

Vietnam Surgical Instruments Market By Type (Surgical Staplers, Handheld Instruments, Surgical Scopes, Electrosurgical Devices, Others), By End User (Hospitals & Clinics, Ambulatory Care Centers, Others), and By Region, Competition, Forecast & Opportunities, 2018-2028F

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Abstracts

The Vietnam Surgical Instruments Market, valued at USD 163.34 million in 2022, is poised to experience impressive growth in the forecast period, expected to achieve an impressive CAGR of 8.74% through 2028. Surgical instruments are specialized tools or devices utilized by healthcare professionals, particularly surgeons and operating room personnel, during surgical procedures to execute precise tasks. These instruments are meticulously crafted to assist in various facets of surgery, encompassing incisions, tissue manipulation, hemorrhage control, wound suturing, and the attainment of other surgical objectives. They assume a pivotal role in ensuring the efficacy and safety of surgical procedures.

The escalating prevalence of medical conditions and the expanding aging demographic have led to a heightened demand for surgical procedures. Surgical instruments are indispensable tools in a wide spectrum of surgical interventions, spanning routine procedures to intricate surgeries.

Ongoing advancements in surgical techniques, notably minimally invasive surgery (MIS) and robotic-assisted surgery, have propelled the requirement for specialized surgical instruments. These techniques mandate precision instruments that empower surgeons to conduct procedures through smaller incisions, thereby resulting in swifter patient recovery periods.

Innovations in surgical instrument design and manufacturing, inclusive of materials, coatings, and ergonomic enhancements, have culminated in the creation of more efficient and precise instruments. These breakthroughs have substantially augmented the functionality and user-friendliness of surgical instruments.

The healthcare sector has witnessed substantial investments in infrastructure across both developed and emerging markets, consequently widening the accessibility to surgical procedures. The proliferation of hospitals, surgical centers, and outpatient facilities has consequently generated a heightened demand for surgical instruments.

Furthermore, the mounting incidence of chronic ailments such as cardiovascular diseases, cancer, and obesity has intensified the necessity for surgical interventions. Surgical instruments are indispensable in the diagnosis and treatment of these medical conditions, reaffirming their pivotal role in contemporary healthcare practices.

Key Market Drivers

Advancements in Surgical Techniques

Advancements in surgical techniques refer to innovations and improvements in the methods and approaches used by surgeons to perform surgical procedures. These advancements aim to enhance the precision, safety, effectiveness, and patient outcomes of surgical interventions. Laparoscopic surgery, also known as minimally invasive surgery, involves making small incisions and using specialized instruments and a camera (laparoscope) to perform procedures. It offers benefits such as shorter recovery times, reduced pain, and smaller scars compared to traditional open surgery. Robot-assisted surgery allows for greater precision and dexterity in minimally invasive procedures. Surgeon's control robotic instruments to perform surgeries with improved accuracy and reduced hand tremors. Advancements in medical imaging technologies, such as MRI, CT, and ultrasound, have enabled surgeons to perform procedures with real-time imaging guidance. This enhances accuracy and allows for more precise targeting of structures during surgery. Microsurgery involves using specialized microscopes and precision instruments to perform intricate surgical procedures on small structures, such as blood vessels and nerves. These techniques are crucial in fields like plastic surgery and neurosurgery.

Endoscopic procedures use thin, flexible tubes with cameras and lights to visualize and operate on internal organs and tissues. Advancements in endoscopic technology have

expanded its applications in various medical specialties. Organ transplantation techniques have advanced significantly, with developments in organ preservation, immunosuppression, and surgical procedures. These advancements have increased the success rates of organ transplants. Minimally invasive techniques, such as transcatheter interventions, have revolutionized cardiovascular surgery. Procedures like angioplasty and heart valve replacement can be performed through catheters, avoiding open-heart surgery in some cases. Advances in neurosurgical techniques, including neuronavigation and awake brain surgery, have improved outcomes in brain and spinal surgeries. These techniques enhance precision while minimizing risks to critical brain structures. The use of computer-assisted navigation systems in orthopedic surgery allows for precise implant placement during joint replacements. Arthroscopic procedures have also become more common for diagnosing and treating joint conditions. Innovations in tissue engineering and regenerative medicine are changing the landscape of reconstructive and transplant surgery. These techniques involve the creation of artificial tissues and organs for transplantation. Telemedicine and telesurgery technologies enable remote consultation and even remote surgery. Surgeons can perform procedures on patients located in different geographical locations, expanding access to specialized care. This factor will help in the development of Vietnam Surgical Instruments Market.

