

# **Endoscopic Ultrasound Market – Global Industry Size, Share, Trends, Opportunity, and Forecast, Segmented By Product (Needle, Endoscope, Ultrasound Probe, Accessories, Ultrasonic Processors), By Application (Gastrointestinal Cancer, Lung Cancer, Pancreaticobiliary Disease, others), By End-use (Hospitals & Clinics, Ambulatory Surgical Centers, Others), By Region and Competition, 2019-2029F**

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## **Abstracts**

Global Endoscopic Ultrasound Market was valued at USD 1.44 billion in 2023 and is anticipated to witness an impressive growth in the forecast period with a CAGR of 7.21% through 2029. Endoscopic Ultrasound (EUS) is a medical imaging procedure that combines endoscopy with high-frequency ultrasound to visualize and assess internal organs and structures within the body. It is primarily used for diagnostic and staging purposes, as well as for guiding therapeutic interventions. The procedure begins with endoscopy. An endoscope is a flexible, tube-like instrument with a light source and a camera at its tip. The endoscope is introduced through a natural opening in the body, such as the mouth or rectum, or through a small incision. It allows direct visualization of the inside of the body. The endoscope used in EUS is equipped with an ultrasound transducer (probe) at its tip. This transducer emits high-frequency sound waves, which are beyond the range of human hearing. These sound waves travel through the body and bounce back as echoes when they encounter different tissues and structures. The echoes are received by the transducer and converted into real-time ultrasound images. These images are displayed on a monitor and provide a detailed view of the organs, walls of hollow organs (like the gastrointestinal tract), blood vessels, lymph nodes, and other structures.

Ongoing technological innovations, including improved image quality, miniaturized instruments, and artificial intelligence applications in EUS, are enhancing diagnostic accuracy, and expanding the range of therapeutic applications. There is a growing preference for minimally invasive procedures among patients and healthcare providers, and EUS offers a less invasive alternative to traditional surgeries for certain conditions. The global aging population is associated with an increased incidence of conditions that require EUS, such as pancreatic cancer. This demographic trend is a significant driver of market growth. Improvements in healthcare reimbursement policies, particularly in regions where EUS is less commonly practiced, have made these procedures more accessible to patients and financially viable for healthcare providers. EUS aids in early diagnosis and minimally invasive treatment options for conditions like pancreatic cysts, gastrointestinal tumors, and lung cancer, resulting in better patient outcomes.

## Key Market Drivers

### Advancements in EUS Technology

EUS equipment has seen significant improvements in image quality. High-resolution ultrasound and enhanced imaging technologies provide clearer and more detailed images of internal organs, tissues, and lesions. This helps in precise diagnosis and staging of diseases. EUS instruments have become more compact and portable, making them easier to handle during procedures. Miniaturized scopes and probes can be inserted through smaller channels, reducing patient discomfort and recovery time. The development of advanced ultrasound probes, including radial and linear-array transducers, offers greater flexibility in imaging and improved visualization of specific anatomical structures. These probes provide various viewing angles for comprehensive assessments. Elastography is an emerging technology in EUS that measures tissue stiffness. It can help differentiate between benign and malignant lesions by assessing tissue elasticity. This is particularly valuable in the evaluation of pancreatic masses.

The use of contrast agents during EUS procedures has become more common. Contrast-enhanced imaging allows for better visualization of blood vessels and perfusion within lesions, aiding in the differentiation of various tissue types. Fine-needle aspiration (FNA) and fine-needle biopsy (FNB) techniques have evolved with the development of specialized needles. These needles offer improved sample collection, reducing the need for multiple passes and enhancing diagnostic accuracy. Integration of real-time image processing and computer-aided diagnostic tools helps healthcare

professionals analyze EUS images more effectively. This technology can assist in lesion characterization and identifying abnormal tissue. AI and machine learning algorithms are being applied to assist in image interpretation, automated lesion detection, and prediction of disease outcomes. These technologies enhance diagnostic capabilities and reduce the risk of human error.

