



**Healthtech
Finland**



Veli Mäkelä

Planmeca Oy



Healthtech
Finland

www.healthtech.fi

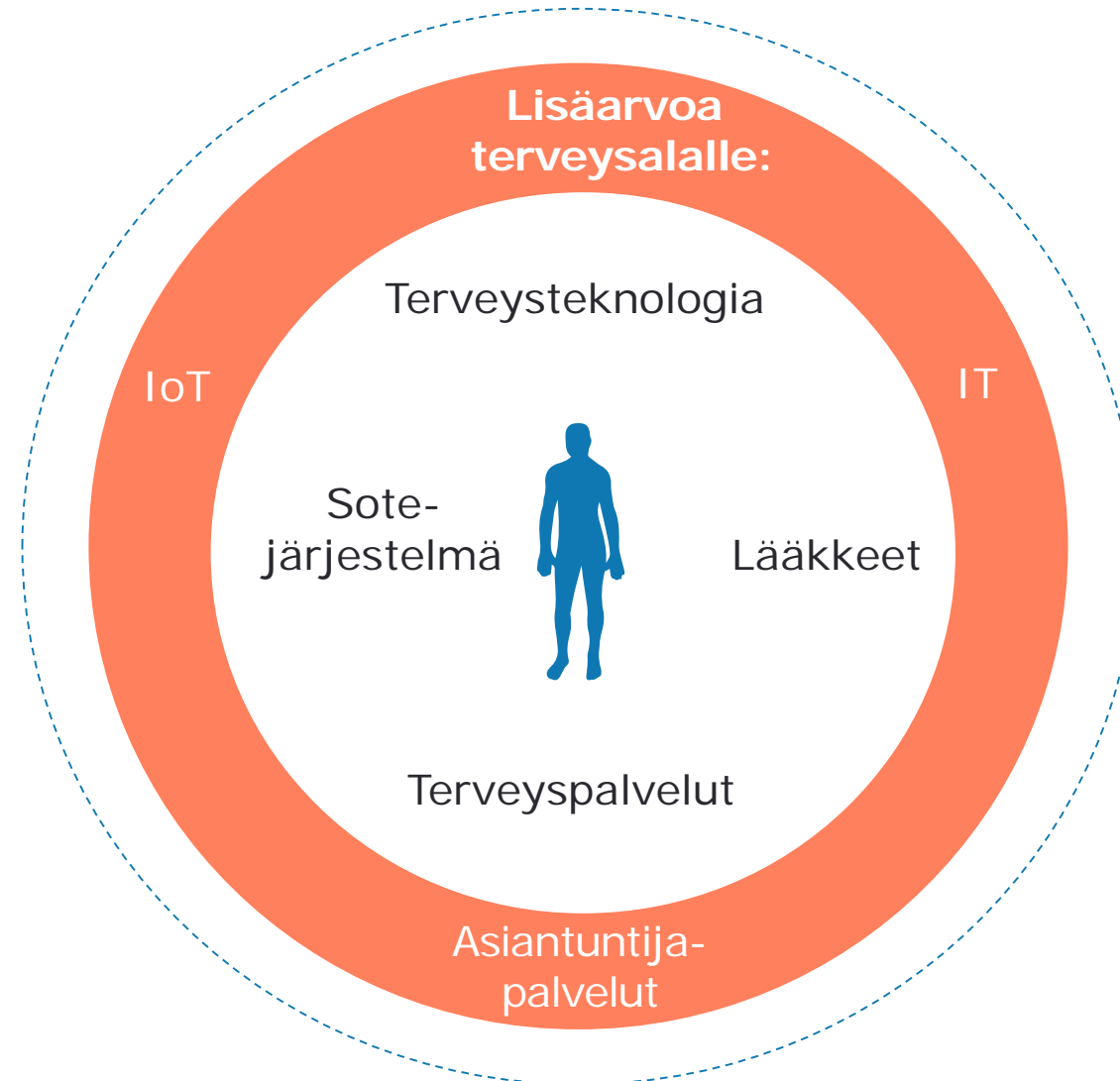
FiHTA





Terveysteknologia on tärkeä osa terveysalaa

Diagnostiikka
Laboratorioratkaisut
Monitorointi
Kuvantaminen
Robottiikka
Keinoäly
eHealth
Sähköiset palvelut
Hoito
Kuntoutus
Puhtaus
Kalusteet
Logistiikka



Liikevaihto

2,5 miljardia €.

10%

liikevaihdosta T&K-toimiin.