Growth Emergency Care and Trauma Cases

Trauma cases, such as severe injuries from accidents, falls, or violence, often require immediate surgical interventions to control bleeding, repair damaged organs, and stabilize the patient's condition. Surgical instruments are essential for these life-saving procedures. Trauma and emergency situations frequently involve severe bleeding. Surgical instruments like hemostatic clamps, forceps, and vascular clamps are used to control bleeding and prevent further blood loss. Emergency surgical procedures often involve the closure of wounds and lacerations. Sutures, staples, and tissue adhesives are commonly used surgical instruments for wound closure in trauma cases. Fractures, dislocations, and other orthopedic injuries frequently require surgical intervention. Orthopedic surgical instruments like bone saws, drills, and fixation devices are used to repair these injuries. Head injuries, traumatic brain injuries (TBI), and spinal cord injuries may necessitate neurosurgical procedures. Specialized neurosurgical instruments are used in these cases, including microscopes, drills, and cranial access tools. Trauma to the chest or abdomen may require surgical exploration and repair. Surgical instruments like rib spreaders, thoracotomy instruments, and abdominal retractors are used in these situations.

In cases of abdominal trauma or severe internal bleeding, emergency laparotomy may be necessary. Surgical instruments are used to access the abdominal cavity and perform necessary procedures. Trauma can result in vascular injuries, including arterial or venous damage. Vascular surgical instruments are used to repair or reconstruct blood vessels in emergency situations. Severe burn injuries may require surgical debridement, skin grafting, or other surgical procedures. Burn surgery involves the use of specialized instruments for tissue removal and grafting. Ocular trauma cases often require ophthalmic surgical instruments for procedures such as eye globe repair or removal of foreign bodies. During infectious disease outbreaks or natural disasters, trauma cases can increase significantly. Emergency medical teams and surgical instruments are mobilized to provide rapid care to affected individuals. Military medical personnel use surgical instruments in combat zones and military medical facilities to treat injuries sustained by soldiers and civilians in conflict areas. This factor will accelerate the demand of Vietnam Surgical Instruments Market.

Rising Globalization and Medical Tourism

Patients from countries with limited healthcare infrastructure or those seeking specialized treatments often travel abroad to access high-quality medical services. Medical tourist destinations, known for their advanced healthcare facilities, require a wide range of surgical instruments to cater to the diverse needs of international patients. Medical tourism hubs often have specialized centers of excellence in areas such as cardiac surgery, orthopedics, cosmetic surgery, and more. These centers require specialized surgical instruments to perform complex procedures efficiently and with precision. Many medical tourists seek minimally invasive surgical procedures to reduce recovery times and scarring. Minimally invasive surgeries require specialized instruments, including laparoscopic and robotic-assisted surgical tools. Patients traveling for cosmetic and plastic surgery procedures contribute significantly to medical tourism. These surgeries require specialized instruments for procedures like liposuction, breast augmentation, and facelifts. Dental procedures are a common component of medical tourism. Dentists in popular dental tourism destinations use various surgical instruments for procedures like dental implants, oral surgery, and periodontal treatments. Patients seeking orthopedic surgeries such as joint replacements and spine procedures often travel internationally for advanced treatments. Orthopedic surgical instruments are essential for these procedures. Cardiac patients often travel abroad for complex cardiovascular surgeries. Surgical instruments for open-heart surgery, angioplasty, and stent placement are in demand in medical tourism destinations.

Eye surgeries, including cataract surgery and refractive procedures like LASIK, are

common among medical tourists. Ophthalmic surgical instruments are required for these delicate surgeries. Women seeking fertility treatments, reproductive surgeries, and obstetric care may travel for specialized services. Surgical instruments for gynecological and obstetric procedures are essential in medical tourism centers. Globalization increases the risk of infectious disease outbreaks. Medical tourism destinations need surgical instruments for infection control and outbreak response, including isolation and containment procedures. Medical tourism destinations often have regulatory standards to ensure patient safety. Compliance with these standards requires the use of high-quality surgical instruments that meet international regulations. Medical tourism providers aim to attract international patients by offering state-of-the-art facilities and the latest surgical techniques. Having access to advanced surgical instruments is a competitive advantage in this industry. Medical tourism can boost the local economy of destination countries. The demand for surgical instruments supports the healthcare sector and related industries, creating jobs and economic growth. This factor will pace up the demand of Vietnam Surgical Instruments Market.

