

Medical **Devices and Equipment** **in Poland**

REPORT 2021



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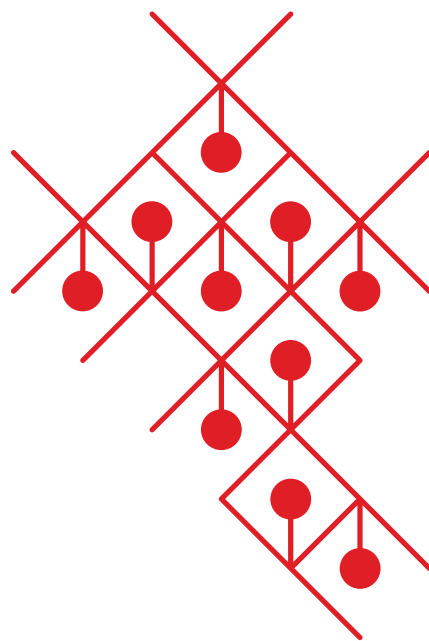


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**Małgorzata Oleszczuk****President of the Polish Agency for Enterprise Development**

The sales of Polish medical devices and equipment on foreign markets is constantly growing – export has doubled in the 5-year period, reaching nearly EUR 2.5 billion in 2019. It is worth to mention that the exports to non-EU countries almost equals sales on EU markets, which used to dominate the exports share in previous years. It means that Polish products gain trust and recognition on new and promising markets.

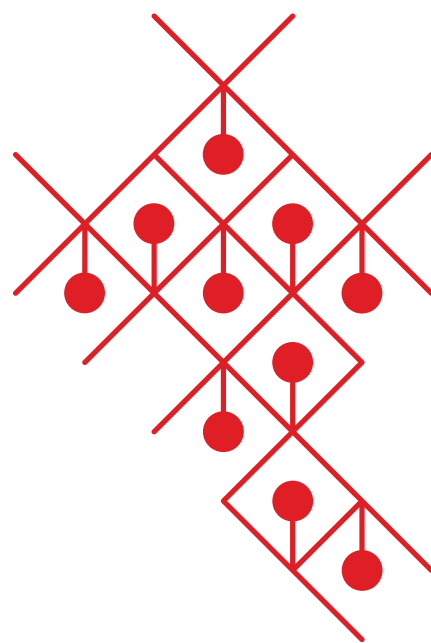
Polish medical equipment and devices are already well appreciated in the USA, Germany, Denmark, the United Kingdom, as well as in Russia, China, and Mexico. Some domestic manufacturers enjoy the status of global companies, selling to nearly one hundred countries on five continents. The international position of Polish manufacturers of medical equipment is further confirmed by the fact that 60% of their sales is generated by exports.

It is our goal to increase the number of such internationally recognized companies. The government has been involved in the promotion of the Polish medical industry for several years. The Polish Agency for Enterprise Development (PARP) is one of the entities carrying out promotional activities on its behalf. Since 2017, the Agency has been responsible for the organization of national stands at the largest industry fair in the world, namely MEDICA in Düsseldorf. PARP was also engaged in the organization of the national stand at Arab Health in Dubai in 2019. On average, approximately 150 Polish companies were present at our stands during each of these events, holding b2b meetings with their foreign partners.

High praise that our stand received from Polish entrepreneurs, as well as their desire to continue participation in the future editions of these fairs, confirm that our decision to promote the Polish medical devices industry was not only right but also necessary.

The pandemic has shown how crucial it is to ensure smooth exchange of ideas and experience in the medical sector. Having that in mind, we plan to organize another 8 national stands in Europe, Asia, and North America by the end of 2022.

At the same time, we promote the industry via online tools and organize virtual international b2b events. We are pleased to present our latest publication showing the Polish medical equipment industry in a nutshell. We are also including an exhaustive catalog of Polish manufacturers offering state-of-the-art medical devices and innovative services. We hope that it is a valuable source of contacts for numerous foreign companies and institutions looking for reliable business and technology partners.



Poland in figures

(2019)

Trade exchange



Imports

€ 235.8 BN

Exports

€ 234 BN

Population



38.5 M

Gross Domestic Product (GDP)



€ 532 BN

Economy rank

21st

in the world

GDP Growth



Poland

4.5 %

EU 27

1.5 %

GDP per capita (PPP – Purchasing Power Parity)

\$ 34 000

Unemployment rate

5.2 %

Poland's domestic market for medical devices and equipment

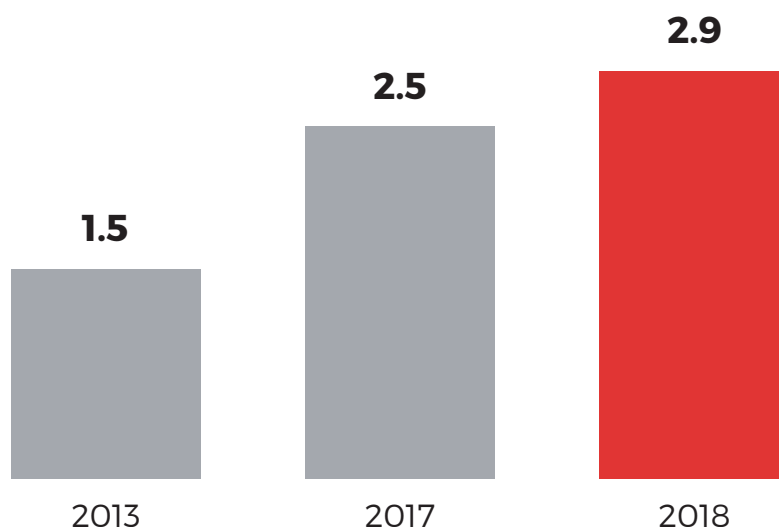


Over the last twenty five years the economic growth per capita has increased three times, and Poland has become the 21st economy in the world (according to the IMF data). Disposable income is growing year by year, and so are the expectations of the healthcare system and the standard of provided services. Between 2000 and 2018 expenditure per capita in public healthcare increased from USD 200 to USD 979 (EUR 166 to EUR 812)¹. This is reflected in the rising value of the domestic market for medical devices, which in 2017 was estimated at EUR 2.5 billion by the 'Technomed' Medical Industry Organization, compared to EUR 1.5 billion only four years earlier. The value of domestic market for medical devices and equipment was estimated by the Polish Investment and Trade Agency (PAIH) at EUR 2.9 billion in 2018.

The Polish medical devices and equipment industry comprises of approximately three hundred entities, including large companies with more than fifty years of experience in production, ventures established at the turn of the 1980s and 1990s, and smaller enterprises set up during the last decade, including many promising start-ups. The majority of them have a considerable potential for growth, hiring over 49 people and generating relatively high revenue. According to the National Bank of Poland data, over 60% of these companies' revenues come from exports.

According to data provided by the OECD, Poland currently allocates 4.7% of its GDP to the public healthcare sector, i.e., approximately EUR 20 billion a year, and it is expected to reach 6% of the GDP in 2024.

¹ <https://www.macrotrends.net/countries/POL/poland/healthcare-spending>, visited on May 30th, 2021

Chart 1. Value of the domestic market for medical devices (in EUR billion)

Source: 'Technomed' Medical Industry Organization, Polish Investment and Trade Agency

There are about eight hundred hospitals in the country, with nearly 220 000 beds for patients. That makes nearly 6 beds per thousand people, which is one of the highest ratios in Europe. Due to considerable demand for medical services, increased spending on public healthcare is accompanied by the development of the private healthcare sector – clinics and multidisciplinary hospitals. In 2019, its value was estimated at EUR 13.5 billion².

Polish healthcare system in numbers (2019)

20 billion
(EUR)



healthcare expenditure in the public sector, equal to 4.7% GDP

13.5 billion
(EUR)



healthcare expenditure in the private sector



800
hospitals



220 000
beds, i.e. 6 beds per 1.000 patients

Source: OECD, PWC, PMR

² <https://healthcemarketexperts.com/en/news/market-trends/pmr-report-private-healthcare-market-in-poland-what-can-we-expect>, visited on May 30th, 2021

Aside from economic factors, the development of the Polish market for medical devices is becoming more and more dependent on social factors. As in all the highly developed countries, also in Poland the society is ageing, and the number of elderly people in need of healthcare is growing. Over the next twenty five years, the 65+ group will grow by another three million people, reaching 8.5 million.

Chart 2. Market for medical devices and equipment in Poland (2019)

2.9 billion*
(EUR)



value of domestic
market for medical
devices and
equipment

15% – share
of Polish
manufacturers

2.42 billion
(EUR)



value of
medical
devices and
equipment
exported from
Poland

300 – the number of medical
equipment manufacturers; more
than a half of them employ over
49 people

60% – average share of exports
in the overall revenues of Polish
companies manufacturing
medical equipment

Source: Polish Investment and Trade Agency, National Bank of Poland

* 2018

State-of-the-art operating theatres

Success story of ALVO Medical

The beginnings of international expansion were not a piece of cake for the Alvo Śmigiel-based company, which provides innovative solutions and products for operating theatres, hybrid rooms, and intensive care units. However, currently the company has its own training and customer experience centers in Europe, Africa, the Middle East, and Southeast Asia. They allow surgical teams to see how the operating theatre and patient data are managed in a fully integrated video-over-IP environment before project completion.

The company's founder, Tadeusz Olszewski, PhD, has been attending international medical fairs since 1998. At the early stage of its development, the company failed to acquire any foreign customers, but it made its presence known at such events as MEDICA in Düsseldorf or Arab Health in Dubai.

The perseverance paid off, as the fairs in the medical industry are often attended by the same companies and the same people. "We were finally getting noticed", Mr. Olszewski explains.

Their first foreign customer was a distributor of medical equipment in Cairo. The contact was established during the 5th edition of the region's medical fair. "This is what building brand awareness looks like. The customer knew that we had attended the fair every year, that we were developing and every once in a while, we showed something new. And in the end, it was him who wanted to work with us", Olszewski says. The company has already equipped 250 operating theatres in Egypt.

Another of Alvo's key customers, a distributor from Saudi Arabia, had been visiting the Polish company's stand at the prestigious Arab Health fair for four years – remarks were exchanged, comments made, but he never committed to place a purchase order. "Finally, he came to visit our stand one more time and said: 'I see that you have improved some things I mentioned before. I think we should do business together'", says the CEO of Alvo. For Olszewski's company, Saudi Arabia is the second largest market in terms of sales. The company is already well known there, and their operating theatres are often visited by the Minister of Health himself.

The company continuously expands its competences – since 2009 it has been selling the Alvo Integra IT system for managing operating theatres. It can be used to control operating tables and lamps, general lighting, air-conditioning, video feed and cameras, doors and blinds, medical gases, and other equipment.

The system can be seen at work in Alvo's simulated operating theatres located in Europe, Africa, Asia, and the Middle East. "They are so well equipped that if we disinfected them, we could use them for operations", explains President Olszewski. Alvo has just completed showrooms in Hanoi and Shanghai. Other showroom locations can be found in Kuala Lumpur, Jakarta, Mumbai, Dubai, Riyadh, Cape Town, and two in Germany, with also Denmark and Sweden each having one, too. In their customer experience center in Śmigiel, they conduct training for operating theatre managers and architects, but also engage in technical dialogues with hospital managers or private investors who can see and test various solutions. "The best marketing is one that does not look like marketing. Clinicians no longer want to listen about products, they prefer to know what clinical values they bring, and how to use them effectively", explains Tadeusz Olszewski.

Recently, Alvo has teamed up with two other Polish companies and created Ultra V-bot, an autonomous robot which disinfects surfaces and air with the UV-C technology. It destroys the DNA of dangerous pathogens, including SARS Coronaviruses, thus protecting the crew from malicious infections. What is more, the construction of the robot allows for self-decontamination of its wheels.

"Thanks to the built-in safety system and autonomous navigation, the robot detects all obstacles and moves safely in the selected room. Ultra V-bot can be easily used for decontamination in all important public spaces, including concert halls, schools, factories, laboratories, shopping malls, sports clubs", says Alina Kubiak, the marketing director at Alvo Medical.

It all started in 1819. A brief history of the Polish medical equipment industry



The history of the Polish medical equipment production spans over a hundred years, dating back to the first half of the nineteenth century. The oldest documented example of a Polish medical company is the Warsaw-based FARUM, which still conducts business today. Its roots date back to 1819. Currently the company's products include high-end ECG, X-ray, anesthesiology equipment, as well as medical furniture and trolleys, which are made both in the company's own design studio and in collaboration with external designers. FARUM is one of the largest domestic manufacturers and suppliers of medical equipment.

In 1911, Professor Bronisław Sabat developed a method of X-ray examination that consisted in recording the outline of the examined organ in different phases of its movement on a single image, thus making a huge contribution to the development of the world radiology. In the 1930s, the first Poland-made X-ray tubes for both diagnostic and therapeutic purposes were constructed, and in 1934 Rurix started the production.

A well-equipped hospital cannot function without optimally designed hospital furniture. FAMED Żywiec has been involved in its production since 1921. At present, the company manufactures operating tables, hospital beds, gynecological chairs and transport trolleys. The company exports them to more than 80 countries, and its research and development team is constantly working on improving its solutions.

For political reasons, Polish medical equipment rarely made its way to countries on the western side of the Iron Curtain in the post-war years, hindering Polish manufacturers from winning a wider customer base. However, medical devices were exported to other countries of the Eastern Bloc where they were widely recognized.

It was also at that time that key research institutes were established, and they operate to this day – the Nalecz Institute of Biocybernetics and Biomedical Engineering of the Polish Academy of Sciences, and the Institute of Medical Technology and Equipment in Zabrze. In medicine, Polish technical concepts are very much on a par with western ones – 1953 marks the creation of MPS-1, the first Polish lung heart prototype developed by an interdisciplinary team of constructors, comprising of cardiologist Jan Moll and engineers Franciszek Płużka and Stanisław Szymkowiak. Fifteen years later, an even more technologically advanced lung heart was developed at the Silesian University of Technology – its third and final version was completed in 1972 and became part of the equipment at all the cardiology centers in the country, enabling them to perform open heart surgeries.

‘Techpan’, the Experimental Department of the Institute of Fundamental Technological Research of the Polish Academy of Sciences in Warsaw, was established in the 1970s along with its branch in Puławy. It was there that USG-10, the first Polish ultrasound scanner designed for use in medical diagnostics, was produced in 1977. Over the next decade the Institute designed and manufactured ophthalmological ultrasound scanners, cardiological real-time scanners, and the first Polish computerized ultrasound scanner.

The Institute’s achievements did not fade into oblivion. In the 1990s, Echo-Son was established in its place, which sells its ultrasound scanners to more than 50 countries, with exports accounting for two thirds of the company’s current revenue.

Today we witness global expansion of many Polish manufacturers of medical equipment. Examples include Balton, HTL-Strefa, TZMO or Consultronix, which have already established their presence on many foreign markets and can unquestionably be labelled as global entities. Some companies have also been opening branches abroad, taking over their competitors, including bigger ones, for instance, Medort that has taken over the German wheelchair manufacturer called MEYRA.

