the promotion of health through the excellence of the services rendered and the humanization of care, in addition to the search for the realization of social rights through the development of educational and socio-educational actions.

**Website:** <https://www.hospitalmadreteresa.org.br/site/ipmmi.aspx>

**Instagram:** <https://www.instagram.com/hospitalmadreteresa/>

**LinkedIn:** <https://www.linkedin.com/company/ipmmi---instituto-das-pequenas-mission%C3%A1rias-de-maria-imaculada/about/>

**E-mail:** -

**Phone:** +55 (31) 3339-8008

**WhatsApp:** -



**Address:**

1002 Raja Gabália Street, Gutierrez  
30.380-090 Belo Horizonte – MG, Brazil

**INSTITUTO ONCOLÓGICO LTDA****JUIZ DE FORA****8610 -Hospital care activities**

The Oncological Institute has been a specialized hospital for 44 years in the prevention, diagnosis, and treatment of cancer. It is one of the two High Complexity Oncology Level II Centers (CACON II) in Minas Gerais. This means that our unit has all the necessary structure to guarantee its patients complete and personalized care. Today, the Oncology Center, with its team of highly qualified professionals and the most modern equipment, is one of the best equipped centers in the state of Minas Gerais, which makes it a reference in treatment in Minas Gerais, providing care to hundreds of patients from other states. Everything is done with international protocols, which ensure the safety and effectiveness of therapeutic processes. The recognition of more than 40 years of work based on the commitment to offer the best care and the most modern resources for the treatment of cancer came, also, by the title of best hospital for the treatment of cancer in Minas Gerais, given by the Ministry of Health in 2000 and 2001.

**Website:** [www.oncologico.com.br](http://www.oncologico.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3690-8000 / 3690-8103

**WhatsApp:** -

**Address:**

56 Santos Dumont Street, Granbery  
36.010-510 Juiz de Fora – MG, Brazil

**INSTITUTO SUL MINEIRO DE ONCOLOGIA LTDA****POUSO ALEGRE****8610 -Hospital care activities**

The Oncominas group is a reference institution in southern Minas Gerais in the process of diagnosis, treatment and monitoring of people with cancer and whose main goal is to work for life. With a complete structure, it offers treatment in Clinical and Pediatric Oncology, Hematology and Oncohematology, Radiotherapy and Palliative Care.

**Website:** [www.oncominas.med.br](http://www.oncominas.med.br)

**Instagram:** <https://www.instagram.com/oncominasmed/>

**LinkedIn:** <https://www.linkedin.com/company/oncominas/>

**E-mail:** [atendimento.pa@oncominas.med.br](mailto:atendimento.pa@oncominas.med.br)

**Phone:** +55 (35) 3429-7000

**WhatsApp:** -

**Address:**

80 Benedito Valdetário e Silva Street, Fátima 1  
37.554-216 Pouso Alegre – MG, Brazil

**IRMANDADE DA SANTA CASA DE MISERICÓRDIA DE PASSOS****PASSOS****8610 -Hospital care activities**

Santa Casa de Misericórdia de Passos is a regional hospital of philanthropic character that serves the entire population of southwest Minas Gerais. Due to its highly specialized clinical staff and modern equipment, it has consolidated itself as an important health care center. Patients who seek Santa Casa's



services count on what is best in the region in terms of technology and procedures. As a philanthropic institution, 70% of its patients are assisted by the Unified Health System, and most of the hospital beds are available to this population, which is mostly made up of needy people.

**Website:** [www.scmp.org.br](http://www.scmp.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/santacasadepassos/>

**E-mail:** [scpassos@scpassos.org.br](mailto:scpassos@scpassos.org.br)

**Phone:** +55 (35) 3529-1300

**WhatsApp:** -

**Address:**

164 Santa Casa Street, Santa Casa

37.904-020 Passos – MG, Brazil

## **IRMANDADE NOSSA SENHORA DAS MERCÊS DE MONTES CLAROS**

### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The largest hospital in the North of Minas Gerais currently has 405 beds, 80% of which are destined for care by the Unified Health System - SUS, and performs more than 100,000 procedures per month, are more than 1.5 million care per year. The intellectual capital is formed by more than 2,100 collaborators, of which more than 450 doctors and other professionals, who make up the clinical, welfare and administrative bodies of the Institution. During its history of work over 148 years, the Hospital has made no effort to seek resources and investments in the expansion of physical and human structures, with the acquisition of modern equipment and technological training of its professionals. The Institution is in constant updating and determination to overcome, continuously, the quality and complexity of the medical-hospital assistance it offers to the population.

**Website:** [www.santacasamontesclaros.com.br](http://www.santacasamontesclaros.com.br)

**Instagram:** <https://www.instagram.com/santacasademontesclaros/>

**LinkedIn:** -

**E-mail:** [santacasa@santacasamontesclaros.com.br](mailto:santacasa@santacasamontesclaros.com.br)

**Phone:** +55 (38) 3229-2000

**WhatsApp:** -

**Address:**

22 Hónorato Alves Square, Centro

39.400-103 Montes Claros – MG, Brazil

## **ONCOCLÍNICAS DO BRASIL SERVICOS MÉDICOS SA**

### **BELO HORIZONTE**

#### **8630 -ambulatory care activities performed by doctors and dentists**

The Oncoclínicas Group is the result of a pioneering initiative in the management and administration of cancer services.

Founded in 2010, it has accumulated, over the years, great achievements in cancer treatment and is today considered one of the largest and most respected oncology, hematology, and radiotherapy groups in Latin America. The relevance is reinforced by the exclusive partnership in Brazil with the Dana Farber Cancer Institute, one of the most respected in the world, affiliated with Harvard Medical School. The Oncoclínicas Group's area of operation covers 11 of Brazil's major states. Currently, there are 70 units with specialists in oncology, radiotherapy, hematology and bone marrow transplant, complementary care and the most advanced in integrated care.

**Website:** [www.grupooncoclinicas.com](http://www.grupooncoclinicas.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%ADnicas-do-brasil/>

**E-mail:** -

**Phone:** -  
**WhatsApp:** -  
**Address:** -

### **SANTA CASA DE MISERICÓRDIA DE BELO HORIZONTE** **BELO HORIZONTE**

#### **8610 -Hospital care activities**

Composed by Santa Casa BH, Hospital São Lucas, Santa Casa BH Medical Specialties Center, Teaching and Research Santa Casa BH, Funerária Santa Casa BH and Geriatric Institute Afonso Pena, the Santa Casa BH Group is currently a reference in health in Brazil.

**Website:** [www.santacasabh.org.br](http://www.santacasabh.org.br)  
**Instagram:** <https://www.instagram.com/santacasabh/>  
**LinkedIn:** -  
**E-mail:** -  
**Phone:** +55 (31) 3238-8100  
**WhatsApp:** -  
**Address:**

1111 Francisco Sales Av., Santa Efigênia  
 30.150-221 Belo Horizonte – MG, Brazil

### **SANTA CASA DE MISERICÓRDIA DE JUIZ DE FORA** **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Santa Casa de Misericórdia de Juiz de Fora was founded on August 6, 1854. If, at the beginning of the 19<sup>th</sup> century, Santa Casa performed 188 surgeries, today, the hospital performs about 18 thousand surgeries per year. It is no coincidence that, by combining tradition, philanthropy, permanent modernization, and quality of care throughout its history, Santa Casa has become the largest hospital in Zona da Mata in Minas Gerais.

**Website:** [www.santacasajf.org.br](http://www.santacasajf.org.br)  
**Instagram:** <https://www.instagram.com/santacasajf/>  
**LinkedIn:** <https://www.linkedin.com/company/santacasajf/>  
**E-mail:** -  
**Phone:** +55 (32) 3229 2222  
**WhatsApp:** -  
**Address:**

3353 Barão do Rio Branco Av., Passos  
 36.021-630 Juiz de Fora – MG, Brazil

[Click here to go back to the Table 3 - Matchmaking matrix](#)

[Click here to go directly to the Chapter 9](#)

### 8.1.3 List of companies – segment C – Medical Devices & Commodities

#### ACTS DO BRASIL LTDA (Grupo Vida)

##### NOVA LIMA

##### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Importer and distributor of medical-hospital products in the field of hematology, stem cell therapy and bone marrow transplantation.

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** beth@gvida.com

**Phone:** +55 (31) 3547-3411 / (31) 3547-3399

**WhatsApp:** -

**Address:**

105 Picadilly Av., Complex 205, Alphaville, Lagoa dos Ingleses  
34.000-001 Nova Lima – MG, Brazil

#### ACURATE INDUSTRIA E COMERCIO LTDA

##### BELO HORIZONTE

##### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Accurate is a Brazilian-based, rapidly growing medical device company that manufactures transcatheter aortic valve for TAVI systems for his only client Symetis SA based in Switzerland. Accurate Mission, Vision and Values are:

- To grow Accurate Finished Device Manufacturing Capacity in Brazil; to implement a robust and repeatable system of manufacture and release;
- To strive for the greatest possible reliability and quality in our products; to be the standard of comparison in Brazil and to be recognized as a company of commitment, integrity, and service to our patients;
- To improve our profit margin on current operations to meet our obligations, sustain our growth, and reach our goals;
- To respect and recognize the participation and performance of every employee; to give them satisfaction in work accomplished, security, opportunity, and means to share in the company's success.

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 2526-0202 / 3517-7403

**WhatsApp:** -

**Address:**

1670 Silva Lobo Av., Bloc 03, Nova Granada  
30.431-262 Belo Horizonte – MG, Brazil

#### ADDLIFE DIAGNÓSTICOS EIRELI

##### BELO HORIZONTE

##### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Founded in 2002 in the city of Belo Horizonte, AddLife Diagnostics operates in the area of clinical diagnosis by providing health products for in vitro use, quality, and high technology, properly regulated with the competent health agencies, efficiently and effectively, in accordance with current health standards. Offering the best equipment and laboratory reagents in the market in the lines: Hematology,

Biochemistry, Uroanalysis, Coagulation, Cardiac Marker, Glycated Hemoglobin, Gasometry, Point of Care, besides a complete line of reagents. AddLife offers technical assistance specialized in corrective and preventive maintenance, with a large stock of parts, trained and highly qualified technicians for a fast and accurate service.

**Website:** [www.addlife.com.br](http://www.addlife.com.br)

**Instagram:** <https://www.instagram.com/addlifediagnosticos/>

**LinkedIn:** <https://www.linkedin.com/company/addlife-diagnostics/>

**E-mail:** [addlife@addlife.com.br](mailto:addlife@addlife.com.br)

**Phone:** +55 (31) 3326-1999

**WhatsApp:** +55 (31) 98479-2563

**Address:**

243 João Afonso Moreira Street, Ouro Preto

31.310-130 Belo Horizonte – MG, Brazil

### **AGIS MEDICAL PRODUTOS HOSPITALARES LTDA**

#### **BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

We started our activities through technical assistance and today we have 4 business units: service, surgical, PMCR and GI. Our portfolio reflects our strategic planning in the search for innovation, value-based sales, sustainability, and the most dedicated people that exist.

**Website:** [www.agismedical.com.br](http://www.agismedical.com.br)

**Instagram:** <https://www.instagram.com/agismedical/>

**LinkedIn:** <https://www.linkedin.com/company/agis-medical/>

**E-mail:** [web@agismedical.com.br](mailto:web@agismedical.com.br)

**Phone:** +55 (31) 3335-1717

**WhatsApp:** -

**Address:**

438 Barbacena Av., Barro Preto

30.190-130 Belo Horizonte – MG, Brazil

### **ALERE S/A**

#### **BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Alere is the largest manufacturer of diagnostic tests in the world! Alere integrated products and solutions are developed to transform the way health is viewed today, taking health diagnosis and monitoring, from laboratories, doctors' offices, clinics, and hospitals, as well as into people's homes. In 2017, Abbott Laboratories completed the acquisition of Alere. The merger makes Abbott the world's largest provider of point-of-care testing systems. Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. With a portfolio of leading, science-based offerings in diagnostics, medical devices, nutritionals and branded generic pharmaceuticals, Abbott serves people in more than 160 countries and employs approximately 107,000 people.

**Website:** <http://www.alere.com/>

**Instagram:** <https://www.instagram.com/abbottglobal/>

**LinkedIn:** <https://www.linkedin.com/company/alere-inc/?originalSubdomain=br>

**E-mail:** [brasilshfaleconosco@abbott.com](mailto:brasilshfaleconosco@abbott.com) / [fiscal.br@alere.com](mailto:fiscal.br@alere.com)

**Phone:** +55 (31) 3888-5217 / (31) 2510-3602

**WhatsApp:** -

**Address:**

567, Av. Barão Homem de Melo, Nova Granada  
30.431-285 Belo Horizonte – MG, Brazil

**ALFA MED SISTEMAS MEDICOS LTDA****LAGOA SANTA****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Alfa Med is an important Brazilian medical devices industry of Prime Holding Group, formed also by VMI industries in the health and safety segment, in the development and manufacturing of technologies and services for ultrasonography, patient monitoring and life support.

**Website:** [www.alfamed.com](http://www.alfamed.com)

**Instagram:** <https://www.instagram.com/alfamedbrasil/>

**LinkedIn:** <https://www.linkedin.com/company/alfamedbrasil/>

**E-mail:** [atendimento@alfamed.com](mailto:atendimento@alfamed.com)

**Phone:** +55 (31) 3681-6388

**Address:**

80 Um Av., Distrito Industrial Genesco Aparecido De Oliveira  
33.400-000 Lagoa Santa – MG, Brazil

**ALQUIMIA CIENTÍFICA PRODUTOS PARA LABORATÓRIO LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Alquimia Científica is a company with a long history and vast experience in the market. For more than 15 years it has been supplying products and equipment to laboratories such as: X-Ray / ICP fusion machines, X-Ray fluxes, certified reference materials, inorganic standards, high purity analytical reagents, scientific glassware, filtering papers and membranes, general supplies for all quality control and research laboratories.

**Website:** [www.alquimiacientifica.com.br](http://www.alquimiacientifica.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/alquimia-cientifica/>

**E-mail:** [alquimia@alquimiacientifica.com.br](mailto:alquimia@alquimiacientifica.com.br)

**Phone:** +55 (31) 3476-7778

**WhatsApp:** -

**Address:**

16 Castelo de Sintra Street, Castelo  
31.330-200 Belo Horizonte – MG, Brazil

**AMGS COMÉRCIO E REPRESENTAÇÕES LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

AMGS is a medical devices company based in Belo Horizonte, Minas Gerais, Brazil. We are also a center for medical studies based on the desire to innovate, collaborate, and grow together. The world has changed and we change together; we are guided by ideals of collaboration amid the exchange of experiences. We set up debates focused on multiple areas of medicine, through free courses for the medical community. If the world is connected, we also choose to be!

**Website:** [www.amgs.com.br](http://www.amgs.com.br)

**Instagram:** [https://www.instagram.com/academy85\\_/](https://www.instagram.com/academy85_/)

**LinkedIn:** <https://www.linkedin.com/company/amgs-comercio-e-representacoes/about/>

**E-mail:** [amgs@amgs.com.br](mailto:amgs@amgs.com.br)

**Phone:** +55 (31) 3311-2000

**WhatsApp:** +55 (31) 93311-2001

**Address:**

428 Desembargador Jorge Fontana Street, 13º e 14º Floor Belvedere  
30.320-670 Belo Horizonte – MG, Brazil

### **ÁPICE HEALTHCARE EQUIPAMENTOS MÉDICOS HOSPITALARES LTDA BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Ápice has been on the market since 2006 marketing health equipment. In its catalogue there are the best manufacturers of digital systems for primary care radiology and mechanical ventilation equipment for life support. Currently, the company represents Konica Minolta throughout Brazil and is the exclusive reseller of Vyaire/Intermed in the state of Minas Gerais. More recently, in the year 2017, the company also offered authorized technical assistance through the creation of Agile. With specialized technicians qualified by Konica Minolta and Vyaire/Intermed, the company today offers all the necessary support to serve its customers. In addition, it has laboratories and original parts recommended or supplied by the manufacturer, on-site service or via personalized remote access.

**Website:** [www.apicehc.com.br](http://www.apicehc.com.br)

**Instagram:** <https://www.instagram.com/apicehc/>

**LinkedIn:** <https://www.linkedin.com/company/apice-health-care/>

**E-mail:** [fiscal1@sigmagestao.com.br](mailto:fiscal1@sigmagestao.com.br)

**Phone:** +55 (31) 3972-4650 / 3972-4600

**WhatsApp:** -

**Address:**

24 Sarzerdo Street, Prado  
30.411-034 Belo Horizonte – MG, Brazil

### **ASSOCIAÇÃO DE COMBATE AO CÂNCER DO BRASIL CENTRAL UBERABA**

#### **8610 -Hospital care activities**

Inaugurated in 1961, "Dr. Hélio Angotti" Hospital is a non-profit public utility, maintained by ACCBC. Its main purpose is to assist the population in the oncologic area, even carrying out campaigns with the community seeking to guide, instruct and provide early diagnosis of cancer. It is considered a reference hospital in Brazil.

**Website:** [www.helioangotti.com.br](http://www.helioangotti.com.br)

**Instagram:** [https://www.instagram.com/helioangotti\\_oficial/](https://www.instagram.com/helioangotti_oficial/)

**LinkedIn:** <https://www.linkedin.com/company/hospitalhelioangotti/>

**E-mail:** [contato@helioangotti.com.br](mailto:contato@helioangotti.com.br)

**Phone:** +55 (34) 3318-9800

**WhatsApp:** -

**Address:**

640 Governador Valadares Street  
38.065-065 Uberaba – MG, Brazil

### **ASSOCIAÇÃO FEMININA PREV COMBATE CÂNCER DE JUIZ DE FORA JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Women's Association for the Prevention and Fight against Cancer of Juiz de Fora (ASCOMCER) is a civil entity of a philanthropic and nonprofit nature, which maintains the Maria José Baeta Reis Hospital. In these 55 years all resources have been and continue to be directed to patients without aiming at profit, always seeking resources to offer all available treatments to our patients.

**Website:** [www.ascomcer.org.br](http://www.ascomcer.org.br)

**Instagram:** <https://www.instagram.com/ascomcer/>

**LinkedIn:** <https://www.linkedin.com/company/associacao-feminina-prev-combate-cancer-de-juiz-de-fora/about/>

**E-mail:** [comunicacao@ascomcer.org.br](mailto:comunicacao@ascomcer.org.br)

**Phone:** +55 (32) 3311-4000

**WhatsApp:** -

**Address:**

3500 Presidente Itamar Franco Av., Cascatinha

36.025 290 Juiz de Fora – MG, Brazil

## **ASSOCIAÇÃO MÁRIO PENNA**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Mário Penna Institute is a philanthropic health institution specializing in cancer treatment. Its structure is composed of the Mário Penna and Luxembourg hospitals, Casa de Apoio Beatriz Ferraz and the Núcleo de Ensino e Pesquisa. The Luxembourg Hospital is classified by the Ministry of Health as a High Complexity Oncology Care Centre (CACON)". The Mário Penna Institute cares for patients from over 760 municipalities in MG and is responsible for 70% of new cancer cases in Belo Horizonte and the Metropolitan Region, in addition to over 20% of all new cases of the disease in the whole state of Minas Gerais.

**Website:** [www.mariopenna.org.br](http://www.mariopenna.org.br)

**Instagram:** <https://www.instagram.com/institutomariopenna/>

**LinkedIn:** <https://www.linkedin.com/company/instituto-mario-penna/>

**E-mail:** [imprensa@mariopenna.org.br](mailto:imprensa@mariopenna.org.br)

**Phone:** +55 (31) 3330-9100

**WhatsApp:** -

**Address:**

91 Joaquim Cândido Filho Street, Luxemburgo

30.380-420 Belo Horizonte – MG, Brazil

## **ASSOCIAÇÃO MINEIRA DE REABILITAÇÃO**

### **BELO HORIZONTE**

#### **8650 -Activities of healthcare professionals, except doctors and dentists**

55 years ago, the Associação Mineira de Reabilitação (AMR) was born with a noble mission: to care for children and adolescents with physical disabilities, resulting from cerebral palsy and other syndromes and illnesses, exclusively from socially vulnerable families. In more than half a century of existence, thousands of families have been cared for free, receiving high quality care. Today, AMR is a reference in multidisciplinary motor rehabilitation care in the state of Minas Gerais, with almost 500 people from Belo Horizonte and 29 other municipalities in the metropolitan region. As a philanthropic institution, in order to keep all this structure working, AMR counts on a solidarity network. They are individuals and companies that contribute as they can: donations of money, food, labor, services, through collections at events and much more.

**Website:** [www.amr.org.br](http://www.amr.org.br)

**Instagram:** [https://www.instagram.com/amr\\_ongbh/](https://www.instagram.com/amr_ongbh/)

**LinkedIn:** <https://www.linkedin.com/company/amrbh/>

**E-mail:** [comunicacao@amr.org.br](mailto:comunicacao@amr.org.br)

**Phone:** +55 0800 72 71 347 / +55 (31) 3304-1300

**WhatsApp:** -

**Address:**

111 Prof. Otávio Coelho de Magalhães Street, Mangabeiras

30.210-300 Belo Horizonte – MG, Brazil



## ATTENDANCE ELETROMEDICINA LTDA

### BELO HORIZONTE

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Attendance was founded in 1996 to provide technical assistance for general medical equipment. In 1998 started as authorized Fresenius Medical Care. Nowadays Attendance provides solutions in water treatments since reagents until an entire plant.

**Website:** [www.aattendance.com.br](http://www.aattendance.com.br)

**Instagram:** <https://www.instagram.com/aattendance/>

**LinkedIn:** <https://www.linkedin.com/company/attendance-eletromedicina/>

**E-mail:** [website@aattendance.com.br](mailto:website@aattendance.com.br)

**Phone:** +55 (31) 3419-1300

**WhatsApp:** +55 (31) 98386-4888

#### **Address:**

910 Castelo de Sintra Street, Loja 09, Castelo

31.330-200 Belo Horizonte – MG, Brazil

## BECTON DICKINSON INDÚSTRIAS CIRÚRGICAS LTDA

### JUIZ DE FORA

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

BD is one of the largest global medical technology companies in the world and is advancing the world of health by improving medical discovery, diagnostics, and the delivery of care. The company supports the heroes on the frontlines of health care by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for health care providers. BD and its 65,000 employees have a passion and commitment to help improve patient outcomes, improve the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to better diagnose disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics. BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety, and expand access to health care. In 2017, BD welcomed C. R. Bard and its products into the BD family.

**Website:** [www.bd.com](http://www.bd.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/bd1/>

**E-mail:** -

**Phone:** +55 (32) 3229-5000 / 3229-5080

**WhatsApp:** -

#### **Address:**

273 Juscelino Kubitschek Av., Francisco Bernardino

36.081-000 Juiz de Fora – MG, Brazil

## BENEFICÊNCIA SOCIAL BOM SAMARITANO

### GOVERNADOR VALADARES

#### 8690 -Human health care activities not otherwise specified

The Beneficência Bom Samaritano, the Good Samaritan Hospital maintainer, was created in Governador Valadares on May 1, 1948, as a public utility, federal state, non-profit entity. With a clinic in the center of the city, it had in the beginning the objective of bringing comfort to the elderly, offering lodging, besides distributing food to the needy people. Today the hospital complex has 111 beds, with about four thousand five hundred attendances per month, 70% only by SUS. The Bom Samaritano Hospital still has a modern service in the sectors of cardiology, nephrology, oncology (radiotherapy and chemotherapy), ICU, surgery, obstetrics, maternity, nursery, outpatient, pharmacy, nuclear medicine, laboratory exams and medium and high complexity care.



**Website:** [www.hospitalsamaritano.org.br](http://www.hospitalsamaritano.org.br)  
**Instagram:** <https://www.instagram.com/bsbomsamaritano/>  
**LinkedIn:** -  
**E-mail:** -  
**Phone:** +55 (33) 3273-4013  
**WhatsApp:** -  
**Address:**  
 1620 Ranulfo Álvares de Almeida Street, Vila Isa  
 35.044-220 Governador Valadares – MG, Brazil

### **BIO LIFE PRODUTOS MÉDICOS HOSPITALARES LTDA**

#### **JUIZ DE FORA**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Bio Life has been working with hospital medical products in several health sectors since 2011 in the state of Minas Gerais.

**Website:** [www.biolifemg.com.br](http://www.biolifemg.com.br)  
**Instagram:** <https://www.instagram.com/biolifemg/>  
**LinkedIn:** -  
**E-mail:** [biolife@biolifemg.com.br](mailto:biolife@biolifemg.com.br)  
**Phone:** +55 (32) 3236-5272  
**WhatsApp:** -  
**Address:**  
 134 Melo Franco Street, São Mateus  
 36.026-000 Juiz de Fora – MG, Brazil

### **BIOALBRA BIOTECNOLOGIA LTDA**

#### **VICOSA**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

BioAlbra is a young biotechnology company located in Viçosa, Minas Gerais. It is located near the Federal University of Viçosa (UFV). BioAlbra was created in cooperation with the German company ImmunoTools. Our team consists of professionals trained at the best teaching and research institutions in Europe (Strasbourg Higher School of Biotechnology (ESBS) in France; German Cancer Research Center (DKFZ) and University of Heidelberg, Germany). We have extensive international experience in the field of biotechnology/oncology/molecular biology. The company's main goal is to be a partner in the Brazilian scientific development. To this end we not only maintain, but also continue to seek strong partnerships with foreign companies, producers of high-quality reagents, in order to facilitate the acquisition of foreign products. In addition, we seek partnerships with national companies, with the objective of developing Brazilian technologies and products. We keep our prices extremely competitive and hope to contribute to the scientific development in Brazil.

**Website:** [www.bioalbra.gandi.ws](http://www.bioalbra.gandi.ws)  
**Instagram:** -  
**LinkedIn:** -  
**E-mail:** [info@bioalbra.com](mailto:info@bioalbra.com)  
**Phone:** +55 (31) 9965-2551  
**WhatsApp:** -  
**Address:**  
 375 PH ROLFS Av., Centro, room 603  
 36.570-000 Viçosa – MG, Brazil

**BIOBASE INDÚSTRIA E COMÉRCIO LTDA****POUSO ALEGRE****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Founded in 2002 in Pouso Alegre/MG, Biobase's main goal is to sustain life, dedicating itself to recovering the health of patients throughout the country. Biobase uses state-of-the-art technologies in the industrialization of disposable products for medicine, with emphasis on venous lines, nutrition, probes, catheters, among others. Combining innovative solutions, efficiency and excellence in health care makes Biobase a reference in disposable products for nutrition and medicine, being also sustainable and profitable for the environment.

**Website:** [www.biobase.ind.br](http://www.biobase.ind.br)

**Instagram:** <https://www.instagram.com/biobaseind/>

**LinkedIn:** -

**E-mail:** [vendas@biobase.ind.br](mailto:vendas@biobase.ind.br)

**Phone:** +55 (35) 3427-7000

**WhatsApp:** +55 (35) 99907-0279

**Address:**

80 dos Oitis Street, Distrito Industrial  
37.556-836 Pouso Alegre – MG, Brazil

**BIOCELL BIOTECNOLOGIA E REPRESENTAÇÕES LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

BIOCELL BIOTECHNOLOGY is a company recently established to serve the Molecular Biology and Clinical Laboratory and Veterinary Diagnosis market, located in the city of Belo Horizonte – MG. We commercialize products for Molecular Biology (PCR and qPCR kits), probes/primers and oligonucleotides, reagents and routine chemical products, consumables, and basic laboratory equipment.

**Website:** [www.biocellbio.com.br](http://www.biocellbio.com.br)

**Instagram:** <https://www.instagram.com/biocellbiotec/>

**LinkedIn:** <https://www.linkedin.com/in/biocell-biotecnologia-074173194/>

**E-mail:** [comercial@biocellbio.com.br](mailto:comercial@biocellbio.com.br)

**Phone:** +55 (31) 2526-6111

**WhatsApp:** -

**Address:**

161 Santos Street, Background, Nova Suíssa  
30.421-318 Belo Horizonte – MG, Brazil

**BIOMA CIENTÍFICA EIRELI****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

BIOMA CIENTÍFICA started its activities on May 1<sup>st</sup>, 2006, having as main objectives the support and sale of laboratory equipment, inputs, and reagents, in addition to providing services in maintenance of various types of laboratory equipment. Currently, we count on highly qualified professionals in the sales area with degrees in Biology and post-graduation in Molecular Biology and Biotechnology, meeting the diverse needs of the domestic national market. Our team of professionals is continuously trained, aiming at full service to science, following ethical principles, sustainability, and respect for the human being.

**Website:** [www.biomacientifica.com.br](http://www.biomacientifica.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/bioma-cientifica/>

**E-mail:** [bioma@biomacientifica.com.br](mailto:bioma@biomacientifica.com.br)

**Phone:** +55 (31) 3485-6319 / 99973-9386

**WhatsApp: -****Address:**

307 Ernesto Austin Street, Boa Vista  
31.060-430 Belo Horizonte – MG, Brazil

**BIOMEDICAL PRODUTOS CIENTÍFICOS MÉDICOS E HOSPITALARES****BELO HORIZONTE****4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

Biomedical is a genuine Brazilian company, which operates with high standards of quality and technology in the medical products sector. It was founded on 18 October 1984 with a commitment to seek new technologies and medical specialties in the areas of Interventional Cardiology, Vascular and Endovascular Surgery, General Surgery, Cardiovascular Surgery, and Interventional Radiology. Today we operate throughout the country, through a wide network of technical salespeople, commercial representatives, and distributors, located in the main cities of Brazil. Our headquarters is located in Belo Horizonte/MG and we have branches in the cities of São Paulo/SP, Rio de Janeiro/RJ, Curitiba/PR, Recife/PE, and Porto Alegre/RS. We work with the main world leaders in technology in the health segment, such as Getinge (Atrium Medical), Philips (Spectranetics), Brady (Precision Dynamics Corporation), Lucas Medical, among others, selecting only the best products with the highest standard of quality to better serve you.

**Website:** [www.biomedical.com.br](http://www.biomedical.com.br)

**Instagram:** <https://www.instagram.com/biomedicalprodmedicos/>

**LinkedIn:** <https://www.linkedin.com/company/biomedical-produtos-ltda/>

**E-mail:** [brasil@biomedical.com.br](mailto:brasil@biomedical.com.br)

**Phone:** +55 (31) 2129-4000

**WhatsApp: -****Address:**

208 Jaceguai Street, 14<sup>th</sup> Floor, Prado  
30.411-040 Belo Horizonte – MG, Brazil

**BIOSUT LTDA****NOVA LIMA****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 1994, BIOSUT is committed to continuously seeking the improvement of its products and services, seeking to exceed the expectations of its customers through the permanent evolution of its technical and managerial staff, compliance with the requirements of good manufacturing practices and the implementation of Brazilian quality standards.

**Website:** [www.biosut.com.br](http://www.biosut.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [vendas@biosut.com.br](mailto:vendas@biosut.com.br) / [sac@biosut.com.br](mailto:sac@biosut.com.br)

**Phone:** +55 (31) 3481-4050

**WhatsApp: -****Address:**

384 Niágara Av., Jardim Canadá  
34.007-652 Nova Lima – MG, Brazil

## BIOTRON EQUIPAMENTOS MÉDICOS EIRELI

### SANTA RITA DO SAPUCAÍ

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

BIOTRON is a technology-based company that develops solutions and manufactures technological equipment for the dental and electromedical market. Its philosophy and foundations of the company are 'QUALITY, TECHNOLOGY and INNOVATION' practices. These pillars that support the company's decisions are also the great differentials of its products. It has technological innovation as a competitive advantage and differential in its market of operation. Since the beginning of its activities, it has clients all over Brazil and the brand established in its market of operation.

**Website:** [www.biotron.com.br](http://www.biotron.com.br)

**Instagram:** <https://www.instagram.com/biotronequipamentos/>

**LinkedIn:** <https://www.linkedin.com/company/biotron-equipamentos-medicos/>

**E-mail:** [falecom@biotron.com.br](mailto:falecom@biotron.com.br)

**Phone:** +55 (35) 3473-7000

**WhatsApp:** -

**Address:**

278 Abraão Elias Kallas Street, Monte Líbano  
37.540-000 Santa Rita do Sapucaí – MG, Brazil

## CENTRO AUDIOVISÃO LTDA

### BELO HORIZONTE

#### 4773 -Retail sale of medical and orthopedic articles

Focused on speech therapists and end users, the Audiovision Centre is the representative of Puretone hearing aids and GSI audiological equipment throughout the country, thus once again establishing its commitment to quality and the best care, always present throughout its history. Puretone is a British company founded in 1976, which manufactures high-quality hearing aids. Always at the forefront of technological breakthroughs, Puretone produces a complete range of hearing aids at its Rochester facility by a select team of dedicated professionals.

**Website:** [www.centroaudiovisao.com.br](http://www.centroaudiovisao.com.br)

**Instagram:** <https://www.instagram.com/centroaudiovisao/>

**LinkedIn:** -

**E-mail:** [contato@centroaudiovisao.com.br](mailto:contato@centroaudiovisao.com.br)

**Phone:** +55 (31) 3226-8877

**WhatsApp:** +55 (31) 99744-6719

**Address:**

867 Afonso Pena Av., Centro, Building Acaiaca, overlay 23  
30.130-002 Belo Horizonte – MG, Brazil

## CEPALAB LABORATÓRIOS LTDA

### SÃO JOSÉ DA LAPA

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

CEPALAB is a company specialized in the marketing of health products with experience in the market since 1998. We supply our own product lines for the pharmaceutical and diagnostic medicine sectors. We have more than 20,000 business partners throughout the country and a national distribution network. The new headquarters of CEPALAB, located in São José da Lapa, in the Metropolitan Region of Belo Horizonte, has a central distribution office, with a wide and modern structure. Our mission is to market quality items, following strict scientific criteria so that our partners have in hand the best products that meet the needs of their consumers, contributing to their health and well-being.

**Website:** [www.cepallab.com.br](http://www.cepallab.com.br)

**Instagram:** <https://www.instagram.com/cepallab/>

**LinkedIn:** -

**E-mail:** atendimento.cliente@cepalab.com.br

**Phone:** +55 (31) 3486-1771

**WhatsApp:** -

**Address:**

104 Gov. Valadares Street, Chácaras Reunidas São Vicente  
33.350-000 São José da Lapa – MG, Brazil

### **CMOS DRAKE DO NORDESTE S.A**

**NOVA LIMA**

**2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Since 1989 CMOS DRAKE has been working to save lives. Specialized in technological innovation, it offers the safest and most effective medical equipment. It is a pioneer in the production of the Automatic External Defibrillator, the DEA, in all Latin America, and it is a reference in the market due to the high survival rate that the products offer.

**Website:** www.cmosdrake.com.br

**Instagram:** <https://www.instagram.com/cmos.drake/>

**LinkedIn:** <https://www.linkedin.com/company/cmos-drake/>

**E-mail:** -

**Phone:** +55 (31) 4042-7743

**WhatsApp:** -

**Address:**

600 Regent Av., Alphaville Comercial  
Nova Lima – MG, Brazil

### **COMÉRCIO E INDÚSTRIA OPTICA TAVARES LTDA**

**BELO HORIZONTE**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

In the market for 25 years, Laboratório Tavares is a reference in ophthalmic lenses and optical solutions in Brazil. We are a company in constant improvement of services and products to bring the best experience for you, customer Tavares.

**Website:** www.laboratoriotavares.com.br

**Instagram:** <https://www.instagram.com/laboratoriotavares/>

**LinkedIn:** <https://www.linkedin.com/company/laboratorio-otico-tavares/>

**E-mail:** -

**Phone:** +55 (31) 3064-6430

**WhatsApp:** -

**Address:**

120 Turiassu Street, São Geraldo  
31.050-760 Belo Horizonte – MG, Brazil

### **COMPASS DIAGNÓSTICO, PLANEJAMENTO E PROTOTIPAGEM ODONTO**

**BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

Compass has over 15 solutions developed with exclusive technology for the specialties of Orthodontics, Implant Dentistry, Face Surgery and Prostheses. Our products and services seek to transform the business by providing the most modern solutions for dentists and patients. We operate all over Brazil, some countries abroad and we are expanding. Innovation is in our DNA, as well as precision in the results of all our dental treatments. We collaborate with the rise of Digital Dentistry, offering high quality results. We guarantee the well-being of the patient and the most assertive advice to dental health professionals.

**Website:** [www.compass3d.com.br](http://www.compass3d.com.br)

**Instagram:** <https://www.instagram.com/compasscomvoce/>

**LinkedIn:** <https://www.linkedin.com/company/compass3d/>

**E-mail:** -

**Phone:** +55 (31) 3221-7095 / 0800 601 7277

**WhatsApp:** -

**Address:**

161 Carandaí Av., 2º Floor, Funcionários

30.130-060 Belo Horizonte – MG, Brazil

## **CONTOURLINE EQUIPAMENTOS MÉDICOS E ESTÉTICOS LTDA**

### **SETE LAGOAS**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Our companies offer the healthcare market a wide range of solutions in various segments, with internationally recognized cutting-edge technology. We act directly with the commitment to generate prosperous and sustainable business to ensure full satisfaction to our customers and partners. We offer solutions ranging from systems for the care of critically ill patients, through technological innovations in the area of molecular diagnostics and rapid tests, to electromedical equipment aimed at aesthetic medicine.

**Website:** [www.contourline.com.br](http://www.contourline.com.br)

**Instagram:** <https://www.instagram.com/grupocontourline/>

**LinkedIn:** <https://www.linkedin.com/company/grupo-contourline/>

**E-mail:** [comercial@contourline.com.br](mailto:comercial@contourline.com.br)

**Phone:** +55 (31) 3026-2265

**WhatsApp:** -

**Address:**

1066 Pedra Grande Street, São Dimas

35.700-231 Sete Lagoas – MG, Brazil

## **DATAMED LTDA**

### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Datamed is a Brazilian company with headquarters in Belo Horizonte. Specializing in the sale of equipment for labor and health, Datamed has its own headquarters with an area of 3,500 square meters and counts on technical assistance, an exclusive pipette lab, equipment showroom and auditorium for training. In addition, it has a unit in São Paulo, capable of commercial activities and also of technical assistance. In order to always guarantee the best service, Datamed has at its customers' disposal: technical team, managers and specialists of qualified products constantly trained by the manufacturer, commercial and specialized import team, capable of assertively serving the most diverse segments in the Brazilian market, always providing the best solutions in high technology equipment to its customers. Datamed's goal is to serve the Brazilian market with excellence, therefore it pre-selects suppliers that have technical qualifications, certifications and state-of-the-art technology that are able to meet the growing demand of its customers, thus ensuring the quality of equipment and services. We have partnerships with renowned national and international manufacturers such as: Thermo Scientific and Fanem, ensuring a broad portfolio of products and services available to the Brazilian market.

**Website:** [www.datamedweb.com.br](http://www.datamedweb.com.br)

**Instagram:** <https://www.instagram.com/datamedweb/>

**LinkedIn:** <https://www.linkedin.com/company/datamed-ltda/>

**E-mail:** -

**Phone:** +55 (31) 2102-9000

**WhatsApp:** +55 (31) 98465-1848

**Address:**

200 José Claudio Sanches Street, Califórnia  
30.855-445 Belo Horizonte – MG, Brazil

### **DEFIBVET INDÚSTRIA E COMÉRCIO LTDA**

#### **NOVA LIMA**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Defibvet is the first and only Brazilian industry to manufacture a defibrillator dedicated to the veterinary area. Besides its own line of equipment for monitoring and treatment of disabilities, it sells a line of equipment from partner companies for support and performance in Offices, Clinics and Veterinary Hospitals.

**Website:** [www.defibvet.com.br/defibvet](http://www.defibvet.com.br/defibvet)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/in/defibvet-ind%C3%BAstria-86213b13b/>

**E-mail:** [sac@defibvet.com.br](mailto:sac@defibvet.com.br)

**Phone:** +55 (31) 99714-5789

**WhatsApp:** -

**Address:**

255 Regent Av., Alphaville

34.000-000 Nova Lima – MG, Brazil

### **DENTAL CREMER PRODUTOS ODONTOLÓGICOS S.A.**

#### **ITAPEVA**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

The first one-stop shop in dentistry. We are the largest distributor of dental materials in Latin America. We serve over 70 thousand professionals throughout the country, with a portfolio of 40 thousand items for all specialties. Purchases can be made by 0800 727 7565 or 24 hours a day and 7 days a week through the virtual shop [dentalcremer.com.br](http://dentalcremer.com.br).

- 70 thousand professionals served all over Brazil;
- 40 thousand items among products and services for all specialties;
- E-bit Diamond Virtual Store - among the best in the country;
- Award “ReclameAQUI” 2015 and 2018 - the dental with the best service in the country;
- Exclusive sales channels for dental and prosthetic students.

**Website:** [www.dentalcremer.com.br](http://www.dentalcremer.com.br)

**Instagram:** <https://www.instagram.com/dentalcremer/>

**LinkedIn:** <https://www.linkedin.com/company/dental-cremer/>

**E-mail:** -

**Phone:** 0800 727 7565

**WhatsApp:** -

**Address:**

03 das Indústrias Antônio Conrado de Oliveira Av., Shed 03, Distrito Industrial

37.655-000 Itapeva – MG

### **DENTEMED EQUIPAMENTOS ODONTOLÓGICOS LTDA**

#### **BELO HORIZONTE**

#### **4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

DENTEMED is an industry of dental offices and all dental equipment, pioneer and unique in the state of Minas Gerais. Founded in 2004 and acting in the national market in the public and private sector, DENTEMED has obtained great success for the seriousness, punctuality, and quality of its products, carrying out a continuous research work for better quality products that meet the market needs. It serves Dental Clinics, Dental Health Cooperatives and Liberal Professionals linked to the area of



Dentistry, providing equipment with the highest standard of technology and has today more than 15,000 units installed.

**Website:** [www.dentemed.com.br](http://www.dentemed.com.br)

**Instagram:** <https://www.instagram.com/dentemedbrasil/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3374-6768

**WhatsApp:** -

**Address:**

136 Antonio Gravatá Street, A, Betânia  
30.570-040 Belo Horizonte – MG, Brazil

### **DIAGNO SOLUÇÕES EM DIAGNÓSTICO LTDA**

#### **BELO HORIZONTE**

#### **2123 -Manufacture of pharmaceutical preparations**

Diagno Soluções em Diagnóstico has been present in Brazil since 1996, producing reagents and hematological controls, under license from Diagon, Hungarian industry, with quality and reliability already recognized and proven worldwide. Based on one of our core values, innovation, we have developed the Icounter Line, the first 100% national line of hematological analyzers. Currently, our operational and administrative lines work in the modern facilities of its main building, located in Belo Horizonte. With a constructed area of 3,400 m<sup>2</sup>, we are able to efficiently and quality serve the entire national and Latin American market. Ethics, innovation, quality, commitment, flexibility, and social responsibility are our greatest values and guide our work. This is Diagno, a company in constant renewal and development, where quality guides its steps. Throughout many years of work and dedication, our customers, suppliers, and employees have established themselves as reliable partners. The result of this relationship is a strong bond that goes far beyond the commercial.

**Website:** [www.diagno.ind.br](http://www.diagno.ind.br)

**Instagram:** <https://www.instagram.com/diagnobrasil/>

**LinkedIn:** <https://www.linkedin.com/company/diagno-brasil/>

**E-mail:** [atendimento@diagno.ind.br](mailto:atendimento@diagno.ind.br)

**Phone:** +55 (31) 3489-5100

**WhatsApp:** -

**Address:**

787 Joaquim José Diniz Av., Fernão Dias  
31.910-520 Belo Horizonte – MG, Brazil

### **DIAMED LATINO AMÉRICA S.A**

#### **LAGOA SANTA**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

DiaMed Latin America works in the manufacture and marketing of products for in vitro diagnosis, acting in several areas, including immunohematology, hematology, hemostasis, and serology of infectious diseases, serving blood banks and clinical laboratories. With a modern factory installed in Lagoa Santa – MG, DiaMed Latin America is in total harmony with DiaMed-AG/Switzerland, a company recognized worldwide for the excellent quality standard and revolutionary character of its products and services.

**Website:** [www.diamed.com.br/cmi/pagina.aspx?64](http://www.diamed.com.br/cmi/pagina.aspx?64)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/diamed-latino-am-rica/>

**E-mail:** -

**Phone:** +55 (31) 3689-6600

**WhatsApp:** -

**Address:**



120 Alfredo Albano Costa Street, Distrito Industrial Genesco A. de Oliveira  
33.400-000 Lagoa Santa – MG, Brazil

### **DIMAVE EQUIPAMENTOS MÉDICOS LTDA**

#### **BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

For more than 20 years in the market, DIMAVE has been consolidating itself as the solution in the supply of accessories for medical equipment, acting on the entire line of cardiac monitors, cardioverters, and defibrillators. It is strongly involved in the distribution of LIFEPAK® Cardioverters / Defibrillators and DEA (Automatic External Defibrillators), from Physio-Control Inc., the world's leading provider of professional medical emergency response solutions that anticipate or intervene in life-threatening emergencies.

**Website:** [www.dimave.com.br](http://www.dimave.com.br)

**Instagram:** <https://www.instagram.com/dimavemg/>

**LinkedIn:** <https://www.linkedin.com/company/dimavemg/>

**E-mail:** -

**Phone:** +55 (31) 3297-2575

**WhatsApp:** +55 (31) 3297-2575

**Address:**

3117 Raja Gabaglia Av., Complex 417  
30.350-540 Belo Horizonte – MG, Brazil

### **DROGARIA ARAÚJO S A**

#### **BELO HORIZONTE**

**4771 -Retail trade of pharmaceutical products for human and veterinary use**

Drogaria Araujo is the largest drugstore network in Minas Gerais, the 5<sup>th</sup> largest in the country and is synonymous with trust and convenience! Its history began in 1906 in Belo Horizonte, a history of pioneering, innovation and commitment to the customer. The first 24 hours on duty in Belo Horizonte, the first telemarketing, the first drugstore in the country with drive thru service, the first in the drugstore model. Today, we have more than 240 shops spread throughout Minas Gerais (the capital and 35 other cities in the countryside) and when it comes to innovation in services that make the lives of our employees, customers, and partners even better, Araujo is ahead.

**Website:** [www.araujo.com.br](http://www.araujo.com.br)

**Instagram:** <https://www.instagram.com/drogariaaraujo/>

**LinkedIn:** <https://www.linkedin.com/company/drogaria-araujo-s-a/>

**E-mail:** -

**Phone:** +55 (31) 3270-5000 / 0300.313.1010

**WhatsApp:** -

**Address:**

327 Curitiba Street, Centro  
30.170-120 Belo Horizonte – MG, Brazil

### **EBIO ANALÍTICA LTDA**

#### **BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Ebio Analítica is a company with more than 19 years in the market that counts on an experienced team sales and application support. We sell equipment and consumables to laboratories of the best brands in the market and provide quality analytical and technical support to our customers.

**Website:** [www.ebioanalitica.com.br](http://www.ebioanalitica.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/e-bio-analitica/about/>

**E-mail:** contato@ebioanalitica.com.br

**Phone:** +55 (31) 3488-3368

**WhatsApp:** -

**Address:**

925 Sergipe Street, room 1301, Savassi  
30.130-171 Belo Horizonte – MG, Brazil

### **EASY EQUIPAMENTOS ODONTOLÓGICOS LTDA.**

#### **BELO HORIZONTE**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Easy Equipamentos Odontológicos is a 100% Brazilian company, founded in 1999 by a dentist, with the technical support of a select group of endodontists eager to create an independence from foreign quality products. The company develops and produces dental equipment and supplies for endodontics, being a reference in quality and innovation. With a highly qualified technical team and a high-level optimized physical structure, strictly within international standards, our company is positioned with the major manufacturers of endodontic products worldwide.

**Website:** www.easy.odo.br

**Instagram:** https://www.instagram.com/easyequip/

**LinkedIn:** -

**E-mail:** sac@easy.odo.br

**Phone:** +55 (31) 3328-5550 / 99811-1277

**WhatsApp:** -

**Address:**

230 Barão de Paraopeba Street, Bairro Jardinópolis  
30.532-150 Belo Horizonte – MG, Brazil

### **ECO DIAGNÓSTICA LTDA**

#### **CORINTO**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ECO Diagnóstica is a Brazilian company, headquartered in Nova Lima, MG - Brazil, which offers high quality products and technology for the market of medical diagnosis, veterinary, food safety, among others. The ECO Diagnóstica team is made up of multidisciplinary professionals, with experience acquired over the years in the area.

**Website:** www.ecodiagnostica.com.br

**Instagram:** https://www.instagram.com/ecodiag/

**LinkedIn:** https://www.linkedin.com/company/eco-diagn%C3%B3stica/

**E-mail:** vendas@ecodiagnostica.com.br

**Phone:** +55 (31) 3653-2025

**WhatsApp:** -

**Address:**

1338 das Acácias Street, SL. 906, Vale do Sereno  
34.006-003 Nova Lima – MG, Brazil

### **EMBRYO DO BRASIL LTDA**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

After more than 10 years of friendship, 3 friends decided to combine their knowledge in administration and commercial management, with their experiences in the area of endovascular and minimally invasive procedures, thus acquiring EMBRYO and constituting its Branch in Belo Horizonte to serve the entire State of Minas Gerais. Today, EMBRYO is entirely dedicated to the vascular and endovascular area and ultrasound, distributing in the State of Minas Gerais the products of W.L. GORE & Associates Inc and

Mindray Medical International Limited, companies recognized worldwide for their high standard of quality in everything they produce. Its main customers are public and private hospitals throughout the state, serving renowned surgeons nationally and internationally. EMBRYO has a highly qualified team, both internal collaborators and Qualified and Trained Clinical Specialists by our suppliers, in what is most modern in endovascular and minimally invasive procedures. We provide URGENT care 24 hours a day, including weekends and holidays. EMBRYO proposes to maintain an image as a supplier of products and services of high quality, safety, and punctuality, meeting the needs and expectations of its customers. Always maintain an ethical and responsible commitment, promoting an integration among management, employees, suppliers, and customers aiming at their consolidation in the market.

