



**SELL QUICKLY, SECURELY
AND FOR MAXIMUM VALUE
WITH EUROPE'S NO.1
MEDICAL EQUIPMENT
AUCTION HOUSE.**

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WHO WE ARE

We are Europe's Leading Medical Equipment Auction House.

At BMA, we specialise in the resale of surplus, obsolete, end-of-line, and decommissioned medical equipment from all healthcare environments.

Through our weekly and monthly online auctions, we connect sellers with an extensive global network of **20,000+ registered buyers** across **100+ countries**, maximising value and ensuring equipment reaches trusted users worldwide.

100% Dedicated to Used Medical Equipment.

Unlike general asset remarketers, we are **100% focused** on the medical and healthcare industry. Every service we provide, from collection and certified data erasure to resale and remarketing, is designed specifically for the needs of hospitals, NHS Trusts, private healthcare providers, brokers, and finance houses.

As part of the **TBAuctions Group**, we also benefit from a wider database of **750,000 unique bidders** across **170 countries**.

This means that while our expertise is firmly in healthcare, we can also support our partners in remarketing items outside of core medical equipment, giving you even greater flexibility and reach.



General Medical



Optical & Ophthalmology



Ambulance Equipment



Ultrasound & Radiology



Defibrillators



Marketplace (Fixed Modality)

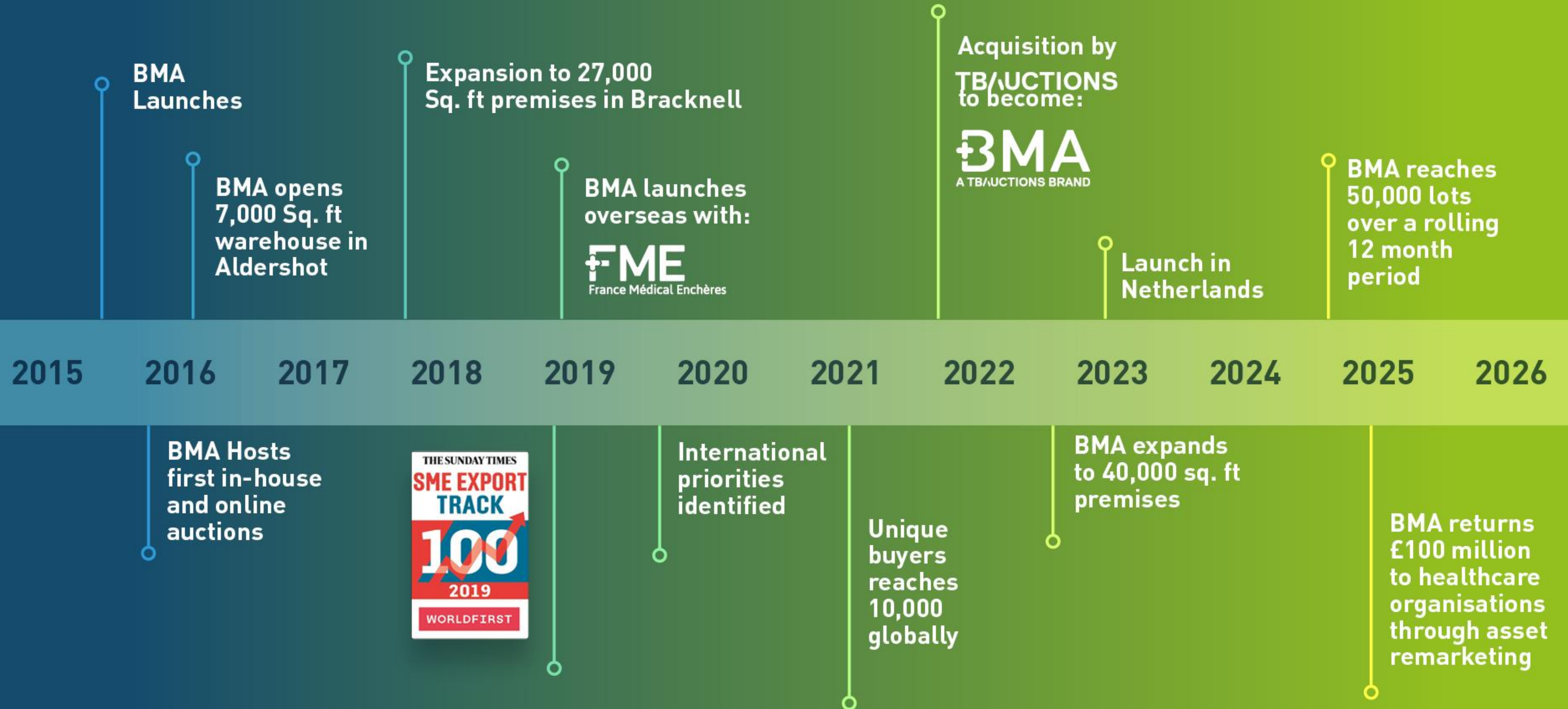


Endoscopes & Endoscopy



Ventilators & Respiratory

OUR EVOLUTION



OUR GLOBAL REACH

BMA provides a B2B marketplace for buyers and sellers of used medical equipment.

