



Worldwide IVD Market Review

2024 ADLM International Market Briefing & Financial Analyst Briefing

IQVIA MedTech – July 2024



Speakers



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IQVIA MedTech

Over 40 years providing Market Insights to the IVD industry, leveraging IQVIA's data assets and resources

IQVIA Data Assets and Expertise

Claims Data

CPT
Volume Data

Global Procedure
Data

Consulting Expertise
(Opportunity
Assessments,
Regulatory,
Reimbursement, M&A,
Launch Strategy)



BBC IVD Data and Subject Matter Expertise

Company Revenue
& Share by Region

Market Size (Value)
& Forecast by
Clinical Segment by
Region

Platform PL/IB by
Company

Deep Knowledge of
Competitive
Landscape and
Market Dynamics



Country-level
Knowledge

Unparalleled combination of volume/value data and Expertise

Where are tests being used?
Which channel should I target?

Forecasting
(Value & Volume)

Business
Development

Segmentation
Sales Targeting

Launch Strategy

Competitive
Intelligence





Agenda

- + IVD Market Review
- + India IVD market Overview

IVD manufacturers invested in expansion (menu, technology, and region) to fill commercial gaps and remain competitive

2023 Key IVD market trends



Improvement in capital purchasing



Focus on assay expansion and automation solutions and panel testing



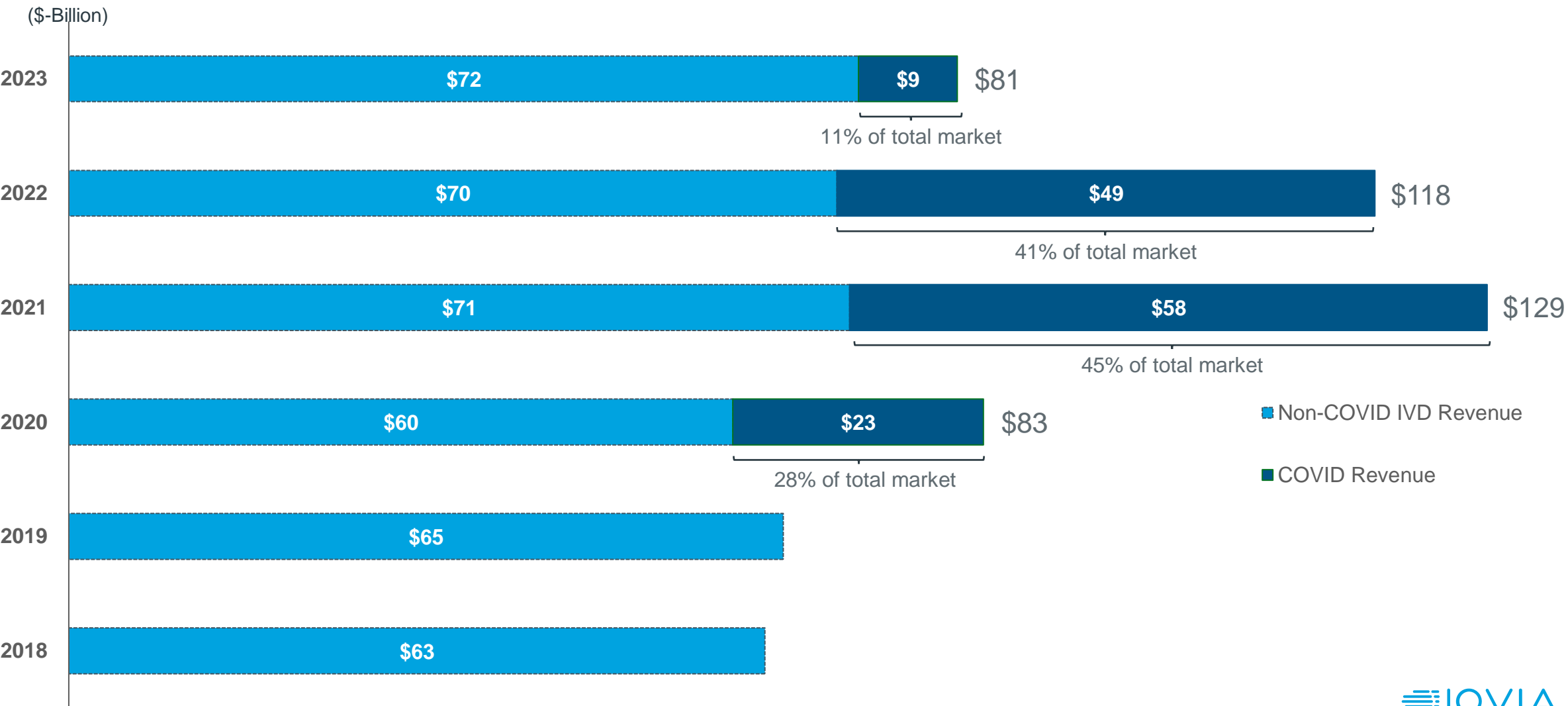
Care setting expansion including pharmacy channels and at-home testing/sample collection