**Website:** [www.embryodobrasil.com.br](http://www.embryodobrasil.com.br)

**Instagram:** <https://www.instagram.com/embryodobrasil/>

**LinkedIn:** <https://www.linkedin.com/in/embryo-do-brasil-7289121a0/>

**E-mail:** [embryo@embryodobrasil.com.br](mailto:embryo@embryodobrasil.com.br)

**Phone:** +55 (31) 2551-0304

**WhatsApp:** -

**Address:**

4500 Barão Homem de Melo Av., Estoril  
30.494-270 Belo Horizonte – MG, Brazil

### **ENDOBRAX COMÉRCIO, IMPORTAÇÃO E EXPORTAÇÃO DE EQUIPAMEN BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Idealized to attend the demanding market of hospital medical equipment, Endobrax is a reference in its area of operation, for the quality, agility and guarantee of its products and services. We have a line of products from renowned suppliers in the areas of Flexible Endoscopy, ENT, Gynecology, Video Surgery, Cardiology, Anesthesiology, Proctology, Urology, and Intensive Care. Our representatives are state of the art companies in their home countries, supplying high technology and quality products to the whole world. The price policy practiced by Endobrax makes it possible to have such products in the Brazilian market with great cost-benefit relation, placing us today in the position of the most competitive company in the market we operate. We have a modern and complete laboratory for maintenance of all products sold by ENDOBRAX. We also offer solutions in repairing equipment of other brands, always in accordance with the criteria adopted by manufacturers. We also have a team of Engineers and Technicians trained and recycled periodically, always updated and prepared to ensure satisfaction to our customers. Our sales and telemarketing team is always at the customer's disposal to fully meet the requests made. Our salespeople are continuously trained to help you clarify doubts and facilitate the purchase processes.

**Website:** [www.endobrax.com.br](http://www.endobrax.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/endobrax-comercio-importacao-e-exportacao-de-equipamentos-medicos/about>

**E-mail:** -

**Phone:** +55 (31) 3222-0863

**WhatsApp:** -

**Address:**

105 Bernardino Theodoro da Silva Street, room 6, Estoril  
30.494-300 Belo Horizonte – MG, Brazil

### **ERBA DIAGNOSTICS BRAZIL, PRODUÇÃO E DISTRIBUIÇÃO DE PRODUTOS MÉDICOS EIRELI CONTAGEM**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

We are a company of the Erba Mannheim Group, originally founded in India and now with operations in more than 100 countries, with several factories and R&D Centers in Asia, Europe, and the United

States. We are now in Brazil to offer the world's recognized IVD solutions with high quality diagnostic equipment and reagents at affordable prices. We work with semi and fully automated solutions in Clinical Chemistry, Hematology, Hemostasis, Urinalysis, and Immunology, which optimize laboratory routines, offering safe and fast diagnosis. We have a specialized technical team, prepared to provide the best service, and ensure that the right solutions are presented for each type of laboratory. Our teams from various countries and cultures collaborate tirelessly to meet the growing need for improved health solutions, working towards our greatest goal: building a healthier future for our world.

**Website:** [www.erbabrasil.com.br](http://www.erbabrasil.com.br)

**Instagram:** [https://www.instagram.com/erba\\_brasil/](https://www.instagram.com/erba_brasil/)

**LinkedIn:** <https://www.linkedin.com/company/erbabrasil/>

**E-mail:** [contato-brasil@erbamannheim.com](mailto:contato-brasil@erbamannheim.com) / [brazilsales@erbamannheim.com](mailto:brazilsales@erbamannheim.com)

**Phone:** +55 (31) 99837-8405

**WhatsApp:** -

**Address:**

33a Chopin Street, Mezzanine 3, room 4, Neighborhood Chácaras Reunidas - Santa Therezinha  
32.150-340 Contagem – MG, Brazil

## **EUROFEEDBACK BRASIL INDÚSTRIA E COMÉRCIO LTDA**

### **SANTA RITA DO SAPUCAÍ**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Eurofeedback, a French company specializing in pulsed light equipment, was founded in 1989. It operates in the manufacture of equipment for the military and space area. In 1994, they developed new lines in the medical and aesthetic sectors, combining high levels of performance and quality, ease of use and affordable value. In fact, Eurofeedback has shown its will through the development and manufacture of its products in France, aiming at constant innovation and excellence. In just a few years it has become an unavoidable European manufacturer of flash and IPL equipment, revolutionizing phototherapy. And today it occupies a prominent place on the global stage among manufacturers of medical and aesthetic equipment.

**Website:** [www.innatis.com.br](http://www.innatis.com.br)

**Instagram:** <https://www.instagram.com/eurofeedback/>

**LinkedIn:** <https://www.linkedin.com/company/eurofeedback-brasil-industria-comercio-importacao-e-exportacao-de-produtos-medicos-hospitalares-e-od/>

**E-mail:** [contato@innatis.com.br](mailto:contato@innatis.com.br)

**Phone:** +55 (11) 5641-0111

**WhatsApp:** -

**Address:**

835 José Pinto Vilela Street  
37.540-000 Santa Rita do Sapucaí – MG, Brazil

## **FERRARA OPHTHALMICS LTDA**

### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Created in 1999, Ferrara Ophthalmics distributes the Ferrara Ring segments and gives all the scientific support to Doctors who wish to know or update themselves in the treatment of the patient with keratoconus. There are several Courses and Symposia held in Belo Horizonte, in the partner clinics besides the constant participation in the main national and international meetings focusing on the previous segment.

**Website:** [www.ferrararing.com.br](http://www.ferrararing.com.br)

**Instagram:** <https://www.instagram.com/ferrara.ring/>

**LinkedIn:** <https://www.linkedin.com/company/ferrara-ophthalmics-ltda-/about/>

**E-mail:** [contato@ferrararing.com.br](mailto:contato@ferrararing.com.br)

**Phone:** +55 (31) 3223-3108

**WhatsApp:** -

**Address:**

1642 Maranhão Street, 1º Floor, Funcionários  
34.580-530 Belo Horizonte – MG, Brazil

### **FOCO VET - DISTRIBUIDORA VETERINÁRIA LTDA**

**BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

We are a company dedicated to the veterinary doctor and his needs. We offer the most modern, practical, and effective for the veterinary diagnosis sector and animal health.

**Website:** [www.focovet.com.br](http://www.focovet.com.br)

**Instagram:** <https://www.instagram.com/focovet/>

**LinkedIn:** <https://www.linkedin.com/company/foco-vet-distribuidora/>

**E-mail:** -

**Phone:** +55 (31) 3309-9262

**WhatsApp:** -

**Address:**

166 Itanhandu Street, Carlos Prates  
30.710-500 Belo Horizonte – MG, Brazil

### **FUND CENTRO HEMATOLOGIA E HEMOTERAPIA DE MINAS GERAIS**

**BELO HORIZONTE**

**8640 -Complementary diagnostic and therapeutic service activities**

Established on December 26, 1989, through Law No. 10,057, the Minas Gerais Hematology and Hemotherapy Center Foundation (Hemominas), with its own legal personality, under public law, is linked to the Minas Gerais Secretary of State for Health (SES-MG) and aims to ensure unity of command and direction of state policies on hematology and hemotherapy, ensuring the population the supply of quality blood and blood products. With origins dating back to January 10, 1985, with the creation of the Center of Hematology and Hemotherapy of Minas Gerais, a unit then subordinated to the Fundação Hospitalar do Estado de Minas Gerais (Fhemig), the Hemominas Foundation follows the technical and legal guidelines of the Ministry of Health and the National Health Surveillance Agency (ANVISA). The Hemominas Foundation develops activities in the areas of service provision, medical assistance, teaching, research, technological development, production, quality control and health education.

**Website:** [www.hemominas.mg.gov.br](http://www.hemominas.mg.gov.br)

**Instagram:** <https://www.instagram.com/hemominas/>

**LinkedIn:** <https://www.linkedin.com/company/funda%C3%A7%C3%A3o-hemominas/>

**E-mail:** -

**Phone:** +55 (31) 3768-7450

**WhatsApp:** -

**Address:**

882 Grão Pará Street, Funcionários  
30.150-341 Belo Horizonte – MG, Brazil

### **FUNDAÇÃO CRISTIANO VARELLA**

**MURIAÉ**

**8610 -Hospital care activities**

Created in memory of Cristiano Ferreira Varella, son of entrepreneur and politician Lael Vieira Varella, the Cristiano Varella Foundation has an area of more than 115,000 m<sup>2</sup> and was set up on 4 September 1995. Today it operates in three segments, health, with the Muriaé Cancer Hospital, and communication and culture with Rede Atividade, formed by TV and radio AM and FM and Memorial. With the Mission

of "Fighting cancer by valuing life," Muriaé Cancer Hospital began its activities 13 years ago, already accredited as a High Complexity Oncology Assistance Center (CACON) by the Ministry of Health. With the responsibility of caring for patients who come from the more than 270 municipalities of Minas Gerais, as well as from other states, Hospital do Câncer de Muriaé's vision is "to be a national center of excellence in the fight against cancer, standing out for its sustainability and quality" and this means much more than the fight against the disease; we believe in our institution, that the cure of cancer is not the only achievement that our patient deserves, he also deserves, and much, quality of life, so we have hired the best professionals and acquired the best equipment to offer excellent treatment and humanization to those who come to us. As one of our values is equity in care, we offer our SUS patients - who reach 93% - the same quality and services that patients with an agreement or privately. We also believe that prevention and early diagnosis are our greatest allies in this battle against time and with this we offer the population a Mobile Campaign for Prevention and Early Diagnosis of Cancer that travels, with a mammography cart and office bus, throughout the interior of Minas Gerais performing mammography, Pap smear, PSA, and dermatological exams, in 2015 alone there were more than 34 thousand participants.

**Website:** [www.fcv.org.br](http://www.fcv.org.br)

**Instagram:** <https://www.instagram.com/hospitaldocancerdemuriae/>

**LinkedIn:** <https://www.linkedin.com/company/funda-o-cristiano-varella/>

**E-mail:** -

**Phone:** +55 (32) 3729-7000

**WhatsApp:** -

**Address:**

555 Cristiano Ferreira Varela Av., Bairro Universitário  
36.888-233 Muriaé – MG, Brazil

## **FUNDAÇÃO DE ASSISTÊNCIA ESTUDO E PESQUISA DE UBERLÂNDIA**

### **8610 -Hospital care activities**

The Foundation of Assistance, Study and Research of Uberlândia (FAEPU) is a Foundation with legal personality of private law, beneficent, non-profit, cultural, educational and assistance, with administrative, financial, and patrimonial autonomy, in accordance with its Statute and relevant legislation.

**Website:** [www.faepu.org.br](http://www.faepu.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/faepu/>

**E-mail:** -

**Phone:** +55 (34) 3218-2526 / 3218-2522

**WhatsApp:** -

**Address:**

1154 Pedro Quirino da Silva Street, Bairro Umuarama  
38.405-323 Uberlândia – MG, Brazil

## **FUNDAÇÃO DE ENSINO E PESQUISA DE UBERABA**

### **8660 -Health management support activities**

The Uberaba Teaching and Research Foundation - FUNEPU is a non-profit, philanthropic entity with legal personality under private law. Founded in 1982 with the objectives of supporting teaching, research, and university extension at the Federal University of the Triângulo Mineiro - UFTM, promoting research, carrying out financial management of projects in the areas of teaching, research and extension and Human Resources. The Foundation has more than 30 years of experience in the areas of human resources management, management of selection processes, having promoted the selection of more than 4,000 people, for the areas of health, teaching and research. Provision of health care services with



social responsibility generating scientific knowledge, promoting technological innovation and social development. Currently FUNEPU has expanded its services and offers language courses by FUNEPU Educational; Attention and worker health services through CAST - Center for Attention and Worker Health; publications of books in small scales with the Seal of Ideas Catapult; Management of Competitions and Selection Processes for the public and private sectors.

**Website:** [www.funepu.com.br](http://www.funepu.com.br)

**Instagram:** <https://www.instagram.com/funepu/>

**LinkedIn:** <https://www.linkedin.com/company/funepu/>

**E-mail:** [funepu@funepu.com.br](mailto:funepu@funepu.com.br)

**Phone:** +55 (34) 3319-7600 / 3319-7631

**WhatsApp:** -

**Address:**

211 Conde De Prados Street

38.025-260 Uberaba – MG, Brazil

## **FUNDAÇÃO DE SAÚDE DILSON DE QUADROS GODINHO**

### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The Dilson de Quadros Godinho Health Foundation was established in 1995. It is a civil, philanthropic, and beneficent entity, without lucrative purpose, which as stated in article 3 of its statute aims to "provide integral health care to those who seek its services, without distinction of any kind, mainly in the area of Oncology and Nephrology; cooperate with education and instruction and promote community health and preventive medicine". In 2006 the institution in a concrete way took over the medical care in health when it created the Dilson Godinho Hospital, thus completing its health objectives in the North of Minas Gerais. The Dilson de Quadros Godinho Health Foundation offers services of high complexity in the most varied medical specializations such as: Nephrology High Complexity Assistance Unit and Adult Intensive Care Unit, accredited as type II by the Ministry of Health; Cardiovascular, Vascular and Interventional Cardiology Procedures High Complexity Assistance Unit; Nutritional Therapy and Oncology High Complexity Assistance Unit (UNACONI), composed of the services of Chemotherapy, Radiotherapy, Oncological Surgery and Hematology. More recently it was accredited by the Ministry of Health to perform High Complexity procedures in Cochlear Implants. Currently, services are provided in the following areas: Allergology, Anesthesiology, Angiology, Cardiology, Cardiac Surgery, Vascular Cardiac Surgery, General Surgery, Pediatric Surgery, Plastic Surgery, Thoracic Surgery, Video Surgeries, Medical Clinic, Dermatology, Endocrinology, Physiotherapy, Speech therapy, Gastroenterology, Gynecology and Obstetrics, Hematology, Nephrology, Neurology and Neurosurgery, Ophthalmology, Oncology, Orthopedics and Traumatology, Otorhinolaryngology, Pediatrics, Pneumology, Proctology, Psychology, Rheumatology and Urology.

**Website:** [www.fundacaodilsongodinho.org.br](http://www.fundacaodilsongodinho.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hospital-dilson-godinho/about/>

**E-mail:** [contato@fundacaodilsongodinho.org.br](mailto:contato@fundacaodilsongodinho.org.br)

**Phone:** +55 (38) 3229-4000

**WhatsApp:** -

**Address:**

480 Geraldo Ataíde Av., Alto São João

39.400-292 Montes Claros – MG, Brazil

## **FUNDAÇÃO EDUCACIONAL LUCAS MACHADO FELUMA**

### **BELO HORIZONTE**

#### **8690 -Human health care activities not otherwise specified**

The Lucas Machado Educational Foundation (FELUMA) is a non-profit philanthropic entity, maintaining the Faculty of Medical Sciences of Minas Gerais (FCMMG), the Postgraduate and Research (IPG), the



Virtual Medical Sciences (CMV), the University Hospital São José (HUSJ) and the Ambulatory Alfonso Silviano Brandão. FELUMA aims to promote, systematize, and disseminate knowledge in its areas of research and action, implementing the socio-economic development of society, contributing to the inclusion and dissemination of ethnic and cultural diversity, in addition to reducing social inequalities, and promoting advances in teaching and learning methodology.

**Website:** [www.feluma.org.br](http://www.feluma.org.br) / <https://www.cmmg.edu.br/a-faculdade/a-mantenedora/>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/funda-o-educacional-lucas-machado/>

**E-mail:** [faleconosco@feluma.org.br](mailto:faleconosco@feluma.org.br)

**Phone:** +55 (31) 3248-7100

**WhatsApp:** -

**Address:**

275 Alameda Ezequiel Dias

30.130-110 Belo Horizonte – MG, Brazil

### **FUNDAÇÃO FELICE ROSSO**

#### **BELO HORIZONTE**

##### **8610 -Hospital care activities**

The Felice Rosso Foundation is a philanthropic entity of high concept among the residents of all regions of Minas Gerais, who look for solutions to their health problems at the Hospital Felício Rocho. The Hospital Felício Rocho serves thousands of patients assisted by the Unified Health System (SUS), and through free care to needy patients. It also serves private patients and those referred by more than 60 administrators of health plans convened. At the same time, the Foundation efficiently performs its philanthropic duties. The Felice Rosso Foundation guides the Hospital's employees to develop with humanization and efficiency. High Complexity services. It is worth mentioning that the transplant sector of Felício Rocho is a reference in Minas Gerais, being the largest in the state, and is qualified among the largest transplant centers in the country.

**Website:** [www.feliciorocho.org.br/fundacao](http://www.feliciorocho.org.br/fundacao)

**Instagram:** <https://www.instagram.com/hospitalfeliciorocho/>

**LinkedIn:** <https://www.linkedin.com/company/hospitalfeliciorocho/about/>

**E-mail:** -

**Phone:** +55 (31) 3514-7000

**WhatsApp:** -

**Address:**

9530 do Contorno Av., Barro Preto

30.110-934 Belo Horizonte – MG, Brazil

### **FUNDAÇÃO FILANT E BENEF DE SAÚDE ARNALDO GAVAZZA FILHO**

#### **PONTE NOVA**

##### **8610 -Hospital care activities**

The Arnaldo Gavazza Filho Philanthropic and Charitable Health Foundation has consolidated itself as one of the largest hospital complexes in the interior of the state of Minas Gerais, serving a region with 35 municipalities, where around 450,000 people live.

**Website:** [www.gavazza.com.br](http://www.gavazza.com.br)

**Instagram:** <https://www.instagram.com/hospitalgavazza/>

**LinkedIn:** <https://www.linkedin.com/company/hospital-arnaldo-gavazza/>

**E-mail:** -

**Phone:** +55 (31) 3819-5000

**WhatsApp:** -

**Address:**

16 Dr. José Grossi Av., Guarapiranga  
35.430-213 Ponte Nova – MG, Brazil

**FUNDAÇÃO HOSPITALAR DO MUNICÍPIO DE VARGINHA FHOMUV****VARGINHA****8610 -Hospital care activities**

We are an institution with certification of Municipal Public Utility, non-profit, accredited by the Ministry of Health to provide medical-hospital assistance, standing out as an Oncological reference for 176 cities. It is established as FHOMUV - Fundação Hospitalar do Município de Varginha - Hospital Bom Pastor through the Municipal Law nº 1736 of September 9<sup>th</sup>, 1988, however, it started its activities of medical and hospital assistance for Varginha and region on July 6<sup>th</sup>, 1989. Aiming at improving the quality of hospital care, it has a partnership with teaching institutions, offering curricular internship vacancies, in addition to participating in the Pro-Hosp program, a program of the government of Minas Gerais aimed at hospital institutions that perform procedures classified in the levels of medium and high complexity. Clients have access to the institution through SUS Fácil, which is sent by the Polyclinics, Better at Home Program (formerly PADI), Hemodialysis, Private Consultations, and cities to which it is a reference. It also has hospital medical agreements. It is a general care hospital, with 55 specialties and other services. It has 122 beds, which provide assistance in ICU - Intensive Care Unit, Clinical/General and Oncological Surgical Internment and Observation in the Emergency Room. It annually performs more than 18,000 procedures: 12,493 Chemotherapy, 1,512 Radiotherapy, 4,726 hospitalizations, among others. The Hospital has approximately 500 employees, including doctors and professionals from other specialties, selected through public tender and simplified selection processes for temporary demands.

**Website:** [www.fhomuv.com.br](http://www.fhomuv.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (35) 3690-1000

**WhatsApp:** -

**Address:**

500 Presidente Tancredo Neves Street, Bom Pastor  
37.014-460 Varginha – MG, Brazil

**FUNDAÇÃO SÃO FRANCISCO XAVIER****IPATINGA****8610 -Hospital care activities**

The São Francisco Xavier Foundation, Usiminas' branch in the areas of Health and Education, is a philanthropic institution under private law, recognized by the Ministry of Welfare and Social Assistance as a Charitable Entity of Social Assistance. Operating since 1969, FSFX has over six thousand employees and is present in six Brazilian states. Its four hospital units, in Ipatinga and Itabira (MG) and in Cubatão (SP), have a management marked by responsibility, offering excellent care and the best safety practices, in addition to accounting for more than 70% of its care provided to patients of the Single Health System (SUS). The Foundation is also responsible for the Usisaúde Health Plans operator, with more than 165 thousand beneficiaries; the Integrated Dentistry Center, which maintains the best oral health indicators ever disseminated in Brazil, and the Occupational Health, Safety and Environment Service - Vita, which sums up more than 159 thousand lives under its management. In the area of education, Colégio São Francisco Xavier, a precursor unit located in Ipatinga, is a reference in Education in the region, with about 3 thousand students, from early childhood education to graduation.

**Website:** [www.fsfx.com.br](http://www.fsfx.com.br)

**Instagram:** <https://www.instagram.com/fsfxoficial/>

**LinkedIn:** <https://www.linkedin.com/company/fundacao-sao-francisco-xavier/>

**E-mail:** -

**Phone:** +55 (31) 3829-9000

**WhatsApp:** -

**Address:**

41 Kiyoshi Tsunawaki Av., Bairro das Águas  
35.160-158 Ipatinga – MG, Brazil

### **GE HEALTHCARE DO BRASIL**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

As a world leader in medical technology and life sciences, we provide a broad portfolio of products, solutions and services used in the diagnosis, treatment and monitoring of patients and in the development and manufacture of biopharmaceuticals. We help improve outcomes for healthcare providers and therapy innovators around the world. This means greater capacity, higher productivity, and better patient outcomes. Our goal is also to support our customers in their quest for precision health: integrated health care that is extremely personalized to each patient's needs and reduces waste and inefficiency. We adopt a culture of respect, transparency, integrity, and diversity. We provide medical technologies, digital infrastructure, data analysis and decision support tools that help healthcare professionals diagnose, treat, and monitor their patients. We also provide services, accessories, consumables, education, training, and consulting.

**Website:** [www.gehealthcare.com.br](http://www.gehealthcare.com.br)

**Instagram:** <https://www.instagram.com/gehealthcare/>

**LinkedIn:** <https://www.linkedin.com/company/gehealthcare/>

**E-mail:** -

**Phone:** +55 3004-2525

**WhatsApp:** -

**Address:** -

### **GE HOSPITALAR LTDA**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

In the market since 1988, GE Hospitalar is dedicated to the distribution of products for spine surgery, neurosurgery, face surgery, neuronavigation, monitoring, spine endoscopy and respiratory therapy. With a focus on product quality and specialized care, GE Hospitalar is increasingly seeking innovation and pioneering in the distribution and provision of services in the field. This commitment is renewed every day in the willingness to bring to the end consumer proven safety and high-quality standards in products for specialized medicine. It is proud to offer the market safety and efficiency, guaranteed by the partnership with companies of national and international recognition, committed to research, technological development and quality systems. These standards have been confirmed by ANVISA, which has guaranteed us the Certification of Good Distribution and Storage Practices (RDC 16/2013). Count on us. We offer technical quality aiming quality of life.

**Website:** [www.gehospitalar.com.br](http://www.gehospitalar.com.br)

**Instagram:** <https://www.instagram.com/gehospitalar/>

**LinkedIn:** <https://www.linkedin.com/company/ge-hospitalar88/>

**E-mail:** -

**Phone:** +55 (31) 3419-7050

**WhatsApp:** -

**Address:**

139 Engenheiro Baleeiro Street, Jardim Montanhês  
30.750-040 Belo Horizonte – MG, Brazil

## GENESIS HOSPITALAR LTDA

### BELO HORIZONTE

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Founded in 2012 by professionals from the pharmaceutical industry and distribution of hospital medical supplies, Gênesis Hospitalar was created with the aim of providing excellent and fast service. Our customers are our priority. We work with a differentiated product that is the silicone tape for scar and keloid reduction (post plastic surgery). We offer a complete line of wound dressings (hydrocolloid, calcium alginate, etc.) and other related products. We are Genesis Hospitalar, count on us, you are our priority and we are ready to serve you.

**Website:** [www.genesishospitalar.com.br](http://www.genesishospitalar.com.br)

**Instagram:** <https://www.instagram.com/genesishospitalar/>

**LinkedIn:** <https://www.linkedin.com/company/g%C3%AAnesis-hospitalar-ltda/>

**E-mail:** [contato@genesishospitalar.com.br](mailto:contato@genesishospitalar.com.br) / [comercial@genesishospitalar.com.br](mailto:comercial@genesishospitalar.com.br)

**Phone:** +55 (31) 3054-8670

**WhatsApp:** -

**Address:**

646 Vista Alegre Street – Paraíso

30.270-180 Belo Horizonte – MG, Brazil

## GJO COMÉRCIO E REPRESENTAÇÕES LTDA

### BELO HORIZONTE

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Founded in 1992, GJO has know-how in marketing and distribution of medical supplies and equipment. The company is a reference in the market due to its commitment to quality and mainly to safety in the storage, handling, distribution and transport of hospital products and materials. GJO has a strict sanitary control and traceability from entry into stock until the arrival of the products at the clients. All this to ensure the integrity and asepsis of hospital supplies. We are a company that cares about quality when attending its policy, working with focus on permanent education, investing in structure, logistics and specialized professionals, thus seeking: excellence in customer satisfaction. The company meets the requirements of the legislation that provides for good practices of distribution and storage of products for the health area. It is the result of a modern and rigid quality management system implemented in the company. At GJO, safety, service and ethics are the pillars of its market performance.

**Website:** [www.gjo.com.br](http://www.gjo.com.br)

**Instagram:** <https://www.instagram.com/gjo.comercio/>

**LinkedIn:** <https://www.linkedin.com/company/gjo-comercio-e-representacoes/>

**E-mail:** [gjo@gjo.com.br](mailto:gjo@gjo.com.br)

**Phone:** +55 (31) 3303-6060

**WhatsApp:** -

**Address:**

2550 dos Aimorés Street

30.140-076 Belo Horizonte – MG, Brazil

## GOLD ANALISA DIAGNÓSTICA LTDA

### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Gold Analisa Diagnóstica is a Brazilian health products industry that produces in vitro diagnostic reagents. With over 30 years of history, it began in 1983 distributing products for laboratories and in 1990 began its industry activities in the production of reagents. Today it is one of the main reagent companies in the country and offers Laboratories, Hospitals and Research Centers in Brazil a line of products of international quality, which includes sets of reagents for the quantitative and qualitative determination of blood constituents and other biological liquids.

**Website:** [www.goldanalisa.com.br](http://www.goldanalisa.com.br)  
**Instagram:** <https://www.instagram.com/goldanalisadiagnostica/>  
**LinkedIn:** <https://www.linkedin.com/company/goldanalisa/>  
**E-mail:** [goldanalisa@goldanalisa.com.br](mailto:goldanalisa@goldanalisa.com.br)  
**Phone:** +55 (31) 3272-1888 / (31) 3045-2800  
**WhatsApp:** +55 (31) 99755-2511  
**Address:**  
 2363 Nossa Senhora de Fátima Av., Carlos Prates  
 30.710-020 Belo Horizonte – MG, Brazil

### **GOLDMED IMPORTAÇÃO DE PRODUTOS HOSPITALARES LTDA.**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

GoldMed Import is a privately held company, based in Belo Horizonte/MG, operating in the area of Import, Storage and Distribution of Medical Products and Products for Diagnostic In Vitro Use, and also in the segment of Food Supplements in Manufacturing, Storage, Distribution and Export activities. Established in 2017 by Teresinha Póvoa Pharmaceutical, a Health Regulation Specialist, from Gold Consultoria, a company specialized in the area of health surveillance, operating in the national and international markets since 2008, in the legalization of companies and products. GoldMed Import offers the Brazilian and foreign markets products of excellence, innovative and high technology.

**Website:** [www.goldmedimport.com.br](http://www.goldmedimport.com.br)  
**Instagram:** <https://www.instagram.com/goldanalisadiagnostica/>  
**LinkedIn:** <https://www.linkedin.com/in/goldmedimport/>  
**E-mail:** [comercial@goldmedimport.com.br](mailto:comercial@goldmedimport.com.br)  
**Phone:** +55 (31) 98336-0651 / 2531-0619  
**WhatsApp:** +55 (31) 98336-0651  
**Address:**  
 275 Belmiro Braga Av., Caiçaras  
 30.770-550 Belo Horizonte – MG, Brazil

### **HELIO ADAPTAÇÕES AUTOMOTIVAS LTDA**

#### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Hélio Adaptations arose because of the automobile accident that a person in the family suffered in 1970. At that time there was no vehicle adaptation company in Brazil, so Helio and his brother imported from Germany a piece of equipment that, installed in the vehicle, made a paraplegic drive a car. The equipment was a success and as time went by several people saw the physically handicapped driving and asked who had made the adaptation. As the demand grew more and more, Mr. Hélio, trained in mechanical engineering, decided to manufacture his own equipment. It was then that Hélio Automotive Adaptations appeared in January 1974. Later on, other models of adaptations appeared, such as the automatic clutch, which at the time was a great revolution besides the accelerator and manual brake, the reversal of the accelerator pedal, the extension of pedals and the inversion of arrows. At the end of 2010, Hélio Adaptations acquired a space of 600 square meters in the central region of Belo Horizonte, where it joined the workshop with a shop to serve with more comfort and quality to its customers. This space has vehicular adaptations in the lines of direction, transport, and autonomy. At the end of 2014, the headquarters of Hélio Adaptations was completely reformulated and expanded, becoming known as Hélio Mobility Always, the largest mobility center for the physically disabled in Minas Gerais. With a complete structural and administrative change to offer its customers the whole line of wheelchairs, accessories, canes, walkers, crutches all the necessary equipment to provide mobility for its customers. Hélio Mobilidade always becomes a national reference in the segment, for the years dedicated to promoting excellence, security, accessibility and comfort to its customers and families.

**Website:** [www.heliomobilidade.com.br](http://www.heliomobilidade.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/helio-adaptacoes-automotivas/>

**E-mail:** helio@heliomobildade.com.br

**Phone:** +55 (31) 2526-1569 / 99108-1963

**WhatsApp:** -

**Address:**

650 Pitangui Street, Bairro Concórdia

31.110-732 Belo Horizonte – MG, Brazil

## **HEMOQUIMICA DO BRASIL IMPORTAÇÃO E COMÉRCIO LTDA**

### **SABARÁ**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Hemoquímica do Brasil, founded in 1988, manufactures and markets a wide variety of laboratory equipment, in addition to being the exclusive representative of the Spanish company BIOSYSTEMS and the company ZYBIO in Minas Gerais. It differentiates itself by the wide and efficient service and the offer of quality equipment for the whole national territory.

**Website:** [www.hemoquimica.com.br](http://www.hemoquimica.com.br)

**Instagram:** <https://www.instagram.com/hemoquimica/>

**LinkedIn:** -

**E-mail:** hemoquimica@gmail.com

**Phone:** +55 (31) 3485-4066

**WhatsApp:** +55 (31) 98880-3702

**Address:**

332 Atenas Street, Ana Lúcia

34.710-010 Sabará – MG, Brazil

## **HOSPITAL E MATERNIDADE SANTA MÔNICA S/A**

### **DIVINÓPOLIS**

#### **8610 -Hospital care activities**

The Santa Monica Hospital and Maternity was founded by a group of doctors on November 15, 1993, with the aim of revolutionizing medicine in the center-west of Minas Gerais. Over the years, it has become a highly complex hospital, offering care in over forty specialties. Currently, it is a reference for care in Divinópolis and the entire region, offering resolution, cutting-edge technology, and highly qualified clinical staff to its customers. The hospital constantly invests in technology, integrated management and sustainable administration systems and has modern physical facilities, which result in the excellence of medical-hospital services. The clinical staff is made up of autonomous and highly qualified physicians, who value the constant updating of their curricula and monitoring of new technologies. This group of professionals has the support of high-quality diagnostic services and treatments, in order to offer a modern and resolute medicine to patients.

**Website:** [www.hsm.med.br](http://www.hsm.med.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (37) 2102-5600

**WhatsApp:** -

**Address:**

33 Pedro F. Amaral Street, Padre Liberio

35.502-562 Divinópolis – MG, Brazil



## HOSPITAL MATER DEI SA

### BELO HORIZONTE

#### 8610 -Hospital care activities

The Mater Dei Health Network is based on a clear philosophy and a permanent ideology. We believe that the success of an organization should be shared with everyone, that technological development should not exclude affection, attention, and respect for the client. Our commitment is, above all, to quality for life so that you receive a personalized, differentiated, and humane service.

**Website:** [www.materdei.com.br](http://www.materdei.com.br)

**Instagram:** <https://www.instagram.com/redematerdei/>

**LinkedIn:** <https://www.linkedin.com/company/redematerdei/>

**E-mail:** [sac@materdei.com.br](mailto:sac@materdei.com.br)

**Phone:** +55 (31) 3339-9000 / 3339- 9196

**WhatsApp:** -

**Address:**

2700 Gonçalves Dias Street, 1º floor of block I, Santo Agostinho  
30.140-082 Belo Horizonte – MG, Brazil

## HPF SURGICAL LTDA

### BELO HORIZONTE

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

We started our activities in 1992. At that time videolaparoscopy also started, beginning to take strength as an indispensable technology for all hospitals. Equipment for videolaparoscopy and disposables for that purpose, such as trocars, retractors, devices for suction and irrigation among others, started together with HPF. Currently we are involved with all video surgeries, offering solutions among the most sophisticated equipment up to a simple advisory as connections. Developing business and distributing products and equipment of high quality and technology has been our activity in each sector, city, hospital, etc. With a sales team technically prepared in each product and an adequate support structure, we have tried to attend with quality both the hospital medical market and our partners.

**Website:** [www.hpfsurgical.com.br](http://www.hpfsurgical.com.br)

**Instagram:** <https://www.instagram.com/hpfsurgical/>

**LinkedIn:** <https://www.linkedin.com/in/hpf-surgical-936908189/>

**E-mail:** [hpf@hpfsurgical.com.br](mailto:hpf@hpfsurgical.com.br)

**Phone:** +55 (31) 3194-1400

**WhatsApp:** -

**Address:**

3772 do Contorno Av., 12º Floor, Funcionários  
30.110-022 Belo Horizonte – MG, Brazil

## HYPOFARMA INSTITUTO DE HYPODERMIA E FARMÁCIA LTDA

### RIBEIRÃO DAS NEVES

#### 2121 -Manufacture of medicines for human use

Commitment to ethics, quality, and development. We are Hypofarma, a pharmaceutical industry with more than 70 years of tradition specializing in injectable drugs. Our portfolio includes more than 17 lines of drugs of various therapeutic classes, such as anesthetics, corticosteroids, vitamins, antibiotics, hypertension, antihypertension, adjuvants in oncologic treatment, among others.

**Website:** [www.hypofarma.com.br](http://www.hypofarma.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hypofarmamedicamentos/about/>

**E-mail:** -

**Phone:** +55 (31) 3290-6550 / 3626-9000

**WhatsApp:** -



**Address:**

303 Dr. Irineu Marcellini Street, Bairro São Geraldo  
33.805-330 Ribeirão das Neves – MG, Brazil

**IMPLANTEC - COMÉRCIO E ASSISTÊNCIA TÉCNICA LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 2006, in the city of Belo Horizonte – MG, Implantec Health Care Technology® has the mission to deliver with quality and excellence, the best products and services in the medical-hospital, dental and aesthetic sectors. Allied to this, the company aims for the highest performance and technology, linked to the best and most qualified customer service. As a result, it is able to offer a wide portfolio, entirely focused on the health sphere.

**Website:** [www.implantecmg.com.br](http://www.implantecmg.com.br)

**Instagram:** <https://www.instagram.com/implantecmg/>

**LinkedIn:** <https://www.linkedin.com/company/implantec-health-care-technology/>

**E-mail:** [contato@implantecmg.com.br](mailto:contato@implantecmg.com.br)

**Phone:** +55 (31) 3498-3326 / 2527-7736 / 2527-7735

**WhatsApp:** -

**Address:**

192 João Antônio Cardoso Street, Ouro Preto  
31.310-390 Belo Horizonte – MG, Brazil

**IMUNOLAB IMUNOLOGIA DE TRANSPLANTES LTDA****BELO HORIZONTE****8640 -Complementary diagnostic and therapeutic service activities**

We are IMUNOLAB, a specialized laboratory dedicated exclusively to the studies of Histocompatibility and Immunology for Solid Organ and Tissue Transplantation by typing Human Leukocyte Antigens (HLA) and detecting specific anti-HLA antibodies for evaluation of genetic compatibility between recipient and donor for transplantation. Currently, we have a team of professionals with undergraduate, graduate, and doctoral degrees in Medicine, Biomedicine, Pharmacy and Biology. The laboratory is also dedicated to post-transplant immunological evaluations of patients, aiming at the detection of rejections and performs HLA typification for the study of diseases. With more than 34 years of activities in this important area of medicine, IMUNOLAB is considered by the medical community as a pioneer in the state, maintaining an essential partnership for the performance of human organ and tissue transplants in Minas Gerais and Brazil, with its link to Brazilian Bone Marrow Receiver and Voluntary Donor Banks (REDOME/REREME). Thus, IMUNOLAB performs all the tests for solid organ and bone marrow transplants using high levels of scientific knowledge, high complexity technology and automation for the study of human DNA. IMUNOLAB is located in the hospital region of Belo Horizonte, with ample facilities, modern equipment, and computerization of all stages of the processes, from patient care to the release of results reports.

**Website:** [www.imunolabtx.com.br](http://www.imunolabtx.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/imunolab-transplantes/>

**E-mail:** [contato@imunolab.com.br](mailto:contato@imunolab.com.br)

**Phone:** +55 (31) 3274-6160

**WhatsApp:** -

**Address:**

971 Bernardo Monteiro Av., 12° Floor, Funcionários  
30.150-283 Belo Horizonte – MG, Brazil

## **INNOVARE DIAGNÓSTICOS E REPRESENTAÇÕES LTDA.**

### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Innovare Diagnostics in partnership with Eurofins Genomics offers a range of genomics services for traditional and next generation DNA sequencing, as well as for customized oligonucleotide synthesis, including GMP, plus gene synthesis and siRNA Synthesis.

**Website:** [www.innovarediagnosticos.com](http://www.innovarediagnosticos.com)

**Instagram:** [https://www.instagram.com/innovare\\_diagnosticos/](https://www.instagram.com/innovare_diagnosticos/)

**LinkedIn:** <https://www.linkedin.com/in/innovare-diagn%C3%B3sticos-86a97b147/>

**E-mail:** [oligo@innovarediagnosticos.com](mailto:oligo@innovarediagnosticos.com)

**Phone:** +55 (31) 2515-3003 / 99163-3803

**WhatsApp:** -

**Address:**

1015 Eng. Carlos Goulart Av., Room 313, Buritis

30.455-700 Belo Horizonte – MG, Brazil

## **INSTITUTO DAS PEQUENAS MISSIONÁRIAS DE MARIA IMACULADA**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Institute of the Little Missionaries of Mary Immaculate (IPMMI), founded by Mother Maria Teresa de Jesus Eucharist, with headquarters in São José dos Campos/SP, is a philanthropic work in the areas of health, education, and social assistance. It is present in four Brazilian states (São Paulo, Minas Gerais, Santa Catarina, and Rio de Janeiro) and in the Federal District, in addition to carrying out missions in Italy, Portugal and the African continent. The religious of IPMMI administer seven hospitals, six nooks and crannies for the elderly, three centers for children's education, retreat houses, social works, episcopal residences, and pastoral activities in the various dioceses. The mission of the Institute is the promotion of health through the excellence of the services rendered and the humanization of care, in addition to the search for the realization of social rights through the development of educational and socio-educational actions.

**Website:** <https://www.hospitalmadreteresa.org.br/site/ipmmi.aspx>

**Instagram:** <https://www.instagram.com/hospitalmadreteresa/>

**LinkedIn:** <https://www.linkedin.com/company/ipmmi---instituto-das-pequenas-mission%C3%A1rias-de-maria-imaculada/about/>

**E-mail:** -

**Phone:** +55 (31) 3339-8008

**WhatsApp:** -

**Address:**

1002 Raja Gabágli Street, Gutierrez

30.380-090 Belo Horizonte – MG, Brazil

## **INSTITUTO DE RADIOTERAPIA SÃO FRANCISCO LTDA**

### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

The San Francisco Radiotherapy Institute was founded in 1976. Focused on developing activities in the field of oncological radiotherapy, it has a clinical staff in line with the largest specialized radiotherapy centers in the world. Pioneer in several techniques, it has innovated the health of Minas Gerais in the use of high dose brachytherapy for the treatment of uterine and prostate lesions. It was one of the first Brazilian centers to use hypofractionation techniques in breast cancer and has great expertise in the area. Since 2006 it holds the Certificate of Excellence in Quality Control of the Brazilian Ministry of Health. The Institute combines innovation and experience.

**Website:** [www.radioterapiasaofrancisco.com.br](http://www.radioterapiasaofrancisco.com.br)

**Instagram:** <https://www.instagram.com/radioterapiasaofrancisco/>

**LinkedIn:** <https://www.linkedin.com/company/instituto-de-radioterapia-s%C3%A3o-francisco/>

**E-mail:** [atendimento@radioterapiasaofrancisco.com.br](mailto:atendimento@radioterapiasaofrancisco.com.br)

**Phone:** +55 (31) 3442-3355 / 3442-3691

**WhatsApp:** -

**Address:**

762 Itapagipe Street, Concórdia

31.110-590 Belo Horizonte – MG, Brazil

## **INSTITUTO HERMES PARDINI S/A**

### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

Since it was founded more than 60 years ago, Hermes Pardini has focused entirely on the client. We act in a way that puts the client - be it hospitals, doctors, other laboratories, or patients - always at the center of everything we do. We have our own 67 units in Belo Horizonte/MG and metropolitan region and 5 in São Paulo/SP, working 24 hours a day, 7 days a week, to practice Diagnostic Medicine with accuracy, responsibility, quality, and technical rigor. Thus, we are prepared to deliver clinical information that supports prevention, guides the diagnosis of diseases, and helps treatments, from the simplest to the most complex. Hermes Pardini is a forerunner in the laboratory support market and today has about 6,000 partner laboratories with which it is in constant contact, seeking to improve its services based on an understanding of reality and the needs of end customers. In addition to clinical analyses, Hermes Pardini offers the following services in its own units: diagnostic imaging, vaccines, functional tests, cryopreservation, human and veterinary genetics. The corporate and technical units are located in our Technical Operational Nucleus (NTO), which is near the Belo Horizonte International Airport. In the central region of the city, there are two other nuclei - the Technical Nucleus Belo Horizonte (NTBH) and the Technical Hospital Nucleus (NTH) - that support the own units and the hospital units, receiving exams with less than 4 hours of preservation and emergency tests. In addition, the NTBH is responsible for microbiology, uroanalysis and pathological anatomy exams.

**Website:** [www.hermespardini.com.br](http://www.hermespardini.com.br)

**Instagram:** <https://www.instagram.com/hermes.pardini/>

**LinkedIn:** <https://www.linkedin.com/showcase/pardini-medicina-diagn%C3%B3stica-personalizada/>

**E-mail:** -

**Phone:** +55 (31) 3228-6200

**WhatsApp:** +55 (31) 3228-6200

**Address:** -

## **INSTITUTO ONCOLÓGICO LTDA**

### **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Oncological Institute has been a specialized hospital for 44 years in the prevention, diagnosis, and treatment of cancer. It is one of the two High Complexity Oncology Level II Centers (CACON II) in Minas Gerais. This means that our unit has all the necessary structure to guarantee its patients complete and personalized care.

Today, the Oncology Center, with its team of highly qualified professionals and the most modern equipment, is one of the best equipped centers in the state of Minas Gerais, which makes it a reference in treatment in Minas Gerais, providing care to hundreds of patients from other states.

Everything is done with international protocols, which ensure the safety and effectiveness of therapeutic processes. The recognition of more than 40 years of work based on the commitment to offer the best care and the most modern resources for the treatment of cancer came, also, by the title of best hospital for the treatment of cancer in Minas Gerais, given by the Ministry of Health in 2000 and 2001.

**Website:** [www.oncologico.com.br](http://www.oncologico.com.br)  
**Instagram:** -  
**LinkedIn:** -  
**E-mail:** -  
**Phone:** +55 (32) 3690-8000 / 3690-8103  
**WhatsApp:** -  
**Address:**  
 56 Santos Dumont Street, Granbery  
 36.010-510 Juiz de Fora – MG, Brazil

## **INSTITUTO SUL MINEIRO DE ONCOLOGIA LTDA**

### **POUSO ALEGRE**

#### **8610 -Hospital care activities**

The Oncominas group is a reference institution in southern Minas Gerais in the process of diagnosis, treatment and monitoring of people with cancer and whose main goal is to work for life. With a complete structure, it offers treatment in Clinical and Pediatric Oncology, Hematology and Oncohematology, Radiotherapy and Palliative Care.

**Website:** [www.oncominas.med.br](http://www.oncominas.med.br)  
**Instagram:** <https://www.instagram.com/oncominasmed/>  
**LinkedIn:** <https://www.linkedin.com/company/oncominas/>  
**E-mail:** [atendimento.pa@oncominas.med.br](mailto:atendimento.pa@oncominas.med.br)  
**Phone:** +55 (35) 3429-7000  
**WhatsApp:** -  
**Address:**  
 80 Benedito Valdetário e Silva Street, Fátima 1  
 37.554-216 Pouso Alegre – MG, Brazil

## **INVISION INDÚSTRIA E COMÉRCIO DE DISPOSITIVOS MÉDICOS L**

### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Invision is a company focused on the development, production and marketing of products aimed at ophthalmic medicine, following the strictest quality standards. The company has today in its portfolio a line of disposable scalpels and instruments for intraocular lens implantation.

**Website:** [www.invision.com.br](http://www.invision.com.br)  
**Instagram:** -  
**LinkedIn:** <https://www.linkedin.com/in/invision-medical-87b873164/>  
**E-mail:** [contato@invision.com.br](mailto:contato@invision.com.br)  
**Phone:** +55 (31) 3487-0518  
**WhatsApp:** -  
**Address:**  
 3100 José Cândido da Silveira Av., Room 21, Horto  
 31.035-536 Belo Horizonte – MG, Brazil

## **IRMANDADE DA SANTA CASA DE MISERICÓRDIA DE PASSOS**

### **PASSOS**

#### **8610 -Hospital care activities**

Santa Casa de Misericórdia de Passos is a regional hospital of philanthropic character that serves the entire population of southwest Minas Gerais. Due to its highly specialized clinical staff and modern equipment, it has consolidated itself as an important health care center. Patients who seek Santa Casa's services count on what is best in the region in terms of technology and procedures. As a philanthropic

institution, 70% of its patients are assisted by the Unified Health System, and most of the hospital beds are available to this population, which is mostly made up of needy people.

**Website:** [www.scmp.org.br](http://www.scmp.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/santacasadepassos/>

**E-mail:** [scpassos@scpassos.org.br](mailto:scpassos@scpassos.org.br)

**Phone:** +55 (35) 3529-1300

**WhatsApp:** -

**Address:**

164 Santa Casa Street, Santa Casa

37.904-020 Passos – MG, Brazil

## **IRMANDADE NOSSA SENHORA DAS MERCÊS DE MONTES CLAROS**

### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The largest hospital in the North of Minas Gerais currently has 405 beds, 80% of which are destined for care by the Unified Health System - SUS, and performs more than 100,000 procedures per month, are more than 1.5 million care per year. The intellectual capital is formed by more than 2,100 collaborators, of which more than 450 doctors and other professionals, who make up the clinical, welfare and administrative bodies of the Institution. During its history of work over 148 years, the Hospital has made no effort to seek resources and investments in the expansion of physical and human structures, with the acquisition of modern equipment and technological training of its professionals. The Institution is in constant updating and determination to overcome, continuously, the quality and complexity of the medical-hospital assistance it offers to the population.

**Website:** [www.santacasamontesclaros.com.br](http://www.santacasamontesclaros.com.br)

**Instagram:** <https://www.instagram.com/santacasademontesclaros/>

**LinkedIn:** -

**E-mail:** [santacasa@santacasamontesclaros.com.br](mailto:santacasa@santacasamontesclaros.com.br)

**Phone:** +55 (38) 3229-2000

**WhatsApp:** -

**Address:**

22 Hónorato Alves Square, Centro

39.400-103 Montes Claros – MG, Brazil

## **KONICA MINOLTA HEALTHCARE DO BRASIL INDÚSTRIA DE EQUIPA**

### **NOVA LIMA**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Konica Minolta Healthcare do Brasil is a subsidiary of Konica Minolta Medical Imaging, a world class and leading provider of primary imaging diagnostics. With over 75 years of uninterrupted innovation, Konica Minolta is recognized worldwide as a leading provider of leading-edge technologies and comprehensive support aimed at providing real-world solutions to meet customer needs. For more information on Konica Minolta's Primary Imaging Solutions, please visit: [www.konicaminolta.com/medicalusa](http://www.konicaminolta.com/medicalusa). Konica Minolta's new corporate message across all business segments is "Giving shape to ideas". These words represent Konica Minolta's desire to focus on every individual around the world and use our technology and ideas to shape a new future.

**Website:** [www.konicaminoltahc.com.br](http://www.konicaminoltahc.com.br)

**Instagram:** <https://www.instagram.com/konicaminoltahcbr/>

**LinkedIn:** <https://www.linkedin.com/company/konica-minolta-healthcare-do-brasil/>

**E-mail:** [service.healthcare@konicaminolta.com](mailto:service.healthcare@konicaminolta.com) / [marketing.healthcare@konicaminolta.com](mailto:marketing.healthcare@konicaminolta.com)

**Phone:** +55 (31) 3117-4400 / 98437-1100

**WhatsApp:**

**Address:**

420 Star Street  
34.007-666 Nova Lima – MG, Brazil

**LABCOR LABORATÓRIOS LTDA****BELO HORIZONTE****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Founded in 1984, Labcor is a world-renowned industry specialized in producing biological prosthesis. Located in Belo Horizonte, the company is a national leader in cardiovascular bioprosthesis and has already performed 150,000 implants throughout the world. Labcor, which annually produces 10,000 units of valves and grafts, is present throughout Brazilian and has offices in Rio de Janeiro, São Paulo, Porto Alegre, Belo Horizonte, as well as representatives or distributors in other capital cities. Today the company exports its products to several countries such as Germany, Belgium, Argentina, Colombia, Venezuela, Peru, France, Italy, Austria, Spain, Portugal, and some countries in Latin American and Asia. Since it produced its first heart valve, Labcor has been developing cardiovascular and vascular prosthesis, as well as Tissue Technology. This competence allows us to develop a portfolio rich in biotechnological products. By validating joint efforts to implement total quality, Labcor has received certification for Good Practices in Medical Products Manufacturing (GMP) granted by ANVISA, and the ISO 13485:2003 accredited by international associations, as well as being the only Latin American company in this sector, with the CE mark in several products.

