

Profiles of the Month November 2025

Top business and technology requests

Are you looking for **sales partners or suppliers abroad**? You are searching for **research and innovation partners**? **Browse now** through our selection of top current profiles of the month!

Experienced Maltese distribution and sales company in Medical Devices sector, seeks manufacturers for commercial and distribution agreements

The company manages, promotes, sells and distributes a vast and varied portfolio of pharmaceuticals, medical devices, medical consumables, generics, food supplements, injectables, vaccines and bio-similars. The company offers its customer networks to relevant manufacturers, as agent or distributor. It is licensed by the Malta Medicines Authority. The list of products on the Malta National Healthcare Sector keeps growing year on year and so the company seeks to partner with reputable and trusted suppliers and remain in a position as a major candidate for government contracts.



Request more information: [BRMT20250903002](#)

Manufacturer of inflatable rubber sheaths (sleeves) with reinforcement fabric and extruded rubber membranes is sought for pressuremeter probes

A French SME specializing in drilling and pressuremeter probes is looking for a manufacturer to supply rubber sheaths and membranes under a commercial agreement. The pressiometric fabric sleeves must be expandable. The ideal partner should have expertise not only in rubber manufacturing but also in working with reinforcement fabrics, in order to deliver high-quality membranes and sheaths. All mechanical requirements of these products remain under the professional control of the manufacturer. The membranes and sheaths protect and optimise the mechanical system.



Request more information: [BRFR20251006005](#)

Hungarian metal company is looking for partners under supplier agreement

The Hungarian company is engaged in metal and sheet metal working, design and manufacture of custom machinery, steel structures, machining, laser cutting. The company would like to conclude supply contracts with its partners in the field of its services. The company offers its customers its experience and innovative approach in the field of engineering solutions. They are committed to quality, reliability and expertise, with each project being carried out to the highest industry standards. The prospective partner values quality and is willing to pay a competitive price. Willingness to work with a partner for the long term is demonstrated by ongoing orders.



Request more information: [BOHU20251007003](#)

Distribution agreement for fertilizers, biostimulants and phytosanitary products

A Spanish company has several business areas related to the development of specialised formulations of fertilizers, biostimulants and natural phytosanitary products. They have their own agro-inputs factory. The company has presence in over 30 countries. In the Agriculture division, they design and manufacture specialized fertilizers, biostimulants and crop protection products. Their fully equipped plant includes a laboratory, greenhouse, reactors, and multiple packaging lines. The company holds REACH, ROPO/RETO and registration according to Regulation (CE) 1069/2009 (Spanish SANDACH). They are looking for distributors of their products. They are looking for a partner with knowledge of the high-value crop market in their region or country.

 **Request more information:** [BRES20251002004](#)

Ukrainian manufacturer of paper tubes/straws seeks commercial agreements

An Ukrainian company produces a range of paper tubes/straws which they would like to introduce on new markets by entering commercial agreements with foreign partners. For production they use modern equipment and high-quality raw materials with respective certification. Paper straws from the company are an excellent replacement for plastic straws. They are biodegradable, environmentally friendly, dense and they do not soak in drinks for up to five hours. By concluding commercial agreements with partners from abroad, the company hopes to add more clients to its portfolio and contact network, gain know-how in the sector of paper straws and steadily increase its business revenue.

 **Request more information:** [BOUA20251006030](#)

A Greek startup is looking for manufacturers, distributors, and suppliers of drone parts for the development of a drone and IoT assembly pilot hub

A Greek startup, is planning to set up a small-scale drone and IoT assembly hub (pilot line) in Thessaloniki, Greece. The company is seeking manufacturers, suppliers, or distributors of drone parts (i.e, sensors, cameras, propellers, batteries, arms, etc) to collaborate on assembly through a pilot facility, intending to obtain CE certification and distribute final products across the EU, Balkans, and Mediterranean regions. The company's goal is to become a strategic hub for unmanned aerial vehicle (UAV) and IoT hardware in Southeast Europe. With secured public funding in a 2-year funding program, the company now aims to expand into drone and IoT sensor assembly through a pilot facility.

 **Request more information:** [BRGR20251002006](#)

A UK based digital healthcare SME developing a clinical decision support software is seeking a software development partner

A UK-based SME, currently developing clinical decision support software, is seeking a software development partner. The software is at the prototype stage, and they are looking for expertise in artificial intelligence and machine learning, as well as experience in building healthcare systems, ideally Electronic Patient Record (EPR) platforms. The goal of collaboration is to accelerate the development of the system's first version.

 **Request more information:** [TRGB20251027004](#)

Digital eco-design tool sought to support the adoption of a patented bio-based polymer composite

An Italian startup has developed a patented bio-based polymer composite made from recycled polymers and wood waste, offering a sustainable and high-performance alternative to traditional plastics. The company is seeking a technology partner to co-develop a digital eco-design tool (software or add-on) to support the material's adoption across design, technical evaluation, and sustainability assessment.



Request more information: [TRIT20251007009](#)

Romanian agri-tech company seeks partners for validation and development of intelligent temperature monitoring system for silo cells

The company is developing an intelligent system for real-time temperature monitoring and control in silo cells to prevent grain spoilage. Partners from agri-tech, agricultural research, or smart equipment manufacturing are welcome to contribute with technical expertise, field testing, and/or distribution support.



Request more information: [TRRO20250529011](#)

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