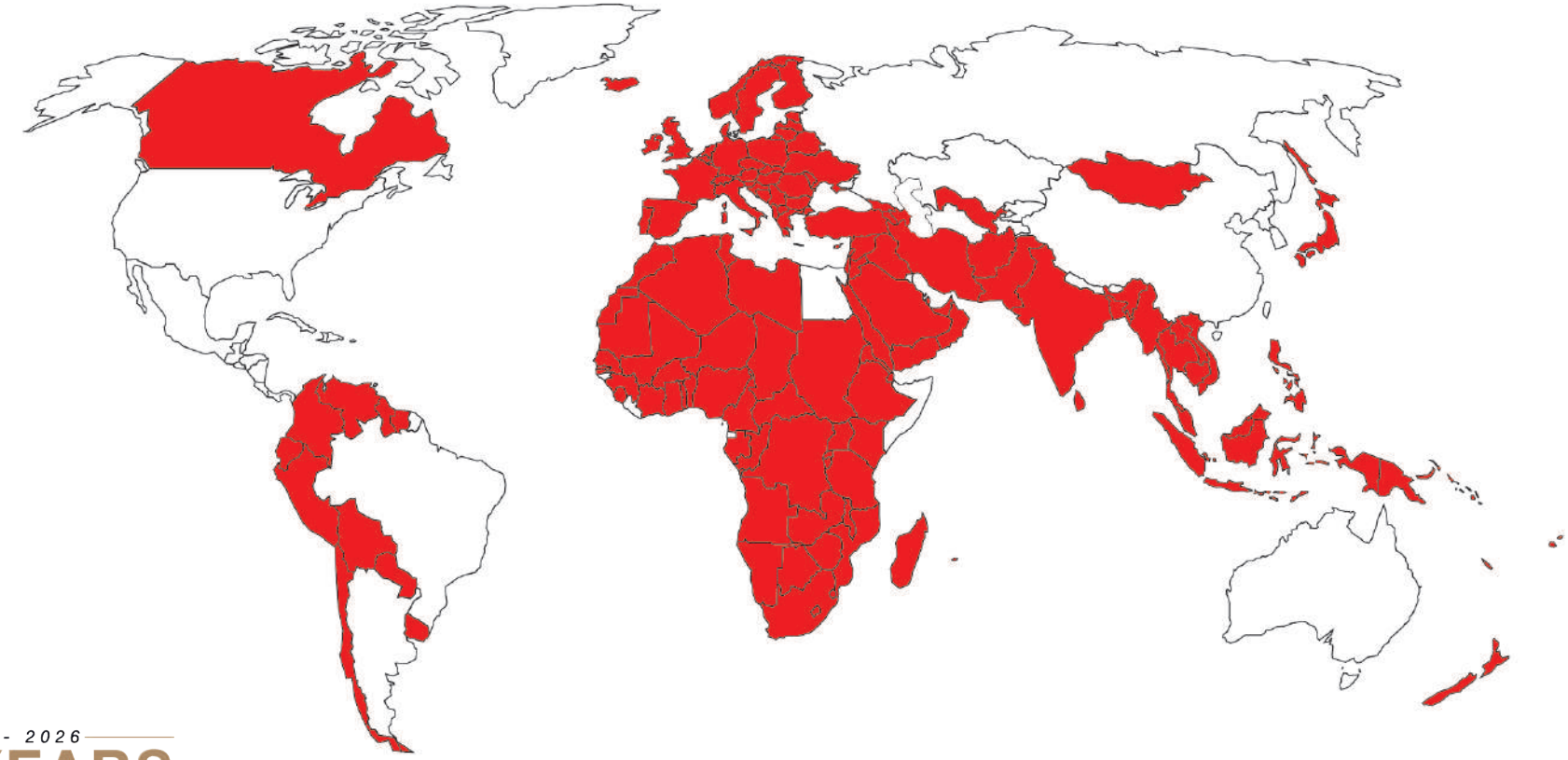
GIMA

PROFESSIONAL MEDICAL PRODUCTS

Italian heart, global vision



1926 - 2026

100 YEARS

Countries with Gima distributors

HISTORY 1926-2026

- GIMA (Gruppo Industriale Milanese Aghi) is a “family company” founded in 1926 as a manufacturer of metal and glass syringes.
  The company has undergone radical changes over the years, from needle production until it has become a worldwide Trading Company in the medical field.
  During its 100 years of history, GIMA has been managed by the Manzoni family for 3 generations, which own the company.