**Website:** [www.labcor.com.br](http://www.labcor.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/labcor-laborat-rios-ltda/>

**E-mail:** [contato@labcor.com.br](mailto:contato@labcor.com.br)

**Phone:** +55 (31) 3371-1371

**WhatsApp:** -

**Address:**

1670 Silva Lobo Av., Calafate  
30.431-262 Belo Horizonte – MG, Brazil

**LABORATÓRIO DE IMUNOLOGIA E TRANSPLANTES DE UBERLÂNDIA****UBERLÂNDIA****8640 -Complementary diagnostic and therapeutic service activities**

LITU - Transplantation Immunology Laboratory of Uberlândia LTDA is a laboratory for the performance of tests in the area of transplants of tissues and human organs, being a reference for several cities in the Southeast Region, responsible for the performance of Transplants in these Regions, in partnership with the Federal, State and City Governments of Uberlândia. Our laboratory has become the fruit of organ and tissue transplant activities in the State of Minas Gerais. The inexistence of a laboratory in the region minimized the performance of organ and tissue transplants, making life difficult for patients who depend on this type of therapy. Our performance has allowed the performance of hundreds of transplants, improving the quality of life of these patients. Today LITU serves a population of over 2.5 million inhabitants, working in partnership with the National Transplant System (SNT-SUS), Transplant Teams and the National Cancer Institute (INCA) performing the registration of Voluntary Bone Marrow Donors - REDOME as well as the initial tests of potential recipients for registration with the REREME - Registration of Marrow Receivers of the state of Minas Gerais. LITU has evolved together with the most modern laboratory technology to meet the transplant teams performing HLA System typification in medium and high resolution, Antibody Reactivity Panel and Cross Testing (Crossmatch) always using the most modern techniques available in the market. For LITU, quality is a key factor in its performance, thus since 2015 we are one of the 4 laboratories in the country certified by the Quality Control Program of the Brazilian Association of Histocompatibility (ABH) since 2015. In addition, since 2007 we have participated in the External Quality Program, also promoted by ABH.

**Website:** [www.litu.com.br](http://www.litu.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (34) 3228-0700

**WhatsApp:** +55 (34) 3228-0700

**Address:**

431 Padre Anchieta Street, Lídice

38.400-132 Uberlândia – MG, Brazil

### **LETRA FISIOLABOR LTDA**

#### **BELO HORIZONTE**

#### **4773 -Retail sale of medical and orthopedic articles**

Letra Fisiolabor is a national company with vast experience in the marketing of products for :

- Educational area;
- Realistic simulation;
- Hospital inputs;
- Analysis laboratories;
- Laboratories: Anatomy, biology, chemistry, and physics.

With experience acquired over 25 years in this segment, Letra Fisiolabor stands out for being a distributor of the best manufacturers in the world, for the advice given to its customers always aiming for quality, transparency, competitive prices and guarantee of all products marketed.

**Website:** [www.letrabrasil.com.br](http://www.letrabrasil.com.br)

**Instagram:** <https://www.instagram.com/letrabr/>

**LinkedIn:** -

**E-mail:** [contato@letrabrasil.com.br](mailto:contato@letrabrasil.com.br)

**Phone:** +55 (31) 3354-8899 / 3474-3524

**WhatsApp:** +55 (31) 99540-8899

**Address:**

Heráclito Mourão de Miranda (Lagos, Nº27) Av., Pampulha

30.882-150 Belo Horizonte – MG, Brazil

### **LINK INDÚSTRIA E COMÉRCIO DE MÁQUINAS PARA MINERAÇÃO LT**

#### **NOVA LIMA**

#### **2825 -Manufacture of machinery and equipment for basic and environmental sanitation**

LINK is a company that was born out of the interest to offer quality and innovation in the bulk solids transport market. Committed to the quality management system to ensure that our interests and objectives are met, the LINK team is strongly focused on our Vision, Mission and Quality Management System Policy. LINK develops solutions that increase the performance and service life of parts and components on its production line. Discover the advantages of acquiring the link solutions for scrapers, roller tables, side guides, clamps, self-aligning, belt lifters and cleaning box systems in their different applications and differentials.

**Website:** [www.linkltda.com.br](http://www.linkltda.com.br)

**Instagram:** [https://www.instagram.com/link\\_industria/](https://www.instagram.com/link_industria/)

**LinkedIn:** <https://www.linkedin.com/company/link-ind%C3%BAstria-e-com%C3%A9rcio-ltda/>

**E-mail:** [link@linkltda.com.br](mailto:link@linkltda.com.br)

**Phone:** +55 (31) 3547-8038 / 99822-6471

**WhatsApp:** -

**Address:**

73 Vitória Av., Jardim Canadá

34.007-656 Nova Lima – MG, Brazil



## MARJA COMÉRCIO E REPRESENTAÇÕES E IMPORTAÇÕES DE PRODUT

### UBÁ

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

Marja has been established in the market since its foundation in 1985. Imposing standards of honesty and quality it has walked a path full of challenges, stumbles, and achievements. With a lot of hard work, the company seeks in every way to exceed itself in the continuous search for the Quality of the Services it provides and the Products it distributes. In 2010, we counted on 25 years of Commitment with our client, working in a team, in a transparent and safe way in search of the preservation of the quality of life and health of the user.

**Website:** [www.marjadistribuidora.com.br](http://www.marjadistribuidora.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [marjaaa@terra.com.br](mailto:marjaaa@terra.com.br)

**Phone:** +55 (32) 3531-5469

**WhatsApp:** -

**Address:**

36 dos Viajantes Street, Centro

36.500-000 Ubá – MG, Brazil

## MASTER MEDIKAL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS MED

### SANTA RITA DO SAPUCAÍ

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Marja has been established in the market since its foundation Master Medikal started its activities in 2009, developing and selling high added value equipment and accessories and has stood out for offering solutions with oximetry technology to the medical equipment market. The main products are Oximetry Sensors, ECG Patient Cables and Electrodes for ECG. Since its opening, the Company has sought the Factory Certification and has the ANVISA's Certificate of Good Manufacturing Practices and Control for risk products I, II and III, based on the RDC 16/2014 standard. Currently, the Company has been investing in increasing its portfolio of products such as portable pulse oximeters, multiparametric monitors and electrical safety analyzers, adding technologies and targeting mainly priority products for the domestic market, and later the foreign market. In 1985. Imposing standards of honesty and quality it has walked a path full of challenges, stumbles, and achievements. With a lot of hard work, the company seeks in every way to exceed itself in the continuous search for the Quality of the Services it provides and the Products it distributes. In 2010, we counted on 25 years of Commitment with our client, working in a team, in a transparent and safe way in search of the preservation of the quality of life and health of the user.

**Website:** [www.mastermedikal.com.br](http://www.mastermedikal.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [adm@mastermedikal.com.br](mailto:adm@mastermedikal.com.br)

**Phone:** +55 (35) 3471-3682

**WhatsApp:** -

**Address:**

141 Amazonas Street, Boa Vista

37.540-000 Santa Rita do Sapucaí – MG, Brazil

## MBIOLOG DIAGNÓSTICOS LTDA

### CONTAGEM

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

MBiolog Diagnostics is a Brazilian biotechnology company located in the metropolitan region of Belo Horizonte – MG. With its own know-how and through national and international partnerships, the

company concentrates its activities in the research, development, production, and commercialization of in vitro diagnostic products. Operating for 20 years in the manufacture and marketing of reagents for clinical analysis laboratories, it is a pioneer in Minas Gerais in the manufacture of ready-to-use culture media, which, in addition to optimizing time, ensure agility and effectiveness in the identification of bacteria. Our goal is to provide products and services that facilitate the laboratory routine. We count on a high standard of quality and versatility in order to minimize the work with the preparation of reagents, solutions, culture media and other materials necessary for the daily routine of your laboratory, making it more productive. We offer the services of Technical and Scientific Advice, which is available to solve doubts.

**Website:** [www.mbiolog.com.br](http://www.mbiolog.com.br)

**Instagram:** <https://www.instagram.com/mbiologdiagnosticos/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3507-0707

**WhatsApp:** -

**Address:**

337 Gama Street, Vila Paris

32.372-120 Contagem – MG, Brazil

### **MED CENTER COMERCIAL LTDA**

#### **POUSO ALEGRE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Med Center is a company specialized in the hospital and pharmaceutical segment with 20 years of experience. Within the scope of its business, it distributes and sells medicines, hospital materials, disposables, dental products, and medical-surgical equipment.

**Website:** [www.medcentercomercial.com.br](http://www.medcentercomercial.com.br)

**Instagram:** <https://www.instagram.com/medcentercomercial/>

**LinkedIn:** <https://www.linkedin.com/company/med-center-comercial/>

**E-mail:** [contato@medcentercomercial.com.br](mailto:contato@medcentercomercial.com.br)

**Phone:** +55 (35) 3449-1950

**WhatsApp:** -

**Address:**

BR 459, KM 99

37.550-000 Pouso Alegre – MG, Brazil

### **MED LIGHT EQUIPAMENTOS MÉDICOS HOSPITALARES LTDA**

#### **VARGINHA**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Med Light is a manufacturer and operates in the hospital market, seeking continuous improvement in its processes and products with the latest technology. Recognized in meeting the clinical needs of small, medium, and large. With its own headquarters in Varginha, Minas Gerais, it is among the leading suppliers in the manufacture of Surgical Ceiling and Auxiliary Spotlights, Emergency Furniture Cars, Maca Cars, Fowler Beds, Cradles, Hospital Furniture and Stations. The development of its products aligns the needs of the medical team to the cost, social responsibility, respect for the environment, and to the demands of organizations such as ANVISA and INMETRO. It has a team of trained collaborators to offer its partners quality equipment, ensuring the safety, efficiency, and effectiveness of its products.

**Website:** [www.medlight.com.br](http://www.medlight.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/med-light-equipamentos-medicos-hospitalares/>

**E-mail:** -

**Phone:** +55 (35) 3212-9926 / 3214-9215 / 99841-8330

**WhatsApp: -**

**Address:**

540 Minas Gerais Av., Rezende  
37.062-193 Varginha – MG, Brazil

### **MEDI-GLOBE BRASIL LTDA**

**BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

In Gastroenterology, Urology and Pulmonology, the Medi-Globe Group enables medical professionals to treat patients with high-quality medical technology for minimally invasive therapies. We provide products and systems that continuously improve both efficiency and high-quality results. Our business ethics commit us to the highest level of responsible ecological, social, and economic business practices.

**Website:** [www.mediglobe-brasil.com](http://www.mediglobe-brasil.com)

**Instagram:** [https://www.instagram.com/medi\\_globe/](https://www.instagram.com/medi_globe/)

**LinkedIn:** <https://www.linkedin.com/company/medi-globe/>

**E-mail:** [mediglobe@mediglobe.com.br](mailto:mediglobe@mediglobe.com.br)

**Phone:** +55 (31) 3274-7383

**WhatsApp:**

**Address:**

2090 do Contorno Av., Room 201/202, Floresta  
30.150-100 Belo Horizonte – MG, Brazil

### **MEDIPHACOS INDÚSTRIAS MÉDICAS S/A**

**BELO HORIZONTE**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Mediphacos is a Brazilian company, founded in 1972. We are a world leader in intrastromal rings, a national reference in RGP contact lenses and a pioneer in the manufacture of intraocular lenses in Latin America. Our mission is to restore, preserve and improve the vision of patients through the manufacturing and distribution of ophthalmic products of high quality and cutting-edge technology. Mediphacos is present in sixty countries, with three product lines: Cataract, Vision Care and Cornea. We have an extensive portfolio of products and equipment, meeting a wide variety of ophthalmology needs.

**Website:** [www.mediphacos.com](http://www.mediphacos.com)

**Instagram:** <https://www.instagram.com/mediphacos/>

**LinkedIn:** <https://www.linkedin.com/company/mediphacos/>

**E-mail: -**

**Phone:** +55 0800 727 2211

**WhatsApp: -**

**Address:**

777 Cristovam Chiaradia Av., Buritis  
30.575-815 Belo Horizonte – MG, Brazil

### **MEDMAX -COMÉRCIO DE EQUIPAMENTOS MÉDICOS E SIMILARES EIRELI**

**SANTA RITA DO SAPUCAÍ**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

MEDMAX is a Brazilian company of products for the Hospital, Laboratory and Veterinary areas. With a distribution center located in Santa Rita Sapucaí - MG, we have an excellent structure and multidisciplinary team guaranteeing efficiency and production of high-quality equipment following the GMP (GOOD MANUFACTURING PRACTICES). The Medmax product line is a viable and competitive alternative to the brands of the high cost and high-performance multinationals, without losing in quality and performance at an extremely competitive cost. We have a differentiated service and collaborators specialized in several areas such as: Engineers; Specialists in quality, Marketing, Regulatory affairs,

Import, Administration. And a set of partners and resellers specialized by lines in all regions and certifications that validate our commitment to quality, excellence, and innovation.

**Website:** <https://www.medmax.com.br/>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/medmax-equipamentos-medicos/about/>

**E-mail:** [sup.adm@medmaxnet.com.br](mailto:sup.adm@medmaxnet.com.br) / [vendas@medmaxnet.com.br](mailto:vendas@medmaxnet.com.br)

**Phone:** +55 11 4133-6300

**WhatsApp:** +55 11 98825-2739

**Address:**

111 Av. Sapucaí, Shed A, Palmeiras

37.540-000 Santa Rita do Sapucaí – MG, Brazil

## **MEDQUÍMICA INDÚSTRIA FARMACÊUTICA LTDA.**

**JUIZ DE FORA**

**2121 -Manufacture of medicines for human use**

Medquímica Indústria Farmacêutica, a pharmaceutical company spanning more than 40 years, was sold to Lupin Group in 2015, another global company in the pharmaceutical industry. In Brazil, Medquímica develops a comprehensive line of solid and liquid drugs divided into five lines: OTC (Over-the-Counter Drugs), Similar drugs, Hospital, Generics and Dietary supplement. With offices throughout the country, the company broadens its presence in the Brazilian pharmaceutical market every day. Being awarded with the Certificate of Good Manufacturing Practices (GMP) from ANVISA, the company means to fully and strictly complies with GMP guidelines. All Medquímica products have passed the equivalence and bioequivalence tests, which confirms the quality and reliability of our drugs, which are thoroughly monitored by the Quality Assurance and Control department. Medquímica has never looked back and it is one of the most prominent pharmaceutical companies in Brazil, which believes in the potential of its people and works without measuring efforts to produce drugs that are second to none in terms of quality, reliability, and safety throughout the country.

**Website:** [www.medquimica.ind.br](http://www.medquimica.ind.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/medqu%C3%ADmica-ind%C3%BAstria-farmac%C3%AAutica/>

**E-mail:** [sac@medquimica.com](mailto:sac@medquimica.com)

**Phone:** +55 (32) 2101-4000

**WhatsApp:** -

**Address:**

255 Fernando Lamarca Av., Distrito Industrial

36.092-030 Juiz de Fora – MG, Brazil

## **MEGA SAFETY ÓCULOS DE SEGURANÇA LTDA**

**DORES DO INDAIÁ**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

We are a company specialized in the manufacture of safety glasses with grade lenses. Our CA (Certificate of Authorization - Issued by the Ministry of Labor and Employment) was granted after rigorous quality testing at IPT - Instituto de Pesquisa e Tecnologia de Franca - SP. Our safety lenses have the accompaniment of a technician in optics during all the production process. Ensuring the same quality standard required at the time of testing.

**Website:** [www.megasafety.ind.br](http://www.megasafety.ind.br)

**Instagram:** <https://www.instagram.com/megasafetyoculos/>

**LinkedIn:** <https://www.linkedin.com/company/mega-safety-%C3%B3culos-de-seguran%C3%A7a-ltda/>

**E-mail:** [comercial@megasafety.ind.br](mailto:comercial@megasafety.ind.br)

**Phone:** +55 (31) 3050-0000

**WhatsApp:** +55 (31) 3050-0000

**Address:**

69 Grecia Street, Room 102  
32.340-080 Contagem – MG, Brazil

**MHEDICA SERVICE COMÉRCIO E MANUTENÇÃO LTDA**

**BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Mhédica has been on the market for more than 19 years, selling medical and hospital equipment. Its products and services are in accordance with the most demanding international standards of quality and technology (Good Practices). Mhédica is based on the commitment to the needs of health professionals, as well as on the comfort of its patients. The company is registered with the Regional Pharmacy Council, and its staff includes a top-level health professional, invested in the company's quality processes as Quality Manager. It is registered with ANVISA (National Health Surveillance Agency): AFE No. (Operating Authorization): GM77243H2861 (8.04992.9). Besides keeping all its regulatory documentation released by health agencies, it has a Quality Certificate issued by the National Health Surveillance Agency (ANVISA): Certificate of Good Storage and Distribution Practices for Health Products. Periodically, it is evaluated by its suppliers and customers, having received these maximum classifications in all the questions and criteria stipulated by them.

**Website:** [www.mhedica.com.br](http://www.mhedica.com.br)

**Instagram:** [https://www.instagram.com/mhedica\\_service/](https://www.instagram.com/mhedica_service/)

**LinkedIn:** <https://www.linkedin.com/company/mhedica-service/>

**E-mail:** [contato@mhedica.com.br](mailto:contato@mhedica.com.br)

**Phone:** +55 (31) 3214-2620

**WhatsApp:** +55 (31) 98467-4849

**Address:**

765 das Canoas Street, Betânia  
30.580-040 Belo Horizonte – MG, Brazil

**MINAS IMPORT LTDA**

**BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Minas Import was born in 1995 with the objective of bringing security through preventive technical assistance, calibration, and corrective assistance to hospitals. All services of Minas Import meet the quality requirements of Technical Assistance, we issue traceable certificates of calibration that ensures more confidence and security for the customer. Our company stands out in the market for maintaining service contracts with its customers. For this reason, it maintains a specially trained team and its own equipment to perform the various stages of each service. Our work is based on the principle that every client is a partner and only a responsible and dedicated partnership can meet the needs of the company's clients.

**Website:** [www.minasimport.net](http://www.minasimport.net)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [atendimento@minasimport.net](mailto:atendimento@minasimport.net)

**Phone:** +55 (31) 3214-9000 / 3317-5331 / 99212-1765

**WhatsApp:** -

**Address:**

819 Mem de Sá Av., Paraíso  
30.260-270 Belo Horizonte – MG, Brazil

**MINAS MEDICAL LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Minas Medical is an importer, distributor, with its own logistics and infrastructure for production, technical assistance, and rental of medical articles/equipment. Essence: We are a company committed to seriousness, ethics and professionalism and have a highly trained and qualified team to add value to our products and services. Our business: Import and distribute high quality hospital medical products and equipment with innovative technology in the market, as well as provide specialized services, in search of excellent service to our customers. Our products: Our products meet the strict standards of ANVISA here in Brazil, as well as the FDA, in the United States, and CE, when imported from Europe.

**Website:** [www.minasmedical.com.br](http://www.minasmedical.com.br)

**Instagram:** <https://www.instagram.com/minas.medical/>

**LinkedIn:** <https://www.linkedin.com/company/minas-medical/>

**E-mail:** [minasmedical@minasmedical.com.br](mailto:minasmedical@minasmedical.com.br)

**Phone:** +55 (31) 2112-5151

**WhatsApp:** -

**Address:**

432 Santa Quitéria Street, Carlos Prates

30.710-460 Belo Horizonte – MG, Brazil

**MINASFAR COMÉRCIO, IMPORTAÇÃO E EXPORTAÇÃO DE MATERIAIS****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

MINASFAR imports and distributes products and technologies from the world's largest and most renowned manufacturers for diagnosis and treatment of a wide range of medical conditions in the areas of neuroradiology, interventional cardiology, interventional and endovascular vascular radiology. We are prepared to meet the demands and requirements of the market through a broad portfolio of products and qualified employees committed to providing the best solutions with a focus on the quality of life of patients, having as principles ethics and respect for life.

**Website:** [www.minasfar.com.br](http://www.minasfar.com.br)

**Instagram:** <https://www.instagram.com/minasfar.com.br/>

**LinkedIn:** -

**E-mail:** [contato@minasfar.com.br](mailto:contato@minasfar.com.br)

**Phone:** +55 (31) 3656-5086

**WhatsApp:** -

**Address:**

3018 dos Aimorés, Av., Room 906, Barro Preto

30140-073 Belo Horizonte – MG, Brazil

**MOLECULAR BIOTECNOLOGIA E REPRESENTAÇÃO LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

MOLECULAR BIOTECHNOLOGY is a company that has been operating in the Molecular Biology and Clinical Laboratory and Veterinary Diagnosis market for over 7 years, located in the city of Belo Horizonte – MG. We sell products for Molecular Biology (Kits for extraction and purification of DNA/RNA and proteins and Reagents by the technique of PCR and qPCR), Cytogenetics (Probes for FISH), and Laboratory Diagnostics- IVD in Microbiology (Culture Media, Supplements, Preservatives, Biofermentators and Chemicals), and other consumables and basic laboratory equipment.

**Website:** [www.molecularbrasil.com.br](http://www.molecularbrasil.com.br)

**Instagram:** [https://www.instagram.com/molecular\\_brasil/](https://www.instagram.com/molecular_brasil/)

**LinkedIn:** <https://www.linkedin.com/company/molecular-biotecnologia/>



**E-mail:** contato@molecularbrasil.com.br

**Phone:** +55 (31) 3658-5366

**WhatsApp:** -

**Address:**

161 Santos Street, Nova Suíssa

30.421-318 Belo Horizonte – MG, Brazil

### **NEW QUÍMICA LTDA -EPP**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 1984 by Armando Perrett Braga, New Química has structured itself to serve the Brazilian market with excellence, always seeking the best solutions and technologies in consumables and equipment for health and laboratory. To meet this goal, New Química sought the best suppliers and representatives, such as Marconi, Biotecno, Terroni, Vetec, among others. New Química is able to commercialize, install, provide technical assistance, and carry out training in all the equipment it commercializes in Brazil. New Química is a Brazilian company, with headquarters in Belo Horizonte, where it has an area of 750 m<sup>2</sup>, counting on technical assistance, exclusive laboratory, equipment showroom and structure for training. In order to always guarantee the best service, New Química makes available an experienced and qualified technical team, product specialists who receive constant training through the manufacturers to provide continuous assistance to their customers. Moreover, it has a commercial and logistic team, capable of assertively serving the most diverse segments in the Brazilian market, always providing the best solutions in high technology equipment. All its activities have as a concept the total quality because it is understood that this is an essential vision to its customers. At New Química you will find the best and most complete line of products with ease of use, durability, agility in delivery and a qualified and effective assistance in commercial and technical service.

**Website:** [www.newquimica.com.br](http://www.newquimica.com.br)

**Instagram:** <https://www.instagram.com/newquimica1984/>

**LinkedIn:** <https://www.linkedin.com/in/new-quimica-ltda-a5b443140/>

**E-mail:** [newquimica@newquimica.com.br](mailto:newquimica@newquimica.com.br)

**Phone:** +55 (31) 3328-5800

**WhatsApp:** -

**Address:**

172 Gentil Portugal do Brasil Street, Camargos

30.520-540 Belo Horizonte – MG, Brazil

### **NOVA MEDICAL COMÉRCIO DE PRODUTOS MEDICOS EIRELI**

#### **DIVINÓPOLIS**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Import, distribution and representation of special materials and medical equipment.

**Website:** [www.novamedical.com.br](http://www.novamedical.com.br)

**Instagram:** [https://www.instagram.com/nova\\_medical\\_mg/](https://www.instagram.com/nova_medical_mg/)

**LinkedIn:** <https://www.linkedin.com/company/nova-medical-com%C3%A9rcio-de-produtos-m%C3%A9dicos-ltda>

**E-mail:** [vendas@novamedical.com.br](mailto:vendas@novamedical.com.br)

**Phone:** +55 (37) 3215-5953

**WhatsApp:** -

**Address:**

172 João Morato de Faria Street, Shop 04, Centro

35.500-615 Divinópolis – MG, Brazil



## **NOVO NORDISK PRODUÇÃO FARMACÊUTICA DO BRASIL LTDA.**

### **MONTES CLAROS**

#### **2121 -Manufacture of medicines for human use**

Novo Nordisk is making history and wants to share this good news with you and all of Brazil. For the first time, SUS will make available in the whole country fast acting pens for the treatment of people with type 1 diabetes. And this insulin will be produced in our factory in Montes Claros, MG. That is: insulin produced in Brazil for Brazil. The plant in Montes Claros was inaugurated in 2007, has 53 thousand square meters (the equivalent of seven football fields) and state-of-the-art equipment and production lines. It is the largest insulin production unit in Latin America and employs about 1,000 people. These figures make it Novo Nordisk's largest plant outside Denmark, where the company's headquarters are located. And the detail that makes all the difference is that, considering all the inputs used in the manufacture and packaging of the insulin pen at the Montes Claros plant, 60% come from domestic suppliers. With more than 25 years in Brazil, Novo Nordisk is on the way to be part of this great journey, reaffirming the ongoing commitment to the health of every Brazilian.

**Website:** [www.novonordisk.com.br](http://www.novonordisk.com.br)

**Instagram:** <https://www.instagram.com/novonordiskbr/>

**LinkedIn:** <https://www.linkedin.com/company/novo-nordisk/>

**E-mail:** [sac.br@novonordisk.com](mailto:sac.br@novonordisk.com)

**Phone:** +55 (38) 3229-6200

**WhatsApp:** -

**Address:**

1413 Um Av., Distrito Industrial

39.404.004 Montes Claros – MG, Brazil

## **ODOUS DE DEUS INDÚSTRIA COMÉRCIO IMPORTAÇÃO E EXPORTAÇÃO LTDA**

### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ODOUS DE DEUS is a company that was born in 1983, concerned with giving continuity to the quality and seriousness of its products, which are developed exclusively for the endodontic professional. The instruments are created with the highest precision and technology in "CNC" lathes and gutta-percha cones. Located at R. Itapetinga 106 - Cachoeirinha, Belo Horizonte/MG, CEP: 31130-032, ODOUS DE DEUS detaches its work in national and international territories valuing and highlighting the improvement of the effectiveness of our products, aiming at satisfying the needs of our customers; always seeking the continuous improvement of the quality management system.

**Website:** [www.odousdedeus.com.br](http://www.odousdedeus.com.br)

**Instagram:** <https://www.instagram.com/odousdedeus/>

**LinkedIn:** -

**E-mail:** [odousdedeus@odousdedeus.com.br](mailto:odousdedeus@odousdedeus.com.br)

**Phone:** +55 (31) 3481-0056 / 3063-0709

**WhatsApp:** +55 (31) 99591-0056

**Address:**

106 Itapetinga Street, Cachoeirinha

31.130-032 Belo Horizonte – MG, Brazil

## **ONCOCLÍNICAS DO BRASIL SERVICOS MÉDICOS SA**

### **BELO HORIZONTE**

#### **8630 -ambulatory care activities performed by doctors and dentists**

The Oncoclínicas Group is the result of a pioneering initiative in the management and administration of cancer services. Founded in 2010, it has accumulated, over the years, great achievements in cancer treatment and is today considered one of the largest and most respected oncology, hematology, and radiotherapy groups in Latin America. The relevance is reinforced by the exclusive partnership in Brazil

with the Dana Farber Cancer Institute, one of the most respected in the world, affiliated with Harvard Medical School. The Oncoclínicas Group's area of operation covers 11 of Brazil's major states. Currently, there are 70 units with specialists in oncology, radiotherapy, hematology and bone marrow transplant, complementary care and the most advanced in integrated care.

**Website:** [www.grupooncoclinicas.com](http://www.grupooncoclinicas.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%ADnicas-do-brasil/>

**E-mail:** -

**Phone:** -

**WhatsApp:** -

**Address:** -

### **OPTIVISION COMÉRCIO IMPORTAÇÃO E EXPORTAÇÃO LTDA**

#### **BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

Since 2000, we have been active in the commercialization of ophthalmic equipment, representing, in Brazil, the best in the world. We attend doctors and ophthalmologic clinics specialized in glaucoma, cataract, retina, and cornea, all over Brazil, from north to south. But we go far beyond selling products. Our equipment is a tool that helps make your business more profitable. In addition to offering excellent financial returns, they provide the best clinical results, bringing visibility and recognition to your office or clinic. We offer opportunities for growth, expansion, knowledge, and information by analyzing existing equipment in your region to identify the best opportunities for you in your market.

**Website:** [www.optivisionbrasil.com.br](http://www.optivisionbrasil.com.br)

**Instagram:** <https://www.instagram.com/optivisionbrasil/>

**LinkedIn:** <https://www.linkedin.com/company/optivision-equipamentos-ofthalmologicos/>

**E-mail:** [contato@optivisionbrasil.com.br](mailto:contato@optivisionbrasil.com.br)

**Phone:** +55 (31) 3284-7325

**WhatsApp:** -

**Address:**

20 Santa Rita Durão Street, 12º Floor, Funcionários

30.140-110 Belo Horizonte – MG, Brazil

### **ORTO DENTE LTDA**

#### **BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Since 1989, Ortodente has been active in the dental materials market and was the pioneer in the Orthodontic specialty in Minas Gerais. They are committed to providing differentiated products of high quality, always offering the best cost benefit in the market. It maintains partnerships with the main orthodontic courses in Minas Gerais, where they consolidated the quality not only of our products, but also of personalized service, coupled with an unmatched confidence in the market with teachers, coordinators, and organizers of the best courses in the specialty.

**Website:** [www.dentalortodente.com.br](http://www.dentalortodente.com.br)

**Instagram:** <https://www.instagram.com/ortodente/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3296-5050

**WhatsApp:** -

**Address:**

146 Paulo Afonso Street, Loja 10, Santo Antonio

30.350-060 Belo Horizonte – MG, Brazil

**PABLO GEOVANE DE OLIVEIRA (Ponto Labor)****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Ponto Labor is a reference company representing laboratory and hospital supplies throughout Brazil, selling products in the areas of research, clinical analysis, quality control, pharmaceutical and industrial; They offer solutions in chemical, biochemical, accessories, disposables, culture media, glassware; among others. It stands out for the enormous diversity of products sold in various segments.

**Website:** [www.pontolabor.com.br](http://www.pontolabor.com.br)

**Instagram:** -

**LinkedIn:**

**E-mail:** [pontolabor01@hotmail.com](mailto:pontolabor01@hotmail.com) / [pontolabor02@gmail.com](mailto:pontolabor02@gmail.com)

**Phone:** +55 (31) 3395-7221

**WhatsApp:** -

**Address:**

108 Guará Street, Novo Eldorado

32.341-080 Contagem – MG, Brazil

**PHILIPS MEDICAL SYSTEMS LTDA****VARGINHA****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Philips plant that produces medical equipment such as x-ray, MRI, and tomography, among others, reinforcing Philips' presence and innovation capacity in Brazil.

**Website:** <https://www.philips.com.br/healthcare/resources/landing/varginha>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/philips/>

**E-mail:** -

**Phone:** +55 (35) 3219-7000

**WhatsApp:** -

**Address:**

250 Otto Salgado Av.

37.066-440 Varginha – MG, Brazil

**PMF CARDIOLIFE IMPORTAÇÃO E EXPORTAÇÃO DE PRODUTOS MEDI****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Description not available.

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** [markbh@terra.com.br](mailto:markbh@terra.com.br)

**Phone:** + 55 (31) 3271-2224

**WhatsApp:** -

**Address:**

30 Itacarambi Street, Santa Inês

31080-260 Belo Horizonte – MG, Brazil

## POLAR FIX INDÚSTRIA E COMÉRCIO DE PRODUTOS HOSPITALARES

### SAO GONCALO DO SAPUCAI

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Polar Fix has the following brands - Protect, Star, Safe Pack, Polarzinho. It produces and distributes a complete line of high quality, meets the most rigorous standards of requirements, equaling what is best in the international market. For this, Polar Fix constantly seeks to improve its brands and product lines, through continuous investments in technology and specialized professionals, with the mission of guaranteeing the quality of its products to the medical - hospital sector, its professionals, and customers.

**Website:** [www.polarfix.com.br](http://www.polarfix.com.br)

**Instagram:** [https://www.instagram.com/polar\\_fix/](https://www.instagram.com/polar_fix/)

**LinkedIn:** <https://www.linkedin.com/company/polar-fix/>

**E-mail:** [vendas@polarfix.com.br](mailto:vendas@polarfix.com.br)

**Phone:** +55 (35) 3435-1100

**WhatsApp:** +55 (11) 94379-8295

**Address:**

Street Antonio Carvalho Dias, Herve De Campos Vargas - Industrial District  
37490-000 São Gonçalo do Sapucaí – MG, Brazil

## POLYSUTURE INDÚSTRIA E COMÉRCIO LTDA (Medtronic)

### SÃO SEBASTIÃO DO PARAISO

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

A Polysuture é uma das fábricas da Medtronic no Brasil, após a Medtronic adquirir a irlandesa Covidien em 2014. A Medtronic é líder mundial em tecnologia médica — aliviando a dor, restabelecendo a saúde e prolongando a vida de milhões de pessoas ao redor do mundo. Com profundas raízes em tratamento de doenças cardíacas, a Medtronic fornece uma ampla gama de produtos e terapias — a cada três segundos, em algum lugar do mundo a vida de uma pessoa é melhorada por um produto ou terapia da Medtronic.

**Website:** <https://www.medtronic.com/br-pt/about/>

**Instagram:** <https://www.instagram.com/medtronic/?hl=pt-br>

**LinkedIn:** <https://www.linkedin.com/showcase/medtronic-brasil/?viewAsMember=true>

**E-mail:** [jose.renato.nascimento@medtronic.com](mailto:jose.renato.nascimento@medtronic.com)

**Phone:** +55 (35) 3539-4750

**WhatsApp:** -

**Address:**

1245 Ver. Gabriel Ramos da Silva Av. - Parque Industrial Fernando Zanin  
37.950-000 São Sebastião do Paraíso – MG, Brazil

## POUSO ALEGRE PET-CT DIAGNÓSTICOS LTDA.

### POUSO ALEGRE

#### 8640 -Complementary diagnostic and therapeutic service activities

Founded in 1982 and with a history of tradition and pioneering in the radiology sector, Corpus Diagnóstica is currently one of the largest centers for medical imaging in the State and the most complete in the South of Minas Gerais. They currently have 6 Units and are present in the cities of Pouso Alegre, Alfenas and Extrema.

**Website:** [www.corpusdiagnostica.com.br](http://www.corpusdiagnostica.com.br)

**Instagram:** <https://www.instagram.com/corpusdiagnostica/>

**LinkedIn:** <https://www.linkedin.com/company/corpusdiagnostica/>

**E-mail:** -

**Phone:** +55 (35) 3449-3350

**WhatsApp:** +55 (35) 3449-3350

**Address:**

255 Alfredo Custódio de Paula Av., Medicina  
37.550-000 Pouso Alegre – MG, Brazil

**PRO-LIFE EQUIPAMENTOS MÉDICOS LTDA****POUSO ALEGRE****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

ProLife, as a company founded and developed in Brazilian territory, acquired a vast knowledge about the market and the needs of health professionals. Has products in the areas of cardiology, monitoring and electrophysiology.

**Website:** [www.prolife.com.br](http://www.prolife.com.br)

**Instagram:** <https://www.instagram.com/oficialprolife/>

**LinkedIn:** <https://www.linkedin.com/company/oficialprolife/>

**E-mail:** [vendas@prolife.com.br](mailto:vendas@prolife.com.br)

**Phone:** +55 (11) 5539-0746

**WhatsApp:** -

**Address:**

6800 Pref. Olavo Gomes de Oliveira Avenue, Res. Morumbi  
37.550-000 Pouso Alegre – MG, Brazil

**PROMEDICAL EQUIPAMENTOS MÉDICOS LTDA****JUIZ DE FORA****4773 -Retail sale of medical and orthopedic articles**

ProMedical is a company focused on the segments of endoscopy and ultrasound and operates throughout Brazil. Founded in 2009, ProMedical is a company focused on the hospital area and operating throughout Brazil. They are in a constant search for ways that can help their customers to develop, not simply by selling products, but by understanding and advising each customer to find the solution that serves them in the most effective and fair way.

**Website:** [www.promedical.com.br](http://www.promedical.com.br)

**Instagram:** <https://www.instagram.com/promedicaloficial/>

**LinkedIn:** -

**E-mail:** [comercial@promedical.com.br](mailto:comercial@promedical.com.br)

**Phone:** +55 (32) 3313-6900

**WhatsApp:** +55 (32) 3313-6920

**Address:**

74/76 Cristovam Molinari Street, Morro da Glória  
36.035-000 Juiz de Fora – MG, Brazil

**PROTMAT MATERIAIS AVANÇADOS LTDA****JUIZ DE FORA****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ProtMat uses imported raw material of the highest purity in its production line, ensuring that the prostheses and infrastructures manufactured with our zirconia blocks present high quality, reproducibility, and perfect adaptation. They produce ceramics for use in CAD / CAM and MAD / MAM systems, for the manufacture of prosthetic system components.

**Website:** [www.protmat.com.br](http://www.protmat.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3233-7353

**WhatsApp:** +55 (12) 98158-2670

**Address:**

736 Otilia de Souza Leal Street, Nova Califórnia  
36.039-000 Juiz de Fora – MG

**QUALIVIDROS DISTRIBUIDORA LTDA****PASSOS****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

The company Qualividros Distribuidora Ltda was founded in November 2013, by Mr. Valdemir Ferreira Barbosa, due to his vast experience in the trade of products in the industry. Since then, the organization has grown in the sector, aiming at the wholesale sale of materials for laboratories and hospitals. In the market, Qualividros stands out for the exceptionality present in its products and, in addition, for the attention to customer service. Today they have a large stock, from glassware to equipment, which allow them to meet the needs of all customers quickly and easily. In 2019, the organization became a successful and exclusive partner in distribution, in Brazil, of imported products of the Normax brand, located in Portugal. In addition, they have their own parts manufactured by third-party companies that guarantee the quality standard.

**Website:** [www.qualividros.com](http://www.qualividros.com)

**Instagram:** <https://www.instagram.com/qualividros/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (35) 3521-5443

**WhatsApp:** +55 (35) 98889-6965

**Address:**

1352 Caetés Street, N Sra. Aparecida  
37.901-522 Passos – MG, Brazil

**QUÍMICA BRASILEIRA LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Química Brasileira works with a complete portfolio of analytical supplies and biotechnology to offer our customers the most suitable product for each procedure. The company has several brands and operates in different sectors, from the pharmaceutical area to metallurgy.

**Website:** [www.quimicabrasileira.com.br](http://www.quimicabrasileira.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/quimica-brasileira/>

**E-mail:** [contato@quimicabrasileira.com.br](mailto:contato@quimicabrasileira.com.br)

**Phone:** +55 (31) 3515-0020 / 3492-6111

**WhatsApp:** -

**Address:**

545 Beira Alta Street - São Francisco  
31.255-240 Belo Horizonte – MG, Brazil

**RADIOCARE SERVIÇOS MÉDICOS ESPECIALIZADOS LTDA****BELO HORIZONTE****8610 -Hospital care activities**

The Radiocare Center is Specialized em Radiotherapy of the Hospital Felício Rocho was designed by a group of health professionals with the aim of exceeding the expectations of our customers, offering high quality assistance, and contributing to the raising of the level of health and quality of life. Founded in 2005, at the facilities of the Felício Rocho Hospital, the focus on people was the foundation for structuring the team of radio-oncologists, nurses, physicists, and technicians carefully selected, with a high level of technical qualification and excellence in personalized assistance. Throughout its trajectory,

it promoted the updating of its equipment and quality control tools. Linear accelerators are the latest generation and are among the youngest in the country.

**Website:** [www.grupooncclinicas.com/radiocare](http://www.grupooncclinicas.com/radiocare)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%A9nicas-do-brasil/>

**E-mail:** -

**Phone:** +55 (31) 3335-0131

**WhatsApp:** -

**Address:**

3609 Timbiras Street, Barro Preto

30.140-062 Belo Horizonte – MG, Brazil

### ROSS MEDICAL LTDA

#### JUIZ DE FORA

#### 4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use

The company has dental and medical products. Including a complete service of aspiration and drainage of body fluids.

**Website:** [www.rossmedical.com.br](http://www.rossmedical.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3225-1007/ 3223-6095

**WhatsApp:** +55 (32) 9102-8631

**Address:**

1792 Cel. Vidal Av., Mariano Procópio

36.080-080 Juiz de Fora – MG, Brazil

### RS MED LTDA

#### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

RSMed was founded in 2020 and since then offers innovation in the development and manufacture of hospital medical products, focusing on the quality of its products and customer satisfaction.

**Website:** [www.rsmed.com.br](http://www.rsmed.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3271-4276 / 3271-3711

**WhatsApp:** -

**Address:**

526 Abaeté Street, Bonfim

31.210-390 Belo Horizonte – MG, Brazil

### SANDERS DO BRASIL LTDA

#### SANTA RITA DO SAPUCAÍ

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Sanders do Brasil is a Brazilian company certified with the best quality seals in its area of activity: the manufacture and development of high-tech hospital and dental equipment. They work with equipment such as autoclaves, windpipe dryers, thermal disinfectors, ultrasonic washers, endoscope reprocessors, compressors, vacuum pumps, photo bleaching, sealers, and prophylaxis devices.

**Website:** [www.sandersdobrasil.com.br](http://www.sandersdobrasil.com.br)



**Instagram:** <https://www.instagram.com/sandersdobrasil/>

**LinkedIn:** -

**E-mail:** [sanders@sandersdobrasil.com.br](mailto:sanders@sandersdobrasil.com.br)

**Phone:** +55 (35) 3473-7564

**WhatsApp:** +55 (35) 3473-7564

**Address:**

500 Sebastião Reginaldo Cunha Av., Viana

37.540-000 Santa Rita do Sapucaí – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE BELO HORIZONTE**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

Composed by Santa Casa BH, Hospital São Lucas, Santa Casa BH Medical Specialties Center, Teaching and Research Santa Casa BH, Funerária Santa Casa BH and Geriatric Institute Afonso Pena, the Santa Casa BH Group is currently a reference in health in Brazil.

**Website:** [www.santacasabh.org.br](http://www.santacasabh.org.br)

**Instagram:** <https://www.instagram.com/santacasabh/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3238-8100

**WhatsApp:** -

**Address:**

1111 Francisco Sales Av., Santa Efigênia

30.150-221 Belo Horizonte – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE JUIZ DE FORA**

### **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Santa Casa de Misericórdia de Juiz de Fora was founded on August 6, 1854. If, at the beginning of the 19<sup>th</sup> century, Santa Casa performed 188 surgeries, today, the hospital performs about 18 thousand surgeries per year. It is no coincidence that, by combining tradition, philanthropy, permanent modernization, and quality of care throughout its history, Santa Casa has become the largest hospital in Zona da Mata in Minas Gerais.

**Website:** [www.santacasajf.org.br](http://www.santacasajf.org.br)

**Instagram:** <https://www.instagram.com/santacasajf/>

**LinkedIn:** <https://www.linkedin.com/company/santacasajf/>

**E-mail:** -

**Phone:** +55 (32) 3229 2222

**WhatsApp:** -

**Address:**

3353 Barão do Rio Branco Av., Passos

36.021-630 Juiz de Fora – MG, Brazil

## **SANTALMAS REPRESENTAÇÕES E COMÉRCIO LTDA**

### **JUIZ DE FORA**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 1994, Santalmas specializes in the Orthosis and Prosthesis market, with products focused on Mechanical Suture and Electrosurgery. With the commitment to bring high quality and efficient products to health professionals, it has established strategic partnerships with reference brands to meet the specialties of: general surgery, coloproctology, gynecology, chest, urology, neurology and head and neck.

**Website:** [www.santalmas.com.br](http://www.santalmas.com.br)

**Instagram:** <https://www.instagram.com/santalmas/>

**LinkedIn:** <https://www.linkedin.com/company/santalmasrepresentacoes/>

**E-mail:** -

**Phone:** +55 (32) 3257-4850

**WhatsApp:** -

**Address:**

1003 Ladeira Alexandre Leonel, Cascatinha

36.033-240 Juiz de Fora – MG, Brazil

### **SCAN DIAGNÓSTICA INDÚSTRIA E COMÉRCIO LTDA**

#### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Scan Diagnóstica - IMUNOSCAN, was founded in August 2013, by its partners, from the diagnostic and research market. Then, a company was born with strong technological capacity, in the development and production sector, and scientific consistency to support and supply products, inputs, for immunohematology and scientific research. IMUNOSCAN is fully qualified by the municipal, state, and national regulatory bodies.

**Website:** [www.imunoscan.com.br](http://www.imunoscan.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/imunoscan>

**E-mail:** -

**Phone:** +55 (31) 3488-1871

**WhatsApp:** -

**Address:**

108 Gov. Valadares Street, Granjas Reunidas São Vicente

33.350-000 São José da Lapa – MG, Brazil

### **SCHOLLY LATIN AMERICA IMPORTAÇÃO E COMÉRCIO LTDA**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Established in 2006 in Belo Horizonte, Minas Gerais, SCHÖLLY Brasil locally provides technical service within the same strict quality standards of the German headquarter, with commitment, flexibility, and transparency, ensuring continuous operational availability and cost effectiveness of our customers' equipment.

Attuned to the needs of the Latin America markets for medical and industrial visualization technologies, SCHÖLLY Brasil offers all the necessary technical expertise to provide the best customized solution for each customer.

**Website:** [www.schoelly-latinamerica.com](http://www.schoelly-latinamerica.com)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [info@schoelly-latinamerica.com](mailto:info@schoelly-latinamerica.com)

**Phone:** +55 (31) 2555-3600

**WhatsApp:** -

**Address:**

167 Mal. Deodoro Street, Floresta

30.150-110 Belo Horizonte – MG, Brazil

**SCUDO ÓPTICO INDUSTRIAL EIRELI****SETE LAGOAS****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

SCUDO produces a complete line of protection models, with perfect ergonomics, which provides total safety to the user. The differential is the production of goggles also with prescription lenses, that is, for users who need goggles but who also use prescription lenses.

**Website:** [www.scudoseg.com.br](http://www.scudoseg.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3773-9176

**WhatsApp:** -

**Address:**

6400 Pref. Alberto Moura Av., Distrito Industrial  
35.702-383 Sete Lagoas – MG, Brazil

**SERV IMAGEM MINAS SERVIÇOS, INDÚSTRIA E COMÉRCIO LTDA****LAGOA SANTA****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Founded in 1996 within the VMI radiological equipment industry, Serv Imagem was born from the customers' need to obtain an efficient and quality Technical Assistance service. In a few years, Serv Imagem strategically expanded to the regions of SP, RJ, NE, and RS, significantly expanding its operations in the main markets of Brazil. In 2010 it was certified by NBR ISO 9001, reinforcing its commitment to customers and the quality of its services. Today, with a highly specialized and competent team, Serv Imagem operates in the imaging market with broad technical expertise, promoting the high performance of diagnostic imaging services.

**Website:** [www.servimagem.com.br](http://www.servimagem.com.br)

**Instagram:** <https://www.instagram.com/servimagem/>

**LinkedIn:** <https://www.linkedin.com/company/servimagem/>

**E-mail:** [tecnico-mg@servimagem.com.br](mailto:tecnico-mg@servimagem.com.br)

**Phone:** +55 (31) 3681-9064

**WhatsApp:** +55 (31) 3681-9064

**Address:**

80 Hum Street, Distrito Industrial Genesco Aparecido de Oliveira, Vila Asas  
33.400-000 Lagoa Santa – MG, Brazil

**SIEMENS HEALTHCARE DIAGNÓSTICOS LTDA.****VESPASIANO****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Siemens Healthineers is one of the world's largest suppliers to the healthcare industry.

**Website:** [www.siemens-healthineers.com](http://www.siemens-healthineers.com)

**Instagram:** <https://www.instagram.com/siemens.healthineers/>

**LinkedIn:** <https://www.linkedin.com/company/siemens-healthineers/>

**E-mail:** -

**Phone:** +55 (31) 3330-3790

**WhatsApp:** -

**Address:**

1395 Curitiba Street, 6º floor, Centro  
30.170-122 Belo Horizonte – MG, Brazil

**SÍMILE-INSTITUTO DE IMUNOLOGIA APLICADA LTDA****BELO HORIZONTE****8640 -Complementary diagnostic and therapeutic service activities**

Formed by a team of experienced and highly trained professionals, Simile is a biotechnology company that offers diagnostic solutions and develops projects in partnership with respected research institutes in the market. In this line, today they also offer exams of molecular biology in infections, molecular biology in oncology and hematology, classical and molecular cytogenetics, and flow cytometry.

**Website:** [www.simile.bio.br/plus](http://www.simile.bio.br/plus)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/simile-imunologia-aplicada/>

**E-mail:** [contato@simile.bio.br](mailto:contato@simile.bio.br)

**Phone:** +55 (31) 2511-2200

**WhatsApp:** -

**Address:**

1932 São Paulo Street, office 601/602, Lourdes

30.170-135 Belo Horizonte – MG, Brazil

**SÍNTESE BIOTECNOLOGIA LTDA.****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Synthesis Biotechnology offers a diversified line of products for research in molecular biology. There are several options for oligos synthesis, real-time PCR systems, gene synthesis, new generation sequencing, DNA and RNA extraction and purification and ultrapure reagents.

