



USA DENTAL DEVICES MARKET (2019 - 2024)

Sample

Domain: Healthcare

Base Year: 2018

Historical Period: 2013-2017

Forecast Period: 2019-2024

THIS REPORT PROVIDES

- A detailed understanding of the present status of the USA 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 segmentation
- An evaluation of the competitive landscape, including product portfolios, key strategies, and recent developments of top vendors in the USA dental devices market



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6.1.5 Zimmer Biomet

6.1.6 Henry Schein Inc.

6.1.7 Patterson Companies Inc.

6.1.8 Young Innovations Inc.

List not Exhaustive

*Competitive Landscape Covers- Business Overview, Financials, Products and Strategies, and Recent Developments

7. MARKET OPPORTUNITIES AND FUTURE TRENDS

1. INTRODUCTION

- *1.1 Study Deliverables*
- *1.2 Study Assumptions*
- *1.3 Scope of the Study*



AIM AND OBJECTIVE OF THE STUDY

Country-level analysis and forecast of the USA dental devices market.

FORECAST PERIOD

2019-2024

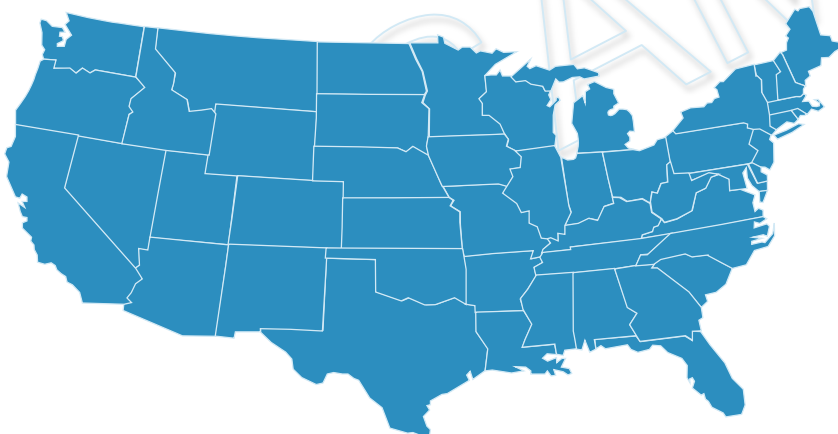
BASE YEAR

2018

COMPANIES PROFILED

8

GEOGRAPHICAL SCOPE



SEGMENTS COVERED

DROs



PORTER'S FIVE FORCES



SEGMENT AND SUB-SEGMENT
ANALYSIS



KEY PLAYERS



COMPETITIVE LANDSCAPE





The base currency considered is the US Dollar (USD). The conversion of other currencies to USD is considered on the basis of the average exchange rate for the respective review period years. The exchange rate conversion for the forecast period is determined according to the base year's conversion rates.

The base year is identified on the basis of the availability of annual reports and secondary information. The base year considered for this study is 2018.

The review period considered for this study is from 2013 to 2017. The CAGR is for the forecast period, 2019-2024.

Market-size estimations for the forecast years are in real terms. Inflation is not part of the pricing, and the average selling price (ASP) is kept constant throughout the forecast period for each country.

Distribution of primary interviews conducted is based on the regional share of the market and the presence of key players in each region.

As a result of data triangulation through multiple methodologies and approaches, the weighted averages of resulting estimates are considered to be the final values.

- As per the scope of the report, dental instruments are tools that dental professionals use to provide dental treatment. They include tools to examine, manipulate, treat, restore, and remove teeth and surrounding oral structures. Standard instruments are the instruments used to examine, restore, and extract teeth and manipulate tissues.
- The market size can be evaluated by collating the revenue generated from dental device products and their usage across various end-users industries.
- The definitions for individual segments have been provided in the respective segments. The market estimates provided in this report are entirely based on the segments tracked in this report.
- The market estimates provided in this report may not be in line with the market estimates provided elsewhere, if the scope of this report is not matched with others.

USA DENTAL DEVICES MARKET

By Product

- General and Diagnostics Equipment
- Radiology Equipment
- Dental Biomaterial
- Dental Chair and Equipment
- Dental Consumables
- Other Dental Devices

By Treatment

- Orthodontic
- Endodontic
- Periodontic
- Prosthodontic

By End User

- Hospitals
- Clinics
- Other End Users

2. RESEARCH METHODOLOGY





- Mordor Intelligence (MI) advocates an appropriate mix of secondary and primary research to meet client's objectives.
- MI translates market insights (market dynamics, competition, varying consumer demands, and regulations) into actionable business insights.
- Following phases are practiced at Mordor for efficient delivery of various syndicated and consulting assignments.

Step 1: Scoping/ Project Initiation



Decipher *Client Requirements/* Market to be studied



Tailor-made research approach for customized reports



Effective use of *Mordor's knowledge repository* to gather relevant insights



Confirm the objectives of the assignment with the client



Finalize report contents and establish a deliverable format

Step 2: Market Analysis



Extensive desk research to identify *most relevant secondary information* available



Contact Mordor's empanelled experts and identify industry experts across the market



Conduct primaries and surveys to gather qualitative and quantitative insights



Triangulate and analyze data to finalize on actionable business insights.



Report delivery with high quality market insights, competitive landscape etc., as per the proposed contents.

