# Medical, Dental & Hospital Equipment & Supplies Wholesalers

PDF Express Edition

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# Medical, Dental & Hospital Equipment & Supplies Wholesalers



The PDF report is an extract of the main database and provides a number of limited datasets for each of the countries covered. For users needing more information, detailed data on Medical, Dental & Hospital Equipment & Supplies Wholesalers is available in several geographic Editions and Database versions. Users can order any other Editions, or the full Database version, as required from the After-Sales Service or from any NIN Dealer at a discount.

This research provides data on **Medical, dental & hospital equipment & supplies wholesale**.

## Contents


Express Edition ..... 4
Products & Markets ..... 4
Report Description ..... 5
Tables ..... 5
Countries Covered ..... 10
Market Notes & Definitions ..... 11
Financial Notes & Definitions ..... 15
Industry Norms Definitions ..... 22
Upgrade to the full Database Edition at a reduced cost ..... 24
Database Editions ..... 25
Editions available ..... 26
World Report ..... 26
Regional Report ..... 26
Country Report ..... 26
Country & City Report ..... 26
Markets & Products ..... 27
Products covered: ..... 27
World Database Description ..... 28
Geographic Coverage ..... 30
Financial Data ..... 31
General Contents ..... 32

Database Edition Market Research Contents....33
Databases & Structures....33
Spreadsheets....35
Chapters....35
Countries....37
Methodology....40
Deliverables....40
About this Database....40
Real Time Support....40
Toolkits....41
Proprietary Software package compatibility....42
Resource Web....42
Research & Survey Methodology Analysis....43
Appendix 1 : Regional Report country coverage....44
Appendix 2 : About the After-Sales Service....45
Modular Research....45
1. Market Research....45
2. Distribution Channels & End Users Data....45
3. Survey Data....46
4. Corporate Data....47
5. Additional Data....51
Database Compatibility....52

## Express Edition

# Medical, Dental & Hospital Equipment & Supplies Wholesalers

NAICS / SIC / SERIES: 42145

This PDF Express edition has 433 pages. Updated monthly.

Years covered: Historic data for the past 7 years, and Forecast data for the next 7 years.

**Price**: $950

**Delivery**: 24 hours as a downloaded PDF file, or shipped as a DVD.

## Products & Markets

This report covers the following Product and Market Sectors:-

Product & Market data is given in US$ for each Country, by each Product by each Year: Historic data for the past 7 years, and Forecast data for the next 7 years.

**MEDICAL - DENTAL + HOSPITAL EQUIPMENT + SUPPLIES WHOLESALERS**

1. Medical, dental & hospital equipment & supplies wholesale
2. Surgical, medical & hospital supplies wholesale
3. Dental equipment & supplies wholesale

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### NAICS / SIC coded reports and databases

This is a Market database which is designed to be compatible with U.S. government databases.

For NAICS / SIC coded reports and databases, the report structures are an analogue of U.S. Department of Commerce / U.S. Census databases, and are an analogue of U.S. Census data, but in a worldwide context.

For a full explanation of the NAICS coding system see: http://www.census.gov/eos/www/naics/

These product / revenue lines codes and definitions are determined by the U.S. Government agencies.

# Report Description

## Medical, Dental & Hospital Equipment & Supplies Wholesalers Report

The Medical, Dental & Hospital Equipment & Supplies Wholesalers PDF Express Report gives data on each of the Products & Markets listed by 2 Time series: 7 years Historic data and 7 years Forecast data.

Each of the 4 Products & Markets are quantified in US$, by each year (7 historic & 7 forecast years).

Financial data is provided for Medical, Dental & Hospital Equipment & Supplies Wholesalers, by each year (7 historic & 7 forecast years), including complete aggregated Financials, Balance Sheets and Financial Margins and Ratios, by country.

A range of Industry Data is provided for Medical, Dental & Hospital Equipment & Supplies Wholesalers, by country, by year. The Industry Data is based on 56,193 Companies and Entities which Supply or Distribute Medical, Dental & Hospital Equipment & Supplies Wholesalers.

This Medical, Dental & Hospital Equipment & Supplies Wholesalers Report is a PDF Express Edition. 433 pages. Updated monthly.

# Tables

1. World Market Historic : US$ Million
2. World Market Forecast : US$ Million

3. Canada & USA Market Historic : US$ Million
4. Canada & USA Market Forecast : US$ Million
5. Central America Market Historic : US$ Million
6. Central America Market Forecast : US$ Million
7. South America Market Historic : US$ Million
8. South America Market Forecast : US$ Million
9. Europe Market Historic : US$ Million
10. Europe Market Forecast : US$ Million
11. Eurasia Market Historic : US$ Million
12. Eurasia Market Forecast : US$ Million
13. Middle East Market Historic : US$ Million
14. Middle East Market Forecast : US$ Million
15. Africa Market Historic : US$ Million
16. Africa Market Forecast : US$ Million
17. Asia Market Historic : US$ Million
18. Asia Market Forecast : US$ Million
19. Oceania Market Historic : US$ Million
20. Oceania Market Forecast : US$ Million

21. Algeria Market Historic : US$ Million
22. Algeria Market Forecast : US$ Million
23. Algeria Financials Historic
24. Algeria Financials Forecast
25. Algeria Industry Norms
26. Argentina Market Historic : US$ Million
27. Argentina Market Forecast : US$ Million
28. Argentina Financials Historic
29. Argentina Financials Forecast
30. Argentina Industry Norms
31. Australia Market Historic : US$ Million
32. Australia Market Forecast : US$ Million
33. Australia Financials Historic
34. Australia Financials Forecast
35. Australia Industry Norms
36. Austria Market Historic : US$ Million
37. Austria Market Forecast : US$ Million
38. Austria Financials Historic
39. Austria Financials Forecast
40. Austria Industry Norms
41. Azerbaijan Market Historic : US$ Million
42. Azerbaijan Market Forecast : US$ Million
43. Azerbaijan Financials Historic
44. Azerbaijan Financials Forecast
45. Azerbaijan Industry Norms
46. Bahrain Market Historic : US$ Million
47. Bahrain Market Forecast : US$ Million
48. Bahrain Financials Historic
49. Bahrain Financials Forecast
50. Bahrain Industry Norms
51. Bangladesh Market Historic : US$ Million
52. Bangladesh Market Forecast : US$ Million
53. Bangladesh Financials Historic
54. Bangladesh Financials Forecast
55. Bangladesh Industry Norms
56. Belarus Market Historic : US$ Million
57. Belarus Market Forecast : US$ Million
58. Belarus Financials Historic
59. Belarus Financials Forecast
60. Belarus Industry Norms
61. Belgium Market Historic : US$ Million
62. Belgium Market Forecast : US$ Million
63. Belgium Financials Historic
64. Belgium Financials Forecast
65. Belgium Industry Norms
66. Bolivia Market Historic : US$ Million
67. Bolivia Market Forecast : US$ Million
68. Bolivia Financials Historic
69. Bolivia Financials Forecast
70. Bolivia Industry Norms

## Tables


71. Bosnia & Herzegovina Market Historic : US$ Million
72. Bosnia & Herzegovina Market Forecast : US$ Million
73. Bosnia and Herzegovina Financials Historic
74. Bosnia and Herzegovina Financials Forecast
75. Bosnia and Herzegovina Industry Norms
76. Botswana Market Historic : US$ Million
77. Botswana Market Forecast : US$ Million
78. Botswana Financials Historic
79. Botswana Financials Forecast
80. Botswana Industry Norms
81. Brazil Market Historic : US$ Million
82. Brazil Market Forecast : US$ Million
83. Brazil Financials Historic
84. Brazil Financials Forecast
85. Brazil Industry Norms
86. Bulgaria Market Historic : US$ Million
87. Bulgaria Market Forecast : US$ Million
88. Bulgaria Financials Historic
89. Bulgaria Financials Forecast
90. Bulgaria Industry Norms
91. Cambodia Market Historic : US$ Million
92. Cambodia Market Forecast : US$ Million
93. Cambodia Financials Historic
94. Cambodia Financials Forecast
95. Cambodia Industry Norms
96. Canada Market Historic : US$ Million
97. Canada Market Forecast : US$ Million
98. Canada Financials Historic
99. Canada Financials Forecast
100. Canada Industry Norms
101. Chile Market Historic : US$ Million
102. Chile Market Forecast : US$ Million
103. Chile Financials Historic
104. Chile Financials Forecast
105. Chile Industry Norms
106. China Market Historic : US$ Million
107. China Market Forecast : US$ Million
108. China Financials Historic
109. China Financials Forecast
110. China Industry Norms
111. Colombia Market Historic : US$ Million
112. Colombia Market Forecast : US$ Million
113. Colombia Financials Historic
114. Colombia Financials Forecast
115. Colombia Industry Norms
116. Costa Rica Market Historic : US$ Million
117. Costa Rica Market Forecast : US$ Million
118. Costa Rica Financials Historic
119. Costa Rica Financials Forecast
120. Costa Rica Industry Norms
121. Croatia Market Historic : US$ Million
122. Croatia Market Forecast : US$ Million
123. Croatia Financials Historic
124. Croatia Financials Forecast
125. Croatia Industry Norms
126. Cuba Market Historic : US$ Million
127. Cuba Market Forecast : US$ Million
128. Cuba Financials Historic
129. Cuba Financials Forecast
130. Cuba Industry Norms
131. Cyprus Market Historic : US$ Million
132. Cyprus Market Forecast : US$ Million
133. Cyprus Financials Historic
134. Cyprus Financials Forecast
135. Cyprus Industry Norms
136. Czech Republic Market Historic : US$ Million
137. Czech Republic Market Forecast : US$ Million
138. Czech Republic Financials Historic
139. Czech Republic Financials Forecast
140. Czech Republic Industry Norms
141. Denmark Market Historic : US$ Million
142. Denmark Market Forecast : US$ Million
143. Denmark Financials Historic
144. Denmark Financials Forecast
145. Denmark Industry Norms
146. Ecuador Market Historic : US$ Million
147. Ecuador Market Forecast : US$ Million
148. Ecuador Financials Historic
149. Ecuador Financials Forecast
150. Ecuador Industry Norms
151. Egypt Market Historic : US$ Million
152. Egypt Market Forecast : US$ Million
153. Egypt Financials Historic
154. Egypt Financials Forecast
155. Egypt Industry Norms
156. El Salvador Market Historic : US$ Million
157. El Salvador Market Forecast : US$ Million
158. El Salvador Financials Historic
159. El Salvador Financials Forecast
160. El Salvador Industry Norms
161. Estonia Market Historic : US$ Million
162. Estonia Market Forecast : US$ Million
163. Estonia Financials Historic
164. Estonia Financials Forecast
165. Estonia Industry Norms
166. Finland Market Historic : US$ Million
167. Finland Market Forecast : US$ Million
168. Finland Financials Historic
169. Finland Financials Forecast
170. Finland Industry Norms
171. France Market Historic : US$ Million
172. France Market Forecast : US$ Million
173. France Financials Historic
174. France Financials Forecast
175. France Industry Norms
176. French Guiana Market Historic : US$ Million
177. French Guiana Market Forecast : US$ Million
178. French Guiana Financials Historic
179. French Guiana Financials Forecast
180. French Guiana Industry Norms
181. Georgia Market Historic : US$ Million
182. Georgia Market Forecast : US$ Million
183. Georgia Financials Historic
184. Georgia Financials Forecast
185. Georgia Industry Norms
186. Germany Market Historic : US$ Million
187. Germany Market Forecast : US$ Million
188. Germany Financials Historic
189. Germany Financials Forecast
190. Germany Industry Norms

## Tables


191. Ghana Market Historic : US$ Million
192. Ghana Market Forecast : US$ Million
193. Ghana Financials Historic
194. Ghana Financials Forecast
195. Ghana Industry Norms
196. Greece Market Historic : US$ Million
197. Greece Market Forecast : US$ Million
198. Greece Financials Historic
199. Greece Financials Forecast
200. Greece Industry Norms
201. Guyana Market Historic : US$ Million
202. Guyana Market Forecast : US$ Million
203. Guyana Financials Historic
204. Guyana Financials Forecast
205. Guyana Industry Norms
206. Honduras Market Historic : US$ Million
207. Honduras Market Forecast : US$ Million
208. Honduras Financials Historic
209. Honduras Financials Forecast
210. Honduras Industry Norms
211. Hong Kong Market Historic : US$ Million
212. Hong Kong Market Forecast : US$ Million
213. Hong Kong Financials Historic
214. Hong Kong Financials Forecast
215. Hong Kong Industry Norms
216. Hungary Market Historic : US$ Million
217. Hungary Market Forecast : US$ Million
218. Hungary Financials Historic
219. Hungary Financials Forecast
220. Hungary Industry Norms
221. Iceland Market Historic : US$ Million
222. Iceland Market Forecast : US$ Million
223. Iceland Financials Historic
224. Iceland Financials Forecast
225. Iceland Industry Norms
226. India Market Historic : US$ Million
227. India Market Forecast : US$ Million
228. India Financials Historic
229. India Financials Forecast
230. India Industry Norms
231. Indonesia Market Historic : US$ Million
232. Indonesia Market Forecast : US$ Million
233. Indonesia Financials Historic
234. Indonesia Financials Forecast
235. Indonesia Industry Norms
236. Iran Market Historic : US$ Million
237. Iran Market Forecast : US$ Million
238. Iran Financials Historic
239. Iran Financials Forecast
240. Iran Industry Norms
241. Ireland Market Historic : US$ Million
242. Ireland Market Forecast : US$ Million
243. Ireland Financials Historic
244. Ireland Financials Forecast
245. Ireland Industry Norms
246. Israel Market Historic : US$ Million
247. Israel Market Forecast : US$ Million
248. Israel Financials Historic
249. Israel Financials Forecast
250. Israel Industry Norms
251. Italy Market Historic : US$ Million
252. Italy Market Forecast : US$ Million
253. Italy Financials Historic
254. Italy Financials Forecast
255. Italy Industry Norms
256. Jamaica Market Historic : US$ Million
257. Jamaica Market Forecast : US$ Million
258. Jamaica Financials Historic
259. Jamaica Financials Forecast
260. Jamaica Industry Norms
261. Japan Market Historic : US$ Million
262. Japan Market Forecast : US$ Million
263. Japan Financials Historic
264. Japan Financials Forecast
265. Japan Industry Norms
266. Kazakhstan Market Historic : US$ Million
267. Kazakhstan Market Forecast : US$ Million
268. Kazakhstan Financials Historic
269. Kazakhstan Financials Forecast
270. Kazakhstan Industry Norms
271. Kenya Market Historic : US$ Million
272. Kenya Market Forecast : US$ Million
273. Kenya Financials Historic
274. Kenya Financials Forecast
275. Kenya Industry Norms
276. Kuwait Market Historic : US$ Million
277. Kuwait Market Forecast : US$ Million
278. Kuwait Financials Historic
279. Kuwait Financials Forecast
280. Kuwait Industry Norms
281. Kyrgyzstan Market Historic : US$ Million
282. Kyrgyzstan Market Forecast : US$ Million
283. Kyrgyzstan Financials Historic
284. Kyrgyzstan Financials Forecast
285. Kyrgyzstan Industry Norms
286. Laos Market Historic : US$ Million
287. Laos Market Forecast : US$ Million
288. Laos Financials Historic
289. Laos Financials Forecast
290. Laos Industry Norms
291. Latvia Market Historic : US$ Million
292. Latvia Market Forecast : US$ Million
293. Latvia Financials Historic
294. Latvia Financials Forecast
295. Latvia Industry Norms
296. Lebanon Market Historic : US$ Million
297. Lebanon Market Forecast : US$ Million
298. Lebanon Financials Historic
299. Lebanon Financials Forecast
300. Lebanon Industry Norms
301. Lithuania Market Historic : US$ Million
302. Lithuania Market Forecast : US$ Million
303. Lithuania Financials Historic
304. Lithuania Financials Forecast
305. Lithuania Industry Norms
306. Luxembourg Market Historic : US$ Million
307. Luxembourg Market Forecast : US$ Million
308. Luxembourg Financials Historic
309. Luxembourg Financials Forecast
310. Luxembourg Industry Norms

