

A Report on Medical Devices Market and the East Africa Share

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Introduction

The medical devices market in East Africa is a fast-rising one and is predominantly dominated by countries such as Tanzania, Kenya, Uganda, Rwanda, Burundi, and South Sudan. Owing to the growing population and development the health sector in the region is experiencing, East Africa is a region that presents unique opportunities for medical device manufacturers and suppliers.

This report provides an overview of the medical devices market in East Africa,

including its current state and future potential.

Current state of the medical devices market in East Africa

The medical devices market in East Africa is still in its early stages of development, but it has shown significant growth in recent years. The region has a population of over 477 million according to the **United Nations estimate**, and the demand for medical devices is increasing due to the increasing awareness of healthcare services.

The medical devices market in East Africa is primarily driven

by increasing investments in healthcare infrastructure, rising incidence of chronic diseases that include diabetes, hypertension and cardiovascular diseases, as well as the need for better healthcare facilities and services.

The increased investment in R&D by medical technology companies for developing new and advanced medical devices is also propelling the growth in the market.

Mordor Intelligence

documented that the East Africa medical devices market is expected to register a CAGR of 6.6 per cent over the forecast period, 2021 - 2026. The report also states that in 2019, the East African region held a share of approximately 2.5 per cent of the total African medical devices market, which was valued at around US\$3.9 billion.

Additionally, a report by **Grand View Research, Inc.** estimates that the East Africa medical devices market size was valued at US\$538.5 million in 2020 and

is expected to expand at a CAGR of 7.2 per cent from 2021 to 2028.

Trimming it down to the most promising country in East Africa, Kenya's medical device market will expand by a five-year compound annual growth rate (CAGR) of 8.9 per cent in local currency terms and 8.2 per cent in U.S. dollar terms, which should see it rise to US\$197.9 million by 2026, according to **Fitch Solutions**. The market is further expected to register mainly high single-digit growth through 2026.

Product categories and market key players

The medical devices market in East Africa is dominated by diagnostic imaging equipment, such as X-ray machines and ultrasound machines. Other important product categories include patient monitoring devices, surgical instruments, and medical consumables. The market is driven by hospitals and clinics, which account for the largest share of medical device purchases. Private healthcare providers are



also playing an increasingly important role in driving the market, as they invest in modern medical equipment to provide better quality care to their patients.

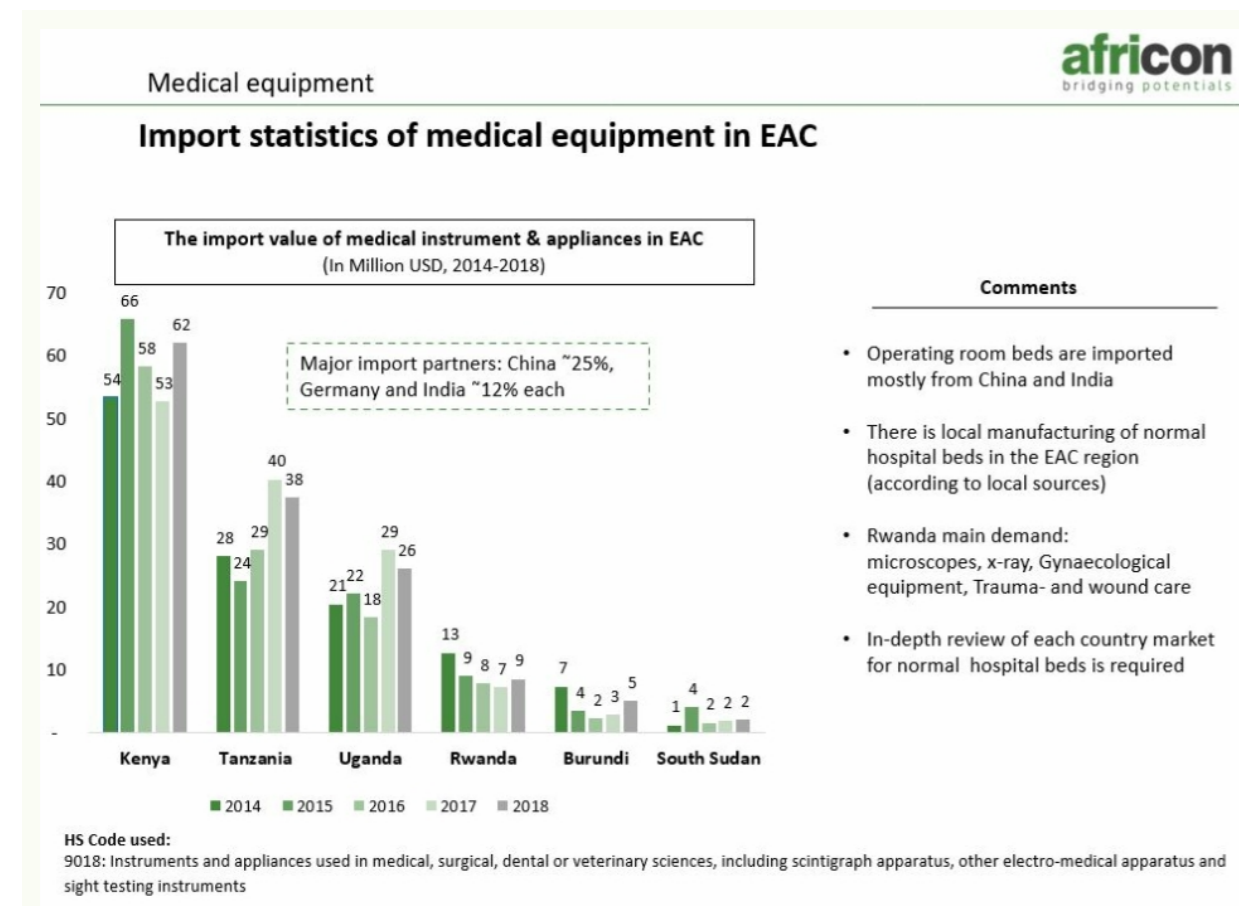
The medical devices market in East Africa is composed of various product categories, which include:

