



**UROVISION·UROTECH**

A MEDI-GLOBE COMPANY



We are URO



Passion is our drive –  
success our goal

# Table of contents

Get to know us	3
30 years of URO history	5
Innovation from tradition	6
Technology that brings visions to life	9
Well protected against bacterial adhesion	11
A new star in stent universe	13
The great liberty from stones	16
Stone extraction baskets	17
Ureteral stents	18
Nephrostomy	19
Suprapubic urinary drainage	20
Urodynamics	21
Urine bags	22
Specialities	23
We are there for you around the globe	24

# Get to know us

Indeed, everything “below the belt” is what interests us. Urology, i.e., the study of the urogenital tract, is an interesting and wide-ranging field with a multitude of different clinical conditions. We have made it our task to make urological and endourological work easier for doctors and specialists from clinics and nursing homes through excellent diagnostic and therapy-supporting medical devices, as well as to improve patient comfort as much as possible. With 30 years of experience, we are well qualified in what we do.

We don't care about the fancy gimmicks. We work with high market competence and global expertise. Our goal is your satisfaction: We want our customers to receive tangible added value through our products. Be it through impressive product innovations, cost-efficient pricing or our high degree of flexibility in responding to customer wishes.

So get to know us. We are URO by conviction.



“For me, a clear strategy counts. We offer doctors, specialists and patients exactly what they really want: Safety, reliability, relief and comfort in everyday life. This is our path and our passion.”

**Christian Klein**

Managing Director



# 30 years of URO history

In 1805, Philipp Bozzini, an endoscopic idealist, had the idea of using an instrument consisting of various mirrors, tubes and a candle to bring light into the interior of human bodies during operations. The Berliner Maximilian Nitze turned this ineffective prototype into the first water-proof ureteroscope with a light bulb and image-magnifying optics, which he presented to the Dresden Pathology Department in 1877. The birth of modern urology. In the 1980s, new, ever smaller endoscopes made the inspection of kidneys and ureters possible. Since then, endourology has been characterised by the development of innovative devices and the further expansion of instruments.

The UROTECH company was founded in 1989 in Bad Aibling near Rosenheim in the midst of a real spirit of optimism in endourology. The company specialises in the development and manufacture of disposable medical products for modern urology. UROTECH kept its finger on the pulse of time: The Management maintained a lively exchange with luminaries from the field of urology and implemented their ideas for innovative products and technologies in the companies own production in respected prototypes and later series. This is how Urotech quickly made a name for itself as a reliable and service-oriented partner in urology.

The close cooperation with the English company Biocompatibles UK Ltd., which developed the Phosphorylcholine coating for improved biocompatibility of ureteral stents and many other medical products, led to the acquisition of UROTECH by Biocompatibles in 1997. In the same year, the former UROTECH owner founded another company in Bad Aibling specialising in urology based on his extensive know-how: *UROVISION Gesellschaft für medizinischen Technologie-Transfer mbH* (Urovision Society for Medical Technology Transfer mbH), which also develops special urological products for hospitals, doctors' practices and nursing homes. At the beginning of the 21st century, global players became aware of UROVISION and UROTECH, two companies that were active and successful in a prospering medical sector. The Medi-Globe Group, a leading international manufacturer of endoscopic interventions, offered both companies the opportunity to grow under the umbrella of the Medi-Globe Group.

This is how in 2012 what belongs together right from the start came together: UROTECH and UROVISION as a strong duo with a high level of competence in urology and endourology. Achenmühle in Bavaria/Germany is the base for development for the world market today and in the future. URO from Bavaria – a success story with a rapid expansion course.

# Innovation from tradition

We've always had a lot on our mind – and we still do. Essentially, the aim is to develop effective “simplify” products, to make innovations come true in close cooperation with experts from the urological community, to increase efficiency and to improve the quality of life of patients. We see ourselves not only as a provider of high-quality medical products and services, but also clearly as a partner to doctors, healthcare professionals and patients.