Recently, medtech companies have been booming in Poland. For instance, AI based Medicalgorithmics, that already successfully operated on the global market, especially in the US, paved the way for the other Polish telemedicine companies such as Brainscan, Stethome or Pregnabit, which are ready to start their own journey into the market of remote medical services.

Algorithms that ‘see’ more

Success story of Medicalgorithmics

Founded in 2005 by Marek Dziubiński and Marcin Szumowski, the company is currently employing about five hundred people around the world. Its services are available in North America, Western Europe, and South-East Asia, including Australia, and about 150 000 patients worldwide are diagnosed by Medicalgorithmics on a yearly basis.

Worldwide, the spending on inefficient healthcare – misdiagnoses, inadequate treatment, unnecessary administrative procedures – amounts to billions of dollars a year. According to the Institute of Medicine, in the United States alone, of the USD 3.3 trillion annually allocated to the healthcare system, 765 billion is spent on services that are completely unnecessary and bring no benefit to the patients.

Medicalgorithmics is a company that meets the diagnostic needs of healthcare systems perfectly well. It is the first Polish telemedicine company which managed to commercialize a product in the United States. The company provides services of remote cardiology diagnostics with the use of its PocketECG system. It is the most technologically advanced device for diagnosing cardiac arrhythmia in the world. “The patient wears it 24 hours a day, even up to a few weeks, and the system constantly analyses the data and detects possible disorders”, says Marek Dziubiński, President of Medicalgorithmics.

Special algorithms make this mobile device highly efficient at detecting arrhythmia. They can identify many more signs of abnormalities in the heart rhythm than simple algorithms of the competition (mainly companies operating in the United States because it is where the market for this type of solutions is most developed). “Their algorithms simply cannot compare to ours when it comes to extracting information from the data”, stresses Mr. Dziubiński.

Early detection of arrhythmia is a huge saving for the healthcare budget as it shortens costly hospitalization or completely eliminates the need for it. Despite the fact that most healthcare systems in the world do not refund long-term remote cardio diagnostics provided by medtech companies, Medicalgorithmics managed to convince its partners to do so, because it simply pays off.

“Long-term heart monitoring is completely refunded only in the US. But we convinced our partners in Europe to embed our solutions into their services, because at the end of the day it turns out that it is still viable, even if it is not reimbursed. For instance, in Denmark, which is one of our fastest growing markets, some hospitals have already stopped performing Holter monitoring and have switched to our technology”, says Anna Dziuban, the marketing director at Medicalgorithmics.

Why should one halt performing Holter monitoring and use Medicalgorithmics technology instead? The research carried on 16 000 patients and announced at the Heart Rhythm Society Scientific Sessions conference in Boston shows that Medicalgorithmics pocket ECG is 6 times more effective than a 24-hour Holter and 36% more effective than an offline patch (a chest patch with integrated electrodes that is becoming increasingly popular, mostly in the USA) in patients with atrial fibrillation below 1%.

The latest situation with the COVID-19 pandemic has accelerated the trend of dispatching the equipment directly to patients by mail, making it unnecessary for them to show up at the hospital to receive it. “Right now, patients can get our Pocket ECG by mail, which is great, because in some regions the distance between hospitals and patients is huge. It is much more convenient, and safer for both parties”, Ms. Dziuban explains.

For instance, in Canada, which is currently the fastest growing market for Medicalgorithmics, 98 percent of tests are performed as tele-health services with results sent directly to patients' homes. Interest in such services is growing fast, especially during the pandemic. And it is not only about broadening the access to diagnostics but also about making the entire process safer for the end users. “During the pandemic we witness particular business growth in those regions in which PocketECGs are sent directly to patients' home”, points out Jarosław Jerzakowski, the business development director at Medicalgorithmics.

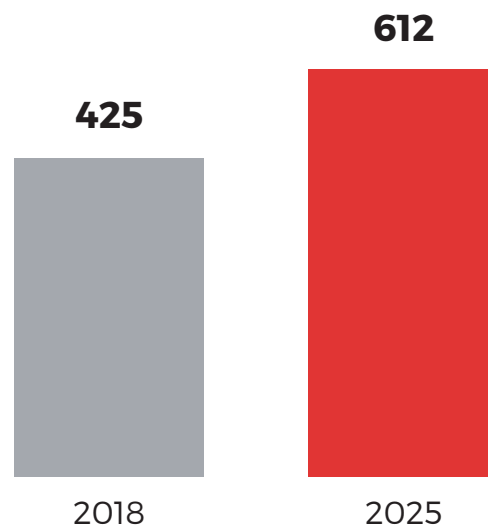
Currently, Medicalgorithmics is working on a completely new product. According to company representatives, it will be unveiled in the near future.

Global medical devices market size estimates and growth drivers



According to Fortune Business Insights, the global medical devices market size was valued USD 425 billion (EUR 352 billion) in 2018 and is expected to reach USD 612 billion (EUR 507 billion) in 2025, growing at a CAGR of 5.4 %³. Although it is yet to determine how much the COVID-19 pandemic will affect the future of the medical equipment industry. Nevertheless, the demand for devices such as orthopedic implants, heart valves, intraocular lens and audiology diagnostics devices is showcasing the downward curve. Millions of elective surgeries are being postponed or canceled to reallocate the resources to manage COVID-19 patients. On the other hand, devices such as pulse oximeters, life supporting machines and syringes witnessed spikes in demand.

Chart 3. Global medical devices market size 2018-2025 (in USD billion)



Source: Global Market Insights

³ <https://www.fortunebusinessinsights.com/industry-reports/medical-devices-market-100085>, visited on May 30th, 2021

Growing geriatric population and chronic diseases

The biggest trends that will shape and propel the industry growth in the forecast period is the rise of geriatric population, the growing prevalence of chronic condition, along with growth in surgical procedure, and complex surgeries.

In Europe, seniors will soon make up one fifth of the total population, and almost one third in Japan. The ageing society and growing global population, which the UN projects to increase by another billion over the next decade (in 2030 it will reach 8.6 billion people, to go as high as 9.9 billion in 2050), are not the only challenges the healthcare system faces.

Factors such as lack of exercise, poor diet and obesity contribute to the increased incidence of heart disease, diabetes, and cancer. In China and India alone the number of diabetics is currently estimated at 114 and 69 million, respectively. Worldwide, over the next two decades their number will increase by another 227 million – growing to 622 million from the current 415. Every three seconds someone in the world is afflicted by dementia. According to the WHO, about 466 million people worldwide lived with disabling hearing loss in 2018, so there is a significant market for hearing aids and accessories.

Different challenges in healthcare systems of developed and developing economies

According to the Fortune Business Insights, medical devices market in North America alone was worth USD 170 billion in 2018. Medical devices market growth witnessed in that region will be driven by the well-developed healthcare infrastructure and faster adoption of new technologies. On the other hand, Asia Pacific region is an emerging market, exhibiting high growth potential due to increasing income per capita, increasing aging population, increasing disease awareness, and improving health infrastructure.

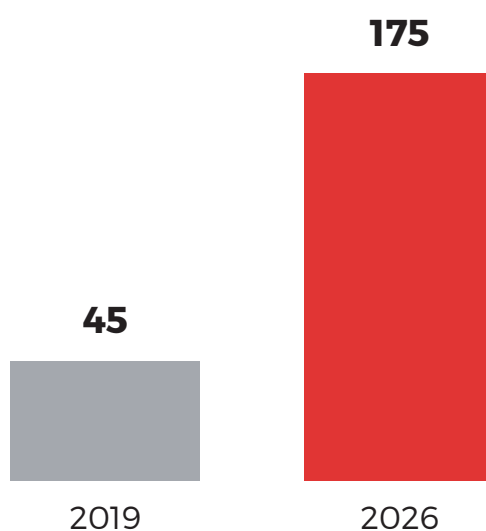
The difficulties faced by health institutions in most countries are related to ageing infrastructure and medical equipment which must be replaced by modern devices. In Europe and the United States hospital managers are trying to figure out how to incorporate digital technologies into their services in order to reduce their cost, increase accessibility and improve patient care. While in developed countries medical infrastructure is in need of modernization, it has to be built entirely from scratch in developing countries.

The Asia-Pacific region, where access to modern medical care is insufficient for the majority of patients, is home to more than half of the global population. According to the research conducted by McKinsey, supply already struggles to meet demand. It should be kept in mind, however, that despite its great potential, it is a rather difficult market, and above all a very diverse one – for reasons of political, cultural, and legal nature, the level of economic development, or the type and incidence frequency of diseases in different countries.

Per-patient expenditure in the region is not high. It amounts to USD 376 on average, which is over 10 times lower than the average for EU countries, and over 20 times lower than the expenditure in the United States. Despite that it keeps growing, spurred largely by the growing revenue.

Nevertheless, the APEC countries, like other markets – Africa, Russia or Latin America – are searching for high quality medical services at lower prices. This is a global trend, as even developed countries are searching for ways to reduce healthcare costs without compromising on its quality. Polish manufacturers of medical equipment meet these expectations.

Chart 4. Global telemedicine market size 2019-2026 (in USD billion)



COVID-19 pandemic is likely to accelerate the adoption of telemedicine services

Technology is immersing deeper and deeper into medical services and we are about to witness substantial growth of the telemedicine segment within the next few years. According to Global Market Insights, telemedicine market size was valued at USD 45 billion (EUR 37 billion) in 2019 and is expected to grow 19.3% CAGR from 2020 to 2026⁴, reaching USD 175 billion (EUR 145 billion) and the COVID-19 pandemic is likely to accelerate telemedicine development even more.

As Global Market Insights points out, social distancing is one of the major strategies adopted by various state authorities across the globe to contain the spread of coronavirus infection. More than 25 countries including India, Poland, the United Kingdom, Spain, China, among others have implemented partial or total lockdown.

Amid such conditions, telemedicine is proving to be the key technology to get medical consultations. Increasing number of people are turning towards virtual visits for health check-ups, thus fostering market demand. The main telemedicine growth drivers are:

- rising cases of COVID-19 infections across the globe,
- increasing prevalence of chronic diseases,
- growing number of smartphone users,
- technological advancements related to mobile phones and Internet,
- greater need for cost-saving in healthcare delivery,
- long waiting time in hospitals for disease treatment,
- favorable government initiatives.

⁴ <https://www.gminsights.com/industry-analysis/telemedicine-market>, visited on May 30th, 2021

Robotic therapy for children

Success story of Prodromus

“Prodrobot is the only rehabilitation device in the world that emulates five types of human movement, i.e., walking, cycling, climbing stairs, swings, and squats. At the same time, we can increase the speed and range of motion and adjust them to the condition of a specific patient”, explains Ms. Joanna Żuradzka, head of marketing at Prodromus, the manufacturer of rehabilitation robots and software.

Thanks to this Cracow-based company, children from all over the world can undergo lower limb therapy assisted by a robot. Such therapy is much more effective than a traditional one because the robot makes patients follow the most appropriate and ideally repetitive movement pattern. Such a precise trajectory of movement cannot be repeated on the mat by the therapist. “The robot induces movements of six joints, three in each leg, i.e., hip, knee and foot. Depending on the patient’s condition, the therapist chooses the type of movement, its speed, range, and time of the exercise”, adds Ms Żuradzka.

What is more, children are thrilled to exercise with Prodrobot, which reminds them of... Transformers. It moves and emits lights, so it encourages them to play. Additionally, thanks to its support, the therapists get much less tired by the therapeutic procedures.

Patients with cerebral palsy are the main target group for Prodrobot, and the company roots from a real-life situation and human sensitivity. A decade ago, Mr. Grzegorz Piątek, the co-founder and chief designer of Prodromus, learned about twin brothers with cerebral palsy and decided to help them. It was not a standard help, though. The young robotics engineer decided that the donation of 1% of tax for the rehabilitation of the twins would not be enough. Thus, in the framework of his master thesis, he created a prototype of a rehabilitation robot, which he then gifted to the children.

Perhaps that would have been the end of this story, had it not been for Mr. Bartłomiej Wielogórski, the current CEO and the second co-owner of the Cracow-based company, who persuaded Mr. Piątek to gather momentum and set up a business producing rehabilitation robots. They registered the company in 2013 and started to improve the prototype in order to create a device suitable for commercialization on a larger scale.

“In 2015, we obtained all the certificates obligatory for the robot as a medical device and it was approved for sale in the European Union. We are currently selling it to countries in Europe and Asia, both to specialized private rehabilitation facilities and to public hospitals. There have even been cases of purchases for private use. Apart from Poland, our robots assist children therapy in such countries as Germany, the Czech Republic, Romania, Estonia, Ukraine and Hungary, as well as in Kazakhstan, China and Saudi Arabia”, says Joanna Żuradzka.

The robot’s operation is complemented by special software, ProdElvis, which visualizes the therapy process on the screen. It uses sensors to collect patient data on how the pressure is distributed in the joints and allows for saving and retracing the entire therapeutic session of an individual patient. This function helps follow therapy progress in a synthetic way and plan changes in subsequent sessions.

“We are planning to expand our offer with a robot for adults. The level interest in such a device is very high so we hope to be able to introduce it as soon as possible. Additionally, we would like to complete the registration procedure of Prodrobot in the US market”, announces Ms. Żuradzka.

