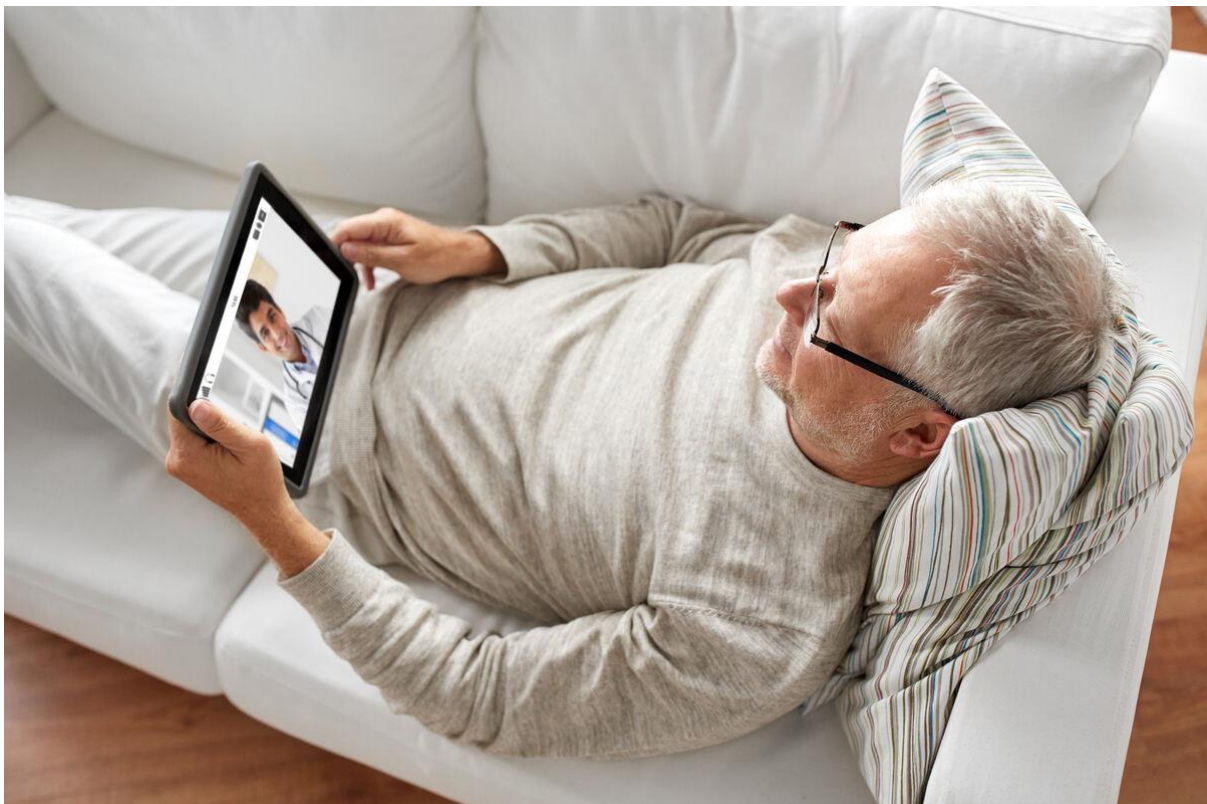




Health Travel Distribution Channel Survey (10/2022)



Summary	4
1. European Channels	5
1.1. Adapta Ltd	5
1.2. BookingsMed	6
1.3. ClinicHunter Sp. Z o.o.	7
1.4. Consilier Medical - Med Tour Consulting	8
1.5. daVi Travel	9
1.6. DeutschMedic GmbH	10
1.7. Experts Medical.....	11
1.8. Gamma Air Medical.....	12
1.9. GCR - Global Clinic Rating.....	13
1.10. Kliniken Allianz München GmbH	14
1.11. Kuren und Wellness	15
1.12. MariaCares Sweden AB	16
1.13. MDTour Health Tourism Innovation	17
1.14. Medrefund Ltd.	18
1.15. MHM Medical Healthcare Management EU	19
1.16. Nova assistance.....	20
1.17. SEF - Surgical European Facilitator Srl.....	21
1.18. Treatment Abroad.....	22
1.19. Turmed Services.....	23
1.20. Voyageur Group	24
2. Non-European channels.....	25
2.1. 1001 Kurort	25
2.2. AWO.KZ	26
2.3. Dr Prem and Associates	27
2.4. Gate to Wellness	28
2.5. Health and Tourism International Center Georgia.....	29
2.6. Medical Ambulance Services Limited and Wings of Rescue Limited.....	30
2.7. Medilife healthcare Group	31
2.8. Medmost.....	32
2.9. Mespoir	33
2.10. Shinon Global	34

3.	Additional channels.....	35
3.1.	Bookimed	35
3.2.	Clinic Support - International Fertility Company.....	36
3.3.	Esthetic planet	37
3.4.	Ilan Geva & Friends Inc.	38
3.5.	JCI - Joint Commission International	39
3.6.	Medical Tourism Training Inc.	40
3.7.	Right Choice UK - Global Health Manager Ltd.....	41
3.8.	Stackpole & Associates.....	42
3.9.	Temos International	43
3.10.	Ukrainian Association of Medical Tourism (UAMT)	44

Summary

This Survey was prepared by HTI PARTNER for Business Finland with the aim of identifying potential health travel distribution channels to help promote Finland's medical services.

The Survey includes all information about health travel distribution channels: name, website, type, description, primary medical services offered (at least one of the following: Oncology; Orthopaedics; Physical Rehabilitation; Cardiology; Health Check-ups), secondary medical services offered, social media presence, customer profile, experience in Finland, competitors' destinations represented, and contact information. Instead of annual financial volume, the Survey shows the annual number of patients for channels willing to disclose. For each channel a recommended activity, as suggested by them, for further engagement is stated.