# From Bavaria to the world

It is always said that Bavarians like to hold on to traditions. So do we. The tradition of our Bavarian-based company is to give priority to progress and accountability. For us, progress means that people who are involved in urology – whether as doctors, healthcare professionals or patients – gain greater benefit from our smart product innovations or product improvements. In addition, we keep an eye on our overall corporate responsibility. This means, for example, a high level of cost awareness and the promotion of team spirit, while taking into account the personalities of all employees in our company.

It is a challenge to remain true to our tradition in a global world. But we can do this. And it never gets boring with us.



### **Biofilm: Undesirable despite “organic”**

Proteins and bacteria have a high binding affinity to the standard material used for ureteral stents. Bacteria form an extracellular matrix (biofilm) which protects them from influences such as antibiotics. As a result, a catheter-associated urinary tract infection (CAUTI) that is difficult to treat can develop. The bacteria also produce urea-cleaving enzymes (ureases) that increase the pH value on the implant surface. If the pH value exceeds the neutral point (pH 7), salt molecules dissolved in the urine precipitate and



crystallize on the implant surface. This incrustation impairs the function of the implant so that urine drainage is no longer guaranteed. As a consequence, the implant must be changed frequently.

### **PC treatment minimises buildup**

PC-treated ureteral stents are coated with a thermal and biological mechanism that protects the implant from the typical surrounding adhesions and keeps the pH of the implant surface constant.



# Technology that brings visions to life

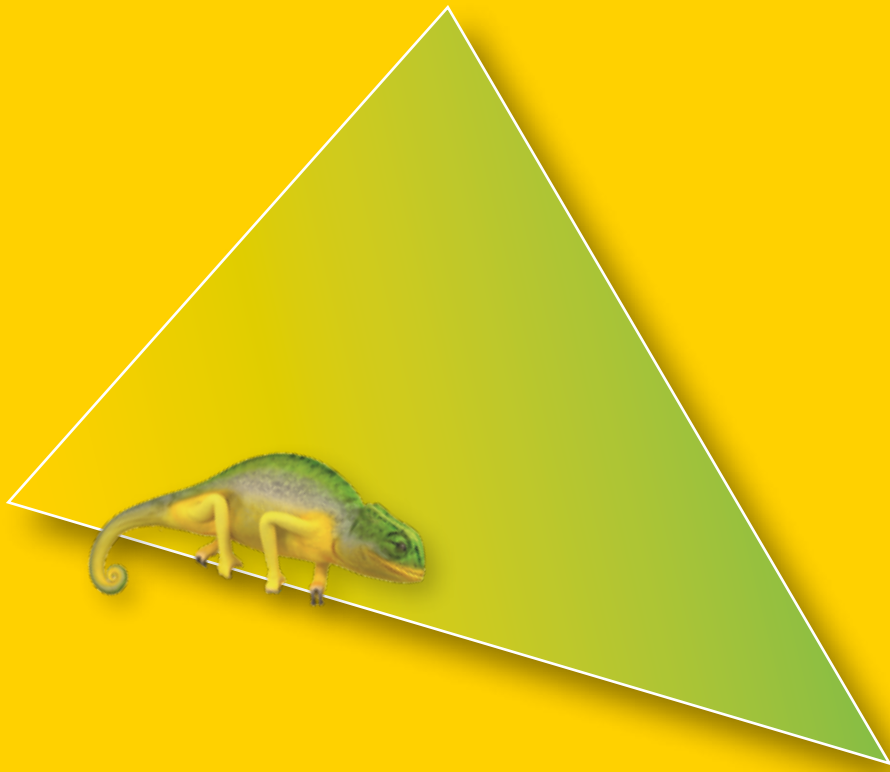
Time and again we have managed to turn an idea into an innovative and appreciated product for routine urology. For instance, with the anti-adhesive stentsurface. The PC coating minimises adhesion.



## **Unique and “camouflage capable”:** PC-treated urological implants

Phosphorylcholine (PC) is a biocompatible, durable sealant for the implant surface. For example, PC forms a protective film that prevents incrustations. This is a decisive advantage – not only for urology, but also for other health-related areas (coronary stents, contact lenses, etc.), where it is important to minimise or ideally completely prevent adhesions.