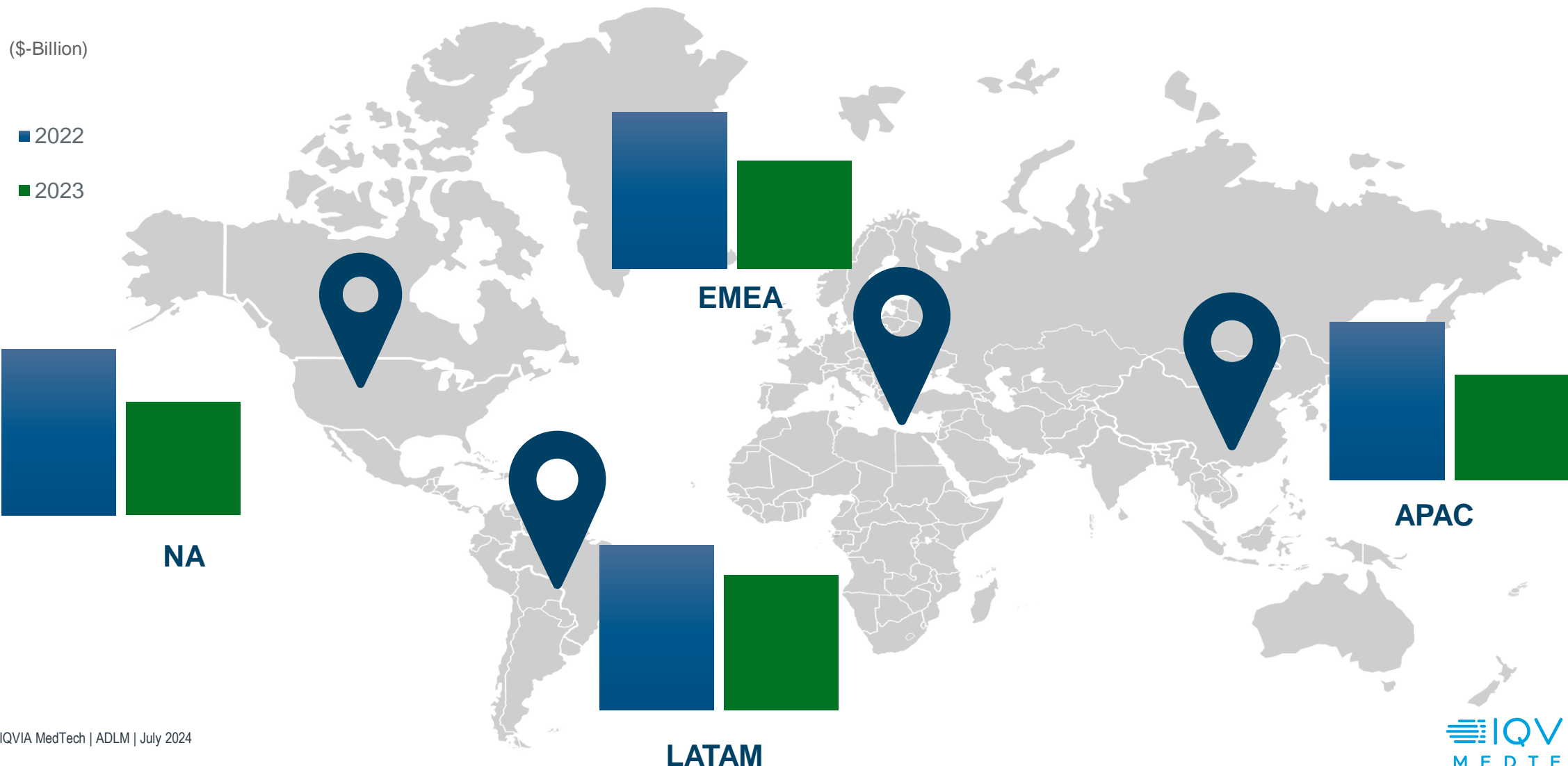
Increase in healthcare investment, POC solutions remained at the forefront

Total Annual IVD Market Revenue 2018-2023

The IVD market expanded 6% LC in 2023, continuing to show a rebound from the COVID period.

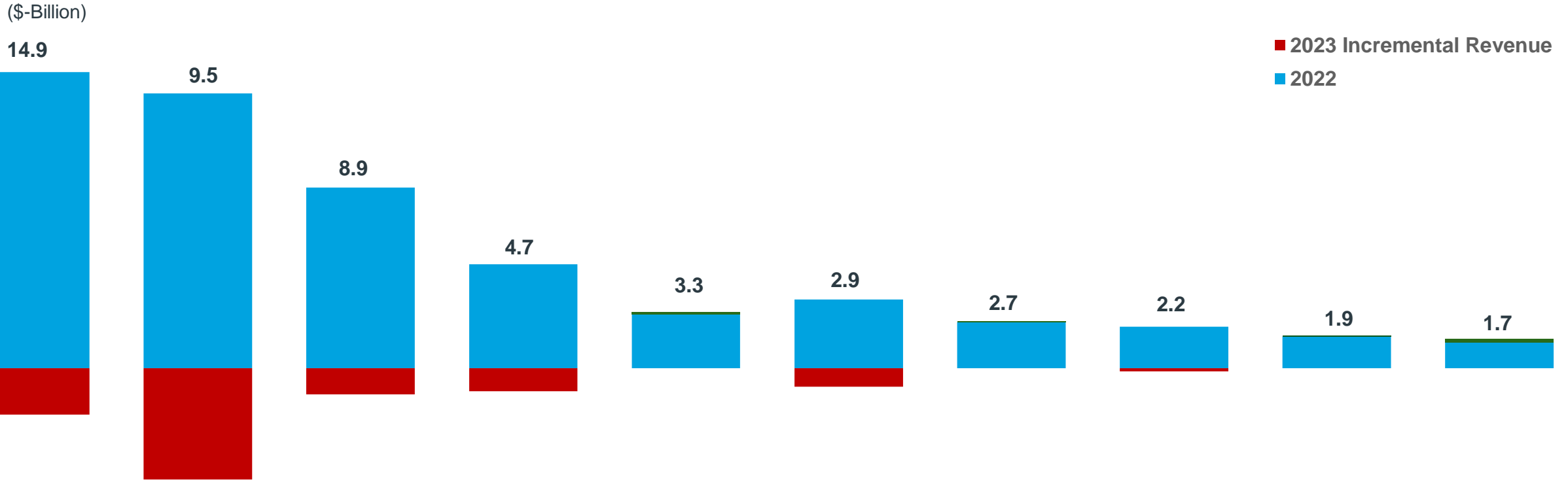


All regions noted declines impacted by decreased COVID-19 which contributed ~11% of IVD sales



