



EXPLORING THE MEDICAL DEVICE MARKET (IV CANNULA) OF UAE

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OBJECTIVES AND RESEARCH QUESTIONS

OBJECTIVES

1. To analyze the current status and trends of the UAE medical device market.
2. To understand regulatory and legal frameworks affecting medical device imports.
3. To evaluate the competitive landscape of the IV cannula segment.
4. To design a market penetration strategy tailored to UAE healthcare dynamics.

RESEARCH QUESTION

- What are the primary trends and challenges in the UAE medical device sector?
- How does MOHAP's regulatory framework affect new product entry?
- Who are the main competitors and what is their market share in IV cannulas?
- What strategies can enable effective market penetration for IV cannulas in the UAE?

INTRODUCTION

The UAE has rapidly emerged as a regional leader in healthcare, driven by strong infrastructure, high health spending, and growing private sector involvement. With rising demand for advanced medical devices, intravenous (IV) cannulas play a critical role across medical settings. Despite market growth, challenges like import dependency and regulatory complexity persist. This report explores the UAE's IV cannula market, focusing on its potential, competition, and entry opportunities for new players.



KEY DEMAND DRIVERS

1

HEALTHCARE INFRASTRUCTURE EXPANSION:

Ongoing investments in healthcare facilities and services are increasing the demand for medical consumables, including IV cannulas.

2

RISING INCIDENCE OF CHRONIC DISEASES:

Conditions such as diabetes, cardiovascular diseases, and kidney disorders require frequent medical interventions, elevating the need for IV access devices.

3

MEDICAL TOURISM:

The UAE's status as a medical tourism hub attracts international patients, further driving the demand for medical supplies.

4

AGING POPULATION:

An increasing elderly population necessitates more medical procedures, thereby boosting the consumption of IV cannulas.

5

TECHNOLOGICAL ADVANCEMENTS:

Innovations in IV cannula design, focusing on safety and efficiency, are enhancing their adoption in medical practices.

IMPORT/EXPORT DYNAMICS OF MEDICAL DISPOSABLES IN UAE

IMPORT DYNAMICS

Total Imports: In 2023, the UAE imported medical instruments valued at **USD 802 million**, making it the 33rd largest importer globally in this category.

Key Import Partners:

- **United States:** USD 179 million
- **Germany:** USD 102 million
- **Mexico:** USD 70.5million
- **China:** USD 69.5 million
- **Japan:** USD 43.4 million

Notable Products:

- **Syringes, Needles, Catheters, Cannula:** The UAE imported **USD 124.9 million** worth of these items, ranking it first globally in this category.
- **Medical Imaging Equipment:** USD 86.9 million (1st globally)
- **Electrodiagnostic Equipment:** USD 34.4 million (1st globally)
- **Dental Products:** USD 33.6 million (2nd globally)

Export Dynamics

Total Exports: In 2023, the UAE exported medical instruments valued at **USD 246 million**, ranking it 41st globally in this category.

Top Export Destinations:

- **Iraq:** USD 36.8 million
- **Iran:** USD 25.2 million
- **India:** USD 16.9 million
- **Oman:** USD 15.4 million
- **United States:** USD 11.5 million