The perfect biological  
camouflage by PC is the  
origin of our mascot



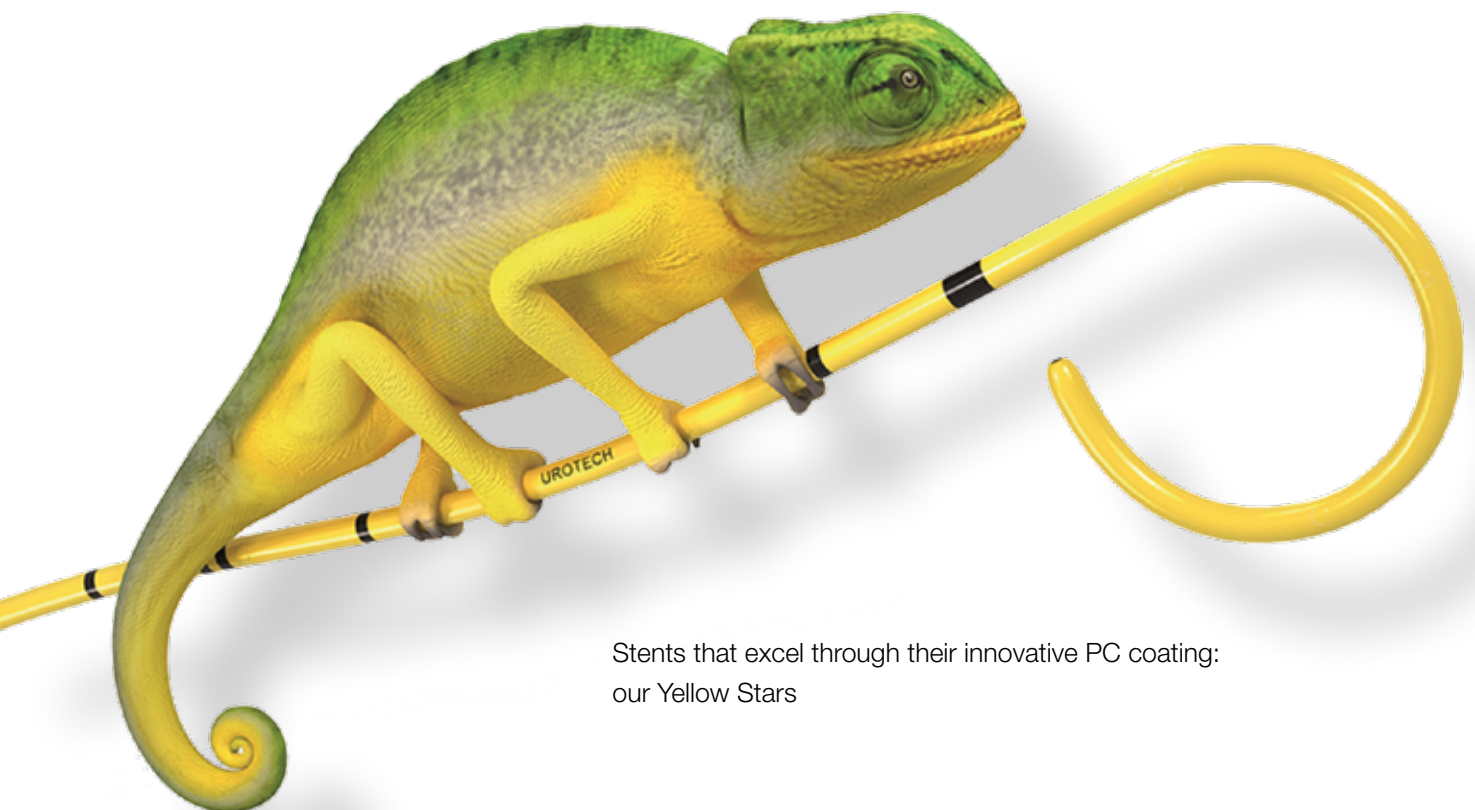
# Well protected against bacterial adhesion

We are the only company to use PC in our urological implants since its development 20 years ago. We have proven that PC treatment significantly reduces the risk of incrustations and infections. This allows the service life of ureteral stents to be extended. A step forward for urology, more comfort for patients and also economical in terms of healthcare costs.

