

CANADA DENTAL DEVICES MARKET



Sample

Domain: Healthcare

Base Year: 2017

Historical Period: 2012-2016

Forecast Period: 2018-2023



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THIS REPORT PROVIDES:

- A detailed understanding of the present status of the Canada dental devices market, with detailed market segmentation.
- Current market trends, changes in market dynamics, and growth opportunities.
- An in-depth analysis of the market size and forecast for various types of pet wearable devices.
- An evaluation of the competitive landscape, including product portfolios, key strategies, and recent developments of the top vendors in the dental devices market.
- Insights on upcoming trends in the pet wearable market.

1. INTRODUCTION

1.1 Market Definition

2. RESEARCH METHODOLOGY

3. EXECUTIVE SUMMARY

4. KEY INFERENCES

5. MARKET OVERVIEW AND INDUSTRY TRENDS

5.1 Current Market Scenario

5.2 Porter's Five Forces Analysis

5.2.1 Bargaining Power of Suppliers

5.2.2 Bargaining Power of Consumers

5.2.3 Threat of New Entrants

5.2.4 Threat of Substitute Products and Services

5.2.5 Intensity of Competitive Rivalry

6. MARKET DYNAMICS

6.1 Drivers

6.1.1 Rise in Dental Services Expenditure in Canada

6.1.2 High Incidence of Dental Disorders in Canada

6.1.3 Rising Demand for Cosmetic Dentistry

6.1.4 Increasing Demand for Reduced Treatment Time and Operating Cost

6.2 Restraints

6.2.1 High Cost of Treatment

6.2.2 Lack of Skilled Labor

6.2.3 Stringent Regulations on Medical Devices

6.3 Opportunities

6.4 Challenges

7. MARKET SEGMENTATION

7.1 By Product

7.1.1 General and Diagnostic Equipment

7.1.1.1 Systems and Parts

7.1.1.2 Dental Implants

7.1.1.3 Crown and Bridges

7.1.1.4 Dental Lasers

7.1.1.4.1 Soft Tissue Lasers

7.1.1.4.1.1 Diode lasers

7.1.1.4.1.2 Carbon dioxide Lasers

7.1.1.4.1.3 Other Dental Lasers

7.1.1.4.2 All Tissue Laser Market

7.1.2 Radiology Equipment

7.1.2.1. Extra-Oral Radiology Equipment

7.1.2.2 Intra – Oral Radiology Equipment

7.1.2.3 Cone Beam Computed Tomography (CBCT) Scanners

7.1.2.4 Other Radiology Equipment

7.1.3 Dental Consumables market

7.1.4 Dental Chairs and Equipment

7.2 By Treatment Type

7.2.1 Orthodontic

7.2.2 Endodontic

7.2.3 Periodontics

7.2.4 Other Treatment Types

8. COMPANY PROFILES AND COMPETITIVE LANDSCAPE

8.1 Henry Schein Inc.

8.2 Hu-Friedy Mfg Co.

8.3 Ivoclar Vivadent AG

8.4 Midmark Corporation

8.5 Nakanishi Inc.

8.6 Patterson Companies Inc.

8.7 Planmeca Oy

8.8 Dentsply Sirona

8.9 Sybron Dental Specialties Inc.

8.10 Ultradent Products Inc.

8.11 Young Innovations Inc.

*List not Exhaustive

*Competitive landscape covers- Business Overview Financials, Products and Strategies, SWOT Analysis, and Recent Developments

9. FUTURE OF THE MARKET

1. INTRODUCTION

SAMPLE

- Dental devices are those devices used for treatment and diagnosis of various dental conditions. The Canadian equipment market is calculated by summing the revenue generated from the sales and replacement of general dental and diagnostic dental equipment, radiology equipment, dental consumables, and dental chairs and other equipment that are marketed in Canada.
- The market has been segmented based on general dental equipment and diagnostic dental equipment into systems and parts, dental implants, crown and bridges, and dental lasers (including soft tissue lasers and all tissue lasers). The soft tissue lasers are further sub-segmented into diode lasers, carbon dioxide lasers, and others. The market has been segmented based on radiology dental equipment into extra-oral, intra-oral, cone beam computed tomography, and others. Other segments in the report include, dental consumables and dental chairs and other equipment. Based on treatment, the report has been segmented into orthodontic, endodontic, periodontics, and others.
- The market size provided in the sample has been derived from the revenue generated by products. For estimating the market size of the product, the average selling price (ASP) of a product in the region has been multiplied with the sales volume (new sales or replacement rate, based on applicability).
- Geographically, the market studied is segmented into North America, Europe, Asia-Pacific, Middle East & Africa, and South America. Each region has been divided further into major countries, for which market size and forecast value are provided separately. Other countries in that particular region are covered under “Rest of that region”, for which the market size and forecast value are provided as a whole.
- A holistic study of the market studied has been carried out by incorporating various factors, extending from country-specific demographic conditions and business cycles, to market-specific microeconomic influences, which were needed to analyze future trends. The research uncovers several paradigm shifts in the market studied, in terms of regional competitive advantage and dynamics, primarily with respect to services.