Export of medical devices and equipment from Poland

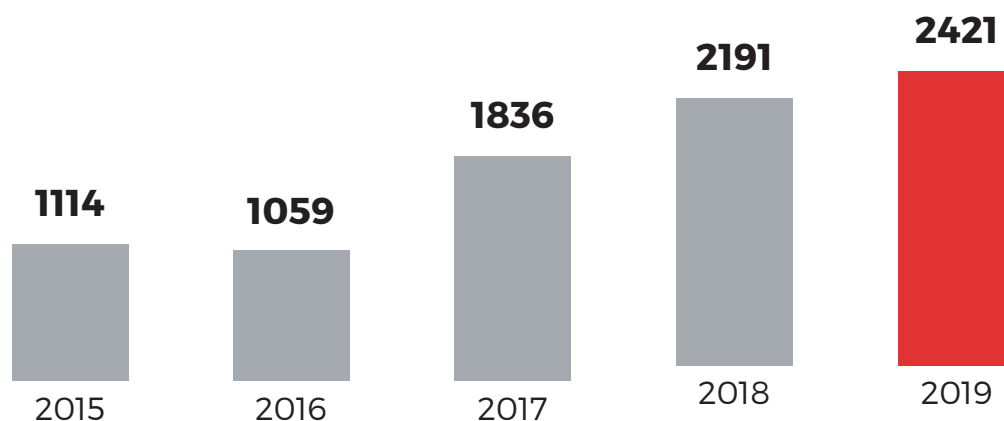
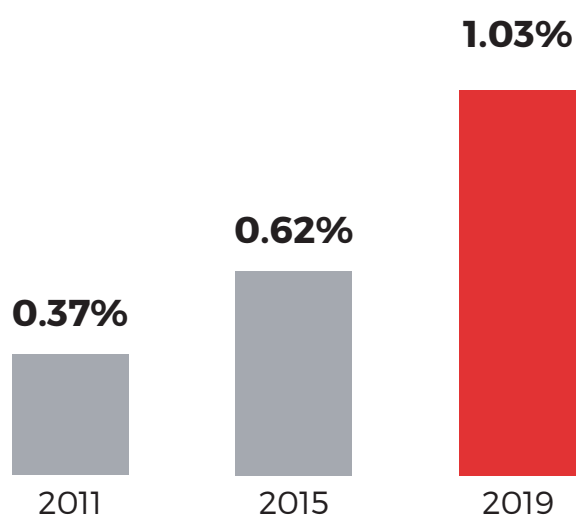
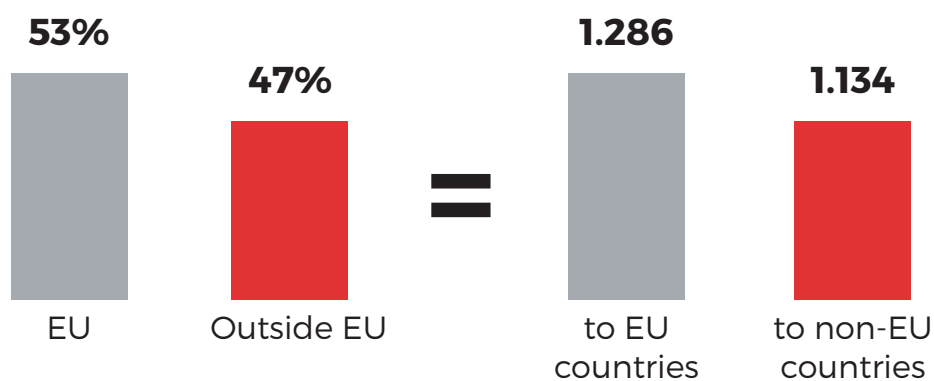


The value of medical equipment and devices exports from Poland amounted to EUR 2.4 billion in 2019 and was 10% higher than in the previous year when Polish manufacturers exported equipment worth EUR 2.2 billion (Chart 5). This is another all-time high record: never in history have we exported medical devices worth this much. It is more than a hundred-fold increase over the last twenty seven years – in 1992 those exports were estimated at less than USD 20 million. The increase in exports is mostly attributed to two main groups including orthopedic equipment, prostheses, and hearing aids, as well as medical and veterinary equipment.

The share of Polish medical equipment exports in the overall Poland's exports increased significantly from just 0.37 % in 2011 up to 1.03 % in 2019 (Chart 6). Due to higher demand for orthopedic equipment, prostheses and hearing aids on the US market, the geographical structure of Polish medical exports changed substantially in 2019. In 2017, non-EU countries acquired 36% of all medical equipment from Poland sold abroad. Two years later, 47% of total exports were delivered to non-EU countries (Chart 7).

Export to the developed countries is increasing on a faster pace

The trend of the growing demand for Polish medical devices is visible both among the current main recipients, i.e., countries such as Germany, the United States, Denmark, United Kingdom, France, as well as recipients from outside the top five, including developing economies, especially those with a high potential for creating modern healthcare systems. Nevertheless, export to developed countries is growing faster than to emerging markets.

Chart 5. Export of medical devices and equipment from Poland (in EUR million)**Chart 6. The share of Polish medical devices and equipment exports in Poland's total exports****Chart 7. Geographic structure of Poland's medical devices exports in 2019**
(% share and value in EUR billion)

According to data provided by Statistics Poland for 2019, the United States of America, for the first time in history, was the biggest importer of Polish medical equipment, acquiring products worth over EUR 580 million. Eventually and a bit surprisingly, Germany which was the key customer of Polish equipment for years, ranked second, with purchased goods valued at EUR 530 million. Other key customers include such countries as Denmark, France, and the United Kingdom. Together they imported commodities worth nearly EUR 430 million (Chart 8). Within the last two years, the value of export to the US doubled, from EUR 266 million in 2017 to 586 million in 2019. It is truly impressive if we consider the fact that 2017 figures were already all-time high back then. Between 2010 and 2019, the average export of medical devices and equipment from Poland to the US was worth just EUR 171 million (Chart 9), so it gives a glimpse how it is skyrocketed in the recent years.

On the other hand, the exports of Polish medical equipment to China totaled slightly over EUR 50 million in 2019. It is not a big volume, considering Chinese healthcare expenditure. In 2016, the Chinese National Health and Family Planning Commission (now called the National Health Commission) announced the 'Healthy China 2030' program, the first long-term strategic plan for healthcare development. It is estimated that over the next several years China will spend 16 trillion yuan on investments related to the program (ca. USD 2.5 trillion, EUR 2.1 trillion). It can be a good, yet very demanding direction for Polish exports.

Chart 8. Top 5 recipients of Polish medical equipment (2019, in EUR million)

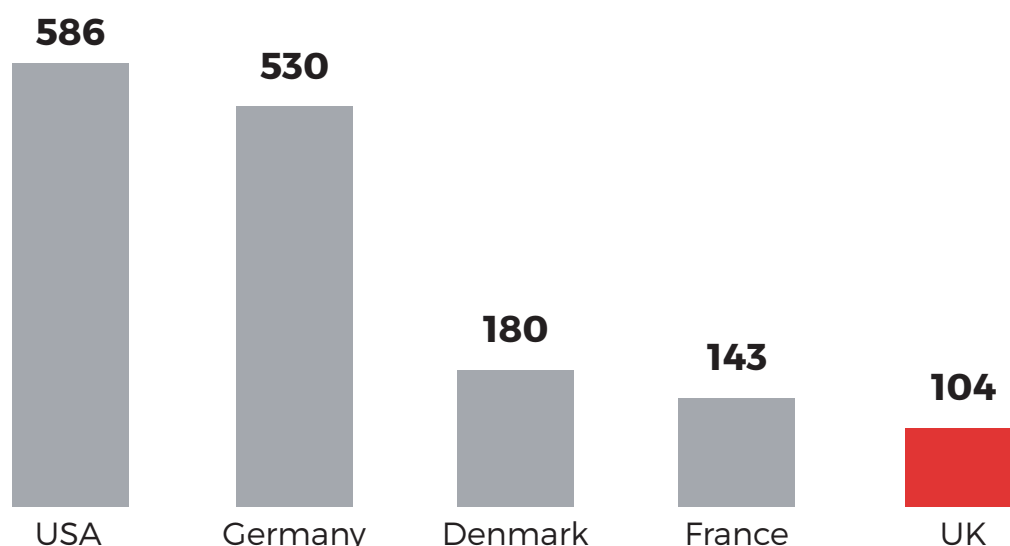
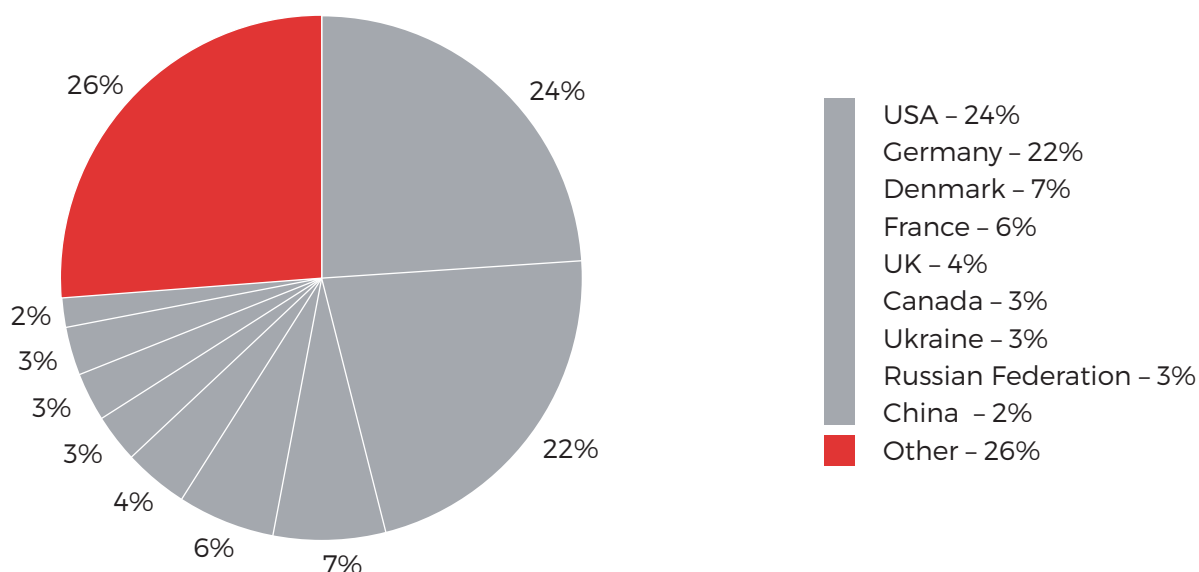
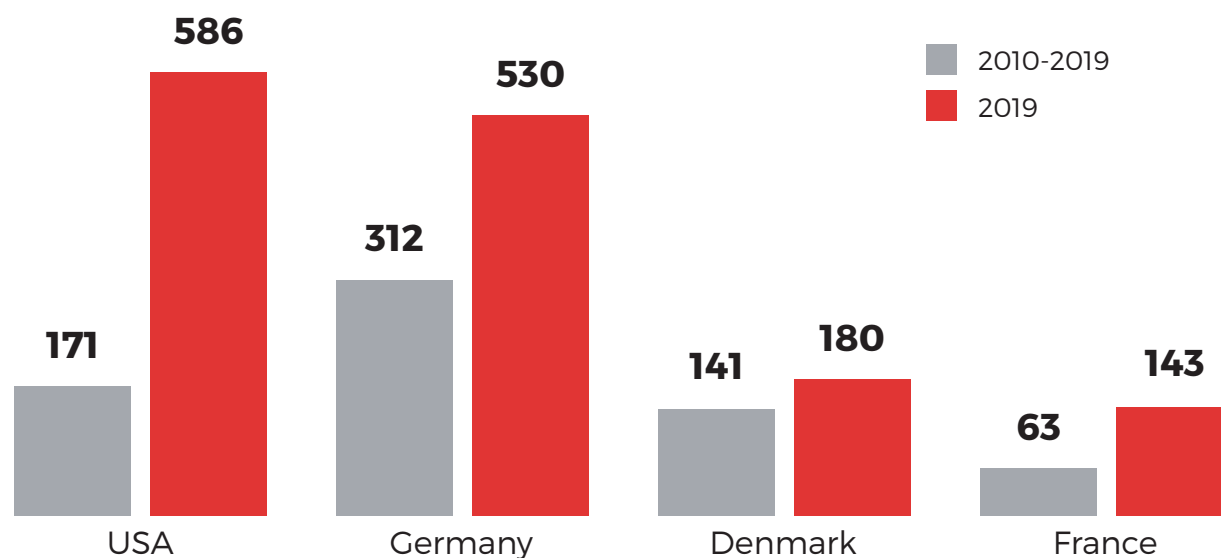


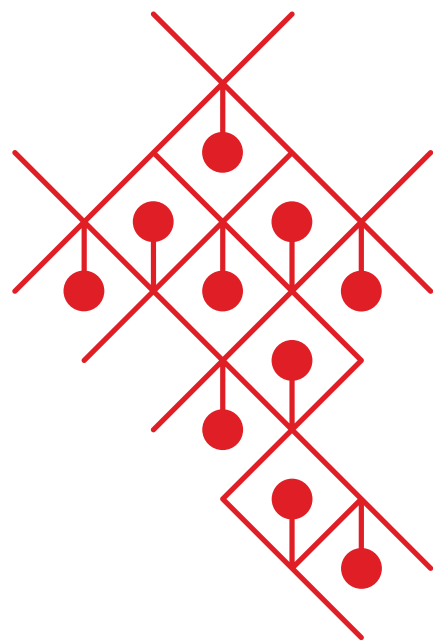
Chart 9. Major recipients of medical devices from Poland in 2019, % share

Some companies have already made their way to the market and 2019 export figures were 2.5 times higher compared to the last decade's average. Among importers of Polish medical devices there are few African and Middle Eastern countries. However, experts point to countries such as Nigeria, Egypt, or Algeria as examples of prospective customers, with some Polish medical companies having already established their presence on their markets.

Chart 10. Exports of medical devices from Poland to selected countries – the 2010-2019 average compared to 2019 alone (in EUR million)

The African continent is a potentially attractive market for Polish medical devices because of demography (the average birth rate in Africa is 4.7), and the need to modernize and expand the medical infrastructure. There are 190 million people currently living in Nigeria alone, which is nearly one third of the European Union's entire population. High quality at a reasonable price offered by Polish companies addresses the expectations of countries in the region perfectly well.

On the other hand, there is an upward trend in the Polish exports to such countries as the Republic of South Africa, Saudi Arabia, India or even Mexico. Only a few years back, sales to those countries were barely visible, so it clearly shows that Polish companies seek new markets and partnership opportunities.



Structure of Poland's exports in terms of medical devices and equipment categories

When analyzing the share of individual groups of medical devices in the exports structure, two categories stand out and play a major role in exports, at least in terms of value: orthopedic equipment, apparatus, prostheses, and hearing aids as one and medical and veterinary instruments as the other. Together they amount to 1270 and 962.3 million euro, respectively.

Major recipients of medical and veterinary instruments (Chart 11) include Germany, the United States, China, France, Russia, and Denmark. The increasing sales rate for these devices mainly results from the growing demand on the German market. Poland's western neighbor receives slightly over one third of these exports (EUR 340 million).