EUS is progressing towards three-dimensional (3D) and four-dimensional (4D) imaging, providing volumetric data that can improve the understanding of complex anatomical structures and aid in surgical planning. EUS navigation systems, combined with fusion imaging techniques, enable the integration of EUS images with other imaging modalities such as CT and MRI. This assists in precise localization and targeting during interventions. Robotic systems are being explored in the field of EUS, allowing for enhanced dexterity and precision during procedures. Robot-assisted EUS can potentially improve the safety and accuracy of interventions. Telemedicine and remote guidance technologies have made it possible for experts to remotely guide and assist less experienced healthcare providers in performing EUS procedures, particularly in underserved or remote areas. This factor will help in the development of the Global Endoscopic Ultrasound Market.

### Rising Early Diagnosis and Treatment

Early diagnosis allows for the timely initiation of appropriate treatment. For conditions like cancer, early detection can significantly improve the chances of successful treatment and long-term survival. Patients and healthcare providers seek tools like EUS that can provide accurate and early diagnoses. EUS is a valuable tool for staging various types of cancer, including pancreatic, esophageal, and lung cancers. Early and accurate cancer staging is vital for determining the extent of the disease and planning the most effective treatment strategy, which often includes surgery, chemotherapy, or radiation therapy. EUS is a minimally invasive procedure, making it a preferable option for patients who are concerned about the invasiveness and risks associated with surgical interventions. Early diagnosis, when followed by minimally invasive treatment, can lead to shorter hospital stays and faster recovery times. EUS is used in cancer screening and surveillance programs for individuals at high risk for certain cancers. Early detection can lead to the identification of precancerous lesions or early-stage cancers, allowing for interventions that can prevent cancer development or lead to more successful treatment outcomes. EUS-guided fine-needle aspiration (FNA) and fine-needle biopsy (FNB) allow for the collection of tissue samples for pathological examination. Early access to tissue samples can lead to a prompt and accurate diagnosis, enabling healthcare providers to tailor treatments to the specific

characteristics of the disease.

Early diagnosis helps in halting or slowing the progression of diseases. By detecting and treating conditions at an earlier stage, EUS can reduce the risk of complications and the need for more aggressive or invasive treatments. Early detection often results in less aggressive treatment strategies, which can be less taxing on the patient's body and result in a higher quality of life during and after treatment. For patients, early diagnosis provides peace of mind and a sense of control over their health. It can alleviate anxiety associated with uncertainty about the nature and extent of their condition. Early diagnosis and treatment can be cost-effective, as it may reduce the need for costly and extensive treatments that would be required for more advanced disease stages. Early diagnosis and treatment can lead to reduced healthcare system costs by preventing complications and reducing the burden on healthcare facilities. It can also free up resources for other patients. This factor will pace up the demand of the Global Endoscopic Ultrasound Market.

#### Increasing Market Competition and Innovation

Intense market competition encourages medical device manufacturers to innovate and improve their EUS equipment. This leads to the development of more advanced and efficient EUS technology, including high-definition imaging, advanced probes, and enhanced user interfaces. Ongoing innovation in EUS technology has broadened its clinical applications. New and improved EUS equipment enables the diagnosis and management of a wider range of medical conditions, such as pancreatic cysts, subepithelial lesions, and even obesity treatment. Innovative EUS procedures and equipment can lead to better patient outcomes. Enhanced imaging capabilities improved diagnostic accuracy, and the availability of new therapeutic techniques contribute to improved treatment results. Innovative EUS technology allows for faster and more efficient procedures, reducing the time patients spend in diagnostic or treatment settings. This increased efficiency benefits both patients and healthcare facilities.

Market competition encourages the development of patient-centric EUS solutions. These innovations aim to enhance patient comfort and convenience, making the procedure more accessible and tolerable for a wider range of individuals. Increased competition can lead to more cost-effective EUS solutions, making the technology more accessible to healthcare providers and patients. Cost reductions may be achieved through more efficient equipment design and manufacturing processes. Competition often drives the expansion of EUS services into new regions and

healthcare facilities. As more providers offer EUS procedures, patient access to this technology increases, driving demand. The need to stay competitive prompts medical device manufacturers and healthcare institutions to invest in training and education programs for healthcare professionals. These programs ensure that medical staff are proficient in using the latest EUS equipment and techniques. Competitive companies often seek to expand their market reach beyond their home region, fostering the global growth of EUS technology and increasing its availability to healthcare providers and patients worldwide. Market competition often pushes manufacturers to meet or exceed regulatory and quality standards, resulting in safer and more reliable EUS equipment. This factor will accelerate the demand of the Global Endoscopic Ultrasound Market