PC-treated ureteral stents reduce

- stent associated morbidity significantly
- the incidence of urinary tract infections significantly
- the cost of accompanying medication (anticholinergics, antibiotics)

You will come across our “pet” time and again: a pretty chameleon. With its adaptability to the surrounding environment, it is a symbol for our innovative PC-treated stents. Sometimes camouflage is everything.



Stents that excel through their innovative PC coating:  
our Yellow Stars

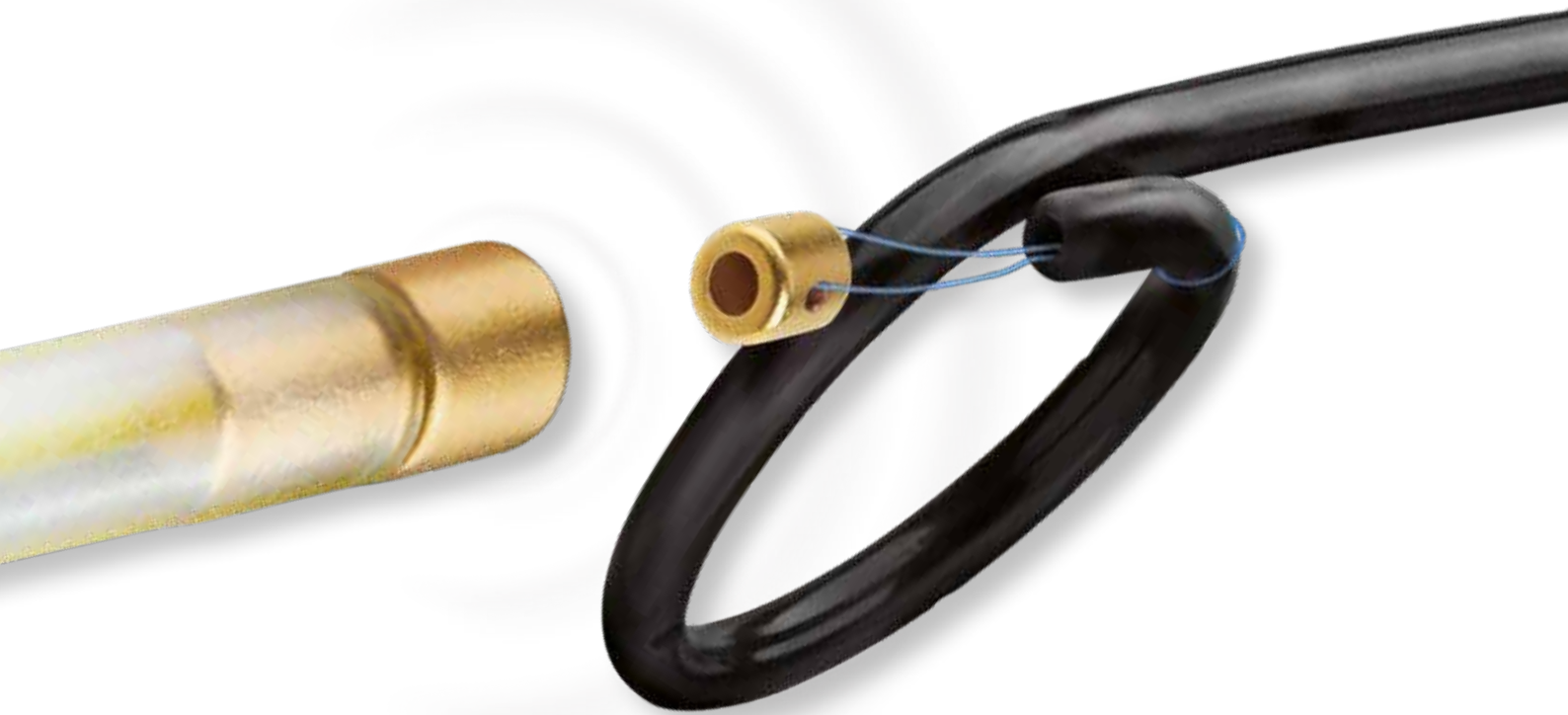
# Innovations for the world

The prevalence of urinary stone disorders in German-speaking countries is five percent. Reason enough to be classified as a widespread disease. In other regions, the number of people affected is significantly higher – in the USA, for example, up to 15 percent. Whether urolithiasis, acute or chronic obstruction of the urethra, preparation for extracorporeal shock wave lithotripsy (ESWL) or other endourological diseases: Many urological indicators always have a common basic requirement: an ureteral stent.