Chart 11. Export of medical and veterinary instruments
(in EUR million)

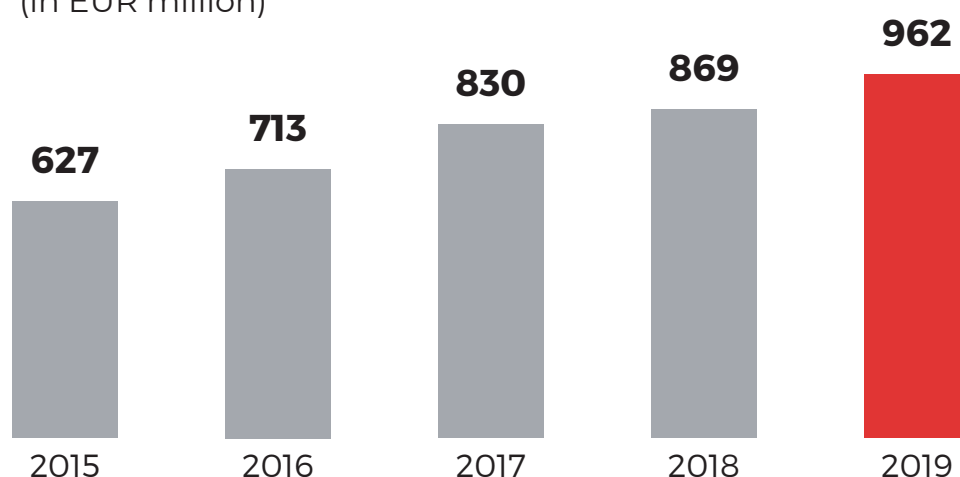
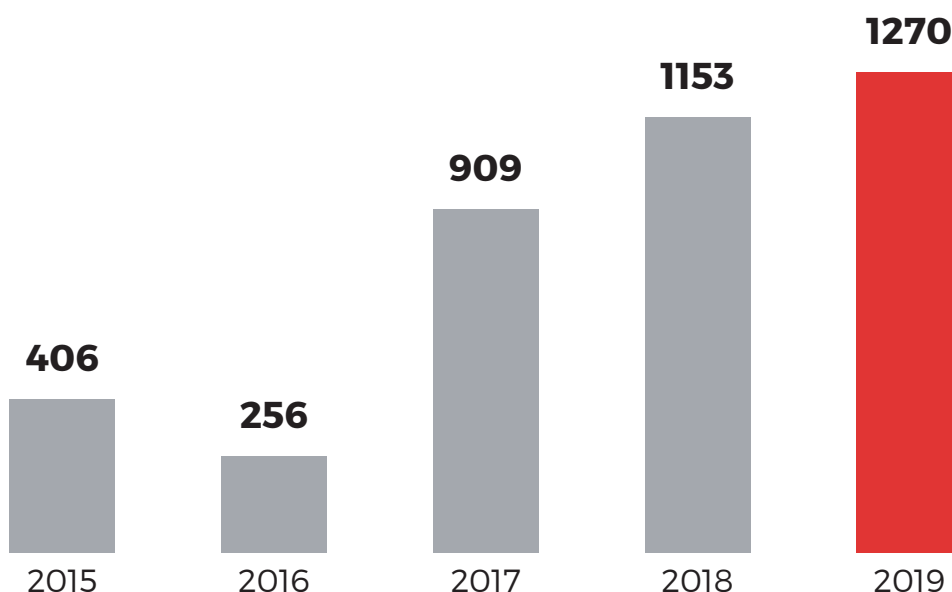


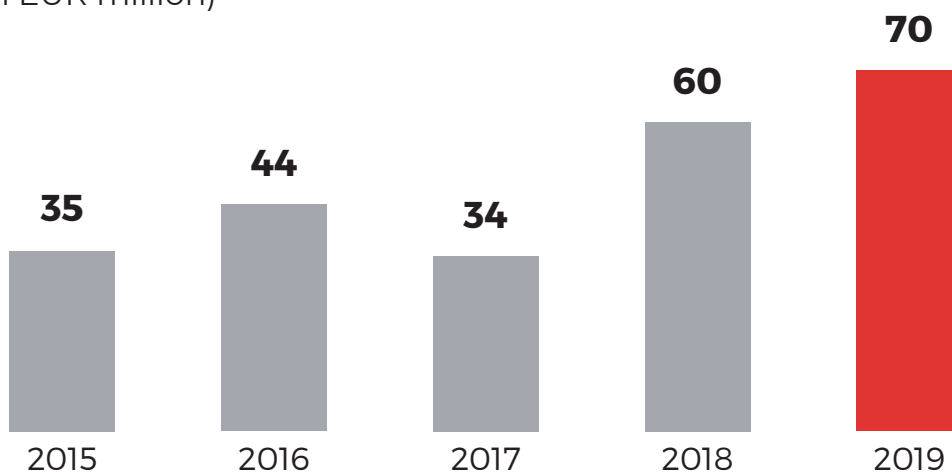
Chart 12. Export of orthopedic equipment, prostheses and hearing aids
(in EUR million)



Source: Statistics Poland

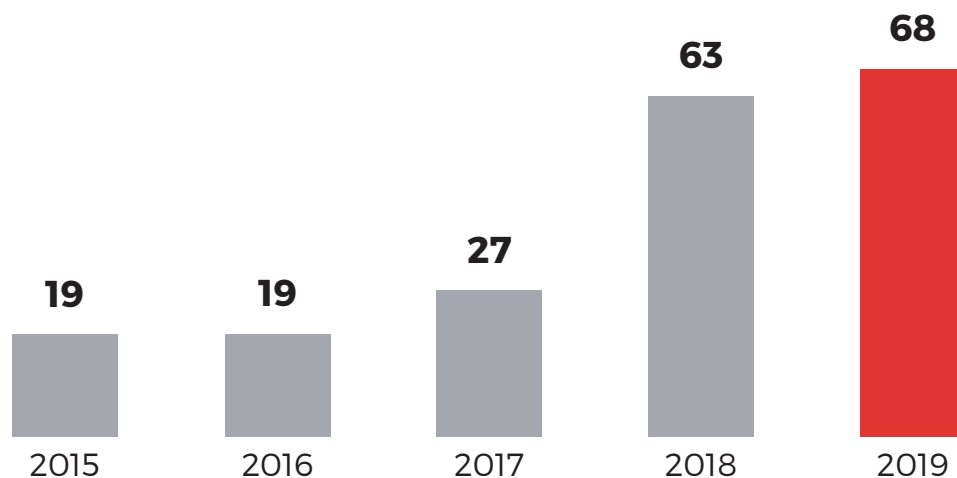
Polish orthopedic equipment, prostheses, and hearing aids (Chart 12) are most popular in the United States, Denmark, and Germany – these countries purchased products worth EUR 474, 140, and 135 million respectively in 2019. Other major customers include France, the United Kingdom, Canada, the Netherlands, Norway, Spain, Italy, and Switzerland. The growing rate of sales for these devices mainly results from the increasing demand on the US market.

Chart 13. Export of massage apparatus and mechanotherapy equipment
(in EUR million)



Source: Statistics Poland

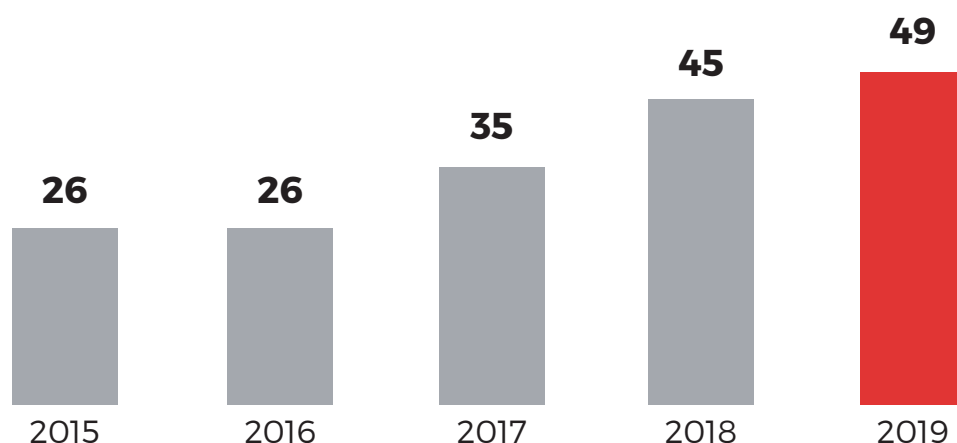
Chart 14. Export of ventilators and gas masks
(in EUR million)



Source: Statistics Poland

Other categories with smaller volumes in the exports structure include massage apparatus and mechanotherapy equipment (Chart 13) the sales of which doubled between 2017 and 2019. Other categories include X-ray apparatus, gas masks and ventilators. The exports of the latter (Chart 14) have been continuously growing since 2008 and broke another record in 2019 – the milestone of nearly EUR 68 million. It is almost a threefold increase compared to 2017 figures. Germany is the key customer of Polish gas masks and ventilators with over half of the total share. Other main recipients include Russia and Panama.

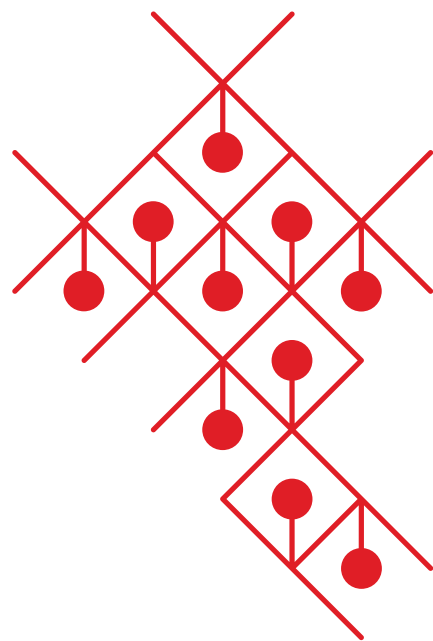
Chart 15. Export of x-ray apparatus
(in EUR million)



Source: Statistics Poland

Ventilators and gas masks make for a category of devices with the lowest value in the structure of Polish medical equipment exports. However, over the last decade they have been consistently registering strong growth – from barely noticeable EUR 2 million up to 68 million. These products are most popular in Germany, which receives slightly over half of the entire exports, as well as Russia and Panama.

Overall export of Polish X-ray apparatus (Chart 15) was valued at EUR 49 million in 2019. It is also the all-time high value. In recent years, Ukraine has been the key customer for Polish X-ray devices, followed by Russia, Japan, Germany and the United States, with the first two steadily increasing their imports of X-ray apparatus from Poland.



Flexible and quick to adapt

Interview with Mr. Arkadiusz Grądkowski, the General Director of the 'POLMED' Polish Chamber of Commerce of Medical Devices, the biggest organization gathering Polish medical equipment manufacturers.

Polish Agency for Enterprise Development: **The export of Polish medical equipment has doubled within the last five years, from EUR 1.1 billion in 2015 to EUR 2.4 billion in 2019. It seems that the industry is gaining momentum and products manufactured by Polish companies have not only made their way to new markets and customers but have also become highly appreciated. How would you describe the current condition of the industry?**

Arkadiusz Grądkowski: First and foremost, these products must meet the EU requirements regarding the medical equipment, the same way their German or French competitors do. Thus, Polish products are of the highest quality and even though our domestic market is based upon import, the export is really booming. Polish entrepreneurs are really working hard in this regard. And most credit should go to them. They take a pro-active approach and every year the number of new-established companies entering the industry is increasing. The portfolio of new products is growing, and they are technologically more and more advanced. Of course, the existing products are also being improved. The industry comprises mostly of SMEs which are very flexible and quickly adapt to constantly changing market requirements or patients' needs. It is a really great asset.

What kind of medical equipment from Poland is appreciated the most by foreign partners?

AG: Medical furniture, for example operating theater tables, and individual accessories for patients, such as orthoses, wheelchairs, or wigs, managed to make a name for themselves years ago. As I mentioned before, the product portfolio of Polish manufacturers is getting bigger and they enter new areas of the market, offering more and more technologically advanced products. Not to mention a dozen of companies that successfully operate on a global level and export their products to nearly a hundred countries all over the world.

Where the growth potential for manufacturers of medical equipment is the biggest? Are these developed or emerging countries?

AG: Entering a certain market is always a combination of many factors, e.g., how much a company is determined to establish its presence in a certain country. Nevertheless, some obstacles and issues difficult or even impossible to overcome may occur – political situation, bureaucracy, legal issues, cultural differences, or expensive process of submitting documentation required to launch new products on the market. Such problems can be really discouraging. So, even though some markets are considered promising, it is really good to make a thorough research before taking any further steps. Both emerging and developed markets may be attractive, depending on your product portfolio and business strategy.

Is there a certain product category that has recently been spiking in demand?

AG: Well, it is pretty obvious that due to the COVID-19 pandemic, the demand not only for life supporting machines that make breathing possible, or for pulse oximeters is growing, but as the vaccination process against SARS-Cov-2 advances, needles and syringes will be used on a larger scale.

Will the COVID-19 pandemic have a substantial impact on the medical equipment industry? What can we expect in the nearest future? Any new trends on the rise? Will telemedicine thrive?

AG: The pandemic has shown that it is necessary to protect and strengthen national resources and production capacity of selected medical equipment. It has turned out that it is really hard to rely only on foreign products, when supply chain is cut, or current production is sold on the local market. As far as telemedicine is concerned, the pandemic has proven that it is a promising way for medical services to be brought to patients. In most cases, telemedicine has turned out to be very useful. Of course, it will take some time to improve the AI itself and educate patients or even doctors to change their attitude towards such a novelty. Nevertheless, it is impossible to completely remove personal contact between patients and their physicians. And it should never be the case. But as the pandemic has proven, there is a huge space to explore in this area and a lot of diagnostics can be done remotely.

Medical devices offered by Polish companies

Looking for high-quality medical equipment? Have a look at what Polish companies have on offer:



rehabilitation and orthopedic equipment, incl. prostheses,



diagnostic devices (ultrasound scanners, X-ray equipment),



medical and veterinary instruments,



disposable equipment,



hospital furniture,



telemedicine devices and services.



equipment for operating theatres and intensive care units,

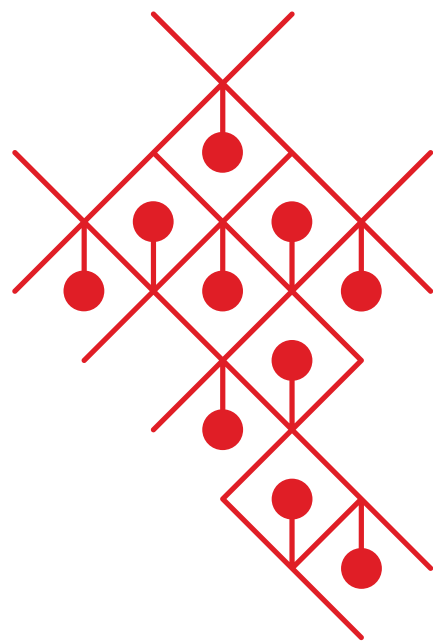
Key advantages of Polish medical equipment include very high quality, low failure rate, favorable quality-to-price ratio, high durability, as well as low operating, service and spare part costs, which makes Polish products highly competitive. And although the industry has not gained as much global recognition as some of the well-established Western medical equipment companies yet, Polish products are becoming more and more popular with foreign customers – within the last decade we have witnessed a four-fold increase in their exports. Polish companies have their exhibition stands at the biggest industry events such as MEDICA in Düsseldorf or Arab Health in Dubai, every year. You may meet them there and test some of their finest products.



Why should you consider buying Polish medical equipment and devices?

They are famous for:

- 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,
- excellent quality-to-price ratio.



AI that helps radiologists detect brain injuries from CT images

Success story of BrainScan

Each year more than 50 million CT scans of the head are performed in the European Union alone, and each examination consists of about two hundred images that radiologists have to analyze in order to detect pathological changes. While the number of CT scanners is growing year by year, the number of personnel able to describe a CT scan of the brain is still insufficient – for example, the United Kingdom lacks 16,000 radiologists. Yet in the case of stroke and broadly understood brain injuries, time is crucial. These challenges are met by the Polish BrainScan start-up, which has harnessed the potential of machine learning algorithms to create a tool supporting the work of radiologists in detecting pathological changes.

“Each CT image consists of 16 million shades of gray. The human eye can barely recognize two hundred. The changes in shades of questionable parts are so slight that they are very easy to overlook. What is more, with each image viewed and diagnosed, the concentration of the evaluator decreases. In order to avoid mistakes, it is much better to protect yourself with a preliminary diagnosis made automatically by a modern tool, which is our software”, explains Marek Trojanowicz, the co-founder and Chief Technology Officer at BrainScan.

