



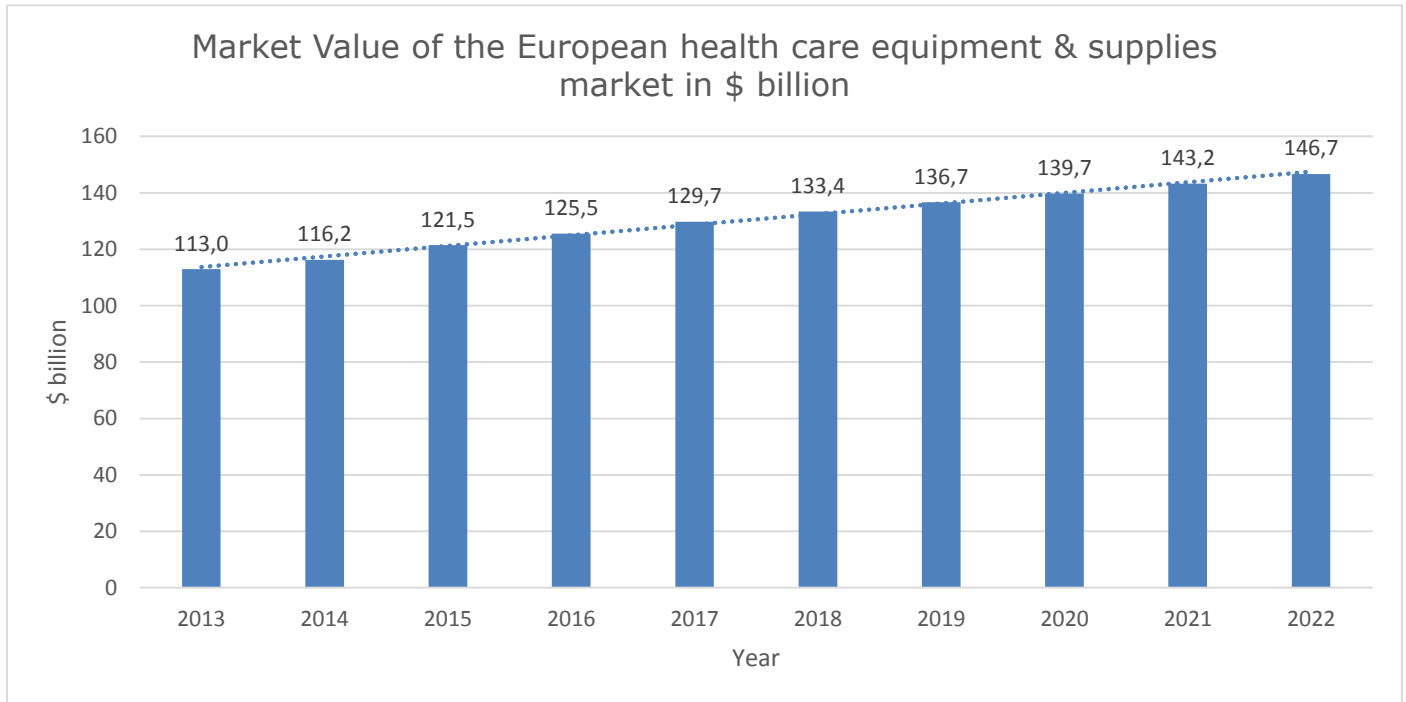
EUROPEAN HEALTH CARE INDUSTRY
EQUIPMENT & SUPPLIES

INTRODUCTION

In the past five years, the European market of health care equipment, medical devices and supplies has experienced strong growth. The following report gives an insight into the industry by providing information on the market outlook, the competitive landscape as well as the geographical and category segmentation.

In this report, the healthcare equipment & supplies market includes disposable equipment and supplies (e.g. syringes, catheters, electrodes, sutures, and bandages), otologic & technical aids such as hearing aids and wheelchairs, ophthalmic equipment, in vitro diagnostics such as devices for clinical chemistry, microbiology, immunology and genetic tests, as well as other equipment such as imaging equipment and films and equipment.

MARKET OUTLOOK



Source: MarketLine Industry Profile, November 2017.

The European healthcare equipment & supplies market has grown strongly over the last five years and it is expected that this trend will continue. However, due to tighter government regulations on waste, the industry is projected to grow at a slower rate than in previous years. In 2022, the market in Europe is forecasted to have a value of \$146.7 billion, an increase of 13% since 2017. The compound annual growth rate of the market from 2017-2022 is predicted to be 2.5%.