# A new star in stent universe

Of course, we have ureteral stents in all variants in our assortment. And we have further developed the ureteral stent. An ingenious, highly effective product has emerged out of an idea, which established a new era of ureteral stents. May we present:

## Magnetic Black-Star



With the Magnetic Black-Star, we have started a small revolution. The most innovative DJ stent on the market that does not need cystoscopy to be removed. Magnetism makes it possible.

# Small magnet, large effect

Ureteral stents have been used over 100 million times worldwide. Of course, this can also lead to complications. The advantages of the Magnetic Black-Star ureteral stent, which is made of radiopaque, biocompatible aliphatic polyurethane, are obvious:

- › no second intervention for stent removal
- › no operating room with a team
- › no anaesthesia
- › no anaesthetic risk
- › low risk of microbial propagation
- › low costs
- › high patient satisfaction



# Better than a cystoscopy

Clinical studies have documented the speed, low rate of complications and economic efficiency of the new Magnetic Black-Star ureteral stent. The removal is performed in under 30 seconds for 95 percent of patients. The patients hardly reported any symptoms (measured by ureteric stent symptoms questionnaire, USSQ). Sedatives or painkillers do not usually have to be administered.

The magnetic, black ureteral stent was developed in cooperation with the internationally renowned urologist Prof William Taylor (Vancouver). The highlight: A thread with a small magnet at the distal end of the stent and a specially-developed Tiemann catheter with a magnetic tip – the retrieval device. There is a strong magnetic field between the magnets. During removal, the retrieval device is introduced through the urethra into the bladder and rotates in a 360° movement, which securely connects the two magnets. The stent is then removed with a slow, continuous pull. The Magnetic Black-Star, which is inserted for a period of up to 30 days, can usually be removed without complications in under 30 seconds and as painless as possible for patients.



We are proud of the fact that our innovative method of magnetic stent removal is becoming increasingly established internationally in the urological practice. And also in gynaecology – for example, in the protective use in ovarian carcinoma or cervical carcinoma surgeries.



# The great liberty from stones

The treatment of urolithiasis is the focus of our endourological products. We have developed an all-round concept that has satisfied many of our customers. Because we offer a wide range of products for sophisticated urological diagnostics and various therapeutic techniques. This allows a tailor-made and thus optimal treatment strategy to be implemented for each patient.

