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2 Introduction

GlobalData’s medical equipment market reports are ideal guide for anyone wishing to understand their market better in terms of revenue, unit sales, distribution share and company share.

2.1 What is This Report About?

The BRICS syringes and needles report provides the following information:

1. Comprehensive data related to the market revenue, unit sales, average price, company share and distribution share.
2. Global corporate-level profiles of key companies operating in the syringes and needles market in BRICS. The profile includes a brief overview of the company. The selection of the companies is based on their operational presence in BRICS. This includes key multinationals as well as key local players.

Note: “BRICS” comprises the following countries: Brazil, Russian Federation, India, China and South Africa.
3 Syringes and Needles in BRICS

3.1 Syringes and Needles, BRICS, Overall Revenue ($m), USD Constant, 2004-2018

Figure 1: Syringes and Needles, BRICS, Overall Revenue ($m), USD Constant, 2004-2018

Source: GlobalData

Table 1: Syringes and Needles, BRICS, Overall Revenue ($m), USD Constant, 2004-2018

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<th>2018</th>
<th>CAGR 04-11</th>
<th>CAGR 11-18</th>
<th>CAGR 04-18</th>
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Source: GlobalData
Figure 2: Syringes and Needles, BRICS, Overall Revenue ($m), USD Constant, Historic, 2004-2011

Source: GlobalData
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<th>2010</th>
<th>2011</th>
<th>CAGR</th>
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</thead>
</table>

Source: GlobalData
Figure 3: Syringes and Needles, BRICS, Overall Revenue ($m), USD Constant, Forecast, 2011-2018

Source: GlobalData
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Source: GlobalData
10 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
10.1 Definitions of Markets Covered in the Report

10.1.1 Syringes and Needles

Syringes are medical instruments used to inject a drug or extract body fluids. These are further classified as general and specialized syringes. It does not include needle free injections and insulin syringes.

10.1.1.1 General Syringes

General syringes are simple syringes that have a small pump to inject fluid into the body through an attached needle. It does not include insulin syringes, needle free, prefilled injections, safety syringes, Insulin injector pens, Needleless syringes, Vaccination injectors and Blood collection syringes. Both reusable and disposable syringes have been considered here for estimation of market size. Insulin syringes market has been estimated in Diabetes Care Device market. One unit refers to a pack of 100 syringes.

10.1.1.2 Specialized Syringes

Specialized syringes are ready to fill syringes that are designed to contain a single measured dose of drug and have a needle fixed to one end of the syringe. These syringes are supplied to pharmaceutical companies that fill them with a predefined quantity of a drug such as antithrombotic agents, vaccines etc. One unit of ready to fill syringe refers to 100 syringes.

Note: 1). Value, distribution and company shares figures reflect annual gross sales syringes and needles in local currency converted to $ at constant rate. Volume figures reflect the annual unit sales of syringes and needles. The annual growth (year on year growth) and compounded annual growth rate (CAGR) in tables is rounded off to one decimal place.

2). Company share data represents market share (in revenues and as percentage of total market) of companies in market categories and geographies tracked. The data has been rounded off to the nearest decimal places.
10.2 **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](http://www.mrs.org.uk)) and the Strategic and Competitive Intelligence Professionals ([www.scip.org](http://www.scip.org)).

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

10.3 **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.

10.4 **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;

Syringes and Needles Market Outlook in BRICS (Brazil, Russia, India, China, South Africa) to 2018

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- Hospital stores, laboratories, pharmacies, distributors and paramedics;
- Outside experts: investment bankers, valuation experts, research analysts specializing in specific medical equipment markets; and
- Key opinion leaders: physicians and surgeons specializing in different therapeutic areas corresponding to different kinds of medical equipment.

10.5 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.

Data is then cross-checked by the expert panel. All data and assumptions related to modeling are stored and are made available to clients on request.

10.6 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.

10.7 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.
10.8 **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.

10.9 **Currency Conversion**

The Currency Conversion rate is based on 2011 average rate. 1 USD =

- **Brazil** 1.673 BRL
- **Russian Federation** 29.389 RUB
- **India** 47.041 INR
- **China** 6.464 CNY
- **South Africa** 7.251 ZAR

10.10 **Disclaimer**

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