World Home Medical Equipment

Industry Study with Forecasts for 2016 & 2021

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World demand to rise 7% annually through 2016

World demand for home medical equipment is projected to increase 7.0 percent annually to $28 billion in 2016. The United States will remain the largest market globally based on its extensive network of home health care providers, high health care spending intensity, widespread insurance coverage for home treatment and management of chronic diseases, and shifting patient care strategies toward home settings. The large developing countries of Brazil, China, India, and Russia will be among the fastest growing worldwide markets for home medical equipment as increasing economic prosperity boosts the level of third-party and direct consumer payments applied to health care. In these countries, home health care activity will expand rapidly due to cost saving advantages and ongoing short-ages in professional medical providers.

Demand in developing countries to grow fastest

Home medical equipment markets in Western Europe, Canada, Australia, Japan, South Korea, and other developed countries will provide demand for a complete range of therapeutic, support, and monitoring products with per capita sales levels of all three groups staying comparatively high. However, overall growth in most of these markets will decelerate and will remain below the average worldwide pace as national health insurance plans impose tighter controls on benefit coverage and product reimbursement rates. By contrast, home medical equipment demand in the vast majority of developing countries will increase well above the global average as health care markets expand with improving economic growth. On the downside, affluent residents covered by private health insurance or who are able to afford direct payments will account for most sales in these countries.

Home therapeutic equipment to lead gains

Worldwide demand patterns for various types of home medical equipment will follow evolving demographic and epidemiological trends. An increasing prevalence of chronic conditions, especially respiratory disorders, kidney failure, and cancer, will boost global demand for home therapeutic equipment 7.5 percent annually to $17.3 billion in 2016. Portable oxygen concentrators for treating chronic obstructive pulmonary disease (COPD), continuous positive airway pressure (CPAP) products for managing obstructive sleep apnea, and ventilators and accessories for alleviating severe breathing impairments will account for the fastest sales growth among home respiratory therapy equipment. Advances in the ease of use and convenience features of dialysate machines, coupled with a rising number of patients with end-stage kidney failure, will boost demand for home dialysis products.
Asia/Pacific

China: Home Medical Equipment Demand

Demand for home medical equipment in China will increase from $0.5 billion in 2011 to $2.1 billion in 2016. The aging of the population, increase of chronic conditions, and rising personal income levels will underlie gains. Home medical equipment is not covered by public health insurance in China. However, an increasing number of residents are purchasing this equipment to take responsibility for their own healthcare and avoid visits to overcrowded hospital facilities.

Although expanding at a fast pace, the market for home medical equipment in China faces a number of deterrents to overall growth. For example, distribution systems for most products fail to extend into many rural areas. Moreover, in major cities where home medical equipment is widely available, affordability is often an issue among low income residents. Lastly, the market has been flooded with poor quality products produced by small companies that have escaped regulatory scrutiny. Accordingly, many users have become disenchanted with several types of home medical equipment.

The vast potential of China’s home medical equipment market will not be completely accessible to industry competitors until product quality issues are resolved and products become eligible for health insurance coverage. However, in spite of these obstacles to growth, most major industry producers are active in the country. Abbott Diabetes Care, ARKRAY, B. Braun Melsungen, Baxter International, DeVilbiss Healthcare, Fresenius Medical Care, GE Healthcare, Medtronic, OMRON HEALTHCARE, Philips Respironics, Smiths Medical are among home medical equipment companies that operate production facilities in China. The vast majority of other industry participants serve the country through company operated sales offices or partnerships with local firms.

Table VI-6

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<td>600</td>
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<td>% China</td>
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<td>27.8</td>
<td>29.0</td>
<td>30.3</td>
<td>31.6</td>
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</table>

Asia/Pacific Home Medical Equipment Market Share

Chart VIII-1

$12.1 billion, 2011

Order now, click here!
CareFusion Corporation
3750 Torrey View Court
San Diego, CA  92130
858-617-2000
http://www.carefusion.com

Revenues:  $3.6 billion (FY 2012)
Employment:  over 15,000 (August 2012)

Key Products:  nebulizers, ventilators, and continuous positive airway pressure systems and related accessories

CareFusion is a global producer and provider of medical devices and services. The Company operates through two segments: Medical Systems and Procedural Solutions.

CareFusion participates in the world home medical equipment industry through the Medical Systems segment, which generated FY 2012 revenues of $2.3 billion. Through this segment, the Company develops, manufactures, and markets equipment and related supplies for respiratory care, intravenous infusion, medication dispensing, and other applications. CareFusion’s respiratory care products include nebulizers, ventilators, and continuous positive airway pressure (CPAP) systems and related accessories that are suitable for home use. Of the segment’s total FY 2012 revenues, respiratory care products accounted for $295 million.

CareFusion’s nebulizers for home use include the AIRLIFE MISTY MAX 10 disposable model, which incorporates a one piece jet design engineered to deliver high output rates for faster treatment times and consistent medication delivery; and the AIRLIFE MISTY INFINITY unit, which provides continuous aerosol therapy, and features spill resistant caps and built-in intravenous ports. The Company also makes

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<td>$ equipment/pop 65 &amp; older</td>
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**World Home Medical Equipment**

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<th>Description</th>
<th>Price</th>
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<td>+ $2600</td>
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<tr>
<td>☐</td>
<td>Additional Print Copies @ $600 each *</td>
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<td>☐</td>
<td>Enclosed is my check (5% discount) drawn on a US bank and payable to The Freedonia Group, Inc., in US funds (Ohio residents add 7.75% sales tax)</td>
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**Name** ____________________________

**Title** ____________________________

**Company** ____________________________

**Division** ____________________________

**Street** ____________________________

**City/State/Zip** ____________________________

**Country** ____________________________

**Phone** ____________________________ **Fax** ____________________________

**Email** ____________________________

**Signature** ____________________________

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**Signature** ____________________________
About The Freedonia Group

The Freedonia Group, Inc., is a leading international industry market research company that provides its clients with information and analysis needed to make informed strategic decisions for their businesses. Studies help clients identify business opportunities, develop strategies, make investment decisions and evaluate opportunities and threats. Freedonia research is designed to deliver unbiased views and reliable outlooks to assist clients in making the right decisions. Freedonia capitalizes on the resources of its proprietary in-house research team of experienced economists, professional analysts, industry researchers and editorial groups. Freedonia covers a diverse group of industries throughout the United States, the emerging China market, and other world markets. Industries analyzed by Freedonia include:

- Chemicals
- Plastics
- Life Sciences
- Packaging
- Building Materials
- Security & Electronics
- Industrial Components & Equipment
- Automotive & Transportation Equipment
- Household Goods
- Energy/Power Equipment

Freedonia Custom Research

Freedonia Custom Research delivers the same high quality, thorough and unbiased assessment of an industry or market as an industry study. Since the research initiative is based upon a company’s specific needs, companies harness Freedonia’s research capabilities and resources to answer unique questions. When you leverage the results of a Freedonia Custom Research engagement, you are able to obtain important answers to specific questions and issues associated with: mergers and acquisitions, new product launches/development, geographic expansion, entry into new markets, strategic business planning, and investment and funding decisions.

Freedonia Custom Research is ideal for companies seeking to make a strategic difference in the status quo and focus on future business growth. Working side by side with clients, Freedonia’s team is able to define a research project that is custom-tailored to answer specific questions and provide the basis from which a company can make informed business decisions.