Key Market Challenges

Infection Control

Maintaining proper sterilization standards for surgical instruments is essential to eliminate microorganisms that may be present on the instruments. Compliance with sterilization protocols is crucial but can be challenging in some healthcare facilities due to resource limitations. Ensuring that surgical instruments meet international quality and safety standards is vital for infection control. This includes the use of instruments made of materials that can withstand sterilization processes without damage or corrosion. Proper handling of surgical instruments, from cleaning to packaging and storage, is essential to prevent contamination. Inadequate handling can lead to instrument contamination before surgery. Availability and maintenance of sterilization equipment, such as autoclaves, are necessary for ensuring the effectiveness of the sterilization process. Healthcare facilities may face challenges in procuring and maintaining these essential devices. Healthcare personnel need to be trained and educated in infection control practices, including proper instrument sterilization and handling. Continuous training and awareness programs are essential. Some healthcare facilities in Vietnam, particularly in rural areas, may face resource constraints that limit their ability to invest in state-of-the-art sterilization equipment and maintain strict infection control measures. Ensuring compliance with infection control regulations and guidelines requires effective regulatory oversight. Regulatory authorities may face challenges in monitoring and enforcing these standards consistently. The emergence of new pathogens or antibiotic-

resistant bacteria poses an ongoing challenge for infection control efforts. Healthcare facilities must adapt their protocols to address evolving threats. Events such as pandemics can strain healthcare systems and increase the risk of infection transmission. Strict infection control measures are critical during such events.

Access to High-Quality Instruments

Some healthcare facilities in Vietnam, especially those in rural or underserved areas, may face resource constraints that limit their ability to procure high-quality surgical instruments. Budget limitations can affect their purchasing power. The domestic production of high-quality surgical instruments may be limited in Vietnam. Relying on imports can lead to challenges related to supply chain logistics, availability, and cost. The presence of counterfeit or substandard surgical instruments in the market can be a significant concern. These products may not meet international quality and safety standards, posing risks to patient safety. Ensuring that imported surgical instruments comply with international regulatory standards and quality requirements can be a challenge. Adequate oversight and regulation are necessary to verify the quality of instruments. Healthcare professionals must be trained to recognize and select high-quality instruments. Without proper training, there is a risk of using substandard or inappropriate instruments for surgical procedures. Some healthcare providers may lack awareness or information about the importance of using high-quality surgical instruments. Raising awareness about the potential risks associated with substandard instruments is essential. Dependence on international suppliers for surgical instruments makes the supply chain vulnerable to disruptions, including global events like the COVID-19 pandemic. Ensuring that surgical instruments are made of materials that can withstand sterilization processes without damage or corrosion is crucial for infection control and patient safety. Budget considerations may lead healthcare facilities to opt for lower-cost instruments, which may not always meet the highest quality standards. Investing in the capacity of domestic manufacturers to produce high-quality surgical instruments can reduce dependence on imports and boost the availability of reliable products. Healthcare professionals should receive training and education on the selection, use, and maintenance of high-quality surgical instruments.

Key Market Trends

Market Consolidation

The surgical instruments market is highly competitive, with numerous manufacturers and suppliers worldwide. Market consolidation allows companies to gain a competitive