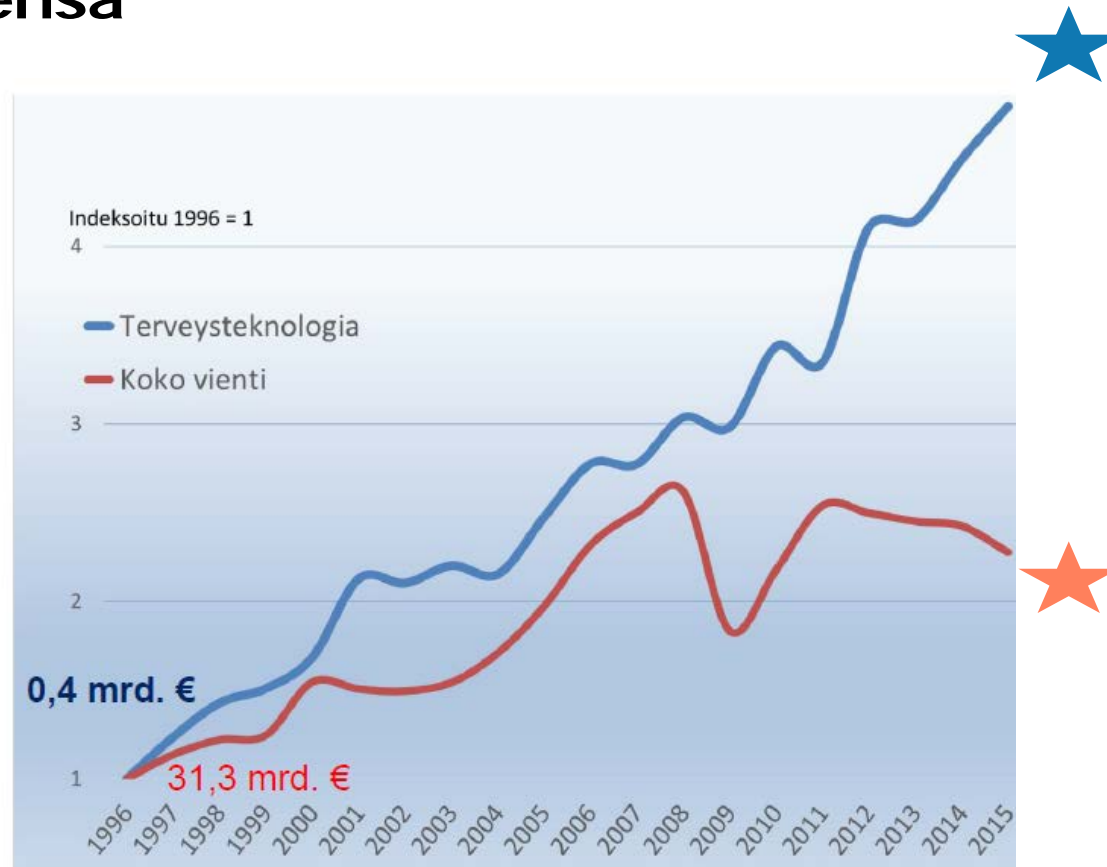
10.000

ammattilaista.



Suomen tavaraviennin pitkän aikavälin kehitys

Terveysteknologian vienti on kasvanut 3-kertaa nopeammin kuin vienti yhteensä

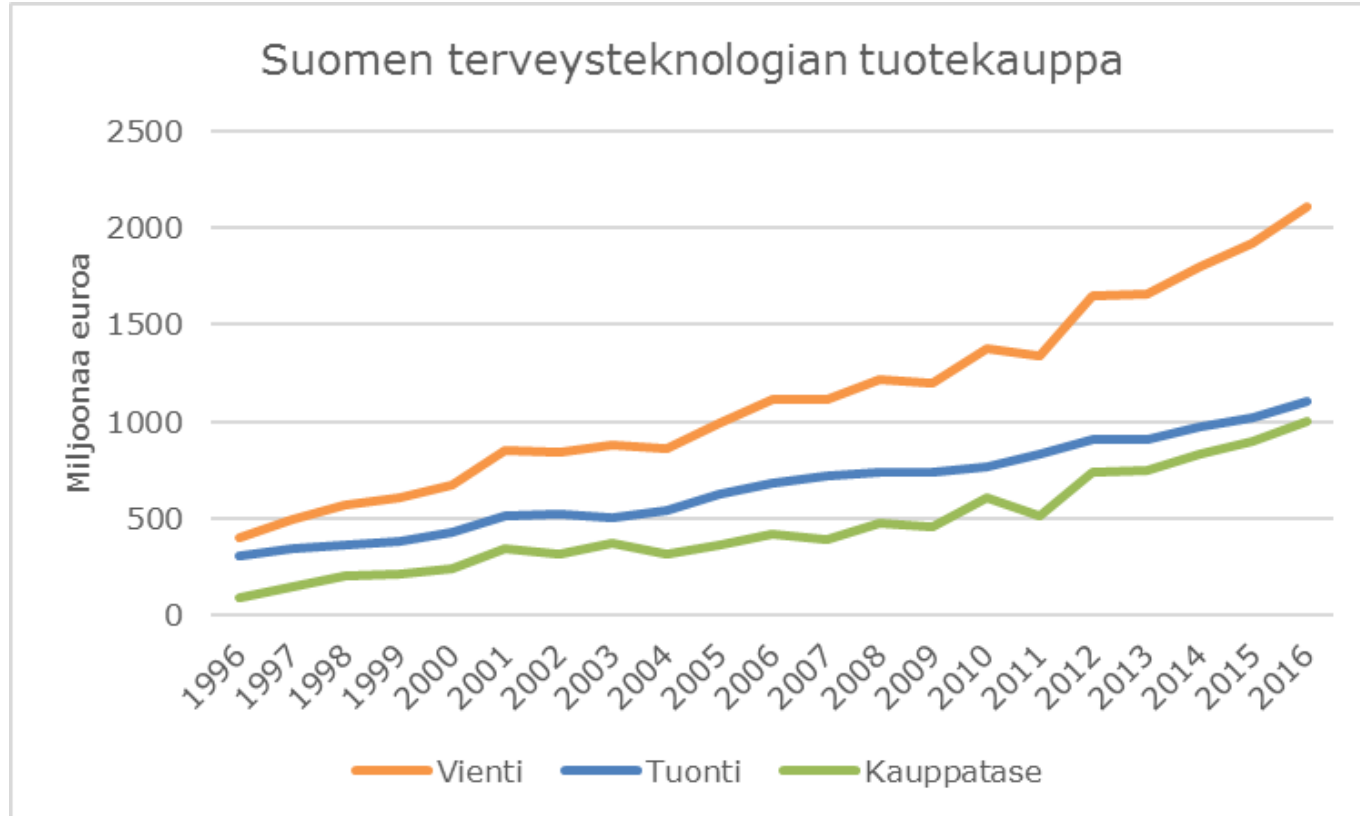


Terveysteknologian tavaravienti nousi 10% vuonna 2016. Vienti oli arvoltaan 2,1 miljardia euroa

Suomen tavaraviennin arvo laski 4%. Vienti oli arvoltaan 51,8 miljardia euroa



Kasvu on jatkunut jo parikymmentä vuotta!