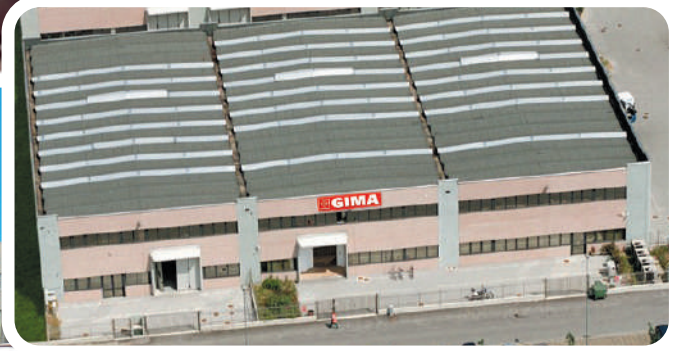
- GIMA is an ISO 13485, ISO 9001, ISO 14001 and ISO 45001 certified company that sells beyond 10,000 certified products. 1,500 products are also certified according to European standards on MD (Medical Devices).

1926 Milan →
THE GRANDFATHER
Production of needles and syringes





← Late 50’s Gorgonzola
THE FATHER
Start of distribution in Italy



2002 Gessate
THE THIRD GENERATION
International expansion



2011 Gessate
THE THIRD GENERATION
The new headquarters of about 8,000 m^2 + 1,500 m^2 of offices for its consolidated growth

GIMA

HISTORY IN NUMBERS

Year	Employees	Sales €/Mil.	% Export	Products	Catalogues*
1995	11	2,2	1%	500	1.000
2000	14	5,6	20%	1.500	50.000
2005	31	10,7	38%	2.500	100.000
2010	53	22,2	36%	4.000	120.000
2015	66	33,1	41%	6.000	150.000
2020	89	84,4**	38%	8.000	170.000
2021	110	73,9**	40%	8.500	-
2022	115	69,7	40%	9.000	200.000
2023	118	66,7	40%	9.200	-
2024	120	67,6	40%	9.500	170.000
2025	125	72,3	40%	10.000	-
2026***	130	83,0	40%	10.500	150.000

*Printed every 2 years

**Covid impact

***Forecast

GIMA

GIMA BUSINESS

Core business

- ☑ Distribution of Professional and Medical Products to over 10,000 retailers in 165 countries. We sell exclusively to retailers (dealers, healthcare, pharmacies, shops, online stores, contractors ...), not to end-users.

Other businesses

- ☑ Production in private label for big brands
- ☑ Vertical integration with the creation of Doctor Shop in 2007, which now is the N° 1 Italian online sales site of medical products, with a turnover of 14,5 €/mil. Doctor Shop also has a European projection with websites in different languages exporting in Spain, Portugal, France, Austria.
- ☑ Development of telemedicine projects with health insurance companies
- ☑ Official Amazon supplier
- ☑ Ideal partner for companies which participate in turn-key projects and international tenders

GIMA

GIMA SERVICE

MEDICAL DEALER
ONE-STOP SHOP FOR OVER 10,000 PRODUCTS
Over 10,000 Medical Dealers
in 165 countries choose GIMA

- **QUICK DELIVERY ALL OVER THE WORLD**
  Shipping in over 165 countries, with possibility of drop shipment
- **OVER 97% PRODUCTS IN STOCK AND UPDATED ONLINE STOCK AVAILABILITY**
  8,000 m^2 high tech warehouse, 6,000 m^2 of external logistics, 6,300 drawers automatic pick-up system guarantee high level of service
- **WIDE RANGE OF PRODUCTS AND CONTINUOUS INNOVATION**
  20 categories, 10,000 products, 700 new products launched every year
- **ISO 9001, ISO 13485, ISO 14001 AND ISO 45001 CERTIFIED COMPANY**
  Each product respects regulatory compliance laws (EU 2017/745 MDR, EU 2016/42 etc.) and is manufactured according to International Standards, MDR and CE mark
- **CAREFUL STAFF AND TECHNICAL SUPPORT**
  Experienced staff, within a business context with 100 years history

GIMA

WWW.GIMAITALY.COM SERVICE

Multilingual website

- 3 official languages: English, French, Italian

On-line stock availability

From our website you can download

- Product description and features
- Product pictures and video
- Multilingual user manuals with language index
- Product label & package
- High definition pdf single catalogue page
- Low definition pdf complete catalogue
- Declarations of conformity
- ISO 9001:2015, ISO 13485:2016, ISO 14001:2015 and ISO 45001:2018 certificates
- CE certificates
- Free sale certificates
- Safety data sheet
- CND, GMDN, UMDNS codes
- Ean 13 codes
- Software
- Test reports



MARKETPLACE

☑ Gima is a primary supplier of:

- Doctor Shop N° 1 online medical shop in Italy with 3 branches in Europe and direct sales to 10 European countries
- All major Italian online medical shops for doctors
- Most Italian online pharmacies
- Various Italian online office suppliers
- Most European online medical shops
- Amazon as seller and vendor



☑ Gima offers following services to online shops:

- Online stock availability on their websites
- Shipment to the company or drop shipment to their customers

