

Contents Survey 2011

Introduction	2	Total sales value of practice management software installations (in Mio. Euro)	42
Contents	3	Number of new dental units installed	43
ADDE Presentation	4-5	Number of new dental X-Ray units installed	44
FIDE Presentation	6-7	Shares by type of X-Ray Equipment installed in 2010 (all reporting countries)	45
Number of practising Dentists: Total Europe (all countries except Bulgaria and Hungary covered by the inquiry)	8	Number of new CAD-CAD Systems installed	46
Total sales value over all (excl. metal implants): Europe (all countries except Bulgaria and Hungary) and leading markets (in Mio. Euro)	9	Share of work in % of total expenses for after-sale technical services	47
Total sales value of sundries: Europe (all countries except Bulgaria and Hungary) and leading markets (in Mio. Euro)	10	Share of equipment sales in % of the total dental market	48-49
Total sales value of equipment: Europe (all countries except Bulgaria and Hungary) and leading markets (in Mio. Euro)	11	Share of sundries sales in % of the total dental market	50-51
Number of practising dentists	12-13	Share of teeth sales in % of the total dental market	52-53
Number of Full Time Equivalent Dentists	14	Share of technical services in % of the total dental market	54-55
Sponsor members of ADDE	15	% of dental offices which use computers for "in surgery" activities	56
Number of practising dentists in proportion to the total inhabitants (one dentist per x inhabitants)	16-17	% of dental practices uses intra-oral Cameras	57
Number of dental offices	18-19	Total number of dental dealers	58
Number of new graduate dentists	20-21	Solely full service dental dealers (number of companies)	59
Number of active dental technicians	22-23	Solely mail order, tele-sales, catalogue houses (number of companies)	60
Number of dental laboratories(dentists' and commercial laboratories)	24-25	Specialised dealers (number of companies) e.g. concentrated on laboratories or orthodontists	61
Number of dental Hygienists	26	Market shares solely full service dental dealers (in %)	62
Total sales value of metal implants (in Mio. Euro)	27	Market shares solely mail orders, tele-sales, catalogue houses (in %)	63
Total sales value of equipment, that requires installation (in Mio. Euro)	28-29	Market shares specialised dealers (in%)	64
Total sales value of sundries delivered (in Mio. Euro)	30-31	Manufacturers supplying directly to dentists (in%)	65-66
Total sales value of teeth delivered to dentists and laboratories (in Mio. Euro)	32-33	% of total sales value to be delivered to laboratories	67-68
Total sales value of after-sales technical services incl. spare parts (in Mio. Euro)	34-35	% of total sales retail business value purchased by the dentist via e-mail/internet	69-70
Total sales value over all (in Mio. Euro) (excluding metal implants)	36-37	% of dental and laboratory consumables and equipment is supplied from outside the country directly to the dentist bypassing the local dealer net	71
Copyright	40	% of finished laboratory work that has been supplied from outside the country	72
© ADDE European average of sales segments	41	Questionnaire for the actual survey	73-74

- List of VAT as per 2011
- Ordering form 2011