



# COVID-19 Company Catalogue | Sweden

A directory of essential COVID-19 supplies provided by Swedish companies



# Sweden is a global leader in the healthcare sector and offers essential COVID-19 supplies for international procurement

Covid-19 is presenting the world with unprecedented healthcare challenges. The need for rapid response and adequate supply of medical equipment, personal protection, drugs, consumables, diagnostics and hygiene products is more important than ever.

This catalogue provides an overview of the essential COVID-19 supplies that Swedish companies can offer. For further information, please reach out to the contact persons indicated or refer to the company websites.

Business Sweden is Sweden's investment and trade promotion agency. We are commissioned by the Swedish Government and Swedish industry to help Swedish companies grow global sales and international companies invest and expand in Sweden. Headquartered in Stockholm, Sweden, we are represented in over 40 markets globally through 500+ employees.

Stockholm, July 2020



**Oscar Carlsson**

Head, International Financing & Procurement  
[oscar.carlsson@business-sweden.se](mailto:oscar.carlsson@business-sweden.se)

Business Sweden, Stockholm



## Swedish healthcare in brief



### Healthcare excellence

- The Swedish healthcare system is ranked as one of the best in the world. Continued high standards is a key priority for the Swedish government; the sector represents 11% of GDP
- Sweden is strong in a number of healthcare segments; for example, while Sweden represents 0.5% of the global MedTech market, Swedish companies represent 4% of global turnover
- Pharmaceuticals represent one of the largest exports from Sweden, 6% of total exports at a value of 105 billion SEK



### Spearheading innovation

- Ranked 1<sup>st</sup> innovative country in Europe; 3% of GDP goes to R&D, which is also matched by company R&D initiatives
- In healthcare, Sweden boasts one of Europe's largest biotech clusters
- Swedish companies have a long history of developing innovations such as the pacemaker, ultrasound, gamma knife, electric wheelchair, neonatal incubator and renal dialysis
























### Useful information

- [Business Sweden](#)
- [Swecare](#)
- [Swedish MedTech](#)

# Swedish companies provide a wide range of essential COVID-19 products

## Overview of essential COVID-19 suppliers

 Sweden Sverige	 Medical Equipment	 Personal Protection Equipment	 Hygiene articles	 Other Products
Annual revenue below SEK 25 m (<~EUR 2.5 m)			 	 
Annual revenue SEK 25-50 m (~EUR 2.5-5 m)		   		
Annual revenue SEK 50 m- 1 bn. (~EUR 5-100 m)	 			
Annual revenue > SEK 1 bn. (> EUR 100 m)	 	  	  	 