Statistics do not lie. The scale of mistakes among radiologists can reach up to 15%. In addition, the number of tests they can analyze per day is limited. The BrainScan software allows for analyzing far more tests, minimizing the risk of misinterpretation at the same time. Currently, BrainScan recognizes six main types of diseases and makes the correct diagnosis in 9 out of 10 cases.

“In the case of artificial intelligence, providing the proper set of data for machine learning algorithms is substantial and never easy to acquire, especially in medicine. However, we have succeeded. Up to now, our software has analyzed nearly 500,000 CT images. We have all the necessary certificates for our algorithms to analyze CT images for medical purposes in the European Union”, Mr. Trojanowicz explains.

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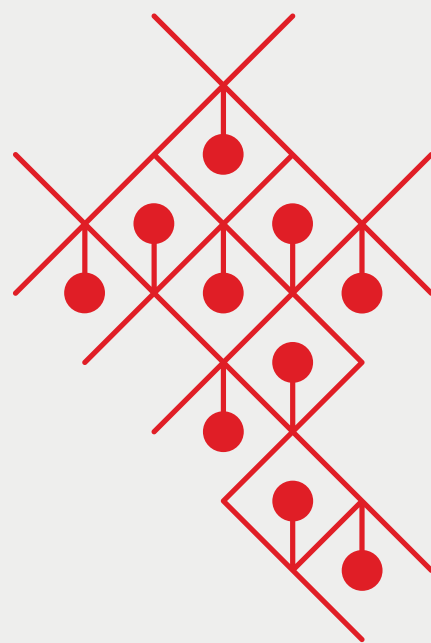
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In addition to minimizing errors in the analysis, as well as providing text descriptions of the examination for radiologists, BrainScan allows for one more important thing which is crucial from the patients' life point of view: to prioritize the procedure to those who require immediate surgical intervention. It is assumed that a surgery that will allow a stroke patient to fully recover should be performed no later than four hours from the first symptoms.

From a business point of view, such a tool is a goldmine for teleradiology companies that perform CT image analysis commissioned by hospitals, because it mitigates the risk of error and allows for performing more analyzes over the same period.

“We have already run three pilot projects – one abroad, two in Poland, one in the largest teleradiology company in the country. The solution met with excellent reception from the company's management board planning to continue using this technology and develop it with us. In all three cases, the pilot projects will switch to commercial cooperation by the end of the first quarter of 2021. We are currently applying for certificate in the United States, and we are looking for an A series investor who would also help us with the commercialization process in the United States”, announces Mr. Trojanowicz.

There are two other companies in the world that do similar things, but only BrainScan focuses solely on brain CT imaging tests. The potential of the Polish solution was already recognized by the jury of the prestigious European Commission EIT Health competition for start-ups, including BrainScan among its finalists.



Polish manufacturers of medical devices and equipment – catalog

2KMM

www.2kmm.eu, 2kmm@2kmm.pl



Subsectors:

Clinical trials, Telemedicine, AI, robotics, other IT solutions

2KMM CRO is a trusted provider of comprehensive services and solutions supporting management and execution of research projects for pharmaceutical industry, biotechnology, medical devices and healthcare.



ACCREA Engineering

www.accrea.com, office@accrea.com



Subsectors:

Medical devices and equipment

Our design studio combines the advantages of a research center and a factory. With a team of interdisciplinary professionals, we provide a smooth transition through all the stages of the project – from concept, through design, and development of production technology, to the final product.



Actia (Helpmedi)

www.helpmedi.com.pl, biuro@actia.com.pl



Subsectors:

Medical devices and equipment

Actia's brand Helpmedi offers products supporting in-home treatment. Trying to meet new trends, we wish to provide medical devices that enable remote data transfer to healthcare professionals. Our offer includes products for the whole family.

Aether Biomedical



www.aetherbiomedical.com, info@aetherbiomedical.com

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Telemedicine, AI, robotics, other IT solutions

Aether Biomedical is a medical robotics start-up focused on facilitating the replacement, augmentation and rehabilitation of the human musculoskeletal system by building the 'operating system for the rehabilitation industry' and making the therapy devices data driven.



AFM

biuro@afm.neo.pl



Subsectors:

Medical devices and equipment

AFM is a producer of bandages in all sizes (knitted and elastic) and gauze swabs. We have been present on the Polish market for 20 years. We have a well-equipped machine park, warehouses, and own laboratory. We are interested in all forms of co-operation but most of all we are looking for new markets to sell our products.



Akson

www.akson.pl, aks@akson.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, personal protective equipment

Since 1995, we have been one of the leading importers and distributors of high-quality rehabilitation and orthopedic equipment in Poland. Thanks to our network of 60 stores and a team of professionals, we are able to respond to the needs of the most demanding patients.

Alreh Medical

www.alreh.pl, office@alreh.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Alreh Medical is a manufacturer of unique, tailor-made standers for disabled patients, adjustable standers dedicated to rehabilitation centers and multimedia rehabilitation devices called activLife and iStander.



Althea Polska

www.althea-group.com/pl, polska@althea-group.com



Subsectors:

Medical devices and equipment, Service of equipment for imaging and radiological diagnostic

Althea provides maintenance and management services of diagnostic imaging and radiology equipment, offering modular and flexible contracts of all major brands across all diagnostic imaging modalities, through our highly specialized, dedicated centers of excellence, delivered by OEM-qualified engineers.



ALVO Medical

www.alvo.pl, agnieszka.gierlik@alvo.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Telemedicine, AI, robotics, other IT solutions

ALVO Medical is a family-owned manufacturer of hygienic infrastructure and medical equipment for operating theatres, intensive care units, central sterilization departments and other hospital areas. ALVO Medical solutions have been serving patients in over 70 countries since 1993.

Amilado

www.amilado.pl, shop@amilado.pl

Subsectors:

Medical devices and equipment

The company has been present on the market since 2017. We are a producer of first aid kits and medical bags and a distributor of emergency medical equipment. Our clients are fire brigades, hospitals, emergency departments, and individuals. We employ medical representatives and sell our products both directly and online.



Anna Och Consulting

www.linkedin.com/company/thumbassist/?viewAsMember=true, kontakt@annaoch.pl

Subsectors:

Medical devices and equipment, orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, telemedicine, AI, robotics, other IT solutions

THUMBASSIST is a new product improving hand mobility of persons with hand disfunctions.

The aim of the project is to develop a prototype of a device (a set of devices) which will give hand mobility to disabled persons.



Antar

www.antar.net, iczyzakowska@antar.net



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Antar is a manufacturer and distributor of medical and orthopedic devices present on the market since 1998. We have our branch offices in 5 countries – Poland, Germany, Czech Rep., Slovakia and Belarus. Our experience from different markets encouraged us to create in 2012 our own production facility in Szydłowiec (Poland), where we produce orthopedic pillows made of memory foam, rollators, walkers and toilet chairs combining excellent quality with reasonable prices.

Apolonia Bożena Skaut

www.apolonia.com.pl, apolonia@apolonia.com.pl

APOLONIA

Subsectors:

Medical devices and equipment, Personal protective equipment

APOLONIA is a manufacturer of elegant, comfortable, and top-quality medical clothing. We offer many attractive models and innovative fabrics that provide even greater wearing comfort and impeccable appearance.



Aresto-med Arkadiusz Stotko

www.arestomed.pl, info@arestomed.pl

**Aresto
Med**

Subsectors:

Medical devices and equipment, trauma, surgery, operating theatre equipment, Medical furniture, Laboratory equipment

Aresto-med trades in used and reconditioned medical equipment. We subject it to thorough inspection, possible repairs, and regeneration at our headquarters, and then we offer it to our partners in numerous countries around the world.



BardoMed

www.bardomed.pl, biuro@bardomed.pl

bardomed

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

BardoMed has been offering innovative new technologies (laser therapy, TECAR, shockwave) and medical devices for home therapy for almost 15 years. The company has developed lymphatic drainage devices under a new brand called CarePump, designed in cooperation with the Polish Lymphological Society.

BHH Mikromed

www.mikromed.eu, www.mikromed4vet.eu, info@mikromed.pl

Subsectors:

Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

BHH Mikromed Sp. z o.o manufactures implants and instruments for orthopedics, traumatology, and veterinary medicine. We have been a provider for the medical device and healthcare industry for more than 40 years. Our Quality Management System is certified acc. to EN ISO 13485:2016.



Bio-Ksel

www.bio-ksel.com.pl, biuro@bio-ksel.com.pl



Subsectors:

Medical devices and equipment, Laboratory equipment

Since 2000, Bio-Ksel has been one of the largest manufacturers of in-vitro devices on the Polish market. We are a dynamically developing business, implementing own design and technological solutions. Our aim is to provide comprehensive supplies for coagulation assays.



Biomaxima S.A.

www.biomaxima.com, p.sankowska@biomaxima.com



Subsectors:

Medical devices and equipment, Microbiology, bacteriology

A producer of microbiology media and a wide range of reagents and in vitro diagnostics equipment. Main product groups: microbiology media, antibiotic susceptibility testing, rapid diagnostic tests, clinical chemistry, and urine analysis. We target our offer at the clinical, industrial, and veterinary diagnostic market.

BioMinds Healthcare

<https://biominds.pl/>, kierepka@biominds.pl



Subsectors:

Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Telemedicine, AI, robotics, other IT solutions

We are an innovative company offering unique, new-generation healthcare solutions which will change rehabilitation for people after stroke or brain damages. BioMinds Healthcare aims to improve the quality of patients' life and to increase the availability of effective comprehensive therapy.



BIO.MORPH

www.biomorph.pl, biuro@forrest24.com



Subsectors:

Medical devices and equipment

Our company specializes in the production of medical equipment, physiotherapy, as well as spinal disorder diagnostics. We support our partners by sharing our experience and skills in designing, constructing and launching products onto the market.



Biovena Health

www.biovenahealth.com, biuro@biovenahealth.com



Subsectors:

Medical devices and equipment

We specialize in urological, proctological and surgical products. We are a dynamically developing company and our goal is to provide innovative products of high quality and exceptional effectiveness, and improving patients' health. We have implemented the ISO 13485 Quality Management System.

Biovico

www.biovico.com, office@biovico.com

BIOVICO | MEDICAL BIOTECH

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Dentistry

Biovico is a rapidly growing mid-size medical biotech company, with a strong legacy in the development of innovative products dedicated to orthopedic and regenerative medicine. We are a leader in the field of viscosupplementation and autologous therapies.



BOB Fiber Optic Technique

www.bobts.pl, exim@bobts.pl



Subsectors:

Medical devices and equipment

The company concentrates on the design, production, and sales of professional medical devices based on fiber optic technology, such as cold light sources, video rectoscopes and anosscopes, LED rectoscopes, vascular illuminators, and others. We have been present on the of medtech market for over 30 years.



Braster S.A.

www.braster.eu, infolinia@braster.eu



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

Braster's mission is to create a healthier world. We want to achieve this by reaching women around the world and providing them with an opportunity to perform a non-invasive, inexpensive, and reliable breast exam. Our device is available for both home and professional use.

Cabiomede

www.cabiomede.com/en/, office@cabiomede.com



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, R&D services, Equipment for veterinary medicine

CABIOMEDE provides access to advanced R&D services. In our work we combine engineering design, numerical analysis, and 3D printing technologies. We specialize in advanced products for veterinary medicine, such as custom-made implants, surgical guides, and anatomical models.



Calmsie

<https://calmsie.ai/>, mateusz.masiak@calmsie.ai



Subsectors:

Telemedicine, AI, robotics, other IT solutions

Calmsie introduces psychiatry to the 21st century by developing a portfolio of innovative mental health solutions including a telemedicine platform and a therapeutic chatbot.



CancerCenter.ai

www.cancercenter.ai, info@cancercenter.ai



Subsectors:

Telemedicine, AI, robotics, other IT solutions

We support oncologists, pathologists, and radiologist in the diagnostic and therapeutic process supported with AI and software platforms.

We offer PathoCam for the digitalization of slides, the PathoPlatform web platform for viewing, sharing, annotating, and analyzing pathology slides:

<https://pathoplatform.cancercenter.eu> as well as the Radiology Tool.

CelVet

www.celvet.eu, monika.jezierska@celvet.eu



Subsectors:

Veterinary drugs

CelVet specializes in research on innovative veterinary medicines, developing new forms of oral drugs for dogs and cats. We introduce new supplements and cosmetics for animals. We provide advisory services in the field of registration and distribution of medicines for animals.



Centrum Diabetologii

www.centrumdiabetologii.com, kontakt@centrumdiabetologii.com



Subsectors:

Medical devices and equipment

We are focused on medical devices addressed to patients with diabetes: blood glucose meters, lancing devices, lancets, safety lancets, insulin pen needles, and safety insulin pen needles. We offer also Covid-19 (Ag and IgG, IgM) and flu (A&B) tests.



Chirmed Surgical and Dental Instruments Manufacturer

www.chirmed.pl, info@chirmed.pl

CHIRMED®

Subsectors:

Trauma, surgery, operating theatre equipment, Dentistry

Over 70 years of experience allow us to offer a wide range of services trusted by customers all over the world. Continuous development of the company aims at expanding in various fields, which is why the company is open to non-standard orders and projects.

ChM

www.chm.eu, chm@chm.eu



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

ChM sp.z o.o. means 40 years of experience in cooperation between engineers and the medical community. This cooperation results in comprehensive systems of implants and instruments for effective treatment of even the most complex musculoskeletal injuries.



PZ Cormay S.A.

www.cormay.pl, office@cormay.pl



Subsectors:

Medical devices and equipment, Laboratory equipment, Personal protective equipment

Cormay Group is a member of the IVD group of Polish and Swiss companies, developing and manufacturing high quality diagnostic reagents and advanced laboratory equipment.

Our philosophy is to manufacture the highest quality products ensuring reliable results and the insight into patients' health.



Corning HTL S.A.

www.htl.pl, htlcs@corning.com



Subsectors:

Medical devices and equipment, Laboratory equipment

Corning HTL S.A. is one of the world's major manufacturers of liquid handling equipment. Over 40 years of experience in design and production of manual dosing systems, together with our strong focus on customer satisfaction, have allowed us to gain the reputation of a reliable lab supplier.

CRYO Science

www.cryosc.com, izabela.rams@cryosc.com



Subsectors:

Medical devices and equipment

CRYO Science is a designer and manufacturer of cryotherapy machines and technologies, an expert in luxury cryogenic solutions.

The company is a certified producer of medical devices, CE certified.

Based in Wrocław, Poland, with offices located in North America, Australia, Asia, and the Middle East



Czarmed Łukasz Czarnecki

www.czarmed.pl, shop@czarmed.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Emergency equipment

The company has been present on the market since 2008. We have become the distributor of emergency medical equipment. Our clients include individuals as well as fire brigades, hospitals, emergency departments. We employ medical representatives and sell our products both directly and online.