Vienti 2016

2,1 miljardia €.

10% nousua
edellisvuodesta.

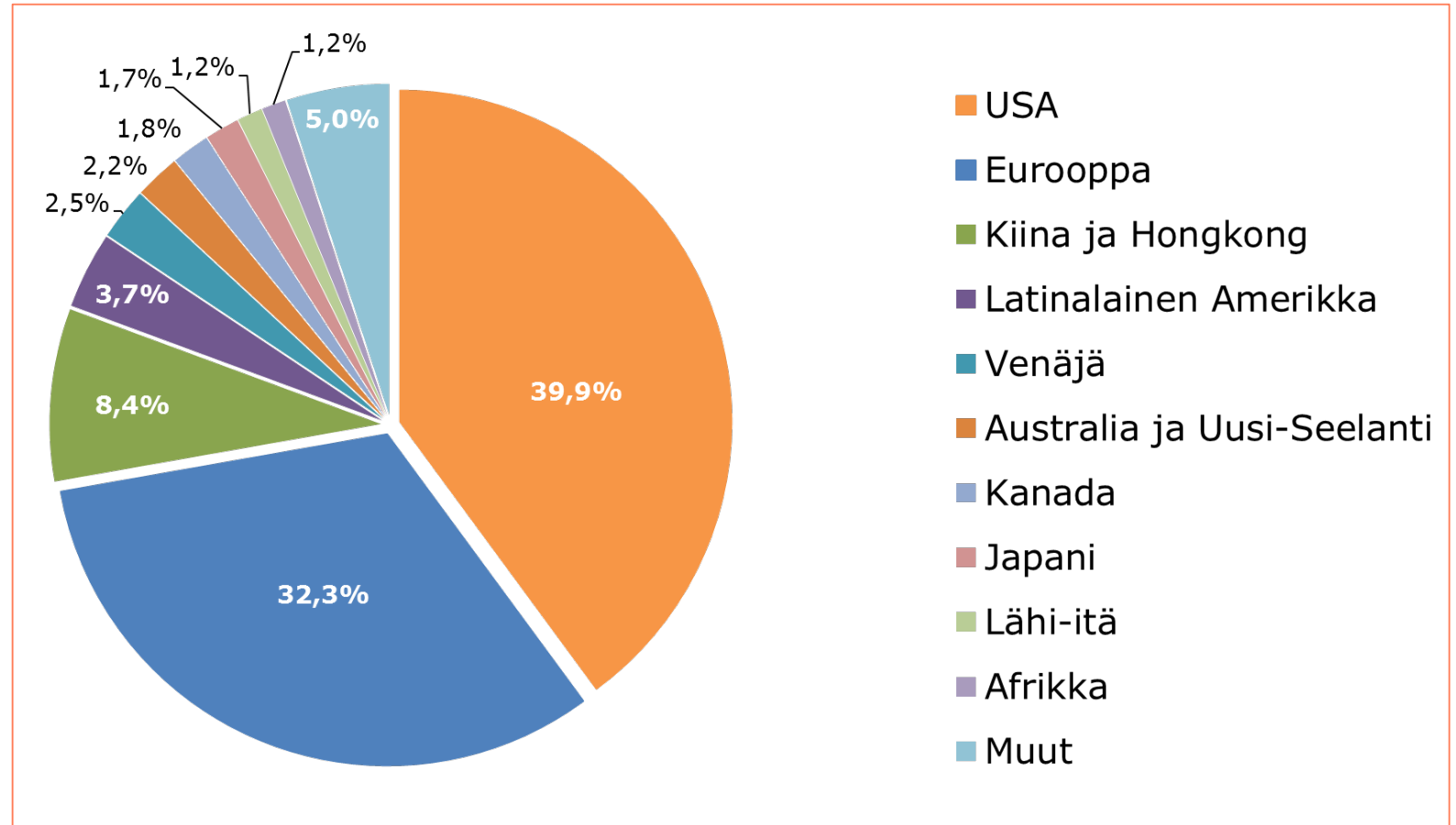
Kauppatase 2016

+1,0 miljardia €.



Yhdysvallat oli tärkein vientimaa, Kiina toinen

- 1. Yhdysvallat:**
Kasvua 23%, 841 milj.€.
- 2. Kiina, ml. Hongkong:**
Kasvua 19%, 177 milj.€.
- 3. Saksa:**
Laskua 11%, 139 milj.€.
- 4. Ranska:**
Kasvua 10%, 86 milj.€.
- 5. Ruotsi:**
Kasvua 5%.
- 6. Iso-Britannia:**
Laskua 15%.



Healthtech Finland auttaa alan yritysten kasvua ja kansainvälistymistä olemalla yritysten kohtaamispaikka ja kehittämällä palveluja jäsenille huomioiden terveysalan erityispiirteet.

Mentorointi kasvun edistämiseksi.

Startup-verkosto yhteistyön lisäämiseksi.

Terveysalan kasvustrategia kasvun tueksi.

Sote-uudistus myös yritysten hyödyksi.