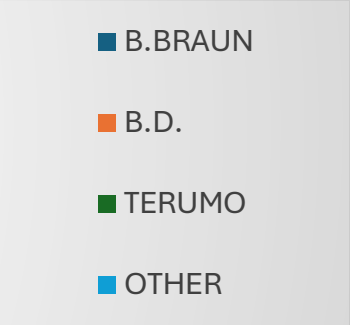
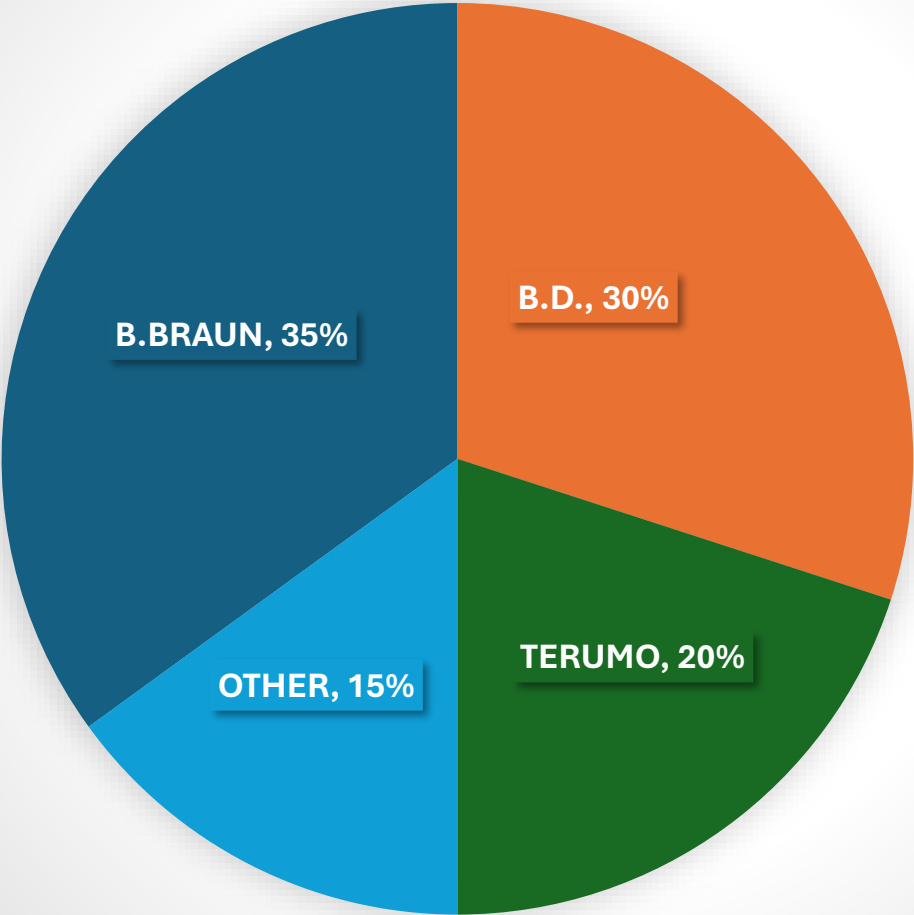
Product Highlights:

- **Syringes, Needles, Catheters, Cannula:** The UAE exported **USD 124.9 million** worth of these items, leading globally in this category.
- **Bandages & Dressings:** USD 7.66 million (1st globally)
- **Orthopaedics & Prosthetics:** USD 73.5 million (1st globally)
- **Sterilizers & Autoclaves:** USD 253 million (1st globally)

UAE MEDICAL DEVICE MARKET GROWTH FORECAST



IV CANNULA MARKET SHARE BY SUPPLIERS(UAE)





Revenue, 2024 (US\$M)

\$96.1



Forecast, 2030 (US\$M)