The health travel distribution channels include the full range of health travel service providers such as medical tourism facilitators / agents, rating agencies, marketing portals / platforms, media channels, accreditation agencies and health tourism consultants, and as well tour operators and travel agencies offering health travel. Insurance companies were invited to participate in the Survey but there was no significant interest so this information was not included.

The Survey includes in total 40 potential channels in 3 separate categories:

1. **European channels** – 20 channels
2. **Non-European channels** – 10 channels
3. **Additional channels** – 10 channels

1. European Channels

1.1. Adapta Ltd

Name of the channel	Adapta Ltd
Type of channel	Health travel facilitator / agent
Country	Bulgaria
Short description	Adapta Group offers quality medical services, based on the medical condition of the patient, offering the best place for treatment in Bulgaria or abroad.
Primary medical products	Orthopedics, Oncology, Cardiology
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/adaptagroup
Facebook followers	320
Number of patients yearly	30-50
Typical customer profile	Patients travel for second medical opinion, new unique technologies of treatment. 35-65 y.o., middle income
Existing country partners	N/a
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Petya Vasseva, General Manager office@adaptabg.com https://www.adaptabg.com/

1.2. BookingsMed

Name of the channel	BookingsMed
Type of channel	Medical tourism portal
Country	Italy
Short description	BookingsMed is an online portal for booking of medical services currently covering a significant number of countries. Main patient base is in Italy.
Primary medical products	Orthopedics
Secondary medical products	Dentistry, Aesthetic Surgery, Hair Transplant, Spa & Wellness, Neurological Rehabilitation
Social media:	
Facebook profile	https://www.facebook.com/bookingsmed
Facebook followers	1.000
Instagram profile	https://www.instagram.com/bookingsmed/
Instagram followers	373
Youtube link	https://www.youtube.com/channel/UCJvna9x2Zza5-hlzZSLH0mQ
Youtube subscribers	7
LinkedIn profile	https://www.linkedin.com/company/bookingsmed-com/
LinkedIn followers	293
Number of patients yearly	50
Typical customer profile	Patients looking to utilize cross-border healthcare directive. Ages 35-65 with low-middle income.
Existing country partners	Croatia, Hungary, Albania
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	MariaAntoinetta Princivalle, Founder info@bookingsmed.eu https://www.bookingsmed.com/ +39 346 490 4660

1.3. ClinicHunter Sp. Z o.o.

Name of the channel	ClinicHunter Sp. z o.o.
Type of channel	Medical tourism portal
Country	Poland
Short description	Online platform for organising treatment abroad, working directly with clinics in Poland, Turkey and Hungary. Offering insurance options to patients in cooperation with AXA insurance company.
Primary medical products	Orthopedics
Secondary medical products	Plastic Surgery, Weight Loss, Dentistry, Hair Loss Treatment, Ophthalmology
Social media:	
Facebook profile	https://www.facebook.com/clinichunter/
Facebook followers	4.600
Twitter profile	https://twitter.com/clinichunter
Twitter followers	18
Number of patients yearly	1.600
Typical customer profile	N/a
Existing country partners	Poland, Turkey, Hungary
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Marek Holowko, CEO & Founder mh@clinichunter.com www.clinichunter.com +48605261010

1.4. Consilier Medical - Med Tour Consulting

Name of the channel	Consilier Medical - Med Tour Consulting
Type of channel	Health travel facilitator / agent
Country	Romania
Short description	Company collaborates with several hospital groups, both in public and private sector of Romania and specializes in representing some international clinics and managing marketing programs for them within Romania.
Primary medical products	Oncology, Cardiology, Physical Rehabilitation, Health check-ups
Secondary medical products	Esthetics
Social media:	N/A
Number of patients yearly	300
Typical customer profile	Patients travelling from MENA region due to lack of trust in local medical expertise and/or more choice out of home country. Ages 35-65 with high income.
Existing country partners	Turkey, Austria, Italy
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Raluca Trifan, Owner ralusava@yahoo.com https://consiliermedical.ro/ +40 723 290921

1.5. daVi Travel

Name of the channel	daVi Travels
Type of channel	Tour-operator
Country	Italy
Short description	daVi Travels is a travel agency and tour operator from Italy, established in 2008. In addition to leisure travel they started expanding into medical tourism with patients being sent regularly to Croatia. Currently expanding into additional medical services and countries.
Primary medical products	Health Check-ups
Secondary medical products	Dentistry, Esthetics; Wellness
Social media:	
Facebook profile	https://www.facebook.com/DavitravelsAgenziaViaggi/
Facebook followers	750
Number of patients yearly	200-300
Typical customer profile	Patients looking for leisure travel, sickness prevention and looking to utilize cross-border healthcare directive. Ages 35-65 with low-middle income.
Existing country partners	Croatia, Slovenia
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Stefania Tielli, General Manager stefania@davitravels.it https://www.davitravels.it/ +39 338 122 6613

1.6. DeutschMedic GmbH

Name of the channel	DeutschMedic GmbH
Type of channel	Health travel facilitator / agent
Country	Germany
Short description	Medical tourism agency, operating both outbound and inbound. Provides the full spectrum of treatment arranging services
Primary medical products	Orthopedics, Oncology, Cardiology
Secondary medical products	
Social media:	
Facebook profile	https://www.facebook.com/www.deutschmedic.de/
Facebook followers	52
Instagram profile	https://www.instagram.com/deutschmedic/
Instagram followers	1.157
Number of patients yearly	200
Typical customer profile	Patients travel to combine vacation with treatment, seeking legal requirements for treatments unavailable in their home country, 35-65 y.o., middle income
Existing country partners	Turkey, Germany, Italy
Working with Finland previously?	Yes: Coxa clinic Docrates clinic Helena clinic
Activity recommendation	Fam trip
Point of contact	Anna Weegen, Founder info@deutschmedic.de www.deutschmedic.de +491632728280

