

The Next Big Opportunity

Medical device market and Business opportunities in India

30TH Nov 2023

Presented at the 2023 Taiwan Healthcare+ EXPO



Association of Indian Medical Industry



OBJECTIVE 1

- ✓ Encourage Responsible Manufacturing
- ✓ 400+ Primary Members
- ✓ 200 Associate Members

OBJECTIVE 2

- ✓ Promote Make in India
- ✓ Safeguard Interest of 1500 Medical Devices Manufacturers

OBJECTIVE 3

- ✓ Facilitation & Coordination
- ✓ Bridge Between Govt. Departments, Manufacturers, Academia, Users & Stakeholders

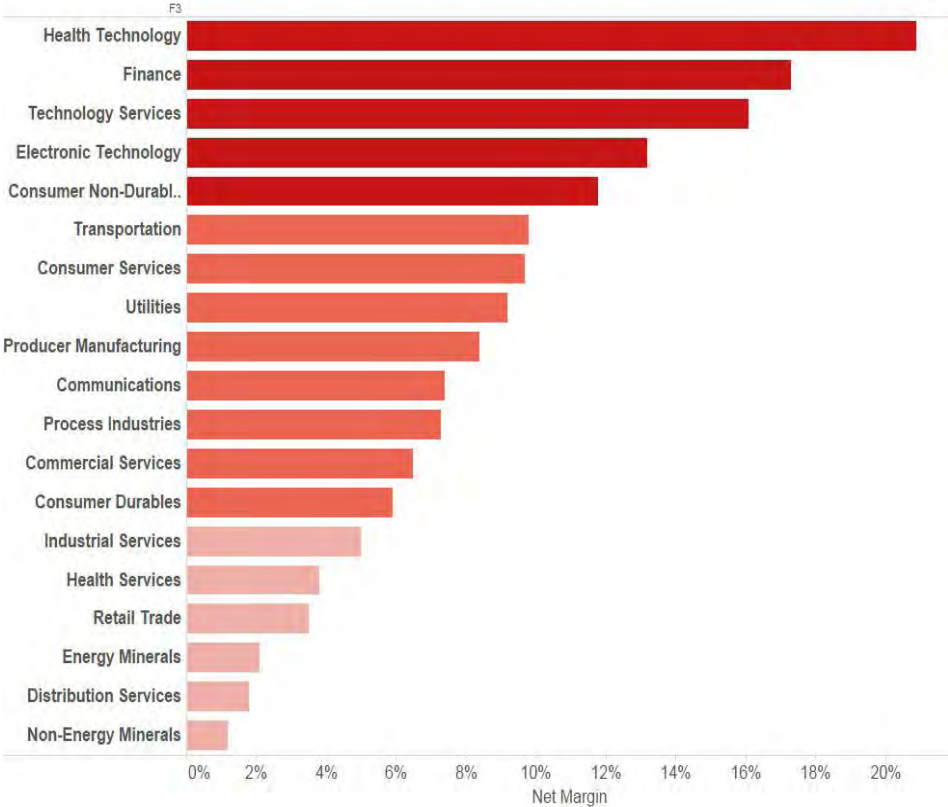
Why HealthTech?

Largest Sectors in the World

- 1. Agri/Food Processing \$ 13.5 T
- 2. Healthcare \$ 9.0 T
- 3. Oil & Gas \$ 6.5 T