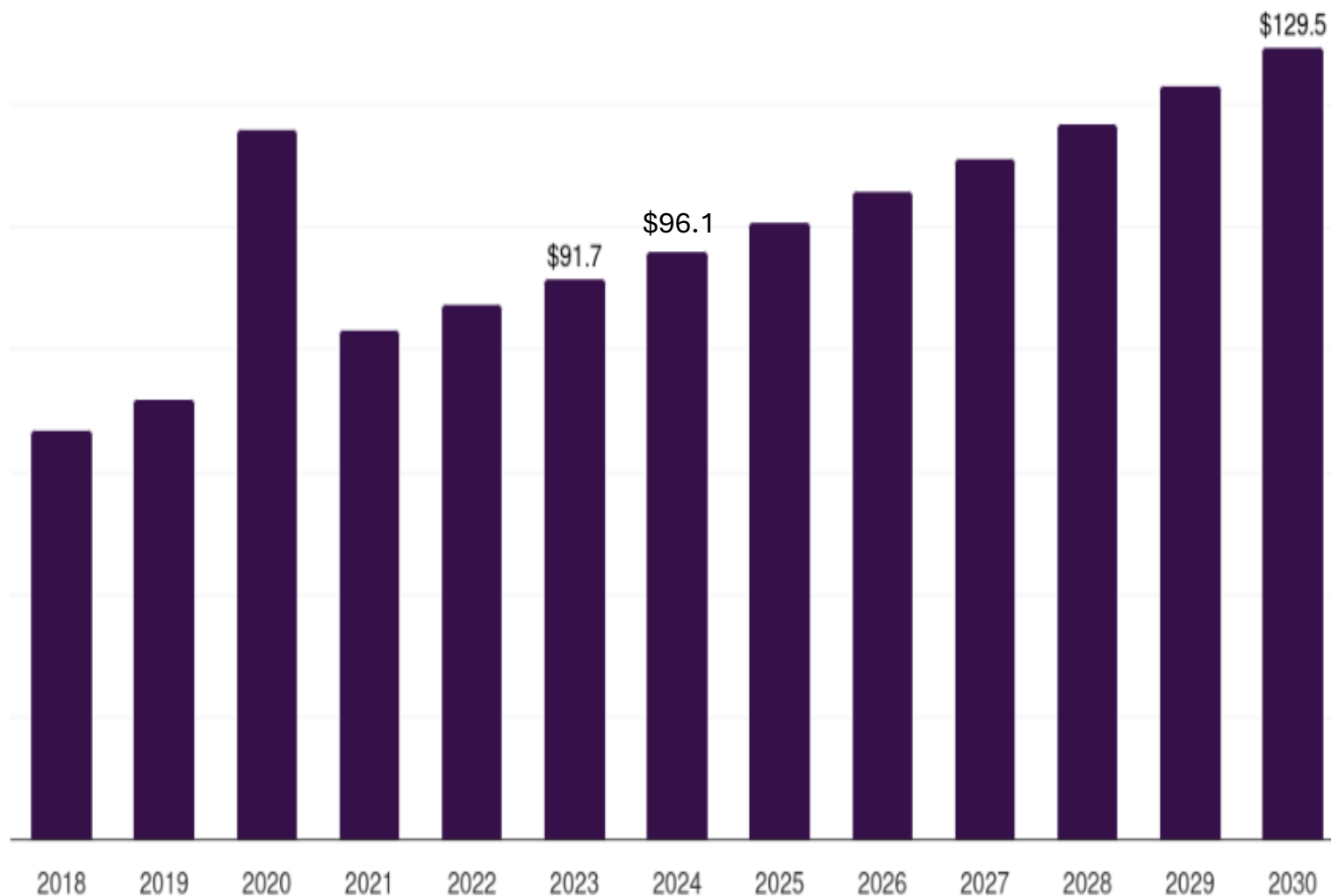
\$129.5



CAGR, 2025 - 2030

5.1%

UAE INTRAVENOUS CATHETER MARKET, 2018-30 (US\$M)



Market revenue in 2023	\$ 91.7 M
Market revenue in 2030	\$129.5M
Growth rate	5.1% (CAGR from 2023-2030)
Largest segment	Peripheral catheters
Fastest Growing segment	Central Venous catheters
Historical data	2018-2022
Base year	2023
Forecast period	2024-2030
Quantitative units	Revenue is USD million
Market segmentation	Peripheral catheters , midline peripheral catheters , central venous catheters
Key market players worldwide	Boston scientific corp., BD, B Braun, sterimed group , angioplast , Teleflex inc., Terumo corp., Nipro corp., cook , ICU medical inc., Babbel.



Revenue, 2023 (US\$M)

\$5,734.8



Forecast, 2030 (US\$M)