Step 3: Project Delivery

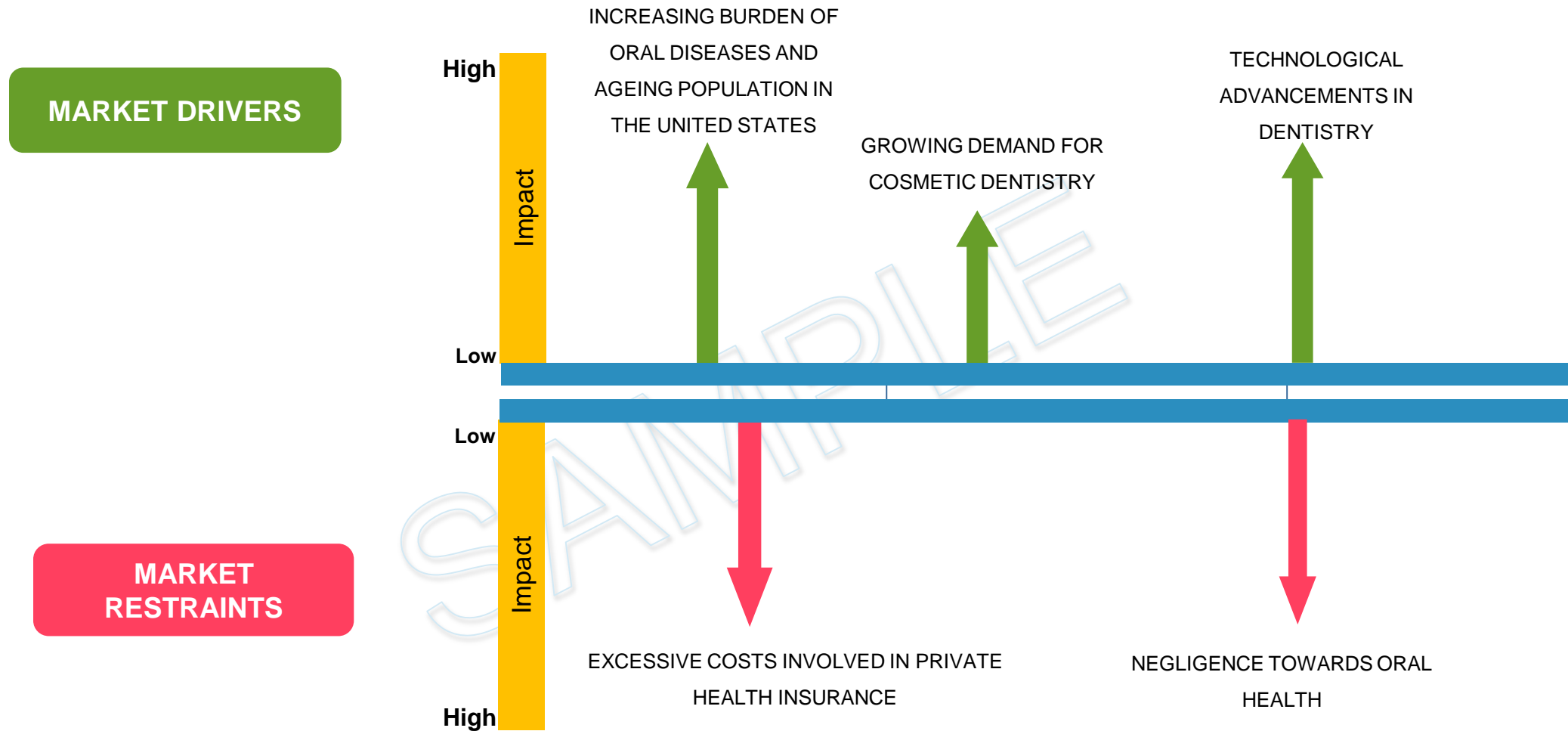
We collate data from various sources and triangulate the collected data using multiple verification points.



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.