## Tables


311. Malawi Market Historic : US$ Million
312. Malawi Market Forecast : US$ Million
313. Malawi Financials Historic
314. Malawi Financials Forecast
315. Malawi Industry Norms
316. Malaysia Market Historic : US$ Million
317. Malaysia Market Forecast : US$ Million
318. Malaysia Financials Historic
319. Malaysia Financials Forecast
320. Malaysia Industry Norms
321. Mexico Market Historic : US$ Million
322. Mexico Market Forecast : US$ Million
323. Mexico Financials Historic
324. Mexico Financials Forecast
325. Mexico Industry Norms
326. Morocco Market Historic : US$ Million
327. Morocco Market Forecast : US$ Million
328. Morocco Financials Historic
329. Morocco Financials Forecast
330. Morocco Industry Norms
331. Netherlands Market Historic : US$ Million
332. Netherlands Market Forecast : US$ Million
333. Netherlands Financials Historic
334. Netherlands Financials Forecast
335. Netherlands Industry Norms
336. New Zealand Market Historic : US$ Million
337. New Zealand Market Forecast : US$ Million
338. New Zealand Financials Historic
339. New Zealand Financials Forecast
340. New Zealand Industry Norms
341. Nicaragua Market Historic : US$ Million
342. Nicaragua Market Forecast : US$ Million
343. Nicaragua Financials Historic
344. Nicaragua Financials Forecast
345. Nicaragua Industry Norms
346. Nigeria Market Historic : US$ Million
347. Nigeria Market Forecast : US$ Million
348. Nigeria Financials Historic
349. Nigeria Financials Forecast
350. Nigeria Industry Norms
351. Norway Market Historic : US$ Million
352. Norway Market Forecast : US$ Million
353. Norway Financials Historic
354. Norway Financials Forecast
355. Norway Industry Norms
356. Pakistan Market Historic : US$ Million
357. Pakistan Market Forecast : US$ Million
358. Pakistan Financials Historic
359. Pakistan Financials Forecast
360. Pakistan Industry Norms
361. Panama Market Historic : US$ Million
362. Panama Market Forecast : US$ Million
363. Panama Financials Historic
364. Panama Financials Forecast
365. Panama Industry Norms
366. Paraguay Market Historic : US$ Million
367. Paraguay Market Forecast : US$ Million
368. Paraguay Financials Historic
369. Paraguay Financials Forecast
370. Paraguay Industry Norms
371. Peru Market Historic : US$ Million
372. Peru Market Forecast : US$ Million
373. Peru Financials Historic
374. Peru Financials Forecast
375. Peru Industry Norms
376. Philippines Market Historic : US$ Million
377. Philippines Market Forecast : US$ Million
378. Philippines Financials Historic
379. Philippines Financials Forecast
380. Philippines Industry Norms
381. Poland Market Historic : US$ Million
382. Poland Market Forecast : US$ Million
383. Poland Financials Historic
384. Poland Financials Forecast
385. Poland Industry Norms
386. Portugal Market Historic : US$ Million
387. Portugal Market Forecast : US$ Million
388. Portugal Financials Historic
389. Portugal Financials Forecast
390. Portugal Industry Norms
391. Romania Market Historic : US$ Million
392. Romania Market Forecast : US$ Million
393. Romania Financials Historic
394. Romania Financials Forecast
395. Romania Industry Norms
396. Russia Market Historic : US$ Million
397. Russia Market Forecast : US$ Million
398. Russia Financials Historic
399. Russia Financials Forecast
400. Russia Industry Norms
401. Saudi Arabia Market Historic : US$ Million
402. Saudi Arabia Market Forecast : US$ Million
403. Saudi Arabia Financials Historic
404. Saudi Arabia Financials Forecast
405. Saudi Arabia Industry Norms
406. Serbia & Montenegro Market Historic : US$ Million
407. Serbia & Montenegro Market Forecast : US$ Million
408. Serbia and Montenegro Financials Historic
409. Serbia and Montenegro Financials Forecast
410. Serbia and Montenegro Industry Norms
411. Singapore Market Historic : US$ Million
412. Singapore Market Forecast : US$ Million
413. Singapore Financials Historic
414. Singapore Financials Forecast
415. Singapore Industry Norms
416. Slovakia Market Historic : US$ Million
417. Slovakia Market Forecast : US$ Million
418. Slovakia Financials Historic
419. Slovakia Financials Forecast
420. Slovakia Industry Norms
421. Slovenia Market Historic : US$ Million
422. Slovenia Market Forecast : US$ Million
423. Slovenia Financials Historic
424. Slovenia Financials Forecast
425. Slovenia Industry Norms
426. South Africa Market Historic : US$ Million
427. South Africa Market Forecast : US$ Million
428. South Africa Financials Historic
429. South Africa Financials Forecast
430. South Africa Industry Norms

## Tables


431. South Korea Market Historic : US$ Million
432. South Korea Market Forecast : US$ Million
433. South Korea Financials Historic
434. South Korea Financials Forecast
435. South Korea Industry Norms
436. Spain Market Historic : US$ Million
437. Spain Market Forecast : US$ Million
438. Spain Financials Historic
439. Spain Financials Forecast
440. Spain Industry Norms
441. Sri Lanka Market Historic : US$ Million
442. Sri Lanka Market Forecast : US$ Million
443. Sri Lanka Financials Historic
444. Sri Lanka Financials Forecast
445. Sri Lanka Industry Norms
446. Suriname Market Historic : US$ Million
447. Suriname Market Forecast : US$ Million
448. Suriname Financials Historic
449. Suriname Financials Forecast
450. Suriname Industry Norms
451. Sweden Market Historic : US$ Million
452. Sweden Market Forecast : US$ Million
453. Sweden Financials Historic
454. Sweden Financials Forecast
455. Sweden Industry Norms
456. Switzerland Market Historic : US$ Million
457. Switzerland Market Forecast : US$ Million
458. Switzerland Financials Historic
459. Switzerland Financials Forecast
460. Switzerland Industry Norms
461. Taiwan Market Historic : US$ Million
462. Taiwan Market Forecast : US$ Million
463. Taiwan Financials Historic
464. Taiwan Financials Forecast
465. Taiwan Industry Norms
466. Tanzania Market Historic : US$ Million
467. Tanzania Market Forecast : US$ Million
468. Tanzania Financials Historic
469. Tanzania Financials Forecast
470. Tanzania Industry Norms
471. Thailand Market Historic : US$ Million
472. Thailand Market Forecast : US$ Million
473. Thailand Financials Historic
474. Thailand Financials Forecast
475. Thailand Industry Norms
476. Tunisia Market Historic : US$ Million
477. Tunisia Market Forecast : US$ Million
478. Tunisia Financials Historic
479. Tunisia Financials Forecast
480. Tunisia Industry Norms
481. Turkey Market Historic : US$ Million
482. Turkey Market Forecast : US$ Million
483. Turkey Financials Historic
484. Turkey Financials Forecast
485. Turkey Industry Norms
486. Uganda Market Historic : US$ Million
487. Uganda Market Forecast : US$ Million
488. Uganda Financials Historic
489. Uganda Financials Forecast
490. Uganda Industry Norms
491. Ukraine Market Historic : US$ Million
492. Ukraine Market Forecast : US$ Million
493. Ukraine Financials Historic
494. Ukraine Financials Forecast
495. Ukraine Industry Norms
496. United Arab Emirates Market Historic : US$ Million
497. United Arab Emirates Market Forecast : US$ Million
498. United Arab Emirates Financials Historic
499. United Arab Emirates Financials Forecast
500. United Arab Emirates Industry Norms
501. United Kingdom Market Historic : US$ Million
502. United Kingdom Market Forecast : US$ Million
503. United Kingdom Financials Historic
504. United Kingdom Financials Forecast
505. United Kingdom Industry Norms
506. United States Market Historic : US$ Million
507. United States Market Forecast : US$ Million
508. United States Financials Historic
509. United States Financials Forecast
510. United States Industry Norms
511. Uruguay Market Historic : US$ Million
512. Uruguay Market Forecast : US$ Million
513. Uruguay Financials Historic
514. Uruguay Financials Forecast
515. Uruguay Industry Norms
516. Uzbekistan Market Historic : US$ Million
517. Uzbekistan Market Forecast : US$ Million
518. Uzbekistan Financials Historic
519. Uzbekistan Financials Forecast
520. Uzbekistan Industry Norms
521. Venezuela Market Historic : US$ Million
522. Venezuela Market Forecast : US$ Million
523. Venezuela Financials Historic
524. Venezuela Financials Forecast
525. Venezuela Industry Norms
526. Vietnam Market Historic : US$ Million
527. Vietnam Market Forecast : US$ Million
528. Vietnam Financials Historic
529. Vietnam Financials Forecast
530. Vietnam Industry Norms
531. Zambia Market Historic : US$ Million
532. Zambia Market Forecast : US$ Million
533. Zambia Financials Historic
534. Zambia Financials Forecast
535. Zambia Industry Norms

## Countries Covered

Algeria
Argentina
Australia
Austria
Azerbaijan
Bahrain
Bangladesh
Belarus
Belgium
Bolivia
Bosnia & Herzegovina
Botswana
Brazil
Bulgaria
Cambodia
Canada
Chile
Colombia
Costa Rica
Croatia
Cuba
Cyprus
Czech Republic
Denmark
Ecuador
Egypt
El Salvador
Estonia
Finland
France
French Guiana
Georgia
Germany
Ghana
Greece
Guyana
Honduras
Hong Kong
Hungary
Iceland
India
Indonesia
Iran
Ireland
Israel
Italy
Jamaica
Japan
Kazakhstan
Kenya
Kuwait
Kyrgyzstan
Laos
Latvia
Lebanon
Lithuania
Luxembourg
Malawi
Malaysia
Mexico
Morocco
New Zealand
Nicaragua
Nigeria
Norway
Pakistan
Panama
Paraguay
Peru
Philippines
Poland
Portugal
Romania
Russia
Saudi Arabia
Serbia & Montenegro
Singapore
Slovakia
Slovenia
South Africa
South Korea
Spain
Sri Lanka
Suriname
Sweden
Switzerland
Taiwan
Tanzania
Thailand
The Netherlands
Tunisia
Turkey
Uganda
Ukraine
United Arab Emirates
United Kingdom
United States
Uruguay
Uzbekistan
Venezuela
Vietnam
Zambia

### Data Caveat

The report databases are designed to give a common definition, unit of measure and quantification of markets in over 200 countries. The reports rely on data collection at various levels of the product flow; this effectively means, the producer, the distribution channels and the end user or consumers. This data is then correlated with any national and international statistical data produced by official agencies. Unfortunately, product flow data gathering in some countries is difficult, and furthermore the official statistical data is both inaccurate and sparse. In such circumstances, in some countries, we have to flag a Data Caveat as a warning. What this means is that in some countries the data is not sufficiently verifiable for statistical purposes and in those cases the data may not be presented.

# Market Notes & Definitions

ALL MARKET DATA FIGURES ARE IN REAL TERMS : US$

REAL TERMS are figures excluding the effects of inflation, thus the Forecasts and figures given can be readily converted into units or volume. This is done by applying the average prices for the base year and dividing the figures by this price for all years. Thus it is possible to easily ascertain both historic and forecasted product volume.

A "most recent published accounts" base is used because most company accounts are historic and thus clients will be able to compare the figures given in this report with their own company figures without the need for conversion or the need for inflators or multiplying factors.

AVERAGE SALES PRICES ARE NOT APPROPRIATE OR APPLICABLE TO THIS DATABASE

The effect of using Real Terms figures is that the forecasted figures will be depressed, as they do not include inflation, and figures from former years (i.e. before the Base Year) will be increased.

The Current or Base Year is at the convergent point as is the Current cost. This Current Cost usually increases because of the effects of inflation. The Real Terms figures do not include the effects of inflation and thus only increases or decreases if the actual product volume or units increase or decrease. In this way it is possible to evaluate the market and other figures more realistically.

The figures and the Trend figures represent an overall median probability trend line that is plotted to give the most probable course amongst the annual forecast scatter. Thus, the figures do not reflect year-on-year depressions and peaks in absolute terms, but instead represents a year-on-year modified trend line. The various SCENARIOS provided in the database reflect the differential forecasts specific to the factors being forecast.

The U.S. government uses the term Constant dollars (or “real” dollars) and this is defined thus: Output values converted to a base price level, calculated by dividing current (or actual) dollars by a deflator. Use of constant dollars eliminates the effects of price changes between the year of measurement and the base year and allows calculation of real changes in output.

## HISTORIC & FORECAST MARKET DATA TRANSITION PERIODS

The HISTORIC DATA covers the last 7 years, and the MEDIAN FORECAST DATA series covers the years the next 7 years. There is always a transition period; which is in fact during the last two quarters, i.e. whilst the historic data is being collated. In addition the data given for the next two quarters is considered an estimate rather than a forecast. Thus the 12 month period around the database output date is an estimate.

## THE MARKET ENVIRONMENT

There are four basic issues to investigate when considering the market environment:

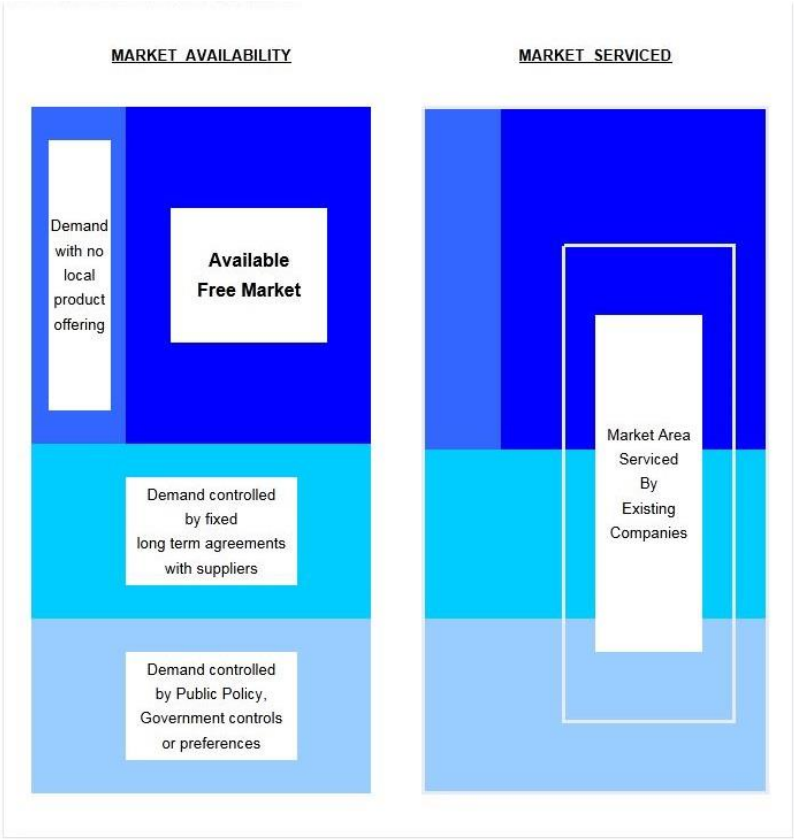
1. Market Growth
2. Market Structure
3. Market/s Serviced
4. Customer & End User Factors

1. MARKET GROWTH (both short-term and medium term) is fully analysed in other sections and further analysed in these sections. The importance of this factor is of course self-evident and thus not requiring further explanation.

2. THE MARKET STRUCTURE is very critical for profitability. The nature of the market, the location of the Marketplace, the customer base and the supplier structure is fully provided in several other sections of this study and therefore no further discussion is necessary.

3. MARKET SERVICED is the term used to denote the function between the product/s and services offered by companies and the particular market sector the marketing effort reaches. In addition, there is the MARKET AVAILABILITY to consider as this represents the 'real market' available to any particular company or supplier.

## THE TOTAL AVAILABLE MARKET




Thus the Market Area Serviced is the sector of the market for which companies are offering a suitable product or service and Available Markets the sector of the market reached by a company's marketing effort. The areas marked as the overlap in the Market Area Serviced, i.e. the market sector for which companies are offering suitable product/s or services and which may theoretically be reached by a company's marketing activities, but of which part is controlled by either other Purchasers or Suppliers. The Market Availability is the total market perceived by the total Purchaser universe; however the Available Markets the market which is actually available to individual Suppliers.