Diagnosis S.A.

www.diagnosis.pl, diagnosis@diagnosis.pl



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

Diagnosis S.A is a modern company dynamically developing in the field of medical equipment and dietary supplements. We started our business in 2002 and our main goal is to supply customers with modern products of highest quality.

Doctor.Zone

<https://doctorzone.foundation/>, gk@doctor.zone

Subsectors:

Telemedicine, AI, robotics, other IT solutions

Doctor.Zone is telemedicine portal, a software and AI virtual solutions provider for doctors and clinics, creating the largest database of diseases and symptoms.



Dramiński S.A.

www.draminski.pl, draminski@draminski.com



Subsectors:

Medical devices and equipment

DRAMIŃSKI S.A. is a manufacturer of small, portable ultrasound scanners, perfect devices for hard-to-reach places, used in hospitals, ambulances, and in emergency medicine. The company has also developed the world's first ultrasound tomograph prototype detecting and diagnosing women's breast cancer.



Dutchmed PL

www.dutchmed.pl, dutchmed@dutchmed.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Laboratory equipment, Emergency equipment

Dutchmed PL Sp. z o. o. based in Bydgoszcz belongs to the Dutchmed group and has been present on the Polish market for over 30 years. The company is engaged in import, sales, and installation of world-class medical equipment for neonatology, intensive care units, and many more.

Echo-Son S.A.

www.echoson.eu, export@echoson.eu



Subsectors:

Medical devices and equipment

Echo-Son is the manufacturer and designer of the following ultrasound devices: Ophthalmic A/B/P Scanner, Bladder Volume Scanner, Colorectal (ERUS), Colour & Duplex Doppler.

Echo-Son was established in 1993. Certified by ISO-13485/ ISO-9001 and CE-mark.



ECO Light LED Dominik Ściepko



www.eco-light-biosafety.com, info@eco-light-biosafety.com

Subsectors:

Medical devices and equipment, Disinfection systems

ECO Light Biosafety Technology belongs to the ECO Light LED Group, an expert in industrial LED lighting based on semiconductor technologies since 2008. ECO Light Biosafety Technology has launched innovative products for the UV-C radiation disinfection designed for the healthcare sector.



Egzo Group

www.egzogroup.com, contact@egzogroup.com



Subsectors:

Medical devices and equipment

Consultancy and project management for pharmaceuticals and medical devices. From concept to implementation.

Organization of production in Poland – Marketing – Authorized representative – Audit – Documentation.

EGZOTech

www.egzotech.com, office@egzotech.com



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Telemedicine, AI, robotics, other IT solutions

EGZOTech specializes in neurological and orthopedic physiotherapy. We develop advanced EMG-based rehabilitation technologies, such as LUNA EMG and Stella BIO. Our mission is to empower physical therapists and to help their patients to recover.



El-Comp

www.el-comp.pl, el-comp@el-comp.pl



Subsectors:

Medical devices and equipment

El-comp is a leading manufacturer of aid materials, facilitating the use and administration of medications and diet supplements. We offer a wide range of pill dispensers of various types and in a wide range of colors, as well as pill cutters and crushers, urine and stool containers, and insulin bags.



Emed

www.emed.pl, emed@emed.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment

EMED has been present on the market since 1995. From the beginning, we have been operating in the medical segment, specializing in electrosurgery. Starting from a single model of an electrosurgical unit which went into production in 1997, we have been gradually extending our offer.

EM-MED

www.em-med.com, info@em-med.com



Subsectors:

Medical devices and equipment

EM-MED is a family owned and run company. We design and produce EmTherm – medical warming cabinets for safe warming of irrigation/injection fluids and textiles. Our latest development is the TrueCool therapeutic hypothermia device which is possibly the most advanced device of its kind on the market.



EndoFund S.A.

www.endofund.pl, piotr.cioch@endofund.pl



Subsectors:

Factoring for medical companies

We provide factoring service with a unique risk assessment system to small and medium sized companies that sell products and services to clients from the medical sector. We build competitive advantage on our knowledge of the medical industry and hospital delivery procedures.



EndoLink

www.endolink.pl, biuro@endolink.pl



Subsectors:

Medical devices and equipment, Cardiovascular diseases treatment, Personal protective equipment

Endolink offers the most innovative and unique equipment for endovascular procedures, to build mutual trust between patients, doctors, and our company. We have been present on the Polish market since 2009. Each year we are enlarging our portfolio, looking for new directions for development.

Eres Medical

<https://eresmedical.com.pl/>, info@eresmedical.com.pl



Subsectors:

Medical devices and equipment, Medical furniture, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Eres Medical Sp. z o. o. is a company with over 25 years of experience in medical, rehabilitation and spa equipment. From the beginning we have been focusing on meeting our clients' needs, offering professional consulting and complete equipment for their facilities.



Euromed Cracovia

www.euromedcracovia.pl, office@euromedcracovia.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

For many years, Euromed Cracovia has been specializing in the production of top quality surgical instruments, mainly for orthopedics, traumatology, and endoprostheses.



Evispine

www.evispine.com, office@evispine.com



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, telemedicine, AI, robotics, other IT solutions

Evispine has been developing unique implants for spinal stabilization which can be adapted to the needs of individual patients. The company operates in the field of medical devices, implants, robotics, AI, and IT.



Famed Łódź S.A.

www.famed.pl, sprzedaz@famed.pl

Subsectors:

Medical devices and equipment

Famed Łódź S.A. is a manufacturer of highly appreciated medical lighting systems. The company's portfolio includes operating and treatment lamps, as well as diagnostic lamps and devices for UV air sterilization, intended for use in physicians' offices.



Famed Żywiec

www.famed.com.pl, export@famed.com.pl



Subsectors:

Medical devices and equipment

Famed Żywiec is a leading European manufacturer of high-quality medical equipment. In over 74 years of our history, we have been supplying medical facilities with thousands of top-quality operating tables, hospital beds, ICU beds, treatment chairs, gynecology beds, and other types of equipment.



Farum

www.farum.pl, export@farum.com.pl



Subsectors:

Medical devices and equipment, Medical furniture

FARUM is the oldest producer and distributor of certified medical equipment in Poland. FARUM offer includes high-quality medical products such as electrocardiographs, ECG electrodes, pressure regulators, oxygen dispensers and medical trolleys. Our company has implemented the ISO 13485:2016 norm.

FindAir

<https://findair.eu/>, office@findair.eu



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

FindAir is a medtech company developing smart solutions supporting asthma patients. FindAir's system is based on the combination of physical devices (smart inhalers), software applications, and specially developed artificial intelligence algorithms to enable truly remote care.



Forel Medical

www.forel.pl, www.forelmedical.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Forel Medical is a company supplying the most innovative medical devices and equipment to healthcare facilities throughout Poland. Our main fields of activities include gastroenterology, hospital equipment, dietetics, and physiotherapy.



Formed

www.formed.eu.pl, export@formed.eu.pl



Subsectors:

Medical devices and equipment, Medical furniture

FORMED is a manufacturer of high-quality, innovative products. We offer: hospital beds and cabinets, examination and treatment tables, trolleys for patient transport, products for children's wards (beds, bedside cabinets and complementary equipment and furniture suitable for small patients).

Foundation „Polska Bez Barrier”

www.polskabezbarier.org, fundacja@polskabezbarier.org

Subsectors:

Accessibility

A non-governmental organization specializing in removing architectural and communication barriers. We help to create disabled-friendly environment by conducting training for various institutions and companies, instructing them how to adapt buildings and services for people with various disabilities.

FUNDACJA
Polska
bez barier.org



Frey

<https://www.freymedical.eu>, monika.wydrzynska@freymedical.eu

Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions, Ophthalmology

FREY's strategic focus is to design high performing diagnostics devices in a modern and compact package, providing accurate diagnostics, device reliability, and durability, and be accessible to healthcare professionals worldwide.



Geneza

www.termometry.biz, biuro@geneza.eu

Subsectors:

Medical devices and equipment, Laboratory equipment

Geneza Ltd. develops and manufactures temperature and humidity measuring equipment. We have been on the market since 1990. Our meters, probes, and sensors are used in process engineering, pharmacy, and medicine refrigerators.



Genway

www.kaler.pl, kontakt@kaler.pl



Subsectors:

Telemedicine, AI, robotics, other IT solutions

Our motto is "Wherever time matters". In many sectors, reaction time influences efficiency, savings or customer satisfaction, but in healthcare, the shortest reaction time is a matter of health or even life. We are looking for partners interested in implementation of call systems for medicine.



Goko

<https://go-ko.pl/>, go-ko@go-ko.pl



Subsectors:

Medical devices and equipment

Producer of the GOKO medical device supporting proper defecation, allowing for assuming the best anatomical position, facilitating and accelerating the process.



Helbo

www.helbo.pl, biuro@helbo.pl



Subsectors:

Medical devices and equipment

We are a manufacturer, importer, and distributor of medical and hygienic products. Our brands have gained recognition among Polish and Czech customers. We work on OEM contracts with suppliers from all over the world, mainly from Asia. We supply the largest pharmacy chains in Poland.

HigoSense.com

www.higosense.com, ewa.wierzbowska@higosense.com



Subsectors:

Medical devices and equipment, telemedicine, AI, robotics, other IT solutions

Higo is a ground-breaking telemedicine system that introduces a new definition of a 'medical visit'. Doctors no longer have to see patients in the office because, thanks to Higo, patients can collect data about their health themselves.



HOLO4MED

www.holo4med.com, wieslaw.stepinski@holo4med.com



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment, Dentistry, Clinical trials, Telemedicine, AI, robotics, other IT solutions

We are an innovative company in the medical technology industry. We rely on the mixed reality technology aided with HoloLens goggles. Our solutions are used in surgery, medical education, management of medical facilities, remote monitoring of patients, and management of the clinical trial process.



IBSS Biomed S.A.

www.biomed.pl, biomed@biomed.pl



Subsectors:

Medical devices and equipment

IBSS Biomed S.A. is a manufacturer of sterilization control indicators, delivered to hospitals, dental offices, and beauty salons. Our indicators and diagnostics are manufactured with components of top pharmaceutical performance guaranteeing high quality and sensitivity of products.

IGEL

www.igel.pl, igel@igel.pl, igel.medical@gmail.com



Subsectors:

Medical devices and equipment

We are a manufacturer of a wide range of portable and stationary patient monitors. For over 25 years, our goal has been to ensure patient safety and meet the medical staff's expectations.

Our success can be confirmed by the fact that thousands of ICARD monitors are used in over 20 countries in Europe and Asia.



Industi

<https://vsts.pl/>, <https://industi.com/>, kontakt@vsts.pl



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

The Vsts method is a developed system that identifies speech impairments and automatically selects a therapy program based on voice and articulation analysis. The system provides individual therapy for the treatment of speech defects using interactive games. The system provides current feedback on the patient's progress in the treatment of speech defects based on the biosensor system and acoustic analysis.



InfoSoftware Polska

<https://infosoftware.pl/>, jsuch@infosoftware.pl



Subsectors:

Personal protective equipment, Telemedicine, AI, robotics, other IT solutions

We specialize in programming and software outsourcing services, starting from the creation of applications tailored to individual needs, through the implementation of specific products, to ongoing technical and development support. The company produces also certified interactive kiosks that come fully equipped and configured, with programs and applications adjusted to the individual requirements of our business, institutional or local government customers.

Infotower Business Solutions

<https://infotower.pl/>, info@infotower.pl

Subsectors:

Telemedicine, AI, robotics, other IT solutions

We offer innovative solutions for healthcare facilities: products related to drug management (inventory and safety in accordance with the EU directive) and a modern wireless call system for nurses and doctors which integrates with the IT system of a given facility. We are members of the InfotowerGroup.



Inmed-Karczewscy

www.inmed.pl, export@inmed.pl



Subsectors:

Medical devices and equipment

INMED–Karczewscy, established in 1996, has been continuously improving its expertise in medical technologies. This has resulted in a strong and dominant position on local and foreign markets as a company specializing in medical gas pipeline systems and designing, manufacturing, installation, and servicing of medical equipment.



INNOW

www.innow.pl, biuro@innow.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Personal protective equipment

INNOW is an experienced manufacturer of furniture and equipment for hospitals and rehabilitation devices for people with disabilities. INNOW manufactures bath trolleys, couches, examination tables & armchairs, screens, treatment tables, and rehabilitation armchairs.



Invest IT

www.appmedica.pl, info@appmedica.pl

Subsectors:

Telemedicine, AI, robotics, other IT solutions

We specialize in the digitalization of medical equipment in hospital departments by implementing our CMMS system called Appmedica. We provide services such as technical documentation digitalization, inventory, technical and investment consulting as well as medical infrastructure audits.



JBG-2 / CryoSpace

www.cryospace.eu, cryospace@cryospace.eu



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Recovery and sports medicine

JBG-2 is a leading manufacturer in the refrigeration industry, the developer of a cryotherapy cabin for rehabilitation, physiotherapy, sport, and wellness sectors. CryoSpace devices help in regenerative medicine and are recommended by physiotherapists.



JJW

<https://deomed.pl/en/>, export@jjw.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

JJW specializes in manufacturing non-compressing medical socks with antibacterial and antifungal properties. These socks are recommended for diabetics, but they also provide relief in the following diseases: leg oedema, arterial or venous leg insufficiency, bacterial and fungal foot infections.

PPH Kamed-Plus Agnieszka Góral



www.kamedplus.pl, www.kamedplus.com, kamedplus@gmail.com

Subsectors:

Medical devices and equipment

We manufacture medical accessories such as instrument trays, urine containers, kidney trays, bed pans. We have over 40 years of experience in manufacturing products for the medical industry.



KEJ

www.kej.pl, biuro@kej.pl



Subsectors:

Medical devices and equipment, Aromatherapy

The history of our company begins in September 2001 and since then we have been specializing in trading and producing high-quality medical devices (nasal aspirators, medical bulbs, irrigation bags, seat cushions, inhalers, nebulizers, ear syringes, etc.), medical packages and other special equipment.



Klaromed



www.klaromed.pl, marek.wos@klaromed.pl

Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture

We produce modern medical equipment for operating theaters: integration systems, operating lamps, medical furniture, operating tables, decontamination. We are a family-owned enterprise strongly focused on goals and solutions, with 10 years of experience.



Kodent

www.updfa.pl, blasejszczerbaniewicz@gmail.com

Subsectors:

Medical devices and equipment, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Dentistry, Clinical trials

Presently we are working on the integration of the mocap and haptic technology allowing for measuring, controlling the position and movement of the upper/lower teeth in the bone during chewing and against the face, which allows for perfect crown shaping.



Koordynacja

www.koordynacja.com.pl, karol.senderowicz@koordynacja.com.pl

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

We are the manufacturer and distributor of rehabilitation and medical devices from Poland and abroad. We were established in 2009. We focus on constant development of computerized medical, rehabilitation, orthopedics and podiatry products which have been rewarded at several rehabilitation fairs.