1.7. Experts Medical

Name of the channel	Experts Medical
Type of channel	Health travel facilitator / agent
Country	Ukraine
Short description	Health travel facilitator based in Ukraine, covering patients for oncology, cardiology, neurosurgery, plastic surgery. Working with more than 70 clinics, goal is to organise healthcare services for Ukraine based patients, often without any cost for the patient (through public funding for treatment).
Primary medical products	Oncology, Cardiology
Secondary medical products	Neurosurgery, plastic surgery
Social media:	
Facebook profile	https://www.facebook.com/ExpertsMedical
Facebook followers	96
Instagram profile	https://www.instagram.com/experts_medical/
Instagram followers	443
Number of patients yearly	n/a
Typical customer profile	Travelling due to lack of trust in local medical expertise and/or more choice out of home country, and desire to combine health related services and holidays. Age 35-65, middle income. Also working a lot with children.
Existing country partners	Turkey, Germany, Spain, Hungary, Serbia
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Mariia Chabdaieva, Director m.rybalova@exp-medical.com https://experts-medical.com/en/ +380 50 608 8311 (Natalia)

1.8. Gamma Air Medical

Name of the channel	Gamma Air Medical
Type of channel	Medical assistance providers
Country	Greece
Short description	Gamma Air Medical was established in 1997. Primary services include air medical transportation, consultancy related to medical travel and facilitation of patients.
Primary medical products	Orthopedics, Cardiology, Physical rehabilitation
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/GammaAirMedical
Facebook followers	489
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to limited or no national insurance coverage of desired treatment, long waiting lists, high cost of treatment. Ages 35-65, middle income.
Existing country partners	N/a
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Dr Gregory Kyriakou, Co-Founder gamma@airmed.gr https://airmed.gr/ +30 210 2855109

1.9. GCR - Global Clinic Rating

Name of the channel	GCR - Global Clinic Rating
Type of channel	Hospital rating portal, accreditation and lead generation channel
Country	United Kingdom
Short description	GCR consists of: GCR portal with more than 432.000 clinics included inside (Finnish clinics present) – the portal is also a patient lead generation tool. Accreditation body - Finland hospitals not yet accredited. Clinic Boost - training program helping clinics maximize their reach, 12-week program. Own dental clinic.
Primary medical products	Orthopedics, Cardiology, Physical rehabilitation.
Secondary medical products	Dentistry, Ophthalmology, cosmetic Surgery, Gynaecology.
Social media:	
Facebook profile	https://www.facebook.com/GCRclinics
Facebook followers	7.400
Instagram profile	https://www.instagram.com/gcrorg/
Instagram followers	368
Youtube link	https://www.youtube.com/channel/UCYr9scDLbAnE9XXCwtX4yCQ
Youtube subscribers	1.420
LinkedIn profile	https://www.linkedin.com/company/global-clinic-rating/about/
LinkedIn followers	329
Twitter profile	https://twitter.com/gcrclinics
Twitter followers	1.338
Number of patients yearly	N/a
Typical customer profile	Patients looking for reliable treatment options abroad.
Existing country partners	N/a
Working with Finland previously?	No (for accreditation)
Activity recommendation	Introductory call
Point of contact	Daniel Shaw daniel@gcr.org https://go.gcr.org/ +421 915 892 218

1.10. Kliniken Allianz München GmbH

Name of the channel	Kliniken Allianz München GmbH
Type of channel	Health travel facilitator / agent
Country	Germany
Short description	Medical tourism agency, operating both outbound and inbound. Provides the full spectrum of treatment arranging services
Primary medical products	Orthopedics, Oncology, Cardiology
Secondary medical products	Urology
Social media:	
Facebook profile	https://www.facebook.com/klinikenallianz.de
Facebook followers	4,6K
Instagram profile	https://instagram.com/klinikenallianz?igshid=YmMyMTA2M2Y=
Instagram followers	8.085
Number of patients yearly	50-100
Typical customer profile	35-65 y.o., with middle income, traveling for more trustful medical services and due to mismatch in local insurance coverage and desired treatment plans
Existing country partners	Spain, Portugal, UK
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Igor Zamula, Managing Director GF@kliniken-allianz.de www.kliniken-allianz.de +498921231230

1.11. Kuren und Wellness

Name of the channel	Kuren und Wellness
Type of channel	Tour-operator
Country	Germany
Short description	Kuren & Wellness is aimed specifically at the target group aged 45 and over with an extensive travel offer and detailed information about holiday regions in Germany and abroad.
Primary medical products	Orthopedics, Cardiology, Physical rehabilitation.
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/KurenundWellness.TV
Facebook followers	2.200
Instagram profile	https://www.instagram.com/kuren_und_wellness_tv/
Instagram followers	50
Number of patients yearly	N/a
Typical customer profile	Patients utilizing cross-border healthcare directive, over 65 years of age with high income.
Existing country partners	Czech Republic, Poland, Slovakia
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Franz Biesel, Consultant franz.biesel@kurenundwellnes.tv https://kurenundwellness.tv/ +49 172 8265500

1.12. MariaCares Sweden AB

Name of the channel	MariaCares Sweden AB
Type of channel	Health travel facilitator / agent
Country	Sweden
Short description	Medical tourism agency based in Sweden since 2018, more than 15 years of experience in medical tourism.
Primary medical products	Oncology, Cardiology, Check-ups, Rehabilitation
Secondary medical products	Plastic surgery, IVF, Hair transplantation
Social media:	
Facebook profile	https://www.facebook.com/mariacares.sweden/
Facebook followers	610
Instagram profile	https://www.instagram.com/mariacares.se/
Instagram followers	447
Number of patients yearly	45
Typical customer profile	Travelling due to limited or no national insurance coverage of desired treatment, lack of trust in local medical expertise and/or more choice out of home country, long waiting lists, high cost of treatment, desire to combine health related services and holidays. Age 35-65, middle income.
Existing country partners	Germany, Israel, Spain
Working with Finland previously?	Yes (not on behalf of MariaCares): Helena Medical Group Mehilainen Helsinki university hospital
Activity recommendation	Fam trip
Point of contact	Maria Afsar Nazari, CEO & Founder maria.afsarnazari@gmail.com www.mariacares.se +46768406211