**Website:** [www.sintesebiotecnologia.com.br](http://www.sintesebiotecnologia.com.br)

**Instagram:** <https://www.instagram.com/sintesebiotecnologia1/>

**LinkedIn:** -

**E-mail:** [contato@sintesebiotecnologia.com.br](mailto:contato@sintesebiotecnologia.com.br)

**Phone:** +55 (31) 3234-0000

**WhatsApp:** -

**Address:**

430 Antônio Abrahão Caram Av., office 301, São José

31.275-000 Belo Horizonte – MG, Brazil

**ST JUDE MEDICAL BRASIL LTDA****BELO HORIZONTE****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

St. Jude Medical develops medical technology and services that focus on putting greater control in the hands of those who treat cardiac, neurological, and chronic pain patients worldwide. The company is dedicated to advancing the practice of medicine by reducing risk whenever possible and contributing to successful results for all patients. St. Jude Medical has five main areas of activity that include: heart rate management, atrial, cardiovascular fibrillation, and neuromodulation. In Brazil, it has a manufacturing unit in Belo Horizonte - Minas Gerais, a Material processing unit in Santa Catarina and a sales office in São Paulo. St. Jude Medical produces several medical devices and, in Brazil, its focus is the manufacture of biological tissue valves. In 2017, Abbott completed the acquisition of St. Jude Medical. Pursuant to the terms of the acquisition, St. Jude Medical became a wholly-owned subsidiary of Abbott, establishing Abbott as a leader in the medical device arena. Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. With a portfolio of leading, science-based offerings in diagnostics, medical devices, nutritionals and branded generic pharmaceuticals, Abbott serves people in more than 160 countries and employs approximately 107,000 people.

**Website:** [www.abbottbrasil.com.br](http://www.abbottbrasil.com.br)

**Instagram:** <https://www.instagram.com/abbottglobal/>

**LinkedIn:** <https://www.linkedin.com/company/abbott-/>

**E-mail:** [brasilshfaleconosco@abbott.com](mailto:brasilshfaleconosco@abbott.com)

**Phone:** +55 (31) 3888-5217

**WhatsApp:** -

**Address:**

1301 Professor José Vieira de Mendonça Street, Engenho Nogueira

34.000-000 Belo Horizonte – MG, Brazil

### **SUPLIMED DISTRIBUIDORA DE PRODUTOS MÉDICOS LTDA**

#### **BELO HORIZONTE**

##### **4773 -Retail sale of medical and orthopedic articles**

Suplimed is an ophthalmology company, which has been operating in the national market for 25 years. They are the only official distributor of Shin-Nippon in Brazil. All branded products are manufactured in Japan with the highest Japanese quality.

**Website:** [www.suplimed.com.br](http://www.suplimed.com.br)

**Instagram:** <https://www.instagram.com/suplimedbrasil/>

**LinkedIn:** -

**E-mail:** [vendas@suplimed.com.br](mailto:vendas@suplimed.com.br)

**Phone:** +55 (31) 3048-5811

**WhatsApp:** -

**Address:**

17 Cláudio Manoel Street, Funcionários

30.140-100 Belo Horizonte – MG, Brazil

### **TECHMEDICAL IMPORTAÇÕES E COMÉRCIO LTDA**

#### **BELO HORIZONTE**

##### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Specializing in the commercialization and distribution of surgical materials, it serves the most respected hospitals in the capital of Minas Gerais and in the main cities of the State of Minas Gerais, having renowned medical partners throughout Brazil. The company maintain their operational structure with the implementation of the SGQT - Techmedical Quality Management System, a system aimed at the control of processes and procedures in the Handling, Storage and Distribution of Health products, based on Standard RDC 059 - ANVISA - Good Certification Practices

**Website:** [www.techmedical.com.br](http://www.techmedical.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3239-8324

**WhatsApp:** -

**Address:**

407 Bernardo Monteiro Av., Floresta

30.150-281 Belo Horizonte – MG, Brazil

### **TECLAB DA AMAZÔNIA COMÉRCIO DE EQUIPAMENTOS E MATERIAIS**

#### **BELO HORIZONTE**

##### **4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

Teclab da Amazônia started its activities in 2004 with a focus on supplying products for academic research in universities and research institutes in Amazonas and since then, it has been expanding the range of solutions and clients served, including industrial quality control laboratories, health, sanitation,

and environmental monitoring. Today, they also supply forensic products, both those used in laboratories and materials and kits for crime scene investigations. This product line, we serve nationwide through a branch, strategically located in Belo Horizonte, Minas Gerais, which has a team of experienced and highly qualified professionals.

**Website:** [www.teclabam.com.br](http://www.teclabam.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 2573-1313

**WhatsApp:** -

**Address:**

30 Dr. Jarbas Vidal Gomes Street, Office 304/305, Cidade Nova  
31.170-070 Belo Horizonte – MG, Brazil

### **TECNOSUMA COMÉRCIO E INDÚSTRIA DE KITS DIAGNÓSTICOS**

#### **BELO HORIZONTE**

#### **4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Tecnosuma is an international biotechnology company headquartered in Havana, Cuba. Its corporate mission is to commercialize the SUMA® Technology, developed and produced by the “Centro de Inmunoensayo”. Its advanced technology is designed to satisfy the diagnostic needs in the field of public health in Latin America as well as in those regions with similar economic and socio-cultural characteristics.

The Brazilian branch of Tecnosuma is based in Belo Horizonte.

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** [tsmg@uol.com.br](mailto:tsmg@uol.com.br)

**Phone:** +55 (31) 3488 4577

**WhatsApp:** -

**Address:**

1.020 Timóteo Street, Santa Inês  
31.080-040 Belo Horizonte – MG, Brazil

### **TECSA -LABORATÓRIOS LTDA**

#### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

TECSA has a multidisciplinary team to support research and development projects, always with the quality and respected provision of services in laboratory analysis, maintaining close technical-scientific cooperation with Universities and National and International Institutions, bringing to the reality of Latin Agribusiness American, innovation and appropriate technology. Some services provided: Efficiency test compared to biocides and disinfectants - with special strains. Technical projects for sanitary evaluation of plants and processes.

**Website:** [www.tecsa.com.br](http://www.tecsa.com.br)

**Instagram:** <https://www.instagram.com/tecsalaboratorios/>

**LinkedIn:** -

**E-mail:** [sac@tecsa.com.br](mailto:sac@tecsa.com.br)

**Phone:** +55 (31) 3281-0500

**WhatsApp:** -

**Address:**

6226 do Contorno Av., Funcionários  
30.110-042 Belo Horizonte – MG, Brazil

## **TOCARE INDÚSTRIA E COMÉRCIO DE PRODUTOS MÉDICOS S/A**

### **SANTA RITA DO SAPUCAÍ**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

ToCare is located in Santa Rita do Sapucaí, Minas Gerais, Brazil, and is part of the Electromedical, Electrotherapeutic & X-Ray Apparatus Manufacturing Industry. ToCare has 3 employees at this location and generates \$71,629 in sales (USD).

**Website:** [www.tocare.com.br](http://www.tocare.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [tocare@tocare.com.br](mailto:tocare@tocare.com.br) / [andre.oliveira@tocare.com.br](mailto:andre.oliveira@tocare.com.br)

**Phone:** +55 (35) 3471-4810

**WhatsApp:** -

**Address:**

Road BR 459, Km 121, Shed 2

37.540-000 Santa Rita Do Sapucaí – MG, Brazil

## **TRAUMINAS DISTRIBUIDORA DE MATERIAIS CIRÚRGICOS HOSPITALARES**

### **BELO HORIZONTE**

#### **4773 -Retail sale of medical and orthopedic articles**

Founded in October 1992, Trauminas is a company active in the segment of products for Orthopedics and Neurosurgery in Minas Gerais, Espírito Santo and in the interior of São Paulo.

**Website:** [www.trauminas.com.br](http://www.trauminas.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/trauminas-distribuidora-de-materiais-cirurgicos-hospitalares-ltda/>

**E-mail:** [contato@trauminas.com.br](mailto:contato@trauminas.com.br)

**Phone:** +55 (31) 3045-1955

**WhatsApp:** -

**Address:**

159 Jaceguai Street, Prado

30.411-040 Belo Horizonte – MG, Brazil

## **TRINITY BIOTECH DO BRASIL COMERCIO E IMPORTAÇÃO LTDA**

### **EXTREMA**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Since its foundation, Trinity Biotech PLC has been a company specialized in the development, manufacture, and commercialization of laboratory diagnostic tests. For more than 20 years, Trinity Biotech has been successfully operating in the world market, through its specialized product lines such as: infectious diseases, auto-immune diseases, heart diseases and hemoglobinopathies.

**Website:** [www.trinitybiotech.com.br](http://www.trinitybiotech.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/trinity-biotech/>

**E-mail:** [contato@trinitybiotech.com.br](mailto:contato@trinitybiotech.com.br)

**Phone:** + 55 (11) 3031-8144

**WhatsApp:** -

**Address:**

1259 Vereador Lamartine Jose De Oliveira Road, Da Roseira - Letter A

37640-000 Extrema – MG, Brazil



## ULTRA X COMÉRCIO DE EQUIPAMENTOS HOSPITALARES LTDA

### BELO HORIZONTE

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

They are a company specialized in preventive and corrective maintenance of medical equipment and laser hair removal equipment. Acting in the national market of sales, installation, maintenance, and assistance in hospital equipment.

**Website:** [www.ultraxbh.com.br](http://www.ultraxbh.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [contato@ultraxbh.com.br](mailto:contato@ultraxbh.com.br)

**Phone:** +55 (31) 3463-5140

**WhatsApp:** -

**Address:**

125 Belizário Jerônimo Souza Street, Ipê  
31.930-150 Belo Horizonte – MG, Brazil

## UNIDAS MEDICAL IMPORTAÇÃO E EXPORTAÇÃO LTDA

### BELO HORIZONTE

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Importer and exporter of disposable surgical material, founded in 2012, exclusive representative in Brazil of KFF S/A based in Argentina. Objective - To have a distribution network that serves the entire national territory, with products of extreme quality offering the best in service with agility and efficiency, having exclusivity of the products it sells. Differential - Professionals with more than 14 years in the market and with an international business vision; diversification of lines, working in several specialties; Distributor mesh formed, also with variety of lines. Team trained to develop distributors, qualified for technical training and marketing guidance.

**Website:** -

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/in/unidas-medical-2848a217a/>

**E-mail:** [daprilefabio@unidasmedical.com.br](mailto:daprilefabio@unidasmedical.com.br)

**Phone:** +55 (11) 3171-0421 / (31) 3213-2709

**WhatsApp:** -

**Address:**

2.333 Do Contorno Av., Office 901, Floresta  
30.110-070 Belo Horizonte – MG, Brazil

## USA DIAGNÓSTICA LTDA

### BELO HORIZONTE

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

USA Diagnóstica, a distributor of national and imported products for in-vitro use diagnostics, has been operating in the Hospital and Laboratory segment (Clinical Analysis) for over 10 years and is recognized in the market for providing complete lines of high-quality products.

**Website:** [www.usadiagnostica.com.br](http://www.usadiagnostica.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [vendas@usadiagnostica.com.br](mailto:vendas@usadiagnostica.com.br)

**Phone:** +55 (31) 3226-3330

**WhatsApp:** -

**Address:**

166 Antero de Quental Street, Santa Branca  
31.565-120 Belo Horizonte – MG, Brazil

**VENTURY IMPORTAÇÃO E DISTRIBUIÇÃO DE PRODUTOS HOSPITALARES****BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Description not available.

**Website:** [www.venturymed.com.br](http://www.venturymed.com.br) (under construction)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [contato@venturymed.com.br](mailto:contato@venturymed.com.br)

**Phone:** +55 (31) 2531-5005

**WhatsApp:** -

**Address:**

388 Aimorés Street, Funcionários  
30.140-070 Belo Horizonte – MG

**VGBRAS IMPORTAÇÃO E COMÉRCIO LTDA****BELO HORIZONTE**

**4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 1999, VGbras is specialized in importing, marketing and representation in the areas of plastic surgery and orthopedics and operates nationwide.

**Website:** [www.vgbras.com.br](http://www.vgbras.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3213-1878

**WhatsApp:** -

**Address:**

587 Domingos Vieira Street, Santa Efigênia  
30.150-240 Belo Horizonte – MG, Brazil

**VISIONTECH MEDICAL OPTICS LTDA****NOVA LIMA**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

For 27 years in the ophthalmic market, Visiontech is an ophthalmic implant manufacturer. The company is certified by ISO 13485: 2018 and Good Manufacturing Practices. We work with the highest quality standards, providing surgeons with lenses that are already known in several countries around the world. Always up to date with advances in biotechnology, we combat one of the biggest causes of blindness, cataracts. A strict quality control of processes and products ensure that the final result meets the needs of surgeons. In this way, Visiontech consolidates itself in the market as the most important Brazilian factory of optical products, providing the reliability that the customer needs.

**Website:** [www.visiontech.com.br](http://www.visiontech.com.br)

**Instagram:** <https://www.instagram.com/visiontech.medical.optics/>

**LinkedIn:** -

**E-mail:** [visiontech@visiontech.com.br](mailto:visiontech@visiontech.com.br)

**Phone:** +55 (31) 3084-3081

**WhatsApp:**

**Address:**

555 Regent Av., Alphaville  
34.000-000 Nova Lima – MG, Brazil

**VITAE TECNOLOGIA EM MEDICINA LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Founded in 1998, Vitae Tecnologia em Medicina is a consolidated company with extensive experience in the hospital environment, which provides differentiated solutions in sales, technical assistance, and rental of hospital medical equipment. Vitae presents differentiated solutions in commercialization, technical support, consultancy, and rental of hospital medical equipment.

**Website:** [www.vitae.net.br](http://www.vitae.net.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [comercial@vitae.net.br](mailto:comercial@vitae.net.br)

**Phone:** +55 (31) 2104-7373

**WhatsApp:** +55 (31) 99730-3104

**Address:**

245 Niquelina Street, Santa Efigênia  
30.110-017 Belo Horizonte – MG, Brazil

**VITAL IMPORTAÇÃO E COMÉRCIO LTDA****CONTAGEM****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Vital Importação e Comércio Ltda. founded in 2006 specialized in business development in the medical field, regulation, import and distribution of medical-hospital products in Brazil and South America. Vital Medical is providing technical assistance to flexible endoscopes. With direct supervision from your technical assistance manager here in Brazil, factory trained technicians, high precision equipment and imported parts, we can offer high quality services.

**Website:** [www.vitalmedical.com.br](http://www.vitalmedical.com.br)

**Instagram:** [https://www.instagram.com/vital\\_medical/](https://www.instagram.com/vital_medical/)

**LinkedIn:** -

**E-mail:** [comercial@vitalmedical.com.br](mailto:comercial@vitalmedical.com.br) / [vendas@vitalmedical.com.br](mailto:vendas@vitalmedical.com.br)

**Phone:** +55 (31) 3391-8989

**WhatsApp:** +55 (31) 98211-7258

**Address:**

100 Francisco Firmo de Matos Av., Eldorado  
32.280-270 Contagem – MG, Brazil

**VMI TECNOLOGIAS LTDA.****LAGOA SANTA****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

VMI Industry was founded on October 1, 1985, aiming in the short term to supply other manufacturers of parts and pieces of X-ray equipment and in the medium and long term to provide products that use ionizing radiation directly to the final customer under the VMI brand.

**Website:** [www.vmimedita.com.br](http://www.vmimedita.com.br)

**Instagram:** <https://www.instagram.com/vmimedita/>

**LinkedIn:** <https://www.linkedin.com/company/vmitecnicas/>

**E-mail:** [comercial@vmimedita.com.br](mailto:comercial@vmimedita.com.br)

**Phone:** +55 (31) 3370-3750

**WhatsApp:** -

**Address:**

400 Pref. Eliseu Alves da Silva Street, Vila Asas  
33.400-000 Lagoa Santa – MG, Brazil

**VOX MED COMÉRCIO E REPRESENTAÇÕES LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

VoxMed is a Brazilian company in the field of health products, started its import and distribution activities in mid-2008, representing important national and international brands. In search of new technologies and business concepts, it currently invests in the development and acquisition of new technologies for the Brazilian healthcare market, expanding its network of contacts and portfolio of products and services in the area every day.

**Website:** [www.voxmedbrasil.com](http://www.voxmedbrasil.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/in/vox-med-brasil-30bbb21b1/>

**E-mail:** -

**Phone:** +55 (31) 3241-2863

**WhatsApp:** +55 (31) 98429-8437

**Address:**

587 Domingos Vieira Street, 1303, Santa Efigênia  
30.150-240 Belo Horizonte – MG, Brazil

**WEBMED SOLUÇÕES EM SAÚDE EIRELI****JUIZ DE FORA****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

Description not available

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** [distribuidora.sl@gmail.com](mailto:distribuidora.sl@gmail.com)

**Phone:** + 55 (32) 3241-5979 / (32) 3215-8165

**WhatsApp:** -

**Address:**

300 Paracatu Street, Santa Terezinha  
36046-040 Juiz de Fora – MG, Brazil

**WF MEDICAL COMERCIAL CIÊNCIA E TECNOLOGIA LTDA****BELO HORIZONTE****4645 -Wholesale of instruments and materials for medical, surgical, orthopedic, and dental use**

WF Medical is a company that has been in the market for over 15 years and operates in the field of sales and specialized technical assistance. It used to be a representative/distributor of world-renowned factories, headquartered in Japan, and also national companies whose factories are in São Paulo and Rio Grande do Sul. Seeing market saturation in the area of medical equipment, he migrated to the area of technology and protection against contamination. It is a company run by experienced and knowledgeable people in the hospital market. Today, with a futuristic vision, WF Medical understands that there is a new conception of the use of tools (hardware/software), to assist, support the administration and mainly bring security to patient care, as well as reassuring health professionals to who can have more time and further humanize the relationship with patients. For this reason, WF Medical today has a range of high-tech products to offer, such as: robots for the pharmacy area, bedside care, tablets, and antimicrobial equipment, in addition to a new area for preventing infections generated by contamination day by day.

**Website:** <https://www.wfmedical.com.br/>

**Instagram:** -

**LinkedIn:** -

**E-mail:** [licitacao@wfmedical.com.br](mailto:licitacao@wfmedical.com.br)

**Phone:** +55 (31) 3465-9409

**WhatsApp:** +55 (31) 99961-37000

**Address:**

750 Antônio Olinto Street, Esplanada  
30.280-040 Belo Horizonte – MG, Brazil

#### **ZIMEDICAL DISTRIBUIDORA LTDA**

##### **BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus, and equipment for dental, medical and hospital use; parts and pieces**

ZIMEDICAL is a division of ZIMEX BRASIL created to operate in the distribution of health products, committing itself to better serve its customers with technology and quality products.

**Website:** <https://www.zimedical.com.br/>

**Instagram:** -

**LinkedIn:** -

**E-mail:** [vendas@zimedical.com.br](mailto:vendas@zimedical.com.br)

**Phone:** +55 (31) 3223-6775

**WhatsApp:** +55 (31) 98668-0675

**Address:**

96 Dona Alexandrina Street, Alto Caiçaras  
31.230-030 Belo Horizonte – MG, Brazil

#### **ZIMEX BRASIL REPRESENTAÇÕES COMÉRCIO IMPORTAÇÃO E EXPOR**

##### **BELO HORIZONTE**

**4664 -Wholesale of machinery, apparatus**

ZIMEX BRASIL operates in foreign trade since 2000, prospecting products and suppliers in different areas and in different places around the world. Throughout its existence, ZIMEX BRASIL has consolidated strong partnerships, becoming a distributor or exclusive representative of foreign companies in Brazil. Represents Tradings from USA, EUROPE, and ASIA.

**Website:** <http://zimexbrasil.com.br/trading/>

**Instagram:** -

**LinkedIn:** -

**E-mail:** [zimex@zimexbrasil.com.br](mailto:zimex@zimexbrasil.com.br)

**Phone:** +55 (31) 3223-6775

**WhatsApp:** +55 (31) 98668-0675

**Address:**

1817 Av. Nossa Senhora de Fátima, Carlos Prates  
30.710-020 Belo Horizonte - MG, Brasil

[Click here to go back to the Table 3 - Matchmaking matrix](#)

[Click here to go directly to the Chapter 9](#)

## 8.1.4 List of companies – segment D – Mobility & Vitality

### ASSOCIAÇÃO MINEIRA DE REABILITAÇÃO

#### BELO HORIZONTE

##### 8650 -Activities of healthcare professionals, except doctors and dentists

55 years ago, the Associação Mineira de Reabilitação (AMR) was born with a noble mission: to care for children and adolescents with physical disabilities, resulting from cerebral palsy and other syndromes and illnesses, exclusively from socially vulnerable families. In more than half a century of existence, thousands of families have been cared for free, receiving high quality care. Today, AMR is a reference in multidisciplinary motor rehabilitation care in the state of Minas Gerais, with almost 500 people from Belo Horizonte and 29 other municipalities in the metropolitan region. As a philanthropic institution, in order to keep all this structure working, AMR counts on a solidarity network. They are individuals and companies that contribute as they can: donations of money, food, labor, services, through collections at events and much more.

**Website:** [www.amr.org.br](http://www.amr.org.br)

**Instagram:** [https://www.instagram.com/amr\\_ongbh/](https://www.instagram.com/amr_ongbh/)

**LinkedIn:** <https://www.linkedin.com/company/amrbh/>

**E-mail:** [comunicacao@amr.org.br](mailto:comunicacao@amr.org.br)

**Phone:** +55 0800 72 71 347 / +55 (31) 3304-1300

**WhatsApp:** -

**Address:**

111 Prof. Otávio Coelho de Magalhães Street, Mangabeiras

30.210-300 Belo Horizonte – MG, Brazil

### BENEFICÊNCIA SOCIAL BOM SAMARITANO

#### GOVERNADOR VALADARES

##### 8690 -Human health care activities not otherwise specified

The Beneficência Bom Samaritano, the Good Samaritan Hospital maintainer, was created in Governador Valadares on May 1, 1948, as a public utility, federal state, non-profit entity. With a clinic in the center of the city, it had in the beginning the objective of bringing comfort to the elderly, offering lodging, besides distributing food to the needy people. Today the hospital complex has 111 beds, with about four thousand five hundred attendances per month, 70% only by SUS. The Bom Samaritano Hospital still has a modern service in the sectors of cardiology, nephrology, oncology (radiotherapy and chemotherapy), ICU, surgery, obstetrics, maternity, nursery, outpatient, pharmacy, nuclear medicine, laboratory exams and medium and high complexity care.

**Website:** [www.hospitalsamaritano.org.br](http://www.hospitalsamaritano.org.br)

**Instagram:** <https://www.instagram.com/bsbomsamaritano/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (33) 3273-4013

**WhatsApp:** -

**Address:**

1620 Ranulfo Álvares de Almeida Street, Vila Isa

35.044-220 Governador Valadares – MG, Brazil

### CLÍNICA MEMORIAL LTDA

#### POCOS DE CALDAS

##### 8640 -Complementary diagnostic and therapeutic service activities

The best infrastructure to act from diagnosis to post treatment. The Memorial Clinic is specialized in treating several types of cancer. Serving patients with cancer since the year 2000, the clinic uses the most modern equipment available for diagnosis and cure of the disease. The technology used is one of

the most advanced in the world, and it is only found in large centers of the country. A wide variety of auxiliary services to radiotherapy are performed inside the clinic, from diagnosis to post-treatment care, fundamental for the effectiveness of the procedures. The clinic attends more than 100 patients daily. During the 17 years of operation of the Memorial Clinic, approximately 6,000 people with various types of cancer have been treated. Advanced technology allows, for example, that complex cases, which are commonly treated with surgery, are treated without a single cut and with minimal side effects. The technology of the equipment is not the only factor for the treatment to be a world reference: The Clinic has experienced and highly trained professionals.

**Website:** [www.radioterapiapocos.com](http://www.radioterapiapocos.com)

**Instagram:** <https://www.instagram.com/clinicamemorialpc/>

**LinkedIn:** <https://www.linkedin.com/company/clinicamemorial/about/>

**E-mail:** -

**Phone:** +55 (35) 3714-5555 / 98829-8549

**WhatsApp:** +55 (35) 98829-8506

**Address:**

6180 João Pinheiro Av., Bortolan

37.704-720 Poços de Caldas – MG, Brazil

## **FUND CENTRO HEMATOLOGIA E HEMOTERAPIA DE MINAS GERAIS**

### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

Established on December 26, 1989, through Law No. 10,057, the Minas Gerais Hematology and Hemotherapy Center Foundation (Hemominas), with its own legal personality, under public law, is linked to the Minas Gerais Secretary of State for Health (SES-MG) and aims to ensure unity of command and direction of state policies on hematology and hemotherapy, ensuring the population the supply of quality blood and blood products. With origins dating back to January 10, 1985, with the creation of the Center of Hematology and Hemotherapy of Minas Gerais, a unit then subordinated to the Fundação Hospitalar do Estado de Minas Gerais (Fhemig), the Hemominas Foundation follows the technical and legal guidelines of the Ministry of Health and the National Health Surveillance Agency (ANVISA). The Hemominas Foundation develops activities in the areas of service provision, medical assistance, teaching, research, technological development, production, quality control and health education.

**Website:** [www.hemominas.mg.gov.br](http://www.hemominas.mg.gov.br)

**Instagram:** <https://www.instagram.com/hemominas/>

**LinkedIn:** <https://www.linkedin.com/company/funda%C3%A7%C3%A3o-hemominas/>

**E-mail:** -

**Phone:** +55 (31) 3768-7450

**WhatsApp:** -

**Address:**

882 Grão Pará Street, Funcionários

30.150-341 Belo Horizonte – MG, Brazil

## **FUNDAÇÃO CRISTIANO VARELLA**

### **MURIAÉ**

#### **8610 -Hospital care activities**

Created in memory of Cristiano Ferreira Varella, son of entrepreneur and politician Lael Vieira Varella, the Cristiano Varella Foundation has an area of more than 115,000 m<sup>2</sup> and was set up on 4 September 1995. Today it operates in three segments, health, with the Muriaé Cancer Hospital, and communication and culture with Rede Atividade, formed by TV and radio AM and FM and Memorial. With the Mission of "Fighting cancer by valuing life," Muriaé Cancer Hospital began its activities 13 years ago, already accredited as a High Complexity Oncology Assistance Center (CACON) by the Ministry of Health. With the responsibility of caring for patients who come from the more than 270 municipalities of Minas Gerais, as well as from other states, Hospital do Câncer de Muriaé's vision is "to be a national center of



excellence in the fight against cancer, standing out for its sustainability and quality" and this means much more than the fight against the disease; we believe in our institution, that the cure of cancer is not the only achievement that our patient deserves, he also deserves, and much, quality of life, so we have hired the best professionals and acquired the best equipment to offer excellent treatment and humanization to those who come to us. As one of our values is equity in care, we offer our SUS patients - who reach 93% - the same quality and services that patients with an agreement or privately. We also believe that prevention and early diagnosis are our greatest allies in this battle against time and with this we offer the population a Mobile Campaign for Prevention and Early Diagnosis of Cancer that travels, with a mammography cart and office bus, throughout the interior of Minas Gerais performing mammography, Pap smear, PSA, and dermatological exams, in 2015 alone there were more than 34 thousand participants.

**Website:** [www.fcv.org.br](http://www.fcv.org.br)

**Instagram:** <https://www.instagram.com/hospitaldocancerdemuria/>

**LinkedIn:** <https://www.linkedin.com/company/funda-o-cristiano-varella/>

**E-mail:** -

**Phone:** +55 (32) 3729-7000

**WhatsApp:** -

**Address:**

555 Cristiano Ferreira Varella Av., Bairro Universitário

36.888-233 Muriaé – MG, Brazil

## **FUNDAÇÃO DE ASSISTÊNCIA ESTUDO E PESQUISA DE UBERLÂNDIA**

**UBERLÂNDIA**

### **8610 -Hospital care activities**

The Foundation of Assistance, Study and Research of Uberlândia (FAEPU) is a Foundation with legal personality of private law, beneficent, non-profit, cultural, educational and assistance, with administrative, financial, and patrimonial autonomy, in accordance with its Statute and relevant legislation.

**Website:** [www.faeu.org.br](http://www.faeu.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/faepu/>

**E-mail:** -

**Phone:** +55 (34) 3218-2526 / 3218-2522

**WhatsApp:** -

**Address:**

1154 Pedro Quirino da Silva Street, Bairro Umuarama

38.405-323 Uberlândia – MG, Brazil

## **FUNDAÇÃO DE ENSINO E PESQUISA DE UBERABA**

**UBERABA**

### **8660 -Health management support activities**

The Uberaba Teaching and Research Foundation - FUNEPU is a non-profit, philanthropic entity with legal personality under private law. Founded in 1982 with the objectives of supporting teaching, research, and university extension at the Federal University of the Triângulo Mineiro - UFTM, promoting research, carrying out financial management of projects in the areas of teaching, research and extension and Human Resources. The Foundation has more than 30 years of experience in the areas of human resources management, management of selection processes, having promoted the selection of more than 4,000 people, for the areas of health, teaching and research. Provision of health care services with social responsibility generating scientific knowledge, promoting technological innovation and social development. Currently FUNEPU has expanded its services and offers language courses by FUNEPU Educational; Attention and worker health services through CAST - Center for Attention and Worker

Health; publications of books in small scales with the Seal of Ideas Catapult; Management of Competitions and Selection Processes for the public and private sectors.

**Website:** [www.funepu.com.br](http://www.funepu.com.br)

**Instagram:** <https://www.instagram.com/funepu/>

**LinkedIn:** <https://www.linkedin.com/company/funepu/>

**E-mail:** [funepu@funepu.com.br](mailto:funepu@funepu.com.br)

**Phone:** +55 (34) 3319-7600 / 3319-7631

**WhatsApp:** -

**Address:**

211 Conde De Prados Street

38.025-260 Uberaba – MG, Brazil

## **FUNDAÇÃO DE SAÚDE DILSON DE QUADROS GODINHO**

### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The Dilson de Quadros Godinho Health Foundation was established in 1995. It is a civil, philanthropic, and beneficent entity, without lucrative purpose, which as stated in article 3 of its statute aims to "provide integral health care to those who seek its services, without distinction of any kind, mainly in the area of Oncology and Nephrology; cooperate with education and instruction and promote community health and preventive medicine". In 2006 the institution in a concrete way took over the medical care in health when it created the Dilson Godinho Hospital, thus completing its health objectives in the North of Minas Gerais. The Dilson de Quadros Godinho Health Foundation offers services of high complexity in the most varied medical specializations such as: Nephrology High Complexity Assistance Unit and Adult Intensive Care Unit, accredited as type II by the Ministry of Health; Cardiovascular, Vascular and Interventional Cardiology Procedures High Complexity Assistance Unit; Nutritional Therapy and Oncology High Complexity Assistance Unit (UNACONI), composed of the services of Chemotherapy, Radiotherapy, Oncological Surgery and Hematology. More recently it was accredited by the Ministry of Health to perform High Complexity procedures in Cochlear Implants. Currently, services are provided in the following areas: Allergology, Anesthesiology, Angiology, Cardiology, Cardiac Surgery, Vascular Cardiac Surgery, General Surgery, Pediatric Surgery, Plastic Surgery, Thoracic Surgery, Video Surgeries, Medical Clinic, Dermatology, Endocrinology, Physiotherapy, Speech therapy, Gastroenterology, Gynecology and Obstetrics, Hematology, Nephrology, Neurology and Neurosurgery, Ophthalmology, Oncology, Orthopedics and Traumatology, Otorhinolaryngology, Pediatrics, Pneumology, Proctology, Psychology, Rheumatology and Urology.

**Website:** [www.fundacaodilsongodinho.org.br](http://www.fundacaodilsongodinho.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hospital-dilson-godinho/about/>

**E-mail:** [contato@fundacaodilsongodinho.org.br](mailto:contato@fundacaodilsongodinho.org.br)

**Phone:** +55 (38) 3229-4000

**WhatsApp:** -

**Address:**

480 Geraldo Ataíde Av., Alto São João

39.400-292 Montes Claros – MG, Brazil

## **FUNDAÇÃO EDUCACIONAL LUCAS MACHADO FELUMA**

### **BELO HORIZONTE**

#### **8690 -Human health care activities not otherwise specified**

The Lucas Machado Educational Foundation (FELUMA) is a non-profit philanthropic entity, maintaining the Faculty of Medical Sciences of Minas Gerais (FCMMG), the Postgraduate and Research (IPG), the Virtual Medical Sciences (CMV), the University Hospital São José (HUSJ) and the Ambulatory Alfonso Silviano Brandão. FELUMA aims to promote, systematize, and disseminate knowledge in its areas of research and action, implementing the socio-economic development of society, contributing to the

inclusion and dissemination of ethnic and cultural diversity, in addition to reducing social inequalities, and promoting advances in teaching and learning methodology.

**Website:** [www.feluma.org.br](http://www.feluma.org.br) / <https://www.cmmg.edu.br/a-faculdade/a-mantenedora/>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/funda-o-educacional-lucas-machado/>

**E-mail:** [faleconosco@feluma.org.br](mailto:faleconosco@feluma.org.br)

**Phone:** +55 (31) 3248-7100

**WhatsApp:** -

**Address:**

275 Alameda Ezequiel Dias

30.130-110 Belo Horizonte – MG, Brazil

## **FUNDAÇÃO FELICE ROSSO**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Felice Rosso Foundation is a philanthropic entity of high concept among the residents of all regions of Minas Gerais, who look for solutions to their health problems at the Hospital Felício Rocho. The Hospital Felício Rocho serves thousands of patients assisted by the Unified Health System (SUS), and through free care to needy patients. It also serves private patients and those referred by more than 60 administrators of health plans convened. At the same time, the Foundation efficiently performs its philanthropic duties. The Felice Rosso Foundation guides the Hospital's employees to develop with humanization and efficiency. High Complexity services. It is worth mentioning that the transplant sector of Felício Rocho is a reference in Minas Gerais, being the largest in the state, and is qualified among the largest transplant centers in the country.

**Website:** [www.feliciorocho.org.br/fundacao](http://www.feliciorocho.org.br/fundacao)

**Instagram:** <https://www.instagram.com/hospitalfeliciorocho/>

**LinkedIn:** <https://www.linkedin.com/company/hospitalfeliciorocho/about/>

**E-mail:** -

**Phone:** +55 (31) 3514-7000

**WhatsApp:** -

**Address:**

9530 do Contorno Av., Barro Preto

30.110-934 Belo Horizonte – MG, Brazil

## **FUNDAÇÃO FILANT E BENEF DE SAÚDE ARNALDO GAVAZZA FILHO**

### **PONTE NOVA**

#### **8610 -Hospital care activities**

The Arnaldo Gavazza Filho Philanthropic and Charitable Health Foundation has consolidated itself as one of the largest hospital complexes in the interior of the state of Minas Gerais, serving a region with 35 municipalities, where around 450,000 people live.

**Website:** [www.gavazza.com.br](http://www.gavazza.com.br)

**Instagram:** <https://www.instagram.com/hospitalgavazza/>

**LinkedIn:** <https://www.linkedin.com/company/hospital-arnaldo-gavazza/>

**E-mail:** -

**Phone:** +55 (31) 3819-5000

**WhatsApp:** -

**Address:**

16 Dr. José Grossi Av., Guarapiranga

35.430-213 Ponte Nova – MG, Brazil

## FUNDAÇÃO HOSPITALAR DO MUNICÍPIO DE VARGINHA FHOMUV

### VARGINHA

#### 8610 -Hospital care activities

We are an institution with certification of Municipal Public Utility, non-profit, accredited by the Ministry of Health to provide medical-hospital assistance, standing out as an Oncological reference for 176 cities. It is established as FHOMUV - Fundação Hospitalar do Município de Varginha - Hospital Bom Pastor through the Municipal Law nº1736 of September 9<sup>th</sup>, 1988, however, it started its activities of medical and hospital assistance for Varginha and region on July 6<sup>th</sup>, 1989. Aiming at improving the quality of hospital care, it has a partnership with teaching institutions, offering curricular internship vacancies, in addition to participating in the Pro-Hosp program, a program of the government of Minas Gerais aimed at hospital institutions that perform procedures classified in the levels of medium and high complexity. Clients have access to the institution through SUS Fácil, which is sent by the Polyclinics, Better at Home Program (formerly PADI), Hemodialysis, Private Consultations, and cities to which it is a reference. It also has hospital medical agreements. It is a general care hospital, with 55 specialties and other services. It has 122 beds, which provide assistance in ICU - Intensive Care Unit, Clinical/General and Oncological Surgical Internment and Observation in the Emergency Room. It annually performs more than 18,000 procedures: 12,493 Chemotherapy, 1,512 Radiotherapy, 4,726 hospitalizations, among others. The Hospital has approximately 500 employees, including doctors and professionals from other specialties, selected through public tender and simplified selection processes for temporary demands.

**Website:** [www.fhomuv.com.br](http://www.fhomuv.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (35) 3690-1000

**WhatsApp:** -

**Address:**

500 Presidente Tancredo Neves Street, Bom Pastor  
37.014-460 Varginha – MG, Brazil

## FUNDAÇÃO SÃO FRANCISCO XAVIER

### IPATINGA

#### 8610 -Hospital care activities

The São Francisco Xavier Foundation, Usiminas' branch in the areas of Health and Education, is a philanthropic institution under private law, recognized by the Ministry of Welfare and Social Assistance as a Charitable Entity of Social Assistance. Operating since 1969, FSFX has over six thousand employees and is present in six Brazilian states. Its four hospital units, in Ipatinga and Itabira (MG) and in Cubatão (SP), have a management marked by responsibility, offering excellent care and the best safety practices, in addition to accounting for more than 70% of its care provided to patients of the Single Health System (SUS). The Foundation is also responsible for the Usisaúde Health Plans operator, with more than 165 thousand beneficiaries; the Integrated Dentistry Center, which maintains the best oral health indicators ever disseminated in Brazil, and the Occupational Health, Safety and Environment Service - Vita, which sums up more than 159 thousand lives under its management. In the area of education, Colégio São Francisco Xavier, a precursor unit located in Ipatinga, is a reference in Education in the region, with about 3 thousand students, from early childhood education to graduation.

**Website:** [www.fsfx.com.br](http://www.fsfx.com.br)

**Instagram:** <https://www.instagram.com/fsfxoficial/>

**LinkedIn:** <https://www.linkedin.com/company/fundacao-sao-francisco-xavier/>

**E-mail:** -

**Phone:** +55 (31) 3829-9000

**WhatsApp:** -

**Address:**

41 Kiyoshi Tsunawaki Av., Bairro das Águas  
35.160-158 Ipatinga – MG, Brazil

### **HOSPITAL E MATERNIDADE SANTA MÔNICA S/A DIVINÓPOLIS**

#### **8610 -Hospital care activities**

The Santa Monica Hospital and Maternity was founded by a group of doctors on November 15, 1993, with the aim of revolutionizing medicine in the center-west of Minas Gerais. Over the years, it has become a highly complex hospital, offering care in over forty specialties. Currently, it is a reference for care in Divinópolis and the entire region, offering resolution, cutting-edge technology, and highly qualified clinical staff to its customers. The hospital constantly invests in technology, integrated management and sustainable administration systems and has modern physical facilities, which result in the excellence of medical-hospital services. The clinical staff is made up of autonomous and highly qualified physicians, who value the constant updating of their curricula and monitoring of new technologies. This group of professionals has the support of high-quality diagnostic services and treatments, in order to offer a modern and resolute medicine to patients.

**Website:** [www.hsm.med.br](http://www.hsm.med.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (37) 2102-5600

**WhatsApp:** -

**Address:**

33 Pedro F. Amaral Street, Padre Liberio  
35.502-562 Divinópolis – MG, Brazil

### **HOSPITAL MATER DEI SA BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Mater Dei Health Network is based on a clear philosophy and a permanent ideology. We believe that the success of an organization should be shared with everyone, that technological development should not exclude affection, attention, and respect for the client. Our commitment is, above all, to quality for life so that you receive a personalized, differentiated, and humane service.

**Website:** [www.materdei.com.br](http://www.materdei.com.br)

**Instagram:** <https://www.instagram.com/redematerdei/>

**LinkedIn:** <https://www.linkedin.com/company/redematerdei/>

**E-mail:** [sac@materdei.com.br](mailto:sac@materdei.com.br)

**Phone:** +55 (31) 3339-9000 / 3339- 9196

**WhatsApp:** -

**Address:**

2700 Gonçalves Dias Street, 1º floor of block I, Santo Agostinho  
30.140-082 Belo Horizonte – MG, Brazil

### **IMUNOLAB IMUNOLOGIA DE TRANSPLANTES LTDA BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

We are IMUNOLAB, a specialized laboratory dedicated exclusively to the studies of Histocompatibility and Immunology for Solid Organ and Tissue Transplantation by typing Human Leukocyte Antigens (HLA) and detecting specific anti-HLA antibodies for evaluation of genetic compatibility between recipient and donor for transplantation. Currently, we have a team of professionals with undergraduate, graduate,

and doctoral degrees in Medicine, Biomedicine, Pharmacy and Biology. The laboratory is also dedicated to post-transplant immunological evaluations of patients, aiming at the detection of rejections and performs HLA typification for the study of diseases. With more than 34 years of activities in this important area of medicine, IMUNOLAB is considered by the medical community as a pioneer in the state, maintaining an essential partnership for the performance of human organ and tissue transplants in Minas Gerais and Brazil, with its link to Brazilian Bone Marrow Receiver and Voluntary Donor Banks (REDOME/REREME). Thus, IMUNOLAB performs all the tests for solid organ and bone marrow transplants using high levels of scientific knowledge, high complexity technology and automation for the study of human DNA. IMUNOLAB is located in the hospital region of Belo Horizonte, with ample facilities, modern equipment, and computerization of all stages of the processes, from patient care to the release of results reports.

**Website:** [www.imunolabtx.com.br](http://www.imunolabtx.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/imunolab-transplantes/>

**E-mail:** [contato@imunolab.com.br](mailto:contato@imunolab.com.br)

**Phone:** +55 (31) 3274-6160

**WhatsApp:** -

**Address:**

971 Bernardo Monteiro Av., 12° Floor, Funcionários  
30.150-283 Belo Horizonte – MG, Brazil

### **INSTITUTO DAS PEQUENAS MISSIONÁRIAS DE MARIA IMACULADA BELO HORIZONTE**

#### **8610 -Hospital care activities**

The Institute of the Little Missionaries of Mary Immaculate (IPMMI), founded by Mother Maria Teresa de Jesus Eucharist, with headquarters in São José dos Campos/SP, is a philanthropic work in the areas of health, education, and social assistance. It is present in four Brazilian states (São Paulo, Minas Gerais, Santa Catarina, and Rio de Janeiro) and in the Federal District, in addition to carrying out missions in Italy, Portugal and the African continent. The religious of IPMMI administer seven hospitals, six nooks and crannies for the elderly, three centers for children's education, retreat houses, social works, episcopal residences, and pastoral activities in the various dioceses. The mission of the Institute is the promotion of health through the excellence of the services rendered and the humanization of care, in addition to the search for the realization of social rights through the development of educational and socio-educational actions.

**Website:** <https://www.hospitalmadreteresa.org.br/site/ipmmi.aspx>

**Instagram:** <https://www.instagram.com/hospitalmadreteresa/>

**LinkedIn:** <https://www.linkedin.com/company/ipmmi---instituto-das-pequenas-mission%C3%A1rias-de-maria-imaculada/about/>

**E-mail:** -

**Phone:** +55 (31) 3339-8008

**WhatsApp:** -

**Address:**

1002 Raja Gabágia Street, Gutierrez  
30.380-090 Belo Horizonte – MG, Brazil

### **INSTITUTO DE RADIOTERAPIA SÃO FRANCISCO LTDA BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

The San Francisco Radiotherapy Institute was founded in 1976. Focused on developing activities in the field of oncological radiotherapy, it has a clinical staff in line with the largest specialized radiotherapy centers in the world. Pioneer in several techniques, it has innovated the health of Minas Gerais in the use of high dose brachytherapy for the treatment of uterine and prostate lesions. It was one of the first



Brazilian centers to use hypofractionation techniques in breast cancer and has great expertise in the area. Since 2006 it holds the Certificate of Excellence in Quality Control of the Brazilian Ministry of Health. The Institute combines innovation and experience.

**Website:** [www.radioterapiasaofrancisco.com.br](http://www.radioterapiasaofrancisco.com.br)

**Instagram:** <https://www.instagram.com/radioterapiasaofrancisco/>

**LinkedIn:** <https://www.linkedin.com/company/instituto-de-radioterapia-s%C3%A3o-francisco/>

**E-mail:** [atendimento@radioterapiasaofrancisco.com.br](mailto:atendimento@radioterapiasaofrancisco.com.br)

**Phone:** +55 (31) 3442-3355 / 3442-3691

**WhatsApp:** -

**Address:**

762 Itapagipe Street, Concórdia

31.110-590 Belo Horizonte – MG, Brazil

### **INSTITUTO ONCOLÓGICO LTDA**

#### **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Oncological Institute has been a specialized hospital for 44 years in the prevention, diagnosis, and treatment of cancer. It is one of the two High Complexity Oncology Level II Centers (CACON II) in Minas Gerais. This means that our unit has all the necessary structure to guarantee its patients complete and personalized care. Today, the Oncology Center, with its team of highly qualified professionals and the most modern equipment, is one of the best equipped centers in the state of Minas Gerais, which makes it a reference in treatment in Minas Gerais, providing care to hundreds of patients from other states. Everything is done with international protocols, which ensure the safety and effectiveness of therapeutic processes. The recognition of more than 40 years of work based on the commitment to offer the best care and the most modern resources for the treatment of cancer came, also, by the title of best hospital for the treatment of cancer in Minas Gerais, given by the Ministry of Health in 2000 and 2001.

**Website:** [www.oncologico.com.br](http://www.oncologico.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3690-8000 / 3690-8103

**WhatsApp:** -

**Address:**

56 Santos Dumont Street, Granbery

36.010-510 Juiz de Fora – MG, Brazil

### **INSTITUTO SUL MINEIRO DE ONCOLOGIA LTDA**

#### **POUSO ALEGRE**

#### **8610 -Hospital care activities**

The Oncominas group is a reference institution in southern Minas Gerais in the process of diagnosis, treatment and monitoring of people with cancer and whose main goal is to work for life. With a complete structure, it offers treatment in Clinical and Pediatric Oncology, Hematology and Oncohematology, Radiotherapy and Palliative Care.

**Website:** [www.oncominas.med.br](http://www.oncominas.med.br)

**Instagram:** <https://www.instagram.com/oncominasmed/>

**LinkedIn:** <https://www.linkedin.com/company/oncominas/>

**E-mail:** [atendimento.pa@oncominas.med.br](mailto:atendimento.pa@oncominas.med.br)

**Phone:** +55 (35) 3429-7000

**WhatsApp:** -



**Address:**

80 Benedito Valdetário e Silva Street, Fátima 1  
37.554-216 Pouso Alegre – MG, Brazil

### **IRMANDADE DA SANTA CASA DE MISERICÓRDIA DE PASSOS**

#### **PASSOS**

#### **8610 -Hospital care activities**

Santa Casa de Misericórdia de Passos is a regional hospital of philanthropic character that serves the entire population of southwest Minas Gerais. Due to its highly specialized clinical staff and modern equipment, it has consolidated itself as an important health care center. Patients who seek Santa Casa's services count on what is best in the region in terms of technology and procedures. As a philanthropic institution, 70% of its patients are assisted by the Unified Health System, and most of the hospital beds are available to this population, which is mostly made up of needy people.

**Website:** [www.scmp.org.br](http://www.scmp.org.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/santacasadepassos/>

**E-mail:** [scpassos@scpassos.org.br](mailto:scpassos@scpassos.org.br)

**Phone:** +55 (35) 3529-1300

**WhatsApp:** -

**Address:**

164 Santa Casa Street, Santa Casa  
37.904-020 Passos – MG, Brazil

### **IRMANDADE NOSSA SENHORA DAS MERCÊS DE MONTES CLAROS**

#### **MONTES CLAROS**

#### **8610 -Hospital care activities**

The largest hospital in the North of Minas Gerais currently has 405 beds, 80% of which are destined for care by the Unified Health System - SUS, and performs more than 100,000 procedures per month, are more than 1.5 million care per year. The intellectual capital is formed by more than 2,100 collaborators, of which more than 450 doctors and other professionals, who make up the clinical, welfare and administrative bodies of the Institution. During its history of work over 148 years, the Hospital has made no effort to seek resources and investments in the expansion of physical and human structures, with the acquisition of modern equipment and technological training of its professionals. The Institution is in constant updating and determination to overcome, continuously, the quality and complexity of the medical-hospital assistance it offers to the population.

**Website:** [www.santacasamontesclaros.com.br](http://www.santacasamontesclaros.com.br)

**Instagram:** <https://www.instagram.com/santacasademontesclaros/>

**LinkedIn:** -

**E-mail:** [santacasa@santacasamontesclaros.com.br](mailto:santacasa@santacasamontesclaros.com.br)

**Phone:** +55 (38) 3229-2000

**WhatsApp:** -

**Address:**

22 Hónorato Alves Square, Centro  
39.400-103 Montes Claros – MG, Brazil

### **LABORATÓRIO DE IMUNOLOGIA E TRANSPLANTES DE UBERLÂNDIA**

#### **UBERLÂNDIA**

#### **8640 -Complementary diagnostic and therapeutic service activities**

LITU - Transplantation Immunology Laboratory of Uberlândia LTDA is a laboratory for the performance of tests in the area of transplants of tissues and human organs, being a reference for several cities in the Southeast Region, responsible for the performance of Transplants in these Regions, in partnership with

the Federal, State and City Governments of Uberlândia. Our laboratory has become the fruit of organ and tissue transplant activities in the State of Minas Gerais. The inexistence of a laboratory in the region minimized the performance of organ and tissue transplants, making life difficult for patients who depend on this type of therapy. Our performance has allowed the performance of hundreds of transplants, improving the quality of life of these patients. Today LITU serves a population of over 2.5 million inhabitants, working in partnership with the National Transplant System (SNT-SUS), Transplant Teams and the National Cancer Institute (INCA) performing the registration of Voluntary Bone Marrow Donors - REDOME as well as the initial tests of potential recipients for registration with the REREME - Registration of Marrow Receivers of the state of Minas Gerais. LITU has evolved together with the most modern laboratory technology to meet the transplant teams performing HLA System typification in medium and high resolution, Antibody Reactivity Panel and Cross Testing (Crossmatch) always using the most modern techniques available in the market. For LITU, quality is a key factor in its performance, thus since 2015 we are one of the 4 laboratories in the country certified by the Quality Control Program of the Brazilian Association of Histocompatibility (ABH) since 2015. In addition, since 2007 we have participated in the External Quality Program, also promoted by ABH.