5. MARKET DYNAMICS





INCREASING BURDEN OF ORAL DISEASES AND AGEING POPULATION IN THE UNITED STATES

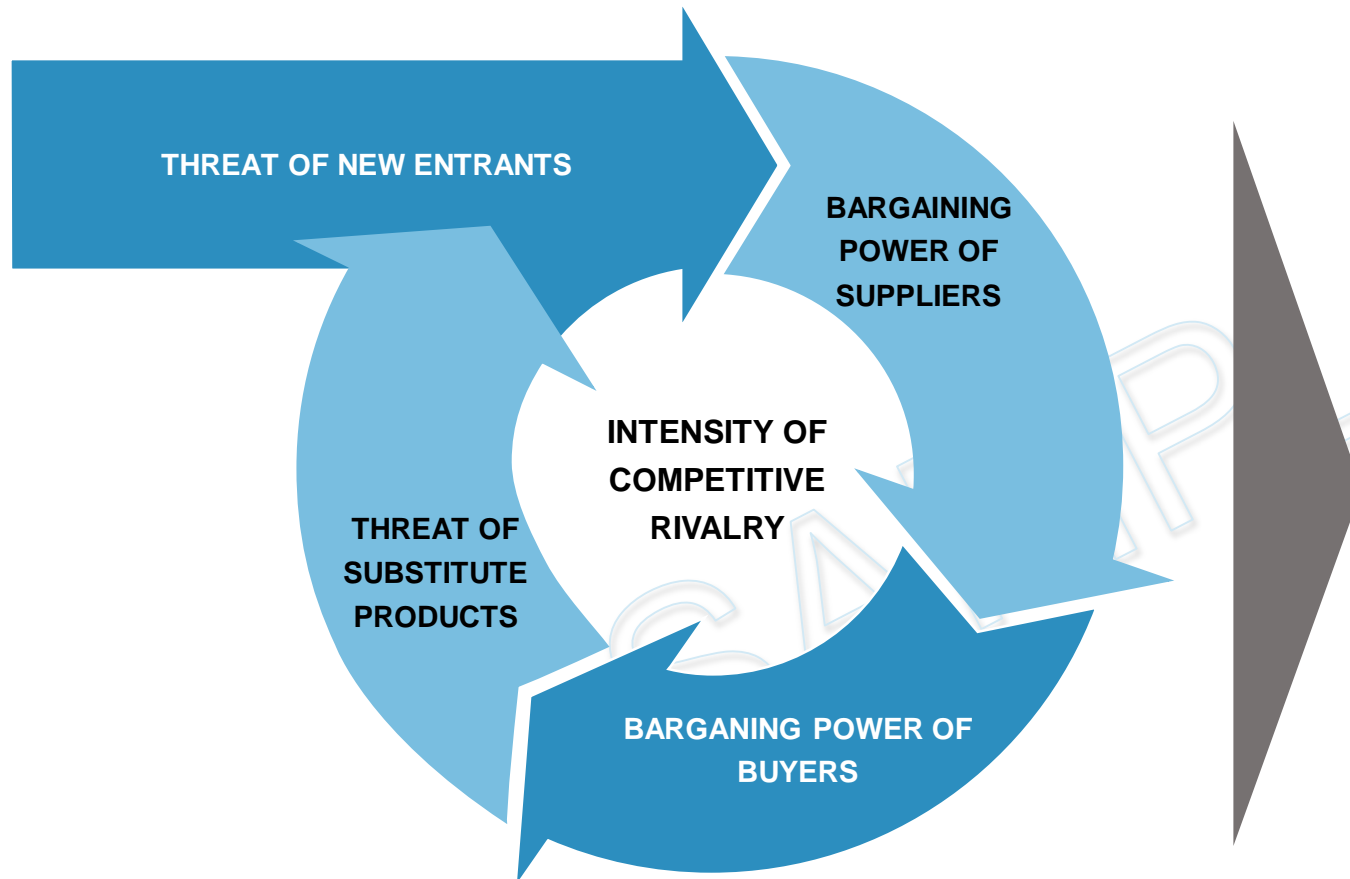
- Despite considerable improvements in the oral health of the global population, problems persist in various regions of North America. Dental caries and periodontal diseases are considered the most important oral health burdens, worldwide. Dental caries, also known as cavities, are common, and the prevalence of dental caries and its severity in children in North America was estimated to be around 80%.
- According to World Health Organization, around 26% of people (aged 65-69 years) in the United States suffer from Edentulous, also known as toothlessness. The number of Americans aged 65 years and older is projected to more than double, from the present value of 46 million to over 98 million by 2060, and the 65-and-older age group's share of the total population is expected to rise to nearly 24% from 15%.
- Growing geriatric population and increasing rate of edentulous are expected to increase the burden of oral diseases in the USA. The treatment options for edentulous patients range from conventional complete dentures to fixed implant-supported restorations of varying complexities. These treatment modes require the use of dental devices.
- Treatment procedures for various dental problems require extensive usage of medical devices, thereby bolstering the USA market. This trend is expected to continue driving the market, as the country is currently troubled by the increasing occurrence of oral diseases.

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

EXCESSIVE COSTS INVOLVED IN PRIVATE HEALTH INSURANCE

- In the United States, oral health care is not included in general health insurance, and people either must get private insurance for dental care or pay directly from their pockets. These private insurances are expensive, and do not cover all the oral problems extensively.
- Dental insurance premiums can be more expensive than the routine checkups and cleanings. This leads to people avoid opting for a dental insurance.
- At the end of 2016, according to a report from the NADP and Delta Dental Plans Association, about two-thirds of Americans had dental benefits. Still, one-third of the population is not covered under any dental policy, and general dental insurances do not cover cosmetic dentistry nor the complete expense of a dental procedure (People with dental insurance commonly have what is described as '100-80-50' coverage, meaning that it pays 100% of the cost of routine preventive and diagnostic care, such as, checkups and cleanings; covers 80% for fillings, root canals, and other basic procedures; and 50% for crowns, bridges, and major procedures). A combination of these factors restrains the growth of the USA market.
- However, in the long run, with technological innovations in the field of dentistry and rising awareness about the oral hygiene, there are chances for the market to overcome these restraints.

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



DESCRIPTION

The bargaining power of suppliers is expected to be XX in the market studied.

The bargaining power of buyers is expected to be XX in the market studied.

The threat of new entrants is expected to be XX during the forecast period.

The threat of substitute products and services is likely to be XX over the forecast period.

The degree of competition is anticipated to be XX over the forecast period.