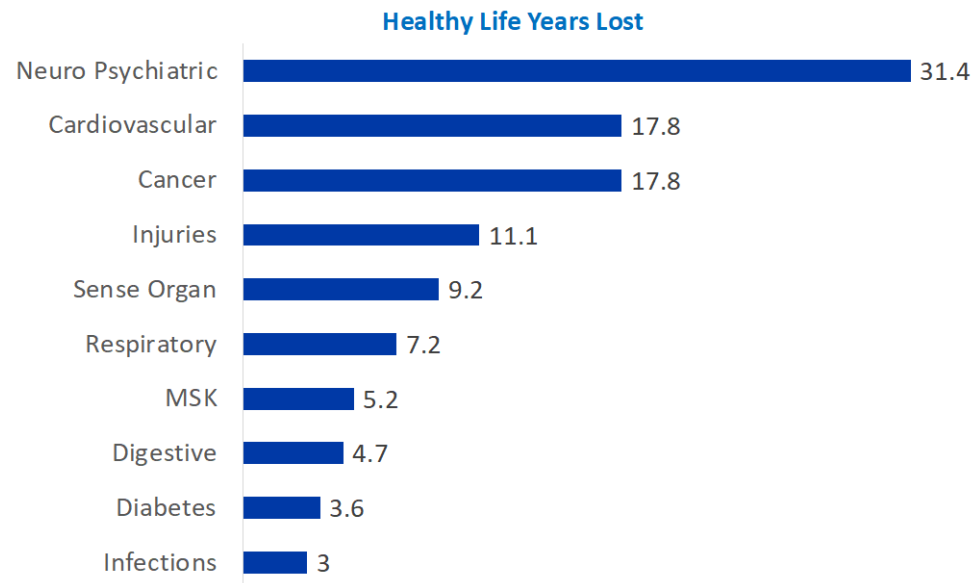
Most Profitable Sectors in the World

The Most Profitable Industries In 2015

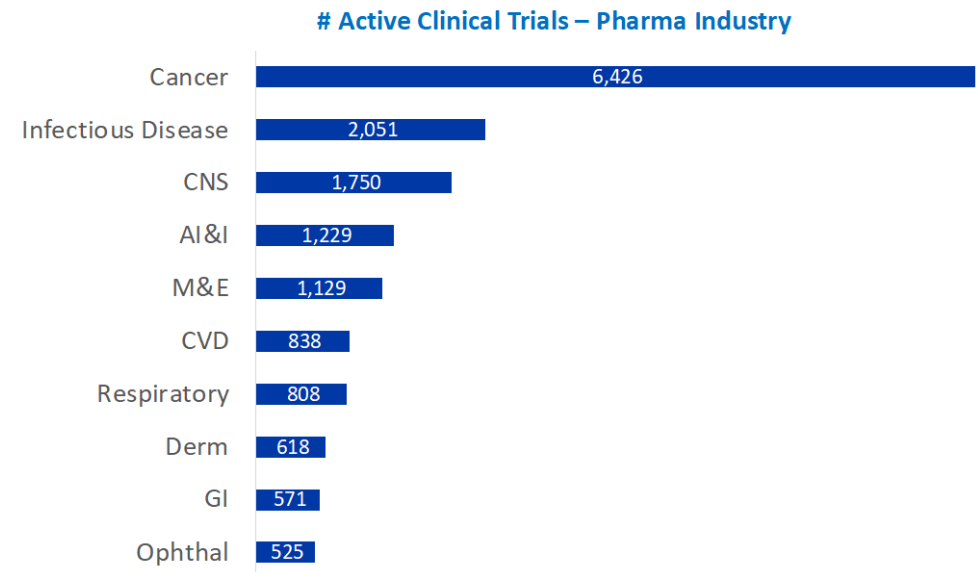


Global disease burden and Pharma's R&D Spend

Half the global disease burden is driven by Neuro, Cancer & Cardiovascular Disease

