



Polish Investment
& Trade Agency
PFR Group

THE MEDICAL DEVICES SECTOR

Poland. Business Forward





Poland is an internationally acclaimed destination for:



Pristine nature
A top 10 country to visit according to Lonely Planet



A place where East meets West
Dynamic business hub at the heart of Europe



Vibrant food scene
Warsaw among Top 10 Vegan-Friendly Cities in the World



Great cities
Wrocław – most business friendly medium – sized European city (2022)
Kraków – a TOP 25 Travellers’ Choice 2022
Łódź – in the „Best of the World 2022” List by National Geographic



Attractive place for expats
Young, increasingly international society, with a very high level of English proficiency



Rich history
Vast legacy of bravery and resilience



WHY
POLAND



FACTS ABOUT THE
POLISH MEDICAL
DEVICES SECTOR



WHAT MAKES
US DIFFERENT



DID YOU KNOW
THAT



SUPPORT
INSTITUTIONS



HOW WE CAN
HELP YOU

Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

Superb market share

40% of the region's total GDP and a gateway to the wider EU market

Large, high-quality talent pool

300k+ of well-educated graduates annually

Resilient economy

Max score for Macroeconomic Stability in the Global Competitiveness

Almost 30 years of continuous growth

Almost 10 years of stable growth in foreign trade turnover

Transparent

Regional leader in the Transparency International Corruption Index

FDI magnet

2nd in the EU, 5th in the world in terms of value of new greenfield projects (2020)

One third of all FDI stock in the region

Top-notch infrastructure

1st in CEE in Airport Connectivity & Quality of Road Infrastructure (Global Competitiveness Report)

Ratings remain high despite the turbulent Times

Moody's: A2, S&P: A-, Fitch: A-, as of the first half of 2022

Competitive, well-developed cities

European Cities of the Future (fDi Intelligence)

Warsaw: 7th position (ahead of Berlin and Stockholm)

Kraków: 2nd in EU in Business Friendliness among Large Cities



FACTS ABOUT THE POLISH MEDICAL DEVICES SECTOR

Specialised equipment






Two categories account for the vast majority of Poland's medical device industry's exports, namely orthopedic equipment, apparatus, prostheses, and hearing aids as one, and medical and veterinary instruments as the other.

In 2021, they accounted for €1,737 mln and €1,145 mln worth of exports, respectively.

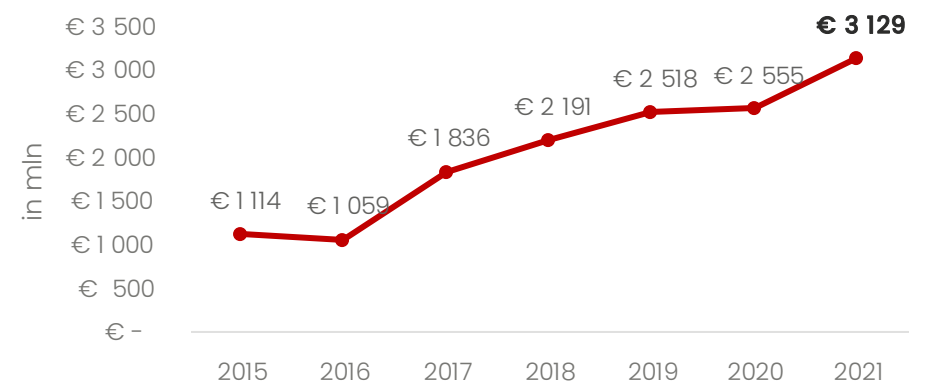
The total export value of Polish medical devices and equipment sector amounted to €3.2 bn in 2021.

In 2021 medical devices constituted just over 1% of Poland's total export.

Main export destinations for Polish medical devices in 2021

	United States	€765 mln
	Germany	€639 mln
	France	€287 mln
	Denmark	€183 mln
	United Kingdom	€156 mln

Export of Polish medical devices and equipment **has almost tripled** since 2015.