## Key Market Challenges

### High Initial Costs

Hospitals, clinics, and healthcare institutions that wish to provide EUS services must make substantial investments in acquiring EUS equipment, including ultrasound machines, endoscopes, and specialized accessories. These initial costs can strain their budgets. Healthcare professionals, particularly Endosonographers and gastroenterologists, require specialized training to perform EUS procedures effectively and safely. The costs associated with training programs and ongoing education can be significant. Ongoing maintenance, calibration, and repairs of EUS equipment add to the overall cost of ownership. Ensuring that the equipment is in optimal condition is crucial for delivering high-quality patient care. Keeping up with technological advancements in EUS often requires the regular replacement or upgrade of equipment. Staying at the forefront of EUS technology can result in substantial costs. Patients may face higher out-of-pocket expenses for EUS procedures, especially in regions with limited insurance coverage or high deductibles. These costs can be a barrier to accessing necessary diagnostic and treatment services. EUS procedures involve the use of specialized disposable accessories, such as fine-needle aspiration needles and ultrasound probes. The recurring cost of these consumables can add up over time.

### Competition and Market Saturation

In highly competitive markets, EUS providers may need to specialize or focus on specific clinical applications or patient demographics to differentiate themselves. Market segmentation can lead to a more fragmented EUS market with specialized

providers. Intense competition can drive innovation and improvements in the quality of EUS equipment and services. Providers and manufacturers strive to differentiate themselves by offering cutting-edge technology and better patient outcomes. High competition can make it challenging for new entrants to establish themselves in the EUS market. Existing players often have established reputations and customer bases, making it difficult for newcomers to gain a foothold. In some mature markets, EUS services may become saturated, with a high number of providers serving a relatively stable patient population. Market saturation can limit the growth potential for existing providers. Competition can lead to lower profit margins for EUS providers. Reduced margins may limit their ability to invest in new equipment, technology, or training, which could impact the quality of care provided. Highly competitive markets may place financial pressures on EUS providers, especially in regions with healthcare reimbursement constraints. These economic pressures can affect the financial sustainability of EUS services.

## Key Market Trends

### Rise in Minimally Invasive Procedures

Patients often prefer minimally invasive procedures over traditional open surgeries due to reduced pain, shorter recovery times, and smaller incisions or no incisions at all. Minimally invasive procedures, including EUS, can lead to better patient outcomes. They are associated with lower rates of complications, reduced post-operative pain, and shorter hospital stays. EUS is a minimally invasive procedure that provides high-resolution imaging and the ability to collect tissue samples for diagnosis. It is particularly valuable for conditions such as pancreatic cancer, gastrointestinal tumors, and lung cancer. Minimally invasive procedures often result in cost savings for healthcare systems and patients. Shorter hospital stays and fewer complications lead to lower overall healthcare expenditures. Ongoing advancements in EUS technology have made these procedures even less invasive and more effective. Improved imaging, better tools, and real-time guidance have contributed to the growth of minimally invasive EUS. EUS is commonly used for the staging of various cancers, and it can guide minimally invasive treatments, such as tumor ablation, fine-needle aspirations, and drainage procedures, contributing to better outcomes. Minimally invasive procedures, including EUS, are often more convenient for patients. They may require shorter recovery times, result in smaller scars, and allow patients to return to their daily activities sooner.