Indication of ability to export large quantities\*

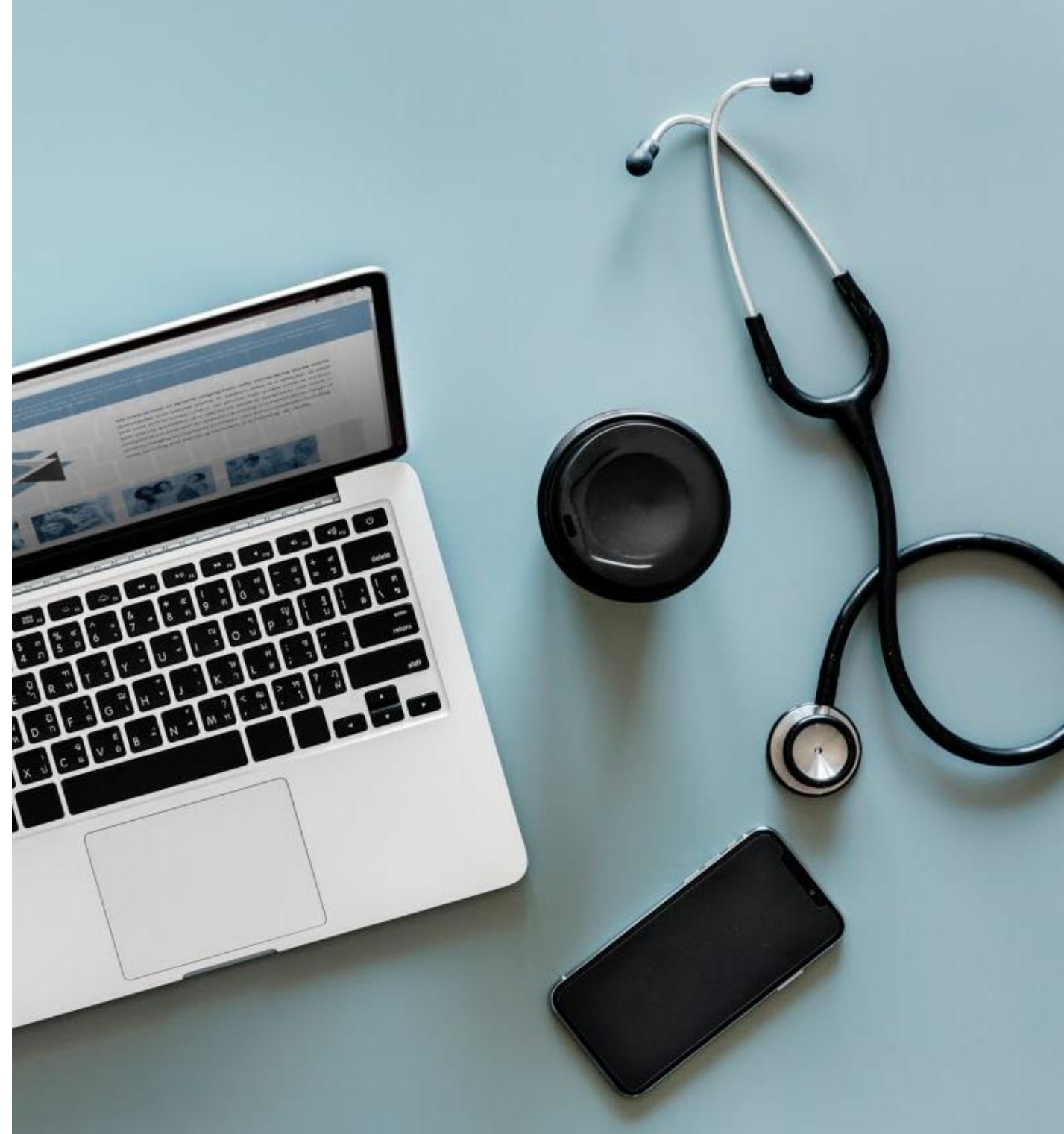
\* Latest available revenue, allabolag.se and company annual reports



# COVID-19 company catalogue

## Table of contents

		<i>Page</i>
	Breas AB	5
	Getinge AB	6
	Boule Diagnostics AB	7
	Fristads AB / Martinson	8
	EQpack AB	9
	Mölnlycke Healthcare AB	10
	Essity AB	11
	Arjo AB	12
	Axis Communications AB	13
	Other Swedish suppliers	14-15





# Breas

Represents nearly 30 years of innovation in respiratory medical device products

## Company Snapshot



<b>Company name:</b>	Breas AB
<b>Location:</b>	Mölnlycke, Sweden
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	More than 40 markets globally
<b>Website:</b>	<a href="http://www.breas.com">www.breas.com</a>

## Export Information / Other Information



<b>Standards:</b>	ISO standards 13485:2016
<b>FDA approval:</b>	Yes, MDSAP
<b>Quotation validity &amp; Payment terms:</b>	Indirect sales model. Visit <a href="http://www.breas.com/contact-us">www.breas.com/contact-us</a> for regional contacts

**Sales inquiries:**  
 Headquarters: [breas@breas.com](mailto:breas@breas.com) | +46 31 86 88 00  
 Alternatively regional offices through [www.breas.com/contact-us](http://www.breas.com/contact-us)

## Essential Covid-19 Supplies and Details

### Medical Equipment

- Breas has provided the global market with high quality innovative respiratory medical device products for over 25 years. The head office is located in Sweden, with subsidiaries in Germany, Spain, UK, US and China
- The portfolio offers four product lines; Homecare Life Support Ventilation, Non-Invasive Ventilation, Airway Clearance and CPAP treatment, including accessories. To meet demand and support the fight against Covid-19, Breas has tripled supply capacity

### Examples Product Range



Vivo 65

Vivo 45

Vivo 3



# Getinge

Supporting clinicians around the world with knowledge, products and disposables to fight COVID-19

## Company Snapshot



<b>Company name:</b>	Getinge AB
<b>Location:</b>	Gothenburg, Sweden
<b>Revenue 2019:</b>	SEK 26.6 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	130 markets globally
<b>Website:</b>	<a href="http://www.getinge.com/int">www.getinge.com/int</a>

## Export Information / Other Information



<b>Standards:</b>	Relevant CE marking, ISO standards and EU MRD certification for ventilators
<b>FDA approval:</b>	Product specific, please refer to <a href="http://www.getinge.com/int/contact/purchase">www.getinge.com/int/contact/purchase</a>
<b>Quotation validity:</b>	Disclosed upon sales discussion
<b>Payment terms:</b>	Disclosed upon sales discussion
<b>Sales inquiries:</b>	Please refer to regional offices through <a href="https://www.getinge.com/int/contact/offices">https://www.getinge.com/int/contact/offices</a>

