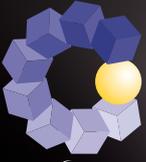


COMPAMED



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PRISMA

The WILD Group
magazine



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OPTICAL BIOPSY IN REAL TIME.

WILD produces VivaScope's
confocal laser scanning
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Business Development. 6

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THE MEDTECH COMMUNITY MEETS AGAIN IN DÜSSELDORF.



Alexandra Roth
Project Manager WILD Group

What is driving the MedTech industry? Who are the most exciting innovators? Once again, the COMPAMED/MEDICA 2023 will be showcasing the latest developments along the entire medical technology value chain. This is also an excellent opportunity for the WILD Group to present our passion for innovation and our commitment to top quality before an international expert audience. We are not only sharing a booth with ACMIT and INSION: we are also working closely together with both companies to develop and implement innovative solutions for our customers.

WILD, who guarantee stable serial production. We can thus make our contribution to helping countless patients avoid unnecessary interventions in the future. Visit us for a chat at the fair in Hall 8a/Booth J19 to find out more.

Wild Group's Head of Business Development Franz Aigner will also be there and he can tell you about how much MedTech expertise goes into our operating theatre swivel arms and surgery lights.

COMPAMED 2023 promises to become a very exciting event with plenty of inspiration.

We look forward to intensive expert discussions with you!

Alexandra Roth & Manfred Gallé



Manfred Gallé
Head of Business Unit Medical Technology WILD Group

We will be presenting one of these customer-tailored products, namely the VivaScope 1500, both at COMPAMED and in this issue of PRISMA. It is the world's only confocal laser scanning microscope that allows for a purely optical biopsy of living human skin in real time. We are very pleased and proud that the production of this device was transferred from the United States to Europe - and into the hands of



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- 7** _____ Creating optimum lighting conditions.
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A SUPPORTING ROLE.

Though they always remain in the background, they are among the most important components of modern operating theatres: innovative swivel arms and stands for high-quality optics and microscopes, co-developed and manufactured by WILD and PHOTONIC.

The integration of imaging techniques that deliver live pictures during surgery, robotic assistance systems or 3D visualisation technologies. All of these advancements in the technical equipment of operating theatres have also upped the requirements for the suspension systems of instruments and devices. Swivel arms are now far more than just positioning aids that flexibly and independently adjust devices in a given space. They definitely make a surgeon's work much easier and operating theatres much safer. "Thanks to their sophisticated mechanical or mechatronic design, they manage the balancing act between 100% stability and maximum flexibility and range. During surgery, it is absolutely essential to precisely position a device and keep it there. The braking systems, for instance, must be accordingly reliable", stresses Manfred Gallé, Head of Business Unit Medical Technology at the WILD Group.

At the same time, swivel arms and stands must be easily movable – despite the high loads they carry – to give the surgical team maximum freedom of movement at all times. "This is why modern stands function as robots. They remember positions and they can precisely assume these again at the push of a button. This saves time and delivers greater safety. And what is more: the stand even compensates for unwanted oscillations like, for instance, the trembling of a surgeon", says Gallé. Due to these extreme requirements regarding stability,

Modern stands function as robots. They remember positions and they can precisely assume these again at the push of a button.

Manfred Gallé, Head of Business Unit Medical Technology WILD Group

flexibility and safety, the assembly of these devices already demands absolute precision and zero error tolerance. The WILD Group guarantees both and has succeeded in establishing itself as a most-trusted partner of leading manufacturers.

Thanks to its experience and expertise, the technology partner has also acquired a solid reputation in the industry in the area of re-engineering, which aims at integrating new product features into existing stands, in the field of spare part manufacturing in electronics and software, and the necessary documentation for a successful certification of the

products. "For more than 20 years, we have been developing and producing stands and swivel arms on behalf of our customers for high-quality optics and microscopes that are essential for precise diagnosis and surgery. Though originally a contract manufacturer, we are meanwhile involved in engineering in several projects from the very start", says Franz Aigner, Head of Business Development at the WILD Group.

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A WINDOW TO THE SKIN.