1. **Diagnostic Imaging equipment:** This category includes equipment such as X-ray machines, CT scanners, MRI machines, and ultrasound machines.

Diagnostic imaging equipment is the largest product category in the East African medical devices market.

2. **Patient monitoring devices:** This includes devices such as blood pressure monitors, ECG machines, pulse oximeters, and respiratory monitors.

3. **Surgical instruments:** Includes instruments such as scalpels, forceps, retractors, and surgical scissors.



4. **Medical consumables:** These include products such as syringes, needles, catheters, and surgical gloves.

5. **Orthopaedic devices:** These include devices such as joint implants, fracture fixation devices, and prosthetics.

There are several key market players in the medical devices market in East Africa. Some of the prominent ones are Philips and GE Healthcare with a leading presence in offering a range of medical devices and solutions, including patient monitoring systems, diagnostic imaging

equipment, and healthcare IT solutions. Within the diagnostic imaging equipment, ultrasound and laboratory diagnostic solutions, Siemens Healthineers holds a fair share. There is also a need to note Becton, Dickinson and Company (BD), which offers products such as syringes, needles, and blood collection tubes, among others. Medtronic with a strong presence in countries like Kenya, Tanzania and Uganda, offering products such as pacemakers, defibrillators, and insulin pumps. Roche Diagnostics also has a presence in these countries, offering diagnostic solutions

for various diseases such as HIV, hepatitis, and cancer.

