

LUXEMBOURG HEALTHTECH ECOSYSTEM MAPPING

SCOPE AND METHODOLOGY

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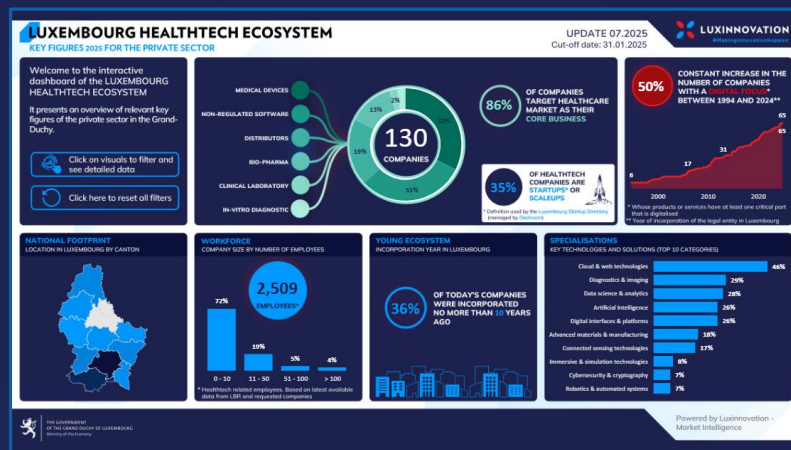
An ecosystem mapping, as developed by Luxinnovation's Market Intelligence department, is based on the establishment of a consolidated database of public and / or private entities (institutions, companies, etc.) in Luxembourg that belong to the same ecosystem or sector, target the same market, or use the same technology, for example.

SCOPE OF THE HEALTHTECH ECOSYSTEM MAPPING

The scope of the healthtech ecosystem mapping includes private companies with technologies addressing the needs of the human health market (spanning from technologies enabling personalised medicine – such as wearable devices for patient remote monitoring to improve chronic disease management, for example – to apps for mental health support, etc.). Activities of healthcare providers (e.g. doctors, dentists, prosthetists) and those of the public sector (e.g. public biomedical research, public hospitals) have been excluded.

Mapped entities include companies developing and/or producing and/or selling **regulated health technologies** and products **that have a medical purpose**, i.e. that act on disease prevention, diagnosis, prognosis or treatment and are placed on the EU market in accordance with European regulations, specific standards or guidelines (CE mark, ISO 13485, GMP, GDP, etc.) aiming to ensure product quality and efficacy, patient safety and the protection of public health in general (e.g. dental prosthesis, COVID tests, software for breast cancer detection from medical image analysis, flu vaccine), as well as companies providing advisory services or contributing to the supply chain in these areas.

Additionally, the mapping includes companies developing and/or producing and/or selling **non-regulated health technologies**, products or services **that do not have a medical purpose**, i.e. which are used by healthcare professionals for administrative tasks (e.g. software to manage medical appointments), by patients for getting access to health information (e.g. patient engagement platform), or individuals for health and well-being management (e.g. wellness apps).



HEALTHTECH SUBSECTORS

The healthtech ecosystem in Luxembourg is characterised by six (6) complementary sub-sectors:

- 1) Medical devices:** this sub-sector includes companies active in the field of medical devices, as defined by European regulation (EU)2017/745, through consulting, research and development, production and sales. This sub-sector also includes companies developing, producing and selling health software intended to be used as medical devices and companies contributing to the supply chain of medical device companies.
- 2) Non-regulated health software:** this sub-sector includes companies active in the development, production and sales of software not intended to be used as medical devices.
- 3) Distributors:** this sub-sector includes companies that specialise in selling and delivering medical devices and/or drugs and/or non-regulated health software to medical professionals.
- 4) Bio-pharma:** this sub-sector includes companies specialised in biotechnology research and development and companies providing advisory services or contributing to the supply chain of biopharmaceutical companies.
- 5) Clinical laboratories:** this sub-sector includes legally¹ authorised private clinical laboratories
- 6) In-vitro diagnostic:** this sub-sector includes companies that develop, produce and sell in vitro diagnostic medical devices as defined by European regulation (EU)2017/746.