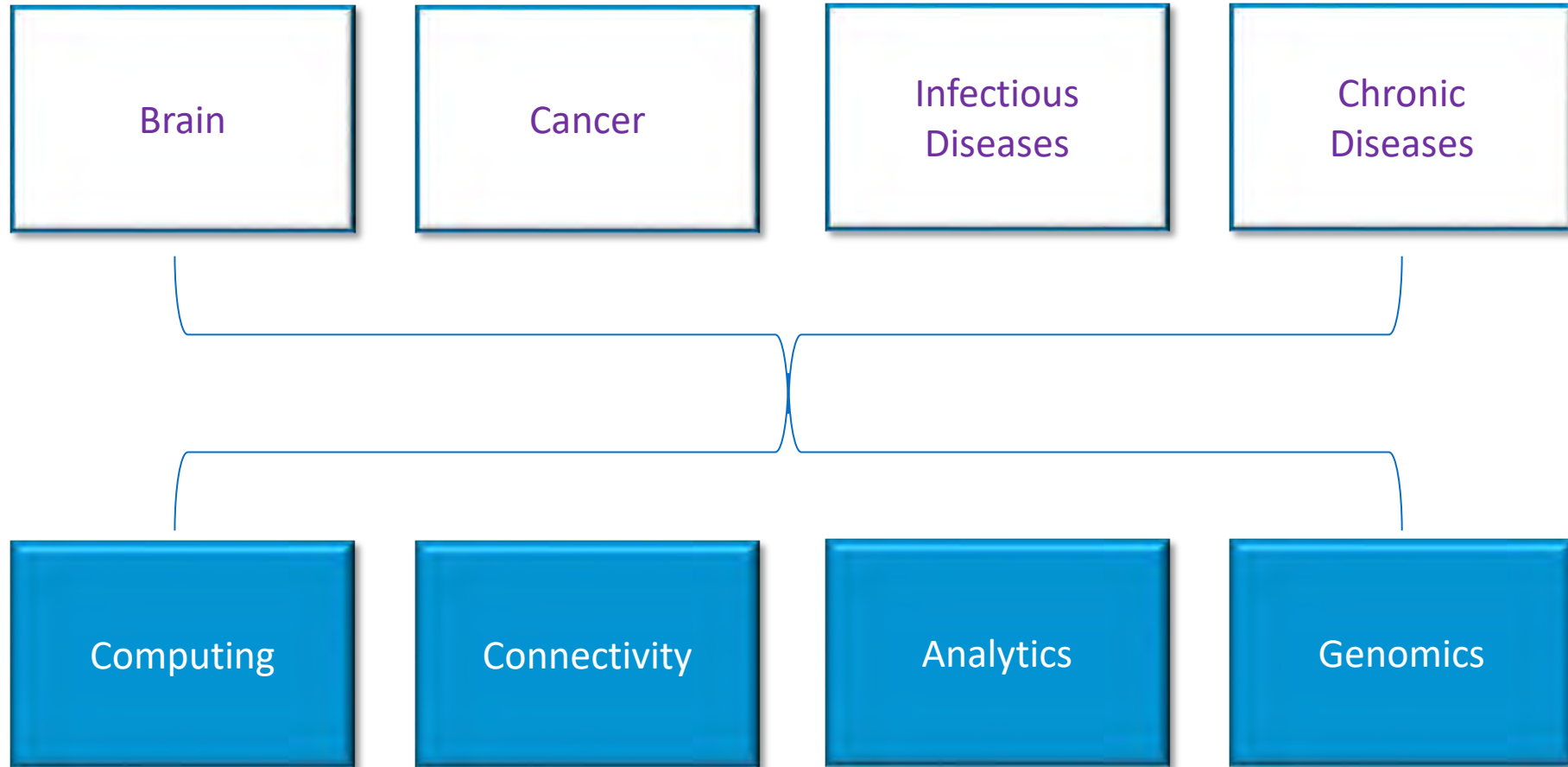


50% of Pharma's R&D Spend on Cancer, Infectious