

# **EDAP TMS SA Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis**

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## **Abstracts**

EDAP TMS SA Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between EDAP TMS SA and its competitors. This provides our Clients with a clear understanding of EDAP TMS SA position in the [Healthcare Equipment and Supplies](#) Industry.

The report contains detailed information about EDAP TMS SA that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for EDAP TMS SA. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The EDAP TMS SA financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-

term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes EDAP TMS SA competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of EDAP TMS SA business.

## **About EDAP TMS SA**

EDAP TMS S.A. engages in the development, production, marketing, distribution, and maintenance of a portfolio of medical devices for the treatment of urological diseases. The company produces devices for treating stones of the urinary tract and localized prostate cancer. It has operations in Europe, the Americas, Asia, and the rest of the world.

### **Divisions**

The company operates in two divisions, High Intensity Focused Ultrasound (HIFU) and Urology Devices and Services (UDS).

### **HIFU DIVISION**

The HIFU division is engaged in the development, manufacturing, and marketing of medical devices based on HIFU technology for the treatment of urological and other clinical indications. HIFU technology uses a high-intensity convergent ultrasound beam generated by high power transducers to produce heat. HIFU technology is intended to allow the surgeon to destroy a defined area of diseased tissue without damaging surrounding tissue and organs. In addition to developing, manufacturing, and marketing

HIFU devices, the HIFU division also leases equipment, as well as sells of disposables, spare parts, and maintenance services. The company's HIFU mobile treatment option provides access to the HIFU devices without requiring hospitals and clinics to make an up-front investment in the equipment.

## HIFU Products

The company's commercial product utilizing HIFU technology is the Ablatherm, an ultrasound guided HIFU device for the treatment of organ-confined prostate cancer, referred to as T1-T2 stage. Ablatherm can be used for patients who are not candidates for surgery or who have failed a radiotherapy treatment. Ablatherm is approved for commercial distribution in the European Union, South Korea, Canada, Australia, South Africa, New Zealand, the Philippines, Mexico, Brazil, and Russia. Clinical trials in the United States are underway. The HIFU division had an installed base of 83 Ablatherm machines worldwide (with an additional 8 used for clinical studies and other research and training purposes) and 244 trained clinical sites were using this technology as of December 31, 2009. The Ablatherm consists of a treatment module, a control table with a computer and a computer screen, and a diagnostic ultrasound device connected to the treatment module.

## HIFU Division Sales and Distribution of Products

The HIFU division maintains direct marketing and sales forces in France, Germany, Russia, and Italy. Additionally, the HIFU division markets and sells its products through its distribution platform in South Korea and southeast Asia. The HIFU division's customers are located worldwide and include public and private hospitals and urology clinics.

## UDS DIVISION

The UDS division is engaged in the development, marketing, manufacturing, and servicing of medical devices for the diagnosis or treatment of urological disorders, mainly urinary stones, and other clinical indications.

The UDS division's primary business is producing and marketing devices, known as lithotripters, for the treatment of urinary tract stones by means of extracorporeal shockwave lithotripsy (ESWL) technology. ESWL uses extracorporeal shockwaves, which can be focused at urinary stones within the human body to fragment the stones, thereby permitting their natural elimination and preventing the need for incisions,

transfusions, general anaesthesia, and the resulting complications.

In addition to its manufacturing and selling of lithotripters, the UDS division also leases lithotripters, as well as sells of disposables, spare parts and maintenance services. The UDS division through its Japanese and Italian subsidiaries also distributes Prostatron parts and related services under the distribution agreement entered into with Urologix Inc.

### UDS Division Products

The UDS division manufactures three models of lithotripters: the Sonolith Praktis, which is available for commercial distribution in the European Union, Japan, Canada and the United States; the Sonolith Vision, which is available for commercial distribution in the European Union, Japan, and Canada; and the Sonolith I-Sys, which is available in the European Union, Korea, Canada, the United States, Japan, and Australia.

The UDS division offers the Sonolith Praktis to small and mid-size hospitals, while the Sonolith I-Sys and the Sonolith Vision are offered to large hospitals. The UDS division also sells disposable parts for lithotripters, including the piezo-electric elements of the LT02 and the electrodes of the Sonolith line, which need to be replaced approximately every year and approximately every 10 treatments, respectively. The Sonolith Praktis, the Sonolith Vision and the Sonolith I-Sys rely on an electroconductive technology for shockwave generation.

### UDS Division Sales and Distribution of Products

The UDS division markets, sells and services its products through its direct sales and service platform in France, Italy, Germany, the United States, Japan, South Korea, and Malaysia and markets its products through agents and third-party distributors in various other countries. The UDS division's ESWL customers are located worldwide and include public and private hospitals, urology clinics, and research institutions.

### Competition

The UDS division's major competitors in developed countries are Siemens, Storz, and Dornier.

### History

EDAP TMS S.A. was founded in 1979.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

2 – These sections are available only when you purchase a report with appropriate additional types of analyses.

The complete financial data is available for publicly traded companies.



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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### **IFE, EFE, IE Matrices**

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

## **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

## **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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