The Market Area Serviced is the true market in terms of product/s and services, however parts of this market may be difficult or impossible to attain due to the control exerted by either the controlling Purchasers or Suppliers.

## HISTORIC DATA & TIME SERIES

**Last 7 Years to Current Year**

This standard HISTORIC format is the most popular time series demanded by readers. Many readers feel that it is more important to know what is likely to happen in the recent past rather that what has transpired in the long-term past. The HISTORIC DATA in the database covers the years from 1997 to the Current Year.

## FORECAST DATA & TIME SERIES : MEDIAN MARKET FORECAST

**From the Current Year to the next 7 Years**

The MEDIAN FORECAST DATA covers the next 7 years. This standard FORECAST format is the most popular format demanded by readers.

We can of course provide readers with other data on long-range forecast data and this is done as part of the After-Sales Service.

1. ALL FIGURES IN THIS SECTION ARE IN REAL TERMS: Current Year BASE

REAL TERMS are prices excluding the effects of inflation, thus the Market Consumption figure given can be readily converted into units or volume. This is done by applying the average sales prices for the Current Year and dividing the Market Consumption figures by this price for all years. Thus it is possible to easily ascertain previous and forecasted product volume.

A base year is used because most company accounts are historic and thus readers will be able to compare the figures given in this volume with their own figures without the need for conversion or the need for inflators or multiplying factors.

The effect of using Real Terms figures is that the forecasted figures will be depressed, as they do not include inflation, and figures from former years will be increased.

2. The Market Consumption figures and the Trend figures represent an overall median probability trend line which is plotted to give the most probable course amongst the annual market forecast scatter. Thus the figures do not reflect year-on-year depressions and peaks in absolute terms, but instead represents a year-on-year modified trend line.

3. All analyses are based on correlations of the results of the Surveys of Suppliers, Distribution and Customers. Thus, for example, an analysis of Market Sectors will gain data firstly from the End User Surveys and secondly confirmations and correlations will be gained from the Surveys of Suppliers / Distributors. This in the opinion of the publishers is a very accurate method and is far superior than, for example, that which is used in the compilation of the majority of published governmental statistics.

4. All figures given in this volume refer only to the product/s covered and not to any other product or systems which may be connected or associated with the products covered.

5. The TREND figures given in the Industry section of this volume refers to the average year-on-year change in the period specified.

6. The YEAR-ON-YEAR TREND figures given in this volume refer to the average year-on-year change in the period specified

The AVERAGE GROWTH TRENDS figures refer to the long term trends over the period.

Thus the actual Trend is given by a year-on-year figure and the long-term Trends are given as a Real Terms Forecast.

## DATABASE LONG-RANGE DATA & TIME SERIES

**From 1972 until the Next 28 Years**

The database contains a LONG-RANGE HISTORIC time series which covers the years from 1972. This is the standard long range HISTORIC format. We provide readers with this time series (on request) to enable long range regressional analysis for forecasting models which require an extended time period analysis.

The database contains a LONG-RANGE FORECAST time series which covers a period for the next 28 years. This is the standard long range forecast format and is usually used for planning production plant / capital projects, macro-economic trends and demographics data.

We can of course provide readers with other data on long-range historic and forecast data and this is done as part of the After-Sales Service.

## EXCHANGE RATES + PURCHASING POWER PARITY

The report database and forecasting models do not use current market or bank exchange rates as these can be deceptive. The rates used are those of the base year in addition to a number of real value factors which reflect the actual or forecasted value of the product in each of the national markets over the period 1974 to 2028. A simple conversion of local currency into U.S. Dollars or any other national currency cannot be used to adequately represent products or services.

The report database and forecasting models are attempting to show the relative values of products or markets free from any extraneous effects of currency movements or government fiscal policy which arbitrarily alter currency exchange rates. Thus the currency calculations and data in the database are indicating relative unit values or the relative cost of the product or service in the national market.

We do not indicate the Currency Conversion Rate that you can use with any calculations and readers will have to apply their own discretion in this respect. Beware however, such calculations involving currency conversions can be artificial and spurious and do not reflect real values of either products or markets.

The diagram shows the problem of relating Product or Market Values or Costs in Real Terms (+), the National Currency Value in Real Terms (i.e. excluding the effects of Inflation) and the Value of another currency (the Converted Currency, given as $) in relation to the National Currency.

## PRODUCT PARITY

The basis of the data provided is to allow users to produce business plans and forecasting models across national and statistically diverse boundaries. Thus it is necessary to adopt a standard product definition which can be then applied across national borders. The product definition chosen is the U.S. government's NAICS product codes (and the previous SIC product codes where relevant). The problem is to apply these product definitions across the national boundaries. The U.S. government stubbornly clings to the imperial system of measurement and this further complicates the matter.

The use of PRODUCT PARITY is intended to allow trans-national business planning and forecasting (however readers can request data based on national product definitions), and in general terms Product Parity means that equivalent products are compared even where the exact technical specification, or quantification, of the product is not the same. Thus a 12 fluid ounce liquid container as defined in the (Imperial measuring system) NAICS product codes is quantitatively equivalent to 35.5ml, however for the purposes of Product Parity it will be the equivalent of a 33ml liquid container in countries with a Metric measuring system. Similarly in non-Metric markets a 16 ounces or 1 pound Imperial measure, whilst actually equivalent to 454 grams, will equate to a 450 gram product in Metric measure markets.

For many products this 'Product Parity' will be based on the 'Purchasing Parity unit costs' -v- 'product performance', rather than 'unit cost' -v- 'technical specifications'. This is because national markets impose different technical specifications on products which essentially fulfil the same customer requirement, and thus these products have a Product Parity which can be used for uniform, cross border, business planning and forecasting.

# Financial Notes & Definitions

## HISTORIC & FORECAST FINANCIAL DATA TRANSITION PERIODS

The HISTORIC DATA covers the last 7 years, and the FORECAST DATA series covers the next 7 years. There is always a transition period; which is in fact during the last two quarters, i.e. whilst the historic data is being collated. In addition the data given for the next two quarters is considered an estimate rather than a forecast. Thus the 12 month period around the database output date is an estimate.

For the various Financial Scenarios it must be assumed that the Scenario factor or strategy being considered will not exert an impact on the forecast immediately and will not become evident for some time after its inception. Whilst the forecasting models used operates on a monthly time scale and does also take account of other temporal factors (for example seasonality of demand, industry accounting periods, stock taking scheduling, et al) it would be too pedantic to express the transition year in greater detail. Therefore in the forecast data a straight line plot is produced between the BASE year, through the transition period to the first full forecast year.

The data in this section derives data from 56,193 worldwide companies and organisations (Suppliers and Distribution Channel members).

ALL FINANCIAL DATA FIGURES ARE IN REAL TERMS

## FINANCIAL BALANCE SHEETS

| Row | TITLE | LEGEND |
|---|---|---|
| 1 | TOTAL SALES<br><br>The TOTAL SALES figures given are synchronized with the Median Market Forecast and not to the individual Market Scenario Forecasts. This ensures that one can use a standardized market measure to compare the Financial data and not have the additional complication of interpreting the financial data in relation to the market scenarios. | |
| 2 | DOMESTIC SALES | % Sales |
| 3 | EXPORTS | % Sales |
| 4 | PRE-TAX PROFIT | % Sales |
| 5 | INTEREST PAID | % Sales |
| 6 | NON-TRADING INCOME | % Sales |
| 7 | OPERATING PROFIT | % Sales |
| 8 | DEPRECIATION: STRUCTURES | % Sales |
| 9 | DEPRECIATION: PLANT AND EQUIPMENT | % Sales |
| 10 | DEPRECIATION: MISCELLANEOUS ITEMS | % Sales |
| 11 | TOTAL DEPRECIATION | % Sales |
| 12 | TRADING PROFIT | % Sales |
| 13 | INTANGIBLE ASSETS | % Sales |
| 14 | INTERMEDIATE ASSETS | % Sales |
| 15 | FIXED ASSETS: STRUCTURES | % Sales |
| 16 | FIXED ASSETS: PLANT AND EQUIPMENT | % Sales |
| 17 | FIXED ASSETS: MISCELLANEOUS ITEMS | % Sales |
| 18 | FIXED ASSETS | % Sales |
| 19 | CAPITAL EXPENDITURE ON STRUCTURES | % Sales |
| 20 | CAPITAL EXPENDITURE ON PLANT AND EQUIPMENT | % Sales |
| 21 | CAPITAL EXPENDITURE ON VEHICLES | % Sales |
| 22 | CAPITAL EXPENDITURE ON DATA PROCESSING EQUIPMENT | % Sales |
| 23 | CAPITAL EXPENDITURE ON MISCELLANEOUS ITEMS | % Sales |

| Row | TITLE | LEGEND |
|---|---|---|
| 24 | TOTAL CAPITAL EXPENDITURE | % Sales |
| 25 | RETIREMENTS: STRUCTURES | % Sales |
| 26 | RETIREMENTS: PLANT AND EQUIPMENT | % Sales |
| 27 | RETIREMENTS: MISCELLANEOUS ITEMS | % Sales |
| 28 | TOTAL RETIREMENTS | % Sales |
| 29 | TOTAL FIXED ASSETS | % Sales |
| 30 | FINISHED PRODUCT STOCKS | % Sales |
| 31 | WORK IN PROGRESS AS STOCKS | % Sales |
| 32 | MATERIALS AS STOCKS | % Sales |
| 33 | TOTAL STOCKS & INVENTORY | % Sales |
| 34 | DEBTORS | % Sales |
| 35 | MISCELLANEOUS CURRENT ASSETS | % Sales |
| 36 | TOTAL CURRENT ASSETS | % Sales |
| 37 | TOTAL ASSETS | % Sales |
| 38 | CREDITORS | % Sales |
| 39 | SHORT TERM LOANS | % Sales |
| 40 | MISCELLANEOUS CURRENT LIABILITIES | % Sales |
| 41 | TOTAL CURRENT LIABILITIES | % Sales |
| 42 | NET ASSETS / CAPITAL EMPLOYED | % Sales |
| 43 | SHAREHOLDERS FUNDS | % Sales |
| 44 | LONG TERM LOANS | % Sales |
| 45 | MISCELLANEOUS LONG TERM LIABILITIES | % Sales |
| 46 | WORKERS | persons |
| 47 | HOURS WORKED | Hours |
| 48 | WORK IN 1ST QUARTER | % of Annual |
| 49 | WORK IN 2ND QUARTER | % of Annual |
| 50 | WORK IN 3RD QUARTER | % of Annual |
| 51 | WORK IN 4TH QUARTER | % of Annual |
| 52 | TOTAL EMPLOYEES | persons |
| 53 | RAW MATERIALS COST | % Sales |
| 54 | FINISHED MATERIALS COST | % Sales |
| 55 | FUEL COST | % Sales |
| 56 | ELECTRICITY COST | % Sales |
| 57 | TOTAL INPUT SUPPLIES / MATERIALS AND ENERGY COSTS | % Sales |
| 58 | PAYROLL COSTS | % Sales |
| 59 | WAGES | % Sales |
| 60 | DIRECTORS' REMUNERATIONS | % Sales |
| 61 | EMPLOYEE BENEFITS | % Sales |
| 62 | COMMISSIONS & INCENTIVES PAID | % Sales |
| 63 | TOTAL REMUNERATIONS | % Sales |
| 64 | SUB CONTRACTORS | % Sales |
| 65 | RENTAL & LEASING: STRUCTURES | % Sales |
| 66 | RENTAL & LEASING: PLANT AND EQUIPMENT | % Sales |
| 67 | TOTAL RENTAL & LEASING COSTS | % Sales |

| Row | TITLE | LEGEND |
|---|---|---|
| 68 | MAINTENANCE: STRUCTURES | % Sales |
| 69 | MAINTENANCE: PLANT AND EQUIPMENT | % Sales |
| 70 | TOTAL MAINTENANCE COSTS | % Sales |
| 71 | SERVICES PURCHASED | % Sales |
| 72 | COMMUNICATIONS COSTS | % Sales |
| 73 | MISCELLANEOUS EXPENSES | % Sales |
| 74 | SALES PERSONNEL VARIABLE & COMMISSION COSTS | % Sales |
| 75 | SALES EXPENSES AND COSTS | % Sales |
| 76 | SALES MATERIALS COSTS | % Sales |
| 77 | TOTAL SALES COSTS | % Sales |
| 78 | DISTRIBUTION FIXED COSTS | % Sales |
| 79 | DISTRIBUTION VARIABLE COSTS | % Sales |
| 80 | WAREHOUSING FIXED COSTS | % Sales |
| 81 | WAREHOUSING VARIABLE COSTS | % Sales |
| 82 | PHYSICAL HANDLING FIXED COSTS | % Sales |
| 83 | PHYSICAL HANDLING VARIABLE COSTS | % Sales |
| 84 | PHYSICAL PROCESS FIXED COSTS | % Sales |
| 85 | PHYSICAL PROCESS VARIABLE COSTS | % Sales |
| 86 | TOTAL DISTRIBUTION AND HANDLING COSTS | % Sales |
| 87 | MAILING & CORRESPONDENCE COSTS | % Sales |
| 88 | MEDIA ADVERTISING COSTS | % Sales |
| 89 | ADVERTISING MATERIALS & PRINT COSTS | % Sales |
| 90 | POS & DISPLAY COSTS | % Sales |
| 91 | EXHIBITION & EVENTS COSTS | % Sales |
| 92 | TOTAL ADVERTISING COSTS | % Sales |
| 93 | PRODUCT RETURNS & REJECTION COSTS | % Sales |
| 94 | PRODUCT INSTALLATION & RE-INSTALLATION COSTS | % Sales |
| 95 | PRODUCT BREAKDOWN & POST INSTALLATION COSTS | % Sales |
| 96 | PRODUCT SYSTEMS & CONFIGURATION COSTS | % Sales |
| 97 | PRODUCT SERVICE & MAINTENANCE COSTS | % Sales |
| 98 | CUSTOMER PROBLEMS & CUSTOMER COMPLAINT COSTS | % Sales |
| 99 | TOTAL AFTER-SALES COSTS | % Sales |
| 100 | TOTAL MARKETING COSTS | % Sales |
| 101 | NEW TECHNOLOGY EXPENDITURE | % Sales |
| 102 | NEW PRODUCTION TECHNOLOGY EXPENDITURE | % Sales |
| 103 | TOTAL RESEARCH AND DEVELOPMENT EXPENDITURE | % Sales |
| 104 | TOTAL OPERATIONAL & PROCESS COSTS | % Sales |
| 105 | DEBTORS WITHIN AGREED TERMS | % Sales |
| 106 | DEBTORS OUTSIDE AGREED TERMS | % Sales |
| 107 | UN-RECOVERABLE DEBTS | % Sales |