Disease & Neuro

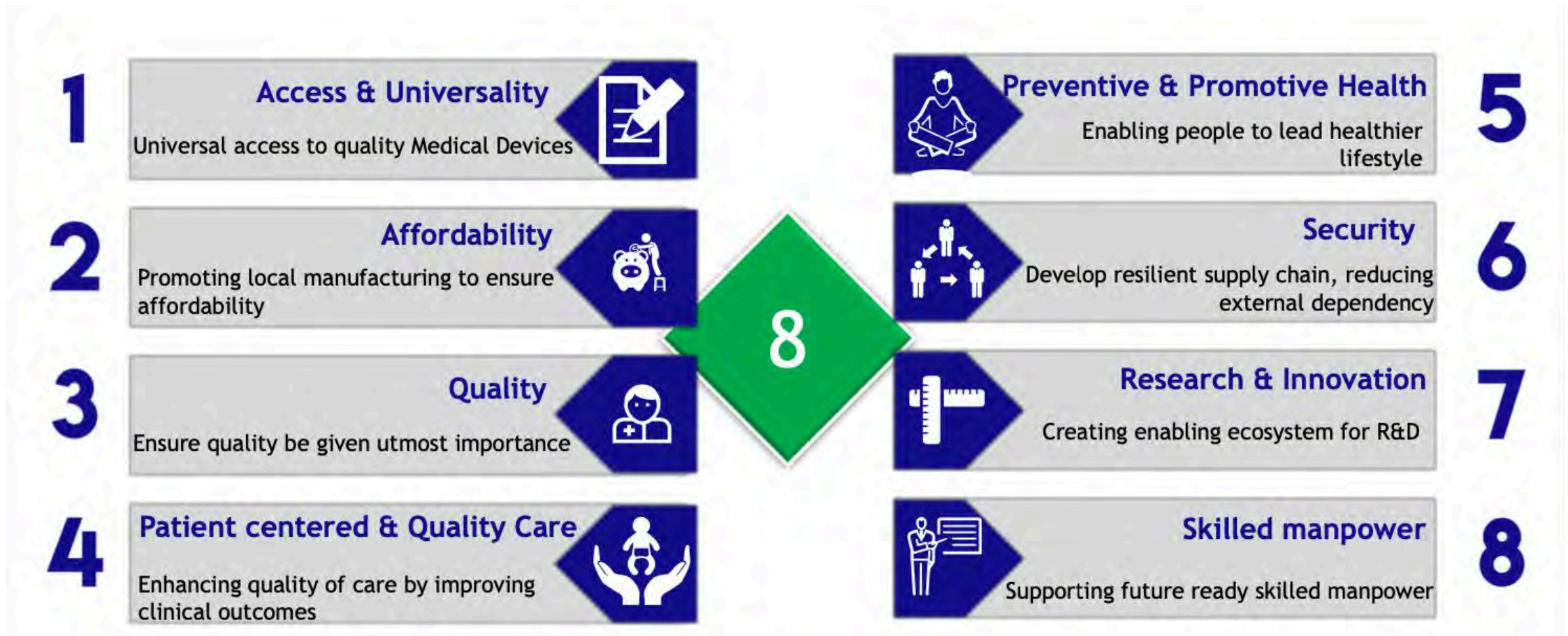


What is changing in the world?