Most players noted declining revenues compared to 2022 driven by slowdown in COVID-19 related sales

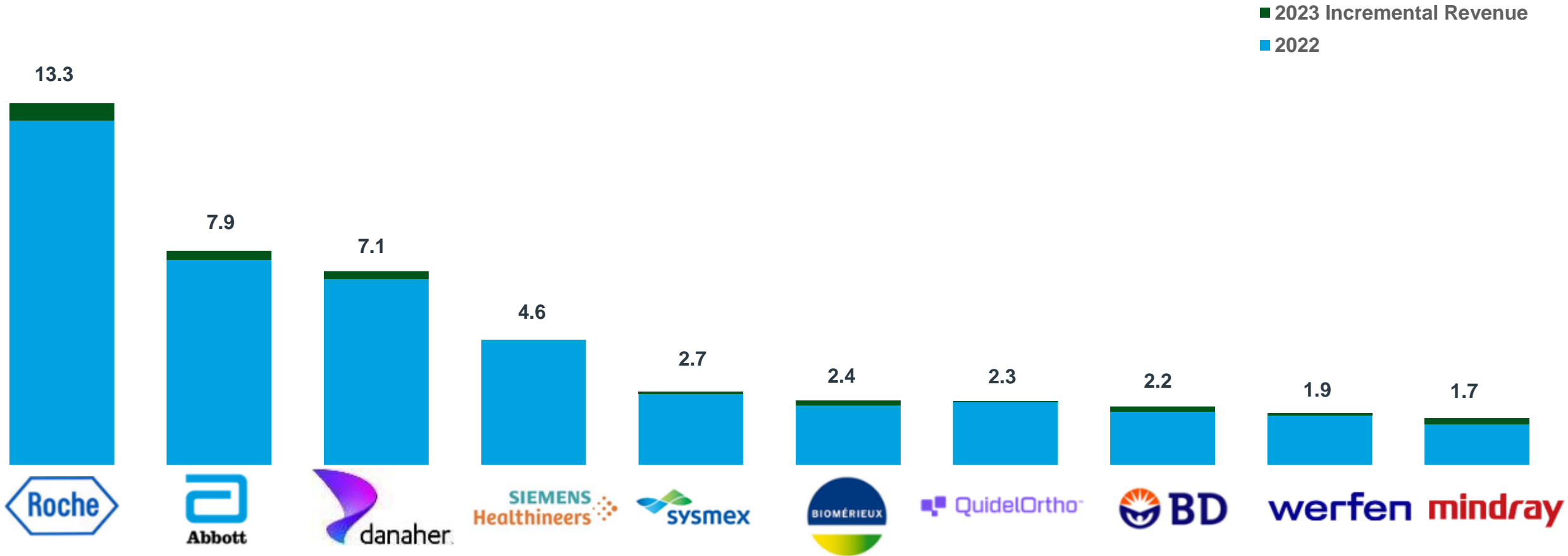
Top 10 IVD manufactures



Excluding COVID-19, the base business for many players noted gains driven by core lab and expansion in POC/MD segments

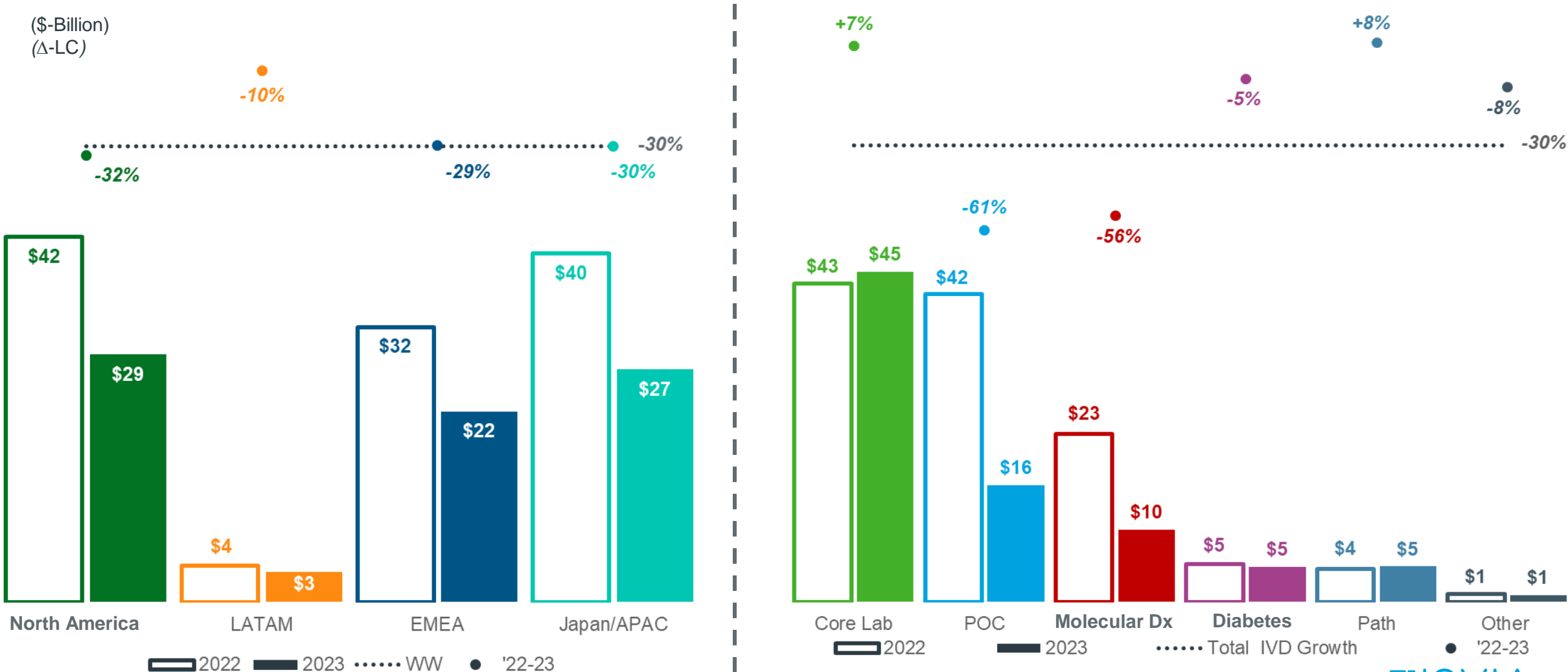
Top 10 IVD manufacturers (excluding COVID-19)