Työryhmät ja alueellinen toiminta

Päätätjä- ja sijoittajayhteistyö

PLANMECA GROUP

Better care through innovation



Planmeca Group

Founded in 1971
in Helsinki, Finland



Planmeca Group

**Now the largest
privately owned dental
manufacturing company
in the world**



Our mission

Better patient care through
pioneering health care solutions
that improve the daily workflow
of dental and medical
professionals around the world





Planmeca Group

What we do



Dental equipment,
instruments and software



Dental supplies and services



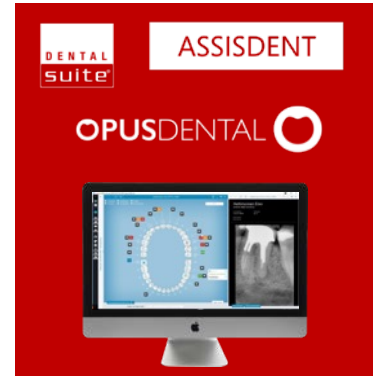
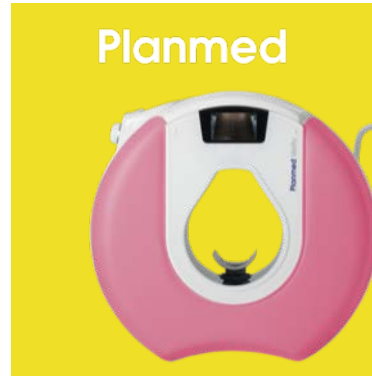
Medical 2D and 3D imaging
devices and software



Education



Manufacturing business



Wholesale and retail business



Education

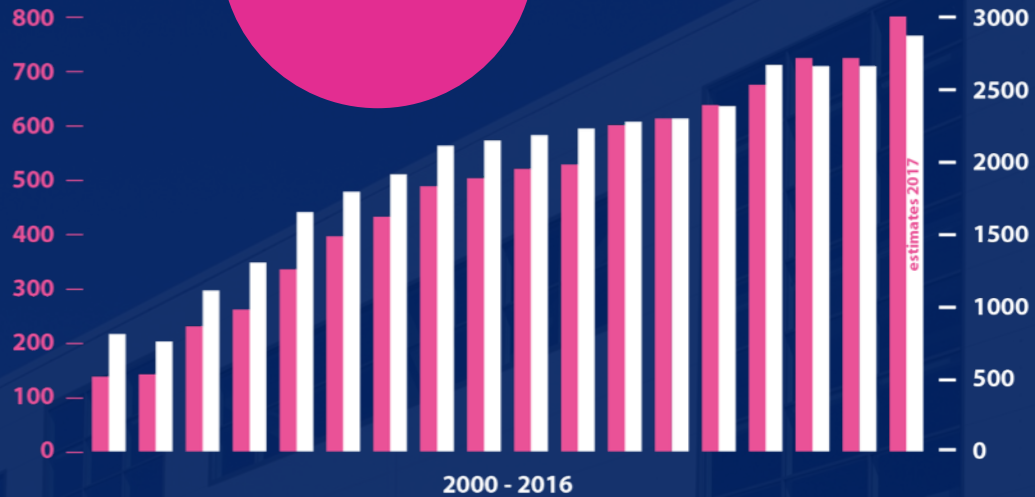


Planmecca Group in numbers

Steady growth since 1971

734 meur
2015 turnover

TURNOVER
MILLION EURO



PERSONNEL

2,700
EMPLOYEES
WORLDWIDE



Planmeca Group

Global player

Distributors in
120 countries



Number 1 in France

Market leader in Scandinavia

Market leader in panoramic
2D & 3D imaging in China

Extensive distribution
network in Africa

Number one in panoramic
imaging in the U.S.