CANADIAN DENTAL DEVICES MARKET



Product

- General and Diagnostic Equipment
- Radiology Equipment
- Dental Consumables market
- Dental Chairs and Equipment



Treatment Type

- Orthodontic
- Endodontic
- Periodontics
- Other Treatment Types

AIM AND OBJECTIVE OF THE STUDY

Canada and regional analysis and forecast of Canadian dental devices market.

FORECAST PERIOD

2018-2023

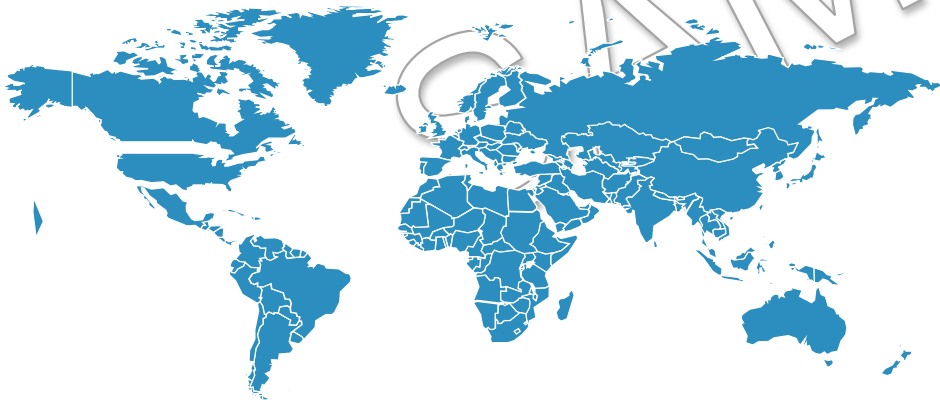
BASE YEAR

2017






COMPANIES PROFILED

11

GEOGRAPHICAL SCOPE



SEGMENTS COVERED

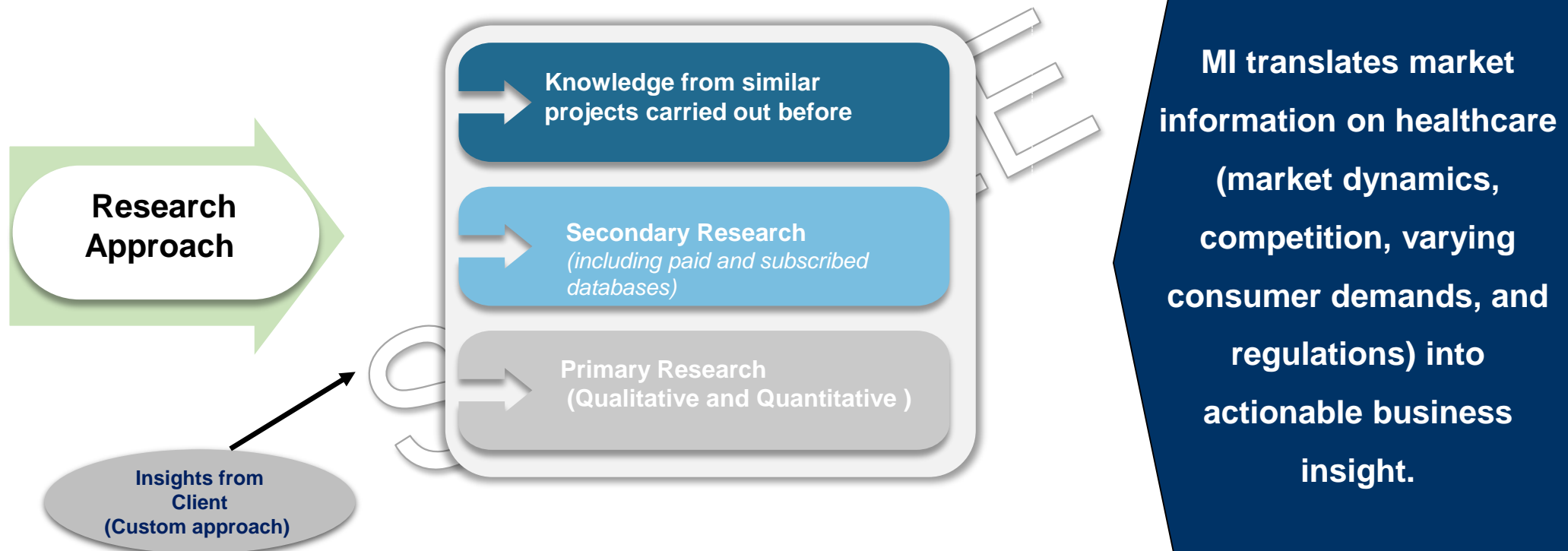
- DROCs 
- PORTER'S FIVE FORCES ANALYSIS 
- SEGMENT AND SUB-SEGMENT ANALYSIS 
- KEY PLAYERS 
- COMPETITIVE LANDSCAPE 

