

NORDIC DISTRIBUTOR SHORTLIST · Q2 2026

Nordic Medical Device Distributors

A vetted list of 13 distributors active in the medical devices sector across Sweden, Denmark, Norway and Finland.

Curated by Miguel Baptista · Fractio
Data reviewed 2026-04-21 · nordicdistributors.com

Why medical devices in the Nordics

Nordic Medical Device Distributors

The Nordic medical device market is worth over EUR 5 billion a year across Sweden, Denmark, Norway and Finland. EU MDR 2017/745 applies in all four countries — Norway via the EEA agreement — but hospital procurement is sharply fragmented: 21 Swedish regions, five Danish regional bodies plus Amgros, Sykehusinnkjøp for Norway, and Finland's 21 wellbeing services counties since the 2023 reform. Choosing the right distributor is the single most important commercial decision for a foreign med-device manufacturer — tender slots, once awarded, typically hold for 2–4 years.

How to use this shortlist

- **Start with coverage.** A distributor listed for 'Nordic' usually means strong in one country and partner-dependent in the others. Cross-check the country column.
- **Match the channel.** Each sector has multiple distribution channels (e.g. hospital vs private, retail vs specialty). Ask the distributor which they actually own.
- **Brief 3 at once.** The fastest way to benchmark a distributor is to compare their response to two others. NordicDistributors.com lets you send a structured brief in 60 seconds.
- **Budget a timeline.** Nordic commercial decisions are slower than Iberian or US equivalents. Plan 3–6 months from first brief to signed agreement for a straightforward product; 9–18 months if regulatory work is open.
- **Use the sector-specific question.** See the highlighted tip on the next page.

Sector-specific question to ask: Ask the distributor for their current tender slot count and a redacted sample of their last winning bid. A distributor who can't answer isn't actually in the procurement channel.

THE DISTRIBUTORS

13 medical devices distributors active in the Nordics

Medu Group

Pan-Nordic · medugroup.no

Medical equipment distribution and service provider with seven subsidiaries across Norway, Sweden, Finland, and Denmark.

OneMed

Pan-Nordic · onemedgroup.com

One of the leading medical supply distributors in Northern Europe, headquartered in Stockholm with ~800 employees and sales across 9 countries.

Timik Group

Pan-Nordic · timikgroup.com

Nordic MedTech distributor headquartered in Sweden with offices across Norway, Finland, and Denmark.

Triolab Group

Pan-Nordic · triolab.com

The Nordic region's largest distributor in diagnostics and life science with subsidiaries across Sweden, Norway, and Finland.

Vingmed Group

Pan-Nordic · vingmed.com

One of the largest Nordic medical equipment sales organizations with operations across all four Scandinavian countries.

Winmed

Pan-Nordic · winmed.dk

Fully operational across all four Nordic countries with wholesale agreements and licenses for medicines and medical devices.

Conroy Medical

Sweden · #

Swedish medical device company with distribution operations across the Nordic region.

Copenhagen MedLab

Denmark · #

Danish diagnostics and laboratory equipment distributor serving Nordic healthcare facilities.

Kebomed

Denmark · kebomed.com

Markets and distributes a comprehensive range of medical devices for Danish healthcare. Operations extended to Sweden, Finland, and Norway.

MedLase Nordics AB

Sweden · medlase.se

Established 2022. Specializes in medical devices for aesthetic and dermatological treatments across Sweden, Norway, and Denmark.

Nordic Service Group

Norway · nordicservicegroup.com

Seven specialized departments across Denmark, Finland, Norway, and Sweden. Expert in medical and laboratory equipment service.

Timik Finland

Finland · timikgroup.com

Finnish operations of Timik Group, Nordic MedTech distributor with focus on ventilation and anesthesia solutions.

Vingmed Oy

Finland · vingmed.com

Finnish subsidiary of Vingmed Group, one of the largest Nordic medical equipment sales organizations.

WHAT'S NEXT

You have the shortlist. Now what?

Brief 3–5 distributors at once.

Go to nordicdistributors.com, open each profile page, and send a structured brief. Takes under 60 seconds per distributor. Miguel forwards the brief to them by email and chases a reply by day 5. You get a confirmation email after every submission.

If briefing isn't enough, book a 20-min diagnostic.

Pricing strategy, regulatory path, country sequencing, tender windows. In 20 minutes Miguel will tell you what's realistic for your product, budget and timeline. Free. No pitch if there's no fit.

If the full launch is on the table, Fractio takes it on.

Fractional Sales Director, country launch retainer, or distributor-contract negotiation — three engagement formats depending on what you need. Nordic-Iberian specialists. Portuguese, Spanish, English, some Swedish.

BEHIND THIS SHORTLIST

Fractio · Nordic-Iberian go-to-market

Behind NordicDistributors: Miguel Baptista, founder of Fractio, has spent the last nine years as Country Manager for a Swiss precision medical-device manufacturer. Built a country affiliate from scratch, grew sales 20x in seven years, and the Portugal playbook is now the case study taught to EMS subsidiaries worldwide. The free distributor-brief flow on nordicdistributors.com is the first step. The paid engagement starts when you need someone who has actually run the launch.

Book a 20-min diagnostic call →
fractio.se/#contact · miguel@fractio.se

This shortlist is a snapshot at 2026-04-21. Distributor portfolios, coverage and agreements change — always verify before contract.