(\$-Billion)



All regions noted declines impacted by decreased COVID-19 which contributed ~11% of IVD sales

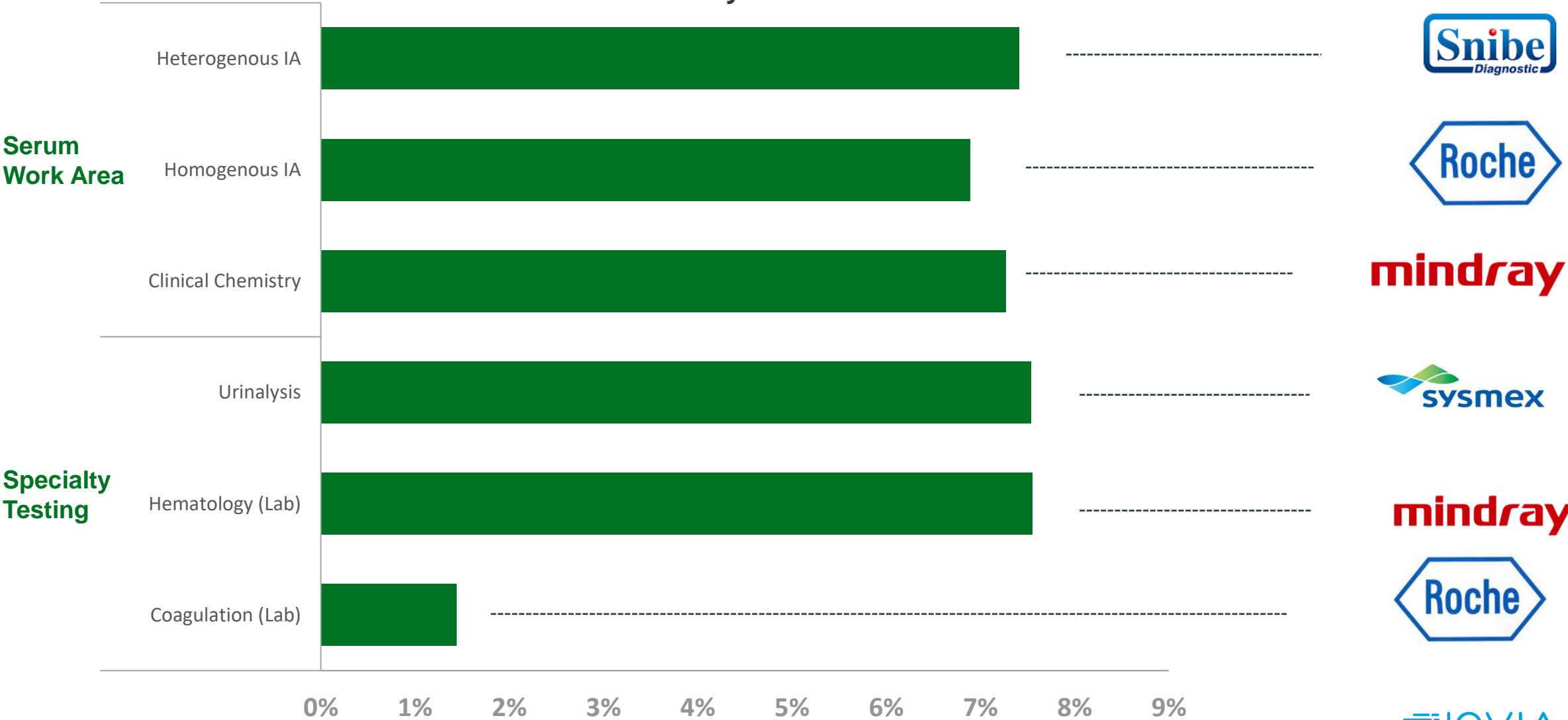
Worldwide revenue by geography and business areas



Roche, Mindray, and Sysmex as fastest growing companies in key core laboratory markets

