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CIBA Vision Corporation Market Share Analysis

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2 Introduction

GlobalData Medical Equipment Company Reports are ideal guides for anyone wishing to understand the market better in terms of revenues and competitive landscape.

2.1 What Is This Report About?

This report is an essential source for data, analysis and strategic insights into the company. The report provides key information relating to market share by sector and country. The report examines company’s business structure and operations, history and products, and provides an analysis of its key revenue lines.

The country coverage for the purpose of this report includes:

- North America – United States and Canada.
- Asia Pacific – Australia, China, India, Japan, Republic of Korea, Taiwan and New Zealand.
- Europe – France, Germany, Italy, Spain, United Kingdom, Austria, Belgium, Czech Republic, Finland, Greece, Hungary, Ireland, Netherlands, Norway, Poland, Portugal, Russian Federation, Sweden, Switzerland and Turkey.
- South and Central America – Brazil, Argentina, Chile and Mexico.
- Middle East and Africa - Egypt, Israel, South Africa and United Arab Emirates.
3 Definitions of Markets/Categories Covered

3.1 Ophthalmic Devices

Ophthalmic devices are those devices which are used for vision correction or in ophthalmic diagnostic procedures. Categories covered under ophthalmic devices are cataract surgery devices, refractive surgery devices, ophthalmic diagnostic equipments, glaucoma surgery devices, vitreo retinal surgical devices and vision care products.

3.1.1 Vision Care

Vision care market covers therapeutic accessories in ophthalmology to enhance patient’s vision outcome. These include contact lenses, spectacles lenses and contact lens cleaning and disinfecting solutions.
4 Company Snapshot

4.1 Key Information

<table>
<thead>
<tr>
<th>Table 1: CIBA Vision Corporation, Key Information 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Web Address</td>
</tr>
<tr>
<td>Head Office</td>
</tr>
</tbody>
</table>

Source: GlobalData Company Website

4.2 Company Overview

4.3 Business Overview

4.4 Major Products and Services

4.4.1 Overview
History
7 Competitive Landscape

7.1 Ophthalmic Devices (Vision Care), Global, Market Share (%), 2011

Note: Company Share estimates are based on company reports, secondary research and primary research.
Source: GlobalData
<table>
<thead>
<tr>
<th>Company Name</th>
<th>2011</th>
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</table>

Source: GlobalData
7.2 CIBA Vision Corporation, Ophthalmic Devices (Vision Care), by Region, Market Share (2011)

**Figure 2:** CIBA Vision Corporation, Ophthalmic Devices (Vision Care), by Region, Market Share (%), 2011

<table>
<thead>
<tr>
<th>Region</th>
<th>Market Share (%)</th>
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<td>Asia-Pacific</td>
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<tr>
<td>Middle East and Africa</td>
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<tr>
<td>North America</td>
<td></td>
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<td>South and Central America</td>
<td></td>
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<tr>
<td>Europe</td>
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</table>

Note: Company share estimates are based on company reports, secondary research and primary research
Source: GlobalData

**Table 3:** CIBA Vision Corporation, Ophthalmic Devices (Vision Care), by Region, Revenue ($m) and Market Share (%), 2011

<table>
<thead>
<tr>
<th>Geography</th>
<th>Revenue in Market ($m)</th>
<th>Market Share (%)</th>
<th>Market Value ($m)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

Note: 1. Company share estimates are based on company reports, secondary research and primary research
Source: GlobalData
## Key Employees

<table>
<thead>
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<th>Name</th>
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Source: GlobalData  
Company Website
11 Financial Deals Landscape

11.1 CIBA Vision Corporation, Deals Volume Summary, 2006 to YTD 2012

Table 8: CIBA Vision Corporation, Deals Volume Summary, 2006 to YTD 2012

<table>
<thead>
<tr>
<th>Year</th>
<th>Deals</th>
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<tr>
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</tbody>
</table>

Note: Deals include all announced deals from 2006 onwards, deal values included wherever disclosed.
Source: GlobalData

CIBA Vision Corporation, reported 1 deal in 2007.
Table 9: CIBA Vision Corporation, Deals Summary, 2006 to YTD 2012

<table>
<thead>
<tr>
<th>Deal Date</th>
<th>Deal Status</th>
<th>Deal Type</th>
<th>Acquirer / Investor / Surviving Entity (s)</th>
<th>Target / Issuer / Partner (s)</th>
<th>Vendor</th>
<th>Deal Value ($ million)</th>
</tr>
</thead>
</table>

Note: Deals include all announced deals from 2006 onwards
Source: GlobalData
## 12 CIBA Vision Corporation Detailed Deal Summary

### 12.1 Venture Financing

#### 12.1.1 EyeSense Secures $6.5 Million In Series A Financing

<table>
<thead>
<tr>
<th>Deal Type</th>
<th>Deal in Brief</th>
<th>Deal Rationale</th>
<th>Deal Information</th>
<th>Deal Status</th>
<th>Deal Finance</th>
<th>Completed Date</th>
<th>Companies Information</th>
<th>Target Company Information</th>
<th>Investor Firm Information</th>
<th>Deal Financials</th>
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</thead>
<tbody>
<tr>
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<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td>Deal Value (CHF m)</td>
</tr>
</tbody>
</table>