Planmeca Group

**What makes us
successful**



What makes us successful

Global trends

Ageing population

more dental care needed

More people

more teeth to take care of than ever before

Growing middle class

more is being spent on dental care

Aesthetic values are increasingly important

more demand for aesthetic dentistry

Internet of Things

from products to services



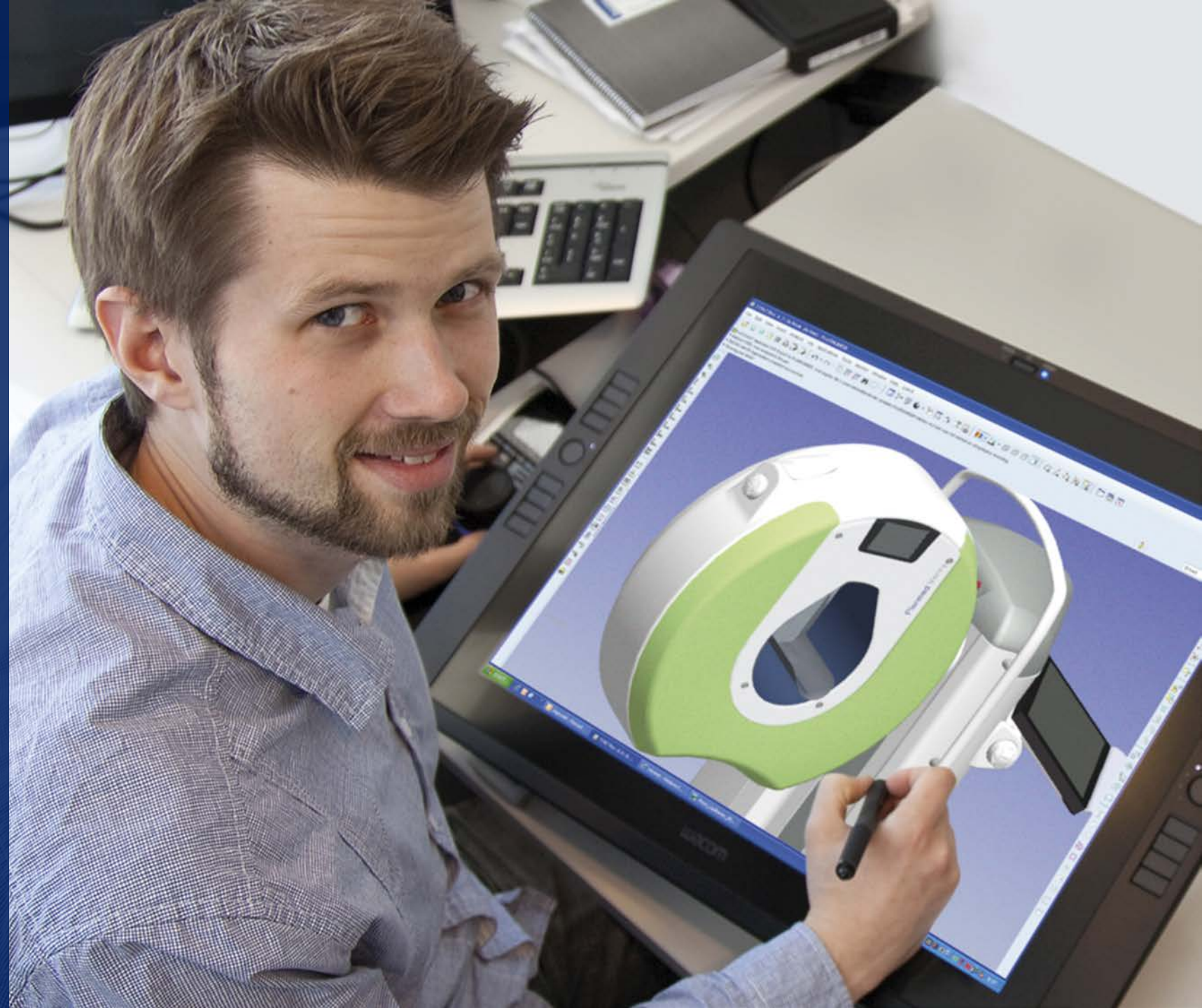
What makes us successful

Always one step ahead

In-house team of researchers and designers dedicated to emerging technologies

10 % of annual turnover goes to R&D

Over 400 global patents



What makes us successful

Design principles

Efficient workflow

Healthy medical team

Relaxed patient

Long lasting aesthetics



What makes us successful

Quality made in Finland

Designed, built and assembled
under one roof for an unmatched
attention to detail.

Built using the latest technology and
the best materials and developed
with the strictest quality control
standards.



What makes us successful

Our dental community

We are working to build a better international dental community, bringing professionals together in thousands of Planmeca events every year.



What makes us successful

University partners

The number one choice of
200+ leading universities
on all continents



Advanced software

One software for all

The advertisement features a central blue circle containing a large white number '1'. Inside the circle, the text 'Planmeca Romexis' is displayed, with 'Planmeca' in blue and 'Romexis' in pink. Surrounding the circle are several dental-related images and labels: a 2D dental X-ray machine on the left, a 3D dental X-ray machine on the right, a dental unit on the bottom right, a red dental chair on the bottom left, and a computer monitor displaying a 3D skull model and X-rays in the center. The circle is labeled with '2D imaging', '3D imaging', 'CAD/CAM solutions', 'Dental units', 'Information and monitoring', and 'Infection control'.

Advanced software

Secure image and data transfer service

Planmeca Romexis user



Planmeca Romexis® Cloud

IMAGES
REFERRALS
INTERPRETATIONS
TREATMENT PLANS

Anybody, anywhere



Advanced software

Clinic management



Planmeca Romexis® Clinic Management – smoother workflow for clinics of all sizes with real-time information and monitoring.



Advanced software

Operational analytics at your fingertips



With our web-based **Planmeca Romexis® Insights** service for clinics and group practices, you can take advantage of interactive dashboard views at any time and base your evaluations on clear visualisations of usage statistics.

Frontrunners in open CAD/CAM dentistry

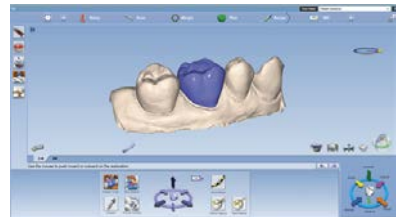
PLANMECAFIT™

CAD/CAM for dental clinics



Scan

Planmeca Emerald™
Planmeca PlanScan®



Design

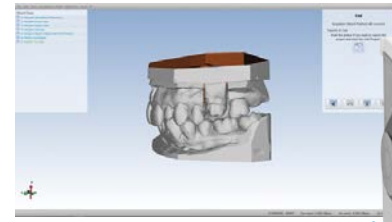
Planmeca PlanCAD® Easy



Mill

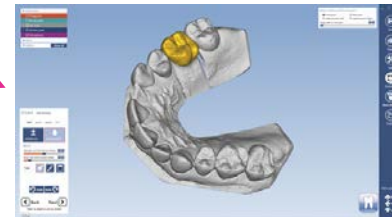
Planmeca PlanMill® 40 S
Planmeca PlanMill® 30 S

