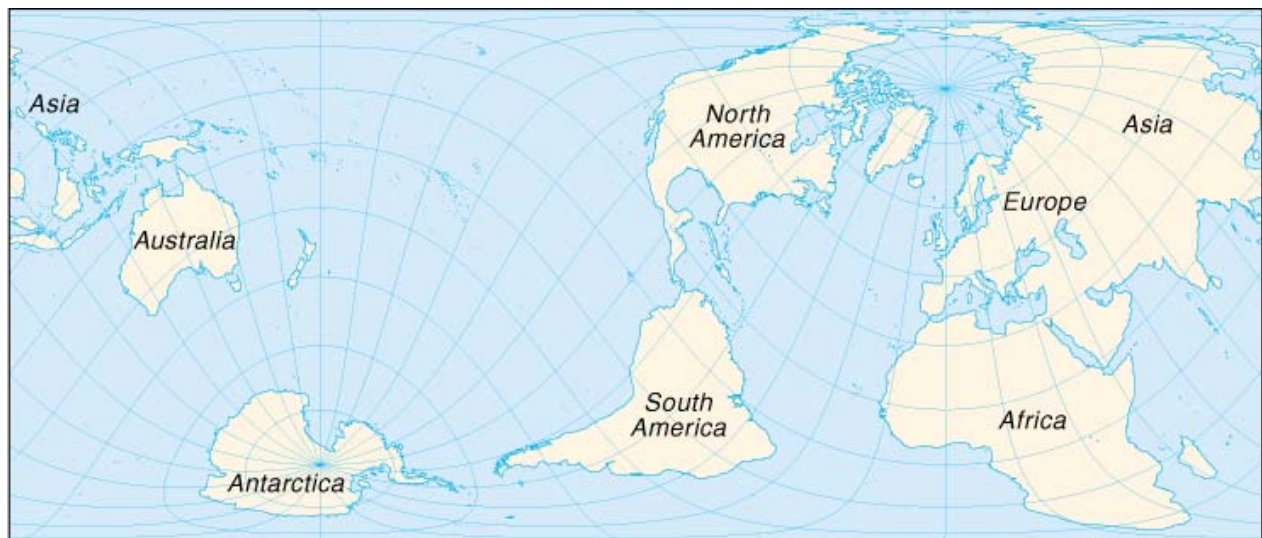

The 2000-2005 World Outlook for Surgical and Medical Instruments



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Global/Regional Management Studies. Summarizing over 210 countries, management studies are generally organized into regional volumes and cover key management functions. The human resource series covers minimum wages, child labor, unionization and collective bargaining. The international law series covers media control and censorship, search and seizure, and trial justice and punishment. The diversity management series covers a variety of environmental context drivers that effect global operations. These include women's rights, children's rights, discrimination/racism, and religious forces and risks. Global strategic planning studies cover economic risk assessments, political risk assessments, foreign direct investment strategy, intellectual property strategy, and export strategy. Financial management studies cover taxes and tariffs. Global marketing studies focus on target segments (e.g. seniors, children, women) and strategic marketing planning.

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Icon Group
Customer Service
4370 La Jolla Village Drive, Fourth Floor
San Diego, CA 92122 USA
Tel: 858-546-4340
Fax: 858-546-4341
Email: iconsubs@san.rr.com
URL: www.icongroupedition.com

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Table of Contents

1	INTRODUCTION	9
1.1	Overview	9
1.2	Market Potential Estimation Methodology	9
1.3	The Worldwide Market Potential for Surgical and Medical Instruments	11
2	AFRICA: SURGICAL AND MEDICAL INSTRUMENTS	12
2.1	Executive Summary	12
2.2	Algeria	14
2.3	Angola	14
2.4	Benin	15
2.5	Botswana	15
2.6	Burkina Faso	16
2.7	Burundi	16
2.8	Cameroon	17
2.9	Cape Verde	17
2.10	Central African Republic	18
2.11	Chad	18
2.12	Comoros	19
2.13	Congo (formerly Zaire)	19
2.14	Djibouti	20
2.15	Egypt	20
2.16	Equatorial Guinea	21
2.17	Eritrea	21
2.18	Ethiopia	22
2.19	Gabon	22
2.20	Ghana	23
2.21	Guinea	23
2.22	Guinea-Bissau	24
2.23	Ivory coast	24
2.24	Kenya	25
2.25	Lesotho	25
2.26	Liberia	26
2.27	Libya	26
2.28	Madagascar	27
2.29	Malawi	27
2.30	Mali	28
2.31	Mauritania	28
2.32	Mauritius	29
2.33	Morocco	29
2.34	Mozambique	30
2.35	Namibia	30
2.36	Niger	31
2.37	Nigeria	31

2.38	Republic of Congo	32
2.39	Rwanda	32
2.40	Sao Tome E Principe	33
2.41	Senegal	33
2.42	Sierra Leone	34
2.43	Somalia	34
2.44	South Africa	35
2.45	Sudan	35
2.46	Swaziland	36
2.47	Tanzania	36
2.48	The Gambia	37
2.49	Togo	37
2.50	Tunisia	38
2.51	Uganda	38
2.52	Zambia	39
2.53	Zimbabwe	39
3	ASIA: SURGICAL AND MEDICAL INSTRUMENTS	40
3.1	Executive Summary	40
3.2	Bangladesh	42
3.3	Bhutan	42
3.4	Brunei	43
3.5	Burma	43
3.6	Cambodia	44
3.7	China	44
3.8	Hong Kong	45
3.9	India	45
3.10	Indonesia	46
3.11	Japan	46
3.12	Laos	47
3.13	Macau	47
3.14	Malaysia	48
3.15	Maldives	48
3.16	Mongolia	49
3.17	Nepal	49
3.18	North Korea	50
3.19	Papua New Guinea	50
3.20	Philippines	51
3.21	Seychelles	51
3.22	Singapore	52
3.23	South Korea	52
3.24	Sri Lanka	53
3.25	Taiwan	53
3.26	Thailand	54
3.27	Vietnam	54