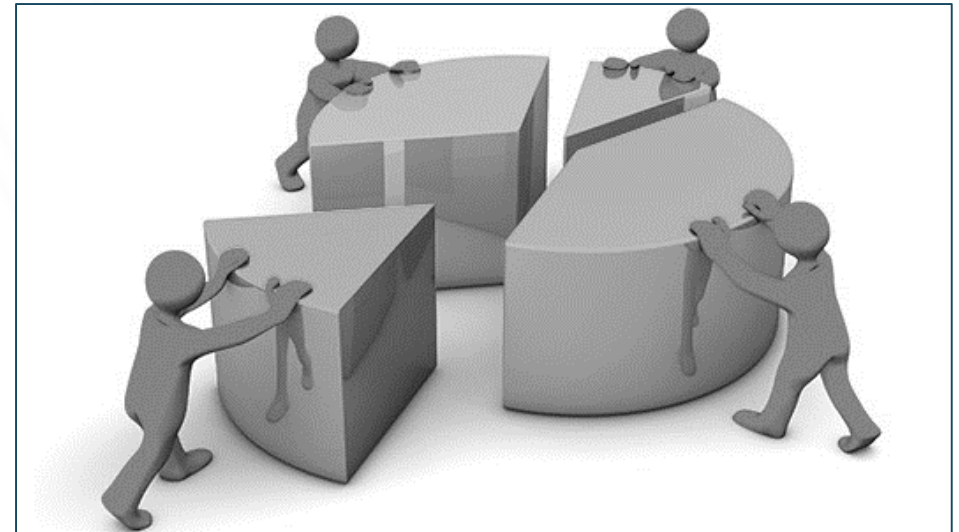
----- (Detailed Analysis Available in the Full Report) -----

PORTER'S FIVE FORCES ANALYSIS			Overall Rating
Threat of New Entrants	Short Description 1	LOW	
	Short Description 2		
	Short Description 3		
Bargaining Power of Buyers	Short Description 1	MODERATE	
	Short Description 2		
	Short Description 3		
Bargaining Power of Suppliers	Short Description 1	HIGH	
	Short Description 2		
	Short Description 3		
Threat of Substitute Products	Short Description 1	HIGH	
	Short Description 2		
	Short Description 3		
Intensity of Competitive Rivalry	Short Description 1	LOW	
	Short Description 2		
	Short Description 3		

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

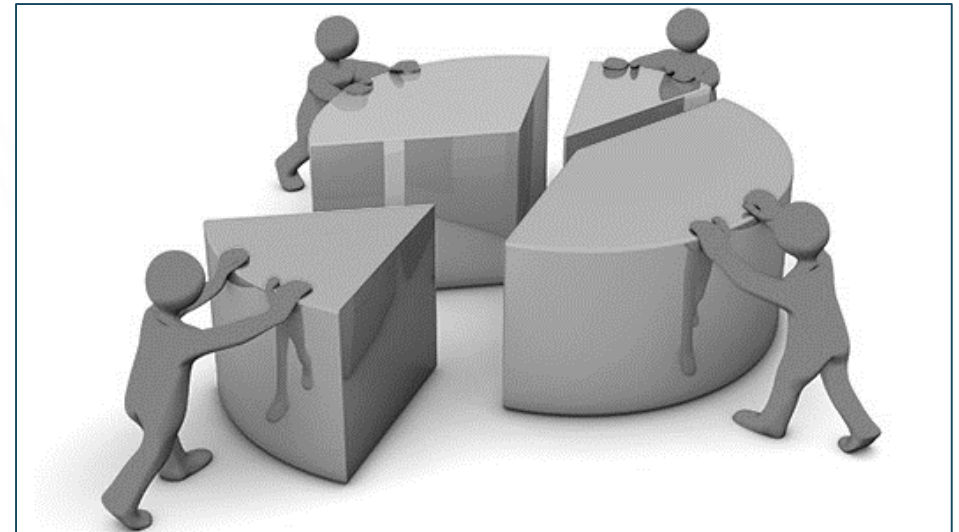
5. MARKET SEGMENTATION

- 5.1 *By Product*
- 5.2 *By Treatment*
- 5.3 *By End User*



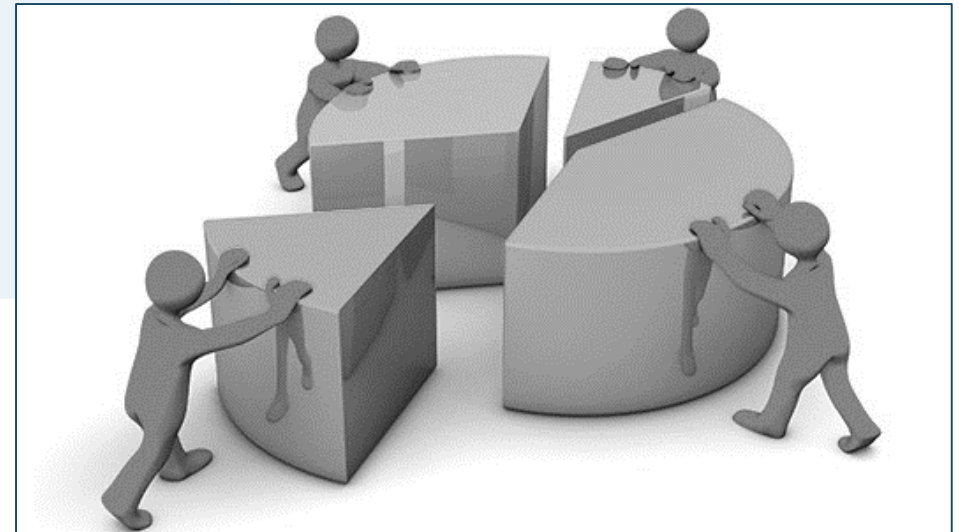
5.1 BY PRODUCT

- *5.2.1 General and Diagnostics Equipment*
- *5.2.2 Radiology Equipment*
- *5.2.3 Dental Biomaterial*
- *5.2.4 Dental Chair and Equipment*
- *5.2.5 Dental Consumables*
- *5.2.6 Other Dental Devices*



