The Medical & Healthcare Sector

Most of the companies involved in the Dutch medical and healthcare sector are small- and medium-sized.

The Netherlands has a number of unique health institutions, focused on a range of health issues, including medical research, education and R&D on medical technology.

Current predictions are that the Dutch medical and healthcare market will continue to grow by over 4% in the coming years.

Research & Development

The most common form of collaboration is with foreign universities and research institutions.

- Universities accounted for over 67% of all public R&D activities in the Netherlands.

The Dutch biopharmaceutical industry has developed an extensive international network through collaborative R&D projects with foreign partners.

Export Opportunities

The Dutch market demands high-quality products and systems which are often designed and developed in close cooperation with the medical community, especially academic hospitals.

With the Dutch government and health insurance companies keen to cut the cost of medical care, there is increasing interest in new and more cost-effective medical devices.

An ageing Dutch population creates opportunities for suppliers of cardiovascular products, orthopaedic implants and diagnostic imaging products.

There are also opportunities related to the modernization of private hospitals, especially in the sector of intensive care units.

- Hospital purchases contribute over 40 percent to the total medical equipment and supplies market.

As a result of its central location, the Netherlands functions as a distribution center, re-exporting an estimated 20% of imported medical equipment.

Key Advantages

The Netherlands has capitalized on its strategic location to become a key player in the world economy:

Test Market for Europe

- Its size and manageability make the Netherlands an ideal test market for the EU.

Internationally-Oriented

- More than 60% of the Netherlands’ GDP is generated by foreign trade in goods and services.

World Leader in a Variety of Industries

- The Netherlands has a diversified economic base and offers business opportunities in a number of sectors.

‘Hub & Spokes’ in Europe

- One-third of the EU population is within a 300-mile radius of Rotterdam, the world’s 3rd largest port.

Contact Us

Learn more about how we can help your company find opportunities and partners in the Netherlands.

Contact Pennsylvania’s Authorized Trade Representative for the Netherlands and Belgium:

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