



## PRESS RELEASE

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## IVDs in Europe

### EDMA presents the 2007 Market Estimates

EDMA, the European Diagnostic Manufacturers Association, is pleased to publish market estimates of the *In Vitro* Diagnostic industry in Europe, for the year 2007. European sales reached €9,685 million and the IVD market growth was in the range of 4%, 2007 versus 2006. The report combines data from EU countries as well as the European Free Trade Association (EFTA).

In 2007, the average IVD sales in most European countries represented less than 1% of the Total Healthcare Expenditure (THE).

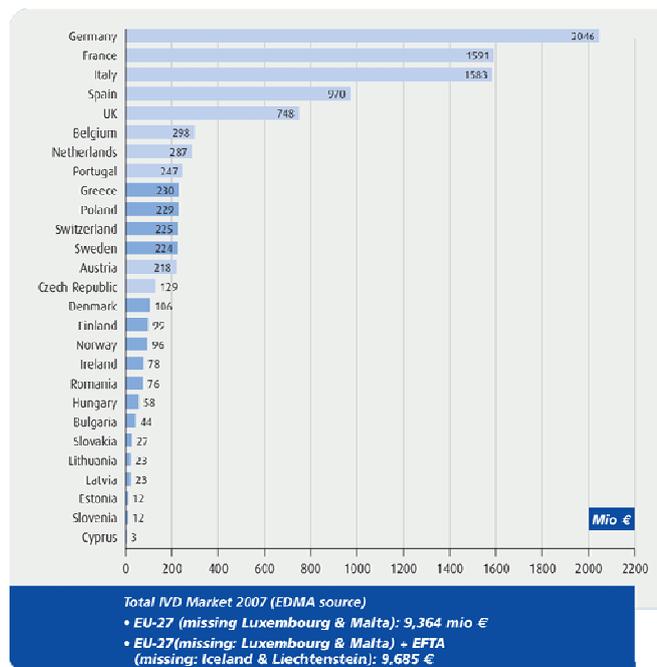
The EDMA data includes macroeconomic and healthcare expenditure figures for the EU 27 Members, as well as data for the European Free Trade Association (EFTA).

The first EU15 countries spent 0.8% of THE on IVDs (i.e. €22.5 per capita), while the later joining Member States dedicated an average of 1.3% of THE to IVDs (i.e. €6.2 per capita).

Continued healthcare budget deficits in the majority of European markets lead to closure of small hospitals and laboratories, rationalization of testing, and also delaying the introduction or reimbursement of new IVD tests.

In Western Europe there is an increase of “Managed Service Contracts”, especially in the UK, where laboratories neither purchase nor lease the equipment. The IVD suppliers are compensated on a “fee for service” basis. IT solutions have become a more important element in selecting a supplier as well as the concept of “managed services”. Tenders in Italy as well as in Spain are becoming larger and the duration of contracts is increasing, up to 5-7 years or more.

In Italy, market growth in the laboratory segment was stagnant in 2007 due to the financial law for rationalization of lab networks. Labs were instructed to consolidate and to maximize their efficiency within the laboratory networks, resulting in larger tenders and increasing length of contracts, with a lower budget level.



In Germany, the laboratory market continues to consolidate with private laboratories penetrating the hospital market by purchasing labs or operating them on behalf of the hospital administration. These trends also lead to the creation of purchasing groups impacting the value market growth. Hospital budget constraints due to salary increase (strikes in 2007) also forced laboratories to outsource their activities to private labs. BNP/NT-pro BNP as well as Anti-CCP received reimbursement in 2007.

In the Netherlands, due to reduction of reimbursement, outpatient labs are merging with hospitals in order to provide better patient management and strengthen their position versus the healthcare insurance providers. 20 mergers have been announced within 6 months in 2007, which created uncertainty and several capital investments were frozen. In addition, lab purchasing groups increased their purchasing power and reduced their number of decisions. As well as in Belgium creation of hospital networks and consolidation of labs increased centralized purchasing power.

In Sweden labs have consolidated during the last 20 years, but the market continues to be highly regulated with very complex tenders.

Finland is a very regulated and mature market with a market growth in laboratory diagnostics in the range of 1%.

In Greece the overall IVD market was stagnant, but experienced some positive impact due to the new NAT Blood Bank centres.

In the Member States most recently acceded to the European Union, the IVD market growth has slowed in 2007 due to healthcare reform Acts. In Romania, they experienced an increase in the private sector, but this was offset by a moderate test volume increase in the public sector. In Hungary market growth is flat in the public sector due to budget restrictions. Market growth in Poland was in the range of 6% in 2007, and in Czech Republic the total IVD market growth was in the range of 8-9%, including diabetes management. The growth in 2007 was also due to a decline in 2006.