The VivaScope 1500 is the world's only confocal laser scan microscope for optical in-depth analysis of the human skin. Its maker has now placed manufacturing in the hands of technology partner WILD.

Invasive. Sometimes painful. And often nerve-wracking due to long waiting times. Anyone who has had to have a suspicious mole checked is familiar with the challenges of a microscopic examination of excised tissue to detect pathological changes. Yet for some years now, there has been a proven alternative to this method: confocal laser scanning microscopy. This purely optical biopsy in real time is a journey "into" the skin, layer by layer. The skin's cellular microstructures can be depicted in horizontal, clearly defined "optical cuts" less than 5.0 µm thick, cell by cell. This imaging technique, which uses the tissue's different reflection properties, is applied in medicine both in vivo and ex vivo examinations. What is the advantage of this non-invasive view into the epidermis and dermis down to the upper reticular layer? It is pain-free, uncomplicated and quick.

This is true for both methods: With in vivo examination using confocal laser scanning microscopy, the patient is spared a painful and potentially unnecessary biopsy. The results of the examination are available after just a few minutes. Though a biopsy can be avoided in many cases as a result, ex vivo tissue sampling often remains indispensable. Here, too, confocal laser scanning microscopy can examine excised tissue with only a minimum of preparation. A quick evaluation of this tissue in horizontal, precisely defined optical cuts can be done immediately after excision. When carried out during surgery for excision margin control to differentiate between pathological and healthy tissue, such an analysis can render further surgery unnecessary.

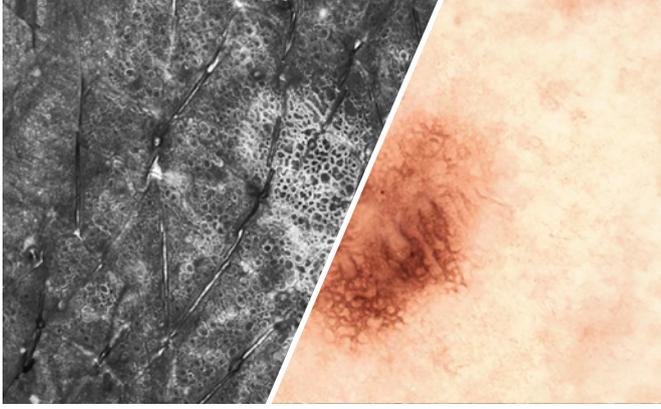
MORE THAN 1,000 INDEPENDENT STUDIES

According to VivaScope, currently more than 1,000 independent studies have established the overwhelming reliability and efficiency of this technology. A randomised clinical study in three Italian reference centres with 3,156 patients published in 2022 delivered the following results: "As a result of the cellular resolution of VivaScope's technology, almost one in two lesions was found to be benign and thus did not require an excision." This corresponds to a reduction of unnecessary excisions by 43.4 percent.

The use of confocal laser scanning microscopy has also proven effective in everyday practice. Numerous

dermatological practices and clinics worldwide rely on VivaScope 1500 to deliver very short scanning times and a high resolution. As of late, the device is being manufactured by technology partner WILD. "There were several reasons behind the decision to move production from the United States to us in Europe. At WILD, we were definitely an attractive option because of our optics expertise and our great experience in the industrial assembly of complex modules for medical technology. Moreover, our supply chain management and the development of a stable, scalable assembly process tipped the scales in our favour", says Manfred Gallé, Head of Business Unit Medical Technology, pleased about the confidence shown by VivaScope.





This is also affirmed by VivaScope's Director for Sales & Marketing Giuseppe Solomita: "As a result of its comprehensive optics and assembly expertise, WILD can offer constant and high quality on a permanent basis. Tumour analysis is a very serious matter. Therefore, we are committed to providing physicians with premium technology and the best image quality. We are convinced that WILD will exceed our requirements."