5.1.1 BY GENERAL AND DIAGNOSTIC EQUIPMENT

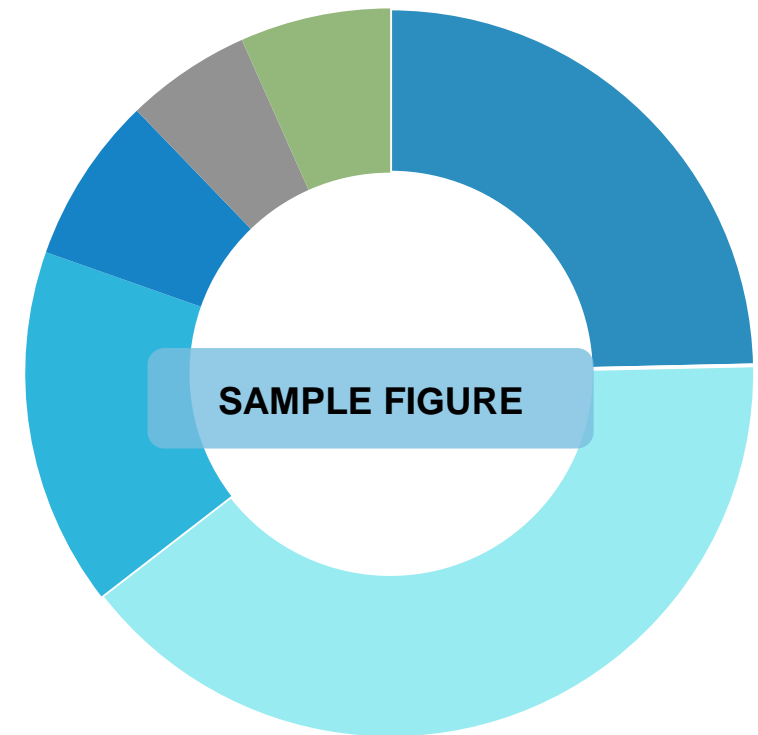
- *5.1.1.1 Dental Implants*
- *5.1.1.2 Crowns and Bridges*
- *5.1.1.3 Dental lasers*
 - *5.1.1.3.1 Soft Tissue Lasers*
 - *5.1.1.3.2 Hard Tissue Lasers*
- *5.1.1.4 Other General and Diagnostic Equipment*



Dental Devices Market: Revenue in USD million, by Product, USA, 2016-2024

Product	2016	2017	2018	2019	2024	CAGR (%)
General and Diagnostic Equipment	XX	XX	XX	XX	XX	XX
Radiology Equipment	XX	XX	XX	XX	XX	XX
Dental Biomaterial	XX	XX	XX	XX	XX	XX
Dental Chair and Equipment	XX	XX	XX	XX	XX	XX
Dental Consumables	XX	XX	XX	XX	XX	XX
Other Dental Devices	XX	XX	XX	XX	XX	XX

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

Dental Devices Market: Revenue Share (%),
by Product, USA, 2016-2024

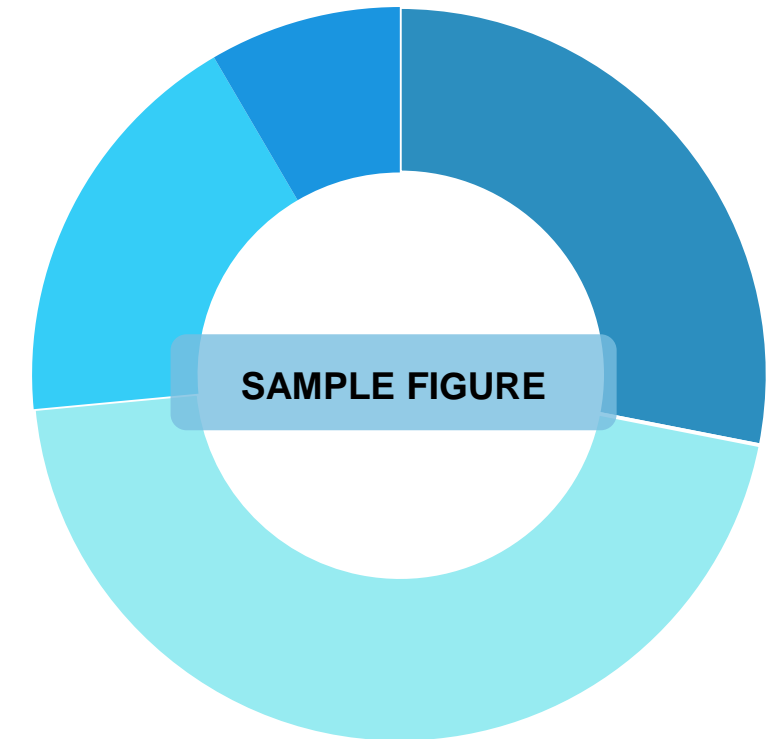
- General and Diagnostic Equipments
- Radiology Equipments
- Dental biomaterial
- Dental Chair and Equipments
- Dental Consumables
- Other Dental Devices

Dental Devices Market: Revenue in USD million, by General and Diagnostic Equipment, USA, 2016-2024

General and Diagnostic Equipment	2016	2017	2018	2019	2024	CAGR (%)
Dental Implants	XX	XX	XX	XX	XX	XX
Crowns and Bridges	XX	XX	XX	XX	XX	XX
Dental Lasers	XX	XX	XX	XX	XX	XX
Other General and Diagnostic Equipment	XX	XX	XX	XX	XX	XX