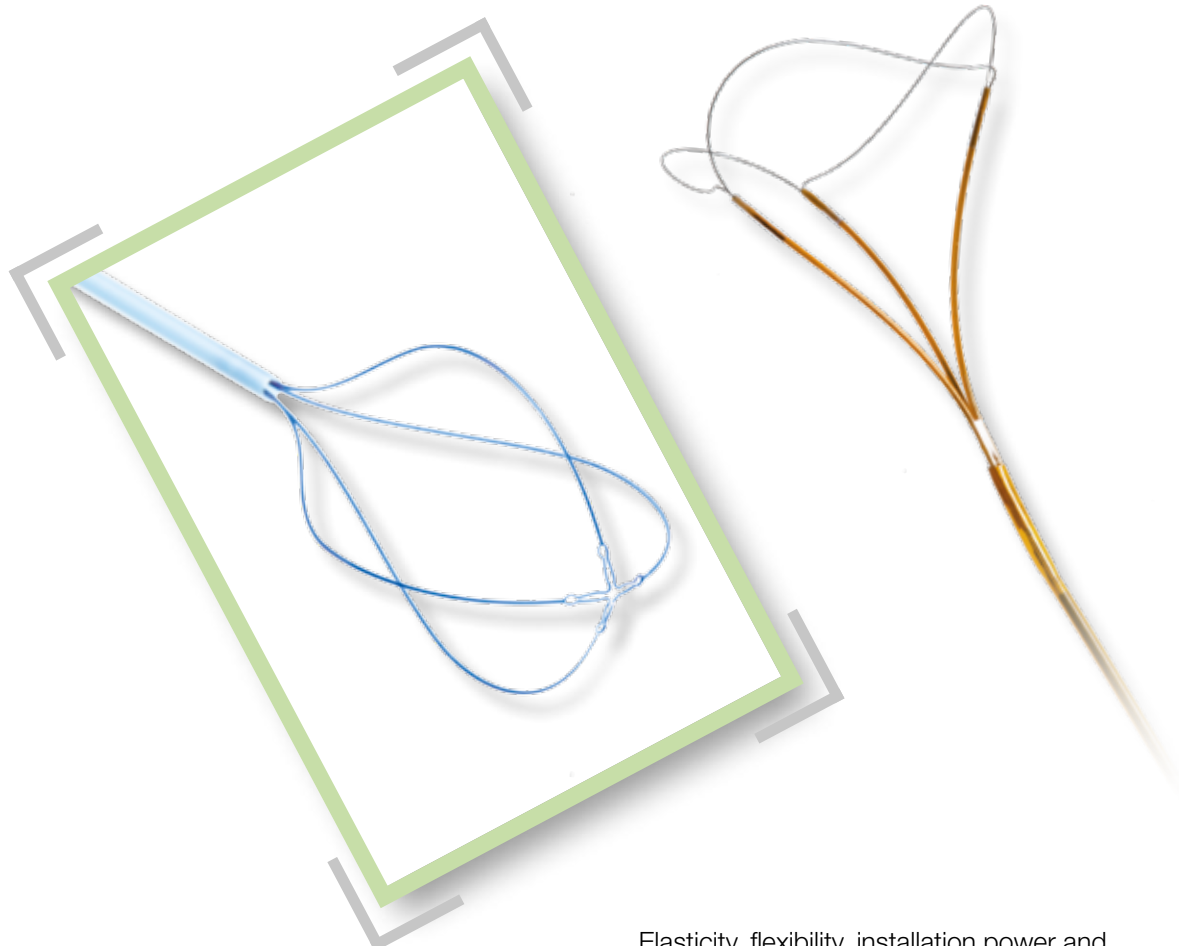
Our partners can therefore benefit from an excellent all-round concept. The range extends from the high-quality ureteral access sheath equipped with a patented locking mechanism, the highest quality stone extraction baskets and the highest quality accessories to the most innovative ureteral stent that can be removed without cystoscopy.





# Stone extraction baskets

Among a multitude of possibilities to remove calculi from the kidney and urinary tract, extraction with the help of the stone extraction basket is still the gold standard. We offer a wide and high-quality CE-certified range of stone extraction baskets: Tipless or with tip, straight and helical wires without and with filiform tip, different sizes, diameters as well as specialties such as a fully mobile hybrid from gripper and stone basket. Our mission: Maximum safety when extracting large and extremely small stones.



Elasticity, flexibility, installation power and one-to-one rotation transmission of our stone extraction baskets extend the scope for action.

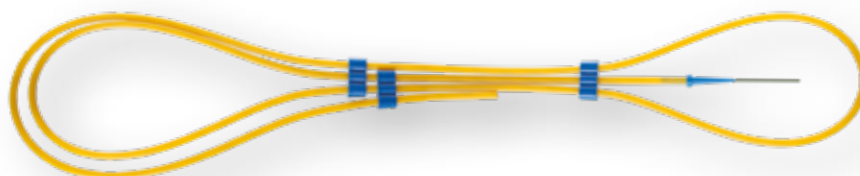
top left: NiTAN\*

top right: StoneWrapper Hybrid\*

*\*Not in all countries available*

# Ureteral stents

We offer a comprehensive range of ureteral stents and sets for a wide variety of applications. These include ureteral stents for adults and children made of biocompatible aliphatic polyurethane with and without PC treatment and perfect radiopacity. Of course, the range also includes suitable accessories such as pushers and guide wires. With the magnetic ureteral stent Magnetic Black-Star, you will discover the most innovative product currently available on the ureteral stent market.