¹ Loi du 8 mars 2018 relative aux établissements hospitaliers et à la planification hospitalière*



SELECTION CRITERIA

On the basis of the above, to be included in the mapping of the healthtech ecosystem in Luxembourg, companies must meet all the following criteria:

- 1. Be a commercial company¹, active² and registered in Luxembourg as of 31 January 2025.
- 2. Develop, in Luxembourg, technologies targeting exclusively the needs of the human health market (core business activity) or diversifying their technological offer towards the needs of the human health market (non-core business activity).
- 3. Operate, on the Luxembourg territory, activities of research, development, innovation, production, advisory or marketing and sales or contribute to the supply chain in the different healthtech sub-sectors.
- 4. Have Luxembourg-based economic substance.

¹ Only commercial companies with a Luxembourg Business Register Number starting with the letter "B" are included in the mapping. All other LBR profiles (sole traders (A), foundations (G), non-profit associations (F), public institutions (J), etc.) are excluded.

² Dissolved companies, as well as companies in bankruptcy process or in liquidation process are excluded from the mapping.

METHODOLOGY TO MAP THE HEALTHECH ECOSYSTEM

This mapping combines the expertise and analytical tools of Luxinnovation's Market Intelligence department with the sector-specific expertise in health technologies of Luxinnovation and the Ministry of the Economy.

The mapping methodology follows four main steps:

STEP 1: SCOPE DEFINITION

The first step was to clearly define the scope of the healthtech ecosystem mapping in order to determine what entities should be covered. The decision was taken to align the mapping with the strategic economic priorities on medical devices, in vitro diagnostics and, more particularly, on digital health defined by the Ministry of the Economy to support the development of the healthtech sector as one of the pillars of Luxembourg economic diversification, while contributing to the implementation of preventive and personalised medicine at the national level.

STEP 2: IDENTIFICATION AND SELECTION OF RELEVANT SOURCES

In order to identify potentially relevant entities to be mapped as part of the current healthtech ecosystem in Luxembourg, the following sources were used (aggregated):

- Luxinnovation knowledge about Luxembourg-based companies
- Company websites
- Corporate databases (*PitchBook*, *EditusData* and *Dealroom*)

Each type of source was questioned to obtain results related to the scope of the mapping, i.e. private companies addressing the needs of the human health market with their technologies.

This allowed for building a raw database of entities potentially relevant to the mapping.

STEP 3: SELECTION AND CLASSIFICATION OF RELEVANT ENTITIES

This step consisted in validating whether each identified company should be part of the mapping or not, by collecting data about their business, substance and activities in Luxembourg. It was carried out jointly by market intelligence analysts and sector experts.

STEP 4: DESIGN OF A DECISION SUPPORT TOOL

This final step aims at exploiting the database to support the decision-making process of policymakers and other stakeholders in the ecosystem. The following tools are provided:

- An **interactive dashboard** displaying the key figures of the healthtech ecosystem in Luxembourg in a synthetic and dynamic way to quickly capture the identity and specificities of this ecosystem for national and international promotion and investment attraction purposes.
- A **monitoring tool** offering access to the entire dataset to:
 - 1) analyse and monitor the evolution of healthtech ecosystem over a specific period of time;
 - 2) support evidence-based policymaking by identifying gaps, strengths and opportunities within the ecosystem;
 - 3) identify key stakeholders, technologies and capabilities to foster collaboration and innovation in order to establishing Luxembourg as a competitive hub for healthtech innovation.

The access to the monitoring tool is restricted to authorised stakeholders.

- A **"Facts & Figures" report** providing an in-depth analysis of the data in order to better characterise and understand the Luxembourg healthtech ecosystem.

Your feedback

For any request regarding this mapping, please feel free to contact us at: knowledgehub@luxinnovation.lu