edge by expanding their product portfolios, customer bases, and geographic reach. Larger companies often benefit from economies of scale, which can lead to cost efficiencies in manufacturing, distribution, and research and development. Consolidation allows companies to achieve these economies, leading to improved profitability. Companies in the surgical instruments market seek to diversify their product offerings to meet the evolving needs of healthcare providers. Acquisitions and partnerships enable diversification into complementary product categories, such as surgical equipment, diagnostics, and medical devices. Market consolidation facilitates global expansion. Companies can acquire or partner with firms in different regions to gain access to new markets and distribution channels. This is especially important as healthcare markets grow in emerging economies. Advancements in surgical technology, including robotic-assisted surgery and advanced imaging, drive the need for integrated solutions. Consolidation allows companies to offer comprehensive surgical suites that include instruments, equipment, and software solutions. Collaborative agreements between companies can accelerate research and development efforts. Partnerships and acquisitions often involve sharing expertise, resources, and intellectual property to develop innovative surgical instruments. Regulatory requirements for medical devices are becoming increasingly stringent. Larger, consolidated companies may have the resources and expertise to navigate complex regulatory processes more effectively. Consolidation can result in the creation of strong, recognized brands in the surgical instruments market. These brands often instill trust and confidence in healthcare providers. The ability to maintain high-quality standards is essential in the surgical instruments market. Larger, consolidated companies can invest in quality assurance and compliance measures to meet regulatory requirements and customer expectations. Larger companies can often provide enhanced customer support, training, and after-sales service, which are important factors for healthcare providers when selecting their surgical instrument suppliers.

Segmental Insights

Type Insights

In 2022, the Vietnam Surgical Instruments Market largest share was dominated by Surgical Staplers segment in the forecast period and is predicted to continue expanding over the coming years. Surgical staplers are commonly used in minimally invasive surgery (MIS), including laparoscopic and robotic-assisted procedures. The adoption of MIS techniques has seen significant growth due to their benefits, such as smaller incisions, reduced tissue trauma, shorter hospital stays, and faster patient recovery. Surgical staplers are essential tools in these minimally invasive approaches. Modern

surgical staplers are designed to be ergonomic and user-friendly. Surgeons and operating room staff appreciate their ease of use, which can contribute to improved surgical outcomes. The use of surgical staplers is widespread in surgical practices worldwide, contributing to their global demand. Surgeons in various countries rely on these instruments for a range of surgical procedures.

End-user Insights

In 2022, the Vietnam Surgical Instruments Market dominated by hospital & clinics segment and is predicted to continue expanding over the coming years. Hospitals and clinics are the primary settings for surgical procedures. They handle a vast number of surgeries daily, ranging from routine procedures like appendectomies and hernia repairs to complex surgeries such as cardiac surgeries and organ transplants. Each of these surgeries typically requires the use of surgical sutures for wound closure. Hospitals and clinics encompass a wide range of medical specialties, including general surgery, orthopaedics, gynaecology, neurosurgery, cardiovascular surgery, and more. Each specialty may require specific types of sutures tailored to the needs of the procedure. This diversity in medical specialties drives the demand for various types of surgical sutures. Advancements in surgical techniques and technology often occur first in hospital settings. These innovations can lead to the development of specialized sutures or the adoption of new suture materials, further driving demand within the hospital and clinic segment.

Regional Insights

The Central Vietnam region dominates the Global Surgical Instruments Market in 2022. The market in the region is expanding because of factors including high healthcare costs, the presence of reputable hospitals, and large businesses operating. Furthermore, it is predicted that over the course of the forecast period, technological developments and increased demand for minimally invasive surgeries will propel the regional market.

Northern Vietnam is expected to witness the fastest growth during the forecast period. Upgrades need to be boosted by rising disposable income, which will also support the expansion of the regional industry. Orthopedic and cardiovascular surgery volumes are predicted to increase as the region's ageing population grows.

Key Market Players

Medtronic Vietnam

Johnson & Johnson Vietnam

Fujifilm Vietnam Co, Ltd.

B.Braun Vietnam Co., Ltd.

Olympus Vietnam

Mindray Vietnam

KARL STORZ SE & Co. KG

Sun Technology JSC

Stryker Vietnam

Smith & Nephew Vietnam

Report Scope:

In this report, the Vietnam Surgical Instruments Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Surgical Instruments Market, By Type:

Surgical Staplers

Linear Staplers

Circular Staplers

Others

Handheld Instruments

Graspers

Retractors/Elevators

Suturing Instruments

Dilators

Others

Surgical Scopes

Laparoscopes

Gastrosopes

Cystoscopes

Ureteroscopes

Others

Electrosurgical Devices

Electrosurgery Instruments & Accessories

Electrosurgery Generators

Patient Return Electrodes

Others

Surgical Instruments Market, By End User:

Hospitals & Clinics

Ambulatory Care Centers

Others

Vietnam Surgical Instruments Market, By region:

Northern Vietnam

Southern Vietnam

Central Vietnam

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Vietnam Surgical Instruments Market.

Available Customizations:

Vietnam Surgical Instruments Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

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