## FINANCIAL DATA DEFINITIONS

| Data given on: | Definition: |
|---|---|
| % OF CUSTOMERS = 50% SALES | The best estimate of the percentage of immediate customers accounting for 50% of the sales of the business. |
| % SHARE OF 4 LARGEST FIRMS | The combined market shares of the four leading firms in the industry, expressed as a percentage. |
| ACTUAL RETURN ON INVESTMENT | The actual, pre-tax net income expressed as a percentage of investment for the business, used to adjust the future estimates of ROI. |
| ASSET UTILIZATION | Sales as a ratio of total sales. |
| AVERAGE REMUNERATION | Total employee remuneration divided by the number of employees. |
| BORROWING RATIO | Total debt as a ratio of net worth. |
| CAPACITY UTILIZATION | The average % percentage of standard capacity utilized during the year. Standard capacity is the sales value of the maximum output the business can sustain with:<br><br>a) facilities normally in operation and<br>b) current constraints (e.g. technology, work rules, labour practices, etc.) |
| CAPITAL EMPLOYED | The sum of long term liabilities. It represents the counterpart of the net assets employed by the firm. |
| CREDIT PERIOD | Debtors over sales times 365 days. |
| CREDITORS RATIO | Creditors over sales times 365 days. |
| CREDITORS | Trade creditors and bills payable within one year. |
| CURRENT RATIO | Current assets as a ratio of current liabilities. |
| DEBT GEARING RATIO | Long term loans as a ratio of net worth. |
| DEBTORS | Trade debtors and trade bills receivable due within one year. |
| DEPRECIATION | Includes amounts written off tangible fixed assets, including leased assets. |
| DIRECTORS REMUNERATION | Includes all payments made to directors including pension fund contributions, ex-gratia payments and payments to directors' family. |
| DISCOUNT CASH FLOW YIELD RATE | The internal rate of return after tax earned in this business when this strategy is executed. It is the time discount rate at which discounted cash flow plus residual is equal to initial investment. |
| DISCOUNTED CASH FLOW | The cash generated over ten years from net income, less the cash absorbed by increases in the net investment in the business. The annual cash flows are discounted to a present value, using the time discount rate. |
| DISCOUNTED NET INCOME (10 YEARS) | From pre-tax net income in each year is deducted a capital charge on the increase in investment since the base period to reflect the cost of these funds. The time discount rate is then applied to obtain the present value of the income stream for the 10 year period. |
| DOMESTIC SALES | Wherever applicable, domestic Sales represent the proportion of total turnover generated locally less exports produced by the same companies. |
| EMPLOYEES UNIONIZED | The percentage of total employees of the business who are unionized. |
| EQUITY GEARING | Shareholders' funds as a ratio of total liabilities. |
| EXPORTS / SALES | Exports divided by sales. |
| EXPORTS | This figure will be shown where it has been disclosed. |
| FIFO VALUATION | The accounting method used for inventory valuation FIFO, or other method (e.g. LIFO). |
| FIXED ASSETS / EMPLOYEES | Fixed assets divided by the number of employees. |
| FIXED ASSETS | Property, plant, fixtures and fittings, office equipment and motor vehicles wholly owned and shown at their written down book value. |
| FIXED CAPITAL INTENSITY | Gross book value of plant & equipment expressed as a percentage of sales. Gross book value includes original value of buildings, real estate manufacturing & transportation equipment. |

| | |
|---|---|
| FIXED CAPITAL INTENSITY | The gross book value of plant and equipment, expressed as a percentage of sales. |
| FORECAST REAL MARKET GROWTH RATE (% / YEAR) | An estimate of the future annual real growth rate of the served market. |
| FORECAST SELLING GROWTH RATE % p.a. | A forecast of the annual growth rate of the selling prices. |
| IMMEDIATE CUSTOMER FRAGMENTATION | The proportion of the total number of immediate customers accounting for 50% of total sales, expressed as a percentage. For example, if 5 of a business's 100 immediate customers represent 50% of sales, immediate customer fragmentation is 5%. |
| INCOME GEARING | Interest paid as a percentage of profit before tax and before interest paid. |
| INDUSTRY (SIC/NAICS) GROWTH, LONG RUN | The annual long term (10 year) growth rate of the SIC/NAICS industry in which the business is located, expressed as a percentage. |
| INDUSTRY CONCENTRATION RATIO | The amount of industry shipments accounted for by the four largest firms in the industry expressed as a percentage. |
| INTANGIBLE ASSETS | Non-tangible assets such as good will, trademarks, patents and copyrights owned. |
| INTEREST PAID | Gross interest paid. It should be noted that many private companies either do not disclose this figure in full or aggregate short-term, long-term and hire purchase interest together. |
| INTERMEDIATE ASSETS | Includes investments in subsidiary and associated companies, trade investments and other unquoted investments, insurance premiums on life policies, and Advanced Corporation Tax recoverable. In addition, amounts due from other Group companies (as necessary), associated and affiliated companies, receivable after one year and with no stated fixed repayment terms will be included. Long term portions of trade and sundry debtors will also be included, wherever they are disclosed separately in the accounts. |
| INVENTORY / SALES | The sum of raw materials, work-in-process inventory and finished goods inventory (each net of reserve for losses) as a percentage of sales. |
| INVESTMENT / SALES | Investment as a percentage of sales. Investment can be measured in any of the following ways:<br>a) net book value of plant and equipment plus working capital<br>b) equity plus long-term debt<br>c) total assets employed minus current liabilities attributable to the business. |
| INVESTMENT / VALUE ADDED | Investment expressed as a percentage of value added. Value added is adjusted for profits to minimize that portion of the relationship with ROI which is caused by under or overstated earnings. |
| INVESTMENT PER EMPLOYEE | Average investment, expressed in monetary units per employee. |
| LONG TERM LOANS | Includes long term portions of bank & other institutional loans, mortgages, hire purchase repayments and leasing obligations, all of which are due after one year. Also, amounts due to group, associated & affiliated companies payable after one year are included. |
| MARKET POSITION | A factor combining:<br><br>a) MARKET SHARE: the share of the served market for the business, expressed as a percentage.<br>b) RELATIVE MARKET SHARE: the market share of the business relative to the combined market share of the three leading competitors, expressed as a percentage. For example if ones business has 30% of the market and the three largest competitors have 20%, 10% and 10%: 30 divided by (20+10+10) = 75%. |
| MARKET SHARE GROWTH RATE | The annual growth rate of market share expressed as a percentage. |
| MARKET SHARE INSTABILITY | The instability of the market share of the business, measured as the sum of the absolute values of the business's annual market share changes. |
| MARKET SHARE | The share of the served market expressed as a percentage. |
| MARKETING EXPENSES / SALES | The sum of salesforce, advertising, promotion and other marketing expenses expressed as a percentage of sales. Does not include costs of physical distribution. |
| MISCELLANEOUS CURRENT ASSETS | Cash and near cash items such as quoted investments and tax reserve certificates. Also sundry debtors, prepayments & accrued income due within one year, plus amounts due from group companies, associated & affiliated companies receivable within one year. |
| MISCELLANEOUS CURRENT LIABILITIES | Sundry creditors, accrued expenses and prepaid income including dividends, corporation tax, social security and other sundry amounts payable within one year. |

| | |
|---|---|
| MISCELLANEOUS LONG TERM LIABILITIES | Deferred and future taxation, minority interests, pension funds and similar liabilities, provisions for liabilities and charges due. |
| NET ASSETS | The net assets employed are obtained by subtracting total current liabilities from the total assets. |
| NET WORTH | Equals shareholders' funds less the intangible assets. |
| NEW PRODUCT SALES / SALES | Percentage of sales accounted for by new products. New products are those products introduced during the three preceding years. |
| NEWNESS OF PLANT & EQUIPMENT (NBV / GBV) | Newness of plant and equipment, measured as the ratio of Net Book Value to Gross Book Value. |
| NON-TRADING INCOME | Comprises Investment income received, such as income from quoted & unquoted investments, rents received, share of profit from associated companies; as well as Reserves adjustments, such as transfers from capital grant reserve, interest relief grants. |
| NUMBER OF EMPLOYEES + THEIR REMUNERATION | The average number of employees together with their aggregate wages and salaries. |
| OPERATING PROFIT MARGIN | Operating profit as a percentage of sales. |
| OPERATING PROFIT | Pre-tax profit plus interest, less non-trading income. |
| PRE-TAX PROFIT MARGIN | Pre-tax profits as a percentage of sales. |
| PRE-TAX PROFIT | The net trading profit figure declared after deducting all operating expenses including depreciation & finance charges but before deduction of tax, dividends, subventions or group relief and other appropriations. Consolidated data is included where applicable in respect of the share of profits & losses of associated companies. Items described as exceptional are included. Those described as extraordinary items are excluded. |
| PROFIT / EMPLOYEES | Profit before tax divided by the number of employees. |
| PURCHASE AMOUNT IMMEDIATE CUSTOMERS | The typical amount of products or services bought by an immediate customer in a single transaction. |
| QUICK RATIO | Current assets less stocks as a ratio of current liabilities. |
| RESEARCH & DEVELOPMENT EXPENSES / SALES | Product or Service R & D expenses plus Process R & D expenses expressed as a % of sales. Product or Service R&D expenses include all expenses for innovation & advances in the products or services; including improvements in packaging, product design, features and functions. Process R & D expenses include all expenses for process improvements to reduce the cost of producing, processing and handling of goods. Sales are the net sales billed including lease revenues. |
| REAL MARKET GROWTH, SHORT-RUN | The annual growth rate of the size of served market, deflated by the selling price index, expressed as a percentage. |
| REAL MARKET GROWTH RATE | The historical annual real (unit) growth rate of the market which the business serves, expressed as a percentage. |
| RELATIVE COMPENSATION | The average of hourly wage rates relative to leading competitors and salary levels relative to competitors. Competitors' wage rates and salary levels are 100%; if ones wage rates and salary levels are 5% higher, ones relative hourly wage rates are 105%, relative salaries are 105%, and ones average relative compensation is 105%. |
| RELATIVE INTEGRATION BACKWARD | The degree of backward vertical integration (i.e. toward suppliers) of the business relative to its leading competitors. |
| RELATIVE INTEGRATION FORWARD | The degree of forward vertical integration (i.e. toward customers) of the business relative to its leading competitors (less than, the same as, more than). |
| RELATIVE MARKET SHARE | The market share of the business, relative to the combined market shares of the three leading competitors, expressed as a percentage. |
| RELATIVE PRICE | The average level of selling prices of the products & services relative to the average level of the leading competitors. The average price of the competitors is 100%; if the average prices of the business are 5% higher when its price relative to competition is 105%. |
| RELATIVE PRODUCT QUALITY | The percentage of sales volume from products and service that, from the perspective of the consumer, are judged as superior to those available from leading competitors minus the percentage judged as inferior. |
| RETURN ON ASSETS | Pre-tax profits as a percentage of total assets. |
| RETURN ON CAPITAL | Pre-tax profits as a percentage of capital employed. |

| | |
|---|---|
| RETURN ON SHAREHOLDERS FUNDS | Pre-tax profits as a percentage of shareholders' funds. |
| ROI = NET INCOME / INVESTMENT | Pre-tax net income, including special non-recurring costs, minus corporate overhead costs, as a percentage of average investment including fixed and working capital at book value, but excluding corporate investment not particular to the business. |
| SALES / EMPLOYEES | Sales divided by the number of employees. |
| SALES / FIXED ASSETS | Sales as a ratio of fixed assets. |
| SALES | Gross turnover recorded, including overseas sales, inter-group sales and exports, but excluding Value Added Tax or Sales Tax. |
| SALES | The net sales billed, including lease revenues. |
| SELLING PRICE GROWTH RATE | The annual growth rate of selling prices charged, expressed as a percentage. |
| SHAREHOLDERS FUNDS | The sum of issued, ordinary, and preference share capital, all reserves, the profit and loss balance (retained profits) and government grants. |
| SHORT TERM LOANS | Includes short term portions of loans, bank overdrafts, hire purchase repayments & leasing obligations, due within one year. Plus amounts due to affiliated entities within one year. |
| STANDARD PRODUCTS / SERVICES | The products or services of the business more or less standardized for all customers, or are they designed or produced to order for individual customers. |
| STOCK TURNOVER | Sales as a ratio of stocks. |
| STOCKS | Stocks and work in progress (net of progress repayments) held. |
| TOTAL CURRENT ASSETS | The sum of stocks, debtors and other current assets, representing the portion assets which is realizable within a year. |
| TOTAL CURRENT LIABILITIES | The sum of trade creditors, short term debt and other current liabilities. |
| TOTAL DEBT / WORKING CAPITAL | Total debt as a ratio of working capital. |
| TOTAL DEBT | This amount is obtained by adding short term loans to the long term loans. |
| TOTAL LIABILITIES | The sum of capital employed and total current liabilities. |
| TRADING PROFIT MARGIN | Trading profit as a percentage of sales. |
| TRADING PROFIT | Operating profit plus depreciation. |
| VALUE ADDED / EMPLOYEES | Value added (adjusted for profits) expressed in monetary terms per employee. |
| VERTICAL INTEGRATION | Value added as a percentage of sales. Both value added & sales are adjusted for profits to minimize that portion of the relationship with ROI affected by under or overstated earnings. |
| WAGES / SALES | Employee remuneration divided by sales. |
| WORKING CAPITAL / SALES | Working capital over sales. |
| WORKING CAPITAL | The short-term funding to carry out day to day trading activities, it is obtained by subtracting total current liabilities from the current assets. |

# Industry Norms Definitions

The data in this section derives data from 56,193 worldwide companies and organisations (Suppliers and Distribution Channel members).

Norms for the Product industry are shown in this section. This represents the major industry sector data for the industry in each country and as such forms the basis of international comparison.

Only the most critical factors should be compared with the various scenarios given above as industry averages can at best represent an indication and not a specific point of measure.

Reliance on Industry Norms is often used by analysts in order to support theories and suppositions and these are in turn used for investment scenarios. In fact Industry Norms or Averages are not tangible as they combine and manipulate data from companies in wide ranging activities.

Much of the benefit in the analysis of Industry Norms is to use the data to provide guide-lines or parameters which can be seen to define and identify issues for the target industry sector.

Since these Industry Norms should be representative of the entire industry it is wise to provide an average which encompasses all the major countries in the trade cell.

## INDUSTRY NOTES + DEFINITIONS

| | |
|---|---|
| 01. | OEM & Manufacturers Market Level |
| 02. | Wholesale & Distributor Market Level |
| 03. | Retailer & Added Value Retailer Market Level |
| 04. | End User & Consumer Market Level |
| 05. | Discounted & Promotional Market Level |
| 06. | Plant & Equipment Average Annual Investment |
| 07. | Product Prices / Market Average Index |
| 08. | New Products Introduction Index |
| 09. | Relative output of Products of a Superior Quality Index |
| 10. | Index of Comparative Salesforce and Selling Expenditure |
| 11. | Index of Comparative Advertising Expenditure |
| 12. | Index of Comparative General Promotional Expenditure |
| 13. | Product Adoption Rates |
| 14. | Product Sales Conversion Rates |
| 15. | Average Annual Sales Growth Rate |
| 16. | Capacity Utilization as a measure of Standard Capacity |
| 17. | Standardized Products & Services Index |
| 18. | Relative Employee Compensation Index |
| 19. | Instable Market Share as an Index of Total Market Share |
| 20. | Relative Forward Integration Index |
| 21. | Plant and Equipment Investment greater than Depreciation |
| | Plant and Equipment Investment Equal to Depreciation |
| | Plant and Equipment Investment Less than Depreciation |
| | Plant and Equipment Investment - Unallocated |
| 22. | Plant and Equipment in Use within the range 0-3 years |
| | Plant and Equipment in Use within the range 3-6 years |

| | |
|---|---|
| | Plant and Equipment in Use within the range 6-9 years |
| | Plant and Equipment in Use over years 9 old / Unallocated |
| 23. | Supplier Concentration = 8 Largest |
| | Supplier Concentration = 20 Largest |
| | Supplier Concentration = 50 Largest |
| | Supplier Concentration = Unspecified / Unallocated |
| 24. | Immediate Wholesale & Retail Customers |
| | Immediate OEM and Manufacturing Customers |
| | Immediate Consumer and End User Customers |
| | Immediate Non-Specific Customers / Unallocated |
| 25. | Enterprises within the Range 1-19 Employees |
| | Enterprises within the Range 20-99 Employees |
| | Enterprises within the Range 100+ Employees |
| | Enterprises within Unspecified / Unallocated Employee Ranges |
| 26. | Buyer Age Profile in the range 0-19 Years |
| | Buyer Age Profile in the range 20-24 Years |
| | Buyer Age Profile in the range 25-34 Years |
| | Buyer Age Profile in the range 35-44 Years |
| | Buyer Age Profile in the range 45-54 Years |
| | Buyer Age Profile in the range 55-64 Years |
| | Buyer Age Profile in the range 65+ / Unallocated Years |
| 27. | Buyer Profile in the AB Social Group |
| | Buyer Profile in the C1 Social Group |
| | Buyer Profile in the C2 Social Group |
| | Buyer Profile in the DE / Unallocated Social Group |
| 28. | End User Age Profile in the range 0-19 Years |
| | End User Age Profile in the range 20-24 Years |
| | End User Age Profile in the range 25-34 Years |
| | End User Age Profile in the range 35-44 Years |
| | End User Age Profile in the range 45-54 Years |
| | End User Age Profile in the range 55-64 Years |
| | End User Age Profile in the range 65+ / Unallocated Years |
| 29. | End User Profile in the AB Social Group |
| | End User Profile in the C1 Social Group |
| | End User Profile in the C2 Social Group |
| | End User Profile in the DE / Unallocated Social Group |

# Medical, Dental & Hospital Equipment & Supplies Wholesalers

## Upgrade to the full Database Edition at a reduced cost

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# Medical, Dental & Hospital Equipment & Supplies Wholesalers

## Database Editions

Global Intelligence National Intelligence Local Intelligence

www.n-i-n.net

# Editions available

### Medical, Dental & Hospital Equipment & Supplies Wholesalers

The report on Medical, Dental & Hospital Equipment & Supplies Wholesalers is available is several editions, and also there are various additional elements available from the After-Sales Service.