1.13. MDTour Health Tourism Innovation

Name of the channel	MDTour Health Tourism Innovation
Type of channel	Health travel facilitator / agent
Country	Portugal
Short description	MD Tour is a health travel agency focusing mainly on wellness and spa travel, combining travel with health check-ups with additional facilitation of Orthopedic patients, utilizing the cross-border healthcare directive.
Primary medical products	Orthopedics, Health check-ups
Secondary medical products	Wellness (Thermal Spas)
Social media:	N/a
Number of patients yearly	N/a
Typical customer profile	Patients travelling using the cross-border healthcare directive, looking to combine health related services and holidays. Ages 35-65, high income.
Existing country partners	Portugal, Spain, Italy
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Antonio Ramalho, Manager viseuramalho@gmail.com https://md-tour-health-tourism-innovation6.webnode.pt/

1.14. Medrefund Ltd.

Name of the channel	Medrefund Ltd.
Type of channel	Health travel facilitator / agent
Country	United Kingdom
Short description	Private company specialised in organising the refund process for patients seeking treatment abroad, facilitator for patients on waiting lists looking to utilize the cross-border healthcare directive.
Primary medical products	Orthopedics
Secondary medical products	Gynecology, Urology
Social media:	
Facebook profile	https://www.facebook.com/Medrefund.EU
Facebook followers	250
Number of patients yearly	900
Typical customer profile	Patients with limited or no national insurance coverage of desired treatment, lack of trust in local medical expertise and/or more choice out of home country, long waiting lists, high cost of treatment, using EU cross-border healthcare directive. Average 35-65 age.
Existing country partners	Poland, Lithuanian, Latvia
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Arnis Krasovskis, Founder & CEO arnis@medrefund.co.uk https://medrefund.co.uk/ +44(0)7729438051

1.15. MHM Medical Healthcare Management EU

Name of the channel	MHM Medical Healthcare Management EU
Type of channel	Health travel facilitator / agent
Country	Austria
Short description	MHM is an Austrian company based in Vienna, specializes in the management of patients from Arab and North African countries who are looking for state-of-the-art therapies in Europe (medical tourism), and also offers them an all-round service.
Primary medical products	Orthopaedics, Oncology, Physical Rehabilitation, Cardiology, Health check-ups
Secondary medical products	N/a
Social media:	N/a
Number of patients yearly	250-350
Typical customer profile	Patients travelling from MENA region due to lack of trust in local medical expertise and/or more choice out of home country. Ages 35-65 with high income.
Existing country partners	Austria, Germany, Switzerland, Italy
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Ali Edluli, CEO edluli@mhm-med.com http://www.mhm-med.com/ +436607430949

1.16. Nova assistance

Name of the channel	Nova Assistance
Type of channel	Medical assistance providers
Country	Moldova
Short description	Medical assistance providers working with health insurance companies, engaged also as facilitators for sending patients abroad, looking to expand to Finland.
Primary medical products	Orthopedics, Cardiology
Secondary medical products	Traumatology
Social media:	
Facebook profile	https://www.facebook.com/novaassistance/
Facebook followers	1.600
Instagram profile	https://www.instagram.com/novaassistance/
Instagram followers	323
Youtube link	https://www.youtube.com/channel/UCIMnhxW9VJEGjsikJwTpKbg?view_as=subscriber
Youtube subscribers	2
LinkedIn profile	https://www.linkedin.com/in/nova-assistance-69b2a7176/
LinkedIn followers	59
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to on-eligibility for treatment and/or legal requirements at home, high cost of treatment, age 35-56, low-middle income.
Existing country partners	Poland, Czech Republic, Hungary
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Munteanu Alexandru, General Manager admin@novasist.net https://novasist.net/

1.17. SEF - Surgical European Facilitator Srl

Name of the channel	SEF - Surgical European Facilitator Srl
Type of channel	Health travel facilitator / agent
Country	Italy
Short description	Italian based facilitator helping patients from Italy utilize the cross-border healthcare directive for orthopaedics and organising bariatric surgery.
Primary medical products	Orthopedics, Physical rehabilitation
Secondary medical products	Bariatric surgery, General Surgery, Neurological rehabilitation
Social media:	
Facebook profile	https://www.facebook.com/agenziasef/
Facebook followers	416
Instagram profile	https://www.instagram.com/agenziasef/
Instagram followers	301
LinkedIn profile	https://www.linkedin.com/company/sef-surgical-european-facilitator/
LinkedIn followers	1.730
Number of patients yearly	25
Typical customer profile	Patients on long waiting lists, utilizing the cross-border healthcare directive. Ages 36-56, middle-income.
Existing country partners	Romania, Spain, Germany, Lithuania
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Teresa Rook, Business Development Manager teresa.rook@sef.care www.sef.care +39 055 0355085