COMPETITIVE LANDSCAPE

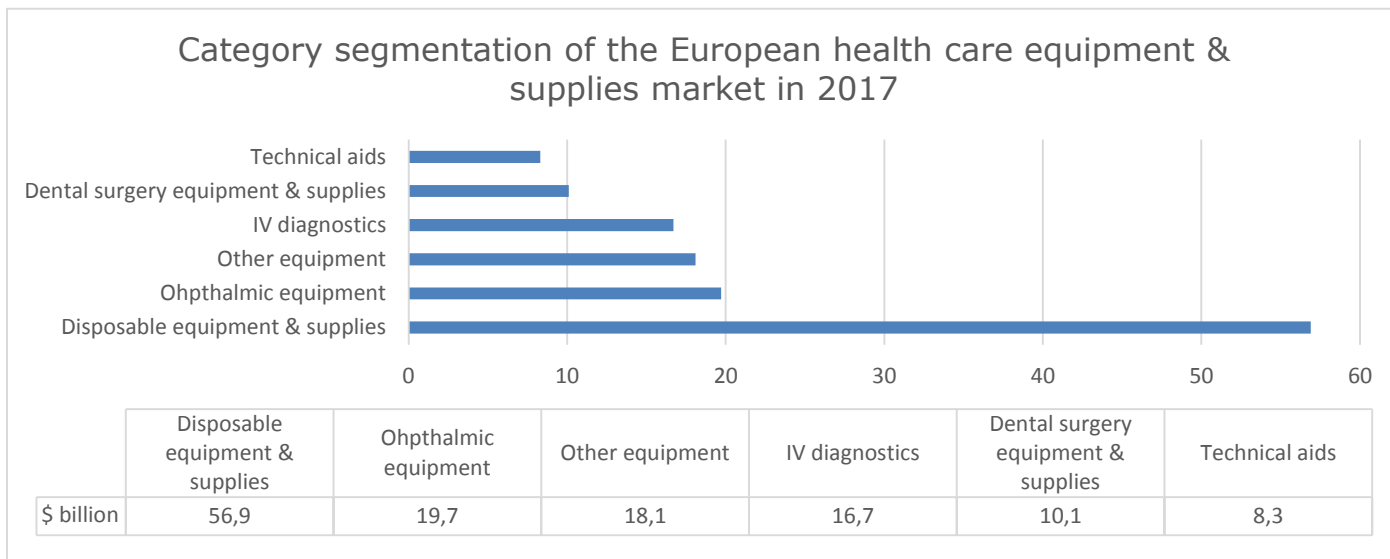
Large, international players increase the rivalry in the European healthcare equipment & supplies market somewhat. Due to their size, those companies are able to negotiate more intensely on price.

Many of the players operate in several geographical markets as well as they are very diversified in their product offering. This lessens their dependence on any one area of operations and therefore, it reduces rivalry.

Besides, the projected growth over the next five years will alleviate rivalry to some degree. However, it can be concluded that overall, the rivalry within the market is moderate.

CATEGORY SEGMENTATION

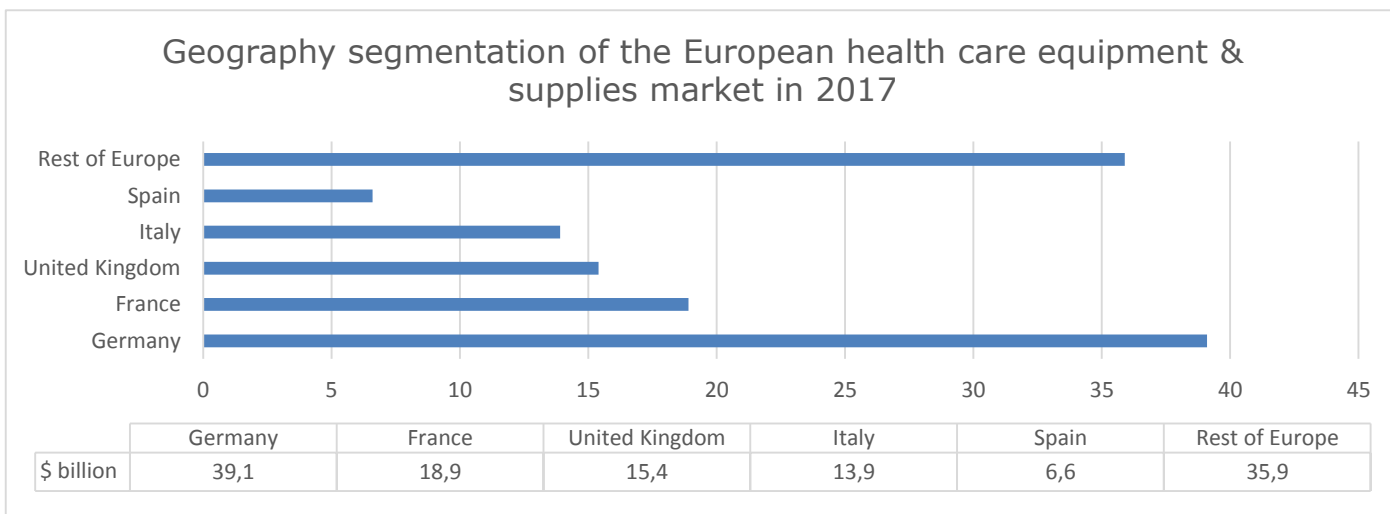
The largest segment of the industry in Europe are disposable equipment & supplies accounting for 43.8% of the market's total value. The Ophthalmic equipment segment accounts for 15.2% of the market, followed by IV diagnostics equipment with 12.9% of the market's value. Dental surgery equipment & supplies and technical aids account for 7.8% and 6.4% of the market respectively.



Source: MarketLine Industry Profile, November 2017.

GEOGRAPHY SEGMENTATION

With 30.1%, Germany is the leader in the European health care equipment & supplies market in terms of market value. It is followed by France (14.6%), the UK (11.9%), Italy (10.7%) and Spain (5.1%).



Source: MarketLine Industry Profile, November 2017.

About EuroDev M&A

EuroDev M&A, part of the EuroDev Group, is an independent middle-market buy-side M&A advisory firm. We assist North American private equity groups and their portfolio companies to do add-on acquisitions in Europe.

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