CAD/CAM for Dental labs



Scan

Planmeca PlanScan® Lab



Design

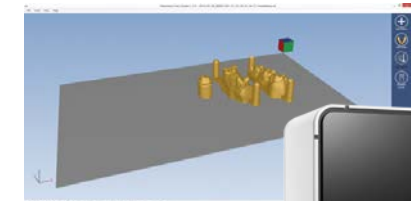
Planmeca PlanCAD® Premium



Mill

Planmeca PlanMill® 50

3D printing



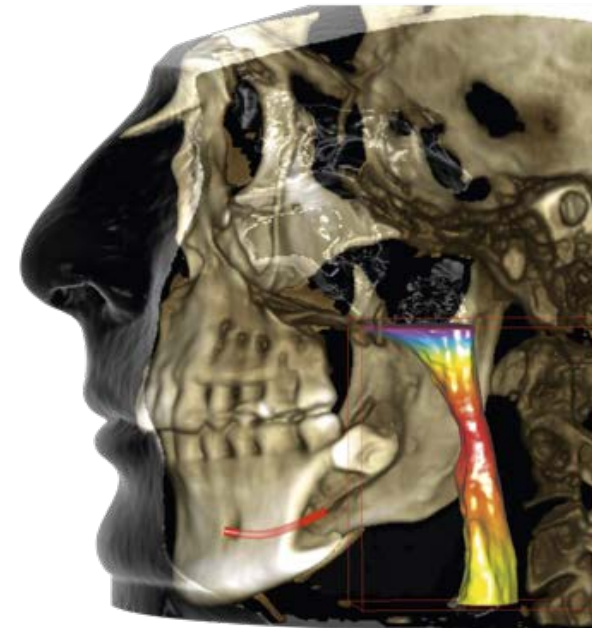
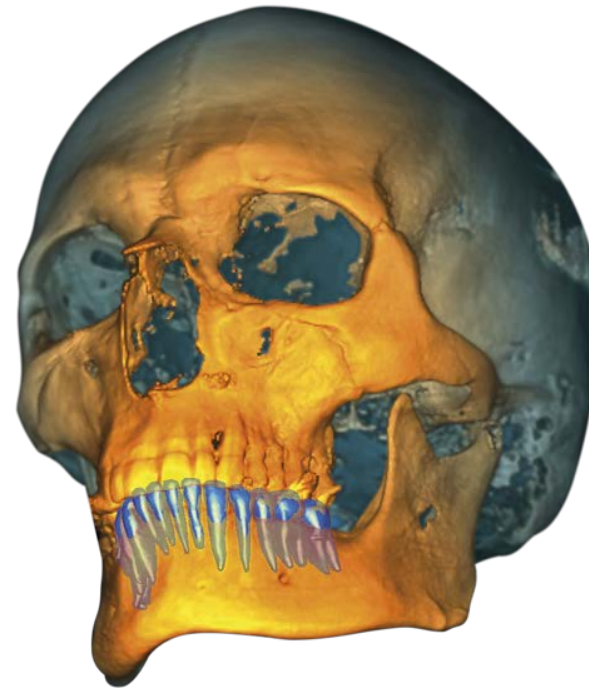
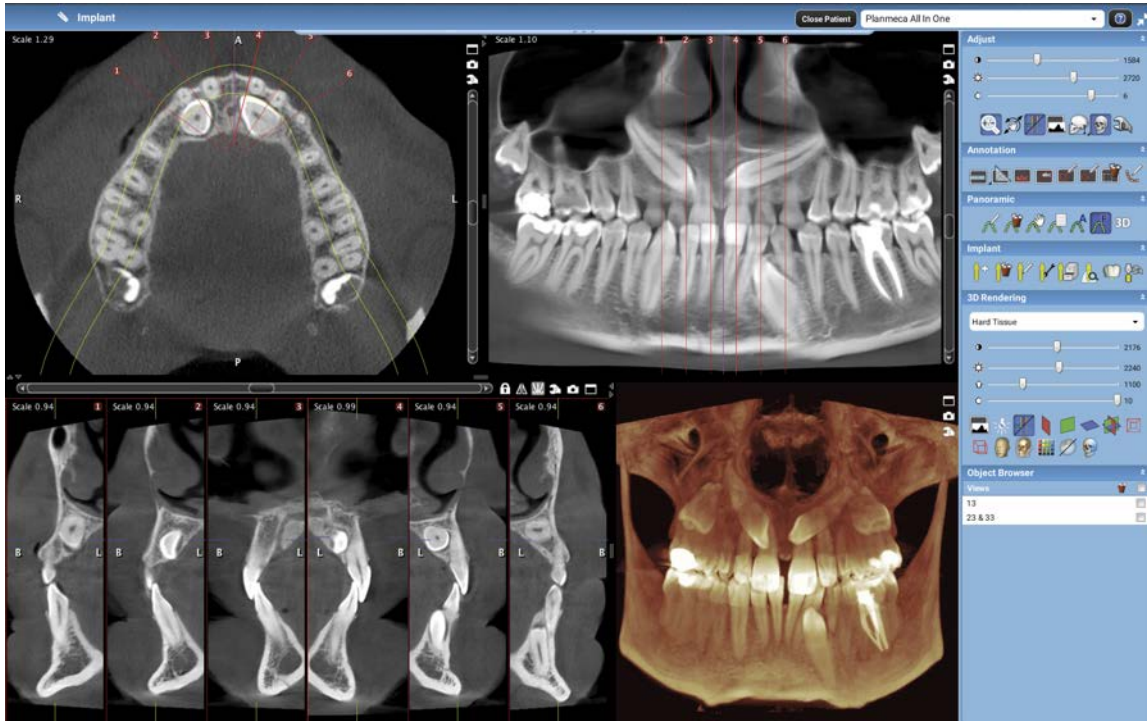
3D print

Planmeca Creo™

Advanced software

3D imaging

Pioneering 3D imaging tools for implantology, endodontics, prosthodontics, periodontics, orthodontics, maxillofacial surgery, and radiology.