# World Report

The World Report gives market data for Medical, Dental & Hospital Equipment & Supplies Wholesalers on each of the Product and Market Sectors for about 200 countries. There are data caveats on country data because in certain countries the data may not be available.

# Regional Report

There are 9 Regional reports available which give market data for Medical, Dental & Hospital Equipment & Supplies Wholesalers on each of the Product and Market Sectors for countries in a particular Region. There are data caveats for some country data because in certain countries the data may not be available.

1. Canada & USA
2. Central America (31 Countries)
3. South America (13 Countries)
4. Europe (44 Countries)
5. Eurasia (4 Countries)
6. Middle East (19 Countries)
7. Africa (54 Countries)
8. Asia (24 Countries)
9. Oceania (17 Countries)

See the countries in each Regional Report Appendix 1

# Country Report

There are Medical, Dental & Hospital Equipment & Supplies Wholesalers Country Reports available for most countries. Country Reports provide detailed information on the target country.

# Country & City Report

The Medical, Dental & Hospital Equipment & Supplies Wholesalers Country + City Reports provides users with commercial intelligence on markets and industry in a particular country, plus market, financial and industry data on each of the significant Cities and Towns in the country. For the larger countries, like China, India, the USA, Brazil, et al, the data is generally limited to the top 500 Cities and Towns within the country.

# Medical, Dental & Hospital Equipment & Supplies Wholesalers

## Markets & Products

The report will give market data for each of the below Medical, Dental & Hospital Equipment & Supplies Wholesalers Product and Market Sectors, by year Historic: from 1997, and a Forecast by year to 2040. Data will be given for about 200 countries.

To see what such Country spreadsheets looks like (*illustrative examples only*):
http://www.n-i-n.net/M0M.xls
http://www.n-i-n.net/XLS_File_Samples/Germany_Market.xls
http://www.n-i-n.net/XLS_File_Samples/Germany_Market_Values.xls (US$, Euros, Yen & Yuan)

In addition aggregate Market data is given (*illustrative examples only*):

World / Global Totals (in US$, Euros, Yen and Yuan)
http://www.n-i-n.net/XLS_File_Samples/WORLD_Market_Values_Dollar_Euro.xls
http://www.n-i-n.net/XLS_File_Samples/WORLD_Market_Values_Yen_Yuan.xls

9 Regional (Canada & USA, Central America, South America, Europe, Eurasia, Middle East, Africa, Asia, Oceania) Totals (in US$, Euros, Yen and Yuan):
http://www.n-i-n.net/XLS_File_Samples/Europe_Market_Values_Dollar_Euro.xls
http://www.n-i-n.net/XLS_File_Samples/Europe_Market_Values_Yen_Yuan.xls

Year / Country Totals (1997 to 2040).
http://www.n-i-n.net/XLS_File_Samples/Year_2010_Country_Values_Dollars.xls

NAICS / SIC Product definition: 42145 : Medical, dental and hospital equipment and supplies wholesalers

## Products covered:

**MEDICAL - DENTAL + HOSPITAL EQUIPMENT + SUPPLIES WHOLESALERS**

1. Medical, dental & hospital equipment & supplies wholesale
2. Surgical, medical & hospital supplies wholesale
3. Dental equipment & supplies wholesale

# World Database Description

## Medical, Dental & Hospital Equipment & Supplies Wholesalers Report

The Medical, Dental & Hospital Equipment & Supplies Wholesalers World Report provides data on the net market for the Products and Services covered in each of 205 countries. The Products and Services covered (Medical, dental & hospital equipment & supplies wholesale) are classified by the 5-Digit United States Commerce Department Major Product Codes and each Product and Services is then further defined and analysed by each 6 to 10-Digit United States Commerce Department Product Codes. 4 Products/Markets are covered, 2068 pages, 9944 spreadsheets, 9643 database tables, 513 illustrations. Updated monthly. 12 month After-Sales Service.

### Overview

**MEDICAL - DENTAL + HOSPITAL EQUIPMENT + SUPPLIES WHOLESALERS WORLD REPORT**

The Medical, Dental & Hospital Equipment & Supplies Wholesalers World Report gives Market Consumption / Products / Services for over 200 countries by 6 to 10-Digit NAICS Product Codes by 3 Time series: From 2007, Forecast to 2028.

Countries covered include: Albania, Algeria, Angola, Argentina, Armenia, Aruba, Australia, Austria, Azerbaijan, Bahamas, Bahrain, Bangladesh, Barbados, Belarus, Belgium, Belize, Bolivia, Bosnia and Herzegovina, Botswana, Brazil, Bulgaria, Cambodia, Cameroon, Canada, Chile, China, Colombia, Costa Rica, Cote d'Ivoire, Croatia, Cuba, Cyprus, Czech Republic, Denmark, Dominica, Dominican Republic, Ecuador, Egypt, Eire, El Salvador, Eritrea, Estonia, Ethiopia, Finland, France, French Guiana, Gabon, Gambia, Georgia, Germany, Ghana, Greece, Guadeloupe, Guatemala, Guinea, Guinea-Bissau, Guyana, Haiti, Honduras, Hungary, Iceland, India, Indonesia, Iran, Iraq, Israel, Italy, Jamaica, Japan, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Laos, Latvia, Lebanon, Lesotho, Liberia, Libya, Lithuania, Luxembourg, Macedonia, Madagascar, Malawi, Malaysia, Malta, Martinique, Mexico, Moldova, Montenegro, Morocco, Mozambique, Namibia, Netherlands, Netherlands Antilles, New Zealand, Nicaragua, Nigeria, Norway, Oman, Pakistan, Panama, Papua New Guinea, Paraguay, Peru, Philippines, Poland, Portugal, Puerto Rico, Qatar, Reunion, Romania, Russia, Saudi Arabia, Senegal, Sierra Leone, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Sudan, Suriname, Swaziland, Sweden, Switzerland, Syria, Taiwan, Tajikistan, Tanzania, Thailand, Trinidad and Tobago, Tunisia, Turkey, Turkmenistan, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Uzbekistan, Venezuela, Vietnam, Zambia, Zimbabwe.

59 MARKET RESEARCH CHAPTERS. SPREADSHEET CHAPTERS: Market Consumption - in US$ by Country by Product/Service by Year. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters, Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL REPORT MARKET DATABASE & SPREADSHEETS. FINANCIAL SPREADSHEETS & DATABASES. INDUSTRY SPREADSHEETS & DATABASES.

Data includes Market Consumption by individual Product / Service, Per-Capita Consumption, Marketing Costs & Margins, Product Launch Data, Buyers, End Users & Customer Profile, Consumer Demographics. Historic Balance Sheets, Forecast Financial Data, Industry Profile, National Data.

The report is on a DVD containing the entire web and databases; it is also delivered as an online download. Merge text, tables & databases for your own reports, spreadsheet calculations & modelling.

4 Products/Markets covered, 2068 pages, 9944 spreadsheets, 9643 database tables, 513 illustrations. Updated monthly. 12 month After-Sales Service.

This database covers NAICS/SIC code: 42145.

### Contents

**MEDICAL - DENTAL + HOSPITAL EQUIPMENT + SUPPLIES WHOLESALERS WORLD REPORT**

The Market for Medical, Dental & Hospital Equipment & Supplies Wholesalers in each country by Products & Services.

This database covers NAICS/SIC code: 42145. Products/Services classified by 5-Digit US Commerce Department Code and then defined by each 6 to 10-Digit Product Codes.

The Medical, Dental & Hospital Equipment & Supplies Wholesalers World Report covers:

TIME SERIES – Historic from 2007, Forecast to 2028.Consumption given at industry / distribution channel / service or product line level.

PRODUCTS & MARKETS COVERED:

**MEDICAL - DENTAL + HOSPITAL EQUIPMENT + SUPPLIES WHOLESALERS**

1. Medical, dental & hospital equipment & supplies wholesale
2. Surgical, medical & hospital supplies wholesale
3. Dental equipment & supplies wholesale

**59 MARKET RESEARCH CHAPTER**

1 Administration, 2 Advertising, 3 Buyers - Commercial Operations, 4 Buyers - Competitors, 5 Buyers - Major City, 6 Buyers - Products, 7 Buyers - Trade Cell, 8 Competitive Industry Analysis, 9 Competitor Analysis, 10 Country Focus, 11 Distribution, 12 Business Decision Scenarios, 13 Capital Costs Scenarios, 14 Cashflow Option Scenarios, 15 Cost Structure Scenarios, 16 Historic Industry Balance Sheet, 17 Historic Marketing Costs & Margins, 18 Investment + Cost Reduction Scenarios, 19 Market Climate Scenarios, 20 Marketing Costs, 21 Marketing Expenditure Scenarios, 22 Marketing Margins, 23 Strategic Options Scenarios, 24 Survival Scenarios, 25 Tactical Options Scenarios, 26 Geographic Data, 27 Industry Norms, 28 Major City Market Analysis, 29 Capital Access Scenarios, 30 Market Cashflow Scenarios, 31 Economic Climate Scenarios, 32 Market Investment + Costs Scenarios, 33 Marketing Expenditure Scenarios, 34 Market Risk Scenarios, 35 Market Strategic Options, 36 Market Survival Options, 37 Market Tactical Options, 38 Marketing Expenditure -v- Market Share, 39 Marketing Strategy Development, 40 Markets, 41 Operational Analysis, 42 Overseas Development, 43 Personnel Management, 44 Physical Distribution + Customer Handling, 45 Pricing, 46 Process + Order Handling, 47 Product Analysis, 48 Product Development, 49 Product Marketing Factors, 50 Product Mix, 51 Product Summary, 52 Profit Risk Scenarios, 53 Promotional Mix, 54 Salesforce Decisions, 55 Sales Promotion, 56 Surveys, 57 Targets -Product + Market, 58 Technology, 59 Trade Cell Analysis.

**SPREADSHEET CHAPTERS**

PRODUCT CONSUMPTION - in US$ by Country by Product/Service by Year: From 2007, Forecast to 2028. Market, Financial, Competitive, Market Segmentation, Industry, Critical Parameters, Marketing Costs, Markets, Decision Makers, Performance, Product Launch.

WORLD & NATIONAL REPORT MARKET DATABASE & SPREADSHEETS: 1332 World Database tables & Spreadsheets covering business scenarios. 1435 World Database tables & Spreadsheets covering Markets, Market Forecast, Financial Forecast, Financial Margins, Historic Financial, Historic Costs, Industry Norms for each country. 3816 National Database tables & Spreadsheets covering business scenarios.

FINANCIAL SPREADSHEETS & DATABASES: 188 Balance Sheet, Financial Margins & Ratios for each of 103 Business Scenarios - by Country by Year - From 2007, Forecast to 2028.

INDUSTRY SPREADSHEETS & DATABASES: 820 Database tables & Spreadsheets covering Historic Industry Balance Sheet Data, Forecast Industry Financial Data, Industry Profiles & Norms - by Country by Year - From 2007, Forecast to 2028.

NATIONAL DATA - by Country by Year.

The report is produced on a DVD containing the entire report web and databases; it is also delivered as an online download. Readers can access & reproduce the information for their own documents or reports. Tables & databases as Access & Excel formats enable readers to produce their own spreadsheet calculations and modelling.

4 Products covered for over 200 Countries: 2068 pages, 9944 spreadsheets, 9643 database tables, 513 diagrams & maps.

This database is updated monthly. 12 months Full After-Sales Services & Updates available from the publishers.

This report is also available as 9 Regional Reports: Canada and the USA, Central America (31 countries), South America (13 countries), Europe (45 countries), Eurasia (4 countries), Middle East (19 Countries), Africa (54 countries), Asia (48 countries), and Oceania (20 countries). This report is also available for individual countries.

## Geographic Coverage

Albania
Algeria
Angola
Argentina
Armenia
Aruba
Australia
Austria
Azerbaijan
Bahamas
Bahrain
Bangladesh
Barbados
Belarus
Belgium
Belize
Bhutan
Bolivia
Bosnia + Herzegovina
Botswana
Brazil
Brunei
Bulgaria
Burma
Cambodia
Cameroon
Canada
Chile
China
Colombia
Republic of Congo
D R Congo - Zaire
Costa Rica
Cote d'Ivoire
Croatia
Cuba
Cyprus
Czech Republic
Denmark
Dominica
Dominican Republic
Ecuador
Egypt
El Salvador
Estonia
Ethiopia
Finland
France
French Guiana
Gabon
Gambia
Georgia
Germany
Ghana
Greece
Guadeloupe
Guatemala
Guinea
Guinea-Bissau
Guyana
Haiti
Honduras
Hong Kong
Hungary
Iceland
India
Indonesia
Iran
Iraq
Ireland
Israel
Italy
Jamaica
Japan
Jordan
Kazakhstan
Kenya
Korea South
Kuwait
Kyrgyzstan
Laos
Latvia
Lebanon
Lesotho
Liberia
Libya
Lithuania
Luxembourg
Macedonia
Madagascar
Malawi
Malaysia
Martinique
Mauritius
Micronesia
Mexico
Moldova
Mongolia
Morocco
Mozambique
Namibia
Netherlands
Netherlands Antilles
New Zealand
Nicaragua
Nigeria
Norway
Oman
Pakistan
Panama
Papua
Paraguay
Peru
Philippines
Poland
Portugal
Puerto Rico
Qatar
Reunion
Romania
Russia
Saudi Arabia
Senegal
Serbia + Montenegro
Sierra Leone
Singapore
Slovakia
Slovenia
South Africa
Spain
Sri Lanka
Sudan
Suriname
Swaziland
Sweden
Switzerland
Syria
Taiwan
Tajikistan
Tanzania
Thailand
Trinidad
Tunisia
Turkey
Turkmenistan
Uganda
Ukraine
United Arab Emirates
United Kingdom
United States
Uruguay
Uzbekistan
Venezuela
Vietnam
Zambia
Zimbabwe

***See* Data Caveat *below*.**

# Financial Data

The databases will give Financial data for each of the below Medical, Dental & Hospital Equipment & Supplies Wholesalers Financial Data and Margins, by country, by year Historic from 1997, and a Forecast by year to 2040. Data will be given for EACH of the countries covered.

