China Dental Industry Report, 2019-2025

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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 cost-effective 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 include Company Reports, and National Bureau of Statistics of China etc.

Abstract

Nowadays, the Chinese people have a growing awareness of oral health and healthy behaviors. 60.1% of residents have knowledge about oral health; 24.1% of 5-year-old children and 31.9% of 12-year-old children brush their teeth twice a day, 40% and 43.2% of them visit dentists for prevention of oral diseases, consultation and examination; 36.1% of adults brush their teeth twice a day, according to the Fourth National Oral Health Epidemiological Survey.

As living standards rise, so does the demand for dental services, conducing to a burgeoning dental industry in China. In 2018, China's dental care market was estimated to worth RMB100 billion, a year-on-year increase of 11.1%, wherein, the orthodontic market approximated RMB27.6 billion, and the dental implant market valued about RMB24 billion.

As of the end of 2017, there were 137 dentists per million people in China, up 12.3% on an annualized basis, and the figure till the end of 2018 stood at 150. Yet, the gap with other countries is huge, take example for the 1,495 dentists per million people in Brazil (ranking first worldwide), indicating enormous potentials of Chinese market.

Dental Equipment: There had been 60 dental equipment manufacturers with total annual revenue of RMB5.25 billion in China by the end of 2018. By 2025, China's dental equipment industry sales will achieve RMB8.62 billion.

Medical Services: By the end of 2017, there had been 689 stomatological hospitals in China, including 525 private ones. By the end of 2018, the numbers reached 750 and 588 correspondingly. At the same time, Chinese stomatological hospitals had a total of 59,412 medical staffs (including 20,000 practising doctors).

Full-fledged chain operation will be crucial to the expansion of dental institutions. Major typical private dental care institutions include BYBO Dental, TC Medical, ARRAIL Group, Keen Dental, Dazhong Dental, Huamei Dental, U-dental, Jiamei Dental, Yafei Dental, and C.K.J Stomatological Hospital.

The lucrative dental care industry has allured the inrush of capital and is thus incentivized evidently.

Distribution of Major Private Chain Dental Institutions in China

Institutions	Established	Number of Outlets	Coverage
BYBO Dental	1993	53 hospitals, 159 clinics	Nationwide
Jiamei Dental	1993	Nearly 100 hospitals and clinics	Nationwide
ARRAIL	1999	Over 100 clinics and hospitals	Nationwide
Rytime Dental	2012	3 hospitals, more than 50 outpatient clinics	Nationwide
TC Medical	1995	Nearly 30 dental hospitals	Mostly in Zhejiang
Pearl	2011	8 hospitals	Nationwide
Yafei Dental	1988	9 hospitals	Mostly in Chengdu
C.K.J	1995	1 hospital, 12 outpatient clinics	Mostly in Shenzhen and Guangzhou
Huamei Dental	1996	25 dental hospitals and clinics	Mostly in Chengdu
Dazhong Dental	2007	1 hospital and 26 outpatient clinics	Mostly in Wuhan
Keen Dental	2011	13 direct hospitals	Mostly in Shandong
U-dental	2006	12 outpatient clinics	Mostly in Shenzhen and Guangzhou
Meiwei	2016	130 dental hospitals and clinics	Nationwide
Enjoy Dental	2007	8 hospitals, more than 70 clinics	Nationwide
Malo Clinic	2013	20 clinics	Nationwide
Jinsong Dental	2001	8 hospitals	Beijing
Rabbit Dental	2003	16 hospitals and clinics	Mostly in Xi'an
Atop Dental	2006	26 hospitals and clinics	Mostly in Shenzhen
MYOUR Dental	2008	20 hospitals and clinics	Nationwide
Yongkang Dental	2002	36 clinics	Nationwide
Dental Doctor	2012	13 hospitals	Mostly in Suzhou

Source: ResearchInChina

China Dental Industry Report, 2019-2025 focuses on the following:

●Chinese dental care market (status quo, import & export, market segments, etc.);

●China's dental equipment industry (number of enterprises, market size, total output value, competitive landscape, and summary & forecast);

●Dental care industry in China (number of hospitals, market size, profit margin, dentists, competitive landscape, development trends, and summary & forecast);

●12 dental equipment/materials suppliers and 10 private dental care institutions in China (profile, operation, gross margin, dental equipment/materials business, dental business, etc.)

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