1.18. Treatment Abroad

Name of the channel	Treatment Abroad
Type of channel	Medical tourism portal / media channel
Country	United Kingdom
Short description	Treatment Abroad is a large-scale directory of medical tourism, established in 2004, owned by LaingBuisson. Working on promoting individual facilities and destinations (associations, hospital groups, clusters). Treatment Abroad includes several brands: Treatment Abroad portal - Finland not presented as country IMTJ directory - 1 Finnish clinic - Ovumia Finland https://reviews.treatmentabroad.com/ - rating site - Finland clinics not present https://doctorinternet.ae/ - site specialised for Arab patients https://fertility.treatmentabroad.com/ - Fertility Treatment Abroad - Ava Finland clinic present
Primary medical products	Orthopedics, Oncology
Secondary medical products	Cosmetic surgery, Dentistry, Infertility, Bariatric Surgery
Social media:	
Facebook profile	https://www.facebook.com/TreatmentAbroad/
Facebook followers	1.200
LinkedIn profile	https://www.linkedin.com/company/laingbuisson/
LinkedIn followers	6.006
Twitter profile	https://twitter.com/treatmentabroad
Twitter followers	1.303
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to limited or no national insurance coverage of desired treatment, lack of trust in local medical expertise and/or more choice out of home country, long waiting lists, high costs of treatment. Ages 35-65 with middle income.
Existing country partners	Hungary, Poland, Turkey
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Maria Georga, Regional Manager MariaGeorga@treatmentabroad.com https://www.treatmentabroad.com/ +44 7452 053918

1.19. Turmed Services

Name of the channel	Turmed Services
Type of channel	Health travel facilitator / agent
Country	Bulgaria
Short description	Medical facilitation company from Bulgaria, covering many medical procedures, working with hospitals in Turkey, Czech Republic, North Cyprus, Israel, Spain and Italy.
Primary medical products	Orthopaedics, Oncology, Physical Rehabilitation, Health check-ups
Secondary medical products	Plastic Surgery, Fertility treatment
Social media:	
Facebook profile	https://www.facebook.com/turmedservices/
Facebook followers	22.000
Instagram profile	https://www.instagram.com/turmedservicesltd/
Instagram followers	974
LinkedIn profile	https://www.linkedin.com/company/turmed-services/
LinkedIn followers	71
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country and desire to combine health related services with holidays. Ages 35-65 with middle income.
Existing country partners	Turkey, Czech Republic, Germany
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Milen Bozhilov, Founder sofia@turmed.bg https://www.turmed.bg/main +359 89 999 7844

1.20. Voyageur Group

Name of the channel	Voyageur Group
Type of channel	Media group
Country	United Kingdom
Short description	Voyageur Group consists of: ITIJ - B2B Journal targeting health insurance companies and medical assistance providers. ITIC - B2B conference for health insurance companies, medical providers, cost-containment companies AirMed & Rescue - magazine for medical assistance providers Voyageur24 - travel assistance company Voyageur is an excellent channel of medical tourism towards B2B partners (insurance companies and assistance providers).
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/emflightcrew/
Facebook followers	68.000
LinkedIn profile	https://www.linkedin.com/company/itij/
LinkedIn followers	3.807
Twitter profile	https://twitter.com/iticonline
Twitter followers	1.824
Number of patients yearly	N/a
Typical customer profile	N/a
Existing country partners	N/a
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Lawrence Pryer, International Business Development Executive Lawrence@voyageur.co.uk https://www.voyageur.co.uk/ https://www.itij.com/welcome https://www.itic.co/ https://www.itij.com/hospitals-and-healthcare https://www.airmedandrescue.com/welcome https://voyageur24.com/ +44(0)1179226600

2. Non-European channels

2.1. 1001 Kurort

Name of the channel	1001 Kurort
Type of channel	Health travel facilitator / agent
Country	Azerbaijan
Short description	Medical tourism facilitation agency from 2016 based in Azerbaijan. Providing medical counselling services from most CIS-countries, Russian speaking patients.
Primary medical products	Orthopaedics, Cardiology, Physical rehabilitation, Health Check-ups
Secondary medical products	Skin disease treatment
Social media:	
Facebook profile	https://www.facebook.com/1001kurort
Facebook followers	2.500
Instagram profile	https://www.instagram.com/1001kurort/
Instagram followers	1.157
Number of patients yearly	200-300
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country, non-eligibility for treatment and/or legal requirements at home, desire to combine health related services with holidays. Ages 35-65, middle income.
Existing country partners	Turkey, Germany, Azerbaijan
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Namik Israfilov, Co-Founder inamiq@gmail.com sales@1001kurort.com https://www.1001kurort.com/?fbclid=IwAR3kbPdB7LIsDA7qBXfXU_a2jBxMFVCulqHx1Dqv6q31XmJdIVgWXN56h6A +994702946933

2.2. AWO.KZ

Name of the channel	AWO.KZ
Type of channel	Health travel facilitator / agent
Country	Kazakhstan
Short description	«AWO.KZ» has been operating in the market of Central Asia and Kazakhstan since 2010. The main areas of work are Germany, Israel, South Korea, Turkey, Switzerland.
Primary medical products	Oncology, Cardiology
Secondary medical products	Pediatrics
Social media:	n/a
Number of patients yearly	50-100
Typical customer profile	Mostly high income and status patients from Kazakhstan who would like to receive treatment in Europe. 35-65 y.o.
Existing country partners	Germany, Turkey, Switzerland
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Nail Akhmedzhanov, Director info@awo.kz https://awo.kz/

2.3. Dr Prem and Associates

Name of the channel	Dr Prem and Associates
Type of channel	Health tourism influencer and patient lead generation platform
Country	India
Short description	Dr Prem is a medical tourism influencer, consultant and known global speaker on topic of medical tourism, based in India. Services include consultancy, marketing development, branding and patient hospitality services. Manages patient lead generation channels for medical facilities.
Primary medical products	Orthopedics, Oncology, Cardiology, Check-ups
Secondary medical products	Wellness.
Social media:	
Facebook profile	https://www.facebook.com/drpremjagyasi
Facebook followers	95.000
Instagram profile	https://www.instagram.com/drpremi/
Instagram followers	44.900
Youtube link	https://www.youtube.com/channel/UCvuy21I52oCMqgdBBHKM2g
Youtube subscribers	1.780
LinkedIn profile	https://www.linkedin.com/in/drprem/
LinkedIn followers	23.574
Twitter profile	https://twitter.com/drpremi
Twitter followers	26.300
Number of patients yearly	1.000
Typical customer profile	Client profile is based on each client requirements.
Existing country partners	Directory with 104 countries
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Prem Jagyasi, Founder drprem@drprem.com https://drprem.com/medical-tourism/ +91 84528 95000