**Website:** [www.litu.com.br](http://www.litu.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (34) 3228-0700

**WhatsApp:** +55 (34) 3228-0700

**Address:**

431 Padre Anchieta Street, Lídice

38.400-132 Uberlândia – MG, Brazil

## **ONCOCLÍNICAS DO BRASIL SERVICOS MÉDICOS SA**

### **BELO HORIZONTE**

#### **8630 -ambulatory care activities performed by doctors and dentists**

The Oncoclínicas Group is the result of a pioneering initiative in the management and administration of cancer services. Founded in 2010, it has accumulated, over the years, great achievements in cancer treatment and is today considered one of the largest and most respected oncology, hematology, and radiotherapy groups in Latin America. The relevance is reinforced by the exclusive partnership in Brazil with the Dana Farber Cancer Institute, one of the most respected in the world, affiliated with Harvard Medical School. The Oncoclínicas Group's area of operation covers 11 of Brazil's major states. Currently, there are 70 units with specialists in oncology, radiotherapy, hematology and bone marrow transplant, complementary care and the most advanced in integrated care.

**Website:** [www.grupooncoclinicas.com](http://www.grupooncoclinicas.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%A9nicas-do-brasil/>

**E-mail:** -

**Phone:** -

**WhatsApp:** -

**Address:** -

## **POUSO ALEGRE PET-CT DIAGNÓSTICOS LTDA.**

### **POUSO ALEGRE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

Founded in 1982 and with a history of tradition and pioneering in the radiology sector, Corpus Diagnóstica is currently one of the largest centers for medical imaging in the State and the most complete in the South of Minas Gerais. They currently have 6 Units and are present in the cities of Pouso Alegre, Alfenas and Extrema.

**Website:** [www.corpusdiagnostica.com.br](http://www.corpusdiagnostica.com.br)

**Instagram:** <https://www.instagram.com/corpusdiagnostica/>

**LinkedIn:** <https://www.linkedin.com/company/corpusdiagnostica/>

**E-mail:** -

**Phone:** +55 (35) 3449-3350

**WhatsApp:** +55 (35) 3449-3350

**Address:**

255 Alfredo Custódio de Paula Av., Medicina

37.550-000 Pouso Alegre – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE BELO HORIZONTE**

### **BELO HORIZONTE**

#### **8610 -Hospital care activities**

Composed by Santa Casa BH, Hospital São Lucas, Santa Casa BH Medical Specialties Center, Teaching and Research Santa Casa BH, Funerária Santa Casa BH and Geriatric Institute Afonso Pena, the Santa Casa BH Group is currently a reference in health in Brazil.

**Website:** [www.santacasabh.org.br](http://www.santacasabh.org.br)

**Instagram:** <https://www.instagram.com/santacasabh/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3238-8100

**WhatsApp:** -

**Address:**

1111 Francisco Sales Av., Santa Efigênia

30.150-221 Belo Horizonte – MG, Brazil

## **SANTA CASA DE MISERICÓRDIA DE JUIZ DE FORA**

### **JUIZ DE FORA**

#### **8610 -Hospital care activities**

The Santa Casa de Misericórdia de Juiz de Fora was founded on August 6, 1854. If, at the beginning of the 19<sup>th</sup> century, Santa Casa performed 188 surgeries, today, the hospital performs about 18 thousand surgeries per year. It is no coincidence that, by combining tradition, philanthropy, permanent modernization, and quality of care throughout its history, Santa Casa has become the largest hospital in Zona da Mata in Minas Gerais.

**Website:** [www.santacasajf.org.br](http://www.santacasajf.org.br)

**Instagram:** <https://www.instagram.com/santacasajf/>

**LinkedIn:** <https://www.linkedin.com/company/santacasajf/>

**E-mail:** -

**Phone:** +55 (32) 3229 2222

**WhatsApp:** -

**Address:**

3353 Barão do Rio Branco Av., Passos

36.021-630 Juiz de Fora – MG, Brazil

## **SÍMILE-INSTITUTO DE IMUNOLOGIA APLICADA LTDA**

### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

Formed by a team of experienced and highly trained professionals, Simile is a biotechnology company that offers diagnostic solutions and develops projects in partnership with respected research institutes in the market. In this line, today they also offer exams of molecular biology in infections, molecular biology in oncology and hematology, classical and molecular cytogenetics, and flow cytometry.

**Website:** www.simile.bio.br/plus

**Instagram:** -

**LinkedIn:** https://www.linkedin.com/company/simile-imunologia-aplicada/

**E-mail:** contato@simile.bio.br

**Phone:** +55 (31) 2511-2200

**WhatsApp:** -

**Address:**

1932 São Paulo Street, office 601/602, Lourdes  
30.170-135 Belo Horizonte – MG, Brazil

[Click here to go back to the Table 3 - Matchmaking matrix](#)

[Click here to go directly to the Chapter 9](#)

### 8.1.5 List of companies – segment E – Product Development & High Tech

#### ACURATE INDUSTRIA E COMERCIO LTDA

##### BELO HORIZONTE

##### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Accurate is a Brazilian-based, rapidly growing medical device company that manufactures transcatheter aortic valve for TAVI systems for his only client Symetis SA based in Switzerland. Accurate Mission, Vision and Values are:

- To grow Accurate Finished Device Manufacturing Capacity in Brazil; to implement a robust and repeatable system of manufacture and release;
- To strive for the greatest possible reliability and quality in our products; to be the standard of comparison in Brazil and to be recognized as a company of commitment, integrity, and service to our patients;
- To improve our profit margin on current operations to meet our obligations, sustain our growth, and reach our goals;
- To respect and recognize the participation and performance of every employee; to give them satisfaction in work accomplished, security, opportunity, and means to share in the company's success.

**Website:** -

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 2526-0202 / 3517-7403

**WhatsApp:** -

**Address:**

1670 Silva Lobo Av., Bloc 03, Nova Granada  
30.431-262 Belo Horizonte – MG, Brazil

#### ALFA MED SISTEMAS MEDICOS LTDA

##### LAGOA SANTA

##### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Alfa Med is an important Brazilian medical devices industry of Prime Holding Group, formed also by VMI industries in the health and safety segment, in the development and manufacturing of technologies and services for ultrasonography, patient monitoring and life support.

**Website:** [www.alfamed.com](http://www.alfamed.com)

**Instagram:** <https://www.instagram.com/alfamedbrasil/>

**LinkedIn:** <https://www.linkedin.com/company/alfamedbrasil/>

**E-mail:** [atendimento@alfamed.com](mailto:atendimento@alfamed.com)

**Phone:** +55 (31) 3681-6388

**Address:**

80 Um Av., Distrito Industrial Genesco Aparecido De Oliveira

33.400-000 Lagoa Santa – MG, Brazil

## **BECTON DICKINSON INDÚSTRIAS CIRÚRGICAS LTDA**

### **JUIZ DE FORA**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

BD is one of the largest global medical technology companies in the world and is advancing the world of health by improving medical discovery, diagnostics, and the delivery of care. The company supports the heroes on the frontlines of health care by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for health care providers. BD and its 65,000 employees have a passion and commitment to help improve patient outcomes, improve the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to better diagnose disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics. BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety, and expand access to health care. In 2017, BD welcomed C. R. Bard and its products into the BD family.

**Website:** [www.bd.com](http://www.bd.com)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/bd1/>

**E-mail:** -

**Phone:** +55 (32) 3229-5000 / 3229-5080

**WhatsApp:** -

**Address:**

273 Juscelino Kubitschek Av., Francisco Bernardino

36.081-000 Juiz de Fora – MG, Brazil

## **BIOANALÍTICA DIAGNOSTICA LTDA**

### **BELO HORIZONTE**

#### **2123 -Manufacture of pharmaceutical preparations**

Founded through an entrepreneurial vision of the IVD market, Bioanalítica has four decades of experience and experience in the production of inputs and diagnostic kits. Bioanalítica Diagnóstica develops, produces, and markets high technology in vitro diagnostic kits, with a wide range of reagents for clinical analysis laboratories. Our products use enzymes and substrates with greater stability, providing reagents with a higher level of reliability and a longer life under adverse conditions. All our products are certified and submitted to the most rigorous quality tests, which guarantees a high level of assertiveness in the reports issued. Our product lines have the highest quality and their application can be automated in the most renowned equipment on the market. Agglutination, anticoagulants, biochemistry, water quality control, hemostasis, cleaning solutions for equipment, rapid tests, turbidimetry, uroanalysis, veterinary.

**Website:** [www.bioanalitica.com.br](http://www.bioanalitica.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/bioanalitica-diagnostica/>

**E-mail:** [comercial@bioanalitica.com.br](mailto:comercial@bioanalitica.com.br)

**Phone:** +55 (31) 3657-0051

**WhatsApp:** +55 (31) 98667-8890 / 99482-0090

**Address:**

12 Álvares da Silva Street  
31.160-360 Belo Horizonte – MG, Brazil

**BIOBASE INDÚSTRIA E COMÉRCIO LTDA****POUSO ALEGRE****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Founded in 2002 in Pouso Alegre/MG, Biobase's main goal is to sustain life, dedicating itself to recovering the health of patients throughout the country. Biobase uses state-of-the-art technologies in the industrialization of disposable products for medicine, with emphasis on venous lines, nutrition, probes, catheters, among others. Combining innovative solutions, efficiency and excellence in health care makes Biobase a reference in disposable products for nutrition and medicine, being also sustainable and profitable for the environment.

**Website:** [www.biobase.ind.br](http://www.biobase.ind.br)

**Instagram:** <https://www.instagram.com/biobaseind/>

**LinkedIn:** -

**E-mail:** [vendas@biobase.ind.br](mailto:vendas@biobase.ind.br)

**Phone:** +55 (35) 3427-7000

**WhatsApp:** +55 (35) 99907-0279

**Address:**

80 dos Oitis Street, Distrito Industrial  
37.556-836 Pouso Alegre – MG, Brazil

**BIOMM S/A****NOVA LIMA****2121 -Manufacture of medicines for human use**

We are a 100% national biotechnology company that develops and markets innovative, high-tech drugs for the treatment of chronic diseases. Since our creation in 2001, we believe that discoveries and benefits generated by science should be accessible to all. Through biotechnology, it is possible to create solutions and offer improvements to people's lives - whether in the present or investing in the future. We were the first Brazilian biotechnology company to market our shares on B3 (formerly BOVESPA, Brazil's principal stock exchange). Newly built in Nova Lima - Belo Horizonte, our factory has the most modern production of biomedicines and was built with the objective of providing Brazil with productive independence from high-tech drugs such as insulin analogues and other biological drugs.

**Website:** [www.biommm.com](http://www.biommm.com)

**Instagram:** <https://www.instagram.com/biommmoficial/>

**LinkedIn:** <https://www.linkedin.com/company/biommmoficial/>

**E-mail:** -

**Phone:** +55 (31) 3299-1000 / 0800 0572466

**WhatsApp:** -

**Address:**

705 Regent Av., Lagoa dos Ingleses, Alphaville  
34.018-000 Nova Lima – MG, Brazil

**BIOTÉCNICA INDÚSTRIA E COMÉRCIO LTDA****VARGINHA****2123 -Manufacture of pharmaceutical preparations**

Present in the in vitro diagnostic market since 2000, Biotécnica is an industry that develops, produces and markets in vitro diagnostic reagents and equipment. Known as a solid and serious company, it provides its customers in Brazil and abroad, products and services with excellent quality and reliability.

Located in Varginha-MG, the company is structured and certified according to Good Manufacturing Practices - RDC 16-2013. It currently has over 100 products in lines divided into the following specialties:

- Human Diagnosis: Biochemistry, Turbidimetry, Rapid Tests, Calibrators and Controls, Anticoagulants, Coagulation and Biotergents;
- Veterinary Diagnostics: Biochemistry and Biochemical Analyzers.

**Website:** [www.biotechnica.ind.br](http://www.biotechnica.ind.br)

**Instagram:** <https://www.instagram.com/biotechnica.vga/>

**LinkedIn:** <https://www.linkedin.com/company/biotechnicavga/>

**E-mail:** [sac@biotechnicaltda.com.br](mailto:sac@biotechnicaltda.com.br)

**Phone:** +55 (35) 3214-4646 / 98431-0090

**WhatsApp:** +55 (35) 98431-0090

**Address:**

200 Washington Ribeiro Av., Ind. Miguel de Luca

37.072-030 Varginha – MG, Brazil

### **BIOTRON EQUIPAMENTOS MÉDICOS EIRELI**

#### **SANTA RITA DO SAPUCAÍ**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

BIOTRON is a technology-based company that develops solutions and manufactures technological equipment for the dental and electromedical market. Its philosophy and foundations of the company are 'QUALITY, TECHNOLOGY and INNOVATION' practices. These pillars that support the company's decisions are also the great differentials of its products. It has technological innovation as a competitive advantage and differential in its market of operation. Since the beginning of its activities, it has clients all over Brazil and the brand established in its market of operation.

**Website:** [www.biotron.com.br](http://www.biotron.com.br)

**Instagram:** <https://www.instagram.com/biotronequipamentos/>

**LinkedIn:** <https://www.linkedin.com/company/biotron-equipamentos-medicos/>

**E-mail:** [falecom@biotron.com.br](mailto:falecom@biotron.com.br)

**Phone:** +55 (35) 3473-7000

**WhatsApp:** -

**Address:**

278 Abraão Elias Kallas Street, Monte Líbano

37.540-000 Santa Rita do Sapucaí – MG, Brazil

### **BRAVIR INDUSTRIAL LTDA**

#### **CONTAGEM**

#### **2121 -Manufacture of medicines for human use**

Founded in 1974, Bravir operates in the pharmaceutical and cosmetic market, and writes its history under the commitment to offer quality and reliable products to its customers. With a focus on health and skin, Bravir has as main lines, the production of Laby lip protectors, with SPF options ranging from 8 to 50, and Camphor-based products, aimed at relaxation and muscle massage and home use.

**Website:** [www.bravir.com.br](http://www.bravir.com.br)

**Instagram:** <https://www.instagram.com/labybr/>

**LinkedIn:** <https://www.linkedin.com/company/bravir-industrial-ltda./>

**E-mail:** [bravir@bravir.com.br](mailto:bravir@bravir.com.br)

**Phone:** +55 (31) 3355-1555

**WhatsApp:** -

**Address:**

1075 Simão Antônio Street, Cincão

32.371-610 Contagem – MG, Brazil



## CASULA & VASCONCELOS INDÚSTRIA FARMACÊUTICA E COMÉRCIO (Citopharma Group)

### BELO HORIZONTE

#### 2121 -Manufacture of medicines for human use

Citopharma Pharmacy and Citopharma Industrial, two companies of the Citopharma Group, enabling health with ethics and responsibility. Citopharma Industrial: In 2002, Citopharma Industrial was founded. The opportunity was identified to produce on an industrial scale some important items in the market, but with little interest in large scale industries. Today we manufacture, with exclusivity, several specific medicines approved by ANVISA. Citopharma Pharmacy: Citopharma Pharmacy was the first company in the sector of the State of Minas Gerais to handle sterile drugs, injectables and eye drops. Created to supply hospitals and clinics of medicines not available in the market, the innovative vision of the company's managers, made Citopharma the first pharmacy in Minas Gerais to contribute to the reduction of costs for the customers, in the scope of the sterile forms, as it occurs in the cases of fractionation of doses and transformations of specialties, avoiding the waste, making viable therapeutic protocols, and consequently making viable many hospitals. Citopharma's ability to manipulate special formulations has become a great alternative for doctors, clinics, and hospitals and above all a solution for neglected diseases (those that are not attractive to industry due to their low prevalence).

**Website:** [www.citopharma.com.br](http://www.citopharma.com.br)

**Instagram:** [https://www.instagram.com/grupo\\_citopharma/](https://www.instagram.com/grupo_citopharma/)

**LinkedIn:** <https://www.linkedin.com/company/casula-&-vasconcelos-industria-farmaceutica-e-comercio/>

**E-mail:** -

**Phone:** +55 (31) 3115-6120

**WhatsApp:** -

**Address:**

520 Caetano Pirri Street, Milionários  
30.620-070 Belo Horizonte – MG, Brazil

## CIFARMA CIENTÍFICA FARMACÊUTICA LTDA

### SANTA LUZIA

#### 2121 -Manufacture of medicines for human use

Cifarma is a genuine Brazilian company that was born in Santa Luzia (MG). Founded in 1999 in the era of globalization and with the need to combine technology with humanistic values. In 2002 the company inaugurated its new industrial park installed in an area of 100.000 m<sup>2</sup>, in Goiânia (GO), a strategic region for the distribution of its products to the whole country. Besides its first factory installed in Minas Gerais, where the solid oral products are manufactured in the effervescent and penicillamic lines, Cifarma has an industrial park in Goiânia - Goiás, in an extraordinary area of 100,000 m<sup>2</sup> that will multiply its productive capacity. With the latest technology resources and in accordance with the strictest international standards for the manufacture of pharmaceuticals (GMP/GMP), the industrial park in Goiás operates with the units of liquids, semi-solids, sterile liquids, cosmetics, and a differentiated area for the manufacture of hormonal products, with emphasis on injectable hormones. Investments continue not only in the physical areas but also in the implementation of the analytical/pharmacotechnical development center and in the intellectual capital of the company. The concept of technology with humanization is not only present in the administrative strategy of the company, but it can also be noticed in the architecture that contemplates practicality and operability allied to the comfort and well-being for the collaborators. Hence, an organizational climate focused on productivity and commitment. To face the high competitiveness that characterizes the pharmaceutical market, Cifarma counts today on highly motivated teams of executives, pharmacists, technicians, representatives, and medical salespeople who are committed to the company's values and objectives. Its distribution network is present throughout the country.

**Website:** [www.cifarma.com.br](http://www.cifarma.com.br)

**Instagram:** <https://www.instagram.com/cifarmabr/>

**LinkedIn:** <https://www.linkedin.com/company/cifarma-cient%C3%ADfica-farmac%C3%AAutica-ltda./>

**E-mail:** -

**Phone:** +55 (62) 4012-4012

**WhatsApp:** -

**Address:**

3651 Av. das Indústrias, Vila Olga  
33040-130 Santa Luzia – MG, Brazil

### **CIMED INDÚSTRIA DE MEDICAMENTOS LTDA**

#### **POUSO ALEGRE**

#### **2121 -Manufacture of medicines for human use**

Bringing health and quality of life to every corner of Brazil. It was with this purpose in mind that Cimed was formed in 1977. It is now more than four decades of history written with quality and innovation, with the ever-present mission of providing well-being to all Brazilians. Cimed now offers more than 600 products, including full lines of medicines, cosmetics, and supplements. It is one of the largest domestic pharmaceutical companies, and the only one with its own distribution system to serve more than 60 thousand drugstores nationwide. The Cimed Group includes eight companies that jointly coordinate the production process, from the inputs receipt through to shelf placement. The research and development institute, packaging plant, own distribution fleet and center, and Projeto Mais – a late-generation factory – are key for us to give the population access to high-quality medicines day in and day out. Cimed is one of the few companies in the industry with its own bioequivalence center, and the only one to carry out all trial phases (clinical, analytical, and statistical) required for generic and similar drug registration. The entire process takes place at the Claudia Marques Research and Development Institute (ICM P&D), founded in 2004. We are the 3<sup>rd</sup> largest pharmaceutical company in Brazil, and the leader in vitamins and OTC medicines.

**Website:** [www.cimedremedios.com.br](http://www.cimedremedios.com.br)

**Instagram:** <https://www.instagram.com/cimedremedios/>

**LinkedIn:** <https://www.linkedin.com/company/grupocimed/>

**E-mail:** -

**Phone:** +55 (35) 2102-2000 / 0800-704-4647

**WhatsApp:** -

**Address:**

2750 Maj. Armando Rubens Storino Av.  
37.550-000 Pouso Alegre – MG, Brazil

### **CMOS DRAKE DO NORDESTE S.A**

#### **NOVA LIMA**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Since 1989 CMOS DRAKE has been working to save lives. Specialized in technological innovation, it offers the safest and most effective medical equipment. It is a pioneer in the production of the Automatic External Defibrillator, the DEA, in all Latin America, and it is a reference in the market due to the high survival rate that the products offer.

**Website:** [www.cmosdrake.com.br](http://www.cmosdrake.com.br)

**Instagram:** <https://www.instagram.com/cmos.drake/>

**LinkedIn:** <https://www.linkedin.com/company/cmos-drake/>

**E-mail:** -

**Phone:** +55 (31) 4042-7743

**WhatsApp:** -

**Address:**

600 Regent Av., Alphaville Comercial  
Nova Lima – MG, Brazil

## COMÉRCIO E INDÚSTRIA OPTICA TAVARES LTDA

### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

In the market for 25 years, Laboratório Tavares is a reference in ophthalmic lenses and optical solutions in Brazil. We are a company in constant improvement of services and products to bring the best experience for you, customer Tavares.

**Website:** [www.laboratoriotavares.com.br](http://www.laboratoriotavares.com.br)

**Instagram:** <https://www.instagram.com/laboratoriotavares/>

**LinkedIn:** <https://www.linkedin.com/company/laboratorio-otico-tavares/>

**E-mail:** -

**Phone:** +55 (31) 3064-6430

**WhatsApp:** -

**Address:**

120 Turiassu Street, São Geraldo

31.050-760 Belo Horizonte – MG, Brazil

## CONTOURLINE EQUIPAMENTOS MÉDICOS E ESTÉTICOS LTDA

### SETE LAGOAS

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Our companies offer the healthcare market a wide range of solutions in various segments, with internationally recognized cutting-edge technology. We act directly with the commitment to generate prosperous and sustainable business to ensure full satisfaction to our customers and partners. We offer solutions ranging from systems for the care of critically ill patients, through technological innovations in the area of molecular diagnostics and rapid tests, to electromedical equipment aimed at aesthetic medicine.

**Website:** [www.contourline.com.br](http://www.contourline.com.br)

**Instagram:** <https://www.instagram.com/grupocontourline/>

**LinkedIn:** <https://www.linkedin.com/company/grupo-contourline/>

**E-mail:** [comercial@contourline.com.br](mailto:comercial@contourline.com.br)

**Phone:** +55 (31) 3026-2265

**WhatsApp:** -

**Address:**

1066 Pedra Grande Street, São Dimas

35.700-231 Sete Lagoas – MG, Brazil

## DEFIBVET INDÚSTRIA E COMÉRCIO LTDA

### NOVA LIMA

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Defibvet is the first and only Brazilian industry to manufacture a defibrillator dedicated to the veterinary area. Besides its own line of equipment for monitoring and treatment of disabilities, it sells a line of equipment from partner companies for support and performance in Offices, Clinics and Veterinary Hospitals.

**Website:** [www.defibvet.com.br/defibvet](http://www.defibvet.com.br/defibvet)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/in/defibvet-ind%C3%BAstria-86213b13b/>

**E-mail:** [sac@defibvet.com.br](mailto:sac@defibvet.com.br)

**Phone:** +55 (31) 99714-5789

**WhatsApp:** -

**Address:**

255 Regent Av., Alphaville

34.000-000 Nova Lima – MG, Brazil

## DIAGNO SOLUÇÕES EM DIAGNÓSTICO LTDA

### BELO HORIZONTE

#### 2123 -Manufacture of pharmaceutical preparations

Diagno Soluções em Diagnóstico has been present in Brazil since 1996, producing reagents and hematological controls, under license from Diagon, Hungarian industry, with quality and reliability already recognized and proven worldwide. Based on one of our core values, innovation, we have developed the Icounter Line, the first 100% national line of hematological analyzers. Currently, our operational and administrative lines work in the modern facilities of its main building, located in Belo Horizonte. With a constructed area of 3,400 m<sup>2</sup>, we are able to efficiently and quality serve the entire national and Latin American market. Ethics, innovation, quality, commitment, flexibility, and social responsibility are our greatest values and guide our work. This is Diagno, a company in constant renewal and development, where quality guides its steps. Throughout many years of work and dedication, our customers, suppliers, and employees have established themselves as reliable partners. The result of this relationship is a strong bond that goes far beyond the commercial.

**Website:** [www.diagno.ind.br](http://www.diagno.ind.br)

**Instagram:** <https://www.instagram.com/diagnobrasil/>

**LinkedIn:** <https://www.linkedin.com/company/diagno-brasil/>

**E-mail:** [atendimento@diagno.ind.br](mailto:atendimento@diagno.ind.br)

**Phone:** +55 (31) 3489-5100

**WhatsApp:** -

**Address:**

787 Joaquim José Diniz Av., Fernão Dias  
31.910-520 Belo Horizonte – MG, Brazil

## DIAMED LATINO AMÉRICA S.A

### LAGOA SANTA

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

DiaMed Latin America works in the manufacture and marketing of products for in vitro diagnosis, acting in several areas, including immunohematology, hematology, hemostasis, and serology of infectious diseases, serving blood banks and clinical laboratories. With a modern factory installed in Lagoa Santa – MG, DiaMed Latin America is in total harmony with DiaMed-AG/Switzerland, a company recognized worldwide for the excellent quality standard and revolutionary character of its products and services.

**Website:** [www.diamed.com.br/cmi/pagina.aspx?64](http://www.diamed.com.br/cmi/pagina.aspx?64)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/diamed-latino-am-rica/>

**E-mail:** -

**Phone:** +55 (31) 3689-6600

**WhatsApp:** -

**Address:**

120 Alfredo Albano Costa Street, Distrito Industrial Genesco A. de Oliveira  
33.400-000 Lagoa Santa – MG, Brazil

## EASY EQUIPAMENTOS ODONTOLÓGICOS LTDA.

### BELO HORIZONTE

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Easy Equipamentos Odontológicos is a 100% Brazilian company, founded in 1999 by a dentist, with the technical support of a select group of endodontists eager to create an independence from foreign quality products. The company develops and produces dental equipment and supplies for endodontics, being a reference in quality and innovation. With a highly qualified technical team and a high-level optimized physical structure, strictly within international standards, our company is positioned with the major manufacturers of endodontic products worldwide.

**Website:** [www.easy.odo.br](http://www.easy.odo.br)  
**Instagram:** <https://www.instagram.com/easyequip/>  
**LinkedIn:** -  
**E-mail:** [sac@easy.odo.br](mailto:sac@easy.odo.br)  
**Phone:** +55 (31) 3328-5550 / 99811-1277  
**WhatsApp:** -  
**Address:**  
 230 Barão de Paraopeba Street, Bairro Jardimópolis  
 30.532-150 Belo Horizonte – MG, Brazil

### ECO DIAGNÓSTICA LTDA

#### CORINTO

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ECO Diagnóstica is a Brazilian company, headquartered in Nova Lima, MG - Brazil, which offers high quality products and technology for the market of medical diagnosis, veterinary, food safety, among others. The ECO Diagnóstica team is made up of multidisciplinary professionals, with experience acquired over the years in the area.

**Website:** [www.ecodiagnostica.com.br](http://www.ecodiagnostica.com.br)  
**Instagram:** <https://www.instagram.com/ecodiag/>  
**LinkedIn:** <https://www.linkedin.com/company/eco-diagn%C3%B3stica/>  
**E-mail:** [vendas@ecodiagnostica.com.br](mailto:vendas@ecodiagnostica.com.br)  
**Phone:** +55 (31) 3653-2025  
**WhatsApp:** -  
**Address:**  
 1338 das Acácias Street, SL. 906, Vale do Sereno  
 34.006-003 Nova Lima – MG, Brazil

### EUROFEEDBACK BRASIL INDÚSTRIA E COMÉRCIO LTDA

#### SANTA RITA DO SAPUCAÍ

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Eurofeedback, a French company specializing in pulsed light equipment, was founded in 1989. It operates in the manufacture of equipment for the military and space area. In 1994, they developed new lines in the medical and aesthetic sectors, combining high levels of performance and quality, ease of use and affordable value. In fact, Eurofeedback has shown its will through the development and manufacture of its products in France, aiming at constant innovation and excellence. In just a few years it has become an unavoidable European manufacturer of flash and IPL equipment, revolutionizing phototherapy. And today it occupies a prominent place on the global stage among manufacturers of medical and aesthetic equipment.

**Website:** [www.innatis.com.br](http://www.innatis.com.br)  
**Instagram:** <https://www.instagram.com/eurofeedback/>  
**LinkedIn:** <https://www.linkedin.com/company/eurofeedback-brasil-industria-comercio-importacao-e-exportacao-de-produtos-medicos-hospitalares-e-od/>  
**E-mail:** [contato@innatis.com.br](mailto:contato@innatis.com.br)  
**Phone:** +55 (11) 5641-0111  
**WhatsApp:** -  
**Address:**  
 835 José Pinto Vilela Street  
 37.540-000 Santa Rita do Sapucaí – MG, Brazil

## GE HEALTHCARE DO BRASIL

### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

As a world leader in medical technology and life sciences, we provide a broad portfolio of products, solutions and services used in the diagnosis, treatment and monitoring of patients and in the development and manufacture of biopharmaceuticals. We help improve outcomes for healthcare providers and therapy innovators around the world. This means greater capacity, higher productivity, and better patient outcomes. Our goal is also to support our customers in their quest for precision health: integrated health care that is extremely personalized to each patient's needs and reduces waste and inefficiency. We adopt a culture of respect, transparency, integrity, and diversity. We provide medical technologies, digital infrastructure, data analysis and decision support tools that help healthcare professionals diagnose, treat, and monitor their patients. We also provide services, accessories, consumables, education, training, and consulting.

**Website:** [www.gehealthcare.com.br](http://www.gehealthcare.com.br)

**Instagram:** <https://www.instagram.com/gehealthcare/>

**LinkedIn:** <https://www.linkedin.com/company/gehealthcare/>

**E-mail:** -

**Phone:** +55 3004-2525

**WhatsApp:** -

**Address:** -

## GOLD ANALISA DIAGNÓSTICA LTDA

### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Gold Analisa Diagnóstica is a Brazilian health products industry that produces in vitro diagnostic reagents. With over 30 years of history, it began in 1983 distributing products for laboratories and in 1990 began its industry activities in the production of reagents. Today it is one of the main reagent companies in the country and offers Laboratories, Hospitals and Research Centers in Brazil a line of products of international quality, which includes sets of reagents for the quantitative and qualitative determination of blood constituents and other biological liquids.

**Website:** [www.goldanalisa.com.br](http://www.goldanalisa.com.br)

**Instagram:** <https://www.instagram.com/goldanalisadiagnostica/>

**LinkedIn:** <https://www.linkedin.com/company/goldanalisa/>

**E-mail:** [goldanalisa@goldanalisa.com.br](mailto:goldanalisa@goldanalisa.com.br)

**Phone:** +55 (31) 3272-1888 / (31) 3045-2800

**WhatsApp:** +55 (31) 99755-2511

**Address:**

2363 Nossa Senhora de Fátima Av., Carlos Prates

30.710-020 Belo Horizonte – MG, Brazil

## HELIO ADAPTAÇÕES AUTOMOTIVAS LTDA

### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Hélio Adaptations arose because of the automobile accident that a person in the family suffered in 1970. At that time there was no vehicle adaptation company in Brazil, so Helio and his brother imported from Germany a piece of equipment that, installed in the vehicle, made a paraplegic drive a car. The equipment was a success and as time went by several people saw the physically handicapped driving and asked who had made the adaptation. As the demand grew more and more, Mr. Hélio, trained in mechanical engineering, decided to manufacture his own equipment. It was then that Hélio Automotive Adaptations appeared in January 1974. Later on, other models of adaptations appeared, such as the automatic clutch, which at the time was a great revolution besides the accelerator and manual brake, the reversal of the accelerator pedal, the extension of pedals and the inversion of arrows. At the end of



2010, Hélio Adaptations acquired a space of 600 square meters in the central region of Belo Horizonte, where it joined the workshop with a shop to serve with more comfort and quality to its customers. This space has vehicular adaptations in the lines of direction, transport, and autonomy. At the end of 2014, the headquarters of Hélio Adaptations was completely reformulated and expanded, becoming known as Hélio Mobility Always, the largest mobility center for the physically disabled in Minas Gerais. With a complete structural and administrative change to offer its customers the whole line of wheelchairs, accessories, canes, walkers, crutches all the necessary equipment to provide mobility for its customers. Hélio Mobilidade always becomes a national reference in the segment, for the years dedicated to promoting excellence, security, accessibility and comfort to its customers and families.

**Website:** [www.heliomobilidade.com.br](http://www.heliomobilidade.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/helio-adaptacoes-automotivas/>

**E-mail:** [helio@heliomobilidade.com.br](mailto:helio@heliomobilidade.com.br)

**Phone:** +55 (31) 2526-1569 / 99108-1963

**WhatsApp:** -

**Address:**

650 Pitangui Street, Bairro Concórdia

31.110-732 Belo Horizonte – MG, Brazil

### **HIPOLABOR FARMACÊUTICA LTDA**

#### **MONTES CLAROS**

##### **2121 -Manufacture of medicines for human use**

Founded in 1984, Hipolabor Pharmaceuticals has gained national recognition in the pharmaceutical market with an ethical policy that stands out for the quality of its products and services. In all this time, we have assumed the commitment of ceaselessly seeking excellence, in addition to the responsibility of bringing to our partners and the community the best products and more quality of life. Our work goes far beyond offering safe and effective products. We offer an integrated set of services that includes from the rigorous testing of medicines in our own modern laboratories to the work of sales representatives and sales representatives prepared to provide personalized assistance to each customer. All this to maintain a bond of constant partnership, ensuring peace of mind for our customers and partners.

**Website:** [www.hipolabor.com.br](http://www.hipolabor.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hipolabor-farmaceutica-ltda/>

**E-mail:** -

**Phone:** +55 (31) 3408-1800

**WhatsApp:**

**Address:**

23220 Anel Rodoviário Celso Mello Azevedo, Neighborhood Eymard

31.910-585 Belo Horizonte – MG, Brazil

### **HYPOFARMA INSTITUTO DE HYPODERMIA E FARMÁCIA LTDA**

#### **RIBEIRÃO DAS NEVES**

##### **2121 -Manufacture of medicines for human use**

Commitment to ethics, quality, and development. We are Hypofarma, a pharmaceutical industry with more than 70 years of tradition specializing in injectable drugs. Our portfolio includes more than 17 lines of drugs of various therapeutic classes, such as anesthetics, corticosteroids, vitamins, antibiotics, hypertension, antihypertension, adjuvants in oncologic treatment, among others.

**Website:** [www.hypofarma.com.br](http://www.hypofarma.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hypofarmamedicamentos/about/>

**E-mail:** -



**Phone:** +55 (31) 3290-6550 / 3626-9000

**WhatsApp:** -

**Address:**

303 Dr. Irineu Marcellini Street, Bairro São Geraldo  
33.805-330 Ribeirão das Neves – MG, Brazil

### **IMUNOLAB IMUNOLOGIA DE TRANSPLANTES LTDA**

#### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

We are IMUNOLAB, a specialized laboratory dedicated exclusively to the studies of Histocompatibility and Immunology for Solid Organ and Tissue Transplantation by typing Human Leukocyte Antigens (HLA) and detecting specific anti-HLA antibodies for evaluation of genetic compatibility between recipient and donor for transplantation. Currently, we have a team of professionals with undergraduate, graduate, and doctoral degrees in Medicine, Biomedicine, Pharmacy and Biology. The laboratory is also dedicated to post-transplant immunological evaluations of patients, aiming at the detection of rejections and performs HLA typification for the study of diseases. With more than 34 years of activities in this important area of medicine, IMUNOLAB is considered by the medical community as a pioneer in the state, maintaining an essential partnership for the performance of human organ and tissue transplants in Minas Gerais and Brazil, with its link to Brazilian Bone Marrow Receiver and Voluntary Donor Banks (REDOME/REREME). Thus, IMUNOLAB performs all the tests for solid organ and bone marrow transplants using high levels of scientific knowledge, high complexity technology and automation for the study of human DNA. IMUNOLAB is located in the hospital region of Belo Horizonte, with ample facilities, modern equipment, and computerization of all stages of the processes, from patient care to the release of results reports.

**Website:** [www.imunolabtx.com.br](http://www.imunolabtx.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/imunolab-transplantes/>

**E-mail:** [contato@imunolab.com.br](mailto:contato@imunolab.com.br)

**Phone:** +55 (31) 3274-6160

**WhatsApp:** -

**Address:**

971 Bernardo Monteiro Av., 12° Floor, Funcionários  
30.150-283 Belo Horizonte – MG, Brazil

### **IN VITRO DIAGNÓSTICA LTDA**

#### **ITABIRA**

#### **2123 -Manufacture of pharmaceutical preparations**

Founded in Belo Horizonte – MG, In Vitro Diagnóstica has been operating in the laboratory diagnosis market since 1992. In 1999 it transferred its activities to a manufacturing plant in the city of Itabira, 100 kilometers from the capital of Minas Gerais. Since its foundation, In Vitro Diagnóstica has been manufacturing and selling reagents and equipment for clinical laboratory diagnosis, with coagulation lines, clinical chemistry (biochemistry), immunoturbidimetry, urinalysis, hematology, ELISA, rapid tests, in addition to a line of quality control, presenting a wide portfolio to meet the routine of the laboratories. In 2009, In Vitro Diagnóstica was bought by Mr. Wolfgang Flemming, former shareholder and founder of Human, a German company present in over 160 countries. In the constant search for improvements in customer service, In Vitro set up a business and customer support unit in Belo Horizonte in 2015. Our journey continues long and challenging, our commitment will always be to offer the most modern in clinical chemistry diagnosis, seeking the best alternatives in serving our customers, partners, and employees, because we understand that these are the reasons for our success over these 20 years.

**Website:** [www.invitro.com.br](http://www.invitro.com.br)

**Instagram:** [https://www.instagram.com/invitro\\_/](https://www.instagram.com/invitro_/)

**LinkedIn:** <https://www.linkedin.com/company/in-vitro-diagn-stica/>

**E-mail:** [invitro@invitro.com.br](mailto:invitro@invitro.com.br)

**Phone:** +55 (31) 3654-6366

**WhatsApp:** -

**Address:**

278 Cromita Av., Distrito Industrial

35.903-053 Itabira – MG, Brazil

### **INSTITUTO HERMES PARDINI S/A**

#### **BELO HORIZONTE**

#### **8640 -Complementary diagnostic and therapeutic service activities**

Since it was founded more than 60 years ago, Hermes Pardini has focused entirely on the client. We act in a way that puts the client - be it hospitals, doctors, other laboratories, or patients - always at the center of everything we do. We have our own 67 units in Belo Horizonte/MG and metropolitan region and 5 in São Paulo/SP, working 24 hours a day, 7 days a week, to practice Diagnostic Medicine with accuracy, responsibility, quality, and technical rigor. Thus, we are prepared to deliver clinical information that supports prevention, guides the diagnosis of diseases, and helps treatments, from the simplest to the most complex. Hermes Pardini is a forerunner in the laboratory support market and today has about 6,000 partner laboratories with which it is in constant contact, seeking to improve its services based on an understanding of reality and the needs of end customers. In addition to clinical analyses, Hermes Pardini offers the following services in its own units: diagnostic imaging, vaccines, functional tests, cryopreservation, human and veterinary genetics. The corporate and technical units are located in our Technical Operational Nucleus (NTO), which is near the Belo Horizonte International Airport. In the central region of the city, there are two other nuclei - the Technical Nucleus Belo Horizonte (NTBH) and the Technical Hospital Nucleus (NTH) - that support the own units and the hospital units, receiving exams with less than 4 hours of preservation and emergency tests. In addition, the NTBH is responsible for microbiology, uroanalysis and pathological anatomy exams.

**Website:** [www.hermespardini.com.br](http://www.hermespardini.com.br)

**Instagram:** <https://www.instagram.com/hermes.pardini/>

**LinkedIn:** <https://www.linkedin.com/showcase/pardini-medicina-diagn%C3%B3stica-personalizada/>

**E-mail:** -

**Phone:** +55 (31) 3228-6200

**WhatsApp:** +55 (31) 3228-6200

**Address:** -

### **INVISION INDÚSTRIA E COMÉRCIO DE DISPOSITIVOS MÉDICOS L**

#### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Invision is a company focused on the development, production and marketing of products aimed at ophthalmic medicine, following the strictest quality standards. The company has today in its portfolio a line of disposable scalpels and instruments for intraocular lens implantation.

**Website:** [www.invision.com.br](http://www.invision.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/in/invision-medical-87b873164/>

**E-mail:** [contato@invision.com.br](mailto:contato@invision.com.br)

**Phone:** +55 (31) 3487-0518

**WhatsApp:** -

**Address:**

3100 José Cândido da Silveira Av., Room 21, Horto

31.035-536 Belo Horizonte – MG, Brazil

## KONICA MINOLTA HEALTHCARE DO BRASIL INDÚSTRIA DE EQUIPA

### NOVA LIMA

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Konica Minolta Healthcare do Brasil is a subsidiary of Konica Minolta Medical Imaging, a world class and leading provider of primary imaging diagnostics. With over 75 years of uninterrupted innovation, Konica Minolta is recognized worldwide as a leading provider of leading-edge technologies and comprehensive support aimed at providing real-world solutions to meet customer needs. For more information on Konica Minolta's Primary Imaging Solutions, please visit: [www.konicaminolta.com/medicalusa](http://www.konicaminolta.com/medicalusa). Konica Minolta's new corporate message across all business segments is "Giving shape to ideas". These words represent Konica Minolta's desire to focus on every individual around the world and use our technology and ideas to shape a new future.

**Website:** [www.konicaminoltahc.com.br](http://www.konicaminoltahc.com.br)

**Instagram:** <https://www.instagram.com/konicaminoltahcbr/>

**LinkedIn:** <https://www.linkedin.com/company/konica-minolta-healthcare-do-brasil/>

**E-mail:** [service.healthcare@konicaminolta.com](mailto:service.healthcare@konicaminolta.com) / [marketing.healthcare@konicaminolta.com](mailto:marketing.healthcare@konicaminolta.com)

**Phone:** +55 (31) 3117-4400 / 98437-1100

**WhatsApp:**

**Address:**

420 Star Street

34.007-666 Nova Lima – MG, Brazil

## LABCOR LABORATÓRIOS LTDA

### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Founded in 1984, Labcor is a world-renowned industry specialized in producing biological prosthesis. Located in Belo Horizonte, the company is a national leader in cardiovascular bioprosthesis and has already performed 150,000 implants throughout the world. Labcor, which annually produces 10,000 units of valves and grafts, is present throughout Brazilian and has offices in Rio de Janeiro, São Paulo, Porto Alegre, Belo Horizonte, as well as representatives or distributors in other capital cities. Today the company exports its products to several countries such as Germany, Belgium, Argentina, Colombia, Venezuela, Peru, France, Italy, Austria, Spain, Portugal, and some countries in Latin American and Asia. Since it produced its first heart valve, Labcor has been developing cardiovascular and vascular prosthesis, as well as Tissue Technology. This competence allows us to develop a portfolio rich in biotechnological products. By validating joint efforts to implement total quality, Labcor has received certification for Good Practices in Medical Products Manufacturing (GMP) granted by ANVISA, and the ISO 13485:2003 accredited by international associations, as well as being the only Latin American company in this sector, with the CE mark in several products.

**Website:** [www.labcor.com.br](http://www.labcor.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/labcor-laborat-rios-ltda/>

**E-mail:** [contato@labcor.com.br](mailto:contato@labcor.com.br)

**Phone:** +55 (31) 3371-1371

**WhatsApp:** -

**Address:**

1670 Silva Lobo Av., Calafate

30.431-262 Belo Horizonte – MG, Brazil

**LABORATÓRIO GLOBO LTDA****SÃO JOSÉ DA LAPA****2121 -Manufacture of medicines for human use**

Operating in the market since 1954, Laboratório Globo has 65 years of experience and evolution. Our vision is to be recognized in the national market as a reliable, innovative, and competitive company, continuously seeking the improvement of our products and services. The company has a portfolio of more than 150 presentations produced and distributed and about 70 presentations of generics.

**Website:** [www.laboratorioglobo.com.br](http://www.laboratorioglobo.com.br)

**Instagram:** <https://www.instagram.com/globofarmaceutica/>

**LinkedIn:** -

**E-mail:** [sig@laboratorioglobo.com.br](mailto:sig@laboratorioglobo.com.br)

**Phone:** +55 (31) 3623-3500 / 0800 031 21 25

**WhatsApp:** -

**Address:**

Rodovia MG 424, Km 8.8, s/n - Distrito Industrial  
33.350-000 São José da Lapa – MG, Brazil

**LABORATÓRIO SANOBIO LTDA****POUSO ALEGRE****2121 -Manufacture of medicines for human use**

The year 2020 began with Sanobio definitively incorporated into Grupo Cristália, becoming a new industrial unit dedicated to the production of high-volume parenteral solutions in bottle and bag presentations. The bag line also produces important medicines for hospital use, such as Levofloxacin, Fluconazole and Linezolid, among others. Sanobio Laboratory started almost 50 years ago in a small industrial plant in Pouso Alegre – MG, and today is one of the largest companies in high volume parenteral solutions, with physiological, glycosylated, glycophysiological solutions, among others. In 2012, Laboratório Sanobio was acquired by Grupo Cristália and, currently, on a 25,000 m<sup>2</sup> plot of land and a modern plant with 16,000m<sup>2</sup> of constructed area. Its production has been expanded and it works with the best and most modern in the entire production process, from raw material and equipment to manufacturing and training of employees, generating large scale production with quality.

**Website:** <https://cristalia.com.br/midia/incorporacao-sanobio>

**Instagram:** <https://www.instagram.com/laboratoriocristalia/>

**LinkedIn:** <https://www.linkedin.com/company/laboratoriocristalia/>

**E-mail:** -

**Phone:** +55 0800 7011918

**WhatsApp:** -

**Address:**

451 das Quaresmeiras Av., Distrito Industrial  
37.550-000 Pouso Alegre – MG, Brazil

**LABTEST DIAGNÓSTICA S/A****LAGOA SANTA****2123 -Manufacture of pharmaceutical preparations**

Labtest Diagnóstica S.A. is the largest Brazilian industry of in vitro diagnostics and is proud to be a cutting-edge company. The product portfolio has a wide range of reagents and equipment for various profiles of clinical analysis laboratories. Founded by the Clinical Pathologists Dr. Geraldo Lustosa and Dr. José Carlos Basques, in 1971, the Labtest established itself as a reference in the market of biotechnology, national and internationally recognized. Nowadays, the Labtest group is chaired by Clinical Pathologist Dr. Eliane Lustosa and maintains its expansion marked by continuous investment in innovation and technology, combined with solidity and efficiency in its corporate governance.

**Website:** [www.labtest.com.br](http://www.labtest.com.br)

**Instagram:** <https://www.instagram.com/labtestdiagnostica/>  
**LinkedIn:** <https://www.linkedin.com/company/labtestdiagnostica/>  
**E-mail:** labtest@labtest.com.br  
**Phone:** +55 (31) 3689-6900  
**WhatsApp:** -  
**Address:**  
 600 Paulo Ferreira da Costa Av.  
 33.400-000 Lagoa Santa – MG, Brazil

### **LINK INDÚSTRIA E COMÉRCIO DE MÁQUINAS PARA MINERAÇÃO LT NOVA LIMA**

#### **2825 -Manufacture of machinery and equipment for basic and environmental sanitation**

LINK is a company that was born out of the interest to offer quality and innovation in the bulk solids transport market. Committed to the quality management system to ensure that our interests and objectives are met, the LINK team is strongly focused on our Vision, Mission and Quality Management System Policy. LINK develops solutions that increase the performance and service life of parts and components on its production line. Discover the advantages of acquiring the link solutions for scrapers, roller tables, side guides, clamps, self-aligning, belt lifters and cleaning box systems in their different applications and differentials.

**Website:** [www.linkltda.com.br](http://www.linkltda.com.br)  
**Instagram:** [https://www.instagram.com/link\\_industria/](https://www.instagram.com/link_industria/)  
**LinkedIn:** <https://www.linkedin.com/company/link-ind%C3%BAstria-e-com%C3%A9rcio-ltda/>  
**E-mail:** link@linkltda.com.br  
**Phone:** +55 (31) 3547-8038 / 99822-6471  
**WhatsApp:** -  
**Address:**  
 73 Vitória Av., Jardim Canadá  
 34.007-656 Nova Lima – MG, Brazil

### **MASTER MEDIKAL INDÚSTRIA E COMÉRCIO DE EQUIPAMENTOS MED SANTA RITA DO SAPUCAÍ**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Marja has been established in the market since its foundation Master Medikal started its activities in 2009, developing and selling high added value equipment and accessories and has stood out for offering solutions with oximetry technology to the medical equipment market. The main products are Oximetry Sensors, ECG Patient Cables and Electrodes for ECG. Since its opening, the Company has sought the Factory Certification and has the ANVISA's Certificate of Good Manufacturing Practices and Control for risk products I, II and III, based on the RDC 16/2014 standard. Currently, the Company has been investing in increasing its portfolio of products such as portable pulse oximeters, multiparametric monitors and electrical safety analyzers, adding technologies and targeting mainly priority products for the domestic market, and later the foreign market. In 1985. Imposing standards of honesty and quality it has walked a path full of challenges, stumbles, and achievements. With a lot of hard work, the company seeks in every way to exceed itself in the continuous search for the Quality of the Services it provides and the Products it distributes. In 2010, we counted on 25 years of Commitment with our client, working in a team, in a transparent and safe way in search of the preservation of the quality of life and health of the user.