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

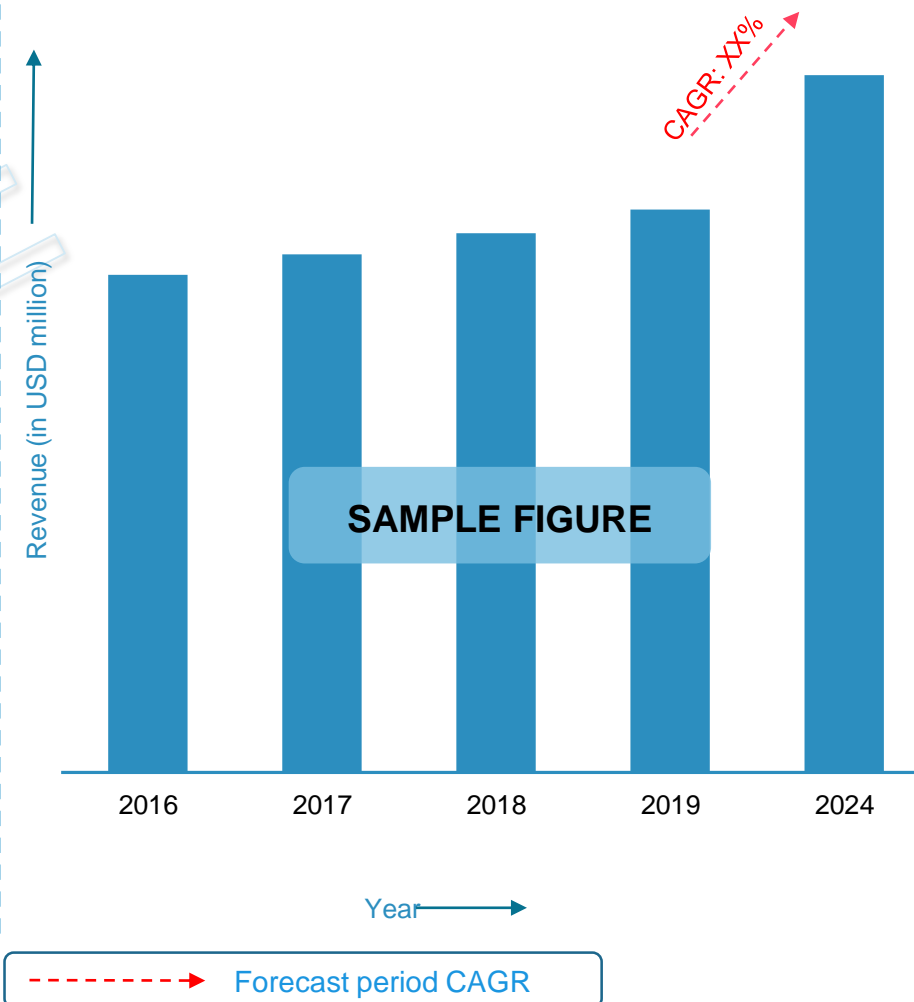
Dental Devices Market: Revenue Share (%), by General and Diagnostic Equipment, USA, 2016-2024



■ Dental Implants ■ Crowns and Bridges ■ Dental Lasers ■ Others

- A dental crown covers the damaged tooth and restores its shape, size, strength, and improves its overall appearance. A dental bridge is used to fill the gap created by one or more missing teeth.
- A bridge is made up of two or more crowns for the teeth present on either side of the gap. After examination of the teeth, the dentist takes an impression of the tooth, to provide an exact mold for the crown or bridge.
- The crown or bridge can be manufactured manually or with the help of CAD/CAM technology. Presently, CAD/CAM software is gaining popularity, owing to its accuracy in determining dimensions of the crown or bridge. This software tool speeds up the process, as well as reduces the cost of treatment.
- The crowns are a fusion of all-ceramic and metal-alloy crowns. Advantages of this technology are its greater strength and durability. The technology provides a better fit when compared to other ceramic crowns. The crowns are used in the restoration of frontal and back teeth. A few disadvantages of the porcelain crowns include wear and tear, caused on other teeth that rub or bite against the crown.
- There may also be cases where the porcelain has broken away from the metal. Though the crown remains intact, the porcelain may interfere with the crown's functioning and appearance.
- Owing to the emergence of other technologies, like all-ceramic crowns, the popularity of porcelain has been declining, over the recent years.
- Although there are other emerging technologies, the dental porcelain-fused-to-metal technology is expected to continue being in demand in the North American market.

