EXHIBITOR INFORMATION

OT WORLD

Join the progress.

International Trade Show and World Congress

10 – 13 May 2022
Leipzig, Germany

www.ot-world.com
OTWORLD 2022: A BIG REUNION – STRONG FOUNDATIONS, NEW POTENTIAL

WELCOME BACK!

The Covid-19 pandemic has changed the world. Digital communication has become essential and has expedited the digitalisation of the entire industry. The virtual OTWorld.connect showed us that information can be conveyed digitally to the furthest reaches of the globe very easily, and yet – nothing can replace talking together face to face!

That’s why OTWorld is setting new standards for 2022: the reunion in Leipzig will from now on be enhanced with new and exciting digital elements to achieve a reach never seen before. The content of OTWorld will also demonstrate the impact digitalisation will have on the industry in years to come.

TARGET GROUPS

- Prosthetists and orthotists
- Orthopaedic footwear professionals
- Retailers for healthcare supplies and medical retailers
- Rehabilitation technicians
- Engineers
- Doctors and physiotherapists
- Suppliers and manufacturers
- Employees of funding organisations

KEY EXHIBITION AREAS

- Prosthetics and orthotics
- Orthopaedic footwear technology
- Technical rehabilitation
- Workshop fittings, furnishings, and equipment
- Raw materials, aids and consumables
- Surgical retail stores and medical technology
- Compression therapy
- Shop fitting and equipment
- Research and development
- Education and advanced training
- Services, publishing houses
- Professional associations and organisations

21,400 visitors from more than 90 countries
570 exhibitors from 42 countries
2,500 congress delegates from 60 countries
320 internationally recognised speakers from 30 countries

Results from OTWorld 2018
AN ENGAGING CONCEPT: ON-SITE AND DIGITAL

NO.1 WORLDWIDE

OTWorld is not just the largest but also the world’s leading industry platform for manufacturers, dealers, and service providers working in modern orthopaedic treatment and care. An unparalleled combination of World Congress and leading International Trade Show, every two years OTWorld brings together experts and stakeholders from all five continents and, as a core forum for innovation and exchange, sets standards for customised, patient-oriented treatment.

BACK TO THE FUTURE

Linking treatment areas around the globe: that’s the defined goal for OTWorld 2022. The face-to-face event in Leipzig will for the first time be enhanced with engaging digital features.

THE BEST OF BOTH WORLDS

You get double the benefit from OTWorld 2022, both from on-site presence in Leipzig and via high-profile digital event features.

BENEFITS OF YOUR ON-SITE PRESENCE
- First major industry get-together since the pandemic began
- Direct contact and networking with international trade professionals
- Presentation of latest products and services that engages all senses
- Exclusive and personal approach to your target group

BENEFITS OF THE DIGITAL EXTENSION
- Significant increase in reach
- Attracts interested parties who normally wouldn’t come to the trade show (e.g. service provider employees or people from developing and emerging nations)
- Intensive support for in-person appearances through talk formats
- Lasting impact with Media Library Contributions

This will not only achieve an unprecedented international reach, but also opens up greater opportunities to make contact with new target groups. All crucial factors that contribute to the success of your trade show appearance!

INVALUABLE SERVICE

OTWorld makes networking and maintaining contacts even easier for you in 2022. For example with the new matchmaking service on our app, which allows you to make appointments on-site or online. Also qualified lead generation is enabled by specifying interests in the matchmaking service which makes a tailored approach to customer contact much simpler. In addition to this, a new Product and Exhibitor World creates the best possible conditions for people to find your products and services quickly.