GIMA

GIMA CATALOGUE



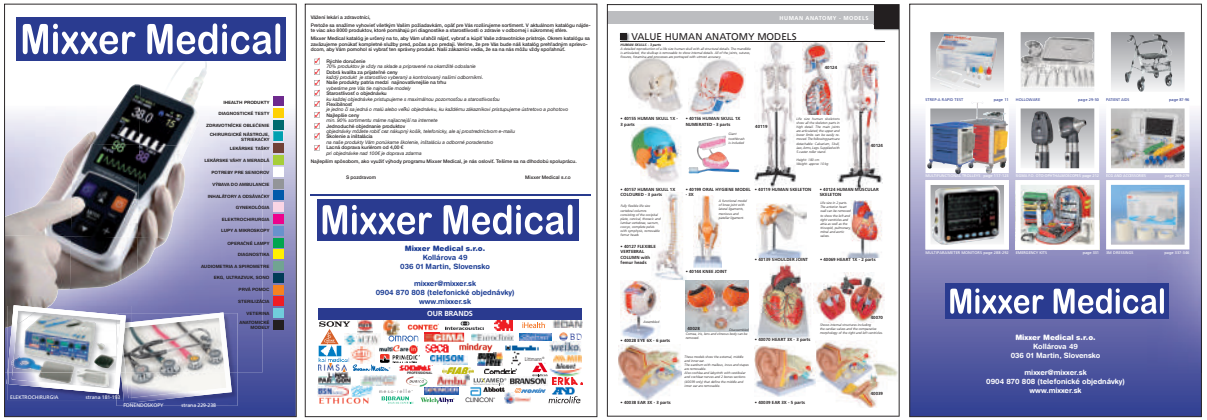
Gima's "sales force" is the catalogue: digital catalogue and 170.000 hard copies

- ☑ A powerful sales tool GIMA to dealer
- ☑ A huge sales opportunity dealer to user
  - 10.000 products in the pockets of their sales force with no purchasing "committment"
  - an order generating resource ever expanding network

GIMA

CUSTOMIZED CATALOGUE

We print 50.000 catalogues with customized covers (4 pages) in any language for over 100 companies





OUR SUPPLIERS ARE PARTNERS

☑ **GIMA works with almost 450 suppliers from 30 Countries, with a large share of Italian suppliers and products "Made in Italy". Many of them with over 30 year partnership.**

Area	N. of suppliers	% purchased in 2025
Italy	180	40 %
Europe	67	15 %
China	135	30 %
Asia	41	9 %
Others	27	6 %

"Best Seller" choice
During new catalogue development (3 years) we meet all our suppliers to select the "Best Sellers" from each of their specific business areas.

Compelled to innovation:
This network of 450 manufacturers, pushes GIMA to a meaningful development.

☑ Moreover, GIMA performs a continuous searching activity of new suppliers to improve products range and explore new market segments

GIMA

OUR PRODUCT CATEGORIES

- IHEALTH WIRELESS HEALTH-CARE PRODUCTS
- DIAGNOSTIC TESTS LABORATORY
- OPERATOR'S PROTECTION
- HOLLOWARE - SURGICAL INSTRUMENTS - SYRINGES
- MEDICAL BAGS
- SCALES & MEASURES
- HEALTH CARE PATIENT AIDS
- FURNITURE
- PHYSIOTHERAPY NEBULIZERS - SUCTION PUMPS
- GYNAECOLOGY & PROCTOLOGY
- CAUTERY & ELECTROSURGERY
- LOUPES, VISION & ENDOSCOPY
- MEDICAL LIGHTS
- DIAGNOSTICS
- AUDIOMETRY & RESPIRATORY
- ECG, MONITORS & ULTRASOUND
- FIRST AID PARAMEDICAL - EMERGENCY
- STERILIZATION
- VETERINARY
- HUMAN ANATOMY MODELS








OUR BRANDS

- **GIMA sells over 5,800 products* under its own brand**
  *we are also manufacturers of more than 1,500 products, according to MD (Medical Devices)

- **Distributes hundreds of products of small Italian companies**

- **Our range includes products from the most prestigious and reliable international medical manufacturers in the market**



GIMA WAREHOUSE

Service level >97%

- ☑ 8,000 m² high tech warehouse, 12 m height
- ☑ 6,000 m² of external logistics
- ☑ 6,300 drawers mini load for automatic pick-up
- ☑ 132 drawers automatic silos for medium size products picking
- ☑ on rail warehouse to manage stock for space optimization

Work in progress 2027

- ☑ Organization and management of a new area of 10,000 m² just purchased, with a warehouse of 6,000 m² to manage stock.
- ☑ New construction connected to the current headquarters for a 800 m² expansion (400 m² offices and 400 m² warehouse)



On rail warehouse



6,300 drawers miniload



GIMA



www.gimaitaly.com

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