

Latin America Medical Device and Equipment Market



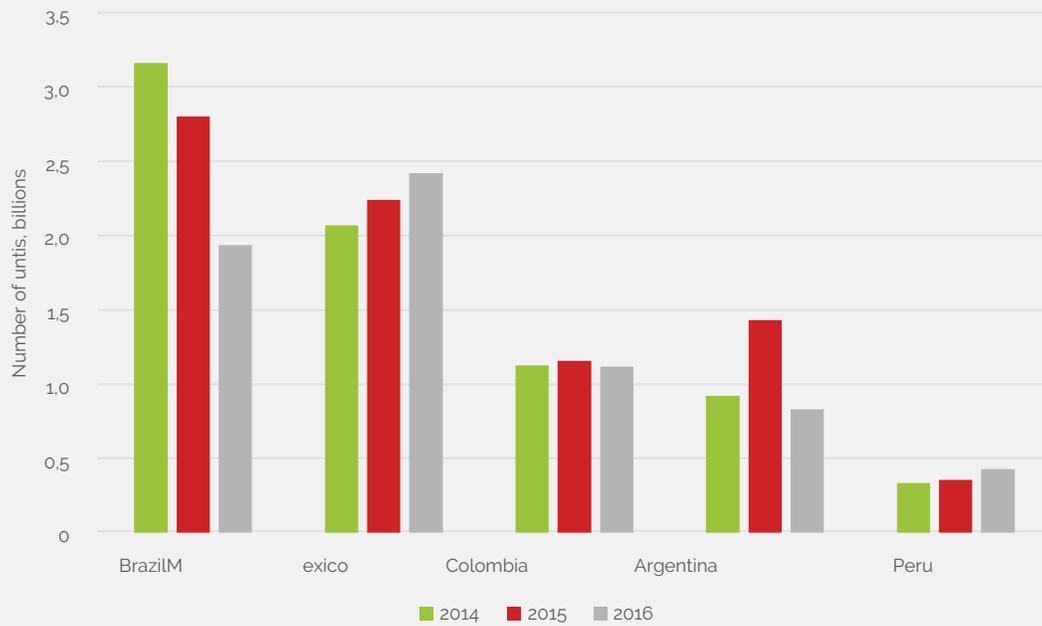

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Intro

Latin America's medical equipment, device and consumables market was worth an estimated US\$ 29 billion in 2016. Imports accounted for 85%-90% of this market, with limited production for the local market in Brazil, Mexico, Argentina and Costa Rica. As a result, the market has had a high exposure to currency fluctuations and lost significant purchasing power due to foreign exchange rate devaluations across the region in 2015 and 2016.

IMPORT TRENDS ACROSS MAJOR MARKETS



5.

Peru's medical device and equipment market

While being the smallest of the five major healthcare markets in Latin America, Peru has demonstrated steady and consistent growth from 2014 to 2016. The Peruvian market exhibited 13% growth from 2014 to 2016, going from 333 million units to 428 million units. The market value, meanwhile, remained stable at just over \$435 million, indicative of the Peruvian Sol's depreciation and cost pressures being faced by manufacturers and distributors across the region.

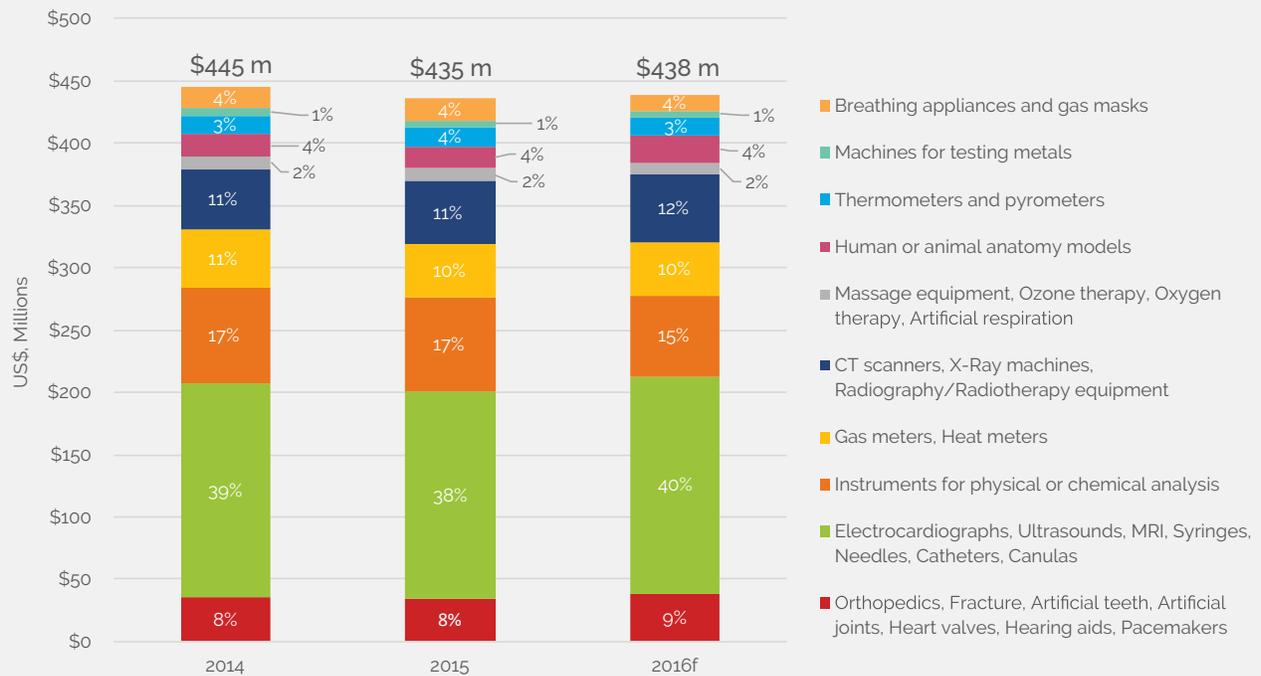
Amidst these headwinds, two modalities still exhibit success:

- CT scanners, X-Ray machines and Radiotherapy equipment grew at a 4% CAGR in number of units from 2014 to 2016f, with a 5% CAGR increase in value during the same period, reaching \$54 million. This was the only modality to experience uninterrupted growth for the three-year period.

- Similarly, Electrocardiographs, Ultrasound machines, and MRIs, along with syringes, catheters and needles experienced a 14% increase in units and a modest 1% increase in pricing.

The Peruvian government has been focused on expanding the coverage of the healthcare sector since 2015, with plans to invest over \$2.6 billion by year end 2017. Through this effort, we will continue to see growing infrastructure, resulting in opportunities for medical equipment manufacturers, device providers and consumables companies.

PERUVIAN IMPORTS BY MODALITY



Global Health Intelligence is a market research consultancy focused on the Healthcare market.
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