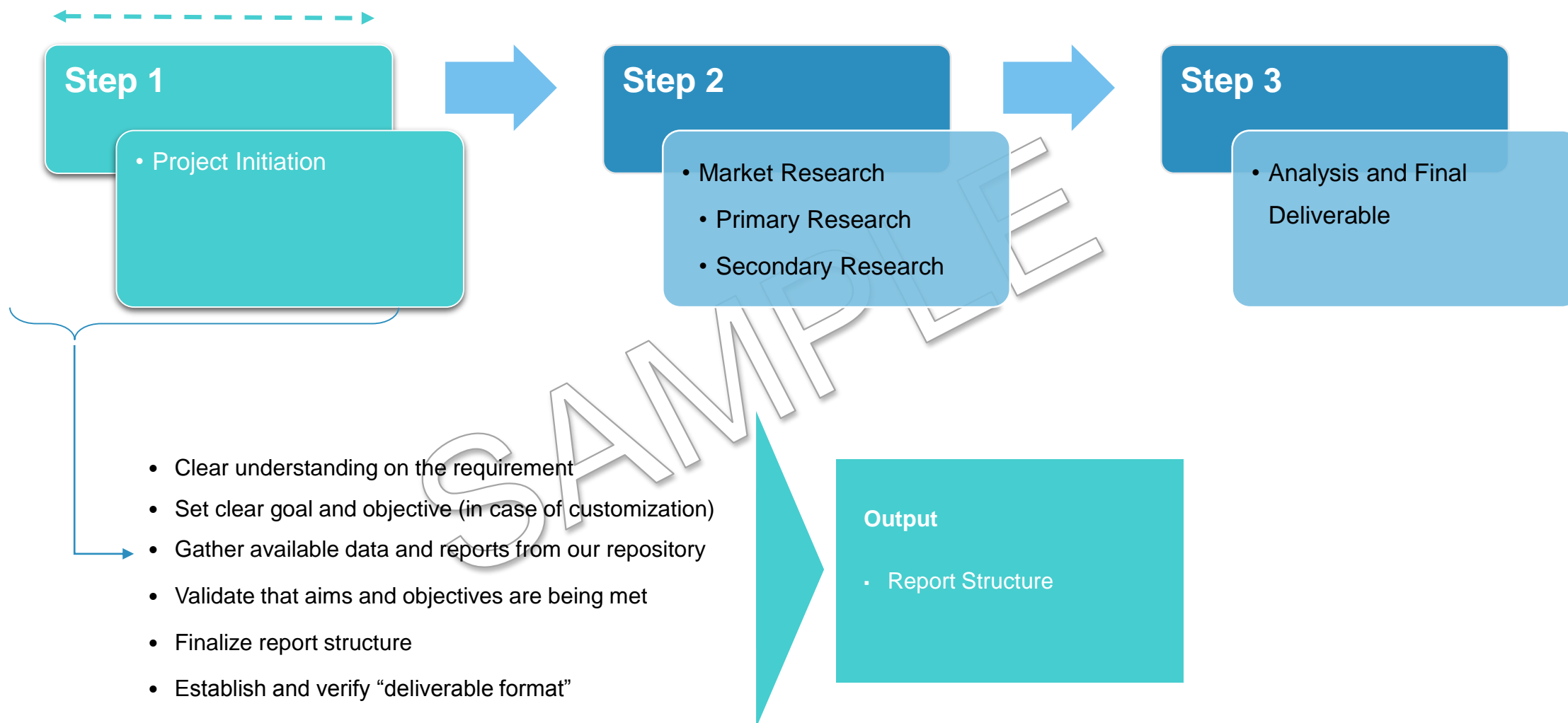
- ✓ The base currency considered was the US Dollar. The conversion of other currencies to USD was considered on the basis of the average exchange rates for the respective review period years. Exchange rate conversion for the forecast period was determined according to the base year's conversion rates.
- ✓ The base year was identified based on the availability of annual reports and secondary information. The base year considered for this study is 2017.
- ✓ The review period considered for this study is 2012-2016. The CAGR considered is for the forecast period of 2018-2023.
- ✓ Market size estimations for the forecast years were in real terms. Inflation is not part of the pricing, and the average selling price (ASP) was kept constant throughout the forecast period, for each country.
- ✓ As a result of data triangulation through multiple methodologies and approaches, the weighted averages of resulting estimates were considered to be the final values.