2023 Core Laboratory Market Performance

#1 Growth by Segment ⁽¹⁾

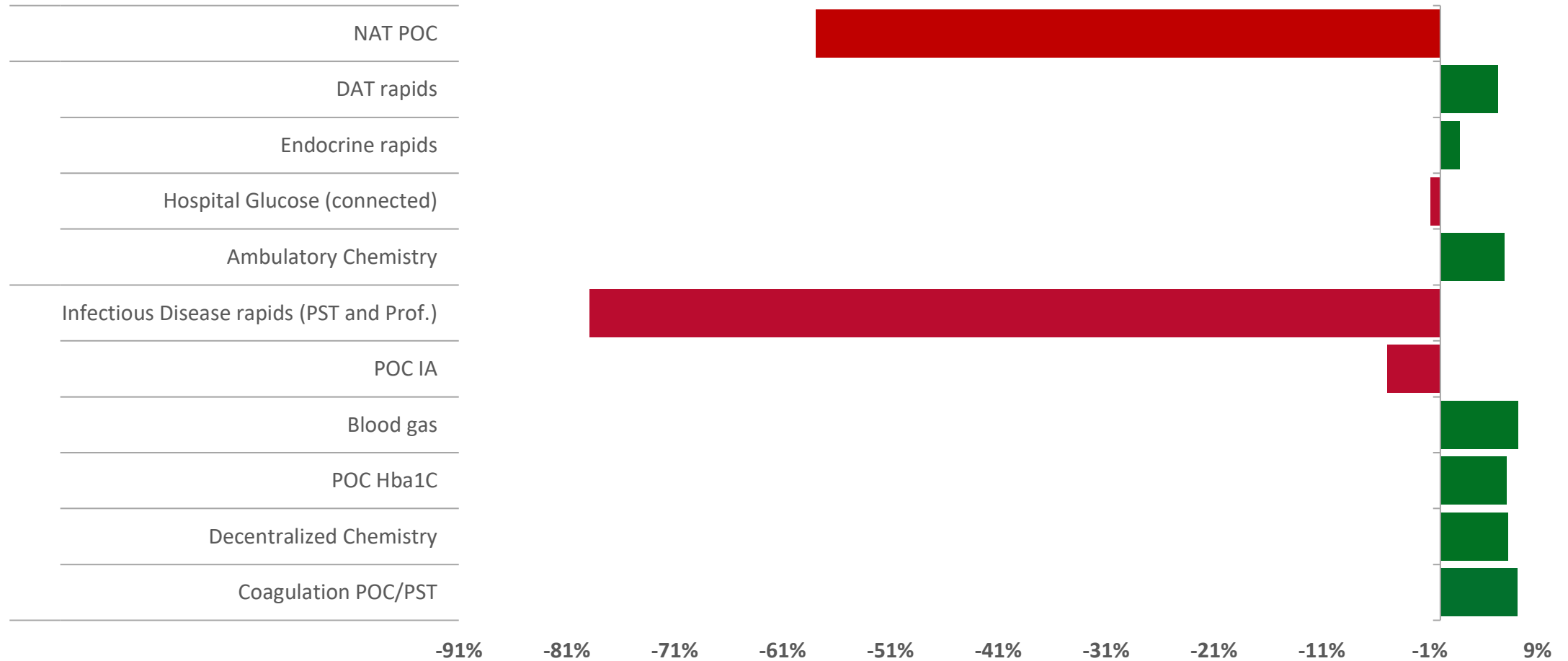


(1) "#1 Growth by Segment" denotes the competitor(s) with the highest growth rate among each segment's top 10 competitors.

Blood Gas, Amb. Chem., and POC HbA1c sustained gains driven by disease epidemiology and overall increase in testing volume

(%-Change LC)