BIG Unsolved Problems in Medicine

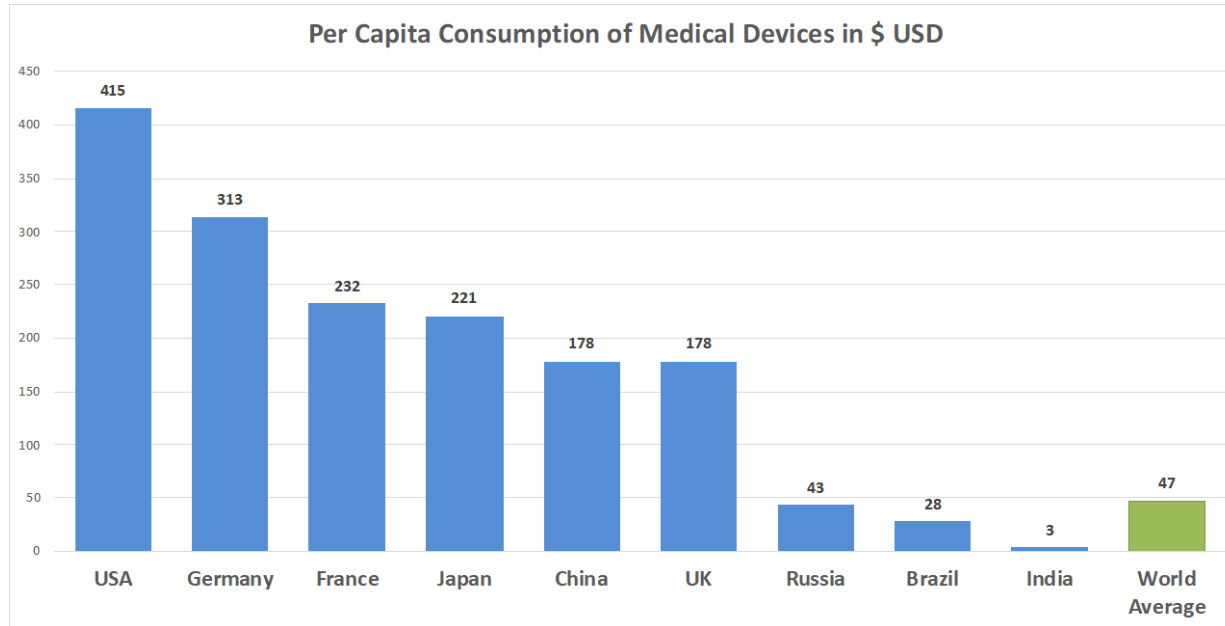


Mission of Policy for the Medical Devices Sector



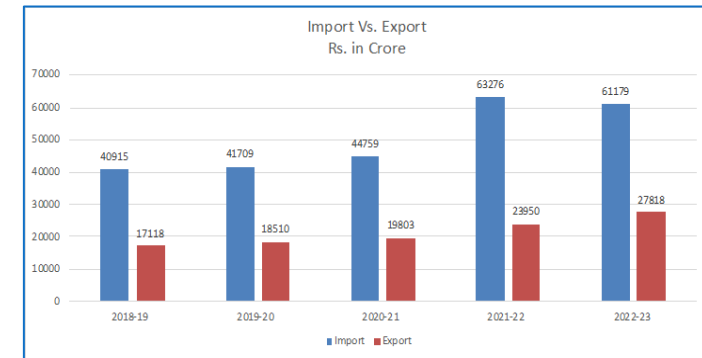
Aim is to emerge as a global leader in *manufacturing & innovation of medical devices* by achieving *10-12% share in the expanding global market over the next 25 years.*

Focus on Medical Device Industry in India ?

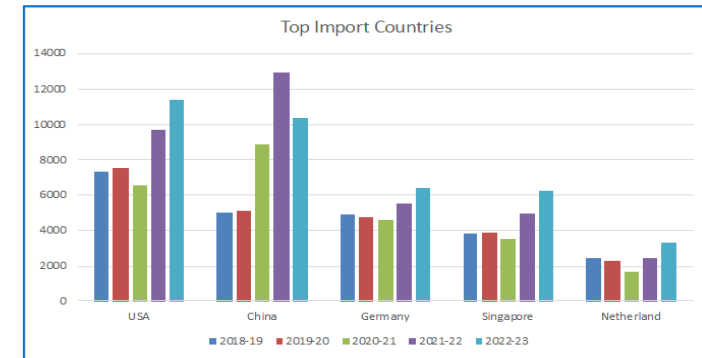


- **India to grow per capita consumption of medical devices from \$4 to \$47 world Average, China's \$180.**
- **India @ 2047 Vision:** Amongst Top 5 Manufacturing Global Hubs for Medical Devices
- The current Indian market size is estimated to be \$11 bn in 2020 and its share in the global medical device market is estimated at 1.5%, and India is targeting a 10-12% share in the expanding global market over the next 25 years.

