



KEY FIGURES



Sources: Wipo, 2021; SMTI, 2020

SWITZERLAND AS A MEDICAL TECHNOLOGY HUB

AT A GLANCE

Switzerland is one of the most important locations for the global medical technology industry. The combination of first-class research facilities and a highly developed health-care system that demands the right products and stimulates innovation makes Switzerland a very attractive location for research, development and production.

There is a close-knit network between research and development, driven by renowned universities, highly specialized SMEs and strong multinational corporations. It is precisely because Switzerland is a small country that industry benefits from this experienced cluster along the entire value chain to develop, produce and market new products and services all in one place.

Top 10 Medtech Companies

According to number of employees, 2019

J&J Medical	Zimmer Biomet
Roche Diagnostics	Straumann
Biotronik	Jabil
Sonova	Ypsomed
Medtronic	Dentsply Sirona






Source: SMTI, 2020

RESEARCH AND DEVELOPMENT (R&D)

- Due to the high quality of life and excellent working conditions, Switzerland is very **attractive to qualified foreign staff and managers and keeps talent in the country**. For several years in a row, it has ranked first in INSEAD's Global Talent Competitiveness Index and is considered the most attractive destination for talented foreign professionals.

Attractiveness as a Location for Talent

Level of attractiveness for recruiting talent to a country

Country	Rank
 Switzerland	1
 Singapore	2
 USA	3
 Denmark	4
 Sweden	5

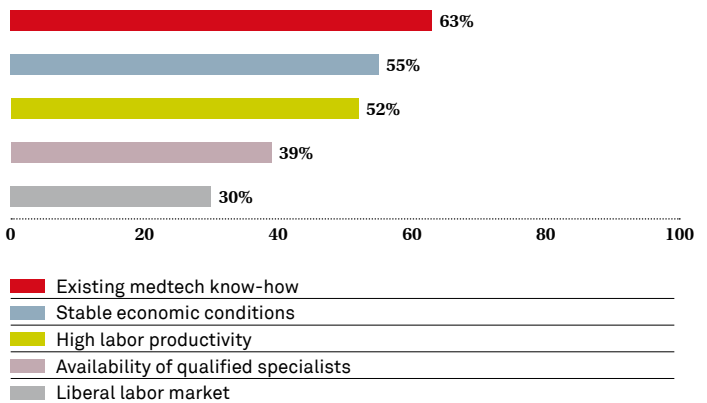
Source: INSEAD Global Talent Competitiveness Index, 2021

- Major international companies work in **close partnership with renowned Swiss universities** and recruit large numbers of highly educated employees from this available talent pool.
- The **transfer of expertise and the level of cooperation** in the Swiss medical technology industry are unique. More than 90% of the medical equipment manufacturers in Switzerland collaborate with partners – whether they are universities, hospitals or companies from related sectors, such as in mechanical engineering or pharmaceuticals. With its high density of manufacturers and industry-specific suppliers and service providers, Switzerland is a unique medtech cluster.
- The Swiss Federal Institute of Technology in Zurich (**ETH Zurich**) invests a fair share into conducting research into medical technology, it is to be further reinforced as a hub for medical technology in the next few years thanks to additional professors, a new infrastructure and a medical technology project fund. In addition, the Department for Biomedical Engineering at the **University of Basel** and the **University Hospital of Bern** are host to intensive research and development work into medtech. Furthermore, the Department of Health Sciences and Technology at the ETH Zurich spans the spectrum from basic research to clinical application.
- The **EMPA St. Gallen** is conducting research in the area of medical technology with its programme to develop a digital twin of the human skin. In cooperation with the Cantonal Hospital St. Gallen, EMPA St. Gallen is conducting research in the field of personalized medicine. Furthermore, the MedTech Lab at the University of Applied Sciences Rapperswil bundles the expertise in the field of medical technologies from the various institutes at the HSR.
- **Sitem-insel** - the Swiss Institute for Translational and Entrepreneurial Medicine in Berne – was created to establish a national center of excellence that assists in the transition from research findings or prototypes to marketable products.