Industry leading imaging

Planmeca virtual patient



CBCT



3D model scan



3D face photo



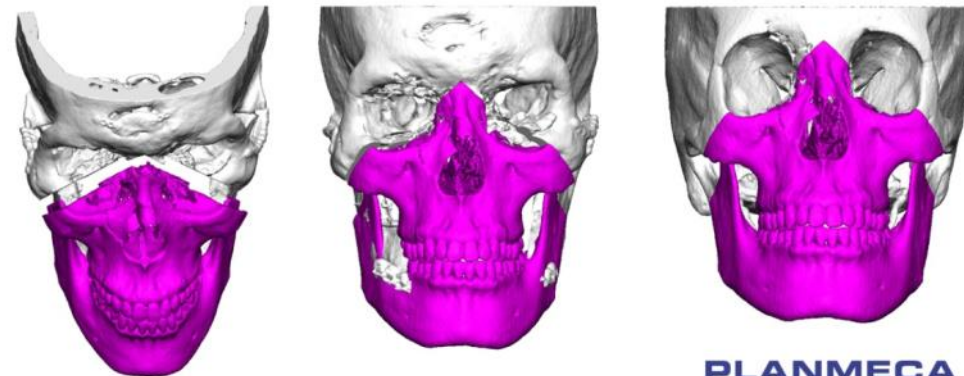
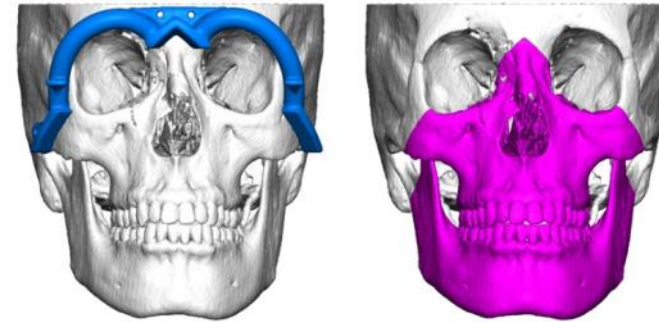
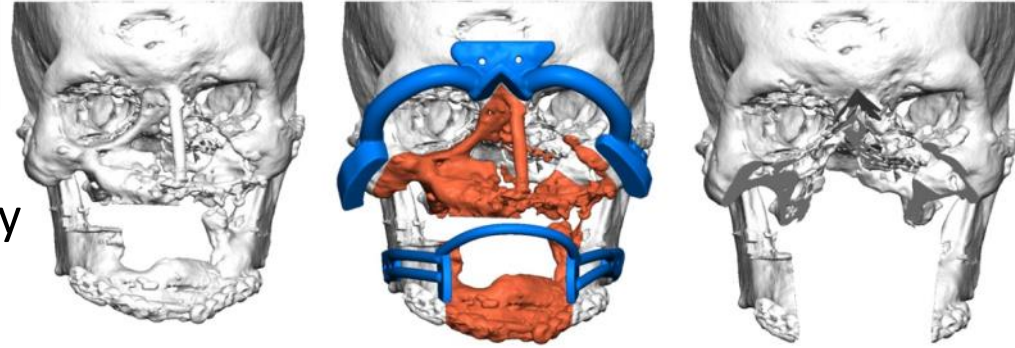
Patient-specific implants

Planmeca ProModel™ service
– patient-specific implants and
physical models for
maxillofacial surgery.

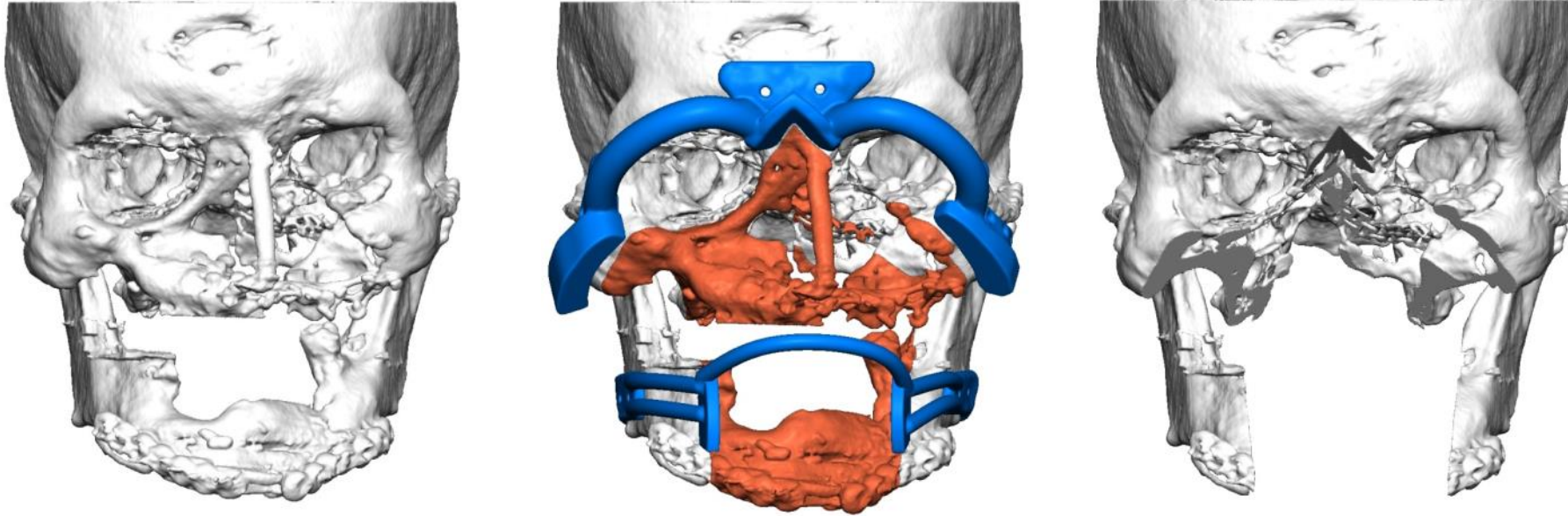


HUS and Planmeca cooperation

- Cooperation spans nearly a decade
- Facial reconstruction very demanding due to the complexity of facial bones
- Advantages of 3D planning from surgeon's point of view:
 - Preoperative planning before the operation
 - Informing the patient
 - Three-dimensional visualization of facial bones
 - Localization of tumors
 - Surgical guides
 - Individual implants



