



Polish Investment
& Trade Agency
PFR Group

Poland. Business Forward

THE MEDICAL DEVICES SECTOR

Poland. Medical devices



Poland is an internationally acclaimed destination for:



Pristine nature

Top 10 country to visit according to Lonely Planet



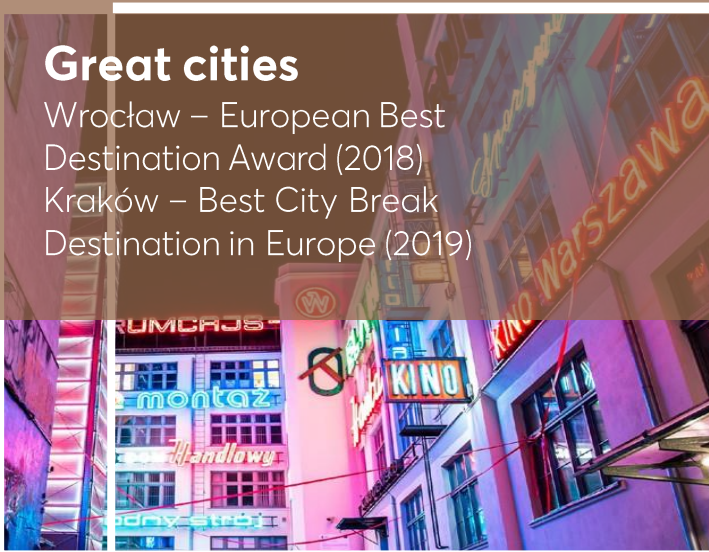
A place where east meets west

Dynamic business hub at the heart of Europe



Vibrant food scene

Warsaw among top 10 vegan-friendly cities in the world



Great cities

Wrocław – European Best Destination Award (2018)
Kraków – Best City Break Destination in Europe (2019)



Attractive place for expats

Young, increasingly international society, with very high level of English proficiency



Rich history

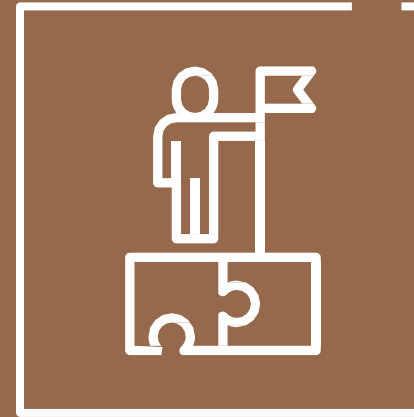
Vast legacy of bravery and resilience



**WHY
POLAND**



**WHAT THE POLISH
MEDICAL DEVICES
SECTOR STANDS
FOR?**



**WHAT MAKES
US
DIFFERENT?**



**DID YOU
KNOW?**



**INSTITUTIONAL
ENVIRONMENT**



**HOW WE CAN
HELP YOU**

Unprecedented growth

Highest growth rate in the OECD between 1990 and 2019

Superb market access

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)

Largest share of the EU budget

EUR 160bn for Poland in subsidies and loans until 2027

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



WHAT THE POLISH MEDICAL DEVICES SECTOR STANDS FOR?

Specialised equipment






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

In 2019, they accounted for **1 270m. €** and **962m. €** worth of exports, respectively.

The domestic value of Polish medical devices and equipment sector amounts to **2.9b. €** and it boasts **15% share** of all Polish manufacturers.

In 2019 it constituted **1%** of total Polish exports.

Main export destinations for Polish medical devices in 2019

	United States	589m. €
	Germany	530m. €
	Denmark	180m. €
	France	143m. €
	United Kingdom	104m. €

Export of Polish medical devices and equipment has **more than doubled** since 2015.

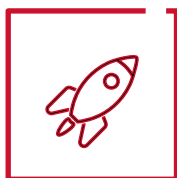


WHAT MAKES US DIFFERENT?

Excellent quality

Polish medical equipment and devices are known for their high production quality, low failure rate, low operating, service and spare part costs, high durability, flexibility in customer relations and order processing, compatibility with equipment made by other manufacturers, and 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 R&D personnel working for the medical and life science sector in 2019
- 74,000 R&D staff working for the engineering and technology sector

* Contract Research Organisation

Great scientific foundation

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 fertile ground for development of medical technologies.

Through institutions such as NCBR, PARP or PFR Ventures, Poland also offers various forms of both 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.

DID YOU KNOW?



Machine learning in radiology

Polish BrainScan created a tool that aids radiologists in stating the preliminary diagnosis and 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 the scale of mistakes among radiologists can reach up to 15%.



Robot-aided rehabilitation

Cracow-based Prodromus is a manufacturer of rehabilitation robots and software, providing technology and equipment that can help children from all over the world undergo lower limb therapy through robot-induced movements of six joints. The higher effectiveness of this innovative treatment is additionally matched by the fact that young children enjoy exercising with Prodrobot.



Extensive health sector

In 2019 there were 890 hospitals operating in Poland, providing access to over 166 thousands hospital beds. We also have a growing number of medical personnel – well over 90 thousand doctors worked in Poland, of whom more than 57% were women.

INSTITUTIONAL ENVIRONMENT

TECHNOMED Medical Industry Organization

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



The Polish Chamber of Commerce of Medical Devices POLMED

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



Ministry of Health

The Ministry of Health is a policymaker and the regulatory body responsible for 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 the needs of entrepreneurs will ensure that your cooperation will be as fast and smooth as possible



Information packages
(macroeconomic, HR, legal, sectoral data)



Analysis of export potential



Preparing information packages



Verifying business partners



Organising business missions



Preparing lists of possible business partners



Organising B2B meetings



Supporting in contacts with government agencies

Contact us

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