



Sri Lanka Chamber of Medical Device Industry

SLCMDI

NEWSLETTER

2025 May

Dear Members,

Since my election as President in June 2024, the Chamber has made significant strides in strengthening our internal structure and enhancing member engagement. A key milestone has been the successful establishment of several subcommittees, each tasked with addressing specific areas of concern relevant to our industry. These include:

- Regulatory Affairs
- Finance & Customs
- Biomedical Engineering
- Supplies
- Membership & Ethics
- Public Relations

Each subcommittee actively presents regular updates during our monthly council meetings, ensuring sustained focus on the issues that matter most to our members.

In a notable achievement, the Chamber's advocacy efforts led to a pivotal meeting convened by the Hon. Secretary to the Ministry of Health on October 24th. This gathering brought together senior officials from the State Pharmaceuticals Corporation, the National Medicines Regulatory Authority, the Medical Supplies Division, and the Biomedical Engineering Services. The forum enabled a constructive dialogue on member concerns, and several key decisions were taken some of which are now being implemented. The Chamber continues to engage closely with these bodies to monitor progress and ensure tangible outcomes.

One persistent challenge for our industry is the lack of comprehensive market data, particularly when attempting to map the sector across government and private domains and classify information by product category. Unlike the pharmaceutical sector, our industry is marked by complexity and diversity. To address this gap, the Chamber is exploring partnerships with specialized firms to obtain reliable market insights. We believe this will be instrumental in driving future growth, and we will keep our members updated on developments.

We have also initiated outreach to various government medical associations and colleges to foster collaborative partnerships. These engagements have been promising, and we see great potential for mutual cooperation between the organizations.

As we celebrate the 10th anniversary of SLCMDI this year, I wish to express my deepest gratitude to all past presidents whose tireless efforts have laid the foundation for the Chamber's current strength. Their dedication has enabled us to serve our members with purpose and professionalism.

Let us continue working together to elevate our industry and contribute meaningfully to Sri Lanka's healthcare system.



MR. TILAK FERNANDO
PRESIDENT



Our Team:

- President : Tilak Fernando
 - Immediate Past President: Pradeep Amarawardena
 - Vice President 1 : Gehan Seneviratne
 - Vice President 2 : Dr Clive C.James
 - Secretary : Devin Goonewardena
 - Assistant Secretary : Rushani Goonetillake
 - Treasurer : Sasintha Fernando
 - Council Members:
 1. S. Prabhu
 2. Ranga Subash Jayakody
 3. Ebenezer John
 4. Jagath Silva
 5. Dinesh Selvam
 6. Pradeep Wijetunge
 7. Sanjeewa Samarasinghe
 8. Thafgir Ammon
 9. Wasantha Abeyasinghe
 10. Charith Tissera
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Sub committees...

Regulatory Subcommittee

The Regulatory Subcommittee is a key arm of the Chamber of Medical Devices, Sri Lanka, focused on navigating and shaping the regulatory environment for medical devices in the country. It serves as a liaison between industry stakeholders and regulatory bodies, aiming to ensure safe, efficient, and compliant market access for medical technologies.

Core Responsibilities:

1. Regulatory Policy Engagement
2. Compliance and Guidance
3. Harmonization with International Standards
4. Capacity Building and Training
5. Issue Resolution and Advocacy
6. Monitoring and Communication

The Regulatory Subcommittee plays a strategic role in ensuring that the regulatory ecosystem in Sri Lanka supports innovation, public health, and sustainable industry growth, while upholding high standards of safety and compliance.



**Jagath
Silva**

BME Subcommittee

The Biomedical Engineering Subcommittee serves as a technical advisory body within the Chamber of Medical Devices, focusing on the advancement, regulation, and application of biomedical technologies in Sri Lanka's healthcare sector. Its core functions include:

1. Technical Expertise and Guidance
2. Support for Regulatory Affairs
3. Capacity Building and Training
4. Innovation and Technology Promotion
5. Ethical and Sustainable Practices

The Biomedical Engineering Subcommittee plays a vital role in bridging the gap between technology and healthcare delivery, ensuring that medical devices in Sri Lanka meet high standards of safety, effectiveness, and sustainability.