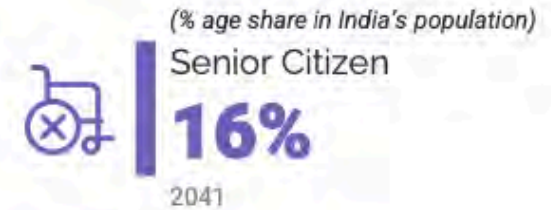
Import Vs Export



Top 5 Countries - Import



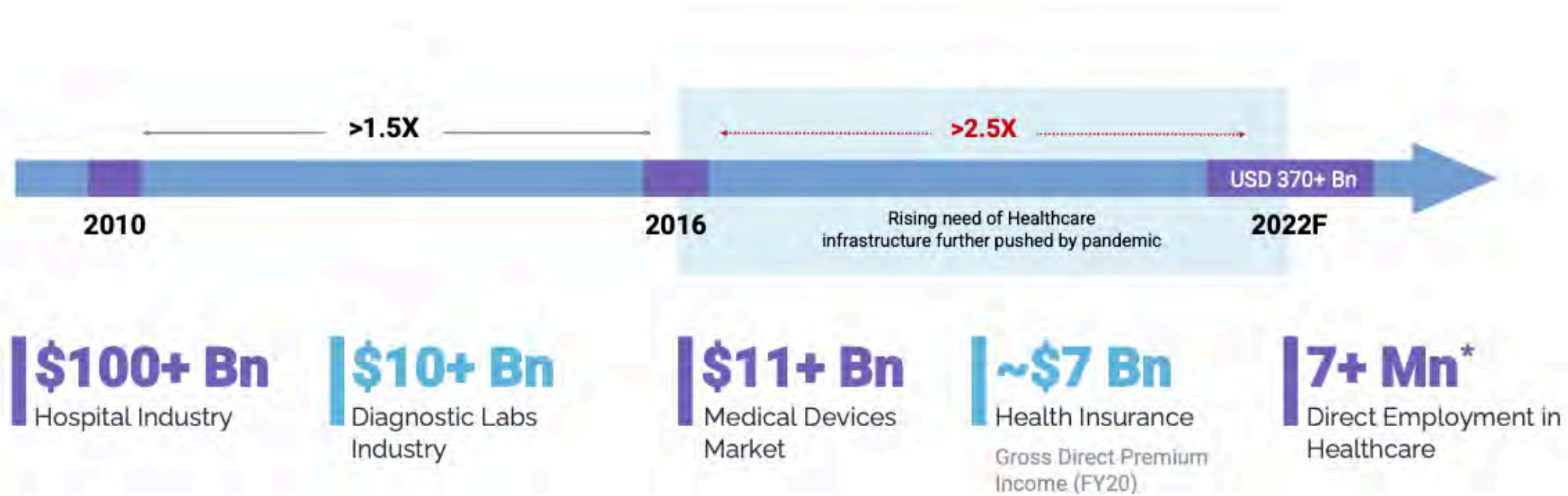
India Healthcare Sector – Key Growth Drivers



Source: NITI Aayog, IBEF, NASSCOM Analysis

Indian Healthcare – A Promising Market

Indian Healthcare Sector Market Growth



*Based on Estimation

Source: NITI Aayog, IBEF, NASSCOM Analysis, Techsciresearch

Rising Healthcare Expenditure Raising Healthcare Standards

Government Healthcare Expenditure as a % of GDP



1.2+ Mn
No. of registered medical doctors
>50% rise in last 10 years

>35%
Increase in number of medical colleges from 2016-21

30 Mn
Tele-consultations through Health Ministry's eSanjeevani telemedicine as of March 2022

Government's focus on healthcare infrastructure creating a substantial impact and is expected to maintain momentum