**Website:** [www.mastermedikal.com.br](http://www.mastermedikal.com.br)  
**Instagram:** -  
**LinkedIn:** -  
**E-mail:** adm@mastermedikal.com.br  
**Phone:** +55 (35) 3471-3682  
**WhatsApp:** -

**Address:**

141 Amazonas Street, Boa Vista  
37.540-000 Santa Rita do Sapucaí – MG, Brazil

**MBIOLOG DIAGNÓSTICOS LTDA****CONTAGEM****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

MBiolog Diagnostics is a Brazilian biotechnology company located in the metropolitan region of Belo Horizonte – MG. With its own know-how and through national and international partnerships, the company concentrates its activities in the research, development, production, and commercialization of in vitro diagnostic products. Operating for 20 years in the manufacture and marketing of reagents for clinical analysis laboratories, it is a pioneer in Minas Gerais in the manufacture of ready-to-use culture media, which, in addition to optimizing time, ensure agility and effectiveness in the identification of bacteria. Our goal is to provide products and services that facilitate the laboratory routine. We count on a high standard of quality and versatility in order to minimize the work with the preparation of reagents, solutions, culture media and other materials necessary for the daily routine of your laboratory, making it more productive. We offer the services of Technical and Scientific Advice, which is available to solve doubts.

**Website:** [www.mbiolog.com.br](http://www.mbiolog.com.br)

**Instagram:** <https://www.instagram.com/mbiologdiagnosticos/>

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3507-0707

**WhatsApp:** -

**Address:**

337 Gama Street, Vila Paris  
32.372-120 Contagem – MG, Brazil

**MED LIGHT EQUIPAMENTOS MÉDICOS HOSPITALARES LTDA****VARGINHA****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

Med Light is a manufacturer and operates in the hospital market, seeking continuous improvement in its processes and products with the latest technology. Recognized in meeting the clinical needs of small, medium, and large. Headquartered in Varginha, Minas Gerais, it is among the leading suppliers in the manufacture of Surgical Ceiling and Auxiliary Spotlights, Emergency Furniture Cars, Maca Cars, Fowler Beds, Cradles, Hospital Furniture and Stations. The development of its products aligns the needs of the medical team to the cost, social responsibility, respect for the environment, and to the demands of organizations such as ANVISA and INMETRO. It has a team of trained collaborators to offer its partners quality equipment, ensuring the safety, efficiency, and effectiveness of its products.

**Website:** [www.medlight.com.br](http://www.medlight.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/med-light-equipamentos-medicos-hospitalares/>

**E-mail:** -

**Phone:** +55 (35) 3212-9926 / 3214-9215 / 99841-8330

**WhatsApp:** -

**Address:**

540 Minas Gerais Av., Rezende  
37.062-193 Varginha – MG, Brazil



**MEDIPHACOS INDÚSTRIAS MÉDICAS S/A****BELO HORIZONTE****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Mediphacos is a Brazilian company, founded in 1972. We are a world leader in intrastromal rings, a national reference in RGP contact lenses and a pioneer in the manufacture of intraocular lenses in Latin America. Our mission is to restore, preserve and improve the vision of patients through the manufacturing and distribution of ophthalmic products of high quality and cutting-edge technology. Mediphacos is present in sixty countries, with three product lines: Cataract, Vision Care and Cornea. We have an extensive portfolio of products and equipment, meeting a wide variety of ophthalmology needs.

**Website:** [www.mediphacos.com](http://www.mediphacos.com)

**Instagram:** <https://www.instagram.com/mediphacos/>

**LinkedIn:** <https://www.linkedin.com/company/mediphacos/>

**E-mail:** -

**Phone:** +55 0800 727 2211

**WhatsApp:** -

**Address:**

777 Cristovam Chiaradia Av., Buritis

30.575-815 Belo Horizonte – MG, Brazil

**MEDQUÍMICA INDÚSTRIA FARMACÊUTICA LTDA.****JUIZ DE FORA****2121 -Manufacture of medicines for human use**

Medquímica Indústria Farmacêutica, a pharmaceutical company spanning more than 40 years, was sold to Lupin Group in 2015, another global company in the pharmaceutical industry. In Brazil, Medquímica develops a comprehensive line of solid and liquid drugs divided into five lines: OTC (Over-the-Counter Drugs), Similar drugs, Hospital, Generics and Dietary supplement. With offices throughout the country, the company broadens its presence in the Brazilian pharmaceutical market every day. Being awarded with the Certificate of Good Manufacturing Practices (GMP) from ANVISA, the company means to fully and strictly comply with GMP guidelines. All Medquímica products have passed the equivalence and bioequivalence tests, which confirms the quality and reliability of our drugs, which are thoroughly monitored by the Quality Assurance and Control department. Medquímica has never looked back and it is one of the most prominent pharmaceutical companies in Brazil, which believes in the potential of its people and works without measuring efforts to produce drugs that are second to none in terms of quality, reliability, and safety throughout the country.

**Website:** [www.medquimica.ind.br](http://www.medquimica.ind.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/medqu%C3%ADmica-ind%C3%BAstria-farmac%C3%AAutica/>

**E-mail:** [sac@medquimica.com](mailto:sac@medquimica.com)

**Phone:** +55 (32) 2101-4000

**WhatsApp:** -

**Address:**

255 Fernando Lamarca Av., Distrito Industrial

36.092-030 Juiz de Fora – MG, Brazil

**MEGA SAFETY ÓCULOS DE SEGURANÇA LTDA****DORES DO INDAIÁ****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

We are a company specialized in the manufacture of safety glasses with grade lenses. Our CA (Certificate of Authorization - Issued by the Ministry of Labor and Employment) was granted after rigorous quality testing at IPT - Instituto de Pesquisa e Tecnologia de Franca - SP. Our safety lenses have the



accompaniment of a technician in optics during all the production process. Ensuring the same quality standard required at the time of testing.

**Website:** [www.megasafety.ind.br](http://www.megasafety.ind.br)

**Instagram:** <https://www.instagram.com/megasafetyoculos/>

**LinkedIn:** <https://www.linkedin.com/company/mega-safety-%C3%B3culos-de-seguran%C3%A7a-ltda/>

**E-mail:** [comercial@megasafety.ind.br](mailto:comercial@megasafety.ind.br)

**Phone:** +55 (31) 3050-0000

**WhatsApp:** +55 (31) 3050-0000

**Address:**

69 Grecia Street, Room 102

32.340-080 Contagem – MG, Brazil

## **NOVO NORDISK PRODUÇÃO FARMACÊUTICA DO BRASIL LTDA.**

### **MONTES CLAROS**

#### **2121 -Manufacture of medicines for human use**

Novo Nordisk is making history and wants to share this good news with you and all of Brazil. For the first time, SUS will make available in the whole country fast acting pens for the treatment of people with type 1 diabetes. And this insulin will be produced in our factory in Montes Claros, MG. That is: insulin produced in Brazil for Brazil. The plant in Montes Claros was inaugurated in 2007, has 53 thousand square meters (the equivalent of seven football fields) and state-of-the-art equipment and production lines. It is the largest insulin production unit in Latin America and employs about 1,000 people. These figures make it Novo Nordisk's largest plant outside Denmark, where the company's headquarters are located. And the detail that makes all the difference is that, considering all the inputs used in the manufacture and packaging of the insulin pen at the Montes Claros plant, 60% come from domestic suppliers. With more than 25 years in Brazil, Novo Nordisk is on the way to be part of this great journey, reaffirming the ongoing commitment to the health of every Brazilian.

**Website:** [www.novonordisk.com.br](http://www.novonordisk.com.br)

**Instagram:** <https://www.instagram.com/novonordiskbr/>

**LinkedIn:** <https://www.linkedin.com/company/novo-nordisk/>

**E-mail:** [sac.br@novonordisk.com](mailto:sac.br@novonordisk.com)

**Phone:** +55 (38) 3229-6200

**WhatsApp:** -

**Address:**

1413 Um Av., Distrito Industrial

39.404.004 Montes Claros – MG, Brazil

## **ODOUS DE DEUS INDÚSTRIA COMÉRCIO IMPORTAÇÃO E EXPORTAÇÃO LTDA**

### **BELO HORIZONTE**

#### **3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ODOUS DE DEUS is a company that was born in 1983, concerned with giving continuity to the quality and seriousness of its products, which are developed exclusively for the endodontic professional. The instruments are created with the highest precision and technology in "CNC" lathes and gutta-percha cones. Located at R. Itapetinga 106 - Cachoeirinha, Belo Horizonte/MG, CEP: 31130-032, ODOUS DE DEUS detaches its work in national and international territories valuing and highlighting the improvement of the effectiveness of our products, aiming at satisfying the needs of our customers; always seeking the continuous improvement of the quality management system.

**Website:** [www.odousededeus.com.br](http://www.odousededeus.com.br)

**Instagram:** <https://www.instagram.com/odousededeus/>

**LinkedIn:** -

**E-mail:** [odousededeus@odousededeus.com.br](mailto:odousededeus@odousededeus.com.br)

**Phone:** +55 (31) 3481-0056 / 3063-0709

**WhatsApp:** +55 (31) 99591-0056

**Address:**

106 Itapetinga Street, Cachoeirinha  
31.130-032 Belo Horizonte – MG, Brazil

**PHARLAB INDÚSTRIA FARMACÊUTICA S.A**

**LAGOA DA PRATA**

**2121 -Manufacture of medicines for human use**

The company has been operating in the generics and equivalents segment for 18 years. In 2012, Pharlab became Biogaran's first foreign subsidiary.

**Website:** [www.pharlab.com.br](http://www.pharlab.com.br)

**Instagram:** [https://www.instagram.com/pharlab\\_oficial/](https://www.instagram.com/pharlab_oficial/)

**LinkedIn:** <https://www.linkedin.com/company/pharlab-ind-stria-farmac-utica-s-a/>

**E-mail:** -

**Phone:** +55 (31) 3212 8171

**WhatsApp:** -

**Address:**

1300 São Carlos Street, Américo Silva  
35.590-000 Lagoa da Prata – MG, Brazil

**PHARMASCIENCE INDÚSTRIA FARMACÊUTICA LTDA**

**BETIM**

**2121 -Manufacture of medicines for human use**

They offer differentiated products with exclusive assets, such as the Innecorp line, in addition to vegan products and based on inputs from the Brazilian flora, valuing national biodiversity. They are pioneers in using American technology and innovation in the production of homeopathic medicine to help colic in babies.

**Website:** [www.pharmascience.com.br](http://www.pharmascience.com.br)

**Instagram:** <https://www.instagram.com/pharmasciencebrasil/>

**LinkedIn:** <https://www.linkedin.com/company/pharmascience-industria-farmacêutica/>

**E-mail:** -

**Phone:** +55 (31) 3505-0505

**WhatsApp:** -

**Address:**

640 Texaco Street, Distrito Industrial Jardim Piemonte Norte  
32.689-322 Betim – MG, Brazil

**PHILIPS MEDICAL SYSTEMS LTDA**

**VARGINHA**

**2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation e equipment**

Philips plant that produces medical equipment such as x-ray, MRI, and tomography, among others, reinforcing Philips' presence and innovation capacity in Brazil.

**Website:** <https://www.philips.com.br/healthcare/resources/landing/varginha>

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/philips/>

**E-mail:** -

**Phone:** +55 (35) 3219-7000

**WhatsApp:** -

**Address:**

250 Otto Salgado Av.  
37.066-440 Varginha – MG, Brazil

## POLAR FIX INDÚSTRIA E COMÉRCIO DE PRODUTOS HOSPITALARES

### SAO GONCALO DO SAPUCAI

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Polar Fix has the following brands - Protect, Star, Safe Pack, Polarzinho. It produces and distributes a complete line of high quality, meets the most rigorous standards of requirements, equaling what is best in the international market. For this, Polar Fix constantly seeks to improve its brands and product lines, through continuous investments in technology and specialized professionals, with the mission of guaranteeing the quality of its products to the medical - hospital sector, its professionals, and customers.

**Website:** [www.polarfix.com.br](http://www.polarfix.com.br)

**Instagram:** [https://www.instagram.com/polar\\_fix/](https://www.instagram.com/polar_fix/)

**LinkedIn:** <https://www.linkedin.com/company/polar-fix/>

**E-mail:** [vendas@polarfix.com.br](mailto:vendas@polarfix.com.br)

**Phone:** +55 (35) 3435-1100

**WhatsApp:** +55 (11) 94379-8295

**Address:**

Street Antonio Carvalho Dias, Herve De Campos Vargas - Industrial District  
37490-000 São Gonçalo do Sapucaí – MG, Brazil

## POLYSUTURE INDÚSTRIA E COMÉRCIO LTDA (Medtronic)

### SÃO SEBASTIÃO DO PARAISO

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Polysuture is one of Medtronic's factories in Brazil, after Medtronic acquired Ireland's Covidien in 2014. Medtronic is a world leader in medical technology - relieving pain, restoring health, and prolonging the lives of millions of people around the world. With deep roots in treating heart disease, Medtronic provides a wide range of products and therapies - every three seconds, somewhere in the world, a person's life is enhanced by a Medtronic product or therapy.

**Website:** [www.medtronic.com](http://www.medtronic.com)

**Instagram:** <https://www.instagram.com/medtronic/?hl=pt-br>

**LinkedIn:** <https://www.linkedin.com/showcase/medtronic-brasil/?viewAsMember=true>

**E-mail:** [jose.renato.nascimento@medtronic.com](mailto:jose.renato.nascimento@medtronic.com)

**Phone:** +55 (35) 3539-4750

**WhatsApp:** -

**Address:**

1245 Ver. Gabriel Ramos da Silva Av. - Parque Industrial Fernando Zanin  
37.950-000 São Sebastião do Paraíso – MG, Brazil

## PRO-LIFE EQUIPAMENTOS MÉDICOS LTDA

### POUSO ALEGRE

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

ProLife, as a company founded and developed in Brazilian territory, acquired a vast knowledge about the market and the needs of health professionals. Has products in the areas of cardiology, monitoring and electrophysiology.

**Website:** [www.prolife.com.br](http://www.prolife.com.br)

**Instagram:** <https://www.instagram.com/oficialprolife/>

**LinkedIn:** <https://www.linkedin.com/company/oficialprolife/>

**E-mail:** [vendas@prolife.com.br](mailto:vendas@prolife.com.br)

**Phone:** +55 (11) 5539-0746

**WhatsApp:** -

**Address:**

6800 Pref. Olavo Gomes de Oliveira Avenue, Res. Morumbi  
37.550-000 Pouso Alegre – MG, Brazil

**PROTMAT MATERIAIS AVANÇADOS LTDA****JUIZ DE FORA****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

ProtMat uses imported raw material of the highest purity in its production line, ensuring that the prostheses and infrastructures manufactured with our zirconia blocks present high quality, reproducibility, and perfect adaptation. They produce ceramics for use in CAD / CAM and MAD / MAM systems, for the manufacture of prosthetic system components.

**Website:** [www.protmat.com.br](http://www.protmat.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (32) 3233-7353

**WhatsApp:** +55 (12) 98158-2670

**Address:**

736 Otília de Souza Leal Street, Nova Califórnia

36.039-000 Juiz de Fora – MG

**QUIBASA QUÍMICA BÁSICA LTDA****BELO HORIZONTE****2123 -Manufacture of pharmaceutical preparations**

Quibasa-Bioclin is an industry focused on the production and development of diagnostic kits for the clinical analysis laboratory. It was founded in 1977. Since its foundation, the factory has been installed in Belo Horizonte, capital of Minas Gerais, and strategically located in the Pampulha region, close to airports, highways, and important avenues. Quibasa-Bioclin maintains partnerships with several public and private research institutions throughout the country and abroad, aiming at the technological improvement for improvement and the development of new kits.

**Website:** [www.bioclin.com.br](http://www.bioclin.com.br)

**Instagram:** <https://www.instagram.com/bioclinglobal/>

**LinkedIn:** <https://www.linkedin.com/company/bioclin/>

**E-mail:** [vendas@bioclin.com.br](mailto:vendas@bioclin.com.br)

**Phone:** +55 (31) 3439-5454

**WhatsApp:** -

**Address:**

92 Téles de Menezes Street, Santa Branca

31.565-130 Belo Horizonte – MG, Brazil

**RADIOCARE SERVIÇOS MÉDICOS ESPECIALIZADOS LTDA****BELO HORIZONTE****8610 -Hospital care activities**

The Radiocare Center is Specialized em Radiotherapy of the Hospital Felício Rocho was designed by a group of health professionals with the aim of exceeding the expectations of our customers, offering high quality assistance, and contributing to the raising of the level of health and quality of life. Founded in 2005, at the facilities of the Felício Rocho Hospital, the focus on people was the foundation for structuring the team of radio-oncologists, nurses, physicists, and technicians carefully selected, with a high level of technical qualification and excellence in personalized assistance. Throughout its trajectory, it promoted the updating of its equipment and quality control tools. Linear accelerators are the latest generation and are among the youngest in the country.

**Website:** [www.grupooncclinicas.com/radiocare](http://www.grupooncclinicas.com/radiocare)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/rede-oncocl%C3%ADnicas-do-brasil/>

**E-mail:** -

**Phone:** +55 (31) 3335-0131

**WhatsApp:** -

**Address:**

3609 Timbiras Street, Barro Preto

30.140-062 Belo Horizonte – MG, Brazil

### **RENYLAB -QUÍMICA E FARMACÊUTICA LTDA**

**BARBACENA**

**2123 -Manufacture of pharmaceutical preparations**

Pharmacist Renê Vaz de Mello developed URETEST®, the first diagnostic test for urease in liquid form to detect Helicobacter pylori bacteria in gastric mucosa to be introduced and commercialized in the Brazilian market. Today the company has a line of almost 100 items including dyes and reagents for clinical analysis, products for endoscopy and gastroenterology, gels for ultrasound, culture media in tubes and plates ready for use, glucose and lactose tolerance test, sanitizers, among others.

**Website:** [www.renylab.ind.br](http://www.renylab.ind.br)

**Instagram:** <https://www.instagram.com/renylabdiagnosticosinvitro/>

**LinkedIn:** <https://www.linkedin.com/company/renylabquimicafarmaceutica/>

**E-mail:** -

**Phone:** +55 (32) 3331-4489

**WhatsApp:** +55 (32) 98419-8588

**Address:**

BR-040, Km 697, São Pedro

36.205-666 Barbacena – MG, Brazil

### **RS MED LTDA**

**BELO HORIZONTE**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

RSMed was founded in 2020 and since then offers innovation in the development and manufacture of hospital medical products, focusing on the quality of its products and customer satisfaction.

**Website:** [www.rsmed.com.br](http://www.rsmed.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3271-4276 / 3271-3711

**WhatsApp:** -

**Address:**

526 Abaeté Street, Bonfim

31.210-390 Belo Horizonte – MG, Brazil

### **SANDERS DO BRASIL LTDA**

**SANTA RITA DO SAPUCAÍ**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Sanders do Brasil is a Brazilian company certified with the best quality seals in its area of activity: the manufacture and development of high-tech hospital and dental equipment. They work with equipment such as autoclaves, windpipe dryers, thermal disinfectors, ultrasonic washers, endoscope reprocessors, compressors, vacuum pumps, photo bleaching, sealers, and prophylaxis devices.

**Website:** [www.sandersdobrasil.com.br](http://www.sandersdobrasil.com.br)

**Instagram:** <https://www.instagram.com/sandersdobrasil/>

**LinkedIn:** -

**E-mail:** [sanders@sandersdobrasil.com.br](mailto:sanders@sandersdobrasil.com.br)

**Phone:** +55 (35) 3473-7564

**WhatsApp:** +55 (35) 3473-7564

**Address:**

500 Sebastião Reginaldo Cunha Av., Viana  
37.540-000 Santa Rita do Sapucaí – MG, Brazil

### SCAN DIAGNÓSTICA INDÚSTRIA E COMÉRCIO LTDA

#### BELO HORIZONTE

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

Scan Diagnóstica - IMUNOSCAN, was founded in August 2013, by its partners, from the diagnostic and research market. Then, a company was born with strong technological capacity, in the development and production sector, and scientific consistency to support and supply products, inputs, for immunohematology and scientific research. IMUNOSCAN is fully qualified by the municipal, state, and national regulatory bodies.

**Website:** [www.imunoscan.com.br](http://www.imunoscan.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/imunoscan>

**E-mail:** -

**Phone:** +55 (31) 3488-1871

**WhatsApp:** -

**Address:**

108 Gov. Valadares Street, Granjas Reunidas São Vicente  
33.350-000 São José da Lapa – MG, Brazil

### SCUDO ÓPTICO INDUSTRIAL EIRELI

#### SETE LAGOAS

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

SCUDO produces a complete line of protection models, with perfect ergonomics, which provides total safety to the user. The differential is the production of goggles also with prescription lenses, that is, for users who need goggles but who also use prescription lenses.

**Website:** [www.scudoseg.com.br](http://www.scudoseg.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** -

**Phone:** +55 (31) 3773-9176

**WhatsApp:** -

**Address:**

6400 Pref. Alberto Moura Av., Distrito Industrial  
35.702-383 Sete Lagoas – MG, Brazil

### SERV IMAGEM MINAS SERVIÇOS, INDÚSTRIA E COMÉRCIO LTDA

#### LAGOA SANTA

#### 2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment

Founded in 1996 within the VMI radiological equipment industry, Serv Imagem was born from the customers' need to obtain an efficient and quality Technical Assistance service. In a few years, Serv Imagem strategically expanded to the regions of SP, RJ, NE, and RS, significantly expanding its operations in the main markets of Brazil. In 2010 it was certified by NBR ISO 9001, reinforcing its commitment to customers and the quality of its services. Today, with a highly specialized and competent team, Serv Imagem operates in the imaging market with broad technical expertise, promoting the high performance of diagnostic imaging services.

**Website:** [www.servimagem.com.br](http://www.servimagem.com.br)

**Instagram:** <https://www.instagram.com/servimagem/>

**LinkedIn:** <https://www.linkedin.com/company/servimagem/>

**E-mail:** tecnico-mg@servimagem.com.br

**Phone:** +55 (31) 3681-9064

**WhatsApp:** +55 (31) 3681-9064

**Address:**

80 Hum Street, Distrito Industrial Genesco Aparecido de Oliveira, Vila Asas  
33.400-000 Lagoa Santa – MG, Brazil

### **SÍMILE-INSTITUTO DE IMUNOLOGIA APLICADA LTDA**

**BELO HORIZONTE**

**8640 -Complementary diagnostic and therapeutic service activities**

Formed by a team of experienced and highly trained professionals, Simile is a biotechnology company that offers diagnostic solutions and develops projects in partnership with respected research institutes in the market. In this line, today they also offer exams of molecular biology in infections, molecular biology in oncology and hematology, classical and molecular cytogenetics, and flow cytometry.

**Website:** [www.simile.bio.br/plus](http://www.simile.bio.br/plus)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/simile-imunologia-aplicada/>

**E-mail:** contato@simile.bio.br

**Phone:** +55 (31) 2511-2200

**WhatsApp:** -

**Address:**

1932 São Paulo Street, office 601/602, Lourdes  
30.170-135 Belo Horizonte – MG, Brazil

### **ST JUDE MEDICAL BRASIL LTDA**

**BELO HORIZONTE**

**3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

St. Jude Medical develops medical technology and services that focus on putting greater control in the hands of those who treat cardiac, neurological, and chronic pain patients worldwide. The company is dedicated to advancing the practice of medicine by reducing risk whenever possible and contributing to successful results for all patients. St. Jude Medical has five main areas of activity that include: heart rate management, atrial, cardiovascular fibrillation, and neuromodulation. In Brazil, it has a manufacturing unit in Belo Horizonte - Minas Gerais, a Material processing unit in Santa Catarina and a sales office in São Paulo. St. Jude Medical produces several medical devices and, in Brazil, its focus is the manufacture of biological tissue valves. In 2017, Abbott completed the acquisition of St. Jude Medical. Pursuant to the terms of the acquisition, St. Jude Medical became a wholly-owned subsidiary of Abbott, establishing Abbott as a leader in the medical device arena. Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. With a portfolio of leading, science-based offerings in diagnostics, medical devices, nutritionals and branded generic pharmaceuticals, Abbott serves people in more than 160 countries and employs approximately 107,000 people.

**Website:** [www.abbottbrasil.com.br](http://www.abbottbrasil.com.br)

**Instagram:** <https://www.instagram.com/abbottglobal/>

**LinkedIn:** <https://www.linkedin.com/company/abbott-/>

**E-mail:** brasilshfaleconosco@abbott.com

**Phone:** +55 (31) 3888-5217

**WhatsApp:** -

**Address:**

1301 Professor José Vieira de Mendonça Street, Engenho Nogueira  
34.000-000 Belo Horizonte – MG, Brazil



**TECSA -LABORATÓRIOS LTDA****BELO HORIZONTE****8640 -Complementary diagnostic and therapeutic service activities**

TECSA has a multidisciplinary team to support research and development projects, always with the quality and respected provision of services in laboratory analysis, maintaining close technical-scientific cooperation with Universities and National and International Institutions, bringing to the reality of Latin Agribusiness American, innovation and appropriate technology. Some services provided: Efficiency test compared to biocides and disinfectants - with special strains. Technical projects for sanitary evaluation of plants and processes.

**Website:** [www.tecsa.com.br](http://www.tecsa.com.br)

**Instagram:** <https://www.instagram.com/tecsalaboratorios/>

**LinkedIn:** -

**E-mail:** [sac@tecsa.com.br](mailto:sac@tecsa.com.br)

**Phone:** +55 (31) 3281-0500

**WhatsApp:** -

**Address:**

6226 do Contorno Av., Funcionários  
30.110-042 Belo Horizonte – MG, Brazil

**TOCARE INDÚSTRIA E COMÉRCIO DE PRODUTOS MÉDICOS S/A****SANTA RITA DO SAPUCAÍ****2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

ToCare is located in Santa Rita do Sapucaí, Minas Gerais, Brazil, and is part of the Electromedical, Electrotherapeutic & X-Ray Apparatus Manufacturing Industry. ToCare has 3 employees at this location and generates \$71,629 in sales (USD).

**Website:** [www.tocare.com.br](http://www.tocare.com.br)

**Instagram:** -

**LinkedIn:** -

**E-mail:** [tocare@tocare.com.br](mailto:tocare@tocare.com.br) / [andre.oliveira@tocare.com.br](mailto:andre.oliveira@tocare.com.br)

**Phone:** +55 (35) 3471-4810

**WhatsApp:** -

**Address:**

Road BR 459, Km 121, Shed 2  
37.540-000 Santa Rita Do Sapucaí – MG, Brazil

**TRINITY BIOTECH DO BRASIL COMERCIO E IMPORTAÇÃO LTDA****EXTREMA****3250 -Manufacture of instruments and materials for medical and dental use and optical articles**

Since its foundation, Trinity Biotech PLC has been a company specialized in the development, manufacture, and commercialization of laboratory diagnostic tests. For more than 20 years, Trinity Biotech has been successfully operating in the world market, through its specialized product lines such as: infectious diseases, auto-immune diseases, heart diseases and hemoglobinopathies.

**Website:** [www.trinitybiotech.com.br](http://www.trinitybiotech.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/trinity-biotech/>

**E-mail:** [contato@trinitybiotech.com.br](mailto:contato@trinitybiotech.com.br)

**Phone:** + 55 (11) 3031-8144

**WhatsApp:** -

**Address:**

1259 Vereador Lamartine Jose De Oliveira Road, Da Roseira - Letter A  
37640-000 Extrema – MG, Brazil

## UNIÃO QUÍMICA FARMACÊUTICA NACIONALS A

### POUSO ALEGRE

#### 2121 -Manufacture of medicines for human use

With eight decades in this sector, União Química is positioned as one of the biggest and most solid companies in the pharmaceutical industry. União Química is a 100% domestically owned corporation that is currently structured in two divisions: Human health and Animal Health. The first occupies a very outstanding position in the hospital and retail sector by means of three business lines: Hospital, Genom (Genom Ophthalmology and Genom General Medicine) and Farma (OTC Andromed, brands, and generics). On the other hand, Agener Animal Health Division achieved a privileged position in the veterinary market, acting in Home Pets (Pet), Farm Animals (cattle, sheep, Goats, and pigs) and Animal husbandry divisions. The innovative profile, fostered mainly by the commitment with the continuous improvement of products and processes, is the basis for União Química to adapt quality products to increasingly competitive costs by converting challenges into solutions and exceeding expectations of the pharmaceutical market, its customers, and consumers.

**Website:** [www.uniaoquimica.com.br](http://www.uniaoquimica.com.br)

**Instagram:** <https://www.instagram.com/uniaoquimica.official/>

**LinkedIn:** <https://www.linkedin.com/company/uni-o-qu-mica-farmac-utica-nacional/>

**E-mail:** [faleconosco@uniaoquimica.com.br](mailto:faleconosco@uniaoquimica.com.br)

**Phone:** -

**WhatsApp:** -

**Address:**

4.550 Pref. Olavo Gomes de Oliveira Av., Carramanchão

37.550-000 Pouso Alegre – MG, Brazil

## VIDA BIOTECNOLOGIA LTDA

### BELO HORIZONTE

#### 2123 -Manufacture of pharmaceutical preparations

Occupying an exclusive area of 400 m<sup>2</sup> at Habitat, the incubator of biotechnology companies of Biominas Brasil, VIDA Biotecnologia is the newest company to emerge in the national diagnostic market. With the proposal to fully manufacture all reagents for clinical chemistry, hematology, latex and rapid tests, VIDA Biotecnologia today has a team with great experience, and capable of offering quality products and services. Meet our product line.

**Website:** [www.vidabiotecnologia.com.br](http://www.vidabiotecnologia.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/vida-biotecnologia>

**E-mail:** -

**Phone:** +55 (31) 3466-3351

**WhatsApp:** -

**Address:**

2100 José Cândido da Silveira Av., 36, Horto

31.035-536 Belo Horizonte – MG, Brazil

## VISIONTECH MEDICAL OPTICS LTDA

### NOVA LIMA

#### 3250 -Manufacture of instruments and materials for medical and dental use and optical articles

For 27 years in the ophthalmic market, Visiontech is an ophthalmic implant manufacturer. The company is certified by ISO 13485: 2018 and Good Manufacturing Practices. We work with the highest quality standards, providing surgeons with lenses that are already known in several countries around the world. Always up to date with advances in biotechnology, we combat one of the biggest causes of blindness, cataracts. A strict quality control of processes and products ensure that the final result meets the needs

of surgeons. In this way, Visiontech consolidates itself in the market as the most important Brazilian factory of optical products, providing the reliability that the customer needs.

**Website:** [www.visiontech.com.br](http://www.visiontech.com.br)

**Instagram:** <https://www.instagram.com/visiontech.medical.optics/>

**LinkedIn:** -

**E-mail:** [visiontech@visiontech.com.br](mailto:visiontech@visiontech.com.br)

**Phone:** +55 (31) 3084-3081

**WhatsApp:**

**Address:**

555 Regent Av., Alphaville

34.000-000 Nova Lima – MG, Brazil

### **VMI TECNOLOGIAS LTDA.**

#### **LAGOA SANTA**

#### **2660 -Manufacture of electromedical and electrotherapeutic devices and irradiation equipment**

VMI Industry was founded on October 1, 1985, aiming in the short term to supply other manufacturers of parts and pieces of X-ray equipment and in the medium and long term to provide products that use ionizing radiation directly to the final customer under the VMI brand.

**Website:** [www.vmimedita.com.br](http://www.vmimedita.com.br)

**Instagram:** <https://www.instagram.com/vmimedita/>

**LinkedIn:** <https://www.linkedin.com/company/vmitecnoias/>

**E-mail:** [comercial@vmimedita.com.br](mailto:comercial@vmimedita.com.br)

**Phone:** +55 (31) 3370-3750

**WhatsApp:** -

**Address:**

400 Pref. Eliseu Alves da Silva Street, Vila Asas

33.400-000 Lagoa Santa – MG, Brazil

[Click here to go back to the Table 3 - Matchmaking matrix](#)

[Click here to go directly to the Chapter 9](#)

## **8.1.6 List of companies – segment F – Pharma & Biotechnology**

### **BIOANALÍTICA DIAGNOSTICA LTDA**

#### **BELO HORIZONTE**

#### **2123 -Manufacture of pharmaceutical preparations**

Founded through an entrepreneurial vision of the IVD market, Bioanalítica has four decades of experience and experience in the production of inputs and diagnostic kits. Bioanalítica Diagnóstica develops, produces, and markets high technology in vitro diagnostic kits, with a wide range of reagents for clinical analysis laboratories. Our products use enzymes and substrates with greater stability, providing reagents with a higher level of reliability and a longer life under adverse conditions. All our products are certified and submitted to the most rigorous quality tests, which guarantees a high level of assertiveness in the reports issued. Our product lines have the highest quality and their application can be automated in the most renowned equipment on the market. Agglutination, anticoagulants, biochemistry, water quality control, hemostasis, cleaning solutions for equipment, rapid tests, turbidimetry, uroanalysis, veterinary.

**Website:** [www.bioanalitica.com.br](http://www.bioanalitica.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/bioanalitica-diagnostics/>

**E-mail:** [comercial@bioanalitica.com.br](mailto:comercial@bioanalitica.com.br)

**Phone:** +55 (31) 3657-0051

**WhatsApp:** +55 (31) 98667-8890 / 99482-0090

**Address:**

12 Álvares da Silva Street

31.160-360 Belo Horizonte – MG, Brazil

## **BIOMM S/A**

### **NOVA LIMA**

#### **2121 -Manufacture of medicines for human use**

We are a 100% national biotechnology company that develops and markets innovative, high-tech drugs for the treatment of chronic diseases. Since our creation in 2001, we believe that discoveries and benefits generated by science should be accessible to all. Through biotechnology, it is possible to create solutions and offer improvements to people's lives - whether in the present or investing in the future. We were the first Brazilian biotechnology company to market our shares on B3 (formerly BOVESPA, Brazil's principal stock exchange). Newly built in Nova Lima - Belo Horizonte, our factory has the most modern production of biomedicines and was built with the objective of providing Brazil with productive independence from high-tech drugs such as insulin analogues and other biological drugs.

**Website:** [www.biommm.com](http://www.biommm.com)

**Instagram:** <https://www.instagram.com/biommmoficial/>

**LinkedIn:** <https://www.linkedin.com/company/biommmoficial/>

**E-mail:** -

**Phone:** +55 (31) 3299-1000 / 0800 0572466

**WhatsApp:** -

**Address:**

705 Regent Av., Lagoa dos Ingleses, Alphaville

34.018-000 Nova Lima – MG, Brazil

## **BIOTÉCNICA INDÚSTRIA E COMÉRCIO LTDA**

### **VARGINHA**

#### **2123 -Manufacture of pharmaceutical preparations**

Present in the in vitro diagnostic market since 2000, Biotécnica is an industry that develops, produces and markets in vitro diagnostic reagents and equipment. Known as a solid and serious company, it provides its customers in Brazil and abroad, products and services with excellent quality and reliability. Located in Varginha-MG, the company is structured and certified according to Good Manufacturing Practices - RDC 16-2013. It currently has over 100 products in lines divided into the following specialties:

- Human Diagnosis: Biochemistry, Turbidimetry, Rapid Tests, Calibrators and Controls, Anticoagulants, Coagulation and Biotergents;
- Veterinary Diagnostics: Biochemistry and Biochemical Analyzers.

**Website:** [www.biotechnica.ind.br](http://www.biotechnica.ind.br)

**Instagram:** <https://www.instagram.com/biotechnica.vga/>

**LinkedIn:** <https://www.linkedin.com/company/biotechnicavga/>

**E-mail:** [sac@biotechnicaltda.com.br](mailto:sac@biotechnicaltda.com.br)

**Phone:** +55 (35) 3214-4646 / 98431-0090

**WhatsApp:** +55 (35) 98431-0090

**Address:**

200 Washington Ribeiro Av., Ind. Miguel de Luca

37.072-030 Varginha – MG, Brazil

**BRAVIR INDUSTRIAL LTDA****CONTAGEM****2121 -Manufacture of medicines for human use**

Founded in 1974, Bravir operates in the pharmaceutical and cosmetic market, and writes its history under the commitment to offer quality and reliable products to its customers. With a focus on health and skin, Bravir has as main lines, the production of Laby lip protectors, with SPF options ranging from 8 to 50, and Camphor-based products, aimed at relaxation and muscle massage and home use.

**Website:** [www.bravir.com.br](http://www.bravir.com.br)

**Instagram:** <https://www.instagram.com/labybr/>

**LinkedIn:** [https://www.linkedin.com/company/bravir-industrial-ltda./](https://www.linkedin.com/company/bravir-industrial-ltda/)

**E-mail:** [bravir@bravir.com.br](mailto:bravir@bravir.com.br)

**Phone:** +55 (31) 3355-1555

**WhatsApp:** -

**Address:**

1075 Simão Antônio Street, Cincão

32.371-610 Contagem – MG, Brazil

**CASULA & VASCONCELOS INDÚSTRIA FARMACÊUTICA E COMÉRCIO (Citopharma Group)****BELO HORIZONTE****2121 -Manufacture of medicines for human use**

Citopharma Pharmacy and Citopharma Industrial, two companies of the Citopharma Group, enabling health with ethics and responsibility. Citopharma Industrial: In 2002, Citopharma Industrial was founded. The opportunity was identified to produce on an industrial scale some important items in the market, but with little interest in large scale industries. Today we manufacture, with exclusivity, several specific medicines approved by ANVISA. Citopharma Pharmacy: Citopharma Pharmacy was the first company in the sector of the State of Minas Gerais to handle sterile drugs, injectables and eye drops. Created to supply hospitals and clinics of medicines not available in the market, the innovative vision of the company's managers, made Citopharma the first pharmacy in Minas Gerais to contribute to the reduction of costs for the customers, in the scope of the sterile forms, as it occurs in the cases of fractionation of doses and transformations of specialties, avoiding the waste, making viable therapeutic protocols, and consequently making viable many hospitals. Citopharma's ability to manipulate special formulations has become a great alternative for doctors, clinics, and hospitals and above all a solution for neglected diseases (those that are not attractive to industry due to their low prevalence).

**Website:** [www.citopharma.com.br](http://www.citopharma.com.br)

**Instagram:** [https://www.instagram.com/grupo\\_citopharma/](https://www.instagram.com/grupo_citopharma/)

**LinkedIn:** <https://www.linkedin.com/company/casula-&-vasconcelos-industria-farmaceutica-e-comercio/>

**E-mail:** -

**Phone:** +55 (31) 3115-6120

**WhatsApp:** -

**Address:**

520 Caetano Pirri Street, Milionários

30.620-070 Belo Horizonte – MG, Brazil

**CIFARMA CIENTÍFICA FARMACÊUTICA LTDA****SANTA LUZIA****2121 -Manufacture of medicines for human use**

Cifarma is a genuine Brazilian company that was born in Santa Luzia (MG). Founded in 1999 in the era of globalization and with the need to combine technology with humanistic values. In 2002 the company inaugurated its new industrial park installed in an area of 100.000 m<sup>2</sup>, in Goiânia (GO), a strategic region for the distribution of its products to the whole country. Besides its first factory installed in Minas Gerais,

where the solid oral products are manufactured in the effervescent and penicillamic lines, Cifarma has an industrial park in Goiânia - Goiás, in an extraordinary area of 100.000 m<sup>2</sup> that will multiply its productive capacity. With the latest technology resources and in accordance with the strictest international standards for the manufacture of pharmaceuticals (GMP/GMP), the industrial park in Goiás operates with the units of liquids, semi-solids, sterile liquids, cosmetics, and a differentiated area for the manufacture of hormonal products, with emphasis on injectable hormones. Investments continue not only in the physical areas but also in the implementation of the analytical/pharmacotechnical development center and in the intellectual capital of the company. The concept of technology with humanization is not only present in the administrative strategy of the company, but it can also be noticed in the architecture that contemplates practicality and operability allied to the comfort and well-being for the collaborators. Hence, an organizational climate focused on productivity and commitment. To face the high competitiveness that characterizes the pharmaceutical market, Cifarma counts today on highly motivated teams of executives, pharmacists, technicians, representatives, and medical salespeople who are committed to the company's values and objectives. Its distribution network is present throughout the country.

**Website:** [www.cifarma.com.br](http://www.cifarma.com.br)

**Instagram:** <https://www.instagram.com/cifarmabr/>

**LinkedIn:** <https://www.linkedin.com/company/cifarma-cient%C3%ADfica-farmac%C3%AAutica-ltda./>

**E-mail:** -

**Phone:** +55 (62) 4012-4012

**WhatsApp:** -

**Address:**

3651 Av. das Indústrias, Vila Olga  
33040-130 Santa Luzia – MG, Brazil

## **CIMED INDÚSTRIA DE MEDICAMENTOS LTDA**

### **POUSO ALEGRE**

#### **2121 -Manufacture of medicines for human use**

Bringing health and quality of life to every corner of Brazil. It was with this purpose in mind that Cimed was formed in 1977. It is now more than four decades of history written with quality and innovation, with the ever-present mission of providing well-being to all Brazilians. Cimed now offers more than 600 products, including full lines of medicines, cosmetics, and supplements. It is one of the largest domestic pharmaceutical companies, and the only one with its own distribution system to serve more than 60 thousand drugstores nationwide. The Cimed Group includes eight companies that jointly coordinate the production process, from the inputs receipt through to shelf placement. The research and development institute, packaging plant, own distribution fleet and center, and Projeto Mais – a late-generation factory – are key for us to give the population access to high-quality medicines day in and day out. Cimed is one of the few companies in the industry with its own bioequivalence center, and the only one to carry out all trial phases (clinical, analytical, and statistical) required for generic and similar drug registration. The entire process takes place at the Claudia Marques Research and Development Institute (ICM P&D), founded in 2004. We are the 3<sup>rd</sup> largest pharmaceutical company in Brazil, and the leader in vitamins and OTC medicines.

**Website:** [www.cimedremedios.com.br](http://www.cimedremedios.com.br)

**Instagram:** <https://www.instagram.com/cimedremedios/>

**LinkedIn:** <https://www.linkedin.com/company/grupocimed/>

**E-mail:** -

**Phone:** +55 (35) 2102-2000 / 0800-704-4647

**WhatsApp:** -

**Address:**

2750 Maj. Armando Rubens Storino Av.  
37.550-000 Pouso Alegre – MG, Brazil

**DROGARIA ARAÚJO S A****BELO HORIZONTE****4771 -Retail trade of pharmaceutical products for human and veterinary use**

Drogaria Araujo is the largest drugstore network in Minas Gerais, the 5th largest in the country and is synonymous with trust and convenience! Its history began in 1906 in Belo Horizonte, a history of pioneering, innovation and commitment to the customer. The first 24 hours on duty in Belo Horizonte, the first telemarketing, the first drugstore in the country with drive thru service, the first in the drugstore model. Today, we have more than 240 shops spread throughout Minas Gerais (the capital and 35 other cities in the countryside) and when it comes to innovation in services that make the lives of our employees, customers, and partners even better, Araujo is ahead.

**Website:** [www.araujo.com.br](http://www.araujo.com.br)

**Instagram:** <https://www.instagram.com/drogariaaraujo/>

**LinkedIn:** <https://www.linkedin.com/company/drogaria-araujo-s-a/>

**E-mail:** -

**Phone:** +55 (31) 3270-5000 / 0300.313.1010

**WhatsApp:** -

**Address:**

327 Curitiba Street, Centro

30.170-120 Belo Horizonte – MG, Brazil

**HIPOLABOR FARMACÊUTICA LTDA****MONTES CLAROS****2121 -Manufacture of medicines for human use**

Founded in 1984, Hipolabor Pharmaceuticals has gained national recognition in the pharmaceutical market with an ethical policy that stands out for the quality of its products and services. In all this time, we have assumed the commitment of ceaselessly seeking excellence, in addition to the responsibility of bringing to our partners and the community the best products and more quality of life. Our work goes far beyond offering safe and effective products. We offer an integrated set of services that includes from the rigorous testing of medicines in our own modern laboratories to the work of sales representatives and sales representatives prepared to provide personalized assistance to each customer. All this to maintain a bond of constant partnership, ensuring peace of mind for our customers and partners.

**Website:** [www.hipolabor.com.br](http://www.hipolabor.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/hipolabor-farmaceutica-ltda/>

**E-mail:** -

**Phone:** +55 (31) 3408-1800

**WhatsApp:**

**Address:**

23220 Anel Rodoviário Celso Mello Azevedo, Neighbourhood Eymard

31.910-585 Belo Horizonte – MG, Brazil

**IN VITRO DIAGNÓSTICA LTDA****ITABIRA****2123 -Manufacture of pharmaceutical preparations**

Founded in Belo Horizonte – MG, In Vitro Diagnóstica has been operating in the laboratory diagnosis market since 1992. In 1999 it transferred its activities to a manufacturing plant in the city of Itabira, 100 kilometers from the capital of Minas Gerais. Since its foundation, In Vitro Diagnóstica has been manufacturing and selling reagents and equipment for clinical laboratory diagnosis, with coagulation lines, clinical chemistry (biochemistry), immunoturbidimetry, urinalysis, hematology, ELISA, rapid tests, in addition to a line of quality control, presenting a wide portfolio to meet the routine of the laboratories. In 2009, In Vitro Diagnóstica was bought by Mr. Wolfgang Flemming, former shareholder



and founder of Human, a German company present in over 160 countries. In the constant search for improvements in customer service, In Vitro set up a business and customer support unit in Belo Horizonte in 2015. Our journey continues long and challenging, our commitment will always be to offer the most modern in clinical chemistry diagnosis, seeking the best alternatives in serving our customers, partners, and employees, because we understand that these are the reasons for our success over these 20 years.

**Website:** [www.invitro.com.br](http://www.invitro.com.br)

**Instagram:** [https://www.instagram.com/invitro\\_/](https://www.instagram.com/invitro_/)

**LinkedIn:** <https://www.linkedin.com/company/in-vitro-diagn-stica/>

**E-mail:** [invitro@invitro.com.br](mailto:invitro@invitro.com.br)

**Phone:** +55 (31) 3654-6366

**WhatsApp:** -

**Address:**

278 Cromita Av., Distrito Industrial

35.903-053 Itabira – MG, Brazil

### **LABORATÓRIO GLOBO LTDA**

#### **SÃO JOSÉ DA LAPA**

##### **2121 -Manufacture of medicines for human use**

Operating in the market since 1954, Laboratório Globo has 65 years of experience and evolution. Our vision is to be recognized in the national market as a reliable, innovative, and competitive company, continuously seeking the improvement of our products and services. The company has a portfolio of more than 150 presentations produced and distributed and about 70 presentations of generics.

**Website:** [www.laboratorioglobo.com.br](http://www.laboratorioglobo.com.br)

**Instagram:** <https://www.instagram.com/globofarmaceutica/>

**LinkedIn:** -

**E-mail:** [sig@laboratorioglobo.com.br](mailto:sig@laboratorioglobo.com.br)

**Phone:** +55 (31) 3623-3500 / 0800 031 21 25

**WhatsApp:** -

**Address:**

Rodovia MG 424, Km 8.8, s/n - Distrito Industrial

33.350-000 São José da Lapa – MG, Brazil

### **LABORATÓRIO SANBIOL LTDA**

#### **POUSO ALEGRE**

##### **2121 -Manufacture of medicines for human use**

The year 2020 began with Sanbiol definitively incorporated into Grupo Cristália, becoming a new industrial unit dedicated to the production of high-volume parenteral solutions in bottle and bag presentations. The bag line also produces important medicines for hospital use, such as Levofloxacin, Fluconazole and Linezolid, among others. Sanbiol Laboratory started almost 50 years ago in a small industrial plant in Pouso Alegre – MG, and today is one of the largest companies in high volume parenteral solutions, with physiological, glycosylated, glycopysiological solutions, among others. In 2012, Laboratório Sanbiol was acquired by Grupo Cristália and, currently, on a 25,000m<sup>2</sup> plot of land and a modern plant with 16,000m<sup>2</sup> of constructed area. Its production has been expanded and it works with the best and most modern in the entire production process, from raw material and equipment to manufacturing and training of employees, generating large scale production with quality.

**Website:** <https://cristalia.com.br/midia/incorporacao-sanbiol>

**Instagram:** <https://www.instagram.com/laboratoriocristalia/>

**LinkedIn:** <https://www.linkedin.com/company/laboratoriocristalia/>

**E-mail:** -

**Phone:** +55 0800 7011918

**WhatsApp: -****Address:**

451 das Quaresmeiras Av., Distrito Industrial  
37.550-000 Pouso Alegre – MG, Brazil

**LABTEST DIAGNÓSTICAS/A****LAGOA SANTA****2123 -Manufacture of pharmaceutical preparations**

Labtest Diagnóstica S.A. is the largest Brazilian industry of in vitro diagnostics and is proud to be a cutting-edge company. The product portfolio has a wide range of reagents and equipment for various profiles of clinical analysis laboratories. Founded by the Clinical Pathologists Dr. Geraldo Lustosa and Dr. José Carlos Basques, in 1971, the Labtest established itself as a reference in the market of biotechnology, national and internationally recognized. Nowadays, the Labtest group is chaired by Clinical Pathologist Dr. Eliane Lustosa and maintains its expansion marked by continuous investment in innovation and technology, combined with solidity and efficiency in its corporate governance.

**Website:** [www.labtest.com.br](http://www.labtest.com.br)

**Instagram:** <https://www.instagram.com/labtestdiagnostica/>

**LinkedIn:** <https://www.linkedin.com/company/labtestdiagnostica/>

**E-mail:** [labtest@labtest.com.br](mailto:labtest@labtest.com.br)

**Phone:** +55 (31) 3689-6900

**WhatsApp: -****Address:**

600 Paulo Ferreira da Costa Av.  
33.400-000 Lagoa Santa – MG, Brazil

**PHARLAB INDÚSTRIA FARMACÊUTICA S.A****LAGOA DA PRATA****2121 -Manufacture of medicines for human use**

The company has been operating in the generics and equivalents segment for 18 years. In 2012, Pharlab became Biogaran's first foreign subsidiary.

**Website:** [www.pharlab.com.br](http://www.pharlab.com.br)

**Instagram:** [https://www.instagram.com/pharlab\\_oficial/](https://www.instagram.com/pharlab_oficial/)

**LinkedIn:** <https://www.linkedin.com/company/pharlab-ind-stria-farmac-utica-s-a/>

**E-mail:** -

**Phone:** +55 (31) 3212 8171

**WhatsApp: -****Address:**

1300 São Carlos Street, Américo Silva  
35.590-000 Lagoa da Prata – MG, Brazil

**PHARMASCIENCE INDÚSTRIA FARMACÊUTICA LTDA****BETIM****2121 -Manufacture of medicines for human use**

They offer differentiated products with exclusive assets, such as the Innecorp line, in addition to vegan products and based on inputs from the Brazilian flora, valuing national biodiversity. They are pioneers in using American technology and innovation in the production of homeopathic medicine to help colic in babies.