We believe that auctioning is the perfect method for value transferring, as the market transparently sets the price that trade over our platforms. Using data and a smart auctioning system, we match supply & demand of medical equipment – this is what we call Intelligent Auctioning.

BMA provides a secure, full-service B2B marketplace to the healthcare market.

Our tech-enabled platform connects healthcare institutions in local territories to a vast network of **20,000 bidders** with over **750,000** at group level registered users across **170 countries**.

We offer all institutions an opportunity to remarket their surplus and otherwise obsolete medical equipment in a competitive, efficient and transparent auction process.



THE BMA BUSINESS MODEL

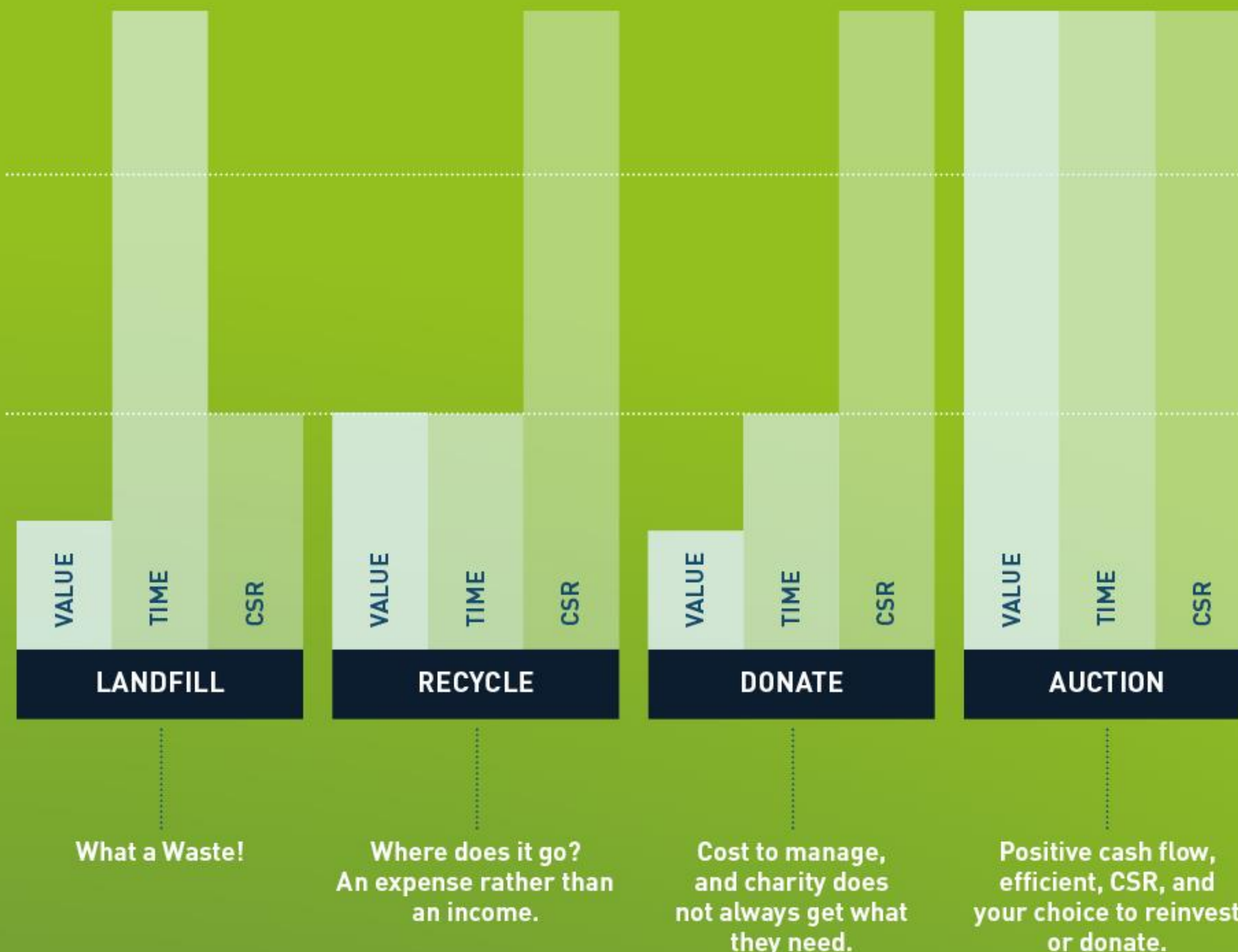
Medical institutions are under constant pressure:

- + Budgets are tight
- + Staff are time-poor
- + Resources must be used wisely



Surplus or unwanted items - whether equipment, instruments, or industrial machinery, are too often seen as a burden, with options like landfill, recycling, or donation costing money, wasting time, or failing to deliver real value.