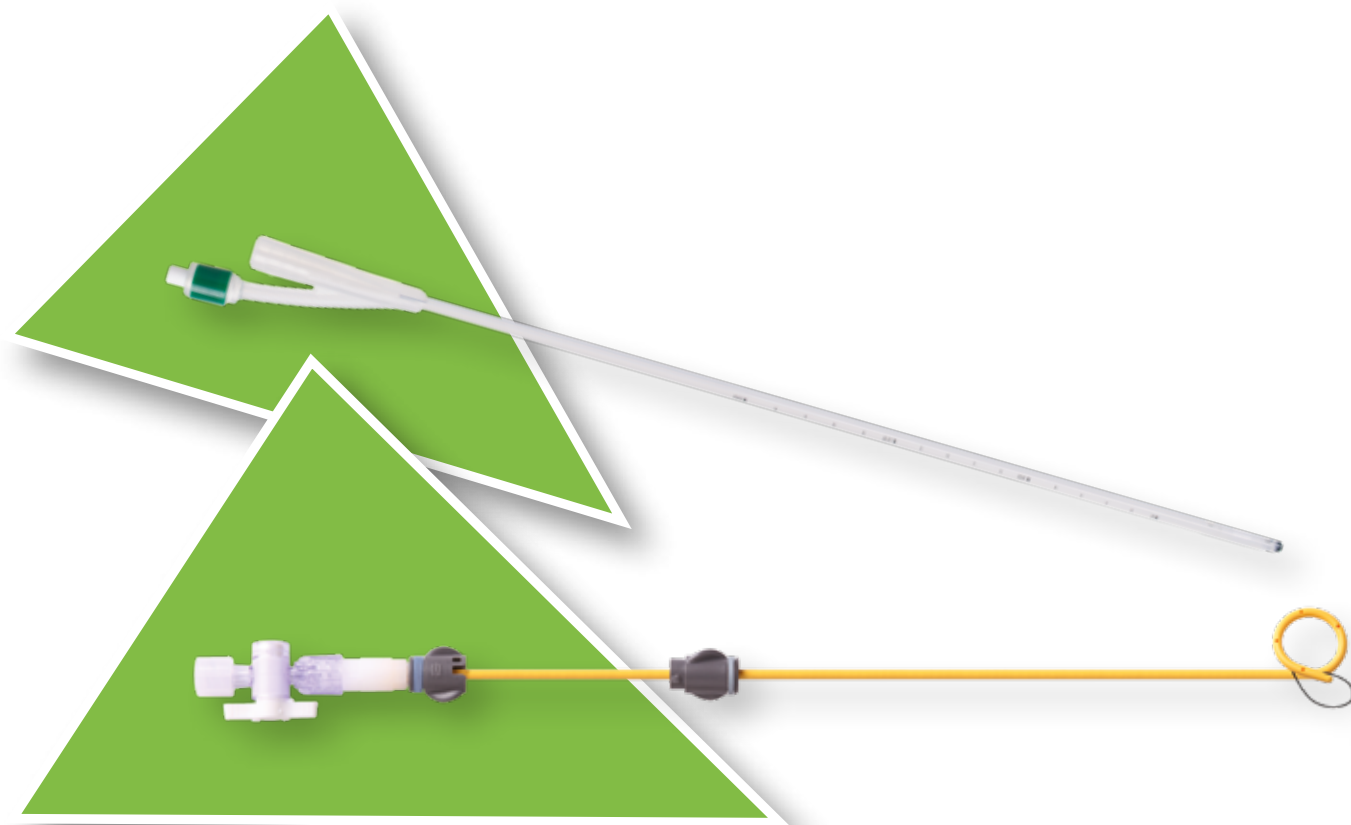
Guide metalliche orientabili



VISIOFLUX single-J stent ureterali-set

# Nephrostomy

For the nephrostomy field, we offer a whole range of catheters and specially tailor-made sets for all common application techniques such as the Seldinger, direct or 2-step nephrostomy. The product range includes balloon catheters, pigtail catheters, catheters with and without PC coating as well as all necessary components that enable an insertion method tailored to the individual patient. A special feature is the pigtail catheter with Magnusson-Locking-System, which completely eliminates the need for a skin suture and offers the patient a high degree of comfort.