**Website:** [www.pharmascience.com.br](http://www.pharmascience.com.br)

**Instagram:** <https://www.instagram.com/pharmasciencebrasil/>

**LinkedIn:** <https://www.linkedin.com/company/pharmascience-industria-farmacêutica/>

**E-mail:** -

**Phone:** +55 (31) 3505-0505

**WhatsApp:** -

**Address:**

640 Texaco Street, Distrito Industrial Jardim Piemonte Norte  
32.689-322 Betim – MG, Brazil

### **QUIBASA QUÍMICA BÁSICA LTDA**

**BELO HORIZONTE**

**2123 -Manufacture of pharmaceutical preparations**

Quibasa-Bioclin is an industry focused on the production and development of diagnostic kits for the clinical analysis laboratory. It was founded in 1977. Since its foundation, the factory has been installed in Belo Horizonte, capital of Minas Gerais, and strategically located in the Pampulha region, close to airports, highways, and important avenues. Quibasa-Bioclin maintains partnerships with several public and private research institutions throughout the country and abroad, aiming at the technological improvement for improvement and the development of new kits.

**Website:** [www.bioclin.com.br](http://www.bioclin.com.br)

**Instagram:** <https://www.instagram.com/bioclinglobal/>

**LinkedIn:** <https://www.linkedin.com/company/bioclin/>

**E-mail:** [vendas@bioclin.com.br](mailto:vendas@bioclin.com.br)

**Phone:** +55 (31) 3439-5454

**WhatsApp:** -

**Address:**

92 Téles de Menezes Street, Santa Branca  
31.565-130 Belo Horizonte – MG, Brazil

### **RENYLAB -QUÍMICA E FARMACÊUTICA LTDA**

**BARBACENA**

**2123 -Manufacture of pharmaceutical preparations**

Pharmacist Renê Vaz de Mello developed URETEST®, the first diagnostic test for urease in liquid form to detect Helicobacter pylori bacteria in gastric mucosa to be introduced and commercialized in the Brazilian market. Today the company has a line of almost 100 items including dyes and reagents for clinical analysis, products for endoscopy and gastroenterology, gels for ultrasound, culture media in tubes and plates ready for use, glucose and lactose tolerance test, sanitizers, among others.

**Website:** [www.renylab.ind.br](http://www.renylab.ind.br)

**Instagram:** <https://www.instagram.com/renylabdiagnosticosinvitro/>

**LinkedIn:** <https://www.linkedin.com/company/renylabquimicafarmaceutica/>

**E-mail:** -

**Phone:** +55 (32) 3331-4489

**WhatsApp:** +55 (32) 98419-8588

**Address:**

BR-040, Km 697, São Pedro  
36.205-666 Barbacena – MG, Brazil

### **UNIÃO QUÍMICA FARMACÊUTICA NACIONALS A**

**POUSO ALEGRE**

**2121 -Manufacture of medicines for human use**

With eight decades in this sector, União Química is positioned as one of the biggest and most solid companies in the pharmaceutical industry. União Química is a 100% domestically owned corporation that is currently structured in two divisions: Human health and Animal Health. The first occupies a very outstanding position in the hospital and retail sector by means of three business lines: Hospital, Genom (Genom Ophthalmology and Genom General Medicine) and Farma (OTC Andromed, brands, and

generics). On the other hand, Agener Animal Health Division achieved a privileged position in the veterinary market, acting in Home Pets (Pet), Farm Animals (cattle, sheep, Goats, and pigs) and Animal husbandry divisions. The innovative profile, fostered mainly by the commitment with the continuous improvement of products and processes, is the basis for União Química to adapt quality products to increasingly competitive costs by converting challenges into solutions and exceeding expectations of the pharmaceutical market, its customers, and consumers.

**Website:** [www.uniaoquimica.com.br](http://www.uniaoquimica.com.br)

**Instagram:** <https://www.instagram.com/uniaoquimica.official/>

**LinkedIn:** <https://www.linkedin.com/company/uni-o-qu-mica-farmac-utica-nacional/>

**E-mail:** [faleconosco@uniaoquimica.com.br](mailto:faleconosco@uniaoquimica.com.br)

**Phone:** -

**WhatsApp:** -

**Address:**

4.550 Pref. Olavo Gomes de Oliveira Av., Carramanchão  
37.550-000 Pouso Alegre – MG, Brazil

## **VIDA BIOTECNOLOGIA LTDA**

### **BELO HORIZONTE**

#### **2123 -Manufacture of pharmaceutical preparations**

Occupying an exclusive area of 400 m<sup>2</sup> at Habitat, the incubator of biotechnology companies of Biominas Brasil, VIDA Biotecnologia is the newest company to emerge in the national diagnostic market. With the proposal to fully manufacture all reagents for clinical chemistry, hematology, latex and rapid tests, VIDA Biotecnologia today has a team with great experience, and capable of offering quality products and services. Meet our product line.

**Website:** [www.vidabiotecnologia.com.br](http://www.vidabiotecnologia.com.br)

**Instagram:** -

**LinkedIn:** <https://www.linkedin.com/company/vida-biotecnologia>

**E-mail:** -

**Phone:** +55 (31) 3466-3351

**WhatsApp:** -

**Address:**

2100 José Cândido da Silveira Av., 36, Horto  
31.035-536 Belo Horizonte – MG, Brazil

## 9 Challenges and opportunities analysis

In this section, we will address the main indicators that will guide Dutch companies towards a better decision-making regarding Minas Gerais' market. In addition to describing the current market context, we will highlight the relationship of these opportunities with four UN Goals<sup>46</sup>. It is also important to note that this section of challenges and opportunities was based on the main points of the key objective Health ~ Holland International Strategy 2020-2023.

Based on the SWOT analysis below, it will be possible to identify a distribution of the indicators that best represent the health market in the state of Minas Gerais and the Brazilian context in a broad sense.

**Table 4**  
**SWOT analysis of the value chain presented in the Market Analysis**

| INTERNAL FACTORS  |  |
|---|--|
| STRENGTHS (+)   | WEAKNESSES (-)   |
| <ul style="list-style-type: none"> <li>- Private hospitals competition</li> <li>- The biggest public health system worldwide</li> <li>- Foreign Investment Authorization</li> <li>- Telehealth</li> </ul>         | <ul style="list-style-type: none"> <li>- Rural Health</li> <li>- Tax Issues</li> <li>- Foreign Trade Obstacles</li> </ul>                      |
| EXTERNAL FACTORS  |  |
| OPPORTUNITIES (+)   | THREATS (-)  |
| <ul style="list-style-type: none"> <li>- Healthy ageing population</li> <li>- Growing chronic disease control/Prevention Treatment</li> <li>- Increasing Private Healthcare sector</li> <li>- E-health</li> </ul> | <ul style="list-style-type: none"> <li>- High competition</li> <li>- Uncertainty with the economy</li> <li>- Shortage of Physicians</li> </ul> |

Source: The author, 2020.

<sup>46</sup> <https://sdgs.un.org/goals>

## 9.1 Opportunities

### 9.1.1 Prevention treatment

The biggest health challenge in Brazil comes from the persistent increase in chronic noncommunicable diseases. In 2018 these caused 74% of all deaths in Brazil. Life years lost to NCDs are projected to grow by 10% by 2030 with diabetes, cancer, neuropsychiatric conditions, and cardiovascular disease amongst the top conditions responsible. In 2017 the leading cause of death in Brazil was heart disease, followed by stroke (World Health Organization, 2018).

According to the mission I<sup>47</sup>, that supports the strategy of the Top Sector Life Sciences & Health (LSH) 2020-2023, re-educate the behavior of part of the population to encourage healthier lifestyles is the most effective way to combat chronic noncommunicable diseases.

With regard to the State of Minas Gerais, the government has also endeavored to follow the preventive line. Recently, changes in state laws have established criteria for the provision of healthy food in all schools in Minas Gerais.<sup>48</sup>

Based on this context, there is a lot of synergy between an acute problem in the Brazilian's behavior, which could be attacked in a preventive way, with the Dutch strategic planning, bringing economic benefits since they often cost less than treating these diseases (LSH Market Study, p.8). This could develop bilateral agreements for the design of more effective public policies, which would naturally overflow to other areas of binational partnership in the health area. This opportunity, therefore, is certainly in line with the third UN Goal, which refers to ensuring healthy lives and promoting well-being.

### 9.1.2 E-health

The private sector has become the main driver and adopter of innovation in healthcare in Brazil. The Ministry of Health announced potential investments of up to US\$ 450 million in the digitization of public basic care units of the SUS. Private hospitals are also investing in technology and several new

<sup>47</sup> Mission I: Lifestyle and living environment By 2040, the burden of disease resulting from an unhealthy lifestyle and living environment will have decreased by 30%.

<sup>48</sup> <https://www2.educacao.mg.gov.br/component/gmg/story/10035-decreto-estabelece-promocao-da-alimentacao-saudavel-em-escolas-publicas-e-privadas-de-minas-gerais>

hospitals are formalizing their progress by obtaining international certificates for data management and the reduction in paper use. (LSH Market Study, p.8)

The use of telemedicine solutions in both urban and rural areas is a fast-growing trend in Brazil and it is directly aligned with goals 3 and 9<sup>49,50</sup>, since they promote well-being through inclusion and technological innovation, reaching regions that previously lacked this type of health care. A large project is the Tele-health network, made-up of 57 university hospitals. In homecare, Brazilian industry also sees opportunities in solutions which allow Brazil's population to age and heal at home. With regard to Gerais, it is worth mentioning the telehealth Network of Minas Gerais, which is a public service of telehealth in large scale, fruit of a university partnership, with public funding and research agencies supporting their activities<sup>51</sup>.

According to Brazil LSH Market Study interviewers, the most potential strengths in Brazil are related to business opportunities to grow their activity in Brazil. eHealth and Medical Device companies are most optimistic, highlighting their propositions to make SUS more efficient and link-up with Brazil's large and vibrant private hospitals. Hospital Build and Public Health companies see most potential in Brazil's Ageing Society and respective capacity problems in both curative and elderly care. (Brazil LSH Market Study, p.12)

The Hospital Santa Rita, with the objective of performing a service with more excellence and practicality, always prioritizing the safety of each patient, has the Artificial Intelligence platform of DRG Brasil, belonging to the IAG Saúde Group, for better results in care management.

---

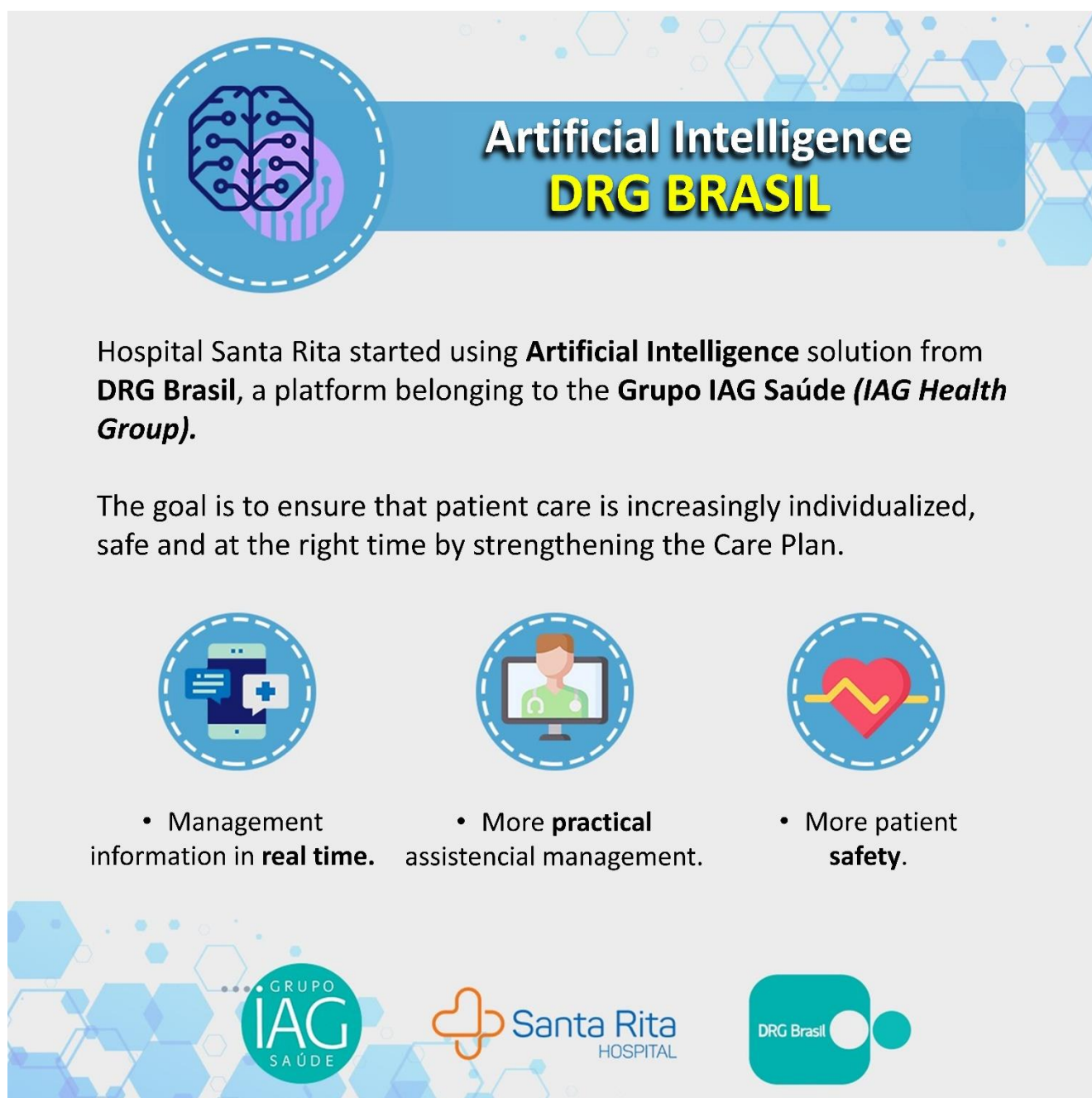
<sup>49</sup> Goal 3 - Ensure healthy lives and promote well-being.

<sup>50</sup> Goal 9 - Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.

<sup>51</sup> For more information, check out the NBSO report on Minas Gerais, published this year: <http://docplayer.net/190082598-Market-study-life-sciences-and-health-in-minas-gerais-brazil.html>



**Figure 5**  
**Artificial Intelligence - Hospital Santa Rita**



Source: Hospital Santa Rita.

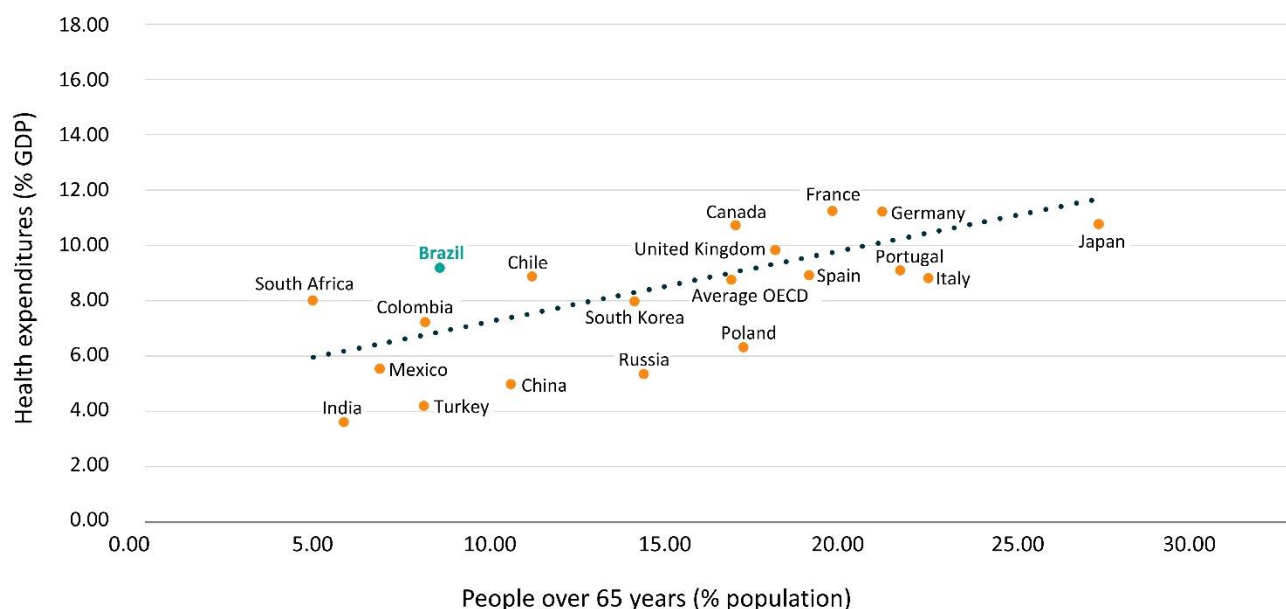
### 9.1.3 Ageing Population

Mainly due to high inequalities in Brazil's economy, the health status and life expectancy of its population, lags behind that of countries with comparable or even lower developed economies. In Brazil, the life expectancy at birth is 71.4 and 78.9 for males and females respectively, while the average healthy life expectancy is 66.0 (compared to 72.1 in the Netherlands). These figures are similar to that

of Peru, Thailand, Saudi Arabia, and Bulgaria while regional countries such as Mexico and Chile score higher than Brazil (World Health Organization, 2016).

### Graph 3

#### Health expenditures (% of GDP) vs. proportion of elderly (% in the population) – Selected countries | 2018

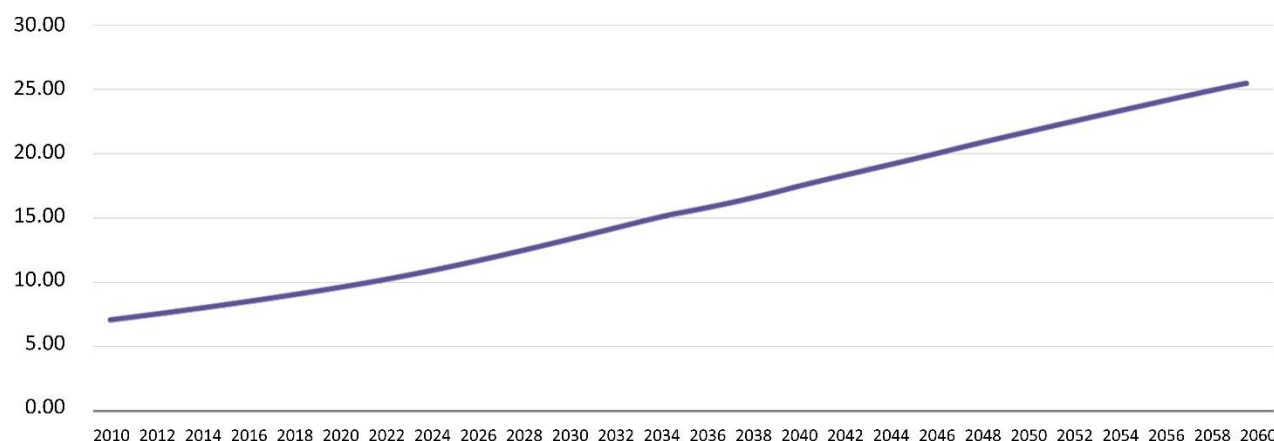


Source: OECD (accessed on 15/Jan/2020).

The longevity and healthy life expectancy of Brazilians has increased significantly over the past decade, partly thanks to the improvements in the country's healthcare system, leading to fast growth in the senior population (Lima-Costa, 2018). Disability is a major concern in the context of population aging caused by the increase of the segment of frail people within the senior population (Noronha, 2018). A recent study estimated that about 6.5 million Brazilians aged 60 years or older need help to carry out activities of daily living, 360,000 did not get help although they needed it, and at least 5.7 million relatives or friends provide informal (nonpaid) care for older adults (Lima-Costa, 2018).

## Graph 4

### People over 65 years in Brazil (% in the population) | 2010-2060

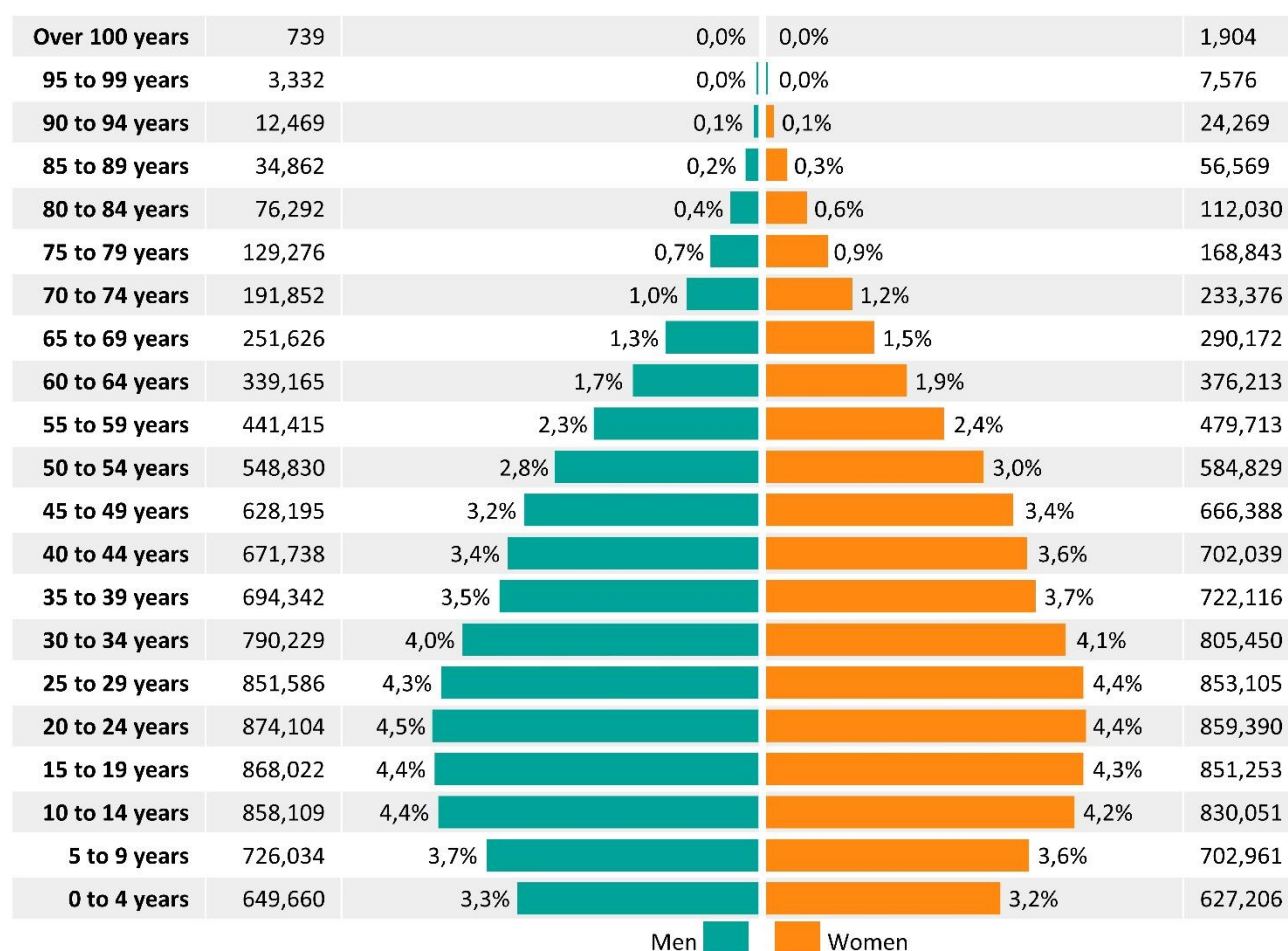


Source: IBGE (accessed on 23/Mar/2020).

Enabling seniors to live independently is an end-goal of Brazilian policy, which is completely aligned with UN Goal 3. The number of seniors spending significant amounts of time in isolation (loneliness) however is also on the rise. This is a negative development as this has been associated with a worse health status and health-related habits (Negrini, 2018). There are therefore policies aimed at social cohesion (Brazil LSH Market Study, p.16).

## Graph 5

### Population distribution by sex, according to age groups | Minas Gerais - 2010



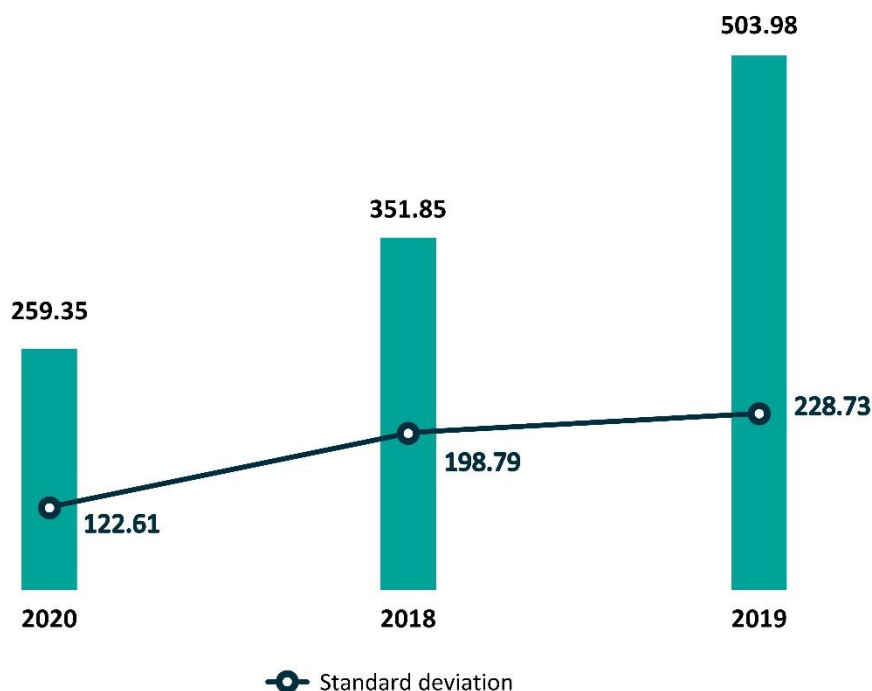
Source: IBGE – CENSO 2010.

#### 9.1.4 Long -Term Care (LTC)

One of the major challenges facing Brazil's health system is the rapid aging of its population over few decades. Brazilians are getting older before the country becomes richer. By 2050, the elderly will make up close to 29% of the population. This is a concerning issue due to the high costs of long-term care. At the household level long-term care in Brazil is fragmented, and there is no national policy to support such care. A recent study estimated that 6.5 million Brazilians aged 60 years or older need help to carry out activities of daily living, with 5.7 million relatives or friends providing this informal (non-paid) care (Lima-Costa, 2018).

## Graph 6

### Average length of stay of patients in home care (days)

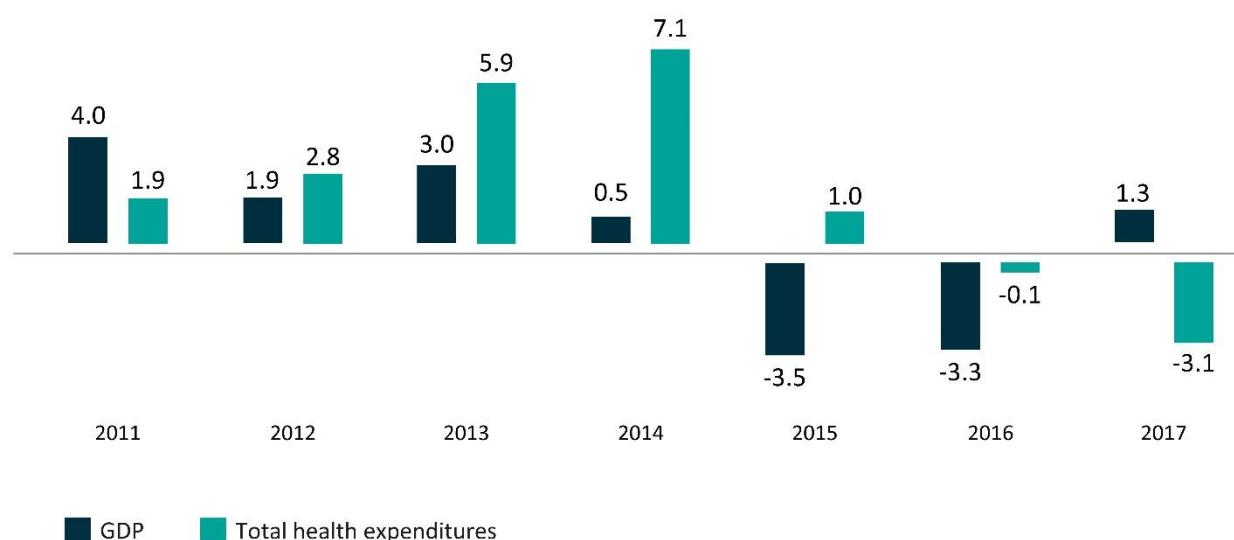


Source: SINHA/Anahp.

Thus, Brazil's legislation has bestowed the main responsibility on the family, with LTC not covered under the SUS health plan. Older people are eligible for institutional placement only if they are indigent and completely lacking family support. Care homes in Brazil are very limited, and available in fewer than 30 percent of Brazilian municipalities, specifically concentrated in the Southeast and in the larger cities. The majority of care-homes are philanthropic in nature or linked to private health plans. As a result, fewer than 1 percent of older people reside in care homes (Brazil LSH Market Study, p.25). Therefore, it is possible to stress that this lack of institutional placements/care homes is a great opportunity to Dutch companies to deliver structures to reduce costs of long-term care and promote well-being, matching goals 3 and 9 of the UN.

## Graph 7

### GDP growth vs. actual health expenditures growth rates (%) | 2010-2017



Source: IBGE, “Conta-Satélite de Saúde: Brasil 2010-2017” (gasto em saúde) e Bacen (crescimento do PIB).

Comparing the health expenditures as a percentage of GDP in the international marketplace in 2017, Brazil spent a greater share than the average of OECD countries, which was 9.2% and 8.8%, respectively. However, in countries with more aged citizens than Brazil, such as Switzerland (12.4%), Germany and France (both with 11.3%) the healthcare share over GDP was higher than in Brazil, whereas countries such as South Korea (7.6%) and Mexico (5.5%) spent smaller shares in the same year (ANAHP, p.30).

## 9.2 Strengths

### 9.2.1 Foreign Investment authorization

In 2015 restrictions on foreign investment in the Brazilian health market were relaxed, allowing foreign investment in/foreign ownership of private hospitals in Brazil. This resulted in the consolidation of the private health sector as overseas investors became interested in the market. Deals include US-based UnitedHealth Group paying US\$4.9bn to buy Amil Participações, Brazil's biggest private health insurer, and US private equity group Bain Capital buying insurer Notre Dame Intermédica (the 4<sup>th</sup> largest insurer) for US\$620m in 2014 (KPMG, 2019). (Brazil LSH Market Study, p.21).

The box below clearly illustrates the normative transition that triggered this verticalization process and, consequently, greater competition.

**Figure 6**

## **Legislation Change: Participation of foreign companies and capital in Brazilian healthcare**

### ***Lei 8.080/1990***

Participation of foreign companies and capital in Brazilian healthcare permitted until Dec2014 in only four cases:

1. Health plan operators;
2. Manufacturing and distribution of medical and hospital supplies - medicines and equipment;
3. Donations from int'l agencies linked to the UN, technical and financing entities;
4. In non-profit health service, maintained by a company to care for its employees and dependents, without any burden for social security.



### ***Lei 13.097/2015***

Participation of foreign companies and capital in Brazilian healthcare permitted from Jan2015:

- It now allows the direct or indirect participation, including control, of companies or foreign capital in the health care destined to install, operate or explore.
- The law states that “health care” are actions developed by the laboratories of human genetics, production and supply of medicines and health products, clinical analysis laboratories, pathological anatomy and diagnostic imaging.

Controversy: Entities against the “opening law” claim that it will cause conflict with the SUS (Unified Health System) since the body uses private network to meet their limitations. Entities in favor argue that it will bring modernity, process improvement, governance and expansion of knowledge in technology.



A few entities against:

- Brazilian Association of Collective Health
- Brazilian Association of Health Economics
- Paulista (SP) Association of Public Health
- Association of the Public Ministry for Health
- Brazilian Association of Mental Health
- Brazilian Centre for Health Studies
- Institute of Applied Health Law



A few entities in favour:

- National Association of Private Hospitals
- President of the Federal Council of Medicine
- Former president of the National Supplemental Health Agency (ANS)

Source: KPMG, 2019.

This new context offers a new condition to relate to the value chain of this segment, since it became possible to negotiate sales at the global headquarters of the matrix that operates the hospital. In this way, intermediaries are avoided and transparency in the process is increased, which, in turn, will ensure cost savings for these vertical groups, since they will have greater bargaining in the negotiation process and will have more control over the entire process.



## 9.2.2 Private Hospitals

Private hospitals in Brazil focus on delivering excellent care in order to attract patients. They therefore tend to invest in sophisticated equipment to improve their quality of care. Sources report that Brazil's private hospitals are more willing to experiment with innovative technologies compared to more conservative public hospitals (COSTA, 2017). The competitiveness generated by the opening of the market to foreign investments has increased the segment's search for new technologies. This movement provided an improvement in the well-being of part of the population that previously did not have access to these services, which were concentrated in a few hospitals, normally covered by high-cost health plans.

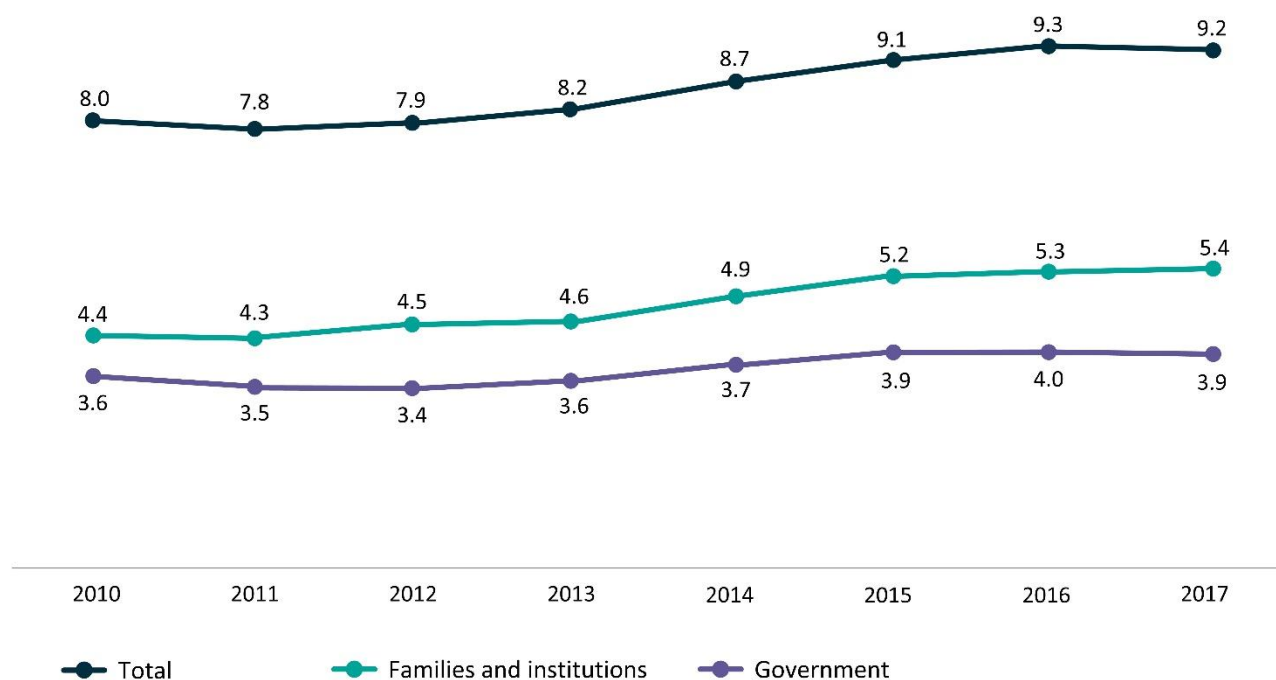
Private spending continues to represent more than half of all healthcare expenditure. In 2016 approximately 66.7% of total health expenditure was accounted for by the private sector, with just 33.2% accounted for by general government expenditure. In the case of Minas Gerais specifically, of the 648 active hospitals, 81% are private<sup>52</sup> providing an increase in competitiveness for new technologies and new brands capable of offering efficient solutions.

---

<sup>52</sup> Brazil LSH Market Study, p.22.

## Graph 8

### Share of health expenditures over GDP in Brazil (%) | 2010-2017



Source: IBGE, Conta-Satélite de Saúde Brasil 2010-2017.

## 9.2.3 Telehealth

With the Covid-19 pandemic and social isolation, telehealth, which was already an old claim in the sector, overcame adversity and established itself in Brazil. Along with the new modality, there was a need to discuss effective implementation throughout the Brazilian territory and to discuss other topics related to health technologies and innovations. Thus, the National Association of Private Hospitals (Anahp) starts to support the new Mixed Parliamentary Front of Telehealth.

## Box 6

### Front of Telehealth

#### **Front of Telehealth**

*"Telehealth was a fundamental ally in this pandemic moment. Even without adequate regulation, the sector was mobilized, adapted and was able to offer services and continue to serve the population. This is a path of no return and an evolution that needs to happen."*

*For the president of the Front of Telehealth, federal deputy Adriana Ventura, the technology will improve and expand the population's access to health. "The use of telehealth has the power to ensure that many people continue to have medical care, at a distance, and those who have no assistance will have it, democratizing access to health," she argues.*

*Support for the Joint Parliamentary Front of Telehealth is added to other Anahp initiatives to enhance remote service. The entity instituted a Telemedicine Working Group (WG) to promote the interaction of its members regarding best practices, challenges and perspectives of the modality. Compared to other countries that have been practicing telehealth for years, such as the United States, Brazil is long overdue, but authorization for the exercise of telemedicine was a very important step for the sector.*

*For Cordioli, patient care will not just become online. "The future is hybrid, it will have a digital part and a face-to-face part. Opening a digital office door does not mean closing physics, it is an 'address' more. A good professional knows when he can drive digitally and when he should bring it in person, ensuring continuity of treatment.*

Source: <https://www.anahp.com.br/noticias/imprensa/anahp-apoia-nova-frente-parlamentar-de-telessaude/>.

Based on this context of technological innovation, it is still possible to highlight other examples of hospitals in Minas Gerais that prioritize investments in technological innovation such as the Santa Genoveva hospital. This is another of the institutions in Minas Gerais that have strategies very much in line with most of the guiding principles of the strategic planning of the Health Task Force.

## Box 7

### Technological innovation in the Santa Genoveva hospital complex

#### **Technological innovation in the Santa Genoveva hospital complex**

*Santa Genoveva Complexo Hospitalar is the first hospital in the city to perform this type of surgery. Method is able to reduce neurological sequelae. The first neurosurgery in Uberlândia took place on November 9 at the Santa Genoveva Complexo Hospitalar with the patient awake. Santa Genoveva Complexo Hospitalar has always been a reference in neurosurgery in the state of Minas Gerais and a pioneer in the Triângulo Mineiro region. It has always invested in cutting edge technologies and modern techniques. According to the neurosurgeon at Santa Genoveva Complexo Hospitalar, Marcelo Batista Chioato dos Santos, this is an innovative technique and the hospital always seeks to bring the most modern medicine to Uberlândia. "Highly complex neuro surgeries are performed in a few places and we want patients in our city to have access to the techniques offered worldwide," he says.*

#### **The procedure**

*The craniotomy, which is the opening of the skull with the patient awake, known as "awake craniotomy", was performed on a young patient who had a tumor of 30ml in volume, considered large, in a noble area of the brain and difficult access. "It was a highly complex surgery and keeping the patient awake at times was extremely important. With the help of technology and the latest in medicine, we managed to get the patient out of the operating room unharmed and without any sequelae", he celebrates. "The tumor was in an area of difficult access, responsible for the primary functions, such as speech, semantic language, calculus, movement and memory. Depending on the type of surgery, he could leave without speaking or moving. Operating an awake patient was a major challenge. The patient begins the sedated procedure, and then the sedation is partially removed so that he responds to some stimuli. With this, we are able to know how far we can go without affecting neurological functions. In this surgery, we remove as much of the tumor as possible without affecting the executive functions of extreme importance. After surgery, the patient is well and with speech functions preserved. He has a slight deficit on the left side, due to the edema, but the prospect is that he will be 100% still in the postoperative period", explains the neurosurgeon. (...) Santa Genoveva Complexo Hospitalar has always stood out as a pioneer hospital, bringing to Uberlândia the most modern medicine. In 2015, it implanted the first hybrid operating room in Minas Gerais, capable of performing highly complex diagnoses and treatments, with minimally invasive techniques. It is a technological advance aimed especially at interventional radiology, neurosurgery, cardiac, vascular, endovascular and spine surgery. The room has the AlluraClarity radiology system.*

Source: <https://www.anahp.com.br/noticias/noticias-hospitais-membros/santa-genoveva-complexo-hospitalar-realiza-a-primeira-neurocirurgia-com-paciente-acordado-de-uberlandia/>.

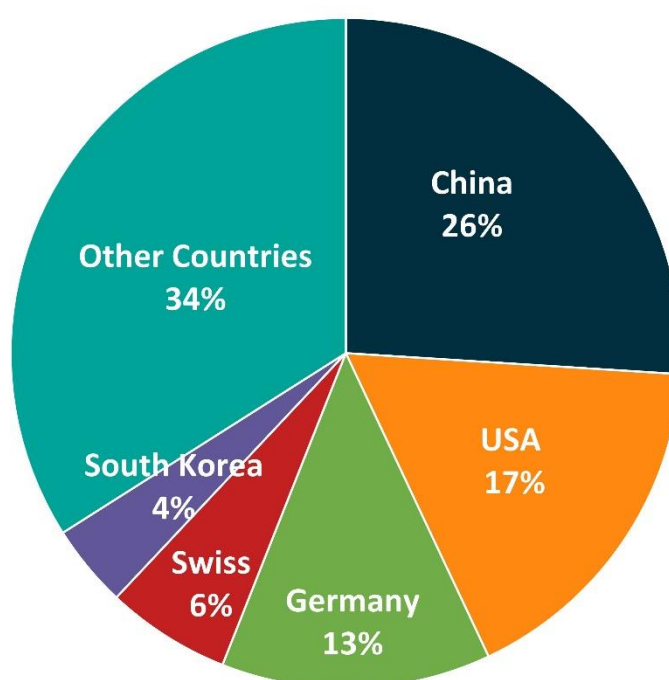
## 9.3 Weaknesses

### 9.3.1 Foreign trade obstacles

Brazil is not a typical market for export starters as it is one of the least open economies amongst the G20 countries (Srinivasan, 2018). This is reflected in Brazil's relatively low ranking in the World Bank's Ease-of-doing-business-index, 109<sup>th</sup> (compared to the Netherlands 32<sup>nd</sup>) out of 190 countries (World Bank Group, 2019).

#### Graph 9

#### Countries of origin of Brazilian MD imports in US\$ | Until June 2020



Source: Comex Stat | Prepared by: Websetorial.

In May 2016, the previous Brazilian government adopted an extensive reform agenda. This resulted in the approval of Constitutional Amendment 95, which created the New Fiscal Regime and established a spending cap for the federal budget. The amendment imposes a ceiling on public expenditures and prevents the expansion of investments in sectors such as health and education for twenty years. In other words, until the year 2036, public spending on public services will be frozen in Brazil. Beginning in 2017, the maximum possible variation for public spending corresponds to inflation for the year. The impact of this amendment presents a particularly negative outlook for Brazil's public healthcare services given recent cuts to the government's 2016 budget. The Ministry of Health's 2016 budget was

reduced to US\$ 27.5 billion from US\$ 28.2 billion (Roznai & Kreuz, 2018). (Brazil LSH Market Study, p.21).

One of the main hurdles in implementing the activities of the SUS is the lack of financial resources available (Brazil LSH Market Study, p.21).

The most noted barriers are problems with achieving reimbursement for innovative devices and market acceptance by Brazilian decisionmakers. Other barriers include: bureaucracy, intensive regulation and registration process and connecting with the right decision makers and business partners. (Brazil LSH Market Study, p.12)

### 9.3.2 Tax issues

Brazil's import system is very complex and can add up to 100% fees over products in general. However, importation procedures are getting faster in Brazil due to all digital system involved in the process and the government effort to foster Brazilian foreign trade.<sup>53</sup>

### 9.3.3 Rural Health

There are large regional disparities in health outcomes, infrastructure, and availability of public services in Brazil, and these are often along urban-rural divides (Mullachery, Silver, & Macinko, 2016). According to the World Bank, an estimated 14% of the Brazilian population live in rural areas (Trading Economics, 2016). There is a shortage of 16 physicians in rural areas and this is one of the factors that contribute to poor health outcomes associated with remote regions of Brazil.

As we've mentioned earlier, the northern region of the State of Minas Gerais is considered the poorest and most in need of basic services such as SUS service centers. The hospitals that serve the population are very distant from a large part of the population. Besides that, the north region commonly experiences a great shortage of physicians due to lower incomes and bad working conditions.

Based on this context, we believe that opportunities in the field of telemedicine and design and build can contribute intensely so that a large part of the region's population is not deprived of quality medical

---

<sup>53</sup> For more information about tax issues, see the section 3 of this report.

care. Furthermore, more efficient hospital projects with reduced execution costs can also be the solution to reduce the distance with the population and not compromise public coffers. In a scenario of fiscal deficit still faced by the State of Minas Gerais, the current management seeks, alternatives that do not depend exclusively on public resources for the resumption or beginning of the works of the so-called Regional Hospitals<sup>54</sup> The hospitals in the cities of Além Paraíba, Conselheiro Lafaiete, Divinópolis, Governador Valadares, Juiz de Fora, Montes Claros, Nanuque, Novo Cruzeiro, Sete Lagoas, Teófilo Otoni and Unaí are currently in the public notice.

The population of the State of Minas Gerais lives mostly within the urban area. According to the data, the population considered urban is about 16,715,216 inhabitants (approximately 85.3% of the total population of the State according to the

2010 data<sup>55</sup>), while the population considered rural is about 2,882,114 inhabitants (about 14.7%, still according to the 2010 Demographic Census). It is interesting to highlight the fact that the State of Minas Gerais has 164 municipalities where the rural population exceeds the urban population, such as the municipalities of Ubaí (with 6,016 inhabitants living in rural areas against 5,665 who live in the municipality's headquarters), of Itacambira (with 3,982 and 1006, respectively) and São João das Missões (with 9,269 and 2,446). (IBGE, 2019)

Although Brazil has the largest hospital infrastructure market in Latin America the market remains fragmented. While there are over 6,400 hospitals in the country, the average hospital is relatively small (24 beds). The majority of healthcare resources are concentrated in the largest cities, with many communities having difficulties accessing specialists and diagnostic examinations (Marcolino, et al., 2016).

These types of shortages of specialty services, coupled with limited administrative capacity have led to poor quality services in many public hospitals with long waiting times. These tend to be in more rural areas in the Northern parts of Brazil, where there is a limited number of hospital and medical staff and thus less capacity to meet the demands of the population (Brazil LSH Market Study, p.23).

<sup>54</sup> <https://www.saude.mg.gov.br/parcerias/hospitaisregionais>

<sup>55</sup> Because of the new coronavirus pandemic, the federal government decided to postpone the census from 2020 to 2021, reinforcing that it always occurs every 10 years.

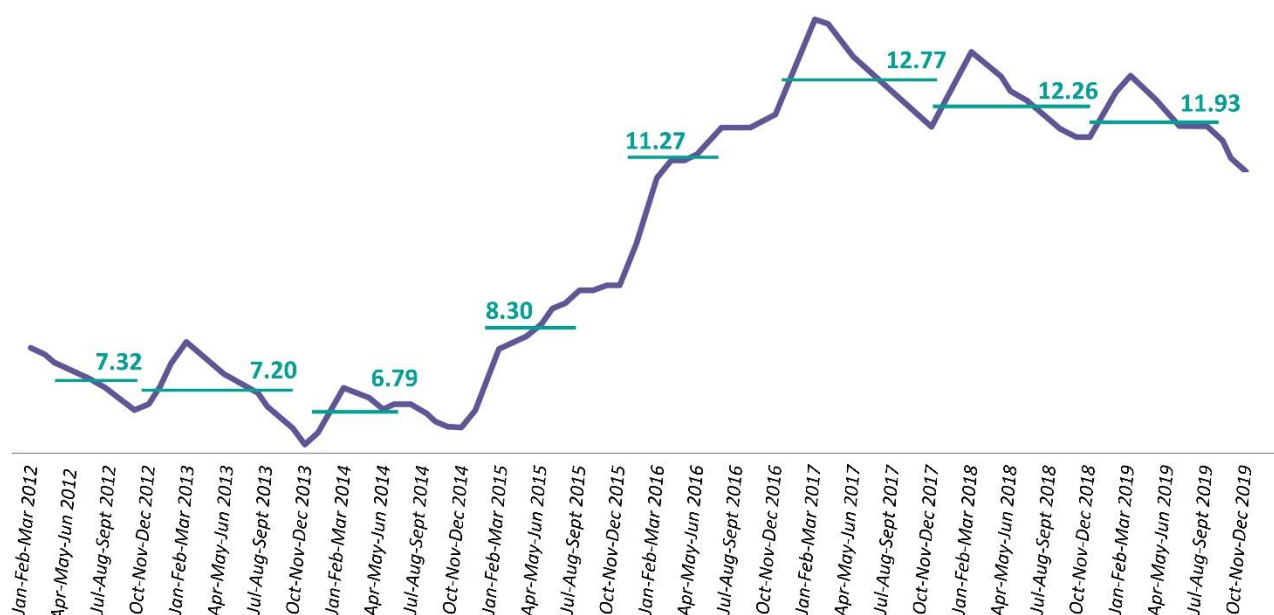


## 9.4 Threats

### 9.4.1 Economic Crises

Since 2014, Brazil has been facing one of the longest economic crises ever, impacting government and family expenditures in different sectors, including health. Ranging from decreasing GDP rates in some years (2015 and 2016) to 1% increase in rates in others (2017 to 2019), expenses (or expenditures) in health increased from 8% to 9.2% of GDP between 2010 and 2017. Throughout 2010-2017, the share of health expenditures over GDP increased from 4.4% to 5.4% for families, whereas they increased 3.6% to 3.9% for the government in the same period. (ANAHP, p.28)

**Graph 10**  
**Unemployment rate (%) | 2012-2019**



Source: Continuous PNAD / IBGE (accessed on 23/Mar/2020).