*Based on Estimation
Source: NITI Aayog, IBEF, NASSCOM Analysis, Techsciresearch

Healthcare a Major Direct Job Creator

Growth in Medical Workers

Past 5 years



1.5X

Increase in Doctors



>2X

Increase in Nurses & Midwives



1.3X

Increase in Pharmacists



>1.5X

Increase in Other Professionals

Additional Requirements

By 2025



1.5+ Mn

Additional Doctor requirements till 2025



2.2+ Mn

Additional Nurses requirements till 2025

Target

By 2034



2.5+

Doctors per 1,000 people

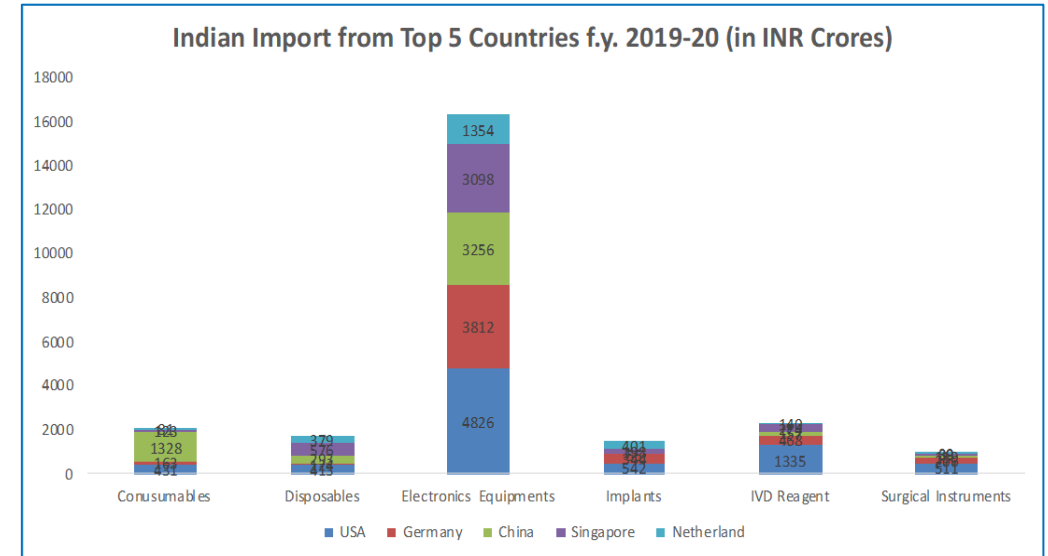
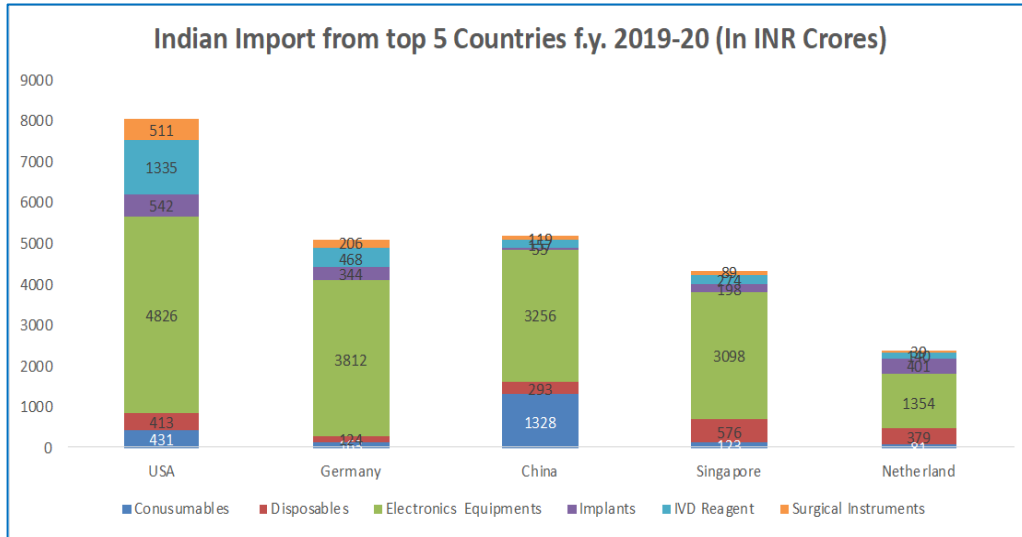


5+

Nurses per 1,000 people

Source: NITI Aayog, IBEF, NASSCOM Analysis

Medical Devices Import by Segments



- India is importing 80% of their Medical Devices
- Medical Diagnostic imaging out of Medical Electronics is the highest import, with more than > 70%

Year	Market	X-Ray Systems	MRI Systems	Ultrasound Systems	CT Systems	Nuclear Imaging Systems
2020	Global	\$8,499.00	\$5,338.00	\$4,865.80	\$4,292.50	\$1,737.20
2020	India	\$220.00	\$100.00	\$90.00	\$120.00	\$50.00