#### **NOTE:**

The results presented by EDMA are based on ***individual estimates made in 27 European countries:***



- 11 countries participating in the European Diagnostic Market Statistics (EDMS) programme: ***Austria, Belgium, Czech Republic, France, Germany, Italy, Portugal, Spain, Switzerland, the Netherlands and UK.***
- The National Associations members of EDMA and the EDMA Market Research Committee have estimated the IVD market in 16 other countries not participating in the EDMS programme: ***Bulgaria, Cyprus, Denmark, Estonia, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, Norway, Poland, Romania, Slovakia, Slovenia, and Sweden.***

The EDMA figures per country are compiled from the “***European Diagnostic Market Statistics***” (***EDMS***) programme (where companies report invoiced sales of reagents, instruments and consumables to an independent auditor, CIP, based on the EDMA Classification), in association with the EDMA Market Research Committee and the National Associations members of EDMA

More than 85% of the market is covered in major countries, ensuring the reliability and objectiveness of the information provided by EDMA and its members. EDMA encourages all companies and countries to participate to the EDMS programme, which is the largest *In Vitro* Diagnostic audit in Europe and the most accurate source of information to understand and foresee the market trends.

Countries	Population	GDP	GDP per capita	THE	THE / capita	THE as % GDP	IVD mkt est. 2007	Growth rate 2007	% IVD 07 / THE 06	IVD 07 / capita	
	Thousands	Mio €	€	Mio €	€	%	Mio €	%	%	€	
<b>EU 15</b>	<b>OECD source 2006</b>						<b>EDMA source</b>				
Germany	82,368	2,322,200	28,193	245,003	2,974	10.6	2,046	1.6	0.8	24.8	
France	61,353	1,791,953	29,207	199,054	3,244	11.1	1,591	2.1	0.8	25.9	
UK	60,587	1,903,476	31,417	159,388	2,631	8.4	748	7.3	0.5	12.3	
Italy	58,435	1,479,981	25,327	132,639	2,270	9.0	1,583	2.7	1.2	27.1	
Spain	44,068	980,954	22,260	82,064	1,862	8.4	970	6.9	1.2	22.0	
Netherlands	16,346	534,324	32,688	49,589	3,034	9.3	287	7.0	0.6	17.5	
Greece	11,149	213,985	19,193	19,508	1,750	9.1	230	2.2	1.2	20.6	
Portugal	10,563	155,278	14,700	15,786	1,494	10.2	247	3.0	1.6	23.4	
Belgium	10,548	316,622	30,017	32,955	3,124	10.4	298	4.9	0.9	28.3	
Sweden	9,081	313,713	34,546	28,803	3,172	9.2	224	3.5	0.8	24.6	
Austria	8,282	257,897	31,139	26,057	3,146	10.1	218	6.1	0.8	26.4	
Denmark	5,416	220,341	40,683	20,954	3,869	9.5	106	3.0	0.5	19.6	
Finland	5,267	167,041	31,715	13,616	2,585	8.2	99	2.5	0.7	18.9	
Ireland	4,235	174,705	41,253	13,168	3,109	7.5	78	4.6	0.6	18.5	
Luxembourg	460	33,852	73,591	2,461	5,350	7.3					
<b>EU 27</b>											
Poland	38,132	281,248	7,376	17,437	457	6.2	229	6.2	1.3	6.0	
Romania	21,532	103,167	4,791	5,919	275	5.7	76	3.7	1.3	3.5	
Czech Republic	10,251	116,595	11,374	7,883	769	6.8	129	8.6	1.6	12.6	
Hungary	10,071	94,791	9,412	7,851	780	8.3	58	5.6	0.7	5.7	
Bulgaria	7,693	25,167	3,271	1,879	244	7.5	44	8.0	2.4	5.8	
Slovakia	5,391	48,581	9,011	3,411	633	7.0	27	7.5	0.8	5.0	
Lithuania	3,408	23,792	6,981	1,484	435	6.2	23	6.2	1.6	6.9	
Latvia	2,289	16,173	7,066	975	426	6.0	23	6.5	2.4	10.2	
Slovenia	2,001	30,448	15,216	2,553	1,276	8.4	12	6.0	0.5	5.8	
Estonia	1,340	13,256	9,893	664	496	5.0	12	7.0	1.8	8.8	
Cyprus	846	14,394	17,014	905	1,070	6.3	3	4.0	0.4	4.0	
Malta	405	5,072	12,525	420	1,038	8.3					
<b>EFTA</b>											
Switzerland	7,484	296,000	39,551	33,475	4,473	11.3	225	3.2	0.7	30.1	
Norway	4,670	269,149	57,634	23,421	5,015	8.7	96	3.0	0.4	20.6	
Iceland	296	13,370	45,169	1,222	4,127	9.1					
Liechtenstein											

GDP = Gross Domestic Product; THE = Total Healthcare Expenditure (private and public).  
Note: the totals are taking into account decimal values.

### About EDMA:

EDMA, the European Diagnostic Manufacturers Association represents National Associations and major companies engaged in the research, development, manufacture or distribution of *In Vitro* Diagnostic (IVD) medical devices in Europe. Through its affiliated National Associations, EDMA represents in total more than 500 companies (over 700 legal entities) across Europe. The mission of EDMA is to raise awareness of the importance, usefulness and added-value that diagnostic information can provide to healthcare. For this purpose, EDMA cooperates with European institutions, patients groups, trade associations, health professionals and academia to support an appropriate regulatory system, to work towards a realistic economic environment for healthcare in Europe and to be an effective voice in globalisation.

**For more information**, please visit [EDMA website](http://www.edma-ivd.be) or contact Christine Tarrajat, EDMA Director General, [c.tarrajat@edma-ivd.be](mailto:c.tarrajat@edma-ivd.be)