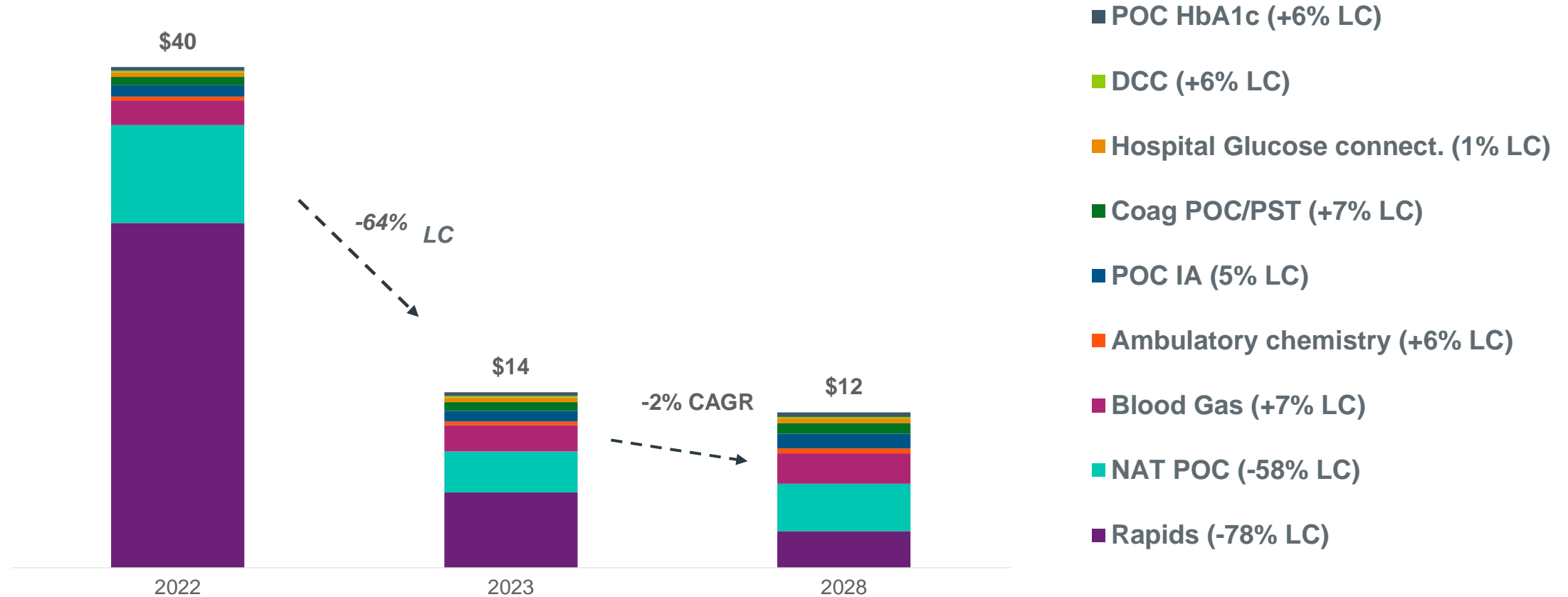
2023 POC Market Performance



POC market by segment

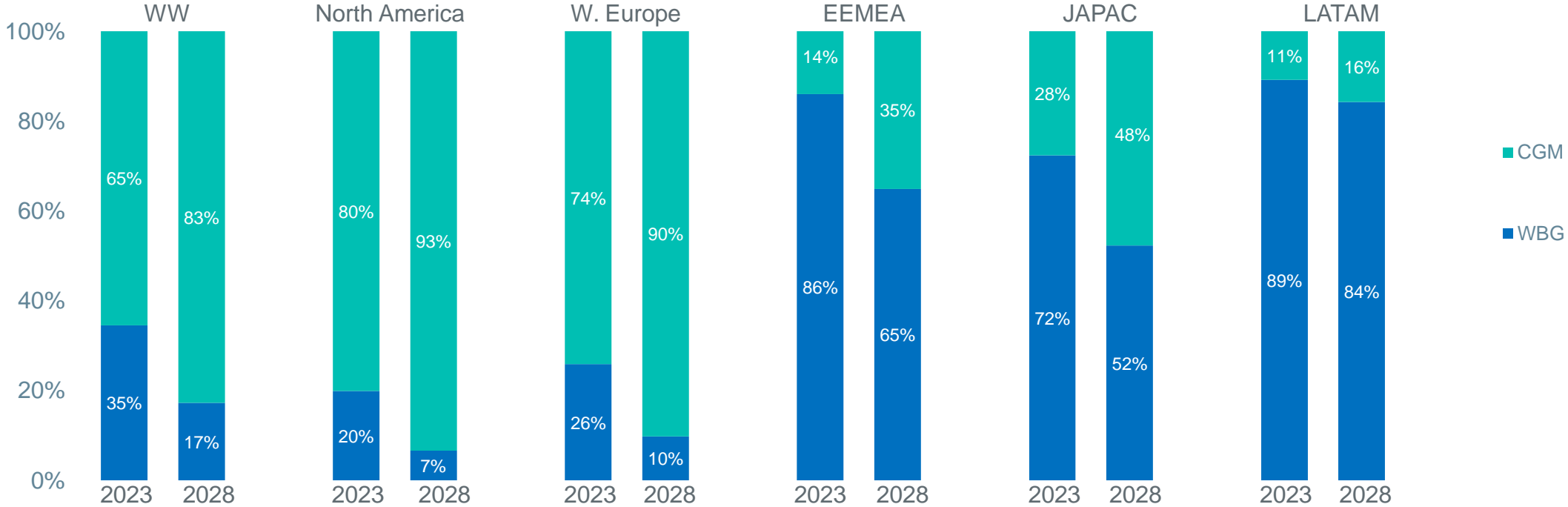
COVID-19 sales continued to provide headwinds with the market realizing ~\$26B in revenue decline

(\$-Billion)
(Δ%-LC)



The WBG Monitoring market to witness less decline in emerging markets due to the low penetration of sensor-based technologies

Implications for the market: growth opportunities in emerging markets



Key Trends:

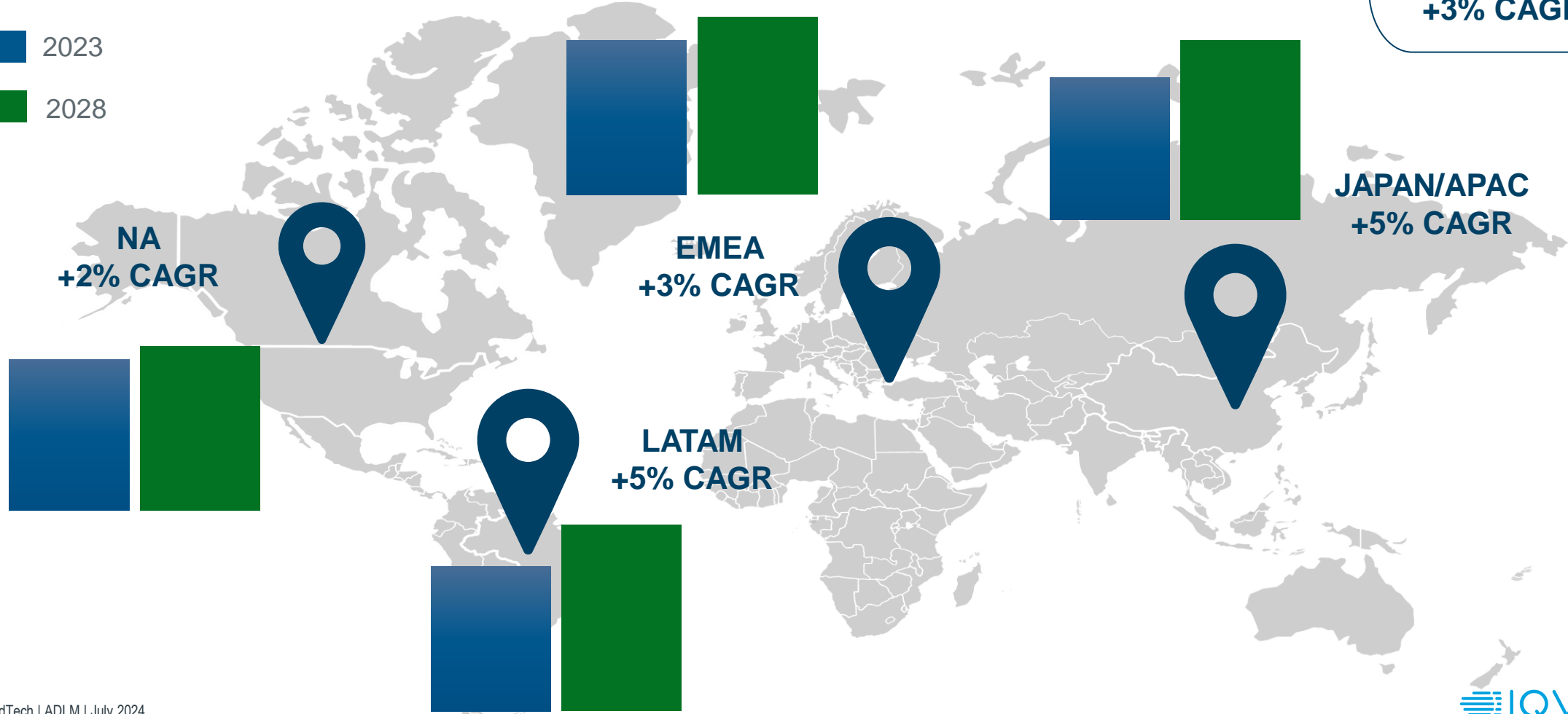
- The WBG monitoring market in the developed markets (e.g., NA and W. Europe) will continue to be hampered by the ongoing adoption of sensor-based technology, along with ongoing efforts to expand reimbursement for rtCGM/FGM to cover NIIT T2DM.
- The emerging markets are expected to slow share erosion, driven by a large underpenetrated patient base, increased diagnosis rates, and awareness.

Worldwide IVD Market by Region, 2023, and 2028

IVD Market is expected to realize +3% CAGR, (+5% CAGR excluding COVID-19), notably stemming from emerging region

(\$-Billion)

■ 2023
■ 2028



Future Drivers and Barriers in the IVD market

1

Increased Regulation

FDA/IVDR favors the MNC's and their resources/experience/China VBP/Anti-Corruption



2

Continued Shift to POC Testing

MNC's developing and acquiring rapid, decentralized platforms



3

Precision Medicine

Expansion beyond Oncology to other high \$\$ burden areas

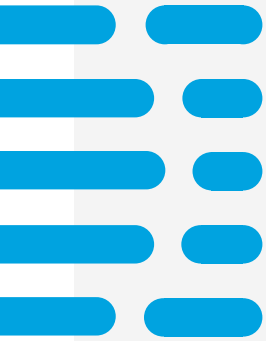


4

Digital Pathology/IT/AI Solutions

Drive efficiency and Accuracy





Agenda

+ IVD Market Review

+ India IVD market Overview

India IVD market witnessing growth, driven by accessibility and healthcare infrastructure

India IVD market key themes



~\$1.3 B IVD market in 2023, expected to grow by +15% CAGR in next five years to \$2.7 B