A 100% STABLE PRODUCT

VivaScope assigned WILD the management of the complete product transfer. WILD handled this task using its proven Product Transfer Management System process, which ensures that all parameters are taken into account and that all experts from the areas of quality management, assembly, SCM and sales accompany the transfer from the very start. "During this process, however, we also detected potential improvements, reviewed the assembly process to that effect, developed new equipment and introduced a new test process. All in all, we were able to guarantee a 100% stable product", affirms WILD Project Manager Alexandra



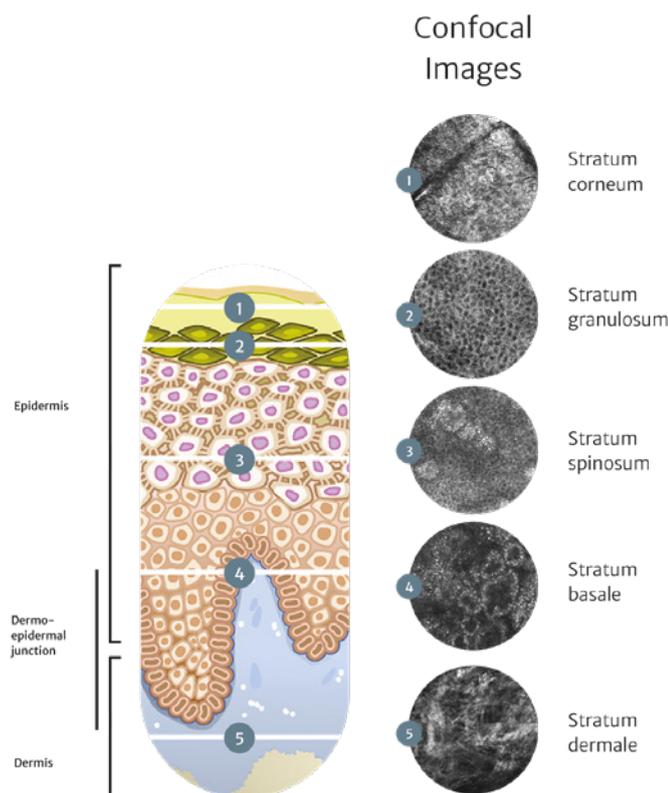
Roth. In addition, by having WILD as a manufacturing partner, VivaScope is now also capable of producing higher volumes and increasing its market presence accordingly. The company intends to develop future generations of its devices by resorting to WILD's optics expertise.

INCREASING NUMBER OF APPLICATIONS

At any rate, the potential of these devices is significant. There are innumerable application and research areas in which confocal laser scanning microscopy can be used. This technology is particularly well-suited for screening examinations and for the diagnosis of skin cancer or early forms of skin cancer. Beyond dermatology, the technology is meanwhile used in seven ex-vivo applications, including urology and organ transplantation.

Moreover, it is employed in therapeutic monitoring, burns, dermatitis and inflammatory diseases, delivering an excellent comparability of images over time. This renders the VivaScope 1500 ideal for cosmetic and medical research. In addition, examinations using the VivaScope 1500 can be easily integrated in everyday practice. Its use could hardly be simpler, so that the images can be taken by qualified medical personnel. However, their interpretation is the responsibility of the attending dermatologist.

Visit the COMPAMED/MEDICA 2023 and see for yourself how easy it is to use the VivaScope 1500. The medical device will be on display both at the **VivaScope booth (Hall 10/H22)** and the **WILD Group booth (Hall 8a/J19)**.

