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Research Report On Entry Into China's Medical Instruments Market

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Abstracts

As the medical instrument industry in China constantly develops, Chu Chiang delta, Yangtze River delta, and the rim of Bohai Bay gradually becomes the three largest industrial clusters of medical instruments in China. The concentration ratio of enterprise sales income and regional sales income of large-scale enterprises reached 24.13% and 88.90% respectively.

Since the reform and opening-up, China greatly develops processing trade and actively participates in the international cooperation, depends on the strengths of resources and labor force, so the processing trade of the medical instrument makes a great stride. The domestic requirements are satisfied while the export of the medical instrument products is increased; besides, the export growth rate is higher than the import growth rate. From January to September in 2008, the value of China export medical instruments was 3.797 billion USD, increasing by 31.77% over the same period of ther previous year. In 2007, the export value of the Chinese medical instrument products was 4.145 billion U.S. dollars, increasing 29.55 percentage points over the same period of the previous year and 3.29 times that of the export value in 2003. The annual average growth rate of the Chinese export medical instruments was 34.77% from 2003 to 2007.

Medical instrument industry plays an important part in the medical industry in China. In recent years, the great demand of the home and abroad markets facilitates the rapid economic development of the medical instrument industry in China with the enormous increase. According to the statistic announced by National Bureau of Statistics, from January to November in 2007, the number of enterprises above the designated scale in medical appliance and instrument manufacture reached 806 with the gross output value of RMB 51.447 billion Yuan, the sales revenue of RMB 49.318 billion Yuan and the gross profit of RMB 5.264 billion Yuan, and with the respective growth of 21.42%,

22.17% and 42.51% over the same period of the previous year.

In the angle of the subdividing industry of the medical instrument industry, from January to November in 2007, laboratory and medical sterilizing equipment and appliance manufacture made great stride with the respective growth rate of 55.42%, 61.32% and 218.63% in the aspects of gross output value, product sale revenue and gross profit over the same period of the previous year; then, the oral and dental equipment and appliance manufacture followed, with the respective growth rate of 41.17%, 35.4% and 54.32% in the aspects of gross output value, product sale revenue and gross profit over the same period of the previous year; other medical equipment and instrument manufacture increased by 29.94%, 31.9% and 63.71% in the aspects of gross output value, product sale revenue and gross profit over the same period of the previous year.

January-September of 2008, the import value of the medical instrument was 3.127 billion USD, increasing 21.53% over the same period of the previous year. In 2007, the import value of the medical instrument products reached 3.605 billion U.S. dollars and increased by 17.42% over the same period of the previous year, 1.64 times that of the import value in 2003. From 2003 to 2007, the annual average growth rate of the import medical instrument products was 13.37% in China.

2003-2007, the Europe, America and Japan remain the main suppliers of the import medical instruments, especially America, Germany and Japan. In 2007, the import value of the medical instrument products imported from America reached 1.196 billion U.S. dollars, taking the first place in national import value and accounting for about 33.16% of the total import; the import value of the medical instrument products imported from Germany reached 0.696 billion U.S. dollars, taking the second place in national import value and accounting for about 19.31% of the total import; the import value of the medical instrument products imported from Japan reached 0.561 billion U.S. dollars, taking the third place in national import value and accounting for about 15.57% of the total import; the import value of the medical instrument products imported from the above three countries amounted to about 2.453 billion U.S. dollars, accounting for about 68.04% of the total import.

In recent years, China medical instrument industry has obtained well development, but the overall development level has a large difference with the developed countries. Limited by processing technology, in current domestic high-range medical instrument market, the imported products have still taken overwhelming superiority.

With the gradient transfer of the medical instrument industry in developed country, the

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gradual development of national medial instrument system reform, the gradual reduced importing tariff and the gradual increasing senior person, the volume of the China medial instrument market will gradual enlarged. It is predicted in 2010 that the sales revenue of the China medial instrument market will be up to 90-93 billion RMB. With the increasing of living level and the continuous increasing of the per capita income level, the recognition degree to the health will be continuous deepened and the need to the imported medical instrument with a high quality also increasing.

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