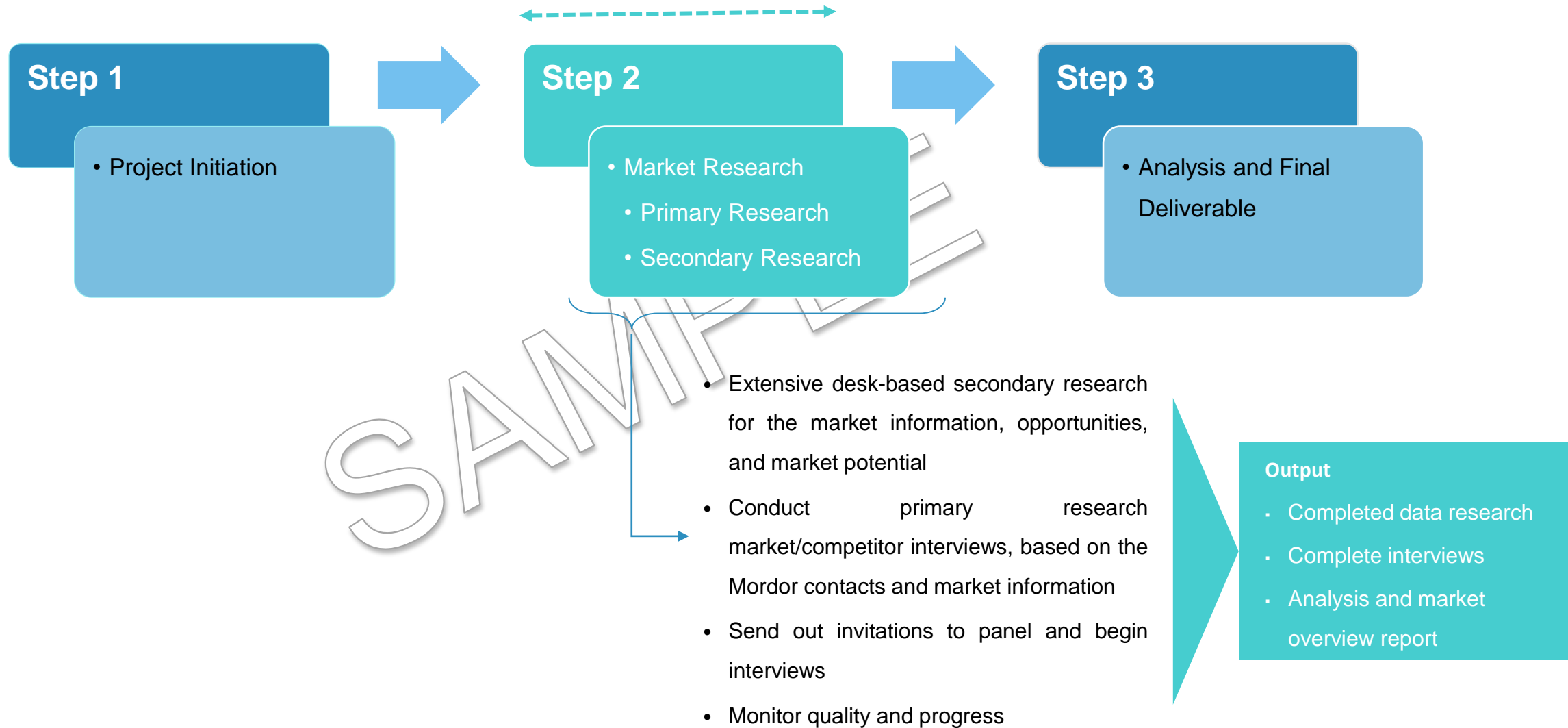
2. RESEARCH METHODOLOGY

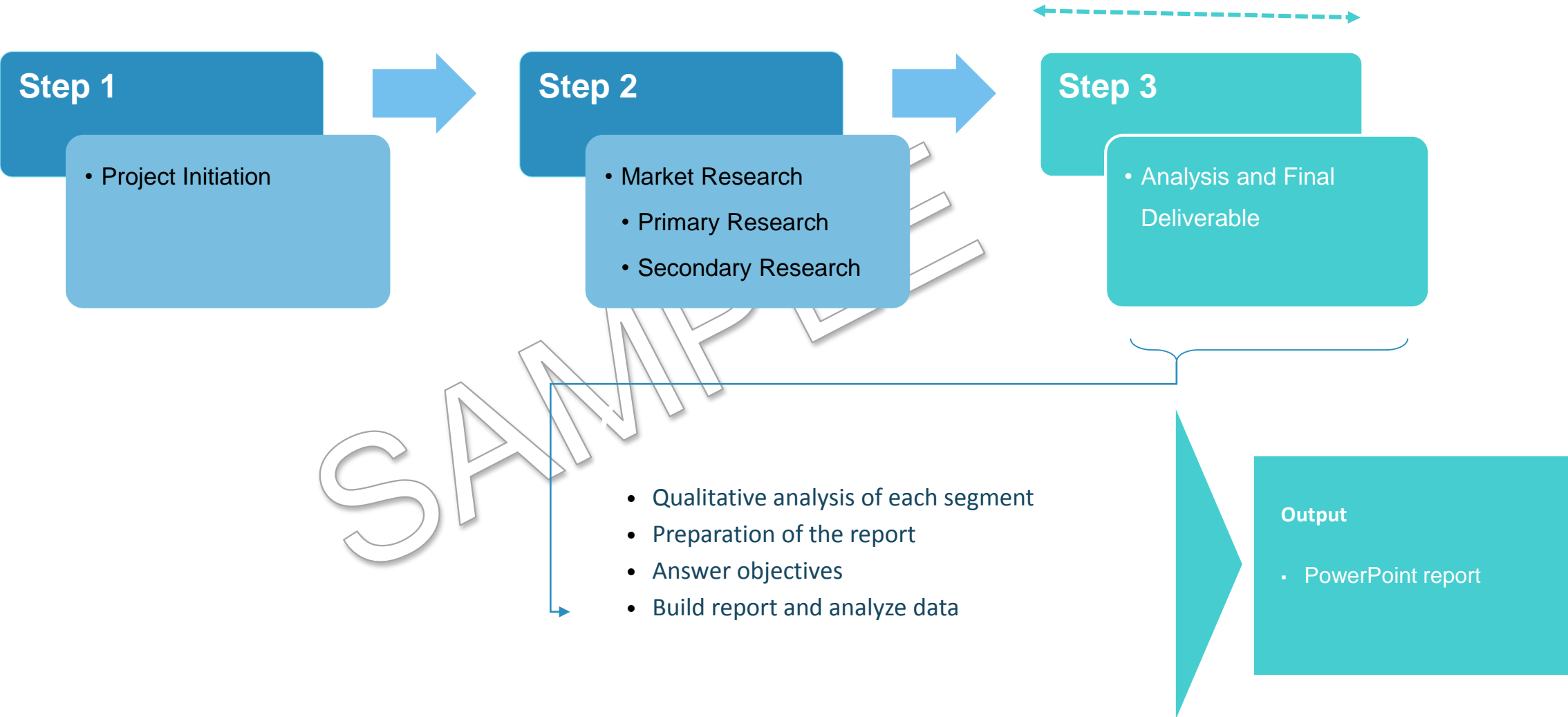
SAMPLE

Mordor Intelligence advocates a mix of secondary and primary research to meet the study objectives through deliverables defined in added sections.









SAMPLE

We collate data from various sources and triangulate the collected data using multiple verification points.



Our in-house and external experts validate the data of every project, and we validate the data with our existing repository to study the market garner insights and visualize the entire ecosystem.