Laparo Medical Simulators

www.laparosimulators.com, office@laparosimulators.com

Subsectors:

Medical devices and equipment

We are a European technological company empowered by engineers and programmers aiming to bring laparoscopic education to a higher level. Our mission is to make laparoscopic training more accessible for students, doctors, universities, and hospitals through professional and affordable simulation solutions.

Lasotronix



www.lasotronix.com, biuro@lasotronix.pl

Subsectors:

Medical devices and equipment, trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Personal protective equipment, Dentistry

LASOTRONIX is an innovative company specializing in designing and producing laser devices for the medical and dental sector. With more than 20 years of experience in laser technology, it covers a wide range of applications thanks to a variety of diode sources and therapy accessories.

LfC

www.lfc.com.pl, lfc@lfc.com.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

LfC has over 30 years of experience in developing, testing, and implementing new methods of treating the spine with implants in clinical practice. It is currently a recognized European manufacturer of medical equipment used in orthopedics, neurosurgery, and bone-oncological surgery.

Lublin Medicine Cluster

www.medicine.lublin.eu, info@medycyna.lublin.eu



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment, Personal protective equipment, Dentistry, Clinical trials, Telemedicine, AI, robotics, other IT solutions

Lublin Medicine Cluster works on innovations in e-Health, diagnostics, medical devices, new therapies, dietary supplements, and functional food. The Cluster has 160 members, including more than 120 medical companies, and is coordinated by the Municipality of the Lublin City and Medical University of Lublin.

MALOW

www.malow.pl, marketing@malow.com.pl



Subsectors:

Medical furniture

We offer metal medical furniture, such as cabinets for doctors, hanging cabinets, surgical tables, tables for dressing materials, and bedside cabinets.

Our furniture makes perfect, high-quality equipment for modern doctor's offices, laboratories, scientific research units, hospitals, pharmacies, and other medical facilities.



MARGOMED Stanisław Margol

www.margomed.com, biuro@margomed.com



Subsectors:

Medical devices and equipment

MARGOMED has almost 30 years of experience in production of medical devices, such as infusion and transfusion sets or syringes. The production is based on our own patents and utility models and is fully automated. Our equipment is used both in Polish and foreign hospitals.



Mar-Med

www.mar-med.pl, info@mar-med.pl



Subsectors:

Medical devices and equipment

Mar-Med was established in 1995. Thanks to our knowledge and many years of experience, the diagnostic possibilities of our equipment satisfy the needs of even the most demanding diagnosticians. We cooperate with private, public, and academics hospitals, supplying all kinds of equipment for imaging diagnostics.

MDT Ophthalmic Equipment Manufacturer

www.mdt.pl/en, piotr.woloch@mdt.pl



Subsectors:

Medical devices and equipment

Established in 1998, MDT company is a reputable manufacturer of ophthalmic furniture and devices, such as refraction units/workstations, electric tables, surgical tables, operator's chairs, accessories & consumables, BioGlo, TearFlo, as well as devices used to diagnose and treat strabismus & amblyopia.

Med & Life

www.medandlife.com, info@medandlife.com



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Dentistry, Telemedicine, AI, robotics, other IT solutions

Med & Life is the manufacturer of the Viofor JPS System. Our home care devices provide low induction magnetic field therapies (PEMF) – magnetostimulation, magnetotherapy, and phototherapy in the LED technology.

Meden-Inmed

www.en.meden.com.pl, international@meden.com.pl



Subsectors:

Medical devices and equipment, Medical furniture, orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, telemedicine, AI, robotics, other IT solutions

The company offers individualized medical, physiotherapeutic, SPA and patient care products: hydrotherapy baths, massage and manual therapy tables, gait-training devices, mobile hygiene chairs, urinary incontinence rehabilitation devices, and many others. We offer OEM, subcontracting and outsourcing production services.

medi.com.pl

<https://medi.com.pl/en/home-2>, biuro@medi.com.pl



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

Medi.com Sp. z o. o. specializes in the manufacture of innovative minilRIS, IRIS software dedicated to medical facilities and doctors' offices. We are also the producer of the HD-1000 video colposcope, allowing for imaging and diagnostics of the lower female genitals.



Medical Inventi S.A.

www.medicalinventi.pl, biuro@medicalinventi.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Medical Inventi explores, develops, and commercializes innovative solutions in the area of bone void filler products. Medical Inventi is a proprietary owner of the know-how, technology, and patents related to the innovative FlexiOss biomaterial.



Medicalgorithmics S.A.

www.pocketecg.com, sales@medicalgorithmics.com



Subsectors:

Medical devices and equipment, Cardiovascular diseases treatment, Telemedicine, AI, robotics, other IT solutions

Medicalgorithmics develops advanced systems for cardiology. We provide telemedicine services to thousands of patients worldwide. Our flagship product is PocketECG, a system for arrhythmia diagnostics. It has become one of the most popular systems for long-term monitoring.

Medicalls

www.medicalls.eu, biuro@medicalls.eu



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

We design, build, equip and deliver independent, modern modular facilities, which can be used for treatment of patients, telemedicine consultations, collection of samples for diagnosis, or as laboratory units.



Medicast

www.sklepmedicast.pl, kontakt@sklepmedicast.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment

Medicast is one of the largest distributors of orthopedic equipment in Poland. The company was founded in 1994 and provides its clients with equipment used in the field of rehabilitation, sports medicine, cardiovascular treatment, fitness, muscle stimulation, and recovery products.



Medim

www.medim.pl, Justyna.Cwyl@medim.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Personal protective equipment, Telemedicine, AI, robotics, other IT solutions, Disinfection systems

Medim is a dynamically developing company with 31 years of experience on the medical equipment market. A valuable partner in minimally invasive surgical techniques, solutions for hospital hygiene, and pharmacy automation. Open to cooperation on any innovative solutions in the medical field.

Med-Patent

www.medpatent.com.pl, medpatent@medpatent.com.pl

med
patent®

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Med Patent has been manufacturing orthopedic, rehabilitation and medical equipment since the 1990s.

Our flagship products include:

- Anti-pollution masks,
- SpiderMed and FEMI POSTURE – posture correctors,
- DinoPad acupressure mats,
- Thermo-Duo thermotherapy pads and ergonomic pillows.



Medshop.One

www.medicalinventi.pl, biuro@medicalinventi.pl

■ ■ MEDSHOP.ONE

Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Personal protective equipment, Dentistry, Telemedicine, AI, robotics, other IT solutions

Medshop.One is a global medical marketplace – an online platform both for manufacturers and distributors. Our goal is to offer services and products, by offering a wide range of medical supplies, medical services, to all companies, institutions, hospitals, healthcare professionals and medical students around the world.



MedSilesia Cluster Upper Silesian Agency for Entrepreneurship and Development

www.medsilesia.com, medsilesia@gapr.pl

Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Laboratory equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment, Personal protective equipment, Dentistry, Clinical trials, Telemedicine, AI, robotics, other IT solutions

MedSilesia cluster is a group of innovative companies from the medical sector. We offer clinical trials, a broad range of products, and support from experienced and renowned R&D institutions. We are open to cooperation with clusters, companies, and institutions from the medical industry.



Medtransfer

medtransfer

www.medtransfer.pl, info@medtransfer.pl

Subsectors:

Telemedicine, AI, robotics, other IT solutions

Medtransfer is a digital health platform that enables the easy and secure transfer of huge medical imaging files that are too big to be sent via email (e.g. MRI scans) with a time-limited, code-protected link. The doctors can view the files in their browsers.



medVC.eu

www.medvc.eu, contact@medvc.eu



Subsectors:

Telemedicine, AI, robotics, other IT solutions

Interactive audio-video set for remote medical cooperation and instant medical expertise. Compatible with any medical video device, medVC enables and facilitates the doctor-doctor and doctor-patient contact and delivers medical expertise all over the world, regardless of the distance.



Mercator Medical S.A.

www.mercatormedical.eu, anna.kutrzuba@pl.mercatormedical.eu

Subsectors:

Medical devices and equipment, Personal protective equipment

Mercator Medical Group is the manufacturer of medical gloves and the distributor of medical disposables with 30 years of experience. It sells its products to over 70 countries (2% share in the global market of disposable gloves). The Group has two manufacturing plants located in Thailand.



Metalerg

www.reduktorytlenowe.pl, metalerg@metalerg.pl



Subsectors:

Medical devices and equipment

We offer medical oxygen regulators, which are the basic devices for distributing and reducing oxygen flow and pressure from cylinders or flow from wall sockets in oxygen therapy sets. Devices are equipped with stepwise regulation, ensuring constant oxygen flow rate.



Metalowiec

www.metalowiec.com.pl,
biuro@metalowiec.com.pl, sales@metalowiec.com.pl



Subsectors:

Medical devices and equipment, Medical furniture

Metalowiec Sp. z o.o. is an experienced manufacturer of rehabilitation and hospital beds, medical equipment, swivel chairs and other metal products. Thanks to our dynamic technological and construction department, we can implement new technologies and products meeting our customers' requirements.

MPW MED. Instruments

www.mpw.pl, mpw@mpw.pl



Subsectors:

Medical devices and equipment, Laboratory equipment

Polish manufacturer of high-quality laboratory centrifuges since 1948.

MPW products are recognized worldwide as technologically advanced, reliable, and competitively priced. For every centrifuge type MPW offers a wide range of equipment to enhance the research and diagnostic capabilities. Laboratory centrifuges made by MPW have a wide range of applications in biochemistry, diagnostics, life sciences, and many more.



Nano Prime

www.nano-prime.pl, biuro@nano-prime.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Dentistry

We produce small elements with a complex structure, based on titanium bars, steel bars, and aluminum bars, for various industries (medical, electrotechnical, automotive, aviation). We produce our components on a 12-axis Tornos CNC machine.



NGK Pharma

www.ngkpharma.pl, biuro@ngkpharma.pl



Subsectors:

Medical devices and equipment, Laboratory equipment, Personal protective equipment, Telemedicine, AI, robotics, other IT solutions

We are looking for distributors of our products for the pharmaceutical and medical industry: pharmaceutical mixing boxes, HCG tests, warming pads, nasal aspirators. We offer also distribution of similar products on the Polish market.

Noel

www.stabilo.krakow.pl, stabilo@stabilo.krakow.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

NOEL s.c. is a design and production company with 20 years of experience in the production of rehabilitation equipment (prone standers, Stabilo System Vacuum Posture Cushions) dedicated to body positioning for people with disabilities. The company operates in more than 20 countries all over the world.



Numed

www.numed.pl, jaroslaw.szwankowski@numed.pl



Subsectors:

Dentistry

Numed is the developer, patent-holder & manufacturer of NLCariesDD – a device for non-invasive detection of primary and secondary dental caries at dental practice. It is based on the analysis of electrical response of caries-related bacteria in the examined area of the tooth – with sensitivity/specificity at 92-96%.



Omnibus Sprzęt Medyczny

www.omnibus-med.com.pl, omnibus@omnibus-med.com.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment

OMNIBUS is the brand of high-quality nebulizers, while InSense are intelligent medical products for diagnostics and home care (BPMs, suction pumps, IRT). We specialize in emergency medical equipment: stretchers, medical bags, resuscitators, laryngoscopes, etc.

Optimum Bis

www.optimum-materace.pl, info@optimum-materace.pl



Subsectors:

Medical devices and equipment, Medical furniture

Optimum is one of the largest manufacturers of mattresses in Poland. Our offer includes mattresses with the status of medical devices, meant as the equipment for hospital beds. Our key priority is to ensure satisfaction and comfort of our customers.



OPTotech

<https://uvgun.pl/>, optotech@post.pl



Subsectors:

Medical devices and equipment, Antiviral and germicidal equipment

Optotech has been present on Polish market since 2001. We are a distributor of human ophthalmic equipment and ophthalmic veterinary products. We also manufacture antiviral and germicidal UV-C flow lamp.



Pixel Technology

www.pixeltechnology.com, handlowcy@pixel.com.pl



Subsectors:

Telemedicine, AI, robotics, other IT solutions, Radiology

We offer IT solutions for hospitals and other medical facilities. We specialize in radiology. In addition to traditional solutions in the field of digital diagnostics, we develop technologies related to the medicine of the future, such as advanced AI tools for telemedicine. We have our own R&D department.

Prodromus



www.prodromus.com, prodromus@prodromus.pl

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Robotic rehabilitation, Telemedicine, AI, robotics, other IT solutions

Prodromus is a manufacturer of innovative medical equipment in robotic rehabilitation. Our main product – Prodrobot – is an automated gait trainer for children. In 2019 ProdElvis, an electronic feedback system for gait analysis, was launched. In 2021 Prodrobot Magna version for adults will have its premiere.



Pro-PLUS S.A.



www.pro-plus.pl, biuro@pro-plus.pl

Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

As an innovative technology company, Pro-PLUS develops new products dedicated to patients with heart failure, with history of heart attack, or with cardiac arrhythmias. Our products are IIa class medical devices with the CE mark. Outside Poland, Pro-PLUS solutions are already used in Sweden, Italy, and Bulgaria.



Quizit (UnitDoseOne)



www.unitdoseone.com, office@unitdoseone.com

Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

UnitDoseOne is a robotic pharmacy preparing doses of medicines for patients in individual sets. It manages hospital drugs logistics. The system knows which medicines will be required each day, who and when placed them into the machine, who prescribed what and, finally, who delivered them to the patient.

Radwag

www.radwag.com, tomaszewski@radwag.com



Subsectors:

Medical devices and equipment, Laboratory equipment

RADWAG is the biggest manufacturer in Poland and one of the biggest manufacturers of weighing equipment worldwide.

The company's product range includes robotic and automatic weighing systems, mass comparators, microbalances, laboratory balances, medical, industry, control, and PGC scales.



Recomedic

Recomedic

www.recomedic.com, damian.macznik@recomedic.com

Subsectors:

Medical devices and equipment, Medical furniture, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Recomedic is an international manufacturer and supply chain network for parts, assemblies or complex products used in an increasingly diverse range of industrial processes including rehabilitation, medicine, and other demanding applications. We specialize in brand manufacturing.



Reha Fund

www.rehafund.pl, internationalsales@rehafund.pl



Subsectors:

Medical devices and equipment, medical furniture, orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

We are a manufacturer of high-quality bedsores prevention mattresses and overlays, cushions, pillows, body positioners, etc. We also offer wheelchairs and rehabilitation/walking/bath equipment as well as self-care aids.

Reynolds Medical

www.reymed.pl, reymed@reymed.pl

Subsectors:

Medical devices and equipment, cardiovascular diseases treatment, respiratory diseases diagnostic

Reynolds Medical has been an importer and distributor of medical equipment and management systems for 20 years. Main area of our activity includes noninvasive cardiology and respiratory diagnostics as well as neurocardiology assessment.



Rokoko

<https://www.rokoko.com.pl/>, export@hairpartners.pl



Subsectors:

Medical devices and equipment, orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

We are a wig manufacturer specializing in hair prostheses. Our portfolio includes various synthetic wigs as well as wigs made from natural Slavic hair. We sell also various cosmetics, turbans, and hair extensions. We are proud to cooperate with many charity organizations.



