



**THE ISRAEL EXPORT &
INTERNATIONAL COOPERATION INSTITUTE**



Ministry of Economy and Industry
Foreign Trade Administration



ISRAEL
Inspired by *innovation*

GREATER NY DENTAL MEETING

November 25-28, 2018



Diversity is the Backbone of Israel's Dental Industry

The Israeli dental device industry includes more than 100 manufacturing firms. Some companies have reached international recognition, and became leaders in their own field. As a result, a few major acquisitions of Israeli companies took place within the last years: the very recent acquisition of **MIS by Dentsply Sirona** for \$375M in 2016, the acquisition of **AlphaBioTec by Nobel Biocare** for \$95M in 2008 or the acquisition of **Cadent 3D Scanner by Align Technology Inc.** for \$190M in 2011. According to the World Economic Forum's Global Competitiveness Report 2016-2017, **Israel is the 2nd most innovative country dental technologies included.**

In addition, there are multiple other companies that offer a whole gamut of **solutions aiming to enhance clinical performance, reduce chair time and increase efficiency and ease of treatment for both dentists and patients.** Thus, Israeli dental products are considered value products and are highly competitive in global markets. Some of these companies are already established in the market, while others are at the R&D or early revenue stages. Indeed, between 2012-2014, the aggregated exports of Israel's dental industry surpassed \$500 million.

North America is currently the largest export market for Israel's dental industry. Israeli dental companies are looking for distributors and/or strategic partnerships to enhance their growth and some offer OEM.



**THE ISRAEL EXPORT &
INTERNATIONAL COOPERATION INSTITUTE**

Israel Export Institute

The Israel Export & International Cooperation Institute, supported by member firms, private sector bodies and the government of Israel, advances business relationships between Israeli exporters and overseas businesses and organizations. By providing a wide range of export-oriented services to Israeli companies and complementary services to the international business community, the Institute helps build successful joint ventures, strategic alliances and trade partnerships.

The IEIC's Life science Department is the leader in business matching between the more than 1200 companies in the Israeli life science industry and worldwide business partners at all levels. It has proven ability to identify and match suitable potential business partners, organizes one-on-one business meetings, and is a focal point for contacts with the government as well as with the industry.

Discover the Israeli Dental Technologies with IEICI.

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Ministry of Economy and Industry
Foreign Trade Administration



Israel Economic Mission to North America, New York Office

The Foreign Trade Administration at the Ministry of Economy and Industry is responsible for managing and directing the international trade policy of the State of Israel. The Administration's main fields of activity include promotion of trade and exports, initiating and maintaining trade agreements, attracting and facilitating foreign investments and creating strategic cooperation with foreign companies.

The Economic Mission in NYC aids local organizations and businesses in identifying innovation partners and investment opportunities in Israel, and helps Israeli companies find strategic partners and investment from the United States. The ultimate objective is to create business opportunities and long-lasting commercial relationships. Our team can assist in identifying adequate solutions, partners and connecting with potential collaborators.

For further information, please visit our web site www.israeltrade.nyc or contact us directly:

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Type						Looking for				
Equipment	Devices & Tools	Dental Materials	Pharmaceutical	Lab Equipment & Materials	Training - Education	Distributors	Clinics and Dentists	Laboratories	Manufacturers	OEM, Private Labels
	■								■	■
	■					■			■	■
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Carmex Precision Medical Drills



Category | Sub-category:
Drills for dental implant



Company Status:
Manufacturing



Target Entities:
Dental implant companies

Carmex Precision Medical drills manufactures a wide range of medical drills at our state-of-the-art machine center facility.

Our products and the service we provide live up to the highest standards and outperform them.

Most of our customer's requirements are supplied immediately from our readily available stock.

In addition to Carmex's unyielding strive for high quality and service we are certified by: ISO 13485:2016, ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2018, CE directive 93/42/EEC.



Stand 425



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FORUMTEC

Dental Solutions & Beyond

Forum Technologies



Category | Sub-category:

Endodontics - Apex locator, Implantology - Implant locator



Company Status:

Revenue growth



Target Entities:

Distributors, Dental Implant Manufacturers,
OEM Customers, Private label

Forumtec strives to be the leader of the dental devices' world with innovative technologies.

Forum's Apex locator: Bingo Pro and Novapex N31 are based on a unique patented technology. Since 1987, Forum has developed, produced and marketed its apex locators both as its own brands and as OEM products. 30% of the world apex locators are based on our technology, under brand names of leading international dental companies.

Forum's Implant Spotter accurately detects implants covered by gum tissue in a two-stage implantology. It is the first innovative implant detector that minimizes pain and reduces healing and chair time to maximize the benefit for both the patient and the dentist.