6. MARKET DYNAMICS

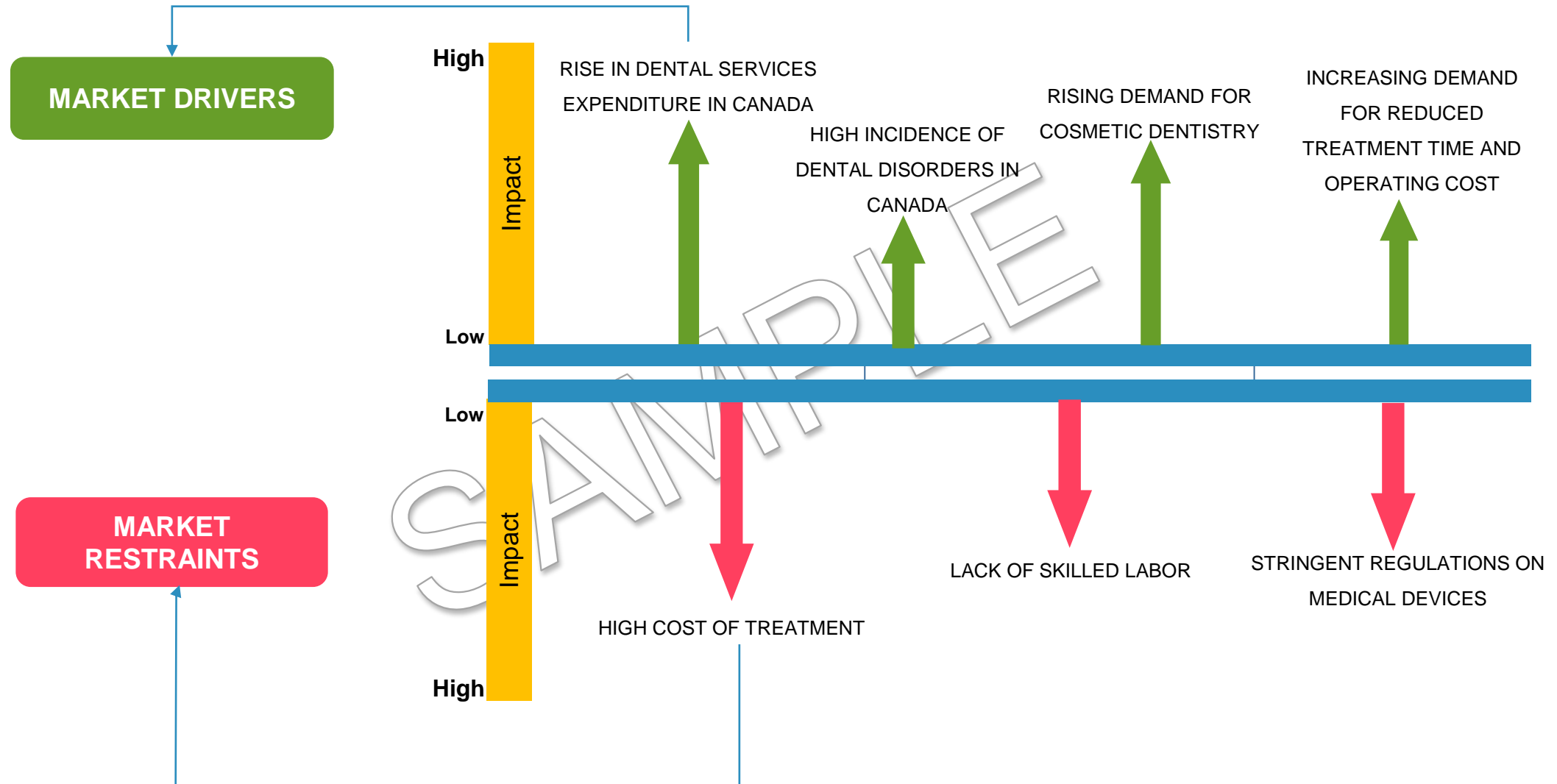
6.1 Drivers

6.2 Restraints

6.3 Opportunities

6.4 Challenges

SAMPLE



RISE IN DENTAL SERVICES EXPENDITURE IN CANADA

- According to Canadian Institute for Health Information (CIHI), Canada has reported a rise in its dental services expenditure in 2013 from 2012, accounting to a 2.1% growth. The Canada services expenditure in 2013 accounted to around \$ 12.5 billion and was mainly contributed by the private sector. Most of the dental procedures in Canada is funded through private health insurances or by out-of-pocket. The total per capita spending on dental services in Canada was around \$356.70 in 2013.

Estimates for 2013	Values in CAD
Total Expenditure for dental services	\$ 12.5 billion
Private sector expenditure for dental services	\$ 11.8 billion
Public sector expenditures for dental services	\$ 755 million
Total per capita spending on dental services	\$356.70
Estimated expenditures on dental services as a proportion of total health care expenditures	6%
Increase in total dental services expenditures from 2012 to 2013	2.1%
Estimated private sector expenditures on dental services as a percentage of total private sector health expenditures	18.8%

Sample Table: Canada Dental Care Expenditure; Source: National Health Expenditure Trends, 1975-2012, CIHI 2013

- The current rise in dental services expenditure in Canada is mainly due to the improving economic conditions, acceptance of laser procedures, and the increasing adoption of cosmetic dentistry. The rise in dental services expenditure is likely to propel the growth of dental devices market in Canada.