The Best of Both Worlds

You get double the benefit from OTWorld 2022, both from on-site presence in Leipzig and via high-profile digital event features.
FOCUS ON THE PERSON – NEW TREATMENT AREAS

Optimal treatment with medical aids gives patients and people with disabilities the greatest possible independence, mobility, and participation in everyday life. In order to put people even more at the centre of care, OTWorld is now presenting new treatment areas that make it even easier for visitors to obtain information about solutions for treating their patients:

TREATMENT AREAS AT A GLANCE (excerpts)

<table>
<thead>
<tr>
<th>MOBILITY LIMITATIONS</th>
<th>DIABETES AND VASCULAR DISEASES</th>
<th>OSTEOARTHRITIS AND DEGENERATIVE DISEASES</th>
<th>STROKE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Treatment after an amputation</td>
<td>Wound care</td>
<td>Osteoarthritis of the knee</td>
<td>Drop foot</td>
</tr>
<tr>
<td>Residual limb care</td>
<td>Treatment after an amputation</td>
<td>Osteoarthritis of the hip</td>
<td>Incontinence</td>
</tr>
<tr>
<td>Foot deformities</td>
<td>Compression therapy</td>
<td>Osteoarthritis of the shoulder, foot &amp; spine</td>
<td>Care (bedding, positioning, systems for upright positioning)</td>
</tr>
<tr>
<td>Neurological diseases</td>
<td>Oedema therapy</td>
<td>Osteoarthritis of the thumb</td>
<td>Mobility limitations</td>
</tr>
<tr>
<td>Ligament instability</td>
<td>Diabetic foot</td>
<td></td>
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</tr>
<tr>
<td>Foot injuries</td>
<td>PAOD</td>
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<tr>
<td>Rheumatic diseases</td>
<td>Venous disorders</td>
<td></td>
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<tr>
<td>Ligament injuries</td>
<td>Lipoedema</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foot disorders</td>
<td>Lymphoedema</td>
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</tbody>
</table>
SPORT PROPHYLAXIS AND INJURIES DUE TO ACCIDENTS
- Burns
- Ankle joint injuries
- Compression therapy
- Whiplash
- Treatment after an amputation
- Paraplegia
- Ligament instability
- Ligament injuries
- Fractures
- Stoma care

BACK
- (Chronic) back pain
- Foot deformities
- Lower back pain
- Osteoporosis
- Rheumatic diseases
- Scoliosis
- Kyphosis
- Torso instability

MOVEMENT DISORDERS AND PARALYSIS
- Paraplegia
- Tetraplegia
- Incontinence
- Cerebral palsy
- Neurological diseases
- Spasticity
- Neuromuscular disorders
- Muscular disorders
- Torso instability
- Partial paralysis
- Multiple sclerosis
- Amyotrophic lateral sclerosis

CANCER
- Treatment after amputation of limbs
- Treatment after amputation of the breast
- Compression therapy
- Stoma care
- Incontinence

PREVENTION
- Pain prophylaxis
- Pressure ulcer prophylaxis
- Thrombosis prophylaxis
- Prophylaxis of postural and degenerative damage

Do you offer products and services for these areas? Then OTWorld is the ideal forum for showcasing your company!
WORLD CONGRESS:  
TOP-LEVEL INTERNATIONAL  
TRAINING

Prosthetists and orthotists, orthopaedic footwear professionals, engineers, medical  
professionals, and therapists from around the world analyse the most important aspects of  
current trends and developments, along with the key issues and topics of the congress, all  
from an interdisciplinary point of view.

Constituent features of the congress are keynote lectures, symposia, satellite symposia,  
global interdisciplinary leaders, free-paper lecture series, practice-focused courses, and  
factory talks. An international World Congress combining science and research with training  
and practice, while pointing the way towards future industry developments.