2.4. Gate to Wellness

Name of the channel	Gate to Wellness
Type of channel	Health travel facilitator / agent
Country	Qatar
Short description	Gate To Wellness is a health travel facilitator based in Doha, Qatar. Specialised in facilitating health, medical and wellness care with the world's leading consultants, surgeons, hospitals and wellness centres. As a Certified Medical Tourism Member, Gate To Wellness has established relationships with internationally renowned professionals and facilities in Switzerland, France, Germany, the Czech Republic, Turkey, Malaysia and Thailand
Primary medical products	Orthopedics, Cardiology
Secondary medical products	Wellness and health travel
Social media:	
Facebook profile	https://www.facebook.com/gatetowellness/
Facebook followers	10.556
Instagram profile	https://www.instagram.com/gatetowellness/
Instagram followers	1.027
Youtube link	https://www.youtube.com/channel/Uck-B7HCnmZDrngKyPLPQgjQ/videos
Youtube subscribers	7
LinkedIn profile	https://www.linkedin.com/company/gate-to-wellness/
LinkedIn followers	91
Twitter profile	https://twitter.com/gate2wellness
Twitter followers	151
Number of patients yearly	n/a
Typical customer profile	Travelling due to lack of trust in local medical expertise and/or more choice out of home country, high cost of treatment and desire to combine health related services and holidays. Age 35-65, middle income.
Existing country partners	Switzerland, France, Turkey
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Reem Al Daghma, Managing Director rdaghma@gatetowellness.com http://www.gatetowellness.com/ +974 33742874

2.5. Health and Tourism International Center Georgia

Name of the channel	Health and Tourism International Center Georgia
Type of channel	Health travel facilitator / agent
Country	Georgia
Short description	Health and Tourism International Center is a medical facilitator based in Georgia, working with inbound and outbound patients. Company provides all the necessary services for treatment organising medical and concierge services). Outbound patients mostly from Georgia, Azerbaijan, Armenia.
Primary medical products	Oncology, Orthopedics
Secondary medical products	Neurosurgery, Traumatology, General surgery, Ophthalmology, IVF, Rheumatology
Social media:	
Facebook profile	https://www.facebook.com/htcenters
Facebook followers	6.000
Number of patients yearly	360
Typical customer profile	Travelling due to lack of advanced medical procedures.
Existing country partners	Austria, Germany, Spain
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Ekatarina Neparidze, General Manager e.neparidze@gmail.com https://htcenters.com/ +995 597 55 67 65

2.6. Medical Ambulance Services Limited and Wings of Rescue Limited

Name of the channel	Medical Ambulance Services Limited and Wings of Rescue Limited
Type of channel	Medical assistance providers
Country	Nigeria
Short description	Medical service provider based in Nigeria, referring patients from Africa to hospitals in the UAE, Israel, India. Working with both private and public hospitals.
Primary medical products	Orthopedics, Oncology, Cardiology.
Secondary medical products	N/a
Social media:	
Instagram profile	https://www.instagram.com/wings_of_rescue_ltd/
Instagram followers	283
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country, ages 35-65 with middle income.
Existing country partners	UK, Sweden and Turkey
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Oluwadara Mould, Manager dara.mould@wingsofrescue.net https://wingsofrescue.net/ +234 814 347 0716

2.7. Medilife healthcare Group

Name of the channel	Medilife healthcare Group
Type of channel	Health travel facilitator / agent, group of companies
Country	UAE
Short description	Healthcare group based in Dubai, consisting of own clinics, pharmacies, assistance providers for medical tourism patients.
Primary medical products	Orthopedics, Oncology, Cardiology.
Secondary medical products	
Social media:	
Facebook profile	https://www.facebook.com/medilifeglobal
Facebook followers	4.500
Instagram profile	https://www.instagram.com/medilifehealthcare/
Instagram followers	607
LinkedIn profile	https://www.linkedin.com/company/medilife-healthcare-group-llc/
LinkedIn followers	2.015
Number of patients yearly	2.000
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country, non-eligibility for treatment and/or legal requirements at home, desire to combine health related services with holidays. Ages 35-65, middle income.
Existing country partners	UK, United States, Germany, India, Thailand, Switzerland, Malaysia, Singapore.
Working with Finland previously?	Yes: Helena Clinic (lead only)
Activity recommendation	Fam trip
Point of contact	Navas Usman, CEO admin@medilifeglobal.com https://www.medilifeglobal.com/ +91 81998 99999

2.8. Medmost

Name of the channel	Medmost
Type of channel	Health travel facilitator / agent
Country	Kazakhstan
Short description	Medical tourism agency based in Kazakhstan, helping patients find right treatment options around the world. Help in organising complete medical and concierge services.
Primary medical products	Orthopedics, Oncology
Secondary medical products	Neurosurgery
Social media:	
Facebook profile	https://www.facebook.com/medmost24
Facebook followers	3.900
Instagram profile	https://www.instagram.com/med_most/
Instagram followers	5.115
Number of patients yearly	40
Typical customer profile	Travelling due to lack of trust in local medical expertise and/or more choice out of home country. Age 35-65, high income.
Existing country partners	Korea, Turkey, Germany, Russia, India, Poland, Czech Republic
Working with Finland previously?	Yes: Helena Medical Group
Activity recommendation	Fam trip
Point of contact	Vladimir Ten, Founder vladimirten@outlook.com https://medmost.org/ +77756630077