----- (Detailed Analysis Available in the Full Report) -----

STRINGENT REGULATIONS ON DENTAL DEVICES

- Dental equipment has a major hurdle due to new amendments by the Canada government. The proposed amendments would require manufacturers to provide additional information for each piece of dental X-ray equipment, including quality control procedures and dosimetric information.
- Canada government is proposing to amend the current radiation regulations for X-Ray dental equipment in an effort to strengthen radiation safety requirements.
- The standards are in alignment with International Electro technical Commission standards for the new equipment.
- The new standards are to broaden the scope of the current regulations to address new and modern dental X-ray technologies, and require the provision of information to support optimization of equipment use.
- The new amendment is procuring the companies to attain the standards, restraining the market growth

----- (Detailed Analysis Available in the Full Report) -----

7. SEGMENTATION

7.1 By Product

7.2 By Treatment Type

SAMPLE

7.1 BY PRODUCT

7.1.1 General and Diagnostic Equipment

7.1.2 Radiology Equipment

7.1.3 Dental Consumables market

7.1.4 Dental Chairs and Equipment

SAMPLE

7.1.1 GENERAL AND DIAGNOSTIC EQUIPMENT

7.1.1.1 Systems and Parts

7.1.1.2 Dental Implants

7.1.1.3 Crown and Bridges

7.1.1.4 Dental Lasers

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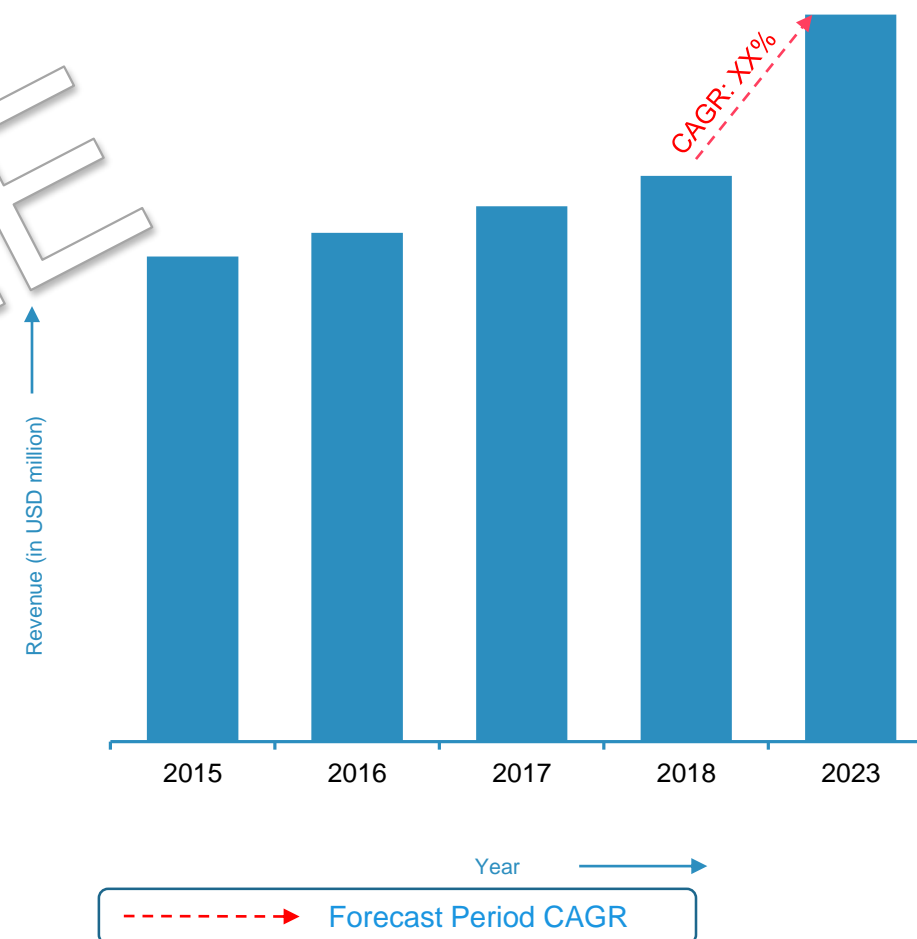
7.1.1.4.1.3 Other dental Lasers

