EMeRG HospeTrack

HOSPITAL INFRASTRUCTURE INSIGHT MALAYSIA 2020

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316 Hospitals and 60 diagnostic imaging centers covered across the country.

Malaysia's Effort to Achieve the Developed Nation Status Will Depend on Focused Investments that Aim to Improve the Penetration of Capital Medical Equipment in Tertiary Care

As of 2019, about 316 hospitals and 60 diagnostic imaging centers were functioning in Malaysia. Around 56 of them are equipped to provide tertiary care services. The number is set to rise in the next 3-4 years, with Malaysia's Economic Transformation Programme (ETP) aiming to hasten growth in health infrastructure. A steady growth in healthcare spending was also noticeable, with a 7.8% Y-o-Y increase in 2018-2019, as the Government hopes to meet the WHO recommended 7% of GDP spent on healthcare.

According to **EMeRG's new HospeTrack Hospital Intelligence for Malaysia**, this impetus by the Government, is expected to accelerate the number of hospitals scaling up from secondary to tertiary care services. For the next 3-4 years, growth could potentially be driven by the 320 secondary care hospitals in the country, that hold upto 861 ICU beds, accounting for 47% of overall ICU beds in the country. The new data from the report quantitatively demonstrates a strong potential for the medical devices market in the country.

The dataset is also a tool that will allow users to understand in-depth the account level investments in terms of personnel, medical equipment installed base, and departmental maturity. For example, the overall penetration of major diagnostic imaging and image guided therapeutic equipment such as CT, MRI and Cath Labs, in the Large Private Hospital and National Referral Hospitals still averages at one unit per hospital – indicating a potential growth area for medical device manufacturers. Currently, the 320 secondary care hospitals in the country have around 35% IB penetration in terms of essential diagnostic imaging equipment such as X-Rays, Ultrasounds and CT machines.

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 Malaysia. 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 Malaysia.

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: Shimadzu Corp, Philips Healthcare, GE Healthcare, Siemens Healthcare, Toshiba (Canon Medical Systems), Samsung, Hitachi Medical Systems, Canon Medical Systems, Neusoft, Hologic, Genoray, Fujifilm Medical Systems, Planmed

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