Sources:

Medical Devices and Equipment in Poland, PARP Report 2021.
Statistics Poland. CN codes: 8713, 9018, 909, 9020, 9021 and 9022.

WHAT MAKES US DIFFERENT

Excellent quality

The Polish medical equipment and devices sector is known for:

- high quality,
- low failure rate,
- the low costs of operation, service and spare parts,
- high durability,
- compatibility with equipment made by other manufacturers
- excellent quality-to-price ratio.

A dynamic startup ecosystem



- 150 MedTech startups
- A wide range of expertise: telemedicine, modern diagnostics, mobile health, medical devices, 3D print, robotics and AI



- 50 CRO* R&D Centres
- Over 20,000 employees in R&D in the medical and life science sector in 2019
- 74,000 employees in the engineering and technology sector

* Contract Research Organisation

Long scientific tradition

Physics, medicine, chemistry, pharmacology and pharmaceuticals, alongside mathematics, are the highest-ranking scientific fields in Hirsche index for Poland. Alongside a dynamic IT sector, this provides a good foundation for the development of medical technologies.

Through institutions such as NCBR, PARP or PFR Ventures, Poland also offers various forms of financial and non-financial support to medical Start-ups. In fact, 25% of venture capital in Poland was allocated to businesses from the Health Care sector.

Sources:

Medical Devices and Equipment in Poland, PARP Report 2021; PFR Ventures Report: Polish VC market outlook 2020, January 2021; PAIH – Technology & Innovation Hub in Central Europe: MedTech

DID YOU KNOW THAT

AI in radiology



The Polish company BrainScan created a tool that aids radiologists in making the preliminary diagnosis thus minimising the risk of misinterpretation of test results. The AI employed by Brain-Scan makes the correct diagnosis in 9 out of 10 cases, whereas radiologists can make mistakes in up to 15%.

Robot-aided rehabilitation



The Kraków-based manufacturer of rehabilitation robots and software Prodromus, provides technology and equipment that can help children from all over the world undergo lower limb therapy of six joints, through robot-induced movements. The effectiveness of this innovative treatment is even higher as young children actually enjoy exercising with Prodrobot.

The extensive health care sector



In 2020 there were 898 hospitals operating in Poland, providing access to over 167,600 hospital beds. Poland also has a growing number of medical personnel – well over 92,000 doctors worked in Poland, of whom more than 57% were female.

SUPPORT INSTITUTIONS

TECHNOMED Medical Industry Organization

TECHNOMED acts on behalf of its associates, voicing their needs and concerns at Government level, providing opinions on legislative processes and aiding the business environment centred around the health care sector.



The Polish Chamber of Commerce of Medical Devices POLMED

Founded in 2003, the Polish Chamber of Commerce of Medical Devices POLMED is the biggest organization representing manufactures and distributors of medical devices in Poland. POLMED represents its members' matters to the Government, self-governing bodies and other institutions. POLMED presents opinions on economic practices and legal measures to all the aforementioned institutions. The Chamber also provides training, information and advice.



The Ministry of Health

The Ministry of Health is a policymaker and regulatory body responsible for the National Health Policy, major capital investments in healthcare, medical science and education, introducing regulations governing the functioning of the health care system.



The Polish Investment and Trade Agency

The Polish Investment and Trade Agency's (PAIH) mission as a Government Agency is:

- To enable small- and medium-sized companies to reach their full potential in exporting their products and services around the world
- To support potential investors in Poland by providing comprehensive and up-to-date information services regarding legal and tax aspects, location and human capital, as well as on the available financial incentives
- To promote 'Poland as a Brand'

How we can help

PAIH's experienced team of experts with a hands-on approach and excellent understanding of the needs of entrepreneurs will ensure that your projects will move as fast and smooth as possible.



Information packs
macroeconomic, HR,
legal, sectoral data



**Analysis
of export
potential**



**Preparing
information
packs**



**Verifying
business
partners**



**Organising
business
missions**



**Preparing lists
of possible
business partners**



**Organising
B2B meetings**



**Support in contacts
with Government
Agencies**

Contact us

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