## Balance Sheet Data

To see what such a spreadsheet looks like: http://www.n-i-n.net/F0M.xls

Total Sales, Domestic Sales, Exports, Pre-tax Profit, Interest Paid, Non-trading Income, Operating Profit, Depreciation: Structures, Depreciation: Plant and Equipment, Depreciation: Miscellaneous Items, Total Depreciation, Trading Profit, Intangible Assets, Intermediate Assets, Fixed Assets: Structures, Fixed Assets: Plant and Equipment, Fixed Assets: Miscellaneous Items, Fixed Assets, Capital Expenditure on Structures, Capital Expenditure on Plant and Equipment, Capital Expenditure on Vehicles, Capital Expenditure on Data Processing Equipment, Capital Expenditure on Miscellaneous Items, Total Capital Expenditure, Retirements: Structures, Retirements: Plant and Equipment, Retirements: Miscellaneous Items, Total Retirements, Total Fixed Assets, Finished Product Stocks, Work in Progress as Stocks, Materials as Stocks, Total Stocks / Inventory, Debtors, Total Maintenance Costs, Services Purchased, Miscellaneous Current Assets, Total Current Assets, Total Assets, Creditors, Short Term Loans, Miscellaneous Current Liabilities, Total Current Liabilities, Net Assets / Capital Employed, Shareholders Funds, Long Term Loans, Miscellaneous Long Term Liabilities, Workers, Hours Worked, Work in 1st Quarter, Work in 2nd Quarter, Work in 3rd Quarter, Work in 4th Quarter, Total Employees, Raw Materials Cost, Finished Materials Cost, Fuel Cost, Electricity Cost, Total Input Supplies / Materials and Energy Costs, Payroll Costs, Wages, Directors' Remunerations, Employee Benefits, Employee Commissions, Total Employees Remunerations, Sub Contractors, Rental & Leasing: Structures, Rental & Leasing: Plant and Equipment, Total Rental & Leasing Costs, Maintenance: Structures, Maintenance: Plant and Equipment, Communications Costs, Miscellaneous Expenses, Sales Personnel Variable & Commission Costs, Sales Expenses and Costs, Sales Materials Costs, Total Sales Costs, Distribution Fixed Costs, Distribution Variable Costs, Warehousing Fixed Costs, Warehousing Variable Costs, Physical Handling Fixed Costs, Physical Handling Variable Costs, Physical Process Fixed Costs, Physical Process Variable Costs, Total Distribution and Handling Costs, Mailing & Correspondence Costs, Media Advertising Costs, Advertising Materials & Print Costs, POS & Display Costs, Exhibition & Events Costs, Total Advertising Costs, Product Returns & Rejection Costs, Product Installation & Re-Installation Costs, Product Breakdown & Post Installation Costs, Product Systems & Configuration Costs, Product Service & Maintenance Costs, Customer Problem Solving & Customer Complaint Costs, Total After-Sales Costs, Total Marketing Costs, New Technology Expenditure, New Production Technology Expenditure, Total Research and Development Expenditure, Total Operational & Process Costs, Debtors within Agreed Terms, Debtors Outside Agreed Terms, Un-recoverable Debts.

## Financial Margins & Ratios Data

To see what such a spreadsheet looks like: http://www.n-i-n.net/G0M.xls

Return on Capital, Return on Assets, Return on Shareholders' Funds, Pre-tax Profit Margins, Operating Profit Margin, Trading Profit Margin, Return on Investment, Assets Utilisation (given as a ratio of Sales to Total Assets), Sales as a ratio of Fixed Assets, Stock Turnover (Sales as a ratio of Stocks), Credit Period, Creditors' Ratio (given as Creditors divided by Sales times 365 days), Default Debtors given as a Ratio of Total Debtors, Un-Recoverable Debts given as a Ratio of Total Debts, Working Capital / Sales, Materials & Energy Costs as a % of Sales, Added Value, Investment as a Ratio of Added Value, Value of Plant & Equipment as a % of Sales, Vertical Integration (Value Added as a % of Sales), Research & Development Investment as a % of Sales, Capital Expenditure Investment as a % of Sales, Marketing Costs as a % of Sales, Current Ratio (Current Assets as a ratio of Current Liabilities), Quick Ratio, Borrowing Ratio (or Total Debt as a ratio of Net Worth), Equity Ratio (Shareholders Funds as a ratio of Total Liabilities), Income Gearing, Total Debt as a ratio of Working Capital, Debt Gearing Ratio (Long Term Loans as a ratio of Net Worth), Average Remuneration (all employees - full and part), Profit per Employee, Sales per Employee, Remunerations / Sales, Fixed Assets per Employee, Capital Employed per Employee, Total Assets per Employee, Value of Average Investment per Employee, Value Added per Employee, Materials Costs as a % of Sales, Wage Costs as a % of Sales, Payroll and Wages as a Ratio to Materials, Variable Costs as a % of Sales, Fixed Costs as a % of Sales, Fixed Costs as a Ratio of Variable Costs, Distribution Costs as a % of Sales, Warehousing Costs as a % of Sales, Physical Costs as a % of Sales, Fixed as a Ratio of Variable Distribution Costs, Fixed as a Ratio of Variable Warehousing Costs, Fixed as a Ratio of Variable Physical Costs, Fixed as a Ratio of Variable Total Distribution & Handling Costs, Product Returns & Rejections Costs as a % of Sales, Product Installation & Associated Costs as a % of Sales, Product Breakdown & Associated Costs as a % of Sales, Product Systems & Associated Costs as a % of Sales, Product Service & Associated Costs as a % of Sales, Customer Complaint & Associated Costs as a % of Sales, Stock Work in Progress & Materials as a Ratio of Finished Products, Stock Materials as a Ratio of Work in Progress, Un-recoverable Debts as a Ratio of Total Debt, Un-recoverable Debts as a Ratio of Debts Within Agreed Terms, Total Sales Costs as a % of Sales, Total Distribution & Handling Costs as a % of Sales, Total Advertising Costs as a % of Sales, Total After-Sales Costs as a % of Sales, Total Customer Compensation Costs as a % of Sales, Total Variable Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a % of Sales, Total Fixed Marketing Costs as a Ratio of Total Variable Marketing Co, Variable Sales Personnel Costs as a Ratio of Marketing Costs, Variable Distribution & Handling Costs as a Ratio of Marketing Costs, Variable Advertising Costs as a Ratio of Marketing Costs, Variable After-Sales Costs as a Ratio of Marketing Costs, Sales Personnel Variable Costs as a Ratio of Sales, Sales Personnel Variable Costs as a Ratio of Debtors, Sales Personnel Variable Costs as a Ratio of Un-Recoverable Debtors, Exports as a % of Sales, $ Hourly Pay Rate, $ Hourly Wage Rate, Capital Employed.

# General Contents

## Medical, Dental & Hospital Equipment & Supplies Wholesalers World Report

This report provides users with commercial intelligence on markets and industries in over 200 countries. The report analyses the world markets with a basic point of reference, namely a base country. The Client can select the base reference country when ordering the database.

These reports are formatted to give both a narrative description of the various matters covered as well as provide readers with the ability to directly use the Chapters (via Microsoft Word or compatible word processors) to produce their own reports and documentation. Experienced users will be able to use the spreadsheet and databases to generate highly detailed narrative reports, charts and graphics - as well as sophisticated business and commercial forecasts and models. The databases are provided in both Excel spreadsheets and an Access database. Explanatory notes are provided as Word documents or in PDF formats.

As an entry level product the narrative is necessarily illustrative in its terminology and seeks to provide a basic degree of business logic and theory which indicates the rational applied in the forecasting and modelling methodology.

The databases are specifically designed to provide users with a uniform and consistent numeric measure of both (normally) quantifiable values as well as conceptual factors which are (usually) only capable of qualification. Experienced users will know how to apply forecasting and modelling software to the numeric data provided to generate highly detailed and discrete business planning models. The databases provided in this report can be used directly with databases on other product, markets and industries in other countries. The databases are specifically designed to be transnational, currency neutral, inflation and purchasing parity adjusted, product parity and product equivalent adjusted, opportunity cost adjusted, and numerically compatible; they all can be linked or merged programmatically in business planning models to provide multi-national and multi-level analysis.

The report databases are designed to give a common definition, unit of measure and quantification of markets in over 200 countries. These reports rely on data collection at various levels of the product flow; this effectively means, the producer, the distribution channels and the end user or consumers. This data is then correlated with any national and international statistical data produced by official agencies. Unfortunately, product flow data gathering in some countries is difficult, and furthermore the official statistical data is both inaccurate and sparse. In such circumstances, in some countries, we have to flag a Data Caveat as a warning.

**Choice of Base Reference Country**

As report databases are generated specifically for each client order, the client can select which Base Country the database uses. The choice of a Base Country is important as it puts the database into the client's own perspective. This is important, for example, in respect of Purchasing Parity data or the results of End User Survey data where the world data is presented from the relative position of the Base Country. Where a client does not specify a Base Reference country, the database is generated with the Base Reference country being the same country as the client.

## Database Edition Market Research Contents

Please also see the Notes to the contents: Notes

Within each heading there are links with detailed descriptions and explanation of the contents; these can be opened when the link is clicked.

| Chapters | Pages | Volumes | Diagrams, Maps & Illustrations | Spreadsheets & Database tables |
|---|---|---|---|---|
| 59 | 2068 | Online & DVD | c. 500 | Excel Spreadsheets: 9944<br>Access tables: 9643 |

## Databases & Structures

**Medical, Dental & Hospital Equipment & Supplies Wholesalers Report Database**

**Root Folder**

This folder contains a number of general files, plus the various main Chapter Files.

**Summary Documents**

The Report contains 2 Summary documents for the Market Research which can be opened in a Browser or as a Word document and paginated.

If required these files can then be saved as PDF files:-

1. MR_Executive_Summary_Brief.html will render into about 70 pages.
2. MR_Executive_Summary.html will render into about 950 pages.

- **Market Research**
  This folder contains the main Market Research files.
- **Corporate Research**
  Where the database is specified as having Corporate Intelligence, this folder contains the main Corporate Research files.
- **Research Data**
  This folder contains the Market Research files which are specific to this edition of the report.
- **BUSINESS PLANNING**
  This folder contains the Business Plan Documents & Boilerplates
  **Also see the Business Plan Images folder in Toolkit 1**
- **BASE_FOLDERS** Significant folders include:-
  - **CHAPTERS in HTM** HTM files listing the Chapter contents
  - **Cities** HTM files listing Cities & Towns in the database
  - **HELP** Help documents **Also see the HELP folder in Toolkit 1**
  - **MAPS**
  - **MDB** Access databases
    - MarketResearch.mdb
      MarketResearch.mdb Table List

- World.mdb
  - World.mdb Table List
- World_Product_Sectors.mdb
  - World_Product_Sectors.mdb Table List
- Corporate.mdb
  - Corporate.mdb Table List
- Base.mdb General & Database Reference tables in 'Base_mdb_Database.zip' file [Size 75.8MB]
- Data.exe Supplemental Database extraction [Optional. 547 databases for Modelling Level products. Size 2.56GB]
- Auxiliary_Data.exe Auxiliary Database extraction [Optional. 44 databases for Modelling Level products. Size 298MB]
- Data_Help.exe Help file extraction [Optional. 10,400 help files for Modelling Level products. Size 34MB]

- **NAICS** Classifications
- **REFERENCE** Reference documents: & links to external databases
  **Also see the REFERENCE folder in Toolkit 1**

- **XLS** Business Planning & Database Reference Spreadsheets
- **XLS_Corporate** Corporate Spreadsheets
  - Corporate File List
- **XLS_MarketResearch** Market Research Spreadsheets
  - Market Research File List

## Documents & Manuals

There are additional resources to be found in Toolkit 1 which can be used to assist the interpretation and manipulation of the database. These are:-

1. Data Manuals on the Report Contents
2. Documents & Templates on the Report Contents
3. Help files on the Report Contents
4. Manuals & Templates on the Report Contents

For a detailed Table of Contents for each chapter, database or spreadsheet: **click** on the Blue **headings shown below. This will open a page in your browser which fully specifies the contents of** that heading.

## Spreadsheets

Financial

Industry

Market

Competitive

Critical Parameters

Decision Makers

Market Segmentation

Marketing Costs

Performance

Product Launch

## Chapters


1 OVERSEAS DEVELOPMENT
2 ADMINISTRATION
3 ADVERTISING
4 BUYERS – COMMERCIAL OPERATIONS
5 BUYERS – COMPETITORS
6 BUYERS – MAJOR CITY
7 BUYERS – PRODUCTS
8 BUYERS – TRADE CELL
9 COMPETITIVE INDUSTRY ANALYSIS
10 COMPETITOR ANALYSIS
11 COUNTRY FOCUS
12 DISTRIBUTION
13 FINANCIAL - BUSINESS DECISION SCENARIOS
14 FINANCIAL - CAPITAL COSTS FINANCIAL SCENARIOS
15 FINANCIAL - CASHFLOW OPTION SCENARIOS
16 FINANCIAL - COST STRUCTURE SCENARIOS
17 FINANCIAL - HISTORIC INDUSTRY BALANCE SHEET
18 FINANCIAL - HISTORIC MARKETING COSTS & MARGINS
19 FINANCIAL - INVESTMENT + COST REDUCTION SCENARIOS
20 FINANCIAL - MARKET CLIMATE SCENARIOS
21 FINANCIAL – MARKETING COSTS
22 FINANCIAL - MARKETING EXPENDITURE SCENARIOS
23 FINANCIAL – MARKETING MARGINS
24 FINANCIAL - STRATEGIC OPTIONS SCENARIOS
25 FINANCIAL - SURVIVAL SCENARIOS
26 FINANCIAL - TACTICAL OPTIONS SCENARIOS

27 GEOGRAPHIC DATA
28 INDUSTRY - NORMS
29 MAJOR CITY MARKET ANALYSIS
30 MARKET CAPITAL ACCESS SCENARIOS
31 MARKET CASHFLOW SCENARIOS
32 MARKET ECONOMIC CLIMATE SCENARIOS
33 MARKET INVESTMENT + COSTS SCENARIOS
34 MARKET MARKETING EXPENDITURE SCENARIOS
35 MARKET RISK SCENARIOS
36 MARKET STRATEGIC OPTION SCENARIOS
37 MARKET SURVIVAL OPTION SCENARIOS
38 MARKET TACTICAL OPTION SCENARIOS
39 MARKETING EXPENDITURE -v- MARKET SHARE
40 MARKETING STRATEGY DEVELOPMENT
41 MARKETS
42 OPERATIONAL ANALYSIS
43 PERSONNEL MANAGEMENT
44 PHYSICAL DISTRIBUTION + CUSTOMER HANDLING
45 PRICING
46 PROCESS + ORDER HANDLING
47 PRODUCT ANALYSIS
48 PRODUCT DEVELOPMENT
49 PRODUCT MARKETING FACTORS
50 PRODUCT MIX
51 PRODUCT SUMMARY
52 PROFIT RISK SCENARIOS
53 PROMOTIONAL MIX
54 SALESFORCE DECISIONS
55 SALES PROMOTION
56 SURVEYS
57 TARGETS - PRODUCT + MARKET
58 TECHNOLOGY
59 TRADE CELL ANALYSIS

| Countries | Market | Market Forecast | Financial Forecast | Financial Margins | Historic Financial | Historic Costs | Industry Norms |
|---|---|---|---|---|---|---|---|
| Albania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Algeria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Angola | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Argentina | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Armenia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Aruba | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Australia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Austria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Azerbaijan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bahamas | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bahrain | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bangladesh | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Barbados | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belarus | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belgium | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Belize | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bermuda | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bhutan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bolivia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bosnia & Herzegovina | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Botswana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Brazil | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Brunei | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Bulgaria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cambodia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cameroon | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Canada | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Chad | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Chile | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| China | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Colombia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Costa Rica | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cote d'Ivoire | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Croatia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cuba | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Cyprus | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Czech Republic | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Denmark | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Dominica | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Dominican Republic | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ecuador | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Egypt | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| El Salvador | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Estonia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ethiopia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Finland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| France | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| French Guiana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Gabon | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Gambia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Georgia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Germany | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ghana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Greece | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guadeloupe | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guatemala | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guinea | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guinea-Bissau | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Guyana | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |

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|---|---|---|---|---|---|---|---|
| Haiti | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Honduras | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Hong Kong | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Hungary | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Iceland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| India | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Indonesia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Iran | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Iraq | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ireland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Israel | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Italy | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Jamaica | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Japan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Jordan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Kazakhstan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Kenya | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Kuwait | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Kyrgyzstan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Laos | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Latvia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Lebanon | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Lesotho | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Liberia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Libya | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Liechtenstein | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Lithuania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Luxembourg | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Macedonia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Madagascar | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Malawi | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Malaysia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Malta | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Martinique | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Mauritius | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Mexico | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Moldova | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Monaco | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Mongolia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Morocco | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Mozambique | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Namibia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Nepal | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Netherlands | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Netherlands Antilles | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| New Caledonia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| New Zealand | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Nicaragua | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Nigeria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Norway | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Oman | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Pakistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Panama | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Papua New Guinea | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Paraguay | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Peru | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Philippines | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Poland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Portugal | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Puerto Rico | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Qatar | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Reunion | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Romania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |

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|---|---|---|---|---|---|---|---|
| Russia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Saudi Arabia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Senegal | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Serbia & Montenegro | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sierra Leone | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Singapore | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Slovakia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Slovenia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| South Africa | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| South Korea | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Spain | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sri Lanka | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Suriname | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Swaziland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Sweden | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Switzerland | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Syria | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Taiwan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tajikistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tanzania | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Thailand | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Trinidad & Tobago | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Tunisia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Turkey | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Turkmenistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uganda | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Ukraine | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United Arab Emirates | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United Kingdom | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| United States | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uruguay | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Uzbekistan | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Venezuela | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Vietnam | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Virgin Islands | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Zambia | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |
| Zimbabwe | Market | Forecast | Forecast | Forecast | Historic | Historic | Norms |

## The Data Caveat

The report databases are designed to give a common definition, unit of measure and quantification of markets in over 200 countries. These reports rely on data collection at various levels of the product flow; this effectively means, the producer, the distribution channels and the end user or consumers. This data is then correlated with any national and international statistical data produced by official agencies. Unfortunately, product flow data gathering in some countries is difficult, and furthermore the official statistical data is both inaccurate and sparse. In such circumstances, in some countries, we have to flag a Data Caveat as a warning. What this means is that in some countries the data is not sufficiently verifiable for statistical purposes and in those cases the data may not be presented.