INTERDISCIPLINARY COLLABORATION

The World Congress is accompanied by a top-class programme committee composed of  
members from skilled technical trades as well as scientific and academic organisations.  
It is led by congress presidents Prof. Dr. Martin Engelhardt and Dipl.-Ing. Merkur Alimusaj.  
Specialist partner associations complete the overall concept of an interdisciplinary event  
(selection):

- Professional association for Orthopaedics and Trauma (BVOU)
- Federal German College of Orthopaedic Technology (BUFA)
- German Association for Feet and Ankles (DAF)
- German Society for Orthopaedics and Trauma Surgery (DGOU)
- Advanced Training Association for Orthopaedic Technology (FOT)
- Network for people with paraplegia in Germany (FGQ)
- Society for Orthopaedic Traumatologic Sports Medicine (GOTS)
- International Society for Prosthetics and Orthotics (ISPO)
- The American Academy of Orthotists and Prosthetists (AAOP)
- Association for Quality Assurance in Upper Limb Prosthetics (VQSA)

For the latest updates on the congress programme and keynote lectures, go to: www.ot-world.com/congress

CONGRESS TOPICS

- Prosthetics, orthotics
- Orthopaedic footwear technology
- Rehabilitation, rehabilitation technology
- Lymphology and compression therapy
- Biomechanics
- Paediatric treatment
- Sports orthopaedics, parasports
- Neuro-orthopaedics
- Ambient assisted living for the elderly
- Learning systems, robotics
- Pain therapy
- Materials research, manufacturing engineering
- Advanced Training
- Physiotherapy
- Indication-related topics
- Digitalisation
- Tumour surgery, research via registers
- Research and development
- Sector policy
PRACTICE-FOCUSED PROFESSIONAL DEVELOPMENT

More than 20 courses and factory talks held on a daily basis will focus on the issues of prosthetics and orthotics, orthopaedic footwear technology, and physiotherapy, while highlighting their respective medical aspects. The factory talks are aimed at those employed in the industry, feature a close relationship to practice and offer plenty of opportunity for interaction and dialogue.

GLOBAL INTERDISCIPLINARY LEADERS

This format allows participants to get first-hand experience of interdisciplinary treatment approaches from internationally recognised teams.

NEW: SPECIALIST WORKSHOPS

In the new specialist workshops under the heading ‘Materials 2025 – materials science in prosthetics & orthotics’, experienced practitioners provide foundational information.

E-POSTERS

On each day of the event, selected poster contributions will be presented on digital poster stations right at the heart of the congress. Separate sessions with short lectures will present the content of the e-posters in consolidated form.

OPEN FORUM

Discussion and sharing experience will take centre stage in a special room open to all exhibition visitors. Industry highlights and discussion-based formats will be presented here on a daily basis.

NEW: FOCUS ON JAPAN

A major theme of the World Congress and leading Trade Show is Japan. This network is being intensified in 2022 with direct contributions from Japan and the expansion of visitor advertising there.

NEW: MASSIVE OPEN ONLINE COURSE

‘Treating amputees: prosthetic treatment and technology. Quality treatment builds on successful interdisciplinary working’. That is the topic of this new format – an interdisciplinary professional development programme held online and featuring well-known experts, that is available to students of prosthetics and orthotics, medicine, biomedical engineering, physiotherapy, and health administration.

LANGUAGES

German and English are the official languages of the congress. Simultaneous translation into each language is offered.

YOUR CONTRIBUTION TO THE WORLD CONGRESS

CALL FOR PAPERS

The programme committee invites you to take part by offering your own contributions. Abstracts must be submitted online by 17 October 2021 at the latest at www.ot-world.com/callforpapers_eng. All submissions will then be evaluated in a peer review process.

ON DEMAND – EXPERIENCE THE CONGRESS EVEN AFTER THE EVENT

Recorded sessions and presentations will be available online in the Media Library after the event.
A POWERFUL DOUBLE WIN FOR YOU: BOOTH PLUS DIGITAL SERVICES

Making a strong impact: OTWorld 2022 gives you the opportunity not only to attract attention with a high-impact trade show booth but also to benefit from wide-ranging digital services, allowing you to improve the marketing of your innovative products and services.

TRADE SHOW BOOTH

Start planning your trade show presence at OTWorld 2022 in Leipzig now by reserving your booth area. Here you can either choose our stand construction package or use your own specific booth setup.