2.9. Mespoir

Name of the channel	Mespoir
Type of channel	Health travel facilitator / agent
Country	India
Short description	Facilitation company based in India, started as inbound facilitators, now working both as outbound and inbound to more 13 destinations across the world.
Primary medical products	Orthopedics, Oncology, Cardiology, Check-ups
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/Mespoir
Facebook followers	629
Instagram profile	https://www.instagram.com/mespoir_health/?hl=en
Instagram followers	32
Number of patients yearly	n/a
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country, non-eligibility for treatment and/or legal requirements at home, long waiting lists, high cost of treatment. Ages 35-65, middle income.
Existing country partners	Turkey, Spain, Germany
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Ishika Aggarwal, CEO Assistant care@mespoir.com https://www.mespoir.com/ +918882292803

2.10. Shinon Global

Name of the channel	Shinon Global
Type of channel	Health travel facilitator / agent and medical tourism marketing consultants
Country	India
Short description	Company established in India more than 12 years ago, started as inbound tourism facilitators to India, later developed outbound patient facilitation services.
Primary medical products	Oncology, Orthopedics
Secondary medical products	Neurology, Hair transplant, Stem-cell treatment, Wellness.
Social media:	
Facebook profile	https://www.facebook.com/ShinonGlobalOfficial
Facebook followers	11.578
Instagram profile	https://www.instagram.com/shinonglobal/?hl=en
Instagram followers	186
Youtube link	https://www.youtube.com/channel/UC5djSi1LqNXoi_EscqpkCGg
Youtube subscribers	548
LinkedIn profile	https://www.linkedin.com/company/shinon-global/
LinkedIn followers	400
Number of patients yearly	1.500
Typical customer profile	Patients travelling due to lack of trust in local medical expertise and/or more choice out of home country, non-eligibility for treatment and/or legal requirements at home.
Existing country partners	Turkey, Thailand, Malaysia, Iran
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Vinay Aggarwal, CEO vinay@shinonglobal.com https://shinonglobal.com/ +919910388819

3. Additional channels

3.1. Bookimed

Name of the channel	Bookimed
Type of channel	Medical Tourism Platform
Country	Ukraine
Short description	Bookimed is an international medical tourism platform founded in 2014. in Ukraine. Includes 944 clinic, Finland not yet present.
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/bookimedint
Facebook followers	1.200
Youtube link	https://www.instagram.com/bookimed_beauty_international/
Youtube subscribers	1.016
LinkedIn profile	https://www.youtube.com/c/BookimedCom
LinkedIn followers	34.100
Number of patients yearly	https://twitter.com/bookimed?lang=en
Typical customer profile	67
Existing country partners	N/a
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	levgen Khotianov e.hotyanov@bookimed.com https://bookimed.com/

3.2. Clinic Support - International Fertility Company

Name of the channel	Clinic Support - International Fertility Company
Type of channel	Health travel facilitator / agent
Country	Netherlands
Short description	Clinic Support (part of International Fertility Company, European Fertility Society) acts as facilitator for fertility treatment, weight loss procedures and cosmetic surgery.
Primary medical products	N/a
Secondary medical products	Fertility Treatment, Weight Loss procedures, Cosmetic Surgery
Social media:	N/a
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to high cost of treatment, non-eligibility for treatment and/or legal requirements at home, long waiting lists. Ages 35-65, middle income.
Existing country partners	Turkey, Spain, Portugal
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Anneke Janssen, Owner info@clinicsupport.nl

3.3. Esthetic planet

Name of the channel	Esthetic Planet
Type of channel	Health travel facilitator / agent
Country	France
Short description	Established in 2004, medical facilitation company for French speaking patients, focusing on esthetic surgery, ophthalmology, obesity surgery, fertility treatment and general surgery. Managing several brands for medical tourism (your-clinic.fr; Hairmed; Europe-Dental).
Primary medical products	
Secondary medical products	Aesthetic Surgery, Hair Transplant, Dentistry, Ophthalmology, Obesity, Fertility Treatment, General Surgery
Social media:	
Facebook profile	https://www.facebook.com/esthetic.planet?ref=stream
Facebook followers	1.000
Instagram profile	https://www.instagram.com/estheticplanet/?hl=fr
Instagram followers	597
Youtube link	https://www.youtube.com/channel/UCtYO8tZBg75QwEaaHCJYskA
Youtube subscribers	1.150
Twitter profile	https://twitter.com/estheticplanet
Twitter followers	202
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to high cost of treatment, non-eligibility for treatment and/or legal requirements at home. Ages 35-65, middle income.
Existing country partners	Turkey, Hungary, Tunisia, Spain, Thailand, Czech Republic, Belgium, India, UAE, USA
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Pierre Hollenbeck, Manager & Owner Pierreh@esthetic-planet.com https://www.esthetic-planet.com/

3.4. Ilan Geva & Friends Inc.

Name of the channel	Ilan Geva & Friends Inc.
Type of channel	Marketing & branding consultant
Country	USA
Short description	Ilan Geva is a branding and marketing consultant and professor at the University of Chicago. Ilan represents worldwide destinations interested in building a brand awareness in the U.S. market for both MICE and Medical Tourism. Part of Vmarsh healthcare consultancy group.
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
LinkedIn profile	https://www.linkedin.com/in/ilangeva/
Number of patients yearly	N/a
Typical customer profile	N/a
Existing country partners	N/a
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Ilan Geva, Branding Guru & CEO Whisperer ilan@ilanandfriends.com www.ilanbrands.com +13124972233

3.5. JCI - Joint Commission International

Name of the channel	JCI - Joint Commission International
Type of channel	Accreditation agency
Country	USA
Short description	Joint Commission International (JCI) works to improve patient safety and quality of health care in the international community by offering education, publications, advisory services, and international accreditation and certification.
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/jointcommissioninternational
Facebook followers	18.000
Youtube link	https://www.youtube.com/JCImedia
Youtube subscribers	977
LinkedIn profile	https://www.linkedin.com/company/joint-commission-international/
LinkedIn followers	61.148
Twitter profile	https://twitter.com/JCI_GoldSeal/
Twitter followers	3.694
Number of patients yearly	N/a
Typical customer profile	N/a
Existing country partners	More than 100 countries (1.000+ accredited hospitals)
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Murat Kucukkaya, Managing Director Middle East & Africa mkucukkaya@jcrinc.com https://www.jointcommissioninternational.org/ +971 56 343 7904