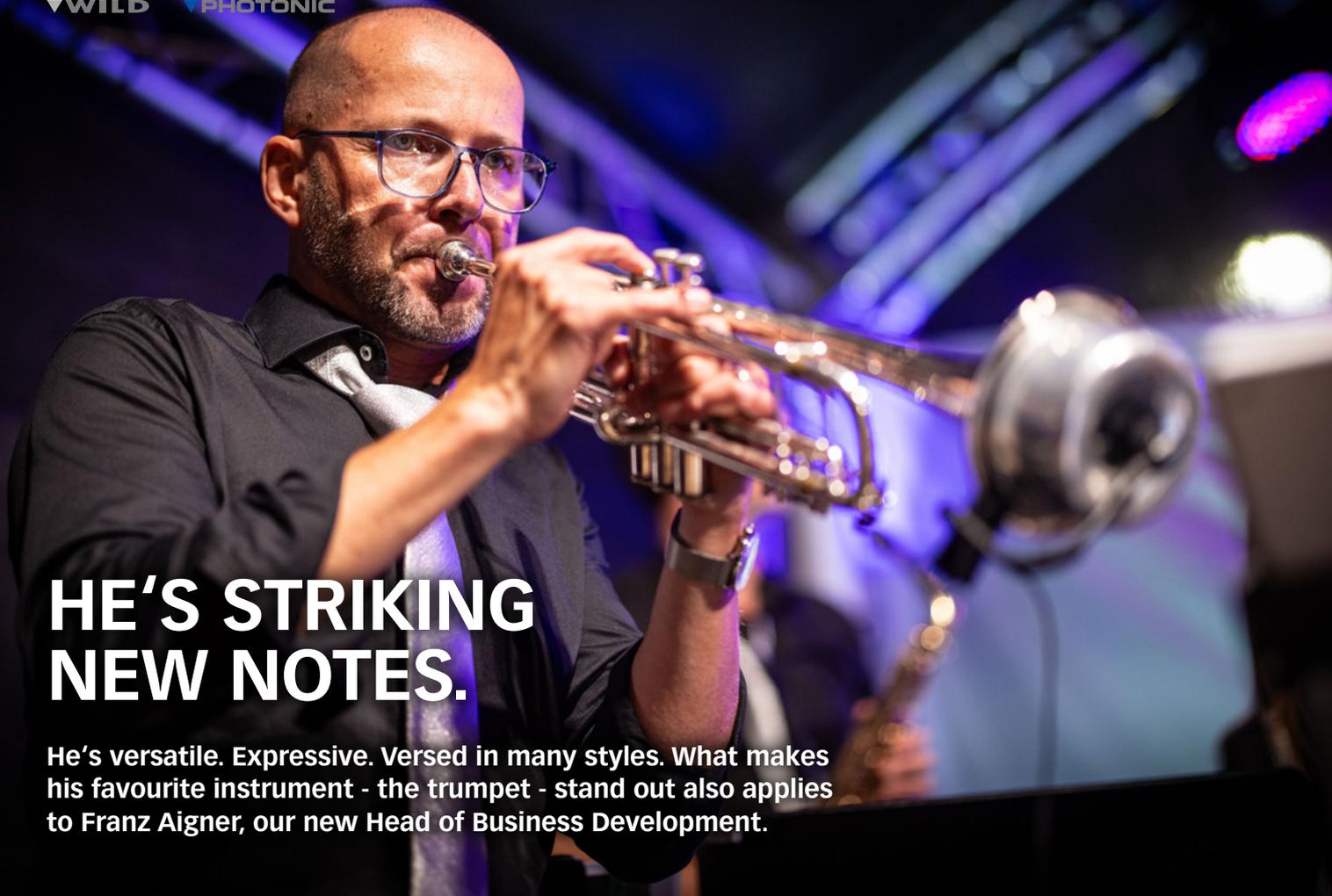


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HE'S STRIKING NEW NOTES.

He's versatile. Expressive. Versed in many styles. What makes his favourite instrument - the trumpet - stand out also applies to Franz Aigner, our new Head of Business Development.

INTERNAL

6

What is your take on the WILD Group's development targets?

"I believe my role is to understand our customers even better and to ensure that we honour their trust and meet their needs. Therefore, we will intensify the analysis of strategic customer and market segments and take a good look at what the respective customer really needs from our extensive range of technologies and services, and where we offer the maximum added value for them. Our new CRM system will help us collect the necessary information and plan our activities. As a business developer, however, I also think like a product and marketing manager. This means that, for the purposes of communication, we at business development must boil our expertise down to the point, abstract and formulate targeted messages to bring our 'technological horsepower' onto the road."

"I believe my role is to understand our customers even better and to ensure that we honour their trust and meet their needs."

Franz Aigner, Head of Business Development WILD Group

What is so appealing about your new job?