NEW DIGITAL TOOLS

What was previously a mandatory media fee will for the first time be replaced with a digital service fee. This allows all exhibitors to easily benefit from a wider reach, and offers comprehensive access to the entire OTWorld network.
**EASY APPOINTMENT SCHEDULING**

- Don’t leave anything to chance: make appointments at the trade show with your matches even before OTWorld starts and secure yourself some valuable talking time.
- Full overview: it’s easy to import the appointments you have made into your calendar.

**INTELLIGENT NETWORKING**

- Strike up new partnerships: let the matchmaking service link you up with dealers, suppliers, and potential business partners.
- Provide your contacts with a face to your name – with a personalised matchmaking profile.
- Use the chat and video functions to reach out to anyone taking part who is of interest to you.

**NEW LEAD GENERATION POSSIBILITIES**

- Widen your circle of contacts: the matchmaking service links you up with OTWorld visitors compatible with your interests. The perfect opportunity for making new contacts!
- Qualifying, the easy way: get matched up with visitors who are searching for precisely what you have to offer! Participants’ profiles show you further details and allow you to target your matches by addressing their interests.
- **Our tip**: For lead tracking at your booth, we recommend booking Scan2Lead!

**NEW DIGITAL SERVICES**

Included in your stand booking

**EASY APPOINTMENT MANAGEMENT**

**EXTENSIVE PRODUCT AND EXHIBITOR WORLD**

- Make people curious: engage both digital and on-site visitors with a powerful profile all about you and your services.
- A picture says a thousand words: images and a personalised text are now included as standard to optimise your company and product showcasing (includes two product presentations).
- Direct the traffic: new filter functions make it easier for potential customers to find you.
- Tailor-made awareness: discover new possibilities to expand your profile.
OTWORLD 2022: DON’T MISS THE BENEFITS OF TAKING PART!

OTWorld provides you with numerous compelling options to get your company and its products and services into the spotlight and to showcase your expertise – on-site and online. Simply select the option that suits you best.

**NEW! ON-SITE INNOVATION TALKS**
**DEMONSTRATE YOUR EXPERTISE!**
Whether in a workshop, in the office or on a football pitch – use the digital innovation talks to show the world your products and services in the place where they are made or utilised. Additional time slots in the mornings and evenings allow you to reach people across all time zones. Lead generation for all attendees is included.

**DIGITALLY WORLDWIDE**
**ON-SITE LEIPZIGER MESSE**

- OTWorld-Studio
- Technical Forum
- Pavilion of Shop Design
- Start-up-Zone
- Education Forum
- Retail Forum
- Digital Manufacturing Forum
- Exhibitor Workshops

**NEW! OTWORLD-STUDIO**
**INTRODUCE YOURSELF!**
The OTWorld-Studio reports live from the trade show in Leipzig to the whole world. A range of different formats accompanied by professional presenters show a cross section of OTWorld for all digital delegates. Further details are to follow in autumn 2021.

**MEDIA LIBRARY**
**GET ATTENTION WHEREVER AND WHENEVER!**
Make the most of the contributions you have made even after the event by showcasing your work in the OTWorld Media Library. It brings together all the highlights for up to two months after the event. What’s more, we also welcome additional contributions after OTWorld has finished. How about a user story on the innovation you demonstrated in a live event?
TECHNICAL FORUM FOR REHABILITATION
YOUR EXPERTISE IS NEEDED!

Under the slogan ‘Lifelong Care for Cerebral Palsy Patients’, this forum highlights interdisciplinary treatment approaches – from the first orthotic device and orthopaedic footwear to stand aids and walkers, it also covers proper seat fitting, storage options, and wheelchair provision. The conceptual partner is rehaKIND. Present your treatment expertise with a booth in the area surrounding the forum.