Government policy efforts at state and national level to improve accessibility



Growing geriatric population and chronic disease prevalence driving volumes



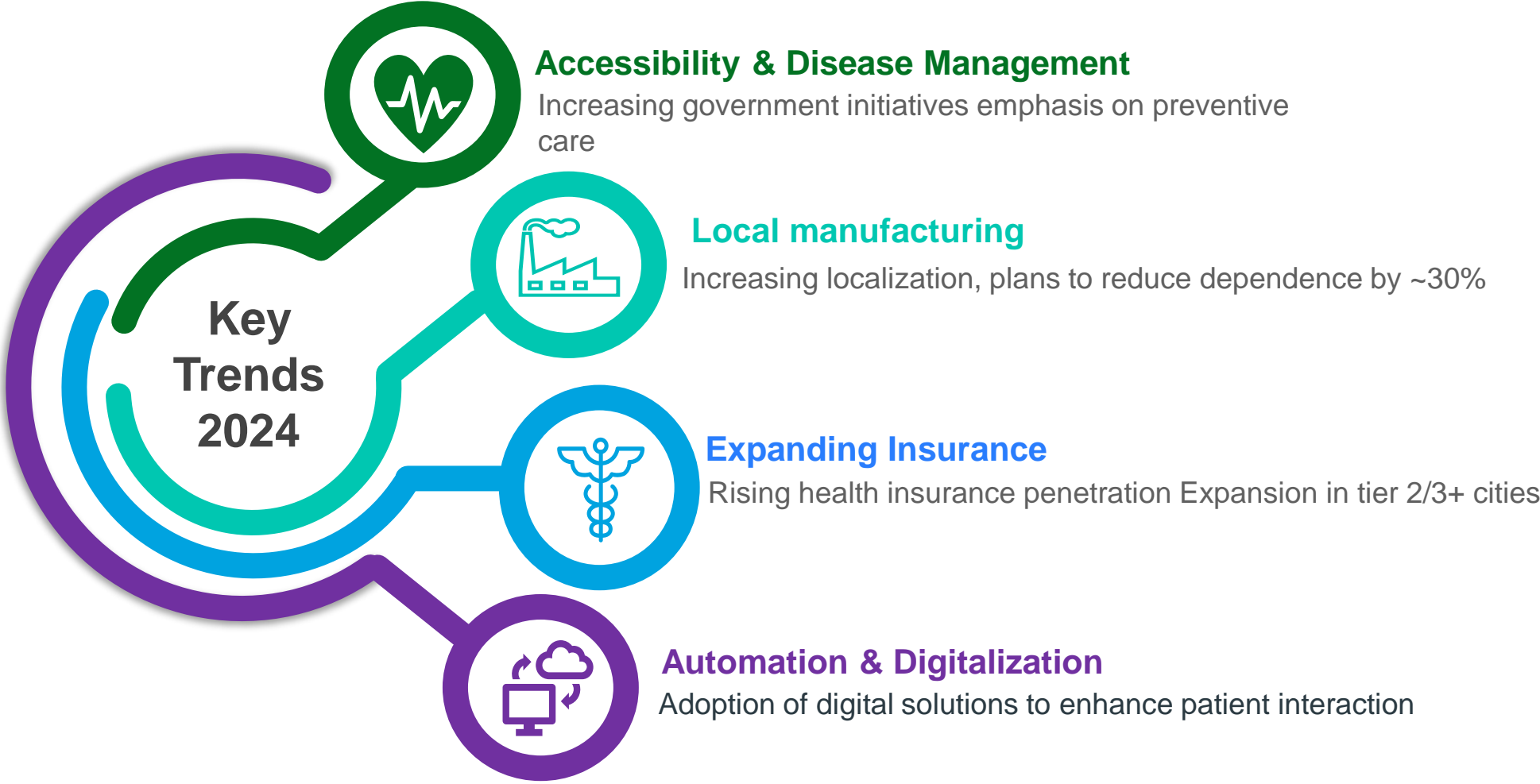
Improving socioeconomic environment with rising spending power

The Evolving Landscape of the Indian Diagnostics Industry

India IVD market landscape



Improving accessibility, increasing offerings, and fostering technology are emerging key trends

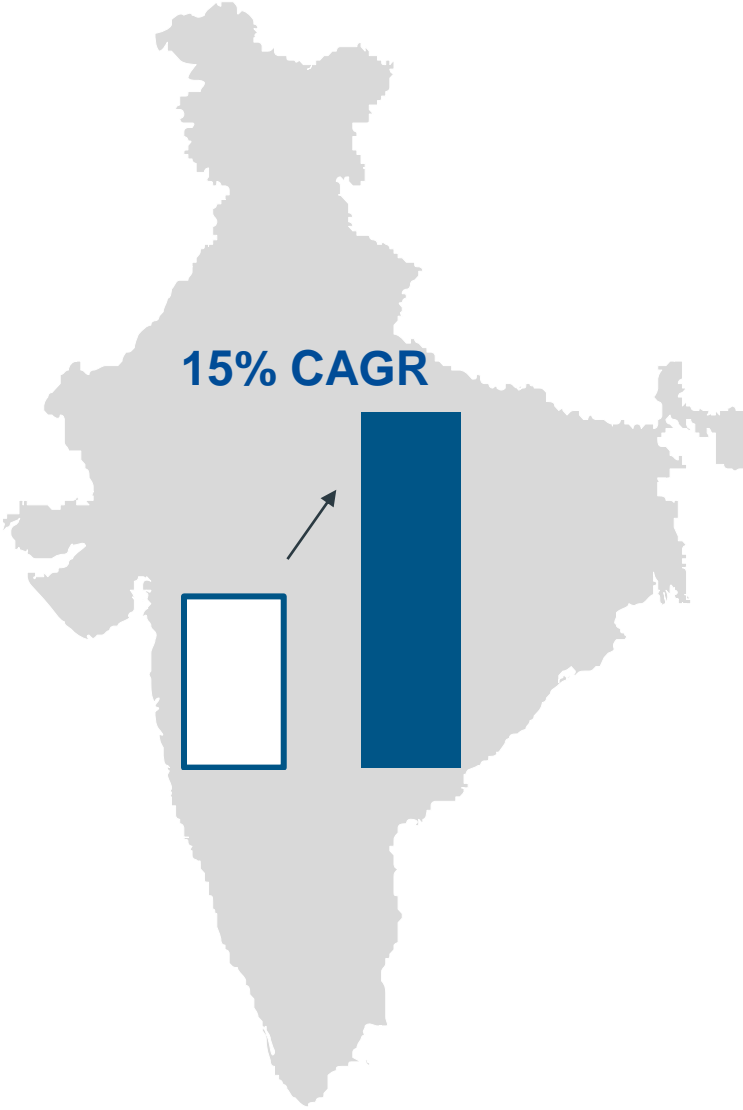


India's IVD market surges to +15% CAGR, fueled by government disease programs and local manufacturing, but hampered by infrastructure gaps

Market outlook

Drivers

- ▲ Rising disease burden
- ▲ Growing healthcare awareness and affordability
- ▲ Government Policies
- ▲ Advancements in technology
- ▲ Local Manufacturing



Constraints

- ▼ Fragmented Market
- ▼ Skilled workforce shortage
- ▼ Reimbursement challenges
- ▼ Price Sensitivity
- ▼ Regulatory hurdles



Thank you

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