Stand 523



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*Kapilavi Implants
Education*

Kapilavi Implants Education



Category | Sub-category:

Continuing education : All on 4/6 and Zygoma training courses with live surgeries, Hands on, Cadaver hands on courses.



Company Status:

Revenue growth



Target Entities:

Dental organization courses, implant producers and institutes, as well as individual dentists

Kapilavi Implant Education curriculum is highly professional, uniquely individualized, comprehensive and systematic.

Our courses are scientifically based, and provide the essential and didactic knowledge and skills needed for the participants to immediately work at their clinics with a real confidence and predictable results.



Stand 526



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Oimplant



Category | Sub-category:

Dental Devices: Wireless implant prosthetic parts screwdriver



Company Status:

Revenue growth



Target Entities:

Implant companies, Distributors

Oimplant manufactures a unique wireless screwdriver replacing a hand driver.

This allows for great improvement in speed, safety and comfort for the manipulation of the prosthetic, healing caps, abutments, and all other screw-able parts.

Currently we are distributing our product in small quantities but we are widely used in Israeli hospitals and hundreds of private clinics. We have supporters from opinion leaders around the world.



Stand 524



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Perflex



Category | Sub-category:

Materials for clinics & labs, lab equipment



Company Status:

Revenue growth



Target Entities:

Distributors, laboratories and dentists

Perflex manufactures innovative thermoplastics for flexible partials and full dentures that are adjustable, fixable and reliable with conventional acrylics, even chair-side.

NEW! Biosens resin is available in transparent discs for CAD partials!

Biosens CAD transparent resin is the ideal substitute for the traditional metal-based frame-works.

Biosens CAD is the healthy and the clear choice alternative for an aesthetic partial denture!



Stand 525



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PolyPid Ltd.



Category | Sub-category:

Biopharmaceutical - Drug delivery, Periodontitis, Peri-implantitis



Company Status:

Late Clinical Stage (Phase 3)



Target Entities:

Manufacturers of professional dental solutions

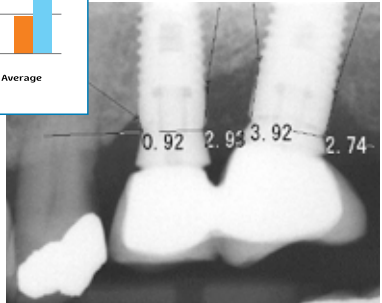
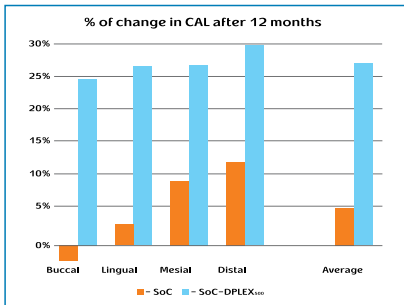
D-PLEX: a unique extended release profile of antibiotics; a paradigm shift in prevention and treatment of infections in bone and soft tissue

PolyPid is focused on developing and commercializing novel, locally administered therapies using its transformational PLEX (Polymer-Lipid Encapsulation Matrix) technology, with an initial focus on the management of post-surgical site infections.

PLEX-based products have demonstrated outstanding anti-infection activity and excellent safety profile during clinical trials in challenging clinical indications with over 100 patients. This includes a study with PLEX-doxycycline combined with bone graft in peri-implantitis patients, showing excellent effect on bone gain following 6 and 12 months of treatment.



Stand 423



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TAV Dental



Category | Sub-category:

Dental implants, accessories & tools from zirconia and titanium



Company Status:

Revenue growth



Target Entities:

Distributors

With 4 decades of experience in the medical industry, TAV Dental (a division of TAV Medical) focuses on the development, manufacturing and marketing of innovative dental implant systems, produced in-house by advanced technologies and uncompromising quality.

TAV Dental implant systems includes different connection platforms and unique materials, for a variety of surgical indications: from titanium implants with Internal Hex connection (ideal for most bone types) – to those with conical connection (whose advanced design enables strong and stable fit between implant and abutment) and Zirconia Implants, available as one piece and two-pieces screw retained model with internal hex connection.



Stand 422



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This publication is for informational purposes only. While every effort has been made to ensure the information is correct, The Israel Export & International Cooperation Institute assumes no responsibility for damages, financial or otherwise, caused by the information herein.

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Ministry of Economy and Industry
Foreign Trade Administration



SAVE
THE
DATE!

ISRAEL
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at

IDS 2019

March 12-16

Hall 10.1 | Cologne | Germany