- **Switzerland Innovation** is a network of six innovation parks across Switzerland based on a joint initiative of public institutions, academia, and the private sector with a statutory mandate from the Swiss government. Switzerland Innovation forms an ecosystem that allows universities and innovative companies to collaborate and use their knowledge and research results for the development of new marketable products and services (www.switzerland-innovation.com).

Top 5 reasons for investments within Switzerland

in % of all responses; manufacturers and suppliers (n = 139)













Source: SMTI survey, 2019

- At the European Patent Office, 676 medtech patent applications from Switzerland were received in 2020. The number of **medtech patent application** in Switzerland is among the **highest within Europe**.
 - Access to international systems for the **protection of intellectual property** (European Patent Office EPO, World Intellectual Property Organization WIPO) enables the use of a central registration procedure without the need for local representatives in each individual country.
- ## COSTS AND FINANCING
- The **close proximity to one of the world's most important financial centers** provides the best possible conditions for new companies in particular for different finance solutions, including the easy availability of venture capital and private equity funds.
 - According to the Swiss Venture Capital Report investments in medtech startups become more and more popular. From 2012 to 2021 the invested capital increased by 51%.
 - Startups and newly-established foreign companies are eligible for partial, or in some cases **complete, exemption from corporate and capital taxes** at cantonal level for a period of up to ten years.

- In addition to global corporations, the Swiss medical technology sector also consists of numerous **SMEs**. More than 90% of the companies employ less than 250 people and four out of five employ less than 50 people. Micro-companies with fewer than 10 employees represent the largest group. This provides opportunities such as the development of specialist companies or takeovers.
- The Swiss life science industry boasts the **highest level of productivity** per employee when compared to other top international locations. With medtech industry sales of 17.9 billion Swiss francs, work productivity for 2019 amounted to 280 thousand Swiss francs per employee.

Swiss Medtech Exports 2019

Top 10 export countries

	Volumes in billion CHF
 USA	3.3
 Germany	1.9
 The Netherlands	1.1
 Belgium	0.7
 China	0.7
 Japan	0.5
 France	0.5
 Italy	0.4
 United Kingdom	0.3
 Spain	0.2
Total exports	9.6

Source: SMTI, 2020

- The Swiss Innovation Agency **Innosuisse** specifically promotes the transfer of knowledge and technology between companies and universities. It brings partners from these two areas together in applied research and development projects and provides assistance to startup coaching. Innosuisse funds half of the project if an innovator works with a Swiss institute.
- First-class **technology and innovation park** infrastructure all over Switzerland – alongside research institutions – promote startups and spin-offs .

FRAMEWORK CONDITIONS AND MARKET ENTRY

- With its long tradition in life sciences and a strong infrastructure in advanced manufacturing, Switzerland offers a dense and experienced network of peers, universities and suppliers over a geographically manageable terrain. It is precisely because Switzerland is a small country that industry benefits from this **experienced cluster along the entire value chain** to develop, produce and market new products and services **all in one place**.
- Switzerland provides a unique medtech cluster thanks to its high density of manufacturers, industry-specialized suppliers and service providers. The Swiss medtech market has a strong **international focus**: Medtech departments of various international groups are located here and the majority of all medtech goods produced is exported abroad.
- The sales growth of medical technology in Switzerland is mainly **driven by exports**: With a volume of 12 billion Swiss francs, the industry accounts for 5% of the country's total exports and 6.1 billion, around 16.4%, of Switzerland's export surplus. The USA and Germany are the most important export and import markets.
- Thanks to its **highly-developed and financially sound health-care system**, Switzerland is considered to be an important strategic and clinical market for medtech products.
- Switzerland is one of the **highest spenders on its healthcare system per capita**, making it an attractive sales market for medical equipment manufacturers.
- Swiss free trade policy creates the optimum framework for **trading goods and services** with important partners. Agreements with all major industrial nations ensure that companies are only taxed in one country.

