

**Vietnam Surgical Instruments Market By Type (Surgical Staplers, Handheld Instruments, Surgical Scopes, Electrosurgical Devices, Others), By End User (Hospitals & Clinics, Ambulatory Care Centers, Others), By Region, Competition, Forecast & Opportunities, 2020-2030F**

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**Report description:**

Vietnam Surgical Instruments Market was valued at USD 194.40 Million in 2024 and is anticipated to witness an impressive growth in the forecast period with a CAGR of 8.70% through 2030. Surgical instruments are specialized tools or devices used by healthcare professionals, particularly surgeons and operating room personnel, during surgical procedures to perform specific tasks with precision. These instruments are designed to aid in various aspects of surgery, including making incisions, manipulating tissues, controlling bleeding, suturing wounds, and achieving other surgical objectives. Surgical instruments play a critical role in ensuring the success and safety of surgical procedures. The increasing prevalence of medical conditions and the growing aging population have led to a higher demand for surgical procedures. Surgical instruments are essential tools in a wide range of surgical interventions, from routine procedures to complex surgeries.

**Key Market Drivers**

**Rising Prevalence of Chronic Diseases**

The increasing burden of chronic diseases in Vietnam is a significant driver of the surgical instruments market. A population-based study conducted in rural Vietnam revealed that 39% of individuals aged 25 to 74 reported having at least one chronic disease. Additionally, over 10% of respondents reported suffering from multiple chronic conditions. As the prevalence of conditions such as cardiovascular diseases, diabetes, cancer, and orthopedic disorders rises, the demand for surgical procedures and associated medical devices continues to grow. Several factors contribute to this trend:

Chronic diseases often require surgical treatment at various stages. In Vietnam, as of 2019, 2.4 million individuals were diagnosed with cardiovascular diseases, with 65% of cases attributed to atherosclerosis. Cardiovascular disease remains the leading cause of mortality, with high prevalence rates of ischemic heart disease and ischemic stroke. Conditions like coronary artery disease and

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valve disorders necessitate procedures such as bypass surgery, stenting, and valve replacement. Many cancer treatments involve tumor removal surgeries, increasing the need for precision surgical instruments. Cancer is the second leading cause of death worldwide, accounting for an estimated 9.6 million fatalities in 2018. In Vietnam, approximately 165,000 new cancer cases are diagnosed annually, with around 115,000 cancer-related deaths each year. The country's age-standardized cancer mortality rate stands at 104 per 100,000 population, ranking 57th globally. Long-term complications of diabetes, such as foot ulcers and vascular issues, often require surgical intervention. To manage the increasing caseload of chronic disease-related surgeries, Vietnam's healthcare sector is rapidly expanding. Public and private hospitals are investing in new surgical departments and upgrading existing infrastructure. The government has prioritized modernizing healthcare facilities under initiatives like the Grassroots Healthcare Network Development Plan (2021-2030, Vision 2050) to improve access to surgical treatments. The growing number of specialized treatment centers for cardiology, oncology, and metabolic disorders is driving procurement of high-quality surgical instruments.

#### 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.

#### 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.

#### 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

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## 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:

### -[]VietnamSurgical Instruments Market, By Type:

- o Surgical Staplers
- o Handheld Instruments
- o Surgical Scopes
- o Electrosurgical Devices
- o Others

### -[]Surgical Instruments Market, By End User:

- o Hospitals & Clinics
- o Ambulatory Care Centers
- o Others

### -[]Vietnam Surgical Instruments Market, By region:

- o Northern Vietnam
- o Southern Vietnam
- o 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, TechSci 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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