

Medical Beds Worldwide

A Market Strategy Report

Report Highlights

August 2005

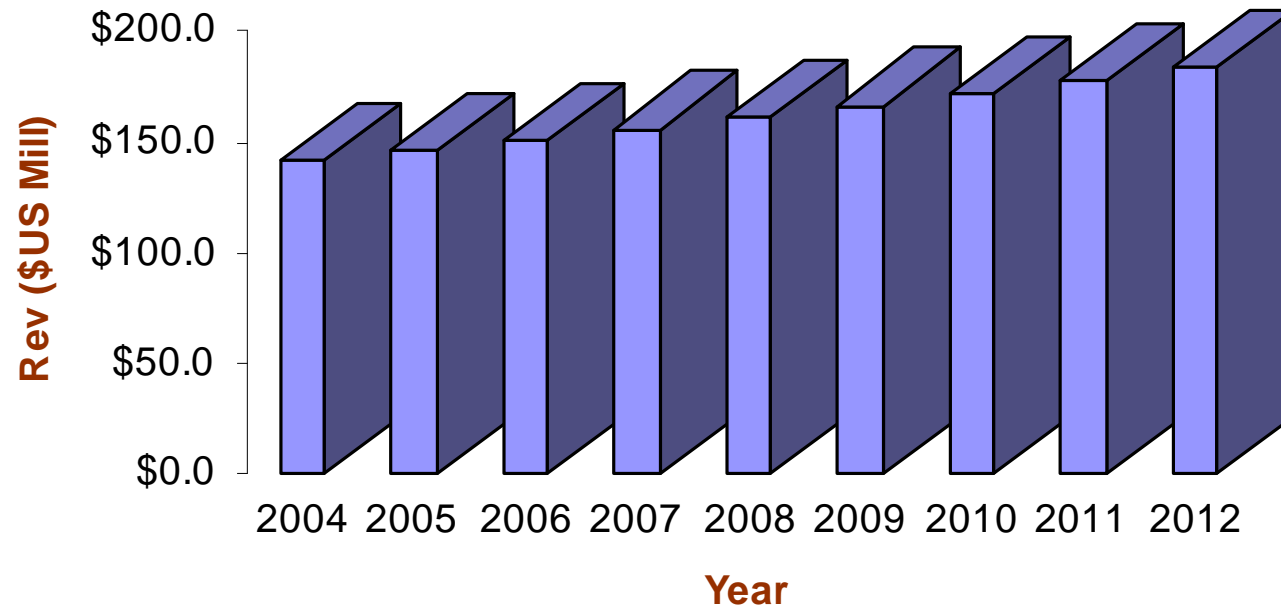
Report Benefits

This report can help executives in:

- Assessing the market for Medical Beds and Mattress Systems, segments, and growth regions
- Understanding market drivers and restraints
- Business planning, strategic decision making and competitive strategy
- Identifying opportunities for partnerships and alliances

French Medical Beds Market

Total French Medical Beds Market



- The largest segment by site of use is Acute Care facilities, followed by the Long-Term Care and Home Care segments.
- The Acute Care segment, though the largest, is projected to account for a slightly reduced share of the total market, declining from 78% in 2004 to 74% by 2012.
- This decline will be offset by gains in the Long-Term Care and Home Care segments.

Europe Competition

- Global Companies
 - Hill-Rom, Invacare, KCI, Sunrise, Stryker, Getinge, Pegasus Eagerton, Huntleigh
- Regional Companies
 - Linet, Malvestio, Savion, Wissner-Bosserhof, Sanitaria Scaligera, Tally Medical, Ginevri, Famed-Zywiec

Market Segmentation

| Segmentation Approach | Segmentation |
|--|--|
| By Application | <ul style="list-style-type: none"> • General Purpose Beds • Birthing Beds • Pediatric Beds • Air-Fluidized and Low-Air-Loss Beds • Bariatric Beds • Critical Care Beds • Mattress Systems (Low-Air-Loss and Alternating Pressure) |
| By Location/Site of Use (Acute Care represents the Hospital segment) | <ul style="list-style-type: none"> • Acute Care Facilities • Long-Term Care Facilities • Home Care |
| By Energy Type | <ul style="list-style-type: none"> • Electric/Powered • Mechanical/Hydraulic |
| By Revenue Category | <ul style="list-style-type: none"> • Rental/Leasing • Capital/Purchase • Parts & Accessories • Inspection & Maintenance Services |

Report Stats

| | |
|---|--|
| Regions Covered | The Americas (USA, Canada, Rest of the Americas - ROA); Asia-Pacific (China, India, Rest of Asia Pacific - ROAPAC); Europe (France, Germany, Italy, UK, Rest of Europe - ROE); ROW (Rest of the World) |
| Product/Market Segments Analyzed | See segmentation in the earlier slide |
| Companies Profiled | Key Company Profiles: 45; Marketstrat Company Briefs: 138 |
| Market Estimates/Forecasts | Estimates/Forecasts for 2003-2012 in US dollars, separately by Region, by Product Segment, by Location, and by Configuration. |
| MARKETSTRAT Analytical Framework | Drivers and Restraints; KPPI Grid (Key Product Performance Indicators); Competitive Framework; SRCE Framework; Key Market Parameters (KeyMAP Grid) |
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About MARKETSTRAT

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