PAVILION OF SHOP DESIGN
A MUST FOR ALL PROFESSIONALS!
How to best present holistic treatment approaches in consultation and sales rooms and how to optimise supply processes in surgical retail surgical stores – learn all about it here. The pavilion is presented by PARKRAUM. As a provider of shop fitting and sales promotion services, your positioning alongside the pavilion is right on target.

START-UP ZONE
A HIGHLIGHT FOR NEWCOMERS!
The popular presentation option for new enterprises established within the last three years. Anyone participating in the Start-up Zone benefits from a fantastic special offer package.

PRESENTATIONS AND WORKSHOPS IN THE TRADE SHOW PROGRAMME
YOUR CONTRIBUTION HITS THE TARGET!
In the ‘Retail Forum’, ‘Digital Manufacturing Forum’, in your own exhibitor workshops or in guided trade show tours – there are many ways to approach customer groups with an optimised and demand-based approach – just as you need it to be.

NEW! EDUCATION FORUM
TAKE ADVANTAGE OF A SPECIAL OFFER PACKAGE!
Here’s where universities, colleges, and vocational training centres across the world show their latest offerings to ensure continuing and advanced training without limits. Our participation package lets you take part quickly and easily.

YOUTH.ACADEMY
TECHNICAL ORTHOPAEDICS
NURTURE THE NEXT GENERATION!
The focus here is on interdisciplinary support for the next generation. For more than 600 apprentices and students from the different technical orthopaedic disciplines both at home and abroad, this means two days of training, discussion, and having fun!
DATES, INFO AND DEADLINES

EVENT DATES
International Trade Show and World Congress
Tuesday 10 May – Friday 13 May 2022

VENUE
Leipziger Messe exhibition grounds
Messe-Allee 1, 04356 Leipzig, Germany

SPACE RENTAL PRICES

<table>
<thead>
<tr>
<th>Type</th>
<th>Price (EUR/m²)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Row stand</td>
<td>192.00</td>
</tr>
<tr>
<td>Corner stand</td>
<td>198.00</td>
</tr>
<tr>
<td>Peninsula stand</td>
<td>204.00</td>
</tr>
<tr>
<td>Island stand</td>
<td>216.00</td>
</tr>
</tbody>
</table>

Plus digital service fee 850.00 EUR

The digital service fee covers: access to the matchmaking service for networking, lead generation, and appointment scheduling; inclusion of one company profile and two product profiles in the digital Product and Exhibitor World; entry in the Exhibitor Directory. Space hire charges plus AUMA (Association of the German Trade Fair Industry) fee of 0.60 EUR/m². All prices plus VAT.

EARLY BIRD DISCOUNT
When booking by 15 November 2021: 15.50 EUR per m²

EXTRA SPACE DISCOUNTS
when booking a space totalling:

<table>
<thead>
<tr>
<th>Size Range</th>
<th>Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>100 m² to 199 m²</td>
<td>10 % discount</td>
</tr>
<tr>
<td>200 m² to 399 m²</td>
<td>15 % discount</td>
</tr>
<tr>
<td>400 m² to 799 m²</td>
<td>20 % discount</td>
</tr>
<tr>
<td>from 800 m²</td>
<td>25 % discount</td>
</tr>
</tbody>
</table>

OUR SERVICE TO YOU
It’s easy to book your exhibition space online at www.ot-world.com/registration!
You can also book any services to help with your trade show presence via your customer account during preparations.

IMPORTANT DEADLINES

<table>
<thead>
<tr>
<th>Event</th>
<th>Deadline</th>
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</thead>
<tbody>
<tr>
<td>Submission deadline for free contributions to the World Congress</td>
<td>17 October 2021</td>
</tr>
<tr>
<td>Submission deadline for registering exhibitor workshops</td>
<td>15 November 2021</td>
</tr>
<tr>
<td>Allocation of booths starts</td>
<td>16 November 2021</td>
</tr>
</tbody>
</table>

ANY QUESTIONS? WE ARE HAPPY TO HELP!

Your contacts for the trade show (Leipziger Messe GmbH)
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