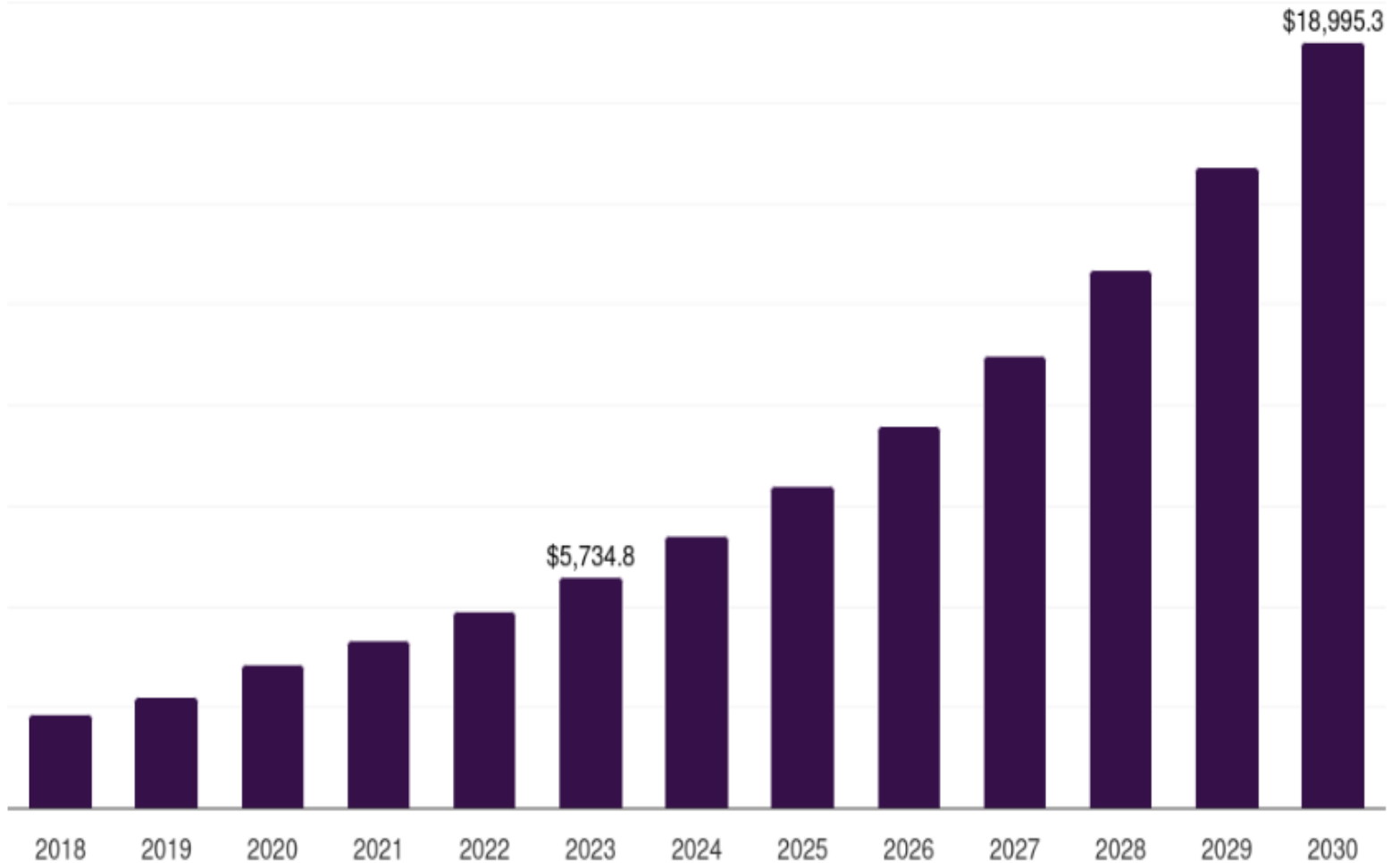
\$18,995.3



CAGR, 2024 - 2030

18.7%

UAE MEDICAL DISPOSABLES MARKET, 2018-2030 (US\$M)



Market revenue in 2023	\$99.2m
Market revenue in 2030	\$176.2m
Growth rate	8.6%(CAGR from 2023-2030)
Largest segment	Natural rubber
Fastest growing segment	Nitrile
Historical data	2018-2022
Base year	2023
Forecast period	2024-2030
Quantitative units	Revenue in USD million
Market segmentation	Natural rubber , nitrile , vinyl , Neoprene, Polyethylene, other material
Key market players worldwide	Ansell ltd., Top glove corp Bhd , Hartalega holdings Bhd., supermax corp Bhd., kossan rubber industries Bhd., cardinal health inc., semperit AG Holding, RUBBEREX, Dynarex corporation , B.Braun Medical.

CONCLUSION

- **Growing Market:** The UAE IV cannula market will reach USD 129.5M by 2030.
- **Import Reliance:** 90% of devices are imported—a big entry opportunity.
- **Key to Success:** Regulatory compliance, safety features, local partnerships.
- **Supportive Policies:** Government initiatives boost local manufacturing and innovation

