France

Potential business figures in 5 years: France is one of the largest healthcare markets in Europe with its 67 million inhabitants. Healthcare expenditure has remained relatively stable in recent years and represents 11.5% of the country's GDP, the highest share amongst EU countries. The size of the French healthcare sector is estimated at 90 bn€. The medical device sector is dynamic, representing 30 bn€ and an annual growth of 4%. However, the French medical device market relies strongly on imports. The e-health sector represents about 3 bn€.

Typical buyer of health services: There are over 3,000 hospitals in France, of which 45% in the public sector, and over 7,000 long-term elderly care homes, of which 40% in the public sector. AP-HP (Greater Paris University Hospitals) is the largest hospital group in Europe. Public hospitals are gathered in 135 territorial hospital groups (GHT) that have centralized procurement services. Group purchasing organizations are gaining weight in public healthcare procurement, too. The private healthcare sector is dominated by a few large clinics and elderly care groups. There are over 100,000 private practitioners in France.

Governmental or legislative climate to support new services/ innovations on health: Digitalization and innovation are priorities of the current French national health strategy and reform. Digital technologies and telehealth are seen as enablers of patient-centric and cost-efficient healthcare system. National and regional funding measures support the testing and implementation of innovative healthcare solutions. There is also strong public support for health research institutes, clusters, and health tech startups.

Typical buying and/or acceptance process in the country for new solutions: New solutions and technologies usually require a local pilot or clinical trial before commercialization. A local partner is highly recommended for entering the market. Public and private hospitals and healthcare groups, regional health agencies, group purchasing organizations as well as health insurance companies all have innovation departments that test and promote new solutions. Public tenders can be found: www.marches-publics.gouv.fr.

Opportunities for Finland: E-health and remote health, home care, and hospital-at-home solutions e.g. for chronic diseases, elderly care, AI-based solutions e.g. for diagnosis.

Regulation & Reimbursement environment: The French healthcare system is centralized and is mainly financed by income-based contributions. In addition to the statutory health insurance, 90% of the French population have complementary health insurance. The reimbursement of healthcare products is decided by the Ministry of Health, following the French Health Authority's (HAS) recommendations. Teleconsultations are reimbursed at the same rate as traditional consultations since 2018. Other telemedicine acts and remote solutions are also starting to be reimbursed.

Trends & Strategy: There is a strong pressure to control health expenditure while combatting medical deserts and offering citizens high quality and secure patient-centric healthcare services. The country is looking for improving efficiency, reducing the length of hospital stays, enhancing preventive measures and early detection as well as increasing remote and home care. France has recently created a National Health Data Hub, for more efficient use of health data and the development of AI-based solutions.

Quick Facts about France

Population: 67.06 million

Life Expectancy: 82.52 years

GDP (PPP): $2.856 trillion, per capita $44.100

Official Languages: French

Physicians density: 3.2/ 1000 pop.

DESI ranking: 15th out of EU 28

DESI score: 52

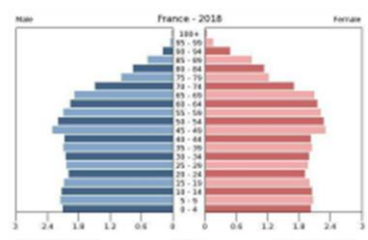
Urbanization rate: 80.4%

Hospital Bed density: 6.5

Median age: 40.6

Health expenditure: 11.5% of GDP

Population Growth rate: 0.2%



Source: World Factbook

National challenges: Alzheimer's disease, Ischemic heart disease, Stroke, Cancer(s)

Link to opportunities

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