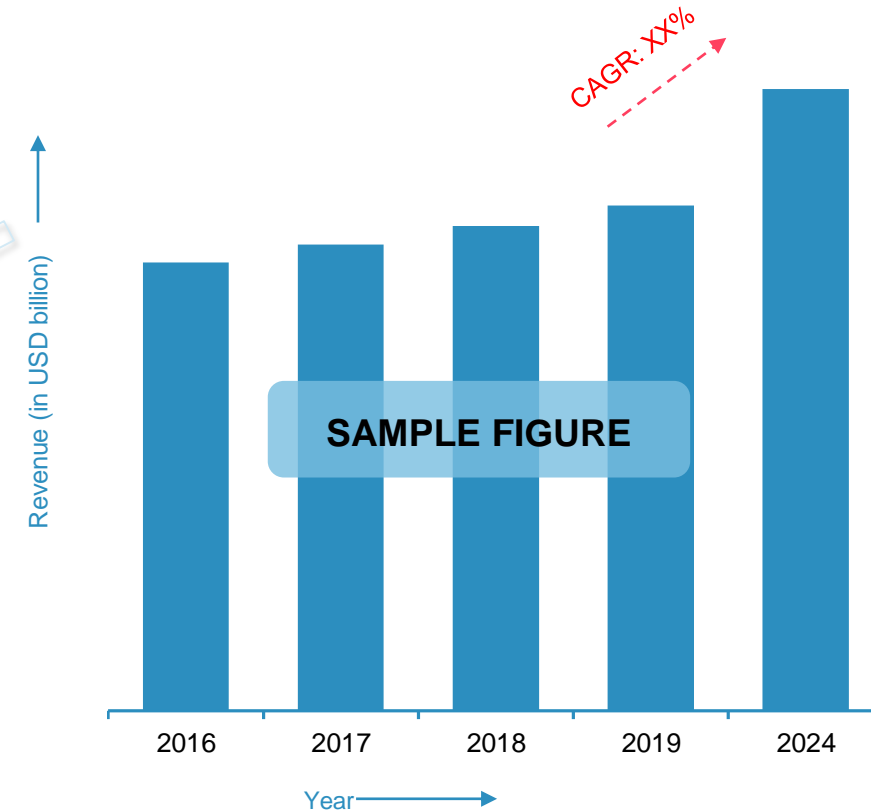
Dental Devices Market: Revenue in USD million,
Crowns and Bridges, USA, 2016-2024



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

- The dental consumables is one of the largest segments of the USA dental devices market. The products are used to treat dental disorders, for prosthodontic impairments, in addition to being used in tooth restoration procedures and in the treatment of associated gingival tissues. The various products involved in the dental consumable segment are dental burs, whitening materials, dental biomaterials, gingival retraction materials, dental anesthetics, dental syringes, endodontic supplies, etc.,
- The demand for dental burs is expected to continue to increase in the coming years. Other factors driving the market are the rising awareness among people regarding dental aesthetics, increased per capita income, and the dental procedures getting more affordable. Therapeutic dental consumables are used for the treatment of dental disorders, such as, problems associated with gingival tissues, tooth restoration, and dental impairments.
- With the shift in patient's choice trends in the United States and upsurge in the demand for cosmetic dentistry, the dental consumables market is showing high potential for growth. With a percentage of the compulsory health insurance covering dental care, consumers' frequent visits to dentists are expected to boost revenues for the dental consumable segment.
- Owing to the increasing oral diseases and growing awareness about oral care, the dental consumable segment in the United States holds high potential for further growth. The dental devices market is expected to witness an improved growth in the consumable segment, fueled by the increased demand.

Dental Devices Market: Revenue in USD million, Dental Consumables, USA, 2016-2024



Forecast Period CAGR

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

6. COMPETITIVE LANDSCAPE



6.1 Company Profiles

6.1.1 *Danaher Corporation*

6.1.2 *3M*

6.1.3 *Straumann Holding AG*

6.1.4 *Dentsply Sirona*

6.1.5 *Zimmer Biomet*

6.1.6 *Henry Schein Inc.*

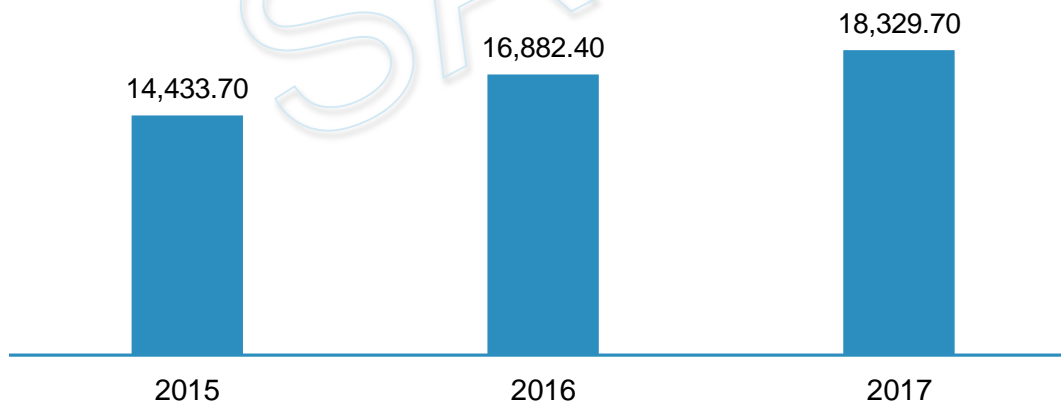
6.1.7 *Patterson Companies Inc.*

6.1.8 *Young Innovations Inc.*

- Danaher Corporation is a global conglomerate, which designs, manufactures, and markets healthcare, environmental, and industrial equipment.
- The company operates in life sciences, diagnostics, dental, and environmental and applied solutions segments. The company's Diagnostics segment offers analytical instruments, reagents, consumables, software, and services that hospitals, physicians' offices, reference laboratories, and other critical care settings use to diagnose disease and make treatment decisions.
- The dental business of the company includes Implant Direct, KaVo Kerr, Nobel Biocare, and Ormco. While in Diagnostics business segment, the company's subsidiaries are Beckman Coulter, Cepheid, HemoCue, Leica Biosystems, and Radiometer.