## Essential Covid-19 Supplies and Details

### Medical Equipment

- Getinge is a leading global provider of products and systems that contribute to quality enhancement and cost efficiency within healthcare and life sciences; known for brands such as Maquet, Stericool, Lancer, Pulsion, Trans, Datascope, Steritec and Atrium
- Market leader in most offered segments related to Covid-19, including Advanced Ventilators and Extracorporeal Life Support for ICU's. Production in Sweden, Germany, US, France, Turkey, Poland, Netherlands and China.

### Examples Mechanical Ventilation Product Range



Servo-U



Servo-air



Servo-i



Servino

### Examples ECMO Product Range



Cardiohelp system



Avalon Catheter



CiSet



HLS Set Advanced



Rotaflow Console



# Boule Diagnostics

A global diagnostics company that develops, manufactures and markets instruments and consumable products for human and veterinary blood diagnostics

## Company Snapshot



<b>Company name:</b>	Boule Diagnostics AB
<b>Location:</b>	Spånga, Sweden
<b>Revenue 2018:</b>	SEK 435 m
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	100+ countries globally
<b>Website:</b>	www.boule.com

## Export Information / Other Information



<b>Standards:</b>	ISO standards 13485
<b>FDA approval:</b>	Yes
<b>Quotation validity:</b>	On request
<b>Payment terms:</b>	Dependent on order volume

**Sales inquiries:**  
 Kiarash Farr, Sr Vice President, Commercial Operations  
 kiarash.farr@boule.com | +46 70 518 07 57

## Essential Covid-19 Supplies and Details

### Medical Equipment

- Boule Diagnostics AB is one of the few companies on the global diagnostics market that develops, manufactures and markets instruments and consumables for blood diagnostics under its own direction
- When confirming COVID-19 cases it is recommended to include a blood cell count in laboratory examinations for monitoring of infection
- Products include complete blood count (CBC) analyzers of high quality. Products are manufactured and distributed from their production facilities in Sweden and in the USA and are currently available through 200+ distributors in more than 100 countries
- Swelab, Medonic and Quintus are brands owned by Boule

### Examples of the Human Hematology Product Range



**Swelab**



**Medonic**



**Quintus**



# Fristads / Martinson

Martinson provides work wear and patient wear for hospitals with high comfort and hygiene requirements

## Company Snapshot



<b>Company name:</b>	Fristads AB / Martinson
<b>Location:</b>	Torsbo, Sweden
<b>Revenue 2018:</b>	SEK 1.1 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	Nordic markets
<b>Website:</b>	<a href="http://www.martinsontextile.com">www.martinsontextile.com</a>

## Export Information / Other Information



<b>Standards:</b>	EN 13795
<b>FDA approval:</b>	No
<b>Quotation validity:</b>	On request
<b>Payment terms:</b>	Dependent on order volume

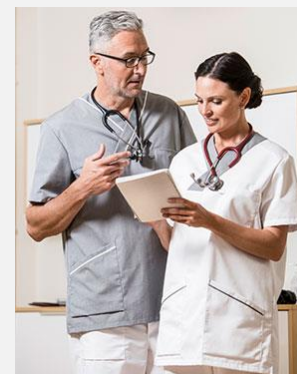
**Sales inquiries:**  
 Maria Lorentzon, Commercial Manager  
[info@martinsontextile.com](mailto:info@martinsontextile.com) | +46 33-21 17 80

## Essential Covid-19 Supplies and Details

### Personal Protection Equipment

- Martinson is part of the FristadsKansas Group and is one of Sweden's leading producers of work wear for the healthcare sector
- Martinson is both a manufacturer and supplier of a wide range of work wear and patient wear for hospitals. The product portfolio includes: staff clothes for hospital workers, patient clothing, surgery clothing

### Examples Product Range



Professional Care products



Surgical products



Patient clothing





# EQpack

Rapid production of PPE with minimal training requirements

## Company Snapshot



<b>Company name:</b>	EQpack AB
<b>Location:</b>	Eskilstuna, Sweden
<b>Revenue 2018:</b>	SEK 46.2 m
<b>Type of firm:</b>	Manufacturer/Trading
<b>Exporting markets:</b>	More than 10 markets globally
<b>Website:</b>	www.eqpack.se

## Export Information / Other Information



<b>Standards:</b>	FR2000
<b>FDA approval:</b>	No
<b>Quotation validity:</b>	On request
<b>Payment terms:</b>	Dependent on order volume