"Personally, I am more of a pioneer than an administrator. So it suits me well that, at business development, we have to build bridges and take the first steps on them. So far, I have concentrated almost exclusively on medical technology. Now

I am looking forward to highlighting the entire group with its numerous technologies and core competencies as a whole. This is where I see a great opportunity for further growth."

What are the biggest opportunities and challenges in the coming years?

"WILD and PHOTONIC operate in markets that are sustainable and future-oriented, and have a positive impact on society. In addition, our markets are growing rapidly and, compared to other industries, they are not subject to these strong cyclical economic fluctuations. The challenge will be to focus on the essential topics and to further advance on a structural, HR and organisational level so as to cope with the increasing complexity in our projects."

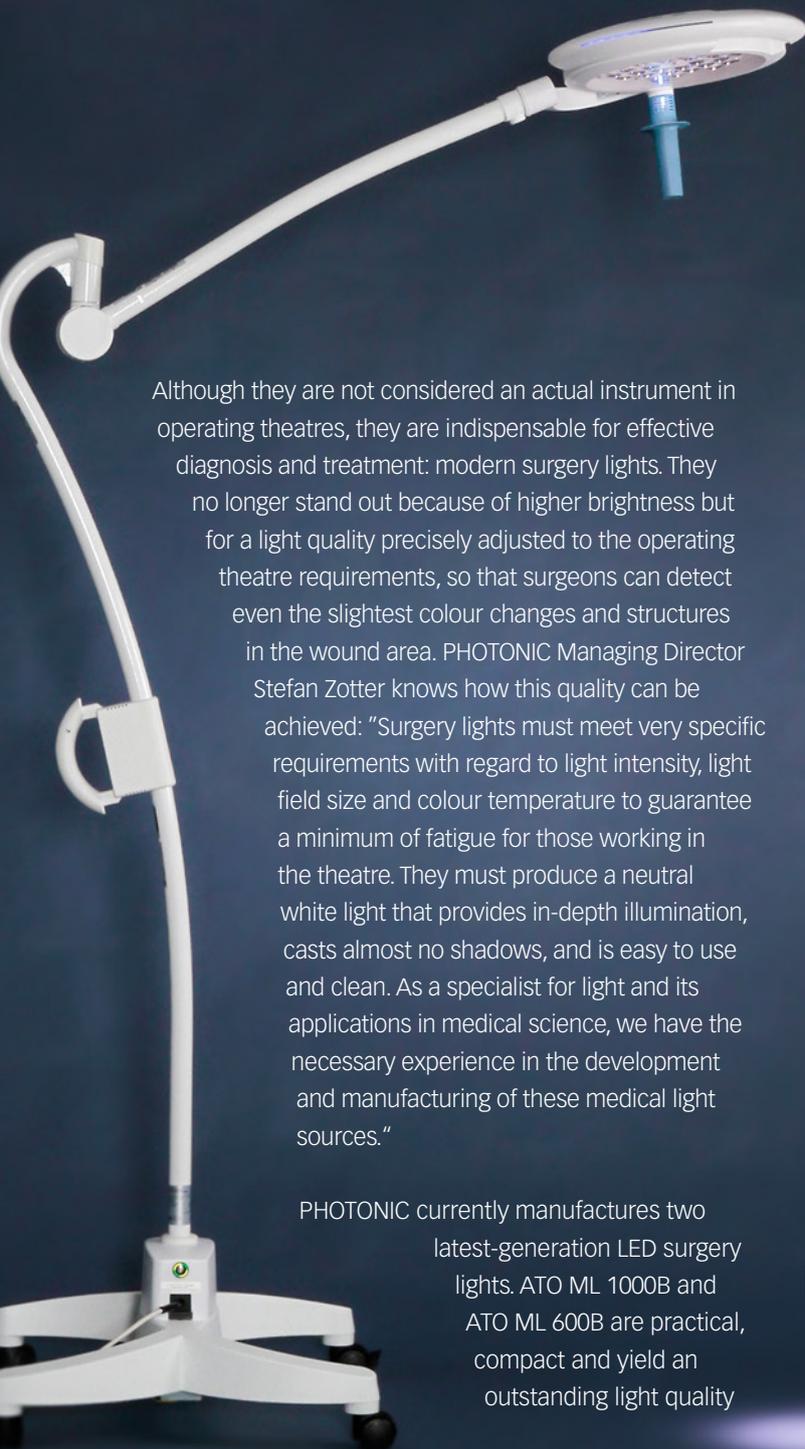
How do you balance your challenging new task?