## Methodology

For more information on methodology please download a copy of the Methodology Manual:

http://www.n-i-n.net/Methodology_Manual.pdf

## Deliverables

The report will be provided as follows:

1. Executive Summary at Word document (900 pages) + Executive Summary as a PDF (900 pages)
   World Edition: Executive Brief (90 html pages) + Executive Summary (900 html pages).
2. Online downloadable Zipped version of the report.
3. Back-up DVD with Report and Report Database (Optional).
4. 12 months After-Sales Service.
5. 1-2 hour Teleconference / Teamviewer presentation of the report findings if required. See After-Sales Service
6. Dedicated web site access for the report & databases if required. See After-Sales Service.

## About this Database

As an entry level product the narrative is necessarily illustrative in its terminology and seeks to provide a basic degree of business logic and theory which indicates the rational applied in the forecasting and modelling methodology. First time users should read the Database Introduction as well as the Notes and Definitions links found in each Chapter. There are subtle statistical nuances to some of the spreadsheets and databases which will help the user to fine-tune their models and forecasts to obtain maximum effect and greater accuracy.

### Data Product levels

Because of the sheer volume of data potentially available it has been necessary to create a number of product levels which can provide clients with as little or as much data as needed. Clients can upgrade their Product level if required.

Database Entry level
Entry level products provide the most basic degree of information supplied. This product can be used to build upon for various business forecasting and planning application. A World Report will have a database of over 9,000 record sets.

Corporate Modelling level
The Corporate level modelling products provide the tools and information for medium and long term corporate forecasting and planning. Typically this level will produce a count of over 24,000 record sets.

Econometric Modelling level
The Econometric level modelling products provide the tools and information for industry level, national, and international medium & long term forecasting and planning. Typically this has a database of over 39,000 record sets.

Presentation level
The Presentation level products provide the information sought by a client company is a graphical or audio-visual format which is bespoke for the particular needs and applications of the client.

## Real Time Support

The After-Sales Service can offer client Real-Time Support. This usually involves using a software utility called TeamViewer (an installation program can be found in the Toolkit on your DVD or Hard Disk Drive) which allows the After-Sales Service support staff to directly link to the client's computer and work with the users in real time.

# Toolkits

To assist users there are various Toolkits available on request:

The Files, Data, Documents, Software, Tools, Utilities and other items provided on these DVDs are supplied for the sole use of the recipient. These items are the property of the publishers concerned and they may not be released or distributed without the express permission of the publisher of each item.

### Toolkit 1

1. Data Manuals
2. Document Templates
3. Help files
4. Manuals Templates
5. Microsoft Utilities
6. OpenOffice
7. Business Plan Images
8. Reference files
9. US Census Data Tools *
10. Utilities & Tools

### Toolkit 2

11. Database Utilities
12. Enterprise Resource Planning
13. Integrated Development Environment

    If you intend to implement our databases online (internet or intranet) then an Integrated Development Environment is often the easiest route to data dissemination and data manipulation.

* All our databases are directly compatible with U.S. Government databases (the Department of Commerce, US census, NIST, Treasury, et al) it is sometimes useful for users to use US Government data handling tools to manage not only US Government data, but also the data provided by us. Alternatively, if you are already using this US Government software you can simply access our databases with the same software. In general our databases use the same database parameters, structures and field names as those found in US Government databases, and thus uses can correlate and query databases without undue difficulty.

### Toolkit 3

There are about 40 Statistical packages provided in this Toolkit. These are Open-Source packages which are generally free to use. The following packages are available:-

acslX, ADaMSoft, ADMB, AMPL, Analyse-it, Analytica, Angoss, APMonitor, ASReml, Automlab, Baudline, Bayesian Filtering Library, BMDP, BV4.1, CalEst, Ch, Chronux, COMSOL Script, CSPro, DADiSP, DAP, Data Applied, Dataplot, Demetra+, EJS, ELKI, Epi Info, Euler Mathematical Toolbox, EViews, FAME, FEniCS Project, Fityk, FlexPro, GAUSS, Genedata Analyst, GenStat, GeoDA, GLIM, GNU Data Language, GraphPad InStat, GraphPad Prism, gretl, Hermes, IBM SPSS Modeler, IBM SPSS Statistics, IDAMS/WinIDAMS, IDL, IGOR Pro, IMSL Numerical Libraries, Izenda, JAGS, JHepWork, JMP, JMulTi, Julia, KPP, LabPlot, LISREL, Macsyma, Madagascar, MadArtSoft, Madeline, Maple, Mathcad, Mathemagix,, Mathematica, MATLAB, MCSim, MedCalc, Minitab, MINUIT, MLwiN, Mondrian, NCAR Command Language, NCSS, NMath Stats, numberGo Publisher, NumXL, Octave, O-Matrix, OpenBUGS, OpenEpi, OpenMx, OptimJ, Orange, Origin, OriginPro, PARI/GP, Partek, PAW, Perl Data Language, Ploticus, Primer-E Primer, PSPP, PV-WAVE, Q research software, QtiPlot, Quantum, R, R Commander, R Rattle GUI, RapidMiner, RATS, Revolution Analytics, ROOT, Sage, SALOME, Salstat, SAS, scikit-learn, Scilab, SciPy, SHAZAM, Shogun, SigmaStat, SigmaXL, Simfit, Simul, SOCR, SOFA Statistics, SPC XL, Speakeasy, S-PLUS, SPSS, Stata, Statgraphics, STATISTICA, Statistical Lab, Stat-JR, Stats Helper, StatXact, SUDAAN, Systat, The Unscrambler, Trilinos, Unistat, VisSim, Waffles, Weka, WinBUGS, Winpepi, X-12-ARIMA, XLfit, Xlisp-stat, XploRe, Yorick.

### Toolkit 4

Microsoft Server 2003 utilities and resources. These are for clients implementing databases on Microsoft Server 2003 systems.

### Toolkit 5

Microsoft Server 2008 utilities and resources for clients implementing databases on those systems. Microsoft Server 2012 migration utilities are also in this Toolkit.

## Proprietary Software package compatibility

If you use proprietary corporate planning software then it is easy to use these databases as they are compatible with the following packages:-

**Some Compatible Software products (See the Database Support site for a full list)**

**Project Management Software**: 24SevenOffice, Assembla, AtTask, Basecamp, Central Desktop, Cerebro, Clarizen, codeBeamer, Collabtive, Concerto, Contactizer, CredAbility.info, dotProject, Easy Projects .NET, eGroupWare, FastTrack Schedule, Feng Office Community Edition, FogBugz, GanttProject, Gemini, Genius Inside, Glasscubes, Huddle, Hyperoffice, InLoox, JIRA, Journyx, Kayako, KForge, KPlato, Launchpad, LiquidPlanner, LisaProject, MacProject, MantisBT, MatchWare MindView 3 Business, Merlin, MicroPlanner X-Pert, Microsoft Office Project Server, Microsoft Project, Mingle, O3spaces, OmniPlan, Open Workbench, OpenProj, Oracle Project Portfolio Management, Planisware 5, Planner Suite, Pmplus+, Primavera Project Planner, Project KickStart, Project.net, Project-Open, Projectplace, ProjectSpaces, Projektron BCS, PSNext, QdPM, QuickBase, Redmine, Rachota, SAP RPM, Smartsheet, TaskJuggler, Teamcenter, Teamwork, Tenrox, Trac, TrackerSuite.Net, Ubidesk, VPMi, WorkLenz, WorkPLAN Enterprise, workspace.com, WebSPOC, Wrike, Zoho Projects

**ERP Packages**: Adempiere, BlueErp, Compiere, Dolibarr, Fedena, GNU Enterprise, JFire, Kuali Foundation, LedgerSMB, OFBiz, Openbravo, OpenERP, Opentaps, Postbooks, SQL-Ledger, Tryton, WebERP, 1C:Enterprise, 24SevenOffice Start / Premium / Professional, abas ERP, Accpac, Agresso Business World, AMS Advantage, BatchMaster ERP, Bowen & Groves, CGram Enterprise, Clear Enterprise, Comarch Altum, Compass ERP, Compiere, Comprehensive Patient Administrator, COA Solutions Ltd - Smart Business Suite, Consona Corporation – Intuitive / Made2manage / AXIS / Cimnet / Encompix / DTR, Epicor Enterprise, Global Shop Solutions One-System ERP Solutions, HansaWorld, ERP Adage (Adage), ERP LN (Baan), ERP LX (BPCS) ,ERP SL (SyteLine), ERP Swan, ERP SX.Enterprise (SX.Enterprise), ERP VE (Visual Enterprise), ERP XA (MAPICS), IFS Applications, JD Edwards EnterpriseOne & JD Edwards World, JustFoodERP.com, kVASy4, Kingdee, Lawson M3 / Movex, Lawson S3, Log-net, Maximo (MRO), Microsoft Dynamics AX, Microsoft Dynamics GP, Microsoft Dynamics NAV, Microsoft Dynamics SL, Momentum, MyWorkPLAN, NetSuite, Openda QX, OpenMFG, Oracle e-Business Suite, Paradigm, PeopleSoft, Plex Online, QAD Enterprise Applications, Ramco Enterprise Series 4.x, Ramco e.Applications, Ramco On Demand ERP, MAS 90, MAS 200, MAS 500, Technology One, SAGE ACCPPAC, SAGE Pro ERP, SAGE ERP X3, SAP Business Suite, SAP Business ByDesign, SAP Business One, SAP Business All-in-One, TaskHub, SYSPRO, SYS-APPS, mySAP, Visibility.net, WorkPLAN Enterprise

**Enterprise Feedback Management Systems**: SynGro, Perseus (Vovici), Clicktools, DatStat, Inquisite, SPSS, FIRM (Confirmit), NetReflector, Allegiance, Enetrix, Satmetrix, RightNow Technologies, Mindshare Technologies, Data Illusion, KeySurvey (WorldAPP), Kinetic Data, CustomerSat, Medallia, Interview SA, Surveynomics, Invoke Solutions, Qualtrics, Fizzback, Grimmersoft, QuestManager, QuestBack, Globalpark, DataCycles, Dub Studios, eLustro, Kinesis Survey Technologies, Knowledge Wave, myK (myKnowledge), mySurveyLab.com, QuickSearch, Ransys, ResponseTek Networks Corp., TalkFreely, XTCO, Zarca

## Resource Web

Sometimes clients also want the data loaded onto a password protected dedicated website for the use of their staff and any other persons they may authorise.

The main benefit of these Resource Webs is that the data is available to all the client's staff and professional advisors wherever they may be, and also when data is updated, or new data is added, then there is a common point of access for that data. Resource Webs are maintained for the use of the client for a period of 12 months from the last update to that site. These dedicated web sites are provided by the After-Sales Service.

For a detailed view of a typical Resource Web: http://www.eni-italy.info produced for ENI, the Italian Oil group

# Research & Survey Methodology Analysis

Some client may wish to understand the statistical and methodological basis of the specific research conducted and this can be provided as part of the After-Sales Service.

**Statistical Appraisal of Datasets** (via the After-Sales Service)

- **Sampling**
  - External Validity
  - Sampling Terminology
  - Statistical Terms in Sampling
  - Probability Sampling
  - Nonprobability Sampling

- **Measurement**
  - Construct Validity
    - Measurement of Validity Types
    - Construct Validity
    - Convergent & Discriminant Validity
    - Threats to Construct Validity
    - Nomological Networks
    - Multi-trait / Multi-method Matrix
    - Pattern Matching Construct Validity
  - Reliability
    - True Score
    - Measurement Error
    - Reliability
    - Type of Reliability Analysis
    - Validity
  - Levels of Measurement
  - Survey Research
    - Survey Type
    - Selecting the Survey Method
    - Construction of the Survey
      - Questions
      - Question Content
      - Response Format
      - Question Wording
      - Question Placement
    - Interviews
    - Appraisal of Survey Method
  - Scaling
    - General Issues in Scaling
    - Thurstone Scaling
    - Likert Scaling
    - Guttman Scaling
  - Qualitative Measures
    - Qualitative Discussion
    - Qualitative Data
    - Qualitative Approach
    - Qualitative Method
    - Qualitative Validity
  - Unobtrusive Measures

- **Design**
  - Internal Validity
    - Establishing Cause & Effect
    - Single Group Threats
      - Regression to the Mean
    - Multiple Group Threats
    - Social Interaction Threats
  - Design Development
  - Design Type
  - Experimental Designs
    - Two-Group Experimental Design
      - Probabilistic Equivalence
      - Random Selection & Assignment
    - Classifying Experimental Designs
    - Factorial Design
      - Factorial Design Variations
    - Randomized Block Design
    - Covariance Design
    - Hybrid Experimental Design
  - Quasi-Experimental Designs
    - Non-equivalent Groups Design
    - Regression-Discontinuity Design
    - Other Quasi-Experimental Design
  - Relationships of Pre-Post Designs
  - Formulation of the Designs
  - Modification & Experimentation

- **Analysis**
  - Conclusion Validity
    - Threats to Validity
    - Validity Improvements
    - Statistical Control
  - Data Preparation
  - Descriptive Statistics
    - Correlation
  - Inferential Statistics
    - T-Test
    - Indicator Variables
    - General Linear Model
    - Post-test-Only Analysis
    - Factorial Design Analysis
    - Randomized Block Analysis
    - Analysis of Covariance
    - Non-equivalent Group Analysis
    - Regression-Discontinuity Analysis
      - Regression Displacement Analysis

# Appendix 1 : Regional Report country coverage

**Canada & USA**
Canada
United States

**Central America**
Antigua and Barbuda*
Aruba
Bahamas
Barbados
Belize
Bermuda*
Cayman Islands*
Costa Rica
Cuba
Dominica
Dominican Republic
El Salvador
Grenada*
Guadeloupe
Guatemala
Haiti
Honduras
Jamaica
Martinique
Mexico
Netherlands Antilles
Nicaragua
Panama
Puerto Rico
Saint Kitts and Nevis*
Saint Lucia*
Saint Vincent Grenadines*
Trinidad and Tobago
US Virgin Islands*

**South America**
Argentina
Bolivia
Brazil
Chile
Colombia
Ecuador
French Guiana
Guyana
Paraguay
Peru
Suriname
Uruguay
Venezuela

**Europe**
Albania
Andorra*
Armenia
Austria
Belarus
Belgium
Bosnia + Herzegovina
Bulgaria
Croatia
Cyprus
Czech Republic
Denmark
Finland
France
Eire
Estonia
Georgia
Germany
Greece
Greenland*
Hungary
Iceland
Italy
Latvia
Liechtenstein*
Lithuania
Luxembourg
Macedonia
Malta*
Moldova
Montenegro
Netherlands
Norway
Poland
Portugal
Romania
Serbia*
Slovakia
Slovenia
Spain
Sweden
Switzerland
United Kingdom
Ukraine

**Eurasia**
Kazakhstan
Kyrgyzstan
Russia
Uzbekistan

**Middle East**
Afghanistan*
Azerbaijan
Bahrain
Iran
Iraq
Israel
Jordan
Kuwait
Lebanon
Oman
Pakistan
Qatar
Saudi Arabia
Syria
Tajikistan
Turkey
Turkmenistan
United Arab Emirates
Yemen*

**Asia**
Bangladesh
Brunei*
Burma*
Cambodia
China
India
Indonesia
Japan
Laos
Malaysia
Mongolia*
Nepal*
North Korea*
Philippines
Singapore
South Korea
Sri Lanka
Taiwan
Thailand
Vietnam

**Oceania**
Australia
Fiji Islands*
French Polynesia*
Kiribati*
Micronesia*
New Caledonia*
New Zealand
Papua New Guinea

**Africa**
Algeria
Angola
Benin*
Botswana
Burkina Faso*
Burundi*
Cameroon
Cape Verde*
Cen African Rep*
Chad*
Cote d'Ivoire
Democratic Republic Congo*
Djibouti*
Egypt
Equatorial Guinea*
Eritrea
Ethiopia
Gabon
Gambia
Ghana
Guinea
Guinea-Bissau
Kenya
Lesotho
Liberia
Libya
Madagascar
Malawi
Mali*
Mauritania*
Morocco
Mozambique
Namibia
Niger*
Nigeria
Republic Congo*
Rwanda*
S Tome Principe*
Senegal
Seychelles*
Sierra Leone
Somalia*
South Africa
Sudan*
Swaziland
Tanzania
Tunisia
Uganda
Zambia
Zimbabwe

The countries marked * indicate a data caveat due to local survey conditions.

