

# **India Dental Equipments and Consumables Market Outlook to 2018 - Demand for Advanced Dental Diagnostic and Treatment Technologies**

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## **Abstracts**

The report titled “India Dental Equipments and Consumables Market Outlook to 2018 - Demand for Advanced Dental Diagnostic and Treatment Technologies” presents a comprehensive analysis of the industry covering aspects including market size by revenue and market segmentation by dental consumables, dental chairs and other related equipments, dental imaging systems, dental implants, dental lasers and dental CAD/CAM systems. The report provides an entailing competitive landscape, strengths and weaknesses and market share picture of the major players and distributors in the dental equipment and consumable market along with recent trends and developments in the market.

With burgeoning wealth and increasing awareness of the advantages of good dental healthcare and healthier lifestyles, Indian market is turning out to be significant markets for medical equipments and dental equipments. The domestic medical equipment industry has grown at a CAGR of 31.8% from 2008-2013. The high class medical and dental technologies are largely imported to India such as from the US, Germany, Canada and Sweden. Nevertheless, the Indian medical devices industry is governed by an ambiguous regulatory framework with no distinct legal status and so, does the dental market in India. This is considered to be possibly the biggest constraint to the growth of the industry. Therefore, there is a prerequisite to take some actions to make dental products affordable and accessible to the population of India.

The growing ageing population of India is the major user segment for the dental market. The dental equipments and consumables market of India was valued at INR ~ million in 2013 which has grown at a CAGR of 12.1% during 2008-2013 from INR ~ million in 2008. Dental consumables have been the largest segment in the Indian dental industry

and contributed around ~% in 2013. This is followed by dental chairs and related equipments which contributes ~% to the market in 2013. Dental imaging systems, Dental implants and Dental lasers collectively contributed around 24.8% in the total sales revenues of the dental equipments and consumables market.

India dental consumables market was valued at INR ~ million in 2013 in comparison to INR ~ million in 2008 and grew at a CAGR of 16% from 2008-2013. Almost all dental consumables or supplies are imported from different international destinations such as the US, ~, ~ and ~. The total import tariff on the dental consumables is around 25-30%. India dental consumables market is highly organized wherein ~% dental consumables consumed in the India belong to international brands such as Dentsply India, 3M ESPE, GC Corporation and few others. It was believed that dental consumables or supplies prices are extremely sensitive to the exchange rate and its fluctuations thereto.

The Indian dental implants market has witnessed revenues worth INR ~ million in 2013 which has grown from INR ~ million in 2008, registering a CAGR of 20.5% from 2008-2013. While an implant is available between INR 3,500 to INR ~ in India, the DRDO's Indident implant is priced at INR ~. However, a dental implant surgery cost at INR ~ for Adin implant and INR ~ for Nobel Biocare implant.

India dental imaging market is anticipated to grow consistently from 2013-2018 on a similar trend of the last five year from 2008-2013 and likely to reach INR~ million by 2018. The market is composed of the intra oral radiology, extra oral radiology and CBCT dental products. A local dental imaging X-ray unit is priced at INR ~ whereas a CBCT imaging machine is priced between INR 5,000,000 to INR ~ in the country.

The dental chairs and its related equipments market is a highly price sensitive market. Dental chair and its related equipments market in India was worth INR ~ million in 2013, registering a CAGR of 2.7% during 2008-2013. Confident Dental Equipment is the largest producer of dental chairs in India. NSK Japan hand pieces are one of the most expensive hand pieces and their prices vary from INR ~ to INR ~ in India.

Less than 1% of the dentists in India were using lasers in their treatment services in 2013 wherein the practice was higher among the dentists in Chennai. Dental lasers accounted for a share of ~ to the overall Indian dental market revenue in 2013. The overall dental lasers market growth has been stable over the last six years.

Major dental equipments distributors of dental devices in India are Confident Dental Equipments, Unicorn Dentmart, IDS Denmed and others. The dental equipments and

consumables in India is estimated to grow at a strong positive growth until 2018, where the market is expected to reach INR ~ million in 2018, growing at a CAGR of 16.0% during 2013-2018. The fastest growing segments would be dental implant which is expected to grow at a CAGR of 28.2% during 2013-2018 and dental lasers segment is estimated to grow at a CAGR of ~% during the period 2013-2018.

## **KEY TOPICS COVERED IN THE REPORT**

Market Size of India Dental Equipments and Consumables Market by Revenue, 2008-2013

Export and Import of Dental Products in India, FY'2008-FY'2013

Market Segmentation by Product Categories such as Dental Consumables, Dental Chairs and Other Related Equipments, Dental Imaging Systems, Dental Implants and Dental Lasers, 2008-2013

Pricing of Dental Products by Categories

Major Dental Equipments Distributors of Dental Devices in India

Trends and Developments Dental Equipments and Consumables Industry in India

Market Dynamics of Dental Equipments and Consumables Industry in India

Competitive Landscape of Major Players in Dental Equipments and Consumables Market in India by Product Categories

Future Outlook and Projections of Dental Equipments and Consumables Market in India by Product Category 2014-2018

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