Auction offers a smarter solution. Quick, efficient, and financially rewarding, it turns surplus into positive cash flow while supporting corporate social responsibility by reducing waste. As Europe's No.1 medical Auction House, BMA combines **heritage**, **expertise**, and **trust** to deliver maximum value with minimal effort - helping hospitals and clinics free up funds for what really matters: patient care.



INDUSTRY ACCREDITED DATA ERASURE

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BMA ensures that all equipment is properly inspected and tested before it is catalogued, helping to maximise value and create a consistent, high-quality buying experience.

By offering a complete and transparent service, BMA builds a great deal of trust with both its buyer and seller networks.

It is the value and trust offered to both sides of the market which makes BMA an obvious choice for buyers and sellers. We offer all institutions an opportunity to remarket their surplus and otherwise obsolete medical equipment in a competitive, efficient and transparent auction process.



AUCTION SALES

Online Auction Sales are held with 20,000 registered buyers.

COLLECTIONS

Reliable and cost-effective removal of specialised, medical equipment.

ASSET MANAGEMENT

Full inventory management service in secure in-country salerooms.

VALUATIONS

Independent valuation to ascertain fair market value of equipment.

DATA ERASURE

Certified removal of sensitive data from your medical equipment.

MARKETPLACE

Trade-in re-marketing facility offered to leading medical device manufacturers & institutions.

Selling with **BMA**

Watch our video

BENEFITS OF WORKING WITH BMA

Working with BMA means unlocking value, efficiency, and trust on both sides of the marketplace.

For suppliers, we deliver maximum returns through competitive pricing, upfront valuations, and access to over **20,000 global buyers** - backed by GDPR and NHS-compliant processes that ensure data protection, anonymity, and secure storage.

For buyers, BMA provides direct access to quality, OEM-maintained equipment from trusted NHS and healthcare sources, all accurately catalogued and easy to view and test. Our tech-enabled auction platform simplifies the process from bidding to payment, while our logistics support ensures smooth packing, storage, and international shipping. With BMA, you get more than an auction - you get a trusted partner with proven heritage in the medical sector.



SUPPLIERS

Buyers Maximise Values

- 20,000 global buyers
- Competitive pricing
- Up-front valuations
- Financial transparency
- Multiple, weekly auctions

Data Protection

- GDPR compliant
- Cyber Essentials Plus compliant
- Data Removal to Department of Health standards
- WEEE compliant recycling
- ICO compliant

Anonymity

- Asset ID tags and labels removed

Collection & Storage

- Regular Nationwide collections
- Full liability waiver
- Secure, insured 40k sq. ft warehousing
- Real-time vehicle tracking with Podfather

Asset Management

- Asset & Inventory listing

BUYERS

Access to UK Healthcare Market

- UK NHS organisations
- Private Healthcare companies
- Ex-lease equipment
- Manufacturer trade-ins
- Multiple, weekly auctions

Quality equipment

- 5-12 years old
- OEM maintained
- Direct from operational use
- Accurately catalogued, and ability to view and test

Ease of doing business

- Tech enabled auction platform
- Single point of viewing and collection

Payment

- Fast and flexible payment mechanisms

Post auction support

- Packing storage and loading services
- International shipping preparation

AUCTION PROCESS & PRICING

Simple, Transparent & Fully Managed.

BMA delivers a seamless end-to-end auction solution designed to maximise asset value while providing complete visibility throughout the sales process.

Every asset is protected by a secure payment process. Buyers are always required to pay in full prior to collection, ensuring your equipment is safe and your return is secure.

Seller Benefits

- ✓ No upfront selling fees or hidden charges
- ✓ Dedicated account management
- ✓ Nationwide collection service
- ✓ Real-time Podfather tracking and collection updates
- ✓ Pre and post-sale reporting

Process Steps



PROVEN AUCTION PERFORMANCE WITH 90%+ FIRST-TIME SELL-THROUGH RATES.

CHOSEN BY THE BEST IN HEALTHCARE

Partnering with BMA means aligning with a company proven to deliver results across the healthcare industry.

Our solutions are trusted by leading organisations because we combine reliability, innovation, and deep sector knowledge to maximise value and minimise risk.

Sellers working with BMA benefit from our professional processes, transparent operations, and strong market presence - assurance that assets are managed with care and integrity. We consistently deliver measurable returns and long-term partnerships built on performance and trust.

When healthcare leaders choose BMA, it's a reflection of our unwavering commitment to quality, compliance, and success. With BMA, sellers can be confident they're working with a partner that delivers exceptional, reliable outcomes, every time.