**Dinesh
Selvam**

PR Subcommittee

The Public Relations (PR) Subcommittee of the Chamber of Medical Devices, Sri Lanka, plays a key role in promoting the Chamber's image, building stakeholder relationships, and enhancing industry visibility. Its primary functions include

1. Strategic Communication
2. Media and Public Engagement
3. Stakeholder Relations
4. Brand and Reputation Management
5. Internal Communications Support
6. Digital Presence and Content

The PR Subcommittee acts as the voice of the Chamber, ensuring that its activities, values, and contributions to the healthcare sector are well communicated and understood by all stakeholders.



**Ranga
Jayakody**

Membership and Ethics Subcommittee

We thank our members for their support in making SLCMDI stronger despite tough business conditions. With the addition of new members, we continue to grow and strengthen our presence. We help identify and screen prospective importers, providing guidance to ease the membership process. If any issues arise, please escalate them to us, and we'll share them with the relevant committee for swift resolution. We've identified ethical concerns due to increased competition and will soon offer training for member companies and staff, covering the entire supply chain, from MAH to Final End User. We congratulate all members and wish you continued success.



**Ebenezer
John**

Supplier Subcommittee

The Supplier Subcommittee has made significant progress in addressing several critical issues affecting operations of the chamber members. Here are the key points from our recent discussions with officials from the Ministry of Health, including representatives from the SPC and MSD.

1. Delivery Delays
2. Approval Process at SPC
3. Documentation Requirements:
4. Collaboration on SPC Contracts
5. Delayed Payments & Exchange Rate Fluctuations.
6. Shelf Life Acceptance Standards at MSD
7. Penalties on Companies
8. Digitization of Tender Processes



**Gehan
Seneviratne**

These discussions and agreements mark a significant step forward in improving our operations and ensuring a more efficient supply chain.

Customs and Finance Subcommittee

Report of the Customs & Finance Committee 2024/25
The Customs & Finance Committee worked diligently to achieve its three key objectives:

1. Create wide interaction with key stakeholders:
2. Mediate and resolve member company issues and industry concerns:
3. Mediate and initiate knowledge-sharing workshops

Key Highlights of the Year

- Ministry of Finance

The committee engaged with the Ministry of Finance on :

1. Fiscal policies related to industry and regulations concerning medical devices.

Result: -

Amendments to import procedures were implemented,
2. Saving costs and time for importers while Fiscal policy changes are still pending due to the Ministry's strict economic policies.

- Sri Lanka Customs (SLC)

Key achievements include:

- a. Policy relaxation for the importation of spare parts for medical devices.
- b. Successful quarterly meetings with the participation of the NMRA
- c. Successfully conducted a workshop for medical devices industry



**Pradeep
Amarawardena**



Industry Edge

- Leaders corner -

Lighting the Path: A Journey of Resilience and Vision in Sri Lanka's Healthcare Industry
An Interview with Mr. Ananda Samarasinghe, Founder of Indoscan (Pvt) Ltd.

In a candid reflection on his journey through Sri Lanka's healthcare and pharmaceutical landscape, Mr. Ananda Samarasinghe, the founder of Indoscan (Pvt) Ltd., shares his insights, challenges, and the vision that continues to guide his path. His story is not just about business success it's about leadership, perseverance, and the pursuit of excellence in an industry that plays a vital role in national well-being.

1. What was in your mind when you first started the organization?

The vision was clear I wanted to build something meaningful that could contribute to the healthcare sector of Sri Lanka in a lasting way. My mind was full of memories from the earlier successes we had achieved despite difficult circumstances. That sense of accomplishment, combined with a desire to serve, drove me to start again, this time with a blank canvas. When Indoscan (Pvt) Ltd. was born, there were no imports, no sales teams, and no guarantees. But the past had shown me that with determination and the right people, anything is possible.