3.6. Medical Tourism Training Inc.

Name of the channel	Medical Tourism Training Inc.
Type of channel	Health tourism consultant
Country	USA
Short description	Medical Tourism Training provides online and offline training programs designed for facilities, associations or governments. Working in medical tourism since 2005.
Primary medical products	-
Secondary medical products	-
Social media:	
Facebook profile	https://www.facebook.com/medicaltourismtraining/?ref=hl
Facebook followers	1.298
LinkedIn profile	https://www.linkedin.com/company/medical-tourism-training-inc-/
LinkedIn followers	425
Twitter profile	https://twitter.com/medtourtraining
Twitter followers	1.017
Number of patients yearly	-
Typical customer profile	-
Existing country partners	48 US based clients and more than 30 international clients.
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Elizabeth Ziemba, President eziemba@medicaltourismtraining.com www.MedicalTourismTraining.com +351 962 413 165

3.7. Right Choice UK - Global Health Manager Ltd

Name of the channel	Right Choice UK - Global Health Manager Ltd
Type of channel	Health travel facilitator / agent
Country	United Kingdom
Short description	Right Choice Home and Away is a UK-based lifestyle surgery facilitator and patient advocacy service. They started as the outbound service called EuroMedical Tours in 2006 and have since evolved to include an intra-bound service offering by the name of Right Choice UK.
Primary medical products	N/a
Secondary medical products	Cosmetic, Dental, Weight Loss procedures
Social media:	
Facebook profile	https://www.facebook.com/rightchoice.homeaway/
Facebook followers	154
Instagram profile	https://www.instagram.com/rightchoice.uk/?hl=en
Instagram followers	286
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to high cost of treatment. Ages 35-65, middle income.
Existing country partners	Croatia, Czechia, Hungary, Poland, Turkey, United Kingdom
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Muhammad Hussain zahid@rightchoicuk.com https://www.rightchoicuk.com/ 020 7183 4310

3.8. Stackpole & Associates

Name of the channel	Stackpole & Associates
Type of channel	Health tourism consultant
Country	USA
Short description	Established in 1991, Stackpole & Associates is dedicated to measurably improving the relationships between and among providers, consumers, intermediaries and customers in the complex markets of healthcare, seniors housing and care and human services.
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/StackpoleAssociatesInc
Facebook followers	1.200
LinkedIn profile	https://www.linkedin.com/company/stackpole-associates-inc/
LinkedIn followers	78
Twitter profile	https://twitter.com/istackpole
Twitter followers	1.332
Number of patients yearly	N/a
Typical customer profile	N/a
Existing country partners	48 US based clients and more than 30 international clients.
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Irving Stackpole, CEO istackpole@StackpoleAssociates.com https://stackpoleassociates.com/ +351 964 424 516

3.9. Temos International

Name of the channel	Temos International
Type of channel	Accreditation agency
Country	Germany
Short description	Founded in 2010, Temos International Healthcare Accreditation helps hospitals, clinics, and medical travel coordinators with purpose to assess, evaluate and validate the quality of medical and non-medical services, to identify potential for improvements, and to optimize medical quality as well as the quality of services.
Primary medical products	N/a
Secondary medical products	N/a
Social media:	
Facebook profile	https://www.facebook.com/TemosInternational
Facebook followers	1.000
Instagram profile	https://www.instagram.com/temos_international/
Instagram followers	240
Youtube link	https://www.youtube.com/channel/UCInoeYz77CD-CPeQGZ6hZEg
Youtube subscribers	36
LinkedIn profile	https://www.linkedin.com/company/temosinternational/
LinkedIn followers	2.258
Twitter profile	https://twitter.com/Temos_Alliance
Twitter followers	168
Number of patients yearly	n/a
Typical customer profile	N/a
Existing country partners	Accredited partners in 15 countries
Working with Finland previously?	No
Activity recommendation	Introductory call
Point of contact	Claudia Mika, Founder & CEO mika@temos-international.com https://www.temos-worldwide.com/

3.10. Ukrainian Association of Medical Tourism (UAMT)

Name of the channel	Ukrainian Association of Medical Tourism (UAMT)
Type of channel	Medical tourism association and facilitator
Country	Ukraine
Short description	Ukrainian Association of Medical Tourism (UAMT) is a non-profit organization that works with leading medical institutions and medical clinics, the Ministry of Health, healthcare providers, medical tourism operators, tour operators, insurance companies and other companies related to the overall goal of patient safety, promotes increasing high quality of care to patients in a global environment, and the development of medical tourism.
Primary medical products	Orthopaedics, Oncology, Physical rehabilitation, Health check-ups
Secondary medical products	Spa & Wellness
Social media:	
Facebook profile	https://www.facebook.com/profile.php?id=100063801919020
Facebook followers	5.300
Instagram profile	https://www.instagram.com/uamt_ukrainemedicaltourism/
Instagram followers	545
Youtube link	https://www.youtube.com/channel/UCtu2rsmYNw2vUiYr_cLbEZA
Youtube subscribers	85
Number of patients yearly	N/a
Typical customer profile	Patients travelling due to limited or no national insurance coverage of desired treatment, lack of trust in local medical expertise and/or more choice out of home country. Ages 35-65 with middle income.
Existing country partners	Germany, Israel, Turkey
Working with Finland previously?	No
Activity recommendation	Fam trip
Point of contact	Violetta Yanyshavska, Chairman violetta7777@gmail.com https://uamt.com.ua/en/ +38(050) 330-10-08