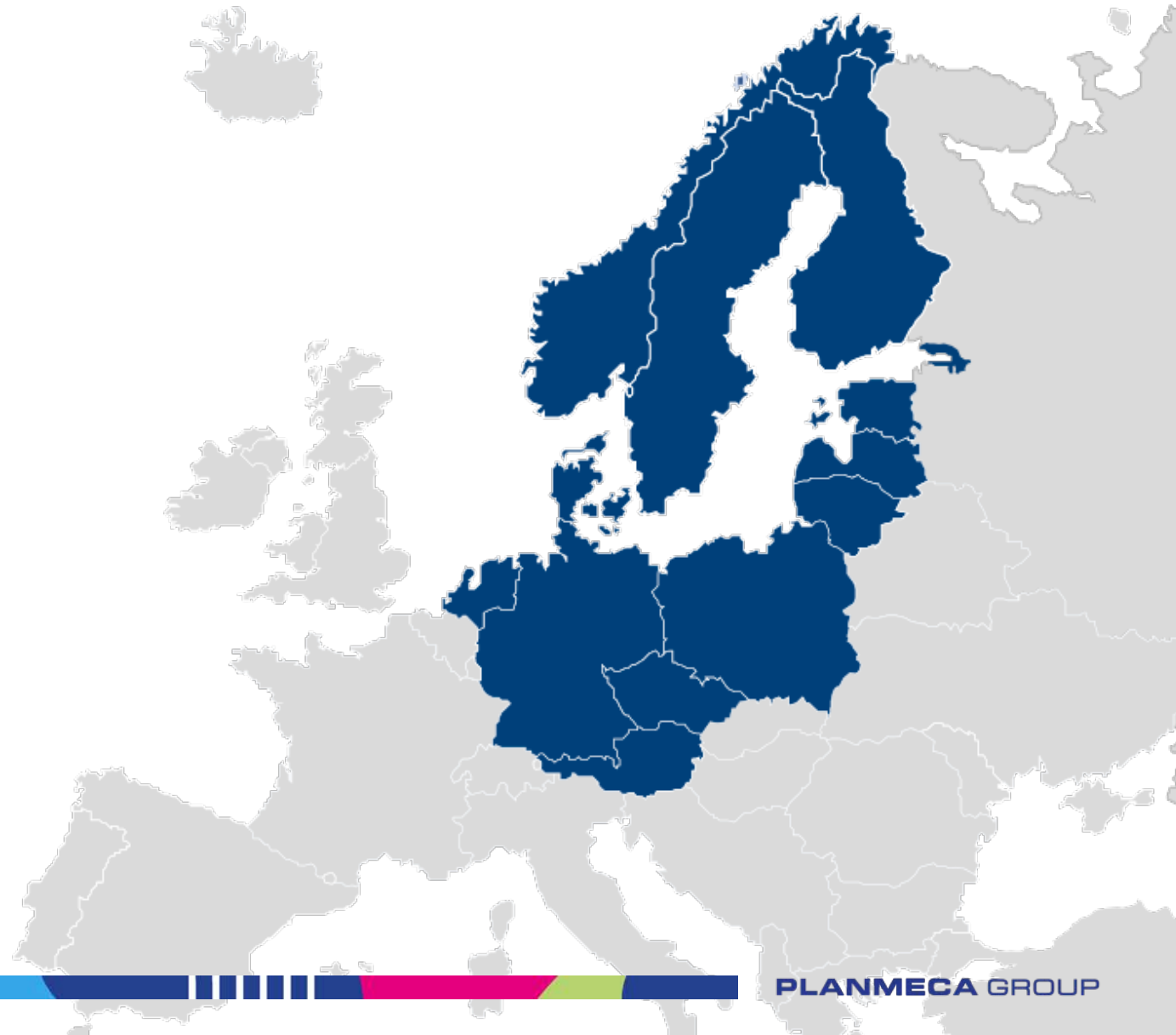
Advantages of 3D planning



- Preoperative planning of the operation
- Simulating the operation using different possible anatomies
- Rehearsing the sawing with 3D printed anatomical models
- With the help of 3D designed surgical guides an exactly same shaped area could be removed from both the donor and the patient
- Patient specific surgical guides
- With the help of the surgical guides the operation was faster and more accurate
 - Decreased surgical time significantly (4-5 hours)

The biggest dental supply chain in Northern Europe

- A European chain of modern dental supply houses providing services to all dental professionals
- Offers dental practices and laboratories all the equipment, instruments, materials, software, and services they need
- A product selection of over 85,000 articles from the world's leading brands



Plandent Division

Over 85,000 articles

- Fast deliveries
- Advanced material management systems
- Automated warehouse system





Education

Planmeca offers high-quality dental courses and product training for international dental professionals

Committed to continuous learning



PLANMECA
Digital Academy

- Training activities to for dental professionals from dental practitioners and universities to dealers and other key-partners
- Strong and dynamic training organization that brings together
 - University and Clinic Partnerships
 - Product trainings
 - E-Learning
 - Training Centers
 - Institutes of Dental Education



Nordic Institute of Dental Education



- Joint venture of Planmeca and the University of Turku
- Continued education for international dental professionals
- The topics of the courses are related to e.g. 3D imaging, CAD/CAM technologies, prosthodontics, endodontics, biomaterials science, and orthodontics

PLANMECA GROUP

Better care through innovation