TESTIMONIAL



“It is the daily ambition of our employees to protect and improve people’s health. Here in the canton of Lucerne, we have found the perfect conditions to be able to achieve this challenging goal sustainably in the long term. On the one hand, we always find reliable partners to support us with our ambitious expansion plans with respect to planning, implementation, or for the operation of complex facilities and factories. On the other hand, thanks to the excellent education infrastructure, we have access to outstandingly educated and qualified personnel for the wide variety of tasks within our company: from researchers and developers to production and process experts as well as sales and marketing specialists.”

ROMAN KÜBLER
CEO B. Braun Medical
www.bbraun.ch

CURRENT DEVELOPMENTS

- The Swiss parliament asked the national government to develop proposals for setting up a **Future Fund** (www.zukunftsfonds.ch), aiming to encourage pension funds to invest venture capital in promising economic sectors, especially the medtech sector. This measure is primarily of benefit to startups.
- Switzerland has its own **implant register** (SIRIS). This instrument is useful for benchmarking within the industry and in hospitals. As a database for long-term results and survival analyses, SIRIS serves as an important advance warning system and aid for the medtech industry.
- On May 26, 2021, the mutual recognition and related trade facilitating effects for medical devices between the EU and Switzerland ceased to apply. Swiss Medtech, the Swiss association for medical technology, notes that Switzerland and the EU have not yet agreed on a common interpretation of the current MRA and corresponding transitional provisions for medical devices with existing certificates. The association is committed to a swift resolution of this issue and has therefore attempted to influence the market surveillance authorities of EU states via their national medtech associations. In Germany, these efforts have led to success. In January 2022, **Germany confirmed that Swiss manufacturers may continue to sell their MDD products with SQS certificates in Germany**, provided they have appointed an EC-REP for these products. Further developments will be published on swiss-medtech.ch.

CONTACTS AND FURTHER INFORMATION

Authorities and regulators

[State Secretariat for Education, Research and Innovation SERI
sbfi.admin.ch](http://StateSecretariatforEducation,ResearchandInnovationSERI.sbf.admin.ch)

[Swiss Innovation Agency Innosuisse
innosuisse.ch](http://SwissInnovationAgencyInnosuisse.innosuisse.ch)

[Institute for Intellectual Property
ige.ch](http://InstituteforIntellectualProperty.ige.ch)

[Swiss Agency for Therapeutic Products
swissmedic.ch](http://SwissAgencyforTherapeuticProducts.swissmedic.ch)

Associations and networks

bioalps.org
healthtech.ch
scienceindustries.ch
swiss-medtech.ch
switt.ch

Innovation and startup support/ Financing

agire.ch
baselarea.swiss
bio-technopark.ch
biovalley.ch
campusbiotech.ch
devigier.ch
hbmhealthcare.com
investiere.ch
lifescience-zurich.ch
nvfund.com
seca.ch
swissparks.ch
switzerland-innovation.com
theark.ch

Publications

[The Swiss Medtech Industry 2020 - Sector Study
www.swiss-medtech.ch](http://TheSwissMedtechIndustry2020-SectorStudy.www.swiss-medtech.ch)

[Guide to the regulation of medical devices
swissmedic.ch](http://Guidetotheregulationofmedicaldevices.swissmedic.ch)

[Swiss Implant Register
www.siris-implant.ch](http://SwissImplantRegister.www.siris-implant.ch)

S-GE resources

[Handbook for Investors
s-ge.com/
handbookforinvestors](http://HandbookforInvestors.s-ge.com/handbookforinvestors)

More fact sheets on
Switzerland as a business location
s-ge.com/factsheets

WE OFFER FREE CONSULTATION

Are you expanding in Europe and considering Switzerland as a business location for your company? Here, you can get free advice and support through the entire evaluation and settlement process: we will connect you unbureaucratically with the cantonal business promotion agencies and provide you with expert contacts for practical issues such as taxes or real estate.

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