## Segmental Insights

## Product Insights

In 2023, the Global Endoscopic Ultrasound Market largest share was held by endoscope segment and is predicted to continue expanding over the coming years. Endoscopes are versatile instruments used in various medical specialties, including gastroenterology, pulmonology, surgery, and oncology. They have a wide range of diagnostic and therapeutic applications, making them essential tools for healthcare professionals. Endoscopes allow healthcare providers to directly visualize internal organs, lesions, and tissues within the body. In the context of EUS, endoscopes enable clear imaging and the collection of tissue samples through fine-needle aspiration (FNA), which is crucial for diagnosing and staging various medical conditions. EUS procedures often involve the use of endoscopes for high-resolution ultrasound imaging in combination with traditional endoscopic visualization. This integration of endoscopy with ultrasound technology provides a comprehensive and precise assessment of various diseases, including gastrointestinal and pancreatic conditions. Endoscopic ultrasound procedures are minimally invasive, which is particularly important for patients. These procedures reduce patient discomfort, recovery time, and the risks associated with more invasive surgical methods. The use of endoscopes in EUS procedures requires specialized training and expertise, and many healthcare providers have skilled end sonographers and gastroenterologists who can perform these procedures with precision.

## End-Use Insights

In 2023, the Global Endoscopic Ultrasound Market largest share was held by Hospitals & Clinics segment in the forecast period and is predicted to continue expanding over the coming years. Hospitals and clinics are medical facilities that offer a wide variety of healthcare services and treatments. EUS is a versatile diagnostic and therapeutic tool that can be used in various medical specialties, such as gastroenterology, oncology, pulmonology, and surgery. This versatility makes it an asset for these facilities. Hospitals and clinics, especially those in developed regions, have advanced medical infrastructure and equipment. EUS requires specialized equipment and skilled healthcare professionals, and hospitals and clinics are well-equipped to provide these resources. These facilities often have a larger pool of specialized healthcare professionals, including gastroenterologists, end sonographers, surgeons, and oncologists, who are trained in performing EUS procedures and interpreting the results accurately. Hospitals and clinics typically serve many patients, and many of these patients may require EUS for the diagnosis and staging of various medical

conditions, including gastrointestinal and pulmonary diseases. The high patient volume naturally drives the demand for EUS procedures. Hospitals and clinics are capable of both diagnosing and treating a wide range of medical conditions. EUS can be used for diagnostic purposes, such as visualizing lesions and obtaining tissue samples through fine-needle aspiration, as well as for therapeutic interventions like draining fluid collections and performing pseudocyst drainage.

## Regional Insights

The North America region dominates the Global Endoscopic Ultrasound Market in 2023. North America, particularly the United States and Canada, boasts a highly advanced and well-developed healthcare infrastructure. This includes state-of-the-art medical facilities and a robust network of healthcare providers, making it easier to adopt and integrate advanced medical technologies like EUS. North America has a history of early adoption of cutting-edge medical technologies. Healthcare professionals in the region are often early adopters of innovative medical equipment and procedures, including EUS, which has contributed to its widespread use. North America has a relatively high prevalence of gastrointestinal diseases, such as pancreatic cancer, which frequently require EUS for accurate diagnosis, staging, and treatment planning. The region's disease burden has driven the demand for EUS procedures. North America is home to a large pool of skilled and specialized healthcare professionals, including gastroenterologists and Endosonographers who are well-trained in performing EUS procedures.

## Key Market Players

Boston Scientific Corporation

Medtronic Plc.

ConMed Corp.

Olympus Corporation

STERIS

SonoScape Medical Corp.

PENTEX Medical



FUJIFILM Corporation

Cook Group Incorporated.

### Report Scope:

In this report, the Global Endoscopic Ultrasound Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

#### Endoscopic Ultrasound Market, By Product:

Needle

Endoscope

Ultrasound Probe

Accessories

Ultrasonic Processors

#### Endoscopic Ultrasound Market, By Application:

Gastrointestinal Cancer

Lung Cancer

Pancreaticobiliary Disease

Others

#### Endoscopic Ultrasound Market, By End-Use:

Hospitals & Clinics

Ambulatory Surgical Centers

Others

Endoscopic Ultrasound Market, By region:

North America

United States

Canada

Mexico

Asia-Pacific

China

India

South Korea

Australia

Japan

Europe

Germany

France

United Kingdom

Spain

Italy

South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

## Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the Global Endoscopic Ultrasound Market.

## Available Customizations:

Global Endoscopic Ultrasound Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

## Company Information

Detailed analysis and profiling of additional market players (up to five).

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