The majority of companies manufacturing medical aids focus on export. More than 60% of their total production is exported. Companies’ exports in this field have doubled since 2003 and the area of their activity has expanded from the countries of the European Union to the USA, south-eastern Asia and Russia. Products with added value are increasingly applied, in other words, products involving a high level of research, such as electronics and informatics.

One example of a dynamically developing company is a manufacturer of hospital beds - the Linet company - which was founded in 1990 on a green field and which is today one of the five top manufacturers in the world. Owing to its high-quality products and original innovations, it belongs to the ultimate elite in its field. Linet sells 86% of its production to more than 70 countries in the world, in all the continents.

The BTL company, originally a Czech manufacturer and distributor of medical equipment and machinery and now a part of the BTL company holding, is one of the leading exporters of healthcare technology in the Czech Republic. It now owns trade companies in 11 countries and supplies equipment through a distribution network to more than 80 countries in the world. For instance, it is one of the 5 largest manufacturers in the world in the area of physical therapy.

The Czech Republic has an extensive network of research institutes and technical universities with specialised departments or whole faculties dealing with research in the area of biomedicine and clinical technology, educating highly-qualified specialists. This is used by foreign companies which move their development and manufacturing plants for medical equipment to the Czech Republic. One example of this is the unique technological centre of the Japanese Olympus company producing and developing medical equipment mainly in the area of non-invasive surgery located in Přerov - in a region with a long tradition of medical equipment manufacturing. The total investment by Olympus in the Czech Republic exceeds half a billion Czech crowns.

The fields of biotechnology are one of the most progressive areas of research and development in the Czech Republic. One confirmation of the growing importance of biotechnological and biomedical high-level research in general is the planned launch of the International Clinical Research Centre - ICRC Brno, established with the support of the government of the Czech Republic, as well as of one of the top university hospitals in the USA currently holding the Nobel Prize for medicine - the Mayo Clinic. The Mayo Clinic is a global leader in many fields and its partnership with the Czech Republic is proof of the growing international importance of Czech specialists.

The ICRC will become the only European clinical and research educational centre specialising in cardio and neurovascular diseases, diseases of internal organs and neurology and partially in oncology. The International Clinical Research Centre ICRC Brno will create, together with the university campus of Bohunice and the Veterinary and Pharmaceutical University in Brno, a unique unit focusing on top medical research. The project is a good example of the connection between research in medicine and the application of biotechnologies, medical technology and the pharmaceutical industry.

In July 2008, a pro-export association of companies called the First Czech Health Alliance, uniting a total of 7 companies working in the area of the medical industry dealing with the design of hospitals and other medical facilities and the manufacturing of medical instruments and services, was established with the support of the CzechTrade Agency in Brno.
In December 2008, the foundation of CzechBio - the Association of Biotechnological Companies of the Czech Republic - was supported by the CzechTrade Agency. It is the first union of biotechnological companies in the Czech Republic, which currently associates 30 private biotechnological companies and academic institutes. The initiator of this association was the Biotechnological Institute of the Academy of Sciences of the Czech Republic and the main motivation behind the establishment of a “biotechnological platform” was the awareness of the fragmentation of the biotechnological sector in the Czech Republic as well as the effort to facilitate communication among potential future cooperating parties.

Another association established with the support of the CzechTrade Agency is the Czech Health & Safety Alliance. This alliance is an export group of Czech companies and institutions focusing on research, development and the manufacturing of special instruments aimed at saving lives and protecting the health in the event of natural disasters, industrial emergencies, epidemics and results of the use of CBRNE. The main focus of the alliance is the area of healthcare, defence and security.

www.export-alliances.com/czech-bio
www.export-alliances.com/first-czech-health-alliance