**Table 10: EyeSense Secures $6.5 Million In Series A Financing**

- Deal Type: Venture Financing
- Deal Sub Type: Series A Financing
- Start-up: Yes
- Deal in Brief: None
- Deal Rationale: None
- Deal Information: None
- Deal Status: None
- Deal Finance: None
- Completed Date: None
- Companies Information: None
- Target Company Information: None
- Investor Firm Information: None
- Deal Financials: None
14 Appendix

The data and analysis within this report is driven by Medical eTrack

Medical eTrack gives you the key information to drive sales, investment and deal making activity in your business. It includes the following information:

- 15,000+ Market size data tables across 740 medical equipment segments and 39 countries with historic data from 2004 forecast to 2018
- 6,000+ Primary expert interviews conducted per annum for ensuring data and report quality
- 1,100+ Conferences on medical equipment covered
- 1,000+ Industry leading reports per annum covering growing sectors, market trends, investment opportunities and competitive landscape
- 600+ Analysis reports covering market and pipeline product analysis reports by indication, medical equipment trends and issue reports and investment and M&A trend reports worth over $3 Million
- 43,000+ Medical equipment companies profiled
- 1,500+ Private, emerging and technology start-up company profiles
- 1,500+ Medical equipment manufacturers in China and India
- 1,500+ Medical equipment companies in Japan
- 700+ Companies with revenue splits and market shares by category
- 1,500+ Quarterly and annual medical equipment company financials
- 700+ Medical equipment company SWOT’s
- 9,000+ Pipeline product profiles
- 8,000+ Marketed product profiles
- 14,000+ Clinical trials
- 15,000+ Trial investigators
- 13,000+ New product patents
- 3,300+ Companies with products in development
- 17,000+ Deals in the medical equipment industry
- 1,100+ Surgical and diagnostic procedures by therapy area
- 40+ Key healthcare indicators by country
  - For more information or to receive a free demo of the service visit
  
14.1 Research Methodology

GlobalData’s dedicated research and analysis teams consists of qualified professionals with experience in marketing, market research, consulting background in the medical devices industry and advanced statistical expertise.

GlobalData adheres to the codes of practice of the Market Research Society (www.mrs.org.uk) and the Strategic and Competitive Intelligence Professionals (www.scip.org).

All GlobalData databases are continuously updated and revised. The following research methodology is followed for all databases and reports.

14.2 Secondary Research

The research process begins with exhaustive secondary research on internal and external sources being carried out to source qualitative and quantitative information relating to each market.

The secondary research sources that are typically referred to include, but are not limited to:

- Company websites, annual reports, financial reports, broker reports, investor presentations and SEC filings;
- Industry trade journals, scientific journals and other technical literature;
- Internal and external proprietary databases;
- Relevant patent and regulatory databases;
- National government documents, statistical databases and market reports;
- Procedure registries; and
- News articles, press releases and web-casts specific to the companies operating in the market.

14.3 Primary Research

GlobalData conducts thousands of interviews a year with industry participants and commentators in order to validate its data and analysis. A typical research interview fulfills the following functions:

- It provides first-hand information on market size, market trends, growth trends, competitive landscape and future outlook;
- Helps in validating and strengthening the secondary research findings; and
- Further develops the analysis team’s expertise and market understanding.

Primary research involves e-mail interactions and telephonic interviews for each market, category, segment and sub-segment across geographies.

The participants who typically take part in such a process include, but are not limited to:

- Industry participants: CEOs, VPs, marketing/product managers, market intelligence managers and national sales managers;
- Hospital stores, laboratories, pharmacies, distributors and paramedics;
- Outside experts: investment bankers, valuation experts, research analysts specializing in specific medical equipment markets; and
Appendix

- Key opinion leaders: physicians and surgeons specializing in different therapeutic areas corresponding to different kinds of medical equipment.

14.4 Models

Where no hard data is available, GlobalData uses modeling and estimates in order to produce comprehensive data sets. The following rigorous methodology is adopted:

Available hard data is cross-referenced with the following data types to produce estimates:

- Demographic data on population segments;
- Macro-economic indicators such as GDP, inflation rate;
- Healthcare indicators such as health expenditure, physician base, healthcare infrastructure and facilities; and
- Selected epidemiological and procedure statistics.

14.5 Forecasts

GlobalData uses proprietary forecast models. The following four factors are utilized in the forecast models:

- Historic growth rates;
- Macro-indicators such as population trends and healthcare spending;
- Forecast epidemiological data; and
- Qualitative trend information and assumptions.

The data is then cross-checked by the expert panel.

14.6 Expert Panels

GlobalData uses a panel of experts to cross-verify its databases and forecasts.

GlobalData’s expert panel comprises marketing managers, product specialists, international sales managers from medical device companies; academics from research universities, KOLs from hospitals, consultants from venture capital funds and distributors/suppliers of medical equipment and supplies etc.

Historic data and forecasts are relayed to GlobalData’s expert panel for feedback and adjusted in accordance with their feedback.

14.7 GlobalData Consulting

We hope that the data and analysis in this brief will help you make informed and imaginative business decisions. If you have further requirements, GlobalData’s consulting team may be able to help you. GlobalData offers tailor-made analytical and advisory services to drive your key strategic decisions.
14.8 Currency Conversion

Revenues are calculated in constant currency (USD) in the report.

<table>
<thead>
<tr>
<th>Country</th>
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Source: GlobalData
Appendix

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