Brazil's domestic health industries were hit by the most recent economic recessions but are now expected to gradually recover as the country invests in the development of its industries (BMI, 2017). The development strategy for a large part of the MedTech sector itself has been put forward by ABIIS in the document Health 4.0. (Brazil LSH Market Study, p.27)

### 9.4.2 Shortage of doctors

Brazil has a severe shortage of doctors, with 2.1 doctors per 1000 people, compared to the Netherlands who have 3.4 doctors per 1000 people, and the OECD average which is 3.0 doctors per 1000 people. The number of health professionals, including GPs, who have adequate qualifications, are thus insufficient to provide universal coverage in every part of the country. (Brazil LSH Market Study, p.26)

One of the biggest problems with retaining healthcare workers is insufficient remuneration for doctors working in the public sector. Some reports therefore indicate doctors working multiple jobs to sustain themselves and their families. (Brazil LSH Market Study, p.26)

The most noted barriers are problems with achieving reimbursement for innovative devices and market acceptance by Brazilian decision makers. Other barriers include: bureaucracy, intensive regulation and registration process and connecting with the right decision makers and business partners. (Brazil LSH Market Study, p.12)

## 10 Potential synergies between Holland and Brazil

---

Home to more than 3,100 Life Sciences companies, 8 university medical centers and 12 universities engaged in biomedical research in a 120-mile radius, the Netherlands is the most concentrated Life Sciences & Health hub in the world.

Minas Gerais, in turn, is positioned with prominence in the national Research and Development (R&D) scenario, taking advantage of everything from accelerators, research and innovation centers to the communities of startups, dedicated institutions for the promotion of innovation, incubators, open laboratories and technology parks.

Minas Gerais also stands out for having the only Google R&D center in Latin America, the Technological Transfer, and Innovation Coordination – CIIT, in addition to Embraer's R&D center, Helibras, among others.

Based on this fertile environment in both regions, it is crucial to highlight opportunities for joint technological development on different fronts in the health area. In Minas Gerais, as mentioned above, there is state-of-the-art physical infrastructure, as an example we can highlight Biominas and BiotechTown, entities that we will deal with later. There is also a specialized workforce, proximity to the best life sciences universities, as well as lower costs for project maintenance, taking into account the difference in purchasing power parity between the two countries.

In that same sense and based on The Dutch model, which usually moves from research to knowledge, innovation, and products, generates sustainable, affordable, and proven solutions and sets the standard worldwide. The strong interdisciplinary approach produces a high level of knowledge and expertise across the entire healthcare chain, from science, to patient, and often results in comprehensive 'total smart solutions'. (NL Health-Holland Guide, p.12)

## 10.1 An overview of the Dutch health system

The Dutch healthcare system is ranked the best in Europe for the seventh consecutive year and the Netherlands has demonstrated its ongoing strong commitment to further improve its healthcare system with better scores each year. (NL Health-Holland Guide, p.5)

This led to inspiration, discussions, deeper understanding, and the thought that care is primarily about people. Care affects everyone, and often at the most vulnerable moments in life. At that point it is important that care becomes personal and is being received as close to home as possible. (NL Health-Holland Guide, p.5)

The Dutch Top Sector Life Sciences & Health has yielded considerable benefits for our patients and the Dutch healthcare system. It enables public and private partners to provide world-leading innovative solutions in the fields of pharmaceuticals, medical technology, diagnostics, vaccinations, digital care solutions and healthcare infrastructure. This collective approach has resulted in the Dutch being some of the happiest and healthiest people on earth. Why? Because our country is built on cooperation. We aim to provide accessible, affordable, and high-quality healthcare for everyone by tackling the challenges we face with smart solutions (NL Health-Holland Guide, p.7).

Branches & Clusters stimulate international business to be placed high on the political agenda. The key point is that their member companies have easier access to the international market, at fair market conditions and with adequate support from both the public and the private side. Three of the Dutch technical universities are in the top 10 of the world's best 300 universities in working with the industry. In terms of scientific achievements in beta and engineering science, the Netherlands is leading in the world. Netherlands belongs to the top three of the world's highest scientific impacts. For research and development in the area of technology and innovation. For collaboration and technology partnerships (NL Health-Holland Guide, p.14). There are currently more than 200 PPPs in the Netherlands, of varying shapes and sizes, working together to find answers to many of society's healthcare challenges.

The Netherlands has numerous clusters of small-medium-, and large-sized businesses, start-ups, university, and university medical centers which enable high levels of seamless cross-fertilization and collaboration. These clusters are in close proximity to each other (the farthest apart being roughly 2,5-hour drive). (NL Health-Holland Guide, p.14)

The LSH sector has outstanding expertise in areas such as cancer research, cardiovascular diseases, infectious diseases, neurodegenerative diseases, clinical research, medical imaging, preventative health, and healthcare systems. Fundamental research in the area of genetics, stem cells and regenerative medicine provide the basis for future innovation as equally innovative research in the area of prevention. (LSH International strategy, p.13)

## 10.2 Aligning LSH's strategic planning with the opportunities in Minas Gerais

The Medical Technology industry in Brazil consists of 14,482 companies. Of these, 4,032 are manufacturers and 10 450 are engaged in the marketing and distribution of products (EMERGO, 2019). The health industry mainly consists of small and medium-sized enterprises (SME). In the last survey of the Brazilian Alliance for Innovation Healthcare Industry (ABIIS) the sector consisted of 3% micro businesses, 15% small, 59% medium, 13% medium to large, and 10% large enterprises (Marrone, 2015). 60% of these companies are located in the southeast region, which includes the state of São Paulo, accounting for 32% (4.639) of these companies. (Brazil LSH Market Study, p.25)

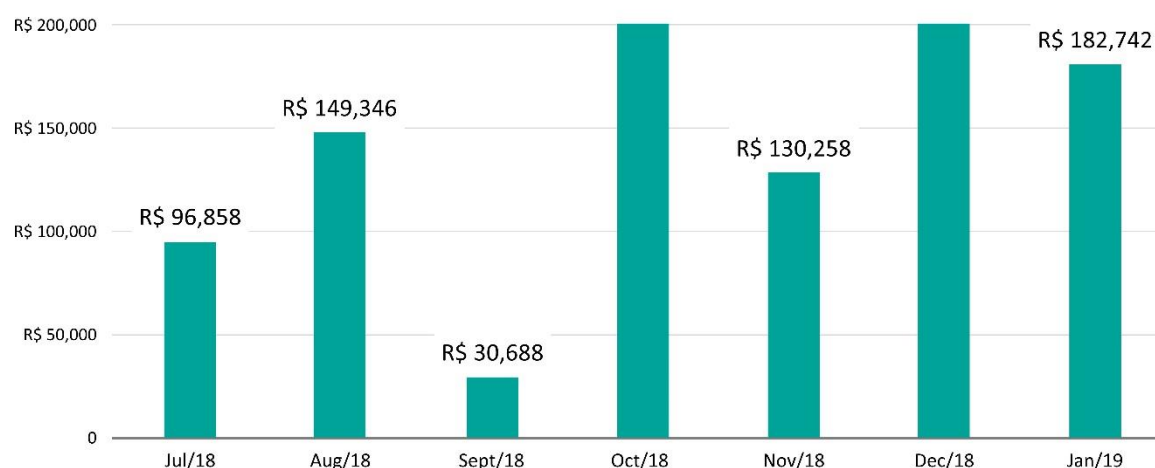
The market of Medical Devices is growing in Brazil. The consumption rate of Medical Devices in 2018 grew 13.5% between January to December (ABIIS, 2018). Between industry segments, consumption of IVD products (In Vitro Diagnosis) increased by 15.8% and that of OPMEs (Prostheses and Implants) of 5.4% in the period in question (ABIIS, 2018).

In 2018, Brazilian imports of medical devices totaled US \$ 5.4 billion, with growth of 21.8% compared to the same period of 2017. Exports from the sector, in turn, presented a decrease of 7.3% in the year 2018. In value totaling U S\$ 644 million compared to US\$ 694 million in 2017. The trade balance in medical devices in 2018 registered a deficit of\$ 4.8 billion. (ABIIS, 2018).

With regard to Minas Gerais, there is an increase in demand for more technology, especially after the accelerated verticalization process that has recently taken place in the region. In addition, examples of new projects such as the Orizonti Hospital's technological innovation center, scheduled to open in March 2021, in addition to the recently opened emergency room at the same institution and the growing hospital network of the Francisco Xavier Foundation demonstrates this period of growth in the sector.

This last example, in fact, reflects a successful model of multisectoral partnerships, given that the company Usiminas, which operates in the steel sector, was the founder of the Francisco Xavier Foundation, which administers highly awarded hospital institutions in Minas Gerais such as Hospital Márcio Cunha.

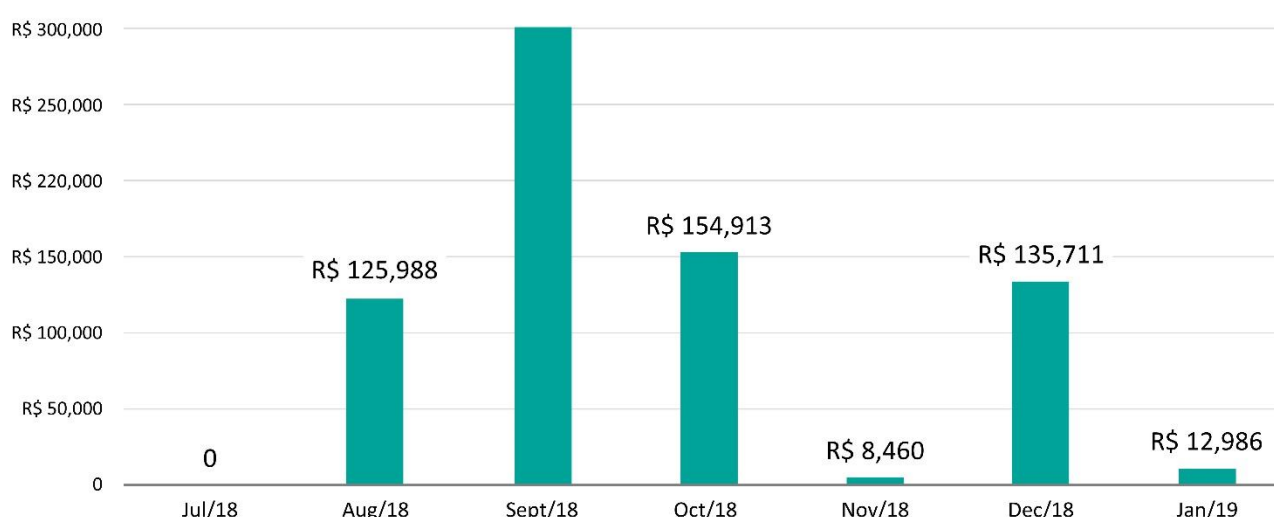
**Graph 11**  
**Investments | Equipment, Machinery and Technology**



Represents investments made in Equipment, Machinery and Technology.

Source: Central dos Hospitais de Minas Gerais, 2019.

**Graph 12**  
**Investments | Buildings and Facilities**



Represents investments made in Buildings and Facilities.

Source: Central dos Hospitais de Minas Gerais, 2019.

### 10.3 Digital Healthcare

Dutch organizations have deployed activities in the area of digital healthcare, medical equipment in the personal living environment and integral care solutions. (LSH International strategy, p.8)

The Brazilian eHealth market (especially for start-ups) is booming:

- Home grown solutions will compete with international offers. Local development cost of software is almost comparable to a market such as India.
- The biggest uncertainty is regulation. Telemedicine will happen in Brazil, but how exactly is in the future.<sup>56</sup>

Of an estimated 500 000 doctors in Brazil, only 30% makes use of some sort of electronic registry. The minority of doctors who do have access to electronic registries are spread over an estimated 5 000 different (health) information systems. Currently digital information systems are scattered and not interoperable. Nonetheless, some private hospitals are trying to follow international standards when implementing digital systems. Brazil does not have a national digital ID yet and therefore 18 different nationwide ID systems exist, making identification of patients cumbersome. (Brazil LSH Market Study, p.38)

The Federal Council of Medicine (CFM), in May 2019, proposed a resolution allowing doctors to make consultations, diagnoses and Online surgeries. Nonetheless, discussions on its application are ongoing. Formal consultation rounds are still taking place before this resolution can be implemented. Distance consultations may be useful for bringing assistance to cities that cannot attract professionals, but the patient's first consultation must be in person. In the case of larger communities distant, teleconsultation is allowed the first time, provided the patient is accompanied by another healthcare professional. (ABIIS, 2019)

### 10.4 Binational technology opportunities

Attracting and developing new knowledge and technology that can be used both in and beyond the Netherlands to facilitate health. (LSH International Strategy, p.11)" the Netherlands can help partner

---

<sup>56</sup> For more information, see the previous section that addresses the process in Congress of the bill that deals with telemedicine.



countries with knowledge and technology, strengthen the sector by learning from each other, and at the same time increase the earning capacity of the Netherlands. (LSH International Strategy, p.11)

## Box 8

### Top Sector LSH: Ambition 2025

#### **Top Sector LSH: Ambition 2025\***

*Number of startups: + 25%*

*Foreign investments in R&D: + 50%*

*Conversion micro to macro SME: + 20%*

*Investments in innovative SME: + 50%*

*Drugs in the pipeline: + 15%*

*Number of patents applied for: + 25%*

Source: LSH International strategy, p.12.

This expertise completely converges with the technological hub described in the Stakeholder analysis section. In Minas Gerais, there are several possibilities for binational partnerships in all the themes that cover this report. We strongly suggest that all companies interested in developing joint research contact NBSO Belo Horizonte, to make these connections feasible.<sup>57</sup>

## 10.5 Financing opportunities for Dutch companies

For the preparation of this report, several stakeholders were interviewed, three of them have financing line solutions that would make the internationalization process of Dutch companies viable in different ways.

BDMG<sup>58</sup> is an agent of sustainable development in Minas Gerais. With regard to companies in Minas Gerais that have shown an interest in purchasing equipment, software or providing services for the construction or renovation of their facilities, BDMG has specific financing lines for this condition. The bank has credit modalities for the acquisition of equipment and for investments in innovation.

<sup>57</sup> <https://nbso-brazil.com.br/>

<sup>58</sup> <https://www.bdmg.mg.gov.br/en/>

Another interesting aspect of this stakeholder refers to the possibility of receiving financial guarantees from another Dutch development bank or conventional bank, in order to offer better conditions for the acquisition of Dutch products by Brazilian companies, in addition to being able to act as the repeater of Dutch credits in all transactions involving companies from Minas Gerais and Dutch companies. For more information visit the bank's website in English.<sup>59</sup>

FUNDEPAR<sup>60</sup> is the vehicle for investment in businesses based on science, technology, and innovation. The institution's mission is to invest in businesses based on science and innovation, but also in structuring businesses, such as BiotechTown<sup>61</sup>, for example. Based on this context, it is possible to identify potential binational partnerships, which could receive FUNDEPAR's contribution for its development. Furthermore, this type of joint research development is an attractive strategy for the first steps of an internationalization process.

In a line similar to FUNDEPAR, FAPEMIG<sup>62</sup> promotes research and technological innovation in Minas Gerais. This institution also promotes projects involving public and private companies, which may have one part of foreign origin, but always focusing on technological innovation projects. This promotion format can strengthen partnerships between the two countries with potential consequences in the commercial flow in the health segment between Brazilian and Dutch companies. It also creates win-win situations for industry, research organizations, the care sector, and the citizens.

Given the above, there are several opportunities for cooperation with FAPEMIG and different possibilities for institutional and legal arrangements. To illustrate, the following are two examples of FAPEMIG's work in partnership with important international actors.

---

<sup>59</sup> <https://www.bdmg.mg.gov.br/en/>

<sup>60</sup> <http://fundepar.com.br/>

<sup>61</sup> <https://biotechtown.com/en/home-en/>

<sup>62</sup> <https://fapemig.br/pt/>

## Box 9

### Cooperation between Minas Gerais and The Netherlands, promoted by FAPEMIG

#### *Cooperation between Minas Gerais and The Netherlands, promoted by FAPEMIG*

**Project:** "Application of effluent treatment systems to minimize water consumption at a pulp mill located in the Rio Doce basin".

**Promotion:** FAPEMIG and the Netherlands institution SIA (Taskforce for Applied Research of the Netherlands Organization for Scientific Research).

**Developers:** Federal University of Viçosa (UFV), Dutch university NHL University of Applied Sciences, the company CENIBRA and the Dutch company Berghof Membrane Technology.

Source: FAPEMIG, 2020.

## Box 10

### Cooperation between Brazil and European Union, promoted by FAPEMIG

#### *Cooperation between Brazil and European Union, promoted by FAPEMIG*

**Project:** "Biovalue"

**Promotion:** FAPEMIG and other sources around Brazil under the European Union's Horizon 2020 Program.

**Developers:** consortium comprising Federal University of Uberlândia (UFU), Federal University of Itajubá (UNIFEI), Federal University of Viçosa (UFV), Petrobras, Klabin, Fibria and Embraer, in addition to institutions in the Netherlands, Italy, Spain, Greece, Germany, Austria and Finland.

Source: FAPEMIG, 2020.

In the scenario of the Hospital Design & Build, eHealth, Medical Devices & Supplies segments, object of the study in reference, Minas Gerais also represents an important player, standing out as the second center of Health Techs in the country. Minas Gerais universities such as the Federal University of Minas Gerais (UFMG) and the Federal University of Uberlândia (UFU) appear as one of the main patent applicants in Brazil when it comes to biotechnologies applied to health.

Considering the strength of the state of Minas Gerais in these themes, the numbers also reflect within the scope of FAPEMIG's support. About a third of the patent portfolio resulting from FAPEMIG's promotion is related to biotechnology and health. Through its Programs and partnerships, FAPEMIG has already promoted thousands of projects from universities, research institutes, companies that have developed research and solutions involving, in some way, “Hospital Design & Build, eHealth, Medical Devices & Supplies”.

One of the outstanding initiatives is the support granted by FAPEMIG to the Minas Gerais Teleassistance Network. In Annex VII, we present a schema with the purpose of demonstrating, in general, the steps to be followed within the scope of FAPEMIG for the establishment of international cooperation.

## 10.6 The accelerated verticalization process in Minas Gerais

According to ABIIS, most of the health sector's growth is due to the verticalization of the health insurance plans, which have been investing in their own hospitals and clinics in order to reduce costs. Through verticalization Brazilian insurance companies have become care providers themselves. A 2014 study by the National Agency for Supplementary Health, ANS, showed that around 40% of the insurance health plans in Brazil already count with their own health units for attending their clients. In the past years, with the decline of private health beneficiaries and the scaling costs in the health sector, the verticalization has become one of the main strategies of the private insurance health plans to remain competitive.

The verticalization also brings more control over the chain and reduces their dependence on third parties. As an example, some insurance companies are importing medical devices directly from the foreign manufacturers, without the intermediation of a distributor. This option reduces the importation costs and allows the insurance plans to avoid frauds that could burden the system. For Dutch companies interested in the Brazilian market, this means a new opportunity to sell directly to the health insurance plans and be more competitive in terms of prices. (Switzerland Global Enterprise, 2018)

Recently, NotreDame Intermédica Participações announced that its subsidiary NotreDame Intermédica Saúde has purchased the Lifecenter Health System (Hospital Lifecenter), in Belo Horizonte, which has

205 beds. The amount of the transaction is R\$ 240 million, paid in cash, less net debt and a portion retained for contingencies. In 2019, Hospital Lifecenter presented a net turnover of R\$ 153.9 million, says the relevant fact disclosed by Notre Dame Intermédica.<sup>63</sup>

Another example is Hapvida, which bought the Promed group and the Vera Cruz hospital chain, making its entry into the Belo Horizonte market with 11% market share. The acquisition - which includes three healthcare operators, three hospitals with 255 beds, a day hospital and seven clinics primary care - gives Hapvida a combined portfolio of around 270 thousand beneficiaries, with around 80% of users in the metropolitan region of BH, the third health insurance market in the country, with two million lives.<sup>64</sup>

This recent and accelerated movement of verticalization in Minas Gerais can provide many opportunities for the three segments explored in this report (Design and Build; E-health and Medical Devices). This is justified by the permanent search for new technologies, more competitive prices, and excellence standards in physical spaces and in digital management models.

---

<sup>63</sup> <https://braziljournal.com/breaking-hapvida-entra-em-belo-horizonte-com-aquisicao-de-r-15-bi>

<sup>64</sup> <http://plurall.com.br/plurall/notredame-compra-hospital-lifecenter-por-r-240-milhoes/>

# 11 Conclusion and recommendations

This report described the current scenario of the healthcare market in Minas Gerais. The State has the vocation to invest a lot of efforts in attracting investments, through physical infrastructure and by the performance of other institutions that support the entry of new companies, especially foreign ones.

Dutch entrepreneurs, through reading, will realize that among the various market opportunities, there are a few obstacles to face. Throughout the report, we describe the procedures for opening a foreign company in Brazil and the regulatory aspects for marketing health products in the country. Currently, a large part of this process is digital, but it is suggested that a specialized Brazilian company assume this responsibility. Furthermore, the Brazilian market is very sensitive to prices, so financial crises directly affect private hospitals, which are the fastest growing segment and the one that most demands new technologies.

The opportunities, however, stand out considerably in relation to the obstacles, as can be seen in the reading of this report. The government's inclination to increase investments in the digitalization of the Unified Health System, the largest public hospital system in the world, presents itself as an excellent opportunity. Still with regard to public hospitals, due to their long existence, many of them demand reforms to adapt to the new reality of the current health value chain. Greater access to knowledge by a large part of the population makes them more demanding in terms of care, less invasive methods, etc. These factors and all the others described in this report, together with an expectation of an economic recovery in the country, are crucial for the potential entry of Dutch healthcare companies in Minas Gerais.

Internationalization processes are naturally complex, as they have to take into account many variables, however it is clear that the State of Minas Gerais has fostered values and practices that reduce these uncertainties. Based on the interview that was conducted with the stakeholders, a very intense synergy was noticed between private and government institutions, which greatly facilitates the entry of new companies into the country. This environment associated with the increase in demand caused by increased competition from the health sector in Minas Gerais, presents a very auspicious scenario for the entry of Dutch companies.

## REFERENCES

- AC Minas - Commercial and Entrepreneurial Association of Minas (2020). Minas Gerais Business Guide. <http://www.minasguide.com/en/minas-gerais-economy-by-business-sectors/>
- AHRMM (2020) - Association for Healthcare Resources and Material Management. Available in: <https://www.aha.org/websites/2012-10-12-association-healthcare-resource-materials-management>
- ANS (2020) - Agência Nacional de Saúde Suplementar. Available in: <http://www.ans.gov.br/perfil-do-setor/dados-e-indicadores-do-setor>
- ANVISA – Agência Nacional de Vigilância Sanitária. Tributos Incidentes sobre o Setor de Produtos para Saúde. Available in: <http://portal.anvisa.gov.br/documents/33884/412118/Tributos+incidentes+sobre+o+setor+de+produtos+para+sa%C3%BAde/4eb639c6-26ba-47be-bb79-653932466ca6>
- BRASIL. Ministério da Economia (1998). Conselho Nacional de Política Fazendária (CONFAZ). Convênio ICMS 05/98. Legislação. Available in: [https://www.confaz.fazenda.gov.br/legislacao/convenios/1998/cv005\\_98](https://www.confaz.fazenda.gov.br/legislacao/convenios/1998/cv005_98)
- BMI. (2019). Brazil Medical Devices Report Q4 2017. London: Business Monitor International Ltd.
- Burns, Lawton R. and Wharton School Colleagues (2002) *The Health Care Value Chain Producers, Purchasers, and Providers*, (Jossey–Bass A Wiley Company)
- Burns LR, Degraaf RA, Danzon PM, Kimberly JR, Kissik WL, Pauly MV. The Wharton School study of the health care value chain. In: Burns LR, editor. *The health care value chain: producers, purchasers, and providers*. San Francisco: Jossey-Bass; 2002. p. 3-26.
- Central dos Hospitais de Minas Gerais: <https://centraldoshospitais.com.br/wp-content/uploads/2019/03/Gr%C3%A1ficos-Julho-2018-a-Dezembro-2019.pdf>
- Costa, N. (2017). Brazilian healthcare in the context of austerity: private sector dominant, government sector failing. *Ciência & Saúde Coletiva*, <https://pdfs.semanticscholar.org/5fe9/486c905400eee9f46edc1bf82a4247f8d130.pdf>
- EMERGO. (2019). BRAZIL – Overview of medical device industry and healthcare statistics. Opgehaald van EMERGO: <https://www.emergobyul.com/resources/market-brazil>
- Export.gov. (2019). Brazil - Customs, Regulations and Standards. Opgehaald van Export.gov: <https://www.export.gov/article?id=Brazil-Customs-Regulations-Standards>
- Export.gov. (2019). Brazil - Healthcare. Opgehaald van Export.gov: <https://www.export.gov/article?id=Brazil-Healthcare>
- Export.gov. (2019). Brazil - Selling to the Government of Brazil. Opgehaald van Export.gov: <https://www.export.gov/article?id=Brazil-Selling-to-the-government-of-Brazil>



Global Health Intelligence. (2016). Brazil Hospital Demographics 2016 – Latin America's second largest hospital market can still gain efficiencies. Opgehaald van ghi: <https://globalhealthintelligence.com/ghi-analysis/brazil-hospital-demographics-2016-latin-americas-second-largest-hospital-market-can-still-gain-efficiencies/>

GUIDE (2019) INTERFARMA - Associação da Indústria Farmacêutica de Pesquisa. Available in: <https://www.interfarma.org.br/public/files/biblioteca/interfarma-5C-s-2019-guide-interfarma1.pdf>

IBGE. (2010). 2010 Census: 11.4 million Brazilians (6.0%) live in subnormal agglomerates. Opgeroepen op July 2, 2019, van <https://censo2010.ibge.gov.br/en/noticias-censo.html?busca=1&id=1&idnoticia=2057&t=2010-census-11-4-million-brazilians-6-0-live-in-subnormal-agglomerates&view=noticia>

IBGE. (2017). In 2016, life expectancy was 75.8 years. Opgehaald van IBGE: <https://agenciadenoticias.ibge.gov.br/en/agencia-press-room/2185-news-agency/releases-en/18490-in-2016-life-expectancy-was-75-8-years>

IBGE. (2019). Geographic Mapping. Opgehaald van IBGE.gov.br: [https://ww2.ibge.gov.br/english/geociencias/cartografia/default\\_geog\\_int.shtm](https://ww2.ibge.gov.br/english/geociencias/cartografia/default_geog_int.shtm)

INDI - Minas Gerais Investment and Trade Promotion Agency (2017). Why Minas Gerais. State Government of Minas Gerais. Available in: <http://www.indi.mg.gov.br/wpcontent/uploads/2016/07/Why-Minas-Gerais.pdf>

HEALTH-HOLLAND (2020) - International Strategy, 2020-2023. Available in:

[https://www.health-holland.com/sites/default/files/downloads/Strategy%20International\\_0.pdf](https://www.health-holland.com/sites/default/files/downloads/Strategy%20International_0.pdf)

KPMG. (2019). Healthcare in Brazil - Meeting Future Challenges. Opgehaald van KPMG: <https://home.kpmg/xx/en/home/insights/2019/04/meeting-healthcare-challenges-in-brazil.html>

LSH (2020) - Life Sciences and Health Initiatives. Available in: <https://www.health-holland.com/>

Lima-Costa, M. F. (2018). The Brazilian Longitudinal Study of Aging (ELSI-Brazil): objectives and design. American journal of epidemiology, 1345-1353.

Louzada, D. (2019). Brazil has a new minister of health. Opgehaald van Domo Salute: <https://www.domosalute.com.br/blog-1/brazil-has-a-new-minister-of-health-luiz-henrique-mandetta>

Macinko, J., Harris, M., & Gomes, M. (2017). Brazil's National Program for Improving Primary Care Access and Quality (PMAQ): Fulfilling the Potential of the World's Largest Payment for Performance System in Primary Care. Journal of Ambulatory Care Management, [https://journals.lww.com/ambulatorycaremanagement/FullText/2017/04001/Brazil s National Program for Improving Primary.2.aspx](https://journals.lww.com/ambulatorycaremanagement/FullText/2017/04001/Brazil_s_National_Program_for_Improving_Primary.2.aspx).

Marcolino, M., Figueira, R., dos Santos, J., Cardoso, C., Ribeiro, L., & Alkmim, M. (2016). The Experience of a Sustainable Large Scale Brazilian Telehealth Network. Telemedicine and e-Health, <https://www.liebertpub.com/doi/10.1089/tmj.2015.0234>.

MDIC -Ministério da Indústria, Comércio Exterior e Serviços (2020). Comex Stat. Available in: <http://comexstat.mdic.gov.br/pt/home>

- Mullachery, P., Silver, D., & Macinko, J. (2016). Changes in health care inequity in Brazil between 2008 and 2013. *Int J Equity Health*, 15, <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5112635/>.
- Negrini, E. L. (2018). Elderly persons who live alone in Brazil and their lifestyle. *Revista Brasileira de Geriatria e Gerontologia*, 523-531.
- Observatório Anahp Number 12, 2020 Annual publication of Associação Nacional de Hospitais Privados (Anahp)
- Omran A. R. (2005). The epidemiologic transition: a theory of the epidemiology of population change. 1971. *The Milbank quarterly*, 83(4), 731–757. <https://doi.org/10.1111/j.14680009.2005.00398.x>
- PEDROSO, Marcelo Caldeira; MALIK, Ana Maria. Cadeia de valor da saúde: um modelo para o sistema de saúde brasileiro. *Ciênc. saúde coletiva*, Rio de Janeiro, v. 17, n. 10, p. 2757-2772, Oct. 2012. Available from <[http://www.scielo.br/scielo.php?script=sci\\_arttext&pid=S1413-81232012001000024&lng=en&nrm=iso](http://www.scielo.br/scielo.php?script=sci_arttext&pid=S1413-81232012001000024&lng=en&nrm=iso)>. access on 29 Dec. 2020. <https://doi.org/10.1590/S1413-81232012001000024>.
- Porter, M. (1985). The value chain and competitive advantage, Chapter 2 in *Competitive Advantage: Creating and Sustaining Superior Performance*, Free Press, New York, pp. 33-61.
- RECEITA FEDERAL (2020) - Ministério da Economia. Available in: <https://receita.economia.gov.br/orientacao/aduaneira/viagens-internacionais/guia-do-viajante/guia-do-viajante-versao-ingles/entrada-no-brasil-versao-ingles/goods-to-declare-tax-calculation-and-payment>
- Rocha, T. e. (2017). Addressing geographic access barriers to emergency care services: a national ecologic study of hospitals in Brazil. *International Journal for Equity in Health*, 16, <https://link.springer.com/article/10.1186/s12939-017-0645-4>.
- Roznai, Y., & Kreuz, L. (2018). CONVENTIONALITY CONTROL AND AMENDMENT 95/2016 - A Brazilian case of unconstitutional constitutional amendment. *Direitos Fundamentais na Nova Ordem Mundial*, Editora Ithala.
- Srinivasan, S. &. (2018). Brazil: Boom, Bust and the Road to Recovery. Washington DC: International Monetary Fund. Opgehaald van IMF.org: <https://blogs.imf.org/2019/03/18/chart-of-the-week-trades-impact-on-brazils-industries/>
- TFHC (2018). Prioriteitslanden Overzicht 2018. Request via [info@tfhc.nl](mailto:info@tfhc.nl)
- TFHC (2019) - Brazil LSH Market Study Final. Available in: <https://www.rvo.nl/sites/default/files/2019/12/Brazil-Life-Sciences-Health-Market-Study-2019.pdf>
- TFHC (2020) - Market Study: Life Sciences and Health in Minas Gerais, Brazil - Opportunities for Dutch companies. Available in: <http://docplayer.net/190082598-Market-study-life-sciences-and-health-in-minas-gerais-brazil.html>
- The World Bank. (2019). World Bank Country and Lending Groups. Opgeroepen op June 26, 2019, van <https://datahelpdesk.worldbank.org/knowledgebase/articles/906519>
- The World Health Organization. (2019). Global Health Observatory Data Repository. Opgeroepen op July 3, 2019, van [http://apps.who.int/gho/data/node.main.HWFGRP\\_0040?lang=en](http://apps.who.int/gho/data/node.main.HWFGRP_0040?lang=en)

Trading Economics. (2016). Brazil - Rural population. Opgeroepen op July 2, 2019, van <https://tradingeconomics.com/brazil/rural-population-percent-of-total-population-wb-data.html>

Trading Economics. (2019). Brazil Minimum Monthly Wages. Opgeroepen op June 26, 2019, van <https://tradingeconomics.com/brazil/minimum-wages>

World Bank Group. (2019). Doing business 2019. Washington DC: International Bank for Reconstruction and Development / The World Bank.

World Health Organization. (2016). Global Health Observatory data repository. Opgeroepen op June 26, 2019, van <http://apps.who.int/gho/data/view.main.61060?lang=en>

World Health Organization. (2018). Noncommunicable diseases country profiles 2018. Opgeroepen op June 26, 2019, van [https://www.who.int/nmh/countries/2018/bra\\_en.pdf?ua=1](https://www.who.int/nmh/countries/2018/bra_en.pdf?ua=1)

# ANNEXES

## ANNEX I - List of Interviewed stakeholders in Minas Gerais

| Industry           | Nature of Business                        | Position(s)   |
|--------------------|---|---|
| ANAHP              | National Association of Private Hospitals | - CEO<br>- Commercial Director  |
| ANVISA             | National Health Surveillance Agency       | Coordination of Sanitary Surveillance of Ports, Airports, Borders, and Enclosure Customs in the State of Minas Gerais |
| BDMG               | Regional Development Bank                 | Innovation Manager  |
| BIOMINAS BRASIL    | Innovation Hub                            | - Business Director<br>- Innovation Project Leader  |
| BIOTECHTOWN        | Innovation Hub                            | - CEO<br>- Institutional Consultant   |
| CODEMGE            | Regional Development Agency               | Biotechnology Project Analyst   |
| CTIT - UFMG        | Technological Development Center          | - Executive Coordinator<br>- Director of the Institute  |
| FAPEMIG            | Regional Research Promotion Agency        | - Innovation Manager<br>- Department of International Partnerships  |
| FIEMG              | Union Entity                              | Business and Investment Attraction Management   |
| FUNDEPAR           | Investment Fund Manager                   | Director of Compliance, Risks and Strategic Management,   |
| INDI               | Investment and Trade Promotion Agency     | Investment Attraction Director  |
| MATER DEI HOSPITAL | Private General Hospital                  | Market Relations Manager  |
| VITALLIS HOSPITAL  | Private General Hospital                  | Orthopedics Clinic Coordinator  |

Source: The author, 2020.

## ANNEX II - High Risk Economic Activities corresponding to Home and Build, E-Health and Medical Devices activities

| High Risk Economic Activities |   |
|-------------------------------|---|
| CNAE <sup>65</sup> Subclass   | Denomination  |
| 2660-4/00                     | Manufacture of electromedical and electrotherapeutic devices and irradiation equipment                                    |
| 2660-4/00                     | Manufacture of electromedical and electrotherapeutic devices and irradiation equipment                                    |
| 3250-7/01                     | Manufacture of non-electronic instruments and utensils for medical, surgical, dental and laboratory use                   |
| 3250-7/02                     | Manufacture of furniture for medical, surgical, dental and laboratory use   |
| 3250-7/03                     | Manufacture of equipment and utensils to correct physical defects and orthopedic appliances in general on request         |
| 3250-7/03                     | Manufacture of equipment and utensils to correct physical defects and orthopedic appliances in general, except on request |
| 3250-7/05                     | Manufacture of materials for medicine and dentistry   |
| 3250-7/09                     | Optical laboratory service  |
| 4645-1/01                     | Wholesale of instruments and materials for medical, surgical, hospital and laboratory use                                 |
| 4645-1/02                     | Wholesale of prostheses and orthopedic articles   |
| 4645-1/03                     | Wholesale of dental products  |
| 4664-8/00                     | Wholesale of machinery, apparatus, and equipment for dental-medical-hospital use; parts and pieces                        |

Source: <https://www.saude.mg.gov.br/images/documentos/RESOLU%C3%87%C3%83O%206963.pdf>

<sup>65</sup> CNAE refers to the acronym of National Classification of Economic Activities

## ANNEX III - Classification of the Risk Degree of Economic Activities

I - high risk: economic activities that require sanitary inspection and prior documentary analysis by the body responsible for granting the sanitary permit, before the establishment's operation begins;

II - low risk B: economic activities whose start of operation of the establishment will occur without carrying out a sanitary inspection and prior documentary analysis for the granting of the sanitary permit by the responsible agency;

III - low risk A: economic activities exempted from Sanitary Licensing for operation and functioning.

## ANNEX IV - Steps for Regularization with ANVISA

1. For a company to operate in the health products market, it is essential to have the Authorization for the Operation of Companies (AFE) and develop a solid quality system. In addition, it is necessary to register medical devices with ANVISA.
2. The logic is that the higher the risk class of the product, the greater the requirements. In Brazil, according to the Ministry of Health, there are 44 thousand items registered at the agency and, around 14 thousand new items are launched each year. The regulation of health surveillance is done by resolution RDC nº 81/2008. In general, the steps for regularizing imports are as follows:
3. Registration: in order to have access to ANVISA's services, interested companies must, first of all, perform their registration through the Business Registration System and the user registration through the Security System.
4. Definition of the Size of the Company: during the registration process, an important step is the definition of the size of the company, as it influences, for example, ANVISA's surveillance fees. Companies can be classified into five groups: Large (I and II), Medium (III and IV), Small and Microenterprise, according to their annual gross sales.
5. Petitioning: After registration, any request for services with ANVISA must be made through a petition, defined in accordance with the Subject Code and the Generating Fact. It defines the fees that will be charged by ANVISA for the inspection process, and that vary according to the size of the company.
6. Payment of Fees: After defining the service, the company will need to pay the Sanitary Surveillance Inspection Fee (TFVS), according to the Generating Petition Fact. There are some cases of TFVS exemption, which can be consulted directly on the ANVISA Portal.
7. Generation of Protocol and Monitoring: Finally, each petition with ANVISA generates a protocol number (Physical, Virtual, Mandatory or Optional) that must be used by the interested party to monitor their request.

(<http://antigo.anvisa.gov.br/english>)



## ANNEX V - Companies that Offer Registration Services

### VERA ROSAS

Ms Heloiza Chirnev  
 Rua Batataes, 376 – Jd Paulista  
 01423-010 São Paulo – SP  
 Tel: +55 11 3889-0875  
 heloiza@verarosasregistro.com.br  
[www.verarosasregistro.com.br](http://www.verarosasregistro.com.br)

### REGISTRALE

Mr Régio Machado Bertoldo  
 Cel: +55 61 8218-0303/+55 61 7812-6237  
 SIA TRECHO 03 Lote 985 – Bloco D sala 205-208  
 71200-030 Brasília – DF  
 Tel: +55 61 3033-4040  
 reglo@registrale.com.br  
 tecnico.correlatos@registrale.com.br  
[www.registrale.com.br](http://www.registrale.com.br)

### LATINI & ASSOCIADOS

Mr. Roberto Latini - rlatini@latini.com.br  
 Av. Ver. José Diniz 2270  
 04607-001 São Paulo - SP  
 Tel: +55 11 5090-5080  
[www.latini.com.br](http://www.latini.com.br)

### LA CONSULTORIA

Ms. Márcia Aguiar – marcia.aguiar@laconsult.com  
 Rua Purpurina 131 cj 98  
 05435-030 São Paulo - SP  
 Tel: +55 11 3034-0018/ 3031-0071  
[www.laconsult.com](http://www.laconsult.com)

### CROFT HAWK

Mr Daniel Rosenthal – CEO  
 daniel.rosenthal@mandalabrasil.com.br  
 Daniel.rosenthal@crofthawk.fr  
 Cel +33 6 61 94 90  
 Tel+ 55 11 3323-1682  
 HQ in France:  
 69, rue Sommeiller  
 73000 Chambéry France  
[www.crofthawk.fr](http://www.crofthawk.fr)  
[www.mandalabrasil.com](http://www.mandalabrasil.com)

## ANNEX VI - Taxes on Imports

### **II - Import tax (Import tax)**

Also known by the acronym II, the import tax is the first tax that the buyer has contact with. It is in all countries and is used to regulate international trade. Unlike the other taxes that we will talk about here, this tax only appears for import operations.

The billing proceeds as follows: transactions between individuals where the amount is less than US \$ 50 an exemption of 60% occurs. For other cases, the tax is around 60% and must be multiplied by the value of the product and freight plus ICMS.

### **IPI - Tax on industrialized products**

Belonging to the domestic category of taxes, the IPI is a tax that, in addition to being levied on foreign industrialists, is also on industrial products that were produced in Brazil for a different value, of course. For those who want to import items from other countries, the amount paid is equal to that of a Brazilian industry, since the Government equates an importer to an industry. The rate ranges from 0 to 300%, this will depend on the type of product. As there is a wide variation in value, the best way to find out is to check the TIPI (Table of Incidence of Tax on Industrialized Products).

However, the basis of calculation for imports is the sale price of the goods plus the import tax and common rates such as (freight, insurance, among others).

### **ICMS - Tax on Circulation of Goods and Services (Tax on Circulation of Goods and Services)**

ICMS is a well-known tax and attributed to Brazilian states. It is governed by Complementary Law 87/1996 (Kandir Law) which was later amended by complementary legislation of 92/97, 99/99 and 102/2000.

Its value can vary from 7% to 25% depending on the state in which the product or service is intended. Also, since 2013 there is a 4% rate on interstate transactions, charged whenever the product is imported into another state for the first time. But for this it is important that the merchandise has not gone through any industrialized process and that its imported materials correspond to up to 40% of its totality. This rule does not apply to products imported from outside the country.

### **Import PIS (Import PIS)**

Known as a contribution to the Social Integration and Formation Programs for the Civil Servants' Patrimony, this is a tax in which about 1.65% is charged for most imported products.

(continue)

**Cofins - The Social Security Financing Contribution**

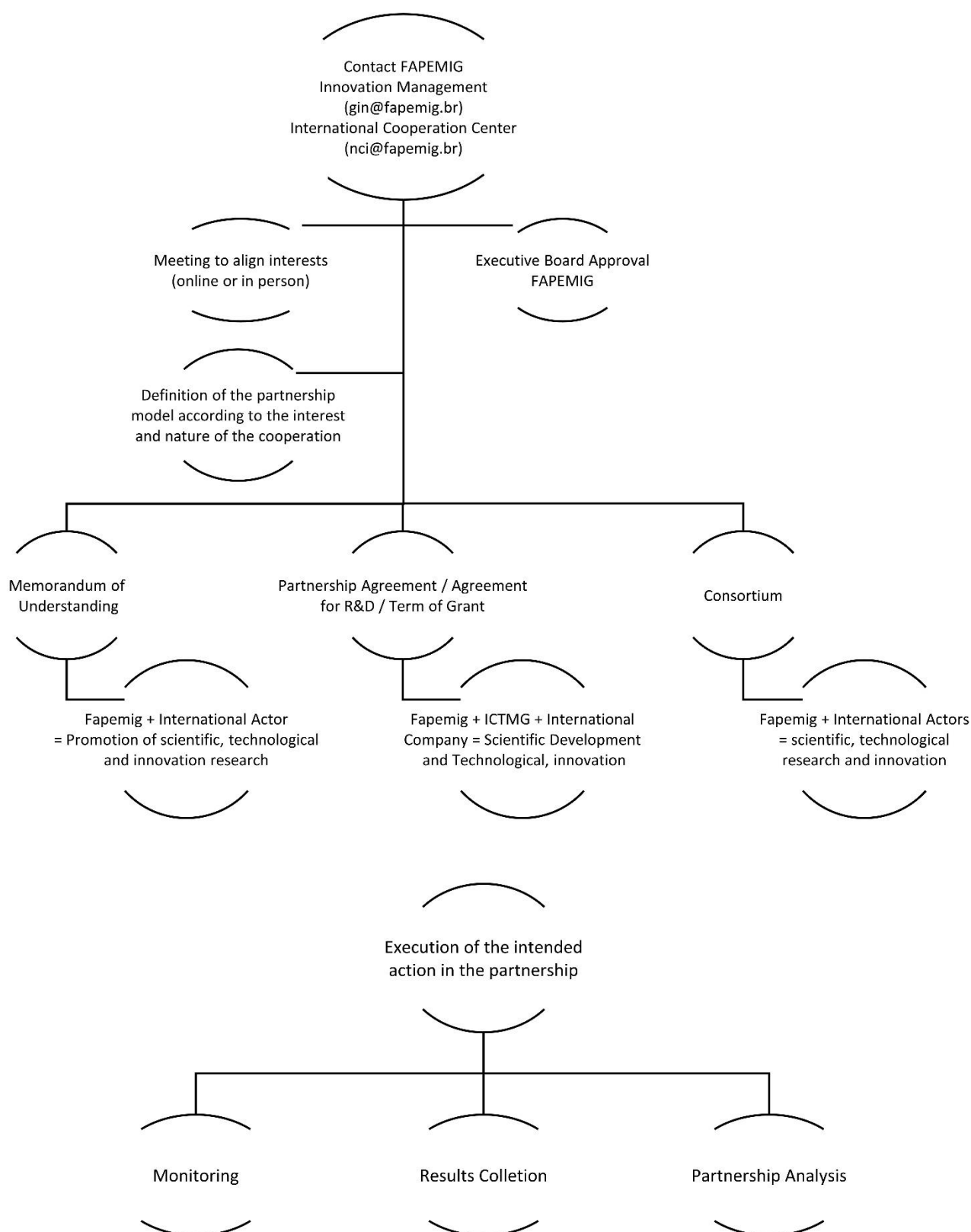
It is another very common tax, charged in several operations, including imports. In this case, the value is 7.6% for most imported products.

**ISS - Tax on Services of Any Nature**

It is a tribute to the provision of services by both companies and self-employed professionals. It depends on the rules of each municipality, so it is important to know the municipal legislation.

In addition, it is only charged to those who will receive a service if it is withheld at source. Otherwise, it is the provider who must collect it. Its rate is 5% on imports of services from outside the country. They are specified in supplementary law 116/2003.

## ANNEX VII - Steps in FAPEMIG's International Cooperation Process



Source: FAPEMIG

## ABOUT NBSO BELO HORIZONTE

The Netherlands Business Support Offices (NBSOs) comprise a network of 22 offices in 9 countries, set up by the Ministry of Economic Affairs (via Netherlands Enterprise Agency) specifically to support Dutch businesses in their international activities. The NBSOs are particularly effective in supporting small and medium-size enterprises (SMEs).

NBSO Brazil is part of the Dutch Economic Network in the country, which is formed by the economic departments of the Embassy of the Kingdom of the Netherlands in Brasília, the Consulates General in Rio de Janeiro and São Paulo, in addition to the NBSO offices itself (in Belo Horizonte and Porto Alegre).

NBSO Belo Horizonte excels in informing Dutch companies and entrepreneurs about how to do business in Brazil, and more specifically in the state of Minas Gerais, providing privileged information about the possibilities of business and investments, in addition to offering guidance on exporting products to Brazil or establishing a company.

Chief Representative Belo Horizonte: Willem Moraal

E-mail: [wmoraal@nbso-brazil.com.br](mailto:wmoraal@nbso-brazil.com.br)

Deputy Representative Belo Horizonte: Luisa Rates

E-mail: [luisa.rates@nbso-brazil.com.br](mailto:luisa.rates@nbso-brazil.com.br)

## ABOUT BIOMINAS BRASIL

Biominas Brasil is a private institution, founded in 1990, whose mission is to connect people to build successful businesses and create innovation environments for bio in Brazil. Biominas' activities are based on 4 fundamental pillars: Academy (creation of courses and modules of education/training of human resources in life sciences); Think Tank (production of report/studies on the life sciences market in Brazil); Corporate (together with large and medium-sized companies, works to establish corporate innovation and relationship with startups); Innovation Builder (creation and development of promising startups). These pillars encompass a series of initiatives and services that consolidate Biominas as the most relevant institution working with innovation in life sciences in Brazil.

With customized solutions developed according to the client's specifications, Biominas Brasil is the perfect partner for the development of life sciences business in Brazil. The institution stands out in view of its exclusive focus, expertise, and large network in life sciences, nationally and internationally, in addition to professionals that provide specialized technical knowledge and market vision.

CEO: Eduardo Emrich

E-mail: [eduardo@biominas.org.br](mailto:eduardo@biominas.org.br)

Business Director: Arthur Nigri

E-mail: [arthur@biominas.org.br](mailto:arthur@biominas.org.br)



Netherlands Enterprise Agency



**BiominaS**  
BRASIL



This is a publication of  
Netherlands Enterprise Agency  
Prinses Beatrixlaan 2  
PO Box 93144 | 2509 AC The Hague  
T +31 (0) 88 042 42 42  
E klantcontact@rvo.nl  
www.rvo.nl

This publication was commissioned by the ministry of Foreign Affairs.

© Netherlands Enterprise Agency | March 2021  
Publicationnumber: RVO-068-2021/RP-INT

NL Enterprise Agency is a department of the Dutch ministry of Economic Affairs and Climate Policy that implements government policy for Agricultural, sustainability, innovation, and international business and cooperation. NL Enterprise Agency is the contact point for businesses, educational institutions and government bodies for information and advice, financing, networking and regulatory matters.

Netherlands Enterprise Agency is part of the ministry of Economic Affairs and Climate Policy.