"For me, music is a wonderful way of reducing stress. I get an enormous amount of energy from being on stage and playing music with my band. I regularly get the opportunity to do that at WILD's company celebrations."



CREATING OPTIMUM LIGHTING CONDITIONS.

As a specialist for light and its applications in medical science, PHOTONIC is the right partner for developing and manufacturing innovative surgery lights.



Although they are not considered an actual instrument in operating theatres, they are indispensable for effective diagnosis and treatment: modern surgery lights. They no longer stand out because of higher brightness but for a light quality precisely adjusted to the operating theatre requirements, so that surgeons can detect even the slightest colour changes and structures in the wound area. PHOTONIC Managing Director Stefan Zotter knows how this quality can be achieved: "Surgery lights must meet very specific requirements with regard to light intensity, light field size and colour temperature to guarantee a minimum of fatigue for those working in the theatre. They must produce a neutral white light that provides in-depth illumination, casts almost no shadows, and is easy to use and clean. As a specialist for light and its applications in medical science, we have the necessary experience in the development and manufacturing of these medical light sources."

PHOTONIC currently manufactures two latest-generation LED surgery lights. ATO ML 1000B and ATO ML 600B are practical, compact and yield an outstanding light quality

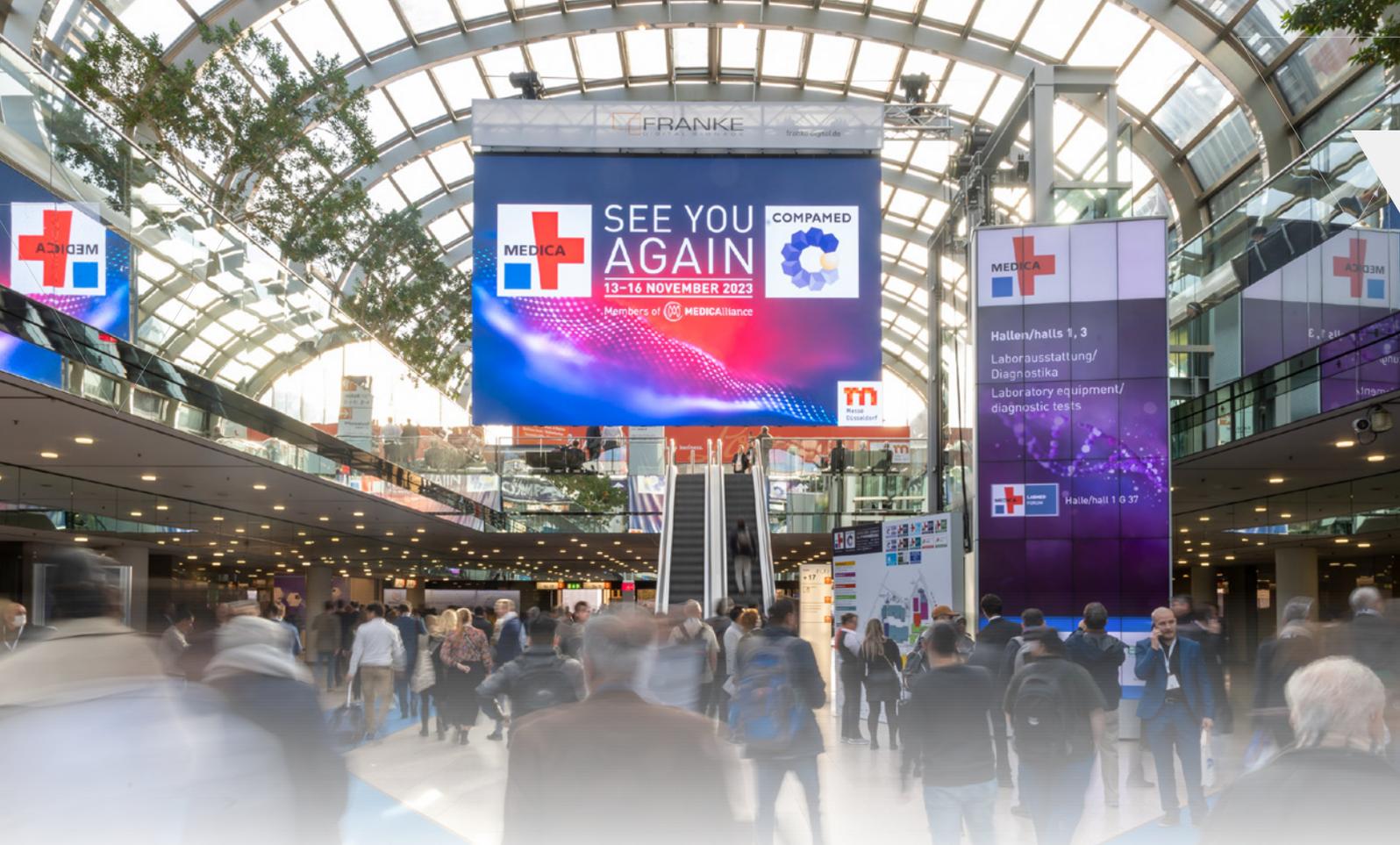
for both examinations and surgical interventions. Thanks to a specially developed optic design, the two provide the ideal illumination of the examined area. Both when surgeons have the surgery area directly under their eyes and when they navigate via monitor to perform minimally invasive interventions. In ENDO mode, light is reduced to a minimum to minimise disturbing reflections on the screen and place the focus on the video signal of the endoscopic camera. Nevertheless, the intervention site remains well visible for the assisting staff. "In other words, the minimum adjustment in products by other manufacturers in this market is at 50% brightness, while ours already begins at 10%", Zotter explains.