# Appendix 2 : About the After-Sales Service

The After-Sales Service is most effective if users plan their orders sequentially, i.e. extract the basic data which will then lead to more complex data or correlations. This also helps to reduce costs as the use of automated data processing and standard data formats are always less expensive to produce than Ad Hoc work.

## Modular Research

Once the After-Sales Service understands the general data requirements they will send the Client a Modular Proposal as a Word document. The Client can then select the Parts required, and amend or modify the information objectives.

The best method to organise the ordering of data is as follows:-

**1 Additional Market Research Data**

**2 Distribution Channels & End Users**

**3 Survey Data**

**4 Corporate Data**

**5 Additional Requirements**

Once a client has specified exactly what data is needed, and that specification is available, then the After-Sales Service will produce a written quotation of cost and delivery time.

## 1. Market Research

### Markets & Products

Clients can order data for additional Product and Market Sectors. This will always include data, by year Historic: from 1997, and a Forecast by year to 2040. Data can be provided for up to 200 countries.

The client can specify Product & Market breakdowns as needed:

## 2. Distribution Channels & End Users Data

### Distribution Channels

This section can investigate the Product Distribution Channels in the selected Markets. The data is based on a series of existing Databases. The client can specify information as needed.

### End Users

This section can investigate the End Users of the Products in the selected markets. The data is based on a series of existing Databases. The client can specify information as needed.

# 3. Survey Data

## Supplementary Survey Data for the selected Products & Markets

Each survey (Suppliers, Distribution Channels, Decision Makers, and End Users) contains 5 sub-sets for Products, Supplier Operations, Buyer & End Users, Trading Area, & Competitors in the selected Markets.

| | |
|---|---|
| **Products** | The client can specify information as needed. |
| **Operations** | The client can specify information as needed. |
| **Buyer & Decision Maker Profiles** | The client can specify information as needed. |
| **Trading Area** | The client can specify information as needed. |
| **Competitors** | The client can specify information as needed. |

These surveys cover the Markets, Products, Competitors, Operations and Product Flows in terms of the Suppliers, Distributors, Decision Makers, and End Users.

## Industry & Supplier Performance

One can investigate the product Industry in the selected Markets. Industry Performance Survey results. The client can specify information as needed.

## Distribution Channels

One can investigate the product Distribution Channels in the selected Markets. Distribution Survey results. The client can specify information as needed.

## Decision Makers

One can investigate the product Buyers and Purchasing Decision Makers in the selected Markets. Purchasing Decision Makers Survey results. The client can specify information as needed.

## End Users

One can investigate the End Users in the selected Markets. End User & Buyer Survey results. The client can specify information as needed.

## 4. Corporate Data

**This database contains data on 56,193 significant Companies (Suppliers and Distribution Channel members) worldwide.**

This part is provided as a PDF file or a Word file, as specified by the client.

### Data Objectives for each Target Company

The data objectives have to be set by the client and were possible these will be achieved by the research. For example:-

1. Financials: historical sales, forecasted sales, gross profit margin.
    a. By industry sector and application sector as defined by the client.

       For example, for the sales made by a Target Company those products sold to specific categories of customers, how much of their revenue is generated from providing various products, or application to specific categories of customers, et cetera.
2. A list of products produced by the Target Company or sourced from other suppliers.
3. Type of distribution channel, e.g. direct sales to End Users, OEM sales, via specifiers, via importers or distributor, partnering with third party providers, et cetera.
4. Partners by type (e.g. specifiers, product distributor, customer service partner) per country
5. Pricing by product sector defined by the client.
6. Discount structures
7. Capacity by product/market defined
8. Availability of products (% of product in stock versus product to be ordered)
9. Sales by the type of Support for all categories specified by the client.
10. The average Modernization and Upgrades period by Product Sector defined by the client.
11. Customer Perceptions
12. The size (in terms of number) of management team per country, number of field sales persons per country, number of customer service staff per country.
13. Countries covered by the competitors, production sites (city), customer service sites (city), headcount, documentation.
14. Technology and innovation: innovative technology or application developments.
15. Et cetera… The client can specify any particular data which needs to be covered.

### List of Target Companies

The Client may either select the target themselves, or can specify the Top 10 or Top 15 in the World / Europe / individual Country / et cetera. The client can specify here which Target Companies are to be covered.

## Base data objectives for the Target Company

Key Personnel:

1. Chairman
2. Chief Executive
3. Directors:
4. Executives:

Corporate Summary:

5. Company Description
6. Company History
7. Legal Entity & Ownership
8. Company Facilities
9. Company Key Assets
10. Mainline product / service
11. Product / services provided
12. Parent Company
13. Bankers
14. Year established
15. Current employees
16. Issued capital
17. Shareholders
18. Last published turnover
19. Subsidiaries
20. Associated companies
21. Companies represented
22. Agencies
23. Physical processing locations
24. Capital investment
25. Advertising expenditure
26. Advertising media
27. Advertising posture
28. Sales promotion activity
29. Method of selling
30. Distribution
31. Distribution network
32. Use of distribution channels

Corporate Observations:

33. Premises
34. Product Brands
35. Product Sales Channels
36. Products Carried & Services Offered
37. Consumer Features & Benefits
38. Current Market Analysis
39. Competition
40. Competitive Advantage
41. Target Markets
42. Target Customers
43. Current Strategy & Implementation
44. Current Management
45. Current Financial Plan
46. Investment Fund Sources & Use of Funds
47. Future Target Customers
48. Future Process  Trends
49. Future Market Analysis
50. Projected Market Size
51. Planned Products & Services
52. Development Plans

SWOT Analysis:

53. Strengths

54. Weaknesses
55. Opportunities
56. Threats

Future Strategy Planning & Implementation:

57. Philosophy
58. Product Development
59. Internet Strategy
60. Marketing Strategy
61. Sales Strategy
62. Strategic Alliances
63. Operations

Goals:

64. Renovating premises, stocking, staff hiring and marketing.
65. Market Penetration
66. Penetrate and raise awareness in the targeted markets.
67. Achieving a higher profit margin.
68. Building the customer base.
69. Generate repeat and referral sales.
70. Expansion potential.
71. Reputation as a quality Supplier.

Exit Strategies

Management:

72. Organisational Structure
73. Leadership
74. Staff Members

Financial Plans:

75. Finance Requirements
76. Use of Funds
77. Cash Flow
78. Balance Sheet Topics
79. Financial Assumptions

## Specific Additional corporate data required on Target Companies

The client can specify any particular corporate data which is needed:

80. -
81. -
82. - …/

These above items are a qualitative analysis of the Target Company. This data is derived from the Surveys of Industry sources, Distribution Channels and Buyers of the products supplied by the target company. This data is not quantified, but is presented as the qualified and subjective opinions of those responding to the surveys.

## Financial Data for the Target Company

The financial data is provided in sections:-
1. the most salient Management figures and margins, and
2. a full Balance Sheet and Management Accounts simulation.

## Management Accounts

Management figures for the Target Company: as an Excel file:

1. Product Revenue
2. Product Profitability as a % of Sales
3. Total Process Space
4. Average Site Process Space
5. Average Site Revenues
6. Average Site Establishment Cost
7. Fixed Assets: Premises
8. Fixed Assets: Equipment
9. Fixed Assets: Miscellaneous Items
10. Fixed Assets
11. Capital Expenditure on Premises
12. Capital Expenditure on Plant
13. Capital Expenditure on Equipment
14. Cap. Expend. on Data Processing
15. Capital Expenditure on Misc. Items
16. Total Capital Expenditure
17. Retirements: Premises
18. Retirements: Plant & Equipment
19. Retirements: Miscellaneous Items
20. Total Retirements
21. Total Fixed Assets
22. Finished Product Stocks
23. Work in Progress as Stocks
24. Materials as Stocks
25. Total Stocks / Inventory
26. Debtors
27. Miscellaneous Current Assets
28. Total Current Assets
29. Total Assets
30. Creditors
31. Short Term Loans
32. Miscellaneous Current Liabilities
33. Total Current Liabilities
34. Net Assets / Capital Employed
35. Long Term Loans
36. Miscellaneous Long Term Liabilities
37. Shareholders' Funds
38. Process Workers
39. Total Employees

## Specific Additional Financial data required on Target Companies

The client can specify any particular Financial data which is needed.

## Balance Sheet and Management Ratios

Balance Sheet and Management Accounts for the Target Company: as an Excel file:

1. Return on Capital
2. Return on Assets
3. Return on Shareholders' Funds
4. Pre-tax Profit Margins
5. Operating Profit Margin
6. Trading Profit Margin
7. Return on Investment
8. Assets Utilisation (Sales to Total Assets)
9. Sales as a ratio of Fixed Assets
10. Stock Turnover (Sales as a ratio of Stocks)
11. Credit Period
12. Creditors' Ratio (Creditors / Sales times 365 days)
13. Default Debtors / Ratio of Total Debtors
14. Un-Recoverable Debts Ratio of Total Debts
15. Working Capital / Sales
16. Materials & Energy Costs as a % of Sales
17. Added Value
18. Investment as a Ratio of Added Value
19. Value of Plant & Equipment % of Sales
20. Vertical Integration (Value Added % Sales)
21. Research & Development Investment % Sales
22. Capital Expenditure Investment % of Sales
23. Marketing Costs as a % of Sales
24. Current Ratio (Current Assets/Liabilities)
61. Un-recoverable Debts Ratio of Total Debt
62. Un-recoverable Debts Ratio Within Terms
63. Total Sales Costs as a % of Sales
64. Total Distribution Costs as a % of Sales
65. Total Advertising Costs as a % of Sales
66. Total After-Sales Costs as a % of Sales
67. Total Customer Compensation Costs
68. Total Variable Marketing Costs % of Sales
69. Total Fixed Marketing Costs % of Sales
70. Total Fixed Marketing Costs : Ratio Variable Costs
71. Variable Sales Personnel Costs: Marketing
72. Variable Distribution Ratio Marketing Costs
73. Variable Advertising Costs : Marketing
74. Variable After-Sales Costs as a Ratio of Marketing Costs
75. Sales Personnel Variable Costs : Sales
76. Sales Personnel Variable Costs : Debtors
77. Sales Personnel Variable Costs
78. Exports as a % of Sales
79. $ Hourly Pay Rate
80. $ Hourly Wage Rate
81. Capital Employed
82. Return on Capital
83. Return on Assets
84. Return on Shareholders' Funds

25. Quick Ratio
26. Borrowing Ratio Total Debt ratio of Net Worth)
27. Equity Ratio (Shareholders Funds : Total Liabilities)
28. Income Gearing
29. Total Debt as a ratio of Working Capital
30. Debt Gearing Ratio (Long Term Loans: Net Worth)
31. Average Remuneration (all employees)
32. Profit per Employee
33. Sales per Employee
34. Remunerations / Sales
35. Fixed Assets per Employee
36. Capital Employed per Employee
37. Total Assets per Employee
38. Value of Average Investment per Employee
39. Value Added per Employee
40. Materials Costs as a % of Sales
41. Wage Costs as a % of Sales
42. Payroll and Wages as a Ratio to Materials
43. Variable Costs as a % of Sales
44. Fixed Costs as a % of Sales
45. Fixed Costs as a Ratio of Variable Costs
46. Distribution Costs as a % of Sales
47. Warehousing Costs as a % of Sales
48. Physical Costs as a % of Sales
49. Fixed as a Ratio of Variable Distribution Costs
50. Fixed as a Ratio of Variable Warehousing Costs
51. Fixed as a Ratio of Variable Physical Costs
52. Fixed Ratio of Variable Total Distribution Costs
53. Product Returns Costs % of Sales
54. Product Installation Costs as a % of Sales
55. Product Breakdown Costs as a % of Sales
56. Product Systems Costs as a % of Sales
57. Product Service & Associated Costs % of Sales
58. Customer & Associated Costs % Sales
59. Work in Progress / Materials Ratio Finished Products
60. Stock
85. Pre-tax Profit Margins
86. Operating Profit Margin
87. Trading Profit Margin
88. Return on Investment
89. Assets Utilisation (Sales : Total Assets)
90. Sales / Fixed Assets Materials Ratio Work in Progress
91. Stock Turnover (Sales as a ratio of Stocks)
92. Credit Period
93. Creditors' Ratio
94. Default Debtors Ratio of Total Debtors
95. Un-Recoverable Debts Ratio of Total Debts
96. Working Capital / Sales
97. Materials & Energy Costs as a % of Sales
98. Added Value
99. Investment as a Ratio of Added Value
100. Value of Plant & Equipment as a % of Sales
101. Vertical Integration Ratio
102. Research & Development Investment as a % of Sales
103. Capital Expenditure Investment % Sales
104. Marketing Costs as a % of Sales
105. Current Ratio
106. Quick Ratio
107. Borrowing Ratio
108. Equity Ratio
109. Income Gearing
110. Total Debt as a ratio of Working Capital
111. Debt Gearing Ratio
112. Average Remuneration (all employees)
113. Profit per Employee
114. Sales per Employee
115. Remunerations / Sales
116. Fixed Assets per Employee
117. Capital Employed per Employee
118. Total Assets per Employee
119. Value of Average Investment / Employee
120. Value Added per Employee

## 5. Additional Data

The client can specify information as needed.

This section can be used to specify non-Market or non-Corporate data and research, for example:-

- Product Data
- Distribution Data
- Processes
- Technologies
- Macro-Economic Issues
- Political Issues
- National Legislation and Regulations
- Product Certification and Conformity Issues
- Demographic Data
- Physical & Geographical data (for example, Highways, Elevations, et al)
- Business Resources
- Et cetera…

### Database Products supported by the After-Sales Service

The After-Sales Service support all products and databases, including those shown below.

## Database Compatibility

The increased use of Database Management Systems, Business Planning and Control Systems, Enterprise Resource Planning, Management Information Systems, and other tools amongst management professionals has produced a critical need for the harmonisation of data across various software applications and systems platforms. The After-Sales Service ensures that its output, where required, will be fully compatible with every product and database.

For this reason all the databases use harmonised database and data sets; thereby users can obtain any database from any of the publishers, for any of their brands, with the assurance that these databases are fully compatible and can be used in conjunction with one another and the various platforms, operating systems and software.

Since 2007, we have undertaken the harmonisation and convergence of the database specifications and definitions of the various database providers. This is to allow users a uniform and standardised reference to use with their planning and forecasting; and to allow cross-database functionality.

The data sets, modules and standards shown are now fully harmonised and standardised to allow data and software interflow and cross-platform usage of the databases. Users may obtain older data dictionaries and standards, and/or data sets and data dictionaries for their own national standards. The standard product and market definitions have been harmonised and are provided (in the standard database products supplied), often as the NAICS classifications. Users wishing to remain with the previous SIC classifications may obtain these databases under that classification system. Users requiring other (U.N., European, Japanese, et cetera) classification definitions and norms may obtain those as necessary. Accounting standards are also harmonised according to the U.S. regulatory norms; however other norms are available. Data dictionary and data definition bridges and converters are available to allow users to update or standardise their databases. We have undertaken to maintain support for the older data dictionary standards and definitions until 2025; however users are urged to update at their earliest convenience.

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