7.1.1.4.2 All Tissue Laser Market

- The Canada diode lasers market was valued at USD XX million in 2016 and is expected to reach USD XX million in 2022, growing at a CAGR of X%, over the forecast period (2017-2022).
- The first dental diode lasers came in 1995 and then got approval from FDA in 1999 for minor periodontal and oral surgery. Diode lasers are generally solid semiconductor chip, which are embedded with crystal. The diode lasers have a wavelength ranging between 800nm to 980 nm.
- Dental diode lasers are most commonly used for oral surgeries, where there is a requirement for removal of soft tissues. Most common soft tissue applications using dental diode lasers are gingivectomy, frenectomy, hemorrhagic lesion removal, gingival sculpting, sub-gingival curettage. The dental diode lasers has numerous advantages, such as reduction of pain/ discomfort post operation, reduced post-operative swelling, improved hemostasis, exemption of need for sutures, decreasing bacterial growth and operation time, and drastic reduction of bleeding.
- The increasing cosmetic dentistry procedures in Canada and a propensity towards use of minimally invasive devices are the key factors propelling the growth of Canadian diode lasers market. The procedures using lasers are quite safe and do not harm the bone and gum tissue and is thus being enormously used for removal of enamel decay. The procedures involving lasers avoids bleeding and swelling and hence more patient compliance. The market in Canada is expected to grow at a steady CAGR of X%, over the forecast period. The key players in dental diode Lasers market are Zolar lasers, Biolase, AMD lasers, Philips, and others.

----- (Detailed Analysis Available in the Full Report) -----

**Dental Devices Market: Revenue Forecast in USD million,
Smart Collar, 2015-2023**



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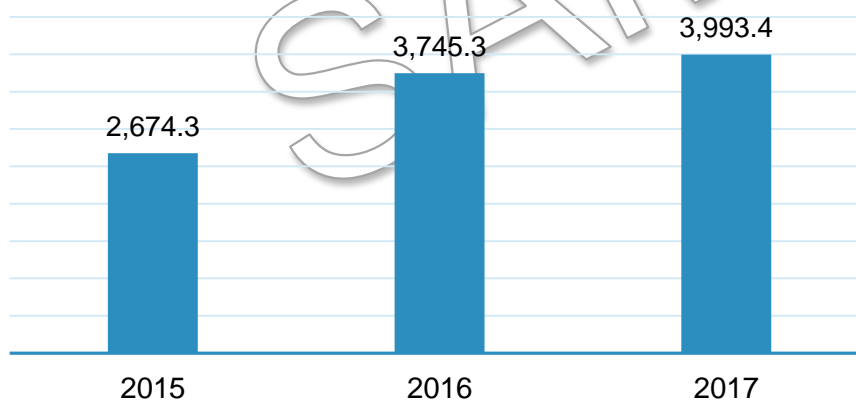
**List not Exhaustive*

- Dentsply Sirona is the world's largest manufacturer of professional dental products and technologies. Leading positions and platforms across consumables, equipment, technology, and specialty products. As the global market leader in dental solutions, Dentsply Sirona strives to be the innovator and a pillar of the communities in which it operates.
- Dentsply Sirona develops and licenses numerous medical devices for use in dental care applications. It uses in vitro or benchtop methods that do not require testing in animals.

----- (Detailed Analysis Available in the Full Report) -----

Financial Overview

Total Revenue in USD million, 2015-2017



Founded in 1899



Pennsylvania, United States



Operations: Worldwide.



