EMeRG HospeTrack

HOSPITAL INFRASTRUCTURE INSIGHT KUWAIT 2020

Installed Base I Opportunity I Health Personnel

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78 Hospitals covered across the country.

With Penetration of Diagnostic Equipment Varying from 40-60%, Kuwait's Vision 2035 Plan for Healthcare could Potentially Focus Investments on Public General & Specialized Hospitals

As of 2019, about 78 hospitals were functioning in Kuwait. Around 32 of them currently provide tertiary care services, with more expected to scale up in the next 2-3 years, driven by Kuwait's ambitious Vision 2035 plan. The early signs have been positive - $1 Billion was allocated to build eight new hospitals around the capital region, along with another $4.4 Billion earmarked for nine new hospitals – all of them focused on specialized care. This tertiary care segment of hospitals accounts for approximately 54% of the total beds in the country.

According to **EMeRG's new HospeTrack Hospital Intelligence for Kuwait**, the largest opportunity in the immediate term will be in the tertiary care customer segment – as hospitals continue to expand tertiary and specialized care services, through procurement of advanced imaging modalities and surgical equipment. This will include growth in anaesthesia machines, ventilators, operating rooms, CT and MRI scanners. The data in the report shows that the 59 hospitals offering secondary and tertiary care services in Kuwait, have less than 20 C-arms, 39 CT, 27 MRI scanners, and 190 ventilators – a potential area for growth in the next 2-3 years.

Currently, according to the data in the report, the penetration of imaging modalities like MRI and CT varies between 50-70% for the Public General and Public Specialized Hospitals segment. The public sector in Kuwait could potentially target to improve installed base at these hospitals in the immediate term.

The report provides account-level directional detail on total beds, ICU beds, ORs, ventilators, incubators, etc., along with Anaesthesia Machines, C-Arms, Cath Labs, PET, Nuclear, SPECT, CT, MRI scanners, Ultrasound and X-Ray machines, making it the only source of hospital-level intelligence for medical equipment installed base in Kuwait. This dataset is a valuable tool for any organization that is in the process of optimizing sales targets, estimating market potential or building an account management plan in Kuwait.

The report is a craftily designed dataset that provides a graphical summary of the health infrastructure in the country apart from an account-level view of resources, directional information on medical device installed base, hospital demographic and care services. The report commits itself as a tool to understand, visualize, and identify opportunity pockets at the hospital-level for medical devices manufacturers, and digital healthcare companies.

Key medical device companies featured in the dataset include: GE Healthcare, Dräger Medical, Philips Healthcare, Siemens Healthcare, Toshiba (Canon Medical Systems), Mindray, Aloka (Hitachi Medical Systems), Shimadzu Corp, Hologic Inc.

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