**Sales inquiries:**  
Mr. Johan Tjernell, Vice President  
Johan.tjernell@eqpack.se | +46 16 150 274

## Essential Covid-19 Supplies and Details

### Personal Protection Equipment

- Inexpensive manufacturing of disposable equipment, mounting systems for protective coats
  - Rapid setup of manufacturing line
  - No experience, education or language skills are required
  - Instruction animations are supplied
  - Staff: 7 people
  - Capacity: 62 per hour

### Requirements for mounting system

- Electrical supply
- Adequate floorspace
- 35 my construction plastic, 2m wide folded

### Examples Product Range



Protective coat with sleeves, mounting system

# Mölnlycke Healthcare



## Company Snapshot



<b>Company name:</b>	Mölnlycke Healthcare AB
<b>Location:</b>	Göteborg, Sweden
<b>Revenue 2018:</b>	SEK 10.7 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	Over 300 markets globally
<b>Website:</b>	<a href="http://www.molnlycke.com">www.molnlycke.com</a>

## Export Information / Other Information



**Standards: Gloves** CE-marked, Directive 93/42/EEC  
Some gloves dual certified with PPE standard EN 420; EN374-1, EN371-2, EN 388. **Clothing** Gowns: 13795; Surgical face masks: EN 14683:2019+AC:2019; Filtering half masks: EN 149:2001+A1:2019 and EN 14683+A1:2019; Clean Air Suits: EN 13795

**FDA approval:** Yes (Gloves and antiseptics)

**Quotation validity:** 10 days

**Payment terms:** 10 days

**Sales inquiries:** *Andreas Hellman*, Global Marketing Director  
Drapes & Staff Clothing; [andreas.hellman@molnlycke.com](mailto:andreas.hellman@molnlycke.com)

## Essential Covid-19 Supplies and Details

### Personal protection equipment and Hygiene

- Mölnlycke is a designer and supplier of medical solutions within wound care, single-use surgical products and hygiene products

### Examples Product Range



Face masks



Surgical gowns, Scrub Suits,  
Headwear, Drapes,  
Examination gloves



Surgical gloves



Various Antiseptics

# Essity

A leading global hygiene and health company, dedicated to improving well-being through their products and services



## Company Snapshot



<b>Company name:</b>	Essity AB
<b>Location:</b>	Stockholm, Sweden
<b>Revenue 2018:</b>	SEK 129 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	150 markets globally
<b>Website:</b>	www.essity.com

## Export Information / Other Information



<b>Standards:</b>	ISO 9001 standard and for certain medical devices ISO 13485
<b>FDA approval:</b>	Yes, dependent on product range
<b>Quotation validity:</b>	On request
<b>Payment terms:</b>	Disclosed upon sales discussions

**Sales inquiries:**  
[info@Essity.com](mailto:info@Essity.com)

## Essential Covid-19 Supplies and Details

### Consumables and Personal Protection Equipment

- Essity is a leading global hygiene and health company, known for global brands such as TENA and Tork, and other strong brands, such as JOBST, Leukoplast, Libero, Libresse, Lotus, Nosotras, Saba, Tempo, Vinda and Zewa. As part of the Covid-19 response, Essity has started a new production line of surgical masks for healthcare use
- Essity's professional hygiene offering comprises complete hygiene solutions, including toilet paper, paper hand towels, napkins, hand soap, hand lotion, hand sanitizers, dispensers, cleaning and wiping products as well as service and maintenance. Essity also offers digital solutions, such as Internet of Things sensor technology that enables data driven cleaning

### Examples Product Range



Handtowel systems



Hand sanitizer



New surgical mask product



Fast absorbent belted incontinence product



# Arjo

A market-leading supplier of medical devices and solutions that improve quality of life for people with reduced mobility and age-related health challenges

## Company Snapshot



<b>Company name:</b>	Arjo AB
<b>Location:</b>	Malmö, Sweden
<b>Revenue 2019:</b>	~ SEK 9 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	Over 100 markets globally
<b>Website:</b>	<a href="http://www.arjo.com/int">www.arjo.com/int</a>

## Export Information / Other Information



<b>Certifications to standards and regulations:</b>	ISO 9001, ISO 13485, ISO 14001, CE, MDSAP
<b>Quotation validity &amp; Payment terms:</b>	Visit <a href="http://www.arjo.com/int/contact-us/">www.arjo.com/int/contact-us/</a> for regional contacts