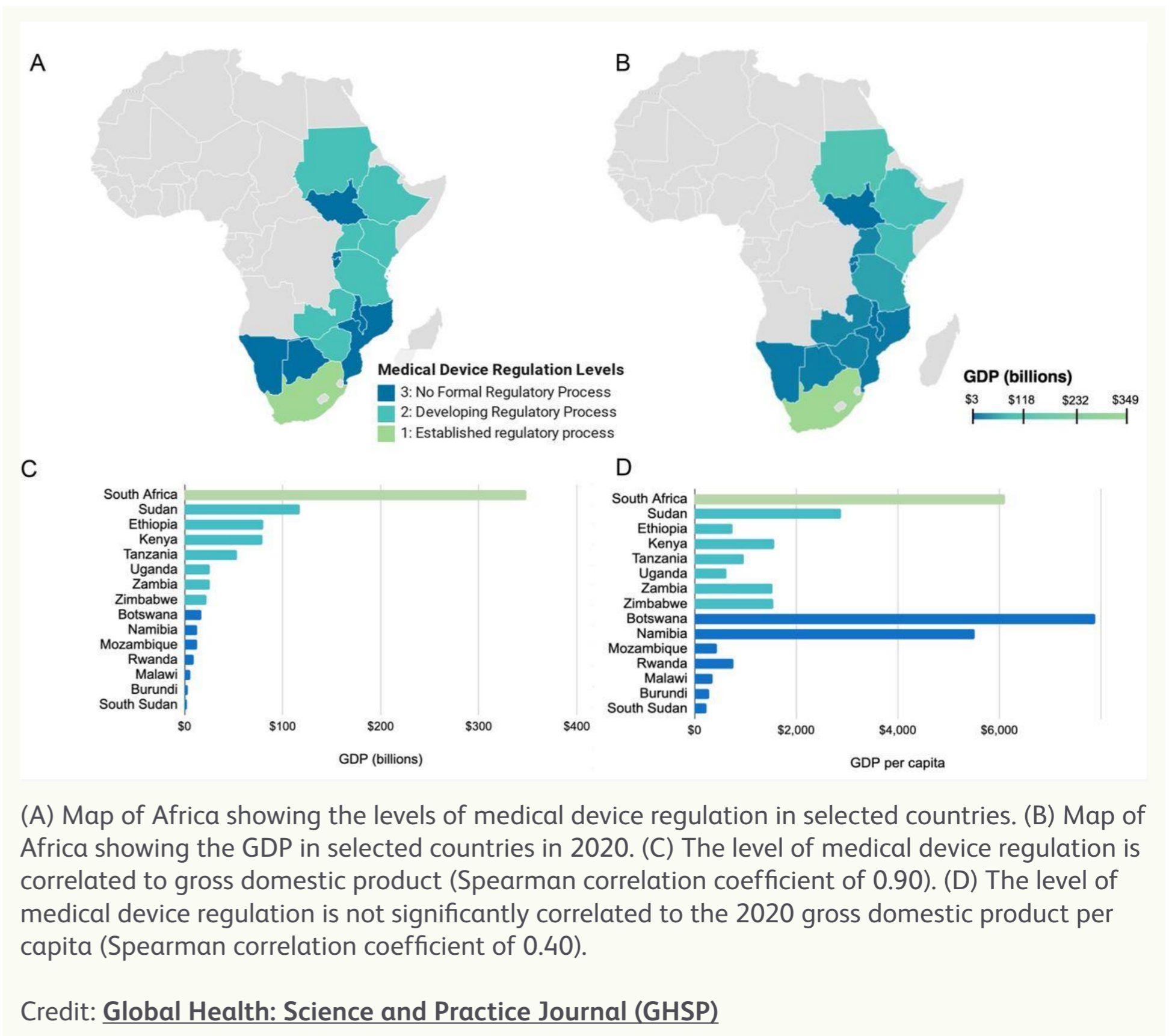
Other companies to take note of include:

Mindray: A Chinese medical technology company that provides a range of medical devices and services, including diagnostic imaging equipment, patient monitoring devices, and ultrasound machines.

Neusoft Medical: Another Chinese medical technology company that provides a range of medical devices and services, including diagnostic imaging equipment, patient monitoring devices, and medical consumables.

Mokoena Holdings: A South African company that provides a range of medical devices and services, including surgical instruments, medical consumables, and orthopaedic devices.

Surgipharm: An Ugandan company that provides a range of medical devices and services, including medical consumables, diagnostic equipment, and surgical instruments.



Future potential of the medical devices market in East Africa

The medical devices market in East Africa is expected to grow rapidly in the coming years.

The region's governments are increasing investments in healthcare infrastructure and regulatory systems, which will support the growth of the medical devices market.

Furthermore, the increasing prevalence of chronic diseases and the growing middle class in the region will further boost the demand for medical devices.

Conclusion

The medical devices market in East Africa presents significant opportunities for companies looking to expand their presence in emerging markets. The region's increasing healthcare investments and regulatory support, coupled with the rising demand for medical devices and services, make this a promising market for investment. However, companies need to be aware of the unique challenges and requirements of the East African market to succeed in this region such as a lack of trained healthcare professionals, and inadequate infrastructure.

Overall, the medical devices market in East Africa has significant potential for growth in the coming years. The increasing healthcare investments and regulatory support, which is made possible through the East African Community (EAC) Medicines Regulatory Harmonization Initiative — a programme aimed at promoting the harmonisation of medicines regulation within the East African region — coupled with the rising demand for medical devices and services, make this a promising market for investment.

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