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The Vertical Portal for China Business Intelligence

STUDY GOAL AND OBJECTIVES

This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES

- ◆ To establish a comprehensive, factual, annually updated and costeffective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
- To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
- To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
- ◆ To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
- ◆ To help company to succeed in a competitive market, and

METHODOLOGY

Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications.

Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES

The primary information sources Ministry of Health of the People's Republic of China, National Bureau of Statistics of China and WIND Database etc.

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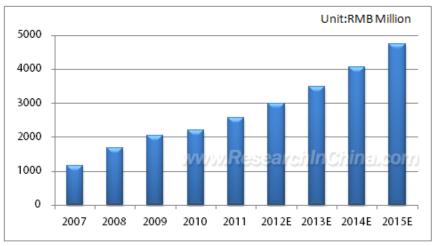
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Abstract

Along with the in-depth implementation of new medical reform, China's medical monitors, which were mainly used to monitor critical patients in the past, have found application in general wards, basic medical units and community medical units at present, thereby driving the rapid growth of market size. In 2011, Chinese medical monitor market size approximated RMB2.56 billion. Considering the update cycle of product technologies, the market size is expected to increase to RMB4.73 billion by 2015, and the compound growth rate is expected to reach 19.2% during 2007-2015.

Market Size of Medical Monitors in China, 2007-2015



Source: CAMDI; ResearchInChina < China Medical Monitor Industry Report, 2011-2012>

Medical monitors characterize high added value and comparatively high profit. From 2007 to 2011, major Chinese producers of medical monitor (including Mindray, Bioilght, EDAN and Creative etc.) all maintained the gross margin of 50.0% or so. The medical monitor market of China features a quite high degree of concentration; international giants represented by Philips, GE Medical and Mindray International occupied most of the market share in domestic monitor market by virtue of strong capital strength, rich product categories and widespread marketing channels; medium and large-sized enterprises represented by Bioilght, EDAN and Creative continuously enhanced technology R&D and market expansion to realize rapid growth; and many other small-sized businesses fiercely competed for conventional products due to poorer R&D and market development capacities.

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This report mainly covers the followings:

- Market size, market structure, import & export, profit, competitive landscape and technical characteristics of Chinese medical monitor industry;
- >Impact of regulatory policies, industrial policies, entry barriers and upstream & downstream sectors on Chinese medical monitor industry;
- >Analysis on Market segments of Chinese medical monitor industry, including development and prediction of multi-parameter monitor & obstetric monitor market;
- ➤ Production & operation, investment and M&A and medical monitor business & development prospect of two overseas medical monitor companies and seven Chinese counterparts.

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3.1.3 Import & Export Policies

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