## Essential Covid-19 Supplies and Details

### Empowering movement

- Arjo is a market-leading supplier of medical devices and solutions that improve quality of life for people with reduced mobility and age-related health challenges.
- Arjo strives to support healthcare facilities in applying their highest professional skills, enable the development of effective care processes, and provide equipment that improves patient mobility while reducing the risk of work-related injuries. Arjo's approach contributes to improved quality of care and enhanced efficiency, resulting in reduced healthcare costs.
- In the wake of the Covid-19 pandemic, Arjo's medical beds and therapeutic mattresses have contributed to increasing the capacity of hospitals and care environments worldwide.
- Arjo's patient handling and compression therapy offerings are key in rehabilitation of Covid-19 patients – supporting mobility throughout the care process and preventing hospital acquired infections such as pressure injuries and venous thromboembolisms (VTE).

### Examples Product Range



#### Patient handling

Wide range of lifts, sliding sheets, lateral transfer solutions and slings for safe transfer of patients



#### VTE prevention

Active compression systems (IPC) and garments for the prevention of DVT





# Axis Communications

## Company Snapshot



<b>Company name:</b>	Axis Communications AB
<b>Location:</b>	Lund, Sweden
<b>Revenue 2018:</b>	SEK 8.8 bn.
<b>Type of firm:</b>	Manufacturer
<b>Exporting markets:</b>	Resellers in 179 countries
<b>Website:</b>	<a href="http://www.axis.com">www.axis.com</a>

## Export Information / Other Information



<b>Standards:</b>	IEEE 802.1x, IP66/67, IK10, (product specific standards)
<b>Quotation validity &amp; Payment terms:</b>	Indirect sales model. Visit <a href="http://www.axis.com/where-to-buy">www.axis.com/where-to-buy</a>

**Sales inquiries:**  
Barbara Johansson, Enterprise Solution Marketing Manager,  
Education & Healthcare | [barbara.johansson@axis.com](mailto:barbara.johansson@axis.com)

## Essential Covid-19 Supplies and Details

### Other equipment

- Axis offers a portfolio of IP-based products and solutions for security and video surveillance
- Their products cover areas such as hospital safety and security, surveillance of high-risk patients, smart hospital operations and services, advance clinical medicine
- For the healthcare area they offer panoramic cameras, thermal network camera, network camera series, access control, network audio systems

### Examples Product Range



Camera segment


















Network audio systems



Access control



## Other Swedish suppliers 1/2

	Company name	Location	Revenue	Website	Product details
	 Trionara	Partille, Sweden	SEK 29 m	www.trionara.com	Bedside monitors, ECGs, Ventilators
	 SidekickHealth (Goodlifeme AB)	Göteborg, Sweden	SEK 11 m	www.sidekickhealth.com	Digital solution for remote patient monitoring - lifestyle and treatment support
	 Abena	Växjö, Sweden	SEK 38 m	www.abenaab.se	Protective clothing for professionals, specifically protective coats, basic face masks and gloves. Offer also includes hand disinfectants
	 Codan Triplus	Kungsbacka, Sweden	SEK 127 m	www.codantriplus.se	Personal protection equipment, including but not limited to gloves, coats and face masks
	 Gaia Biomaterials	Helsingborg, Sweden	SEK 58 m	www.gaiabiomaterials.com	Apron (without sleeves)
	 ACE Protection / Dräger Sverige	Svenljunga, Sweden	SEK 63 m	www.draeger.com	Face masks (mother company Dräger is also a producer of ventilators)
	 Kiilto	Malmö, Sweden	SEK 110 m	www.kiiltoclean.se	Hand disinfectants

## Other Swedish suppliers 2/2

	Company name		Location	Revenue	Website	Product details
		XINIX International	Täby, Sweden	SEK 1.1 m	www.xinix.se	Disinfectant that eliminates all bacteria, viruses (cloaked and naked) and fungus
		LifeClean International	Uddevalla, Sweden	SEK 4 m	www.lifeclean.se	Disinfectant against spores, viruses, bacteria, fungi, parasites and biofilm - suitable for all types of materials and surfaces
		SidekickHealth (Goodlifeme AB)	Göteborg, Sweden	SEK 11 m	www.sidekickhealth.com	Digital solution for remote patient monitoring - lifestyle and treatment support
		Predicare	Göteborg, Sweden	SEK 8.3 m	www.predicare.eu	Rapid emergency triage and treatment system, and online trainings
		Nilsson Special Vehicles	Laholm, Sweden	SEK 207 m	www.nilsson.se	Ambulances, hearses, other emergency or special vehicles



**BUSINESS  
SWEDEN**

THE SWEDISH TRADE & INVEST COUNCIL

---