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Sanviva brings innovative medical devices to markets across Europe

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Today marks the launch of Sanviva – a network that combines local sales, distribution and market expertise to offer medical device suppliers a single point of access to healthcare markets across Europe.

Sanviva brings together medical device distributors Apodan, PartnerMed, AllweCare and XboXLab, operating across the Nordics and Benelux with a portfolio covering product categories such as wound care, ostomy care and in vitro diagnostics.

The company is built on longstanding exclusive supplier relationships, a strong local presence, and expertise in regulatory requirements and public tenders. Together, the Sanviva network helps suppliers bring medical devices to healthcare markets throughout Europe. Sanviva currently employs around 60 people across Denmark, Sweden, Norway, Finland, Belgium and the Netherlands.

Andreas von Scholten joins Sanviva as Group CEO

Andreas von Scholten has been appointed Group CEO of Sanviva. He is joining Sanviva from Grobest Group and has previously held senior leadership roles at Zoetis and Coloplast.

“We believe that local presence and deep market understanding are essential to serving our suppliers and customers,” says Andreas von Scholten. “Many medical device developers prefer to work with trusted local partners rather than build their own presence in every country. Through exclusive relationships, suppliers benefit from local expertise and established relationships without having to navigate each market separately, while healthcare providers and patients gain access to the latest innovations.”

Sanviva combines local expertise with broader European reach and will continue to expand both its product offering and geographic presence across Europe.

About Sanviva

Sanviva is a network that brings innovative medical devices to markets across Europe. With headquarters in Copenhagen Denmark, the network currently consists of Apodan, PartnerMed, AllweCare and XboXLab, with a presence in Sweden, Denmark, Norway, Finland, Belgium and the Netherlands.

Sanviva's portfolio covers a diverse range of medical device categories including wound care, ostomy care, continence care, hygiene, compression and in vitro diagnostics. Sanviva is owned by the investment fund Axcel together with Sanviva's leadership teams. For more information, visit sanviva.com.

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