2. What motivated you to venture into entrepreneurship?

Entrepreneurship was not a planned destination. It was a calling that emerged from necessity and opportunity. After working as the country representative for Boehringer Mannheim and navigating the turbulent economic landscape of the 1970s, I realized that relying on traditional employment in such an unstable environment was no longer viable. The open economy in 1977 presented new possibilities, and I decided to take a leap by purchasing the goodwill of a defunct company. That was my first real taste of entrepreneurship. Driven by a desire to bring innovative, affordable solutions to Sri Lanka's healthcare system.

3. Can you describe some of the biggest challenges you faced in the early stages of your business? How did you overcome them?

Challenges were everywhere from prejudice against Indian pharmaceuticals to building a team from scratch. When we introduced Indian products to the private sector for the first time, the skepticism was overwhelming. But we believed in the quality and value of what we were offering. I worked with a team of novices, training and mentoring them into professionals who would later become industry leaders in their own right. We also expanded into European brands, like Lundbeck and Nordisk, proving that with the right strategy, Sri Lankan firms could build trust and credibility with international partners.

4. How did you manage to stay focused and motivated during difficult times?

When the future seemed uncertain, I found strength in the success stories of the past. That memory of overcoming seemingly insurmountable odds was a constant reminder that hard work and resilience pay off. I've always believed that even during the toughest times, if your purpose is clear, your focus will follow. Motivation doesn't come from profits or recognition. It comes from knowing that you're doing something worthwhile for others.

5. How do you view the role of leadership in growing a business?

Leadership is about more than just decision making. It's about vision, trust, and accountability. A leader must see potential where others see risk and must be willing to walk the path first. I've always led by example whether it was facing challenges head on, mentoring my team, or navigating regulatory complexities. A good leader must inspire others to become leaders themselves. That's how organizations grow sustainably.

6. What is your approach to building a strong team and fostering a positive company culture?

People are the backbone of any successful enterprise. My early teams consisted of complete novices, yet they transformed into respected professionals because we believed in each other. I've always focused on cultivating a culture of integrity, learning, and shared purpose. Recognition, respect, and responsibility are the pillars upon which strong company cultures are built.

7. How do you manage work-life balance, especially during the most demanding times?

Balance is difficult but essential. There were long periods where work consumed almost every waking hour, especially during the formative years. However, I made it a point to occasionally step back, reflect, and realign. Delegation and trust in your team play a crucial role in managing stress. Eventually, work becomes part of life. not an interruption to it when you are passionate about what you do.

8. What is your message to young entrepreneurs who are just starting out today?

My message is simple: believe in what you do and never compromise your integrity. Success doesn't come overnight. You will face doubt from others and within yourself. But if your mission is clear and your effort is sincere, you will prevail. Learn from every experience, surround yourself with people who challenge you to be better, and remember that your work can uplift not just your life, but the lives of countless others.

Final Thoughts

As we look to the future of Sri Lanka's medical device and pharmaceutical industry, it is voices like Ananda Samarasinghe's that remind us of the value of persistence, innovation, and service. His journey from economic uncertainty to national recognition is a testament to the spirit of Sri Lankan entrepreneurship and a guiding light for the next generation.

Chamber News

1. On April 25, 2024, a special workshop on medical equipment tendering procedures under guidelines was held on CIDA's premises with participation from representatives of member companies. Mr Karunatilaka, the deputy director general, and his staff join as resource people .so that participant s can receive the best results regarding the tender procedure and how to submit their bids with the fewest possible errors.



2. On February 28, 2025, the President of the Chamber of Medical Devices and Council Members meet with the President of the College of Surgeon and College head positions on college premises to discuss member-related issues and NMRA registration difficulties.



3. On March 21, 2025, the head positions in Sri Lankan customs and the president of the Chamber of Medical Devices and council members meet at the customs premises to discuss member-related concerns and customs clearance difficulties related to medical devices.