Financial Overview

Revenue in USD million, Global, 2015-2017



USA Dental Devices Market



Founded in 1969



Washington, United States



Operations: North America, Europe, Asia-Pacific, Rest of the World



~ 67,000 Employees



Revenue (2017)
USD 18,329.70 million



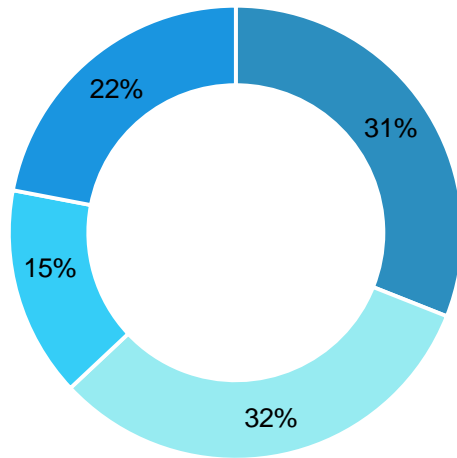
1-202-828-0850



www.danaher.com

Revenue Breakdown (%), by Division,

2017



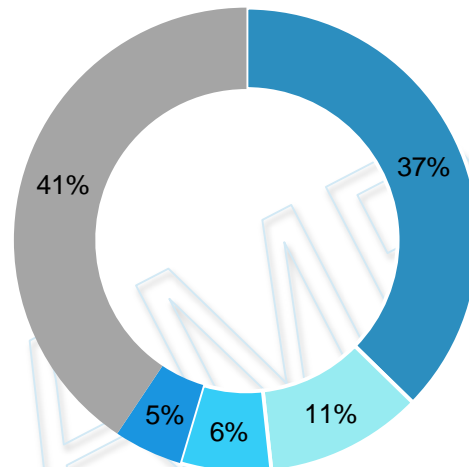
- Life Sciences
- Diagnostics
- Dental
- Environmental and Applied Solutions

• XX

Revenue Breakdown (%), by Geography,

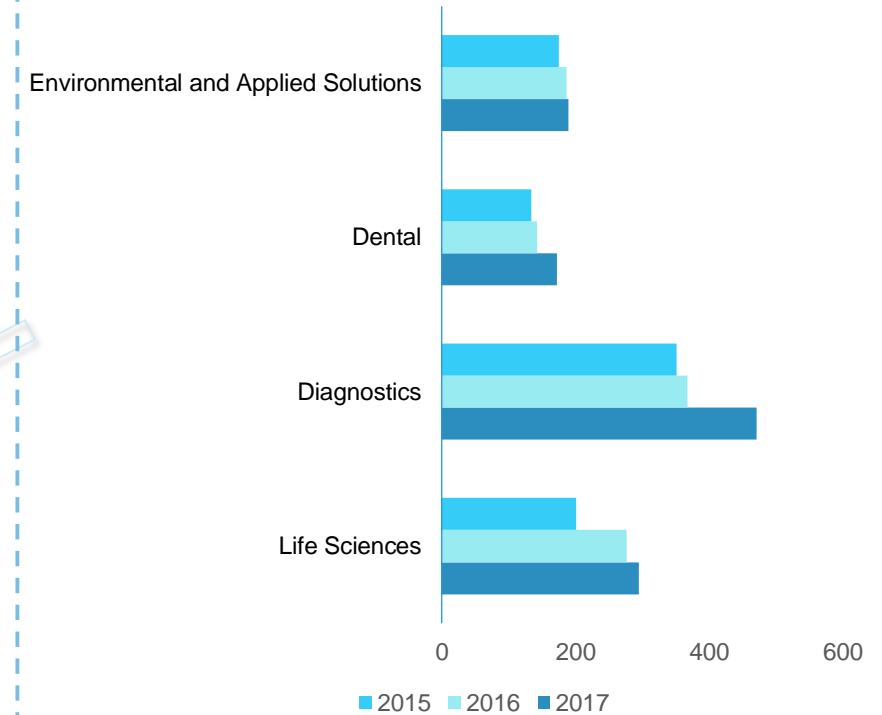
2017

• XX



- United States
- China
- Germany
- Japan
- Rest of the World

SAMPLE

Revenue Breakdown in USD million, by Investment
in R&D, 2015-2017

• XX

(Detailed Analysis Available in the Full Report)

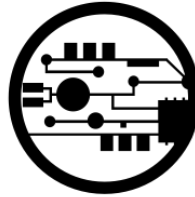
Products and Services

- NobelActive
- creos xenoprotect
- NobelProcera solutions

Competitors

- XX

Strategies



- Danaher Corporation's businesses use a set of growth, lean, and leadership tools and processes that are designed to continuously improve business performance in critical areas, namely, quality, delivery, cost, growth, and innovation.
- The company follows aggressive merger and acquisition (M&A) approach, to grow its business inorganically.
- In 2016, it acquired Cepheid, which develops, manufactures, and markets molecular systems and tests, including the automated GeneXpert system that enables genetic testing for healthcare-associated infections, as well as sexual health and critical infectious diseases, and oncology.
- XX

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

- XX

Acquisition



XX.

Oct 2017

M

Danaher Corporation entered into a definitive agreement to acquire Integrated DNA Technologies ("IDT"), a privately-held provider of high-value consumables for genomics applications in molecular biology, qPCR, next generation sequencing, synthetic biology, gene editing, and molecular diagnostics.

Mar 2018

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

M

Merger and
Acquisition

I

Product
Innovation

E

Expansion

P

Partnership

SOME OF OUR CLIENTS



SOME OF OUR CLIENTS

3shape



biotechne®



GlobalVetLINK



Waters
THE SCIENCE OF WHAT'S POSSIBLE.™





Adding to your revenues without being a cost.

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