# Suprapubic urinary drainage

Our systematically structured programme for suprapubic urinary drainage includes puncture and exchange sets in various models. Balloon catheters and pigtail catheters are distinguished by their excellent tissue compatibility and low tendency to incrustation; they are suitable for short or long-term urinary drainage.

The Visioslide coating on some of our transurethral and suprapubic catheters and the universal adapter is a special feature. It ensures extremely smooth surfaces, very good gliding properties and makes the catheters resistant to abrasion both inside and outside.



# Urodynamics

Our range of standard and special catheters has been developed to meet the specific diagnostic needs of patients with pelvic floor dysfunction. This means: Products that are flexible to use as well as practical and comfortable for patients.

Our urodynamics portfolio includes two- and three-lumen bladder pressure measuring catheters with and without spacer rings as well as rectal pressure measuring catheters and the necessary feed lines. Altogether, the perfect accessories for urodynamic measurement.



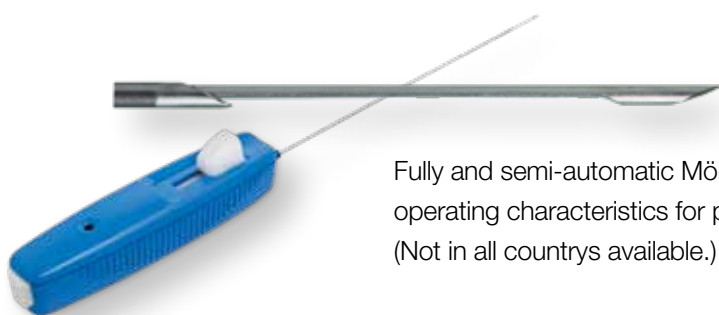
# Urine bags

Our recommendation for safety, comfort and efficiency in continence care is called URELIA. URELIA is your partner if patients need an urine drainage system in the short or long term: Our URELIA products are perfectly adapted to the individual requirements and offer comfortable holistic care in clinical use, in geriatric and nursing care as well as at home.



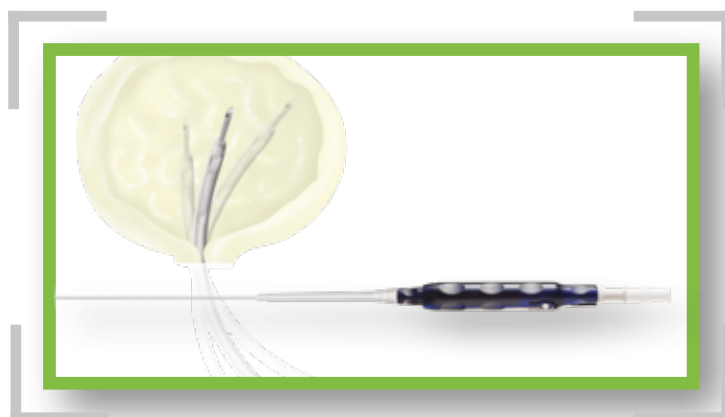
# Specialities

We offer a wide variety of disposable special products for a wide range of applications that have one thing in common: the combination of outstanding performance, safety you can count on and excellent cost-effectiveness, as sterilisation and maintenance costs are eliminated. Here are a few examples:



Fully and semi-automatic Möller disposable biopsy device with optimum operating characteristics for problem-free one-hand operation.  
(Not in all countrys available.)

The flexible Botox injection needle that makes the urogynaecological BTX procedure precise and safe.



The PROTIS disposable biopsy cannulas for use in reusable biopsy devices (Möller Blue).



# We are there for you around the globe

UROTECH and UROVISION belong to the Medi-Globe Group, a company with high commitment, great efficiency and a solid financial structure. With 150 employees at our location in Achenmühle near Rosenheim, our own branches in the Czech Republic and Austria and worldwide trade partnerships, we ensure that our modern medical products for urology are available to doctors, healthcare professionals and, of course, patients around the globe.

We are learning every day. The changing legal requirements in the countries, the evolving requirements, the medical or medical technological advancements: Thanks to our worldwide network, we are always up to date – and able to react quickly.

Cooperation based on partnership is one of our great strengths. We have an open ear for all players in our field of activity.

We are URO.  
Simply give us a call!

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