4. On March 27, 2025, the Sri Lanka Chamber of the Medical Devices Industry (SLCMDI) held a session that covered the National Medicines Regulatory Authority (NMRA) and its most current advancements. Many participants from the medical devices business attended the event, which was hosted at the Auditorium of the Construction business Development Authority (CIDA).

Important representatives from the NMRA led the event and offered insightful information about current regulatory changes, compliance standards, and future directions. Better understanding and cooperation were fostered by the meaningful platform it provided for candid discussions between regulatory bodies and industry leaders.



NMRA Workshop



NMRA Workshop



NMRA Workshop



NMRA Workshop



Latest Government News Updates..

1. Leadership and Strategic Focus

SLCMDI emphasized the Chamber's commitment to working closely with the National Medicines Regulatory Authority (NMRA) to expedite the issuance of long-delayed medical device regulations. SLCMDI also addressed concerns about the cumbersome government tender bidding system, advocating for a more streamlined and fair process to encourage wider participation and ensure the procurement of high-quality products at competitive prices.

2. Regulatory Reforms and Collaboration

SLCMDI has been engaging with NMRA to address industry challenges and support regulatory reforms. Notably, NMRA has introduced several measures, including:

- Exemption of registration for spare parts under medical devices.
- Consideration of average dollar rate for price approvals of Maximum Retail Prices (MRPs) of medicines.
- Implementation of procedures for submission of dossiers and other applications for medical device registration.

These initiatives aim to enhance transparency, accountability, and efficiency within the pharmaceutical regulatory sector.

3. International Engagement and Capacity Building

Sri Lanka has been actively participating in international efforts to strengthen medical device regulation. In February 2025, the country hosted a regional hybrid workshop to improve regulation of medical devices, organized by the World Health Organization (WHO). The workshop highlighted Sri Lanka's progress in strengthening its regulatory system, including medical devices, with full engagement from the government.

4. Digital Transformation of Healthcare, Hospital Upgrades & Foreign Aid

- Japanese & Chinese Grants: Funding allocated for new ICU units and rural hospital modernization

- Digital Health Initiatives: Plans to digitize patient records in major hospitals (e.g., Colombo National Hospital).

A comprehensive plan is underway to digitize healthcare services, focusing on implementing digital solutions to improve efficiency, patient care, and data management across the health system.

5. Health Workforce and Regulation

• Professional Development Initiatives

A special project has been launched to enhance the professional knowledge, skills, and competencies of health professionals, aiming to improve service quality.

• Medicine Regulation Integrity

Sri Lanka hosted the world's first corruption risk identification workshop for a National Medicines Regulatory Authority, in collaboration with WHO and UNODC, to strengthen transparency and accountability in pharmaceutical regulation.

Relevant foreign Updates..

1. Regulatory Alignment: Stay updated with international regulatory changes to ensure compliance and facilitate market access.

- EU Medical Device Regulation (MDR): Stricter compliance requirements for device manufacturers.
- FDA's Digital Health Policy: Faster approvals for software-based medical devices (SaMD).
- Implication: Sri Lankan exporters must align with these regulations for market access.

2. Supply Chain Resilience: Diversify sourcing strategies to mitigate risks from global trade disruptions.

- Global shortages: Emphasis on diversifying supply chains away from China.
- "Make in India" initiative: India's push for medical device manufacturing could be a competitor or collaborator for Sri Lanka.

3. Embrace Digital Transformation: Invest in AI and cyber security to align with global trends and enhance healthcare delivery.

- AI-powered diagnostics: The FDA and EU have approved new AI-based medical devices for radiology, pathology, and cardiology.
- Wearable health tech: Expansion of remote patient monitoring devices (e.g., smart ECG patches, glucose monitors).

4. Foster Collaborations: Engage in PPPs to leverage private sector expertise and resources for healthcare improvements.

New Arrivals (New Members)

1. Swedish Trading Limited - this was approved on April 28th 2025
2. Philobiotics Private limited
3. Lloyd Automart Private limited
4. S J Enterprises

Thank you.