ORIGINAL EQUIPMENT
MANUFACTURER

SERVICE & FINANCE
COMPANIES

PRIVATE
HEALTH

NHS

DON'T JUST TAKE OUR WORD FOR IT!

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"Generated Over 500K"

It's been a real pleasure working with BMA. The Team is very approachable, and they go above and beyond to meet your needs. Not only is it a great sustainability practice, but it has also generated well over £500k in income for my Trust and freed up significant real estate space within the Hospital, which is a constant struggle.

"Outstanding Professional Service"

The team at BMA consistently deliver an outstanding professional service to our trust, the communication is excellent. No collection is ever too large or too small, we are extremely satisfied with the high standard of service BMA provides.

"Great Price we get Back"

I would like to take the opportunity to thank BMA for all their hard work and dedication. The collections are always quick and efficient and does not block up our small loading bay for long periods. The staff are always helpful and friendly, and the big bonus is the great price we get back for our equipment that is no longer required.

"Global Benefit"

Booking collections could not be any easier and with a new Podfather system you now get live tracking of the couriers, so you never have to worry about missing a collection. It's very rewarding to know that countries around the globe are benefiting from this business and the fact that we can extend the service life of these valuable medical devices.

"No Collection too Big or Small"

The team at BMA have always provided superior professional service to our trust. No collection is too big or small. BMA can provide data wiping certificates thus complying with governance around destruction of patient identifiable information. Overall, we are extremely satisfied with the service that BMA provide.

"We have Full Confidence"

The auction process is clear and efficient, and the BMA team are always responsive, approachable, and willing to go the extra mile to meet our requirements. This has given us full confidence in both the integrity of their processes and the quality of their outcomes. We have truly valued our business relationship with BMA and would not hesitate to recommend them as a trusted partner within the healthcare sector.

BMA supports Ambulance Trust-wide Defibrillators Replacement Programme

An NHS Ambulance Trust contacted BMA regarding a major replacement programme for Lifepak15 Defibrillators.

Manufacturer had offered a “trade-in” value per unit, Trust verified against BMA Sales history and values.

BMA partnered with the Trust to support the phased replacement of >400 devices and associated accessories over an 18 month period.



Trust Vehicle Workshops

As vehicles upgraded, batches of 20-30 devices



BMA Collections

Collections booked specifically for this equipment



Commercial Outcome

Over £1M net back to the Trust over the course of the project



Defibrillator Auctions

Equipment included in multiple Defibrillators Timed Auctions, alongside other devices in 80-100 lot auctions

Pre-Bank Holiday X-Ray Deinstall

Faced with just three working days’ notice before hospital building works began, our team had to act fast.

We completed site visits, electrical isolation, data deletion, and gained project approval all by Friday - with the X-ray room deinstalled on Saturday, ahead of the Bank Holiday.

This rapid turnaround showcased our ability to deliver complex projects at speed without compromising safety or compliance.



2am Crane Lift for MRI Removal

When a leading UK University needed an MRI deinstalled during its Graduation Ceremony day, timing was everything.

Our engineers worked through the night, organising a **2am crane lift** to remove the system.

The deinstallation was completed seamlessly, and the site was cleared **before any graduation activities began** - proving our ability to deliver under pressure without disrupting critical events.



DID YOU KNOW?



We've returned over £100 million back into healthcare

As we reach our 10th year, BMA will have delivered more than £100 million to healthcare organisations through asset remarketing - turning surplus equipment into reinvestment capital.



Your assets reach a truly global market

With buyers from over 120 countries and web visitors from 170+ countries worldwide, your equipment is exposed to international demand - not just local resale.



21,400 tonnes of equipment re-used

Equivalent to approximately 100 fully assembled Boeing 747 aircraft, or more than five Eiffel Towers. - reinforcing our commitment to sustainable, circular healthcare.



300,000+ lots successfully brought to market

Since 2016, we've managed and remarketed over 300,000 medical equipment lots - giving surplus assets a second life instead of letting them sit idle.



95% repeat business rate

The vast majority of our buyers and sellers return - a reflection of trusted relationships and consistent performance.



22x growth in operational scale

Monthly transaction volumes have grown from 250 in 2016 to 5,700 today - demonstrating sustained growth and increasing market demand.



A decade of stability and growth

From a team of 3 to 37 employees and over 3,700 trading days of continuous operation.

MORE THAN 500 HEALTHCARE ORGANISATIONS TRUST US TO REMARKET THEIR MEDICAL EQUIPMENT

THIS INCLUDES **OVER 65%** OF UK NHS HOSPITALS, **MORE THAN 85%** OF UK NHS AMBULANCE SERVICES, AND **ALL MAJOR UK-WIDE PRIVATE HEALTHCARE GROUPS.**

OUR CREDENTIALS



SUPPORTING...





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