RSQ Technologies

www.rsqtechnologies.com, contact@rsqtechnologies.com



Subsectors:

Telemedicine, AI, robotics, other IT solutions

Our mission is to help our society stay healthy by giving you the best health IT tools created with love by some of the most talented healthcare professionals, designers, artists, programmers, and scientists. RSQ Products include RSQ Physio, RSQ Doctor, RSQ Clinic, RSQ Motion, RSQ Holographic.

Sanwil Polska

www.sanwil.com, sanwil@sanwil.com



Subsectors:

PU and PVC coated fabrics for medical purposes

SANWIL POLSKA Sp. z o.o. is the largest Polish producer of PVC and PU coated materials, operating since 1974. We manufacture certified materials for anti-covid coveralls, upholstery for medical use, and many others.



SDS Optic S.A.

www.sdsoptic.pl, office@sdsoptic.pl



Subsectors:

Clinical trials

SDS Optic develops and creates innovative solutions combining biochemistry, engineering and fiber optic technologies that can be used in cancer diagnostics and treatment. Our company has designed a revolutionary opto-biological methodology that allows for instant cellular process studies.



SiDLY

www.Sidly.eu, office@sidly.eu



Subsectors:

Telemedicine, AI, robotics, other IT solutions

SiDLY is a company specializing in remote monitoring wearables and telehealth. The solution is available for private healthcare institutions, primary healthcare clinics, hospitals, NGO supporting elderly people, local governments, and individual customers. Each month our wearables perform over one million measurements.

Sigvaris S.A. (Pani Teresa Medica)

www.pani-teresa.com.pl, paulina.gniatkowska@sigvaris.com



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation regenerative medicine, implants & prosthetics

Pani Teresa Medica, brand of Sigvaris Group, has been on the market for 30 years. Our core activity is the production of soft orthopedics and medical compression products in the CCL1 and CCL2 class. Our products guarantee effective help and have gained trust supported by medical expertise and experience.



Smarter Diagnostics



<https://www.smarterdiagnostics.com>, info@smarterdiagnostics.com

Subsectors:

Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Telemedicine, AI, robotics, other IT solutions, Radiology

We bring medical imaging AI innovations in orthopedics and sports medicine. Our aim is to improve radiological workflow performance and introduce AI-based diagnostics for fast and lightweight MRI in injury-preventive screening and monitoring. Currently we focus on the Achilles tendon in MRI.



SMS



www.sms.com.pl, sms@sms.com.pl

Subsectors:

Medical devices and equipment, Medical furniture, Laboratory equipment

SMS is a Polish company best known for manufacturing reliable steam sterilizers widely used in hospitals, laboratories, and scientific institutes. We also offer high quality washers, disinfectors and stainless-steel furniture which is the best choice thanks to low maintenance costs and exceptional durability.

Soloventex

<https://soloventex.pl/>, soloventex@gmail.com

SOLOVENTEX

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Soloventex Sp. z o. o. is a leading importer and authorized representative of the Ukrainian manufacturer of professional medical devices. We offer:

- medical compression knitted fabric,
- orthoses and stabilizers,
- orthopedic devices for the upper and lower limbs,
- corsets and posture correctors,
- hernia bandages, postoperative, pre- and postpartum bandages,
- orthopedic pillows.



Sonomed

www.sonomed.com.pl, marta.jurek@sonomed.com.pl

Sono^{med}

Subsectors:

Medical devices and equipment, Cardiovascular diseases treatment

Sonomed designs and manufactures ultrasound Doppler medical devices (fetal and vascular) and probes for research and industrial purposes. The company has been granted the QMS ISO 13485 certificate and uses the CE marking. It is a member of the Polish Chamber of Commerce for High Technology.



Sorimex

www.sorimex.eu, office@sorimex.eu

SORIMEX

Subsectors:

Medical devices and equipment, Personal protective equipment

SORIMEX is a manufacturer of electromedicine and personal protective equipment. We design custom solutions for various fields, such as cardiology, rehabilitation, gynecology, cosmetology, and many others. We are also one of the largest Polish manufacturers of medical gloves.

StethoMe

www.stethome.com, kmak@stethome.com



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

StethoMe is a unique system meant for remote lung auscultation and respiratory system self-monitoring, dedicated especially to patients with asthma. StethoMe is based on medical AI algorithms (CE 2274) compatible with a wireless stethoscope and a dedicated application.



StimulAid

<https://stimulaid.pl/>, projects@stimulaid.pl



Subsectors:

Medical devices and equipment

The company develops and implements pain treatment systems applicable in medical entities and for home use, based on original patent-protected solutions. The technology reduces the need for analgesics, is safe and cost-effective.



Sumi

www.sumi.com.pl, sumi@sumi.com.pl



Subsectors:

Medical devices and equipment

SUMI is a leading manufacturer of disposable medical devices, with 30 years of market experience.

The company focuses on providing complete solutions for airway management. Our offer is meant for ICUs, emergency care as well as homecare.

The company is CE and ISO 13485:2016 certified and sells its products to nearly 50 countries.

Synektik

www.synektik.pl, synektik@synektik.com.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Laboratory equipment, Telemedicine, AI, robotics, other IT solutions, Clinical trials, Radiopharmacy

The Synektik is an innovative integrator of medical solutions and major provider of medical equipment, IT solutions, maintenance & measurement services. We are a manufacturer of radiopharmaceuticals and the only producer of special radiotracers.



Syrmed Medical Apparatus

www.syrmed.com.pl, syrmed@syrmed.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Medical furniture, Personal protective equipment

SYRMED distributes high-quality medical equipment only from proven suppliers. We specialize in operating theaters (surgical instruments, laparoscopic instruments, absorbents, disposable clothes for the staff and patients), intensive care units, and central sterilization rooms.



TakesCare

www.takes-care.com, dominik.mazur@takes-care.com



Subsectors:

Medical devices and equipment, Telemedicine, AI, robotics, other IT solutions

TakesCare is a digital platform providing telemedicine services, operating in the HealthTech Industry in the B2B2C model. We provide fully digital collaboration, treatment and care. We focus on efficient prevention, diagnosis and treatment of chronic diseases and mental health problems.

PHU Technomex



www.technomex.eu, export@technomex.pl

Subsectors:

Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Technomex delivers efficient and ergonomic rehabilitation solutions, such as hydrotherapy devices, rehabilitation tables, kinesiotherapy products, hand ergotherapy tables, suspension therapy set, and cryotherapy. For over 30 years we have been providing our customers with products to simplify their daily responsibilities, to help them focus on their patients and to increase the effectiveness of therapy. We offer therapy enhanced with virtual reality, hydro and kinesiotherapy.



Timago International Group

<https://www.timago.com/en/>, export@timago.com



Subsectors:

Medical devices and equipment, Medical furniture, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, personal protective equipment, Dentistry

Timago has been operating on the Polish and European medical market for more than 20 years. The company addresses the needs of people with disabilities and health problems, combining the fields of physiotherapy, orthopedics and electromedicine.



Tomplast



www.protezyortopedyczne.pl, biuro@tomplast.waw.pl

Subsectors:

Medical devices and equipment

Tomplast is the producer of metal elements for lower limb prostheses such as temporary or modular knees and adapters, orthopedic splints and attachments, as well as steel and aluminum braces.

Tylmax

www.tylmed.pl, biuro@tylmax.pl



Subsectors:

Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

We are the manufacturer of massagers, walking sticks, rubber tips, shoe horns.



us4us

<http://us4us.eu>, office@us4us.eu



Subsectors:

Medical devices and equipment, Laboratory equipment

us4us provides ultrasound research platforms for R&D, biomed and industrial applications. With powerful software beamforming and real-time access to raw RF data, our products are versatile, fully-programmable tools suited to the evaluation, testing, and implementation of novel ultrasound modalities.



Vimex

www.vimex-endoscopy.com, sales@vimex.eu



Subsectors:

Medical devices and equipment

Since 2006 Vimex has been one of few world-wide original manufacturers of rigid endoscopy devices like arthroscopy shavers, blades and burrs; medical fluid pumps for arthroscopy, hysteroscopy, urology and laparoscopy, as well as light sources. Today Vimex Endoscopy equipment is successfully used all over the world.

VR TierOne



www.vrtierone.com, grzegorz.rodziewicz@vrtierone.com

Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment, Telemedicine, AI, robotics, other IT solutions

Treating depression and anxiety with Virtual Reality. We have created VR TierOne because we understand that a body gets sick when a soul does. Somatic diseases and depression may coexist and adversely affect each other. VR TierOne enables management of depression and anxiety even after severe diseases.

Warmie

www.warmie.eu, contact@warmie.eu



Subsectors:

Medical devices and equipment, Personal protective equipment, Telemedicine, AI, robotics, other IT solutions

Our company produces WARMIE - a medical device (class IIb) which is an innovative sensor for continuous body and wound temperature monitoring. The project aims to improve the early detection of infections, monitor the wound environment, and set new standards for postoperative and wound management.

WPQ Wojciech Piotrowski

www.wpq.pl, wp@wpq.com.pl



Subsectors:

Medical devices and equipment, telemedicine, AI, robotics, other IT solutions, Consulting

We offer trainings, consultations and support in the preparation of documentation necessary to assess compliance of medical devices with the requirements of the MDR 2017/745 regulation, as well as quality management systems and risk management of medical device manufacturers.

Zakład Sprzętu Rehabilitacyjnego Stanisław Misiarz

www.misiarz.pl, biuro@misiarz.pl



misiarz.pl
Zakład Sprzętu Rehabilitacyjnego

Subsectors:

Medical furniture, Rehabilitation tricycles, Special-drive vehicles, orthopedic seats for children, car safety seats, individual standing frames, auxiliary rehabilitation equipment, walkers and walking frames, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics

Operating since 1987, Zakład Sprzętu Rehabilitacyjnego (Rehabilitation Equipment Company), specializes predominantly in manufacturing rehabilitation equipment for children with upper and lower extremity paresis. All our products are made to individual order.



Zakmed

www.zakmed.pl, biuro@zakmed.pl



Subsectors:

Medical devices and equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Cardiovascular diseases treatment, Personal protective equipment, Telemedicine, AI, robotics, other IT solutions

ZAKMED is a distributor of medical equipment specializing in sleep apnea, oxygen therapy, and peripheral arterial disease since 2003.

ZARYS International Group

www.zarys.com, export@zarys.pl



Subsectors:

Medical devices and equipment, Trauma, surgery, operating theatre equipment, Orthopedics, rehabilitation, regenerative medicine, implants & prosthetics, Personal protective equipment, Surgical packs and sets, sport line, gloves

ZARYS International Group is a company with 32 years of experience in the medical device industry. We offer a wide range of disposable equipment including dressings, surgical drapes, examination gloves as well as devices for urology, gynecology, oxygen therapy, anaesthesia and many other items.



Zurad

www.zurad.com.pl, marketing@zurad.com.pl



Subsectors:

Medical devices and equipment

We offer numerous solutions to limit the spread of the viruses, prevent the infection, and combat the effects of the pandemic such as: mobile UV-C device – portable device based on UV-C emitters, RobUV – a robot designed to combat biological weapons, UVC Blast Interior System – stationary room disinfection system based on UV-C radiation, Medical Intermodal Containers – modular containers providing express support for the health service.

Infographic. Poland in figures

Source: Statistics Poland, Eurostat, International Monetary Fund, World Bank

//Data from the infographic are presented in the table.//

Trade exchange	Imports	€ 235.8 billion
	Exports	€ 234 billion
Population		38.5 M
Gross Domestic Product (GDP)		€ 532 billion
Economy rank		21st in the world
GDP Growth	Poland	4.5%
	EU 27	1.5%
GDP per capita (PPP – Purchasing Power Parity)		\$ 34 000
Unemployment rate		5.2%

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Chart 1. Value of the domestic market for medical devices (in EUR billion)

Source: ‘Technomed’ Medical Industry Organization, Polish Investment and Trade Agency

//Data from the chart are presented in the table.//

2013	1.5
2017	2.5
2018	2.9

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Infographic. Polish healthcare system in numbers (2019)

Source: OECD, PWC, PMR

//Data from the infographic are presented in the table.//

Healthcare expenditure in the public sector, equal to 4.7% GDP	EUR 20 billion
Healthcare expenditure in the private sector	EUR 13.5 billion
Hospitals	800
Beds, i.e. 6 beds per 1.000 patients	220 000

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Chart 2. Market for medical devices and equipment in Poland (2019)

Source: Polish Investment and Trade Agency, National Bank of Poland

//Data from the chart are presented in the table.//

value of domestic market for medical devices and equipment	EUR 2.9 billion (2018) share of Polish manufacturers is 15%
value of medical devices and equipment exported from Poland	EUR 2.42 billion
number of medical equipment manufacturers	300 more than a half of them employ over 49 people
average share of exports in the overall revenues of Polish companies manufacturing medical equipment	60%

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Chart 3. Global medical devices market size 2018-2025 (in USD billion)

Source: Global Market Insights

//Data from the chart are presented in the table.//

2018	425
2025	612

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Chart 4. Global telemedicine market size 2019-2026 (in USD billion)

Source: Global Market Insights

//Data from the chart are presented in the table.//

2019	45
2026	175

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Chart 5. Export of medical devices and equipment from Poland (in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	1114
2016	1059
2017	1836
2018	2191
2019	2421

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Chart 6. Share of Polish medical devices and equipment exports in Poland’s total exports

Source: Statistics Poland

//Data from the chart are presented in the table.//

2011	0.37%
2015	0.62%
2019	1.03%

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Chart 7. Geographic structure of Poland’s medical devices exports in 2019 and value of exports (% share and value in EUR billion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

EU	53%
Outside EU	47%

To EU countries	1.286
To non-EU countries	1.134

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Chart 8. Top 5 recipients of Polish medical equipment (2019, in EUR milion)

Source: Statistics Poland

//Data from the chart are presented in the table.//

USA	586
Germany	530
Denmark	180
France	143
UK	104

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Chart 9. Major recipients of medical devices from Poland in 2019, % share

//Data from the chart are presented in the table.//

USA	24%
Germany	22%
Denmark	7%
UK	4%
France	6%
Ukraine	3%
Russian Federation	3%
Canada	3%
China	2%
Other	26%

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Chart 10. Exports of medical devices from Poland to selected countries – the 2010-2019 average compared to 2019 alone (in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

	2010-2019	2019
USA	171	586
Germany	312	530
Denmark	141	180
France	63	143

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Chart 11. Export of medical and veterinary instruments (in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	627
2016	713
2017	830
2018	869
2019	962

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Chart 12. Export of orthopedic equipment, prostheses and hearing aids
(in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	406
2016	256
2017	909
2018	1153
2019	1270

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Chart 13. Export of massage apparatus and mechanotherapy equipment
(in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	35
2016	44
2017	34
2018	60
2019	70

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Chart 14. Export of ventilators and gas masks (in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	19
2016	19
2017	27
2018	63
2019	68

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Chart 15. Export of x-ray apparatus (in EUR million)

Source: Statistics Poland

//Data from the chart are presented in the table.//

2015	26
2016	26
2017	35
2018	45
2019	49

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