

# # PARTNER FOR BUSINESS IN GERMANY AND GREECE



Deutsch-Griechische Industrie und Handelskammer  
**Committee of Health Sector**



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

# Committee of Health Health Sectors

The Health Committee's main concern is, the promotion of health as business opportunity for both Greece and Germany.

To this end, our members discuss the establishment of a framework for sustainability, efficiency as well as increase in competitiveness of the health sector

The view is to improve the health of the population and creating Greece as an example to follow

1. Pharmaceutical  
Sector

2. Medical Technology  
Sector



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

# 1. Pharmaceutical sector



Boehringer  
Ingelheim



MERCK



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



Bundesministerium  
für Wirtschaft  
und Energie

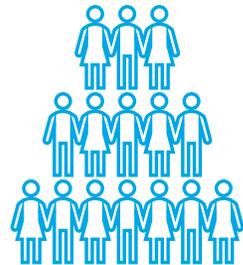
aufgrund eines Beschlusses  
des Deutschen Bundestages

Committee of Health

# German Pharmaceutical industry in Greece

German pharmaceutical companies in Greece have an extensive footprint...

employing > than  
**1300** people



With annual turnover  
of > **1,5** bio\*



Holding a substantial  
market share of GR  
pharma retail market+

**10%**



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

\*icap  
+IQVIA - hospital sales excluded

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

Committee of Health

# German Pharmaceutical industry in Greece

German pharmaceutical companies in Greece have an extensive footprint...

- **Holistically Supporting patients throughout their health journey : From prevention to diagnosis and from diagnosis to disease management from treatment to cure**
  - ✓ Leading position in providing innovation solutions for In Vitro Fertilization , Diabetes Care, Thrombosis, Oncology, Rare diseases, CV Risk management
  - ✓ Leading position in Home care treatment management for Long Term Oxygen Therapy, Sleep apnea, Amyotrophic Lateral Sclerosis



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

Committee of Health

# German Pharmaceutical industry in Greece

German pharmaceutical companies in Greece have an extensive footprint...

- Track record of many years' continuous presence in Greece (from companies with over one century history)
  - ✓ Popularity: Long Presence due to historic brands for vast indications at any Greek house
  - ✓ Good citizenship: Proven tracks of sustainable growth in the country



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:

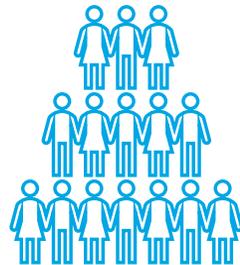


aufgrund eines Beschlusses  
des Deutschen Bundestages

# German Pharmaceutical industry in Greece

German pharmaceutical companies in Greece have an extensive footprint...

*Implementing  
>100\*  
clinical trials within last 5 years*



*Exporting from local  
production  
>1,3 bio*



*\* Including RWE*



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

# Committee of Health Health Sectors

## 2. German MED TECH Sector



**Dräger**  
Τεχνολογία για τη ζωή



**SIEMENS**  
Healthineers

**STORZ**  
KARL STORZ—ENDOSKOPE



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



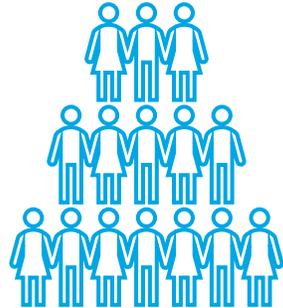
aufgrund eines Beschlusses  
des Deutschen Bundestages

Committee of Health

# German MED TECH industry in Greece

German MED TECH companies in Greece have an extensive footprint...

*employing more than  
500 people*



*With annual turnover  
of more than 200 mil*



*Holding a substantial  
market share of GR  
MED TECH market*

30%



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

Committee of Health

# German MED TECH industry in Greece

German MED TECH companies in Greece have an extensive footprint...

- Market leader in Medical Imaging from key machinery to peripherals and consumables
- Market leader in Healthcare Digital Solutions
- Top 3 in Laboratory Diagnostic
- Pioneers in the Digitalization of the Integrated Operating Room (the first in Greece in 2004)
- Innovators in the field of Exoscopy & Fluorescence Imaging,
- Unique in providing innovative solutions in Endoscopically assisted difficult intubation.



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

# AHK Vision for pharma industry in Greece

- Improving health through access to innovation
- Contributing to Sustainable healthcare system
- Enhancing clinical research
- Leveraging production & export potentials
- Support the public sector in digital Health transformation from prevention to treatment



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages

# AHK Vision for Med Tech industry in Greece

- Increase Cost effectiveness of the Health system through innovation
- Contribute in digital transformation of Health care applying innovative Med-tech solutions
- Our future is focused in patient twinning , healthcare AI , and Precision Med tech Therapy
- Become strategic partner with MoH through sharing experience from our tradition, R&D, and patient centricity



Deutsch-Griechische  
Industrie- und Handelskammer  
Ελληνογερμανικό Εμπορικό  
και Βιομηχανικό Επιμελητήριο

Gefördert durch:



aufgrund eines Beschlusses  
des Deutschen Bundestages