In the case of invasive interventions, the high colour rendering index and optimum in-depth illumination of these innovative surgery lights guarantees the best possible view of the wound area. Very few manufacturers can meet both of these requirements with a single device. In addition, the innovative anti-ageing technology for LEDs provides for maintenance-free use over several years. "Even in high-power use scenarios, they guarantee a lifetime of 50,000 hours," Zotter assures.

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EXPERIENCE THE TECHNOLOGY OF TOMORROW.

WILD will once again join the inspiring MedTech community at COMPAMED/MEDICA 2023 and present knowledge from its extensive network of partners and a host of innovations.

COMPAMED 2023 has been organised under the motto of "Where healthcare is going" and will offer a fascinating insight into the future of medical technology. Leading minds and innovators from this field will be presenting their latest developments and exciting future prospects. WILD and PHOTONIC will be there and so will their WIN network partners INSION and ACMIT.

"We are working together to boost efficiency in healthcare, to optimise patient experience and to change the way physicians work. We are proud to drive innovations forward in our network that will improve people's lives", says WILD Group Marketing Manager Michaela Ulbing. From 13 to 16 November,

the expert group will be jointly presenting the latest technologies, products and best practices from the areas of medical & life science, laboratory technology, in-vitro diagnostics and analytics, and lighting technology and optical systems in **Hall 8a/Booth J19**. They include the VivaScope 1500, the world's only confocal laser scanning microscope for in-depth analysis of living human skin. INSION will be exhibiting its services as a leading manufacturer of monolithic microspectrometers and spectral sensors for OEM applications. ACMIT's research and development centre will position itself as a bridge builder between industry and research.

We are looking forward to inspiring talks!

PUBLISHING INFORMATION

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THE WILD GROUP

The WILD Group is comprised of the WILD brands which are established in Völkermarkt and Wernberg (Austria) and Trnava (Slovakia), as well as Vienna-based PHOTONIC. The technology partner develops and produces optomechatronic systems for medical and industrial applications as well as optical technologies exclusively on behalf of its customers. Approximately 500 staff members are always the first choice whenever precision and reliability are called for and wherever innovation takes place.