Leading Global R&D Centers in India

Medtronic

stryker

SIEMENS
Healthineers

Baxter



More to Life

PHILIPS
Healthcare



Global Medical Device Manufacturing in India

Medtronic

 **SHIMADZU**
Excellence in Science

3M

HORIBA
Explore the future

 **GE Healthcare**

Johnson & Johnson

SIEMENS
Healthineers

TOSHIBA

 **smith&nephew**

PHILIPS
Healthcare

 **TERUMO**

stryker

Boosting Domestic Champions

Disposables



Consumables



Electronics



Equipments



Implants



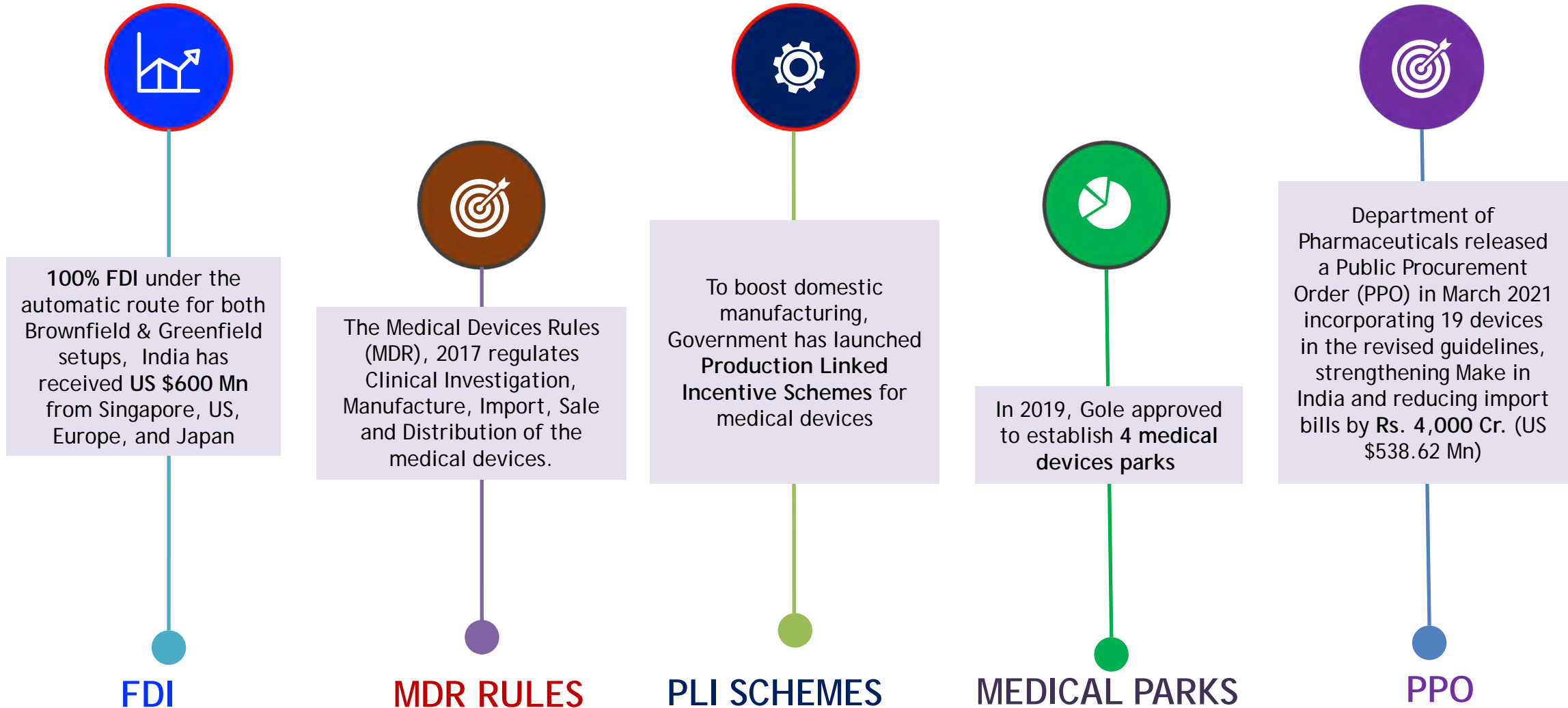
Diagnostics



Instruments



Policies & Regulatory Support



Investment Opportunity in India

The 20 B USD
1.6 lac Cr. Rs.
Medtech Market

The 10 B USD
80,000 Cr. Rs.
Investment Opportunity

17

VISION : TO BE TOP5 TO BE GLOBAL LEADER

Targeting:

1200 TECHNICAL COLLABORATIONS

@5M(40Cr.Rs.) for Indian investors for 6B
(48000Cr.Rs.)

200 JOINT VENTURES

@10M(80Cr Rs.) for Indian investors for
12B (96000Cr.Rs.)

50 MNCS FDI

@40M(320Cr Rs.) for Overseas investors for
2B (16000Cr.Rs.)



Thank You