~ 15,700 Employees



Revenue (2017)
USD 3993 million

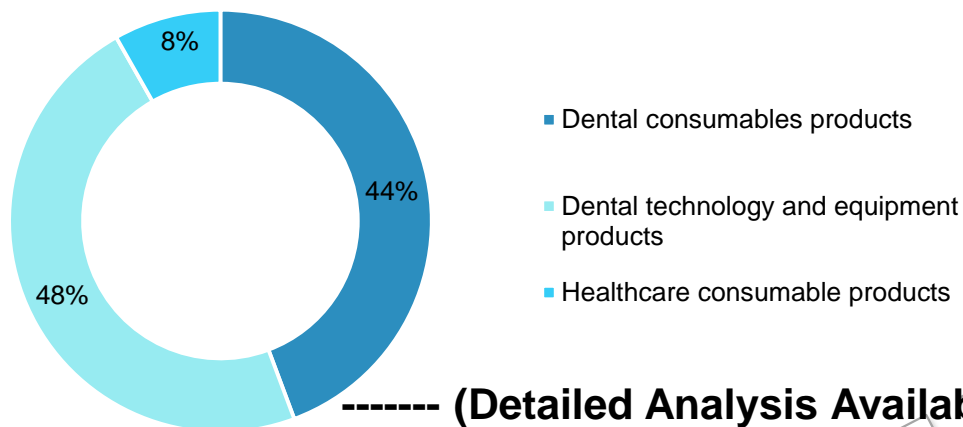


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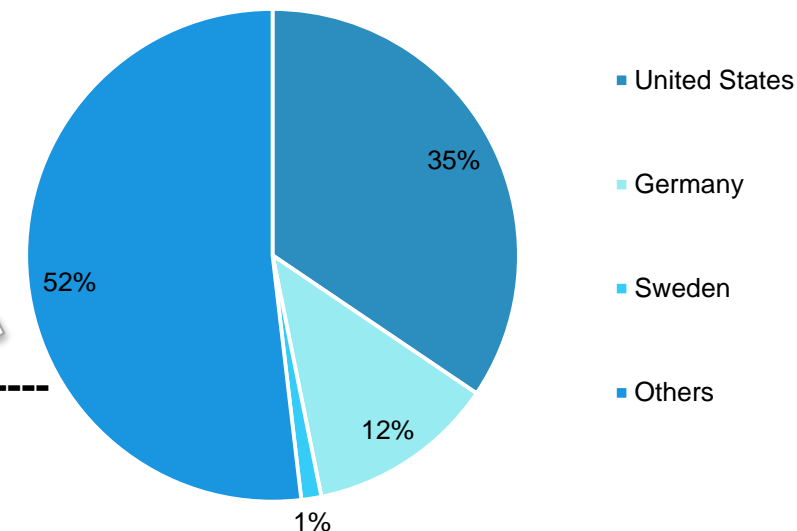
Revenue Breakdown – by Product Category (2017)



----- (Detailed Analysis Available in the Full Report) -----

- Dental consumable products include added dental supplies and small equipment used in dental offices for the treatment of patients. Dentsply Sirona's dental supplies include, endodontic (root canal) instruments and materials, dental anesthetics, prophylaxis paste, dental sealants, impression materials, restorative materials, tooth whiteners, and topical fluoride.
- Dental technology products has high-tech state-of-art dental implants and related scanning equipment and treatment software, orthodontic appliances for dental practitioners and specialist and dental laboratories. This includes basic and high-tech dental equipment, such as treatment centers, imaging equipment and machining "CAD/CAM" systems equipment for dental practitioners and laboratories.

Revenue Breakdown - by Geography (2017)



- The percentage sales (2017) by region: United States (35%), Europe (40%), and Rest of World (40%)
- The company has a long-established presence in the European market, particularly in Germany, Sweden, France, the United Kingdom, Switzerland and Italy, and Canada. The company also has a significant market presence in the countries of the Commonwealth of Independent States ("CIS"), Central and South America, the Middle-East region, and the Pacific Rim.

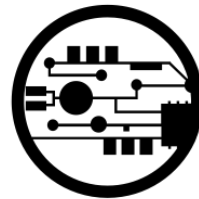
Products and Services Provided

- Ankylos
- SureSmile aligner
- Aquasil Ultra+
- BioBite Corrector SP
- ** List not exhaustive

Strategies

- The company made the strategic decision to expand its distribution of equipment from an exclusive relationship to a non-exclusive relationship. It's intent was to accelerate adoption of its technologies in the market by leveraging multiple partners who would support our offering

Technology



----- (Detailed Analysis Available in the Full Report) -----

Competition

- Den-Mat Holdings
- Dentsply Sirona

- Dentsply Sirona announces acquisition of technology solutions provider OraMetric

Acquisitions





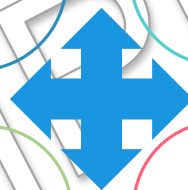
STRENGTHS

- State-of-the-art expertise in materials science, equipment design, and software development
- Reputation for high quality and innovative products
- Leadership in product development and manufacturing, global sales force
- Breadth of product line and distribution network



WEAKNESS

- Many competitors in same regions produce same products as Dentsply Sirona
- Competitors are expected to introduce private label, generic, or low cost products that compete with the Company's products at lower price points



OPPORTUNITIES

----- (Detailed Analysis Available in the Full Report) -----



THREATS

Dentsply Sirona purchased a South American-based manufacturer of dental laboratory products for \$51.1million
Oct 2015

M

P

Dentsply Sirona and North American Dental Group announce comprehensive partnership
March 2018

----- (Detailed Analysis Available in the Full Report) -----

M

Merger and
Acquisition

I

Product
Innovation

E

Expansion

P

Partnership

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