4	EUROPE: SURGICAL AND MEDICAL INSTRUMENTS	55
4.1	Executive Summary	55
4.2	Albania	57
4.3	Andorra	57
4.4	Austria	58
4.5	Belarus	58
4.6	Belgium	59
4.7	Bosnia and Herzegovina	59
4.8	Bulgaria	60
4.9	Croatia	60
4.10	Cyprus	61
4.11	Czech Republic	61
4.12	Denmark	62
4.13	Estonia	62
4.14	Finland	63
4.15	France	63
4.16	Georgia	64
4.17	Germany	64
4.18	Greece	65
4.19	Hungary	65
4.20	Iceland	66
4.21	Ireland	66
4.22	Italy	67
4.23	Kazakhstan	67
4.24	Latvia	68
4.25	Liechtenstein	68
4.26	Lithuania	69
4.27	Luxembourg	69
4.28	Macedonia	70
4.29	Malta	70
4.30	Moldova	71
4.31	Monaco	71
4.32	Netherlands	72
4.33	Norway	72
4.34	Poland	73
4.35	Portugal	73
4.36	Romania	74
4.37	Russia	74
4.38	Serbia and Montenegro	75
4.39	Slovakia	75
4.40	Slovenia	76
4.41	Spain	76
4.42	Sweden	77
4.43	Switzerland	77

4.44	Ukraine	78
4.45	United Kingdom	78
5	LATIN AMERICA: SURGICAL AND MEDICAL INSTRUMENTS	79
5.1	Executive Summary	79
5.2	Argentina	81
5.3	Belize	81
5.4	Bolivia	82
5.5	Brazil	82
5.6	Chile	83
5.7	Colombia	83
5.8	Costa Rica	84
5.9	Ecuador	84
5.10	El Salvador	85
5.11	Guatemala	85
5.12	Guyana	86
5.13	Honduras	86
5.14	Mexico	87
5.15	Nicaragua	87
5.16	Panama	88
5.17	Paraguay	88
5.18	Peru	89
5.19	Suriname	89
5.20	Uruguay	90
5.21	Venezuela	90
6	NORTH AMERICA & THE CARIBBEAN: SURGICAL AND MEDICAL INSTRUMENTS	91
6.1	Executive Summary	91
6.2	Antigua and Barbuda	93
6.3	Bahamas	93
6.4	Barbados	94
6.5	Bermuda	94
6.6	Canada	95
6.7	Cuba	95
6.8	Dominica	96
6.9	Dominican Republic	96
6.10	Grenada	97
6.11	Haiti	97
6.12	Jamaica	98
6.13	Martinique	98
6.14	Netherlands Antilles	99
6.15	St. Kitts and Nevis	99
6.16	St. Lucia	100
6.17	St. Vincent and the Grenadines	100
6.18	Trinidad and Tobago	101

	6.19 United States	101
7	OCEANA: SURGICAL AND MEDICAL INSTRUMENTS	102
	7.1 Executive Summary	102
	7.2 American Samoa	103
	7.3 Australia	104
	7.4 Fiji	104
	7.5 Kiribati	105
	7.6 Marshall Islands	105
	7.7 Micronesia Federation	106
	7.8 Nauru	106
	7.9 New Zealand	107
	7.10 Palau	107
	7.11 Solomon Islands	108
	7.12 Tonga	108
	7.13 Tuvalu	109
	7.14 Vanuatu	109
8	THE MIDDLE EAST: SURGICAL AND MEDICAL INSTRUMENTS	110
	8.1 Executive Summary	110
	8.2 Afghanistan	112
	8.3 Armenia	112
	8.4 Azerbaijan	113
	8.5 Bahrain	113
	8.6 Iran	114
	8.7 Iraq	114
	8.8 Israel	115
	8.9 Jordan	115
	8.10 Kuwait	116
	8.11 Kyrgyzstan	116
	8.12 Lebanon	117
	8.13 Oman	117
	8.14 Pakistan	118
	8.15 Qatar	118
	8.16 Saudi Arabia	119
	8.17 Syrian Arab Republic	119
	8.18 Tajikistan	120
	8.19 Turkey	120
	8.20 Turkmenistan	121
	8.21 United Arab Emirates	121
	8.22 Uzbekistan	122
	8.23 Yemen	122
9	DISCLAIMERS, WARRANTS, AND USER AGREEMENT PROVISIONS	123
	9.1 Disclaimers & Safe Harbor	123
	9.2 Icon Group Ltd. User Agreement Provisions	124

1 INTRODUCTION

1.1 OVERVIEW

The liberalization of markets has led to record levels of international investments. Icon Group's primary mission is to assist international managers to better plan and implement strategies in a global economy. It does so by providing various specialized industry reports, databases, publications and services to its clients. This report is one of many published by Icon Group Ltd. to assist executives and planners in monitoring and analyzing world markets. In addition to industry-specific studies, Icon Group Ltd.'s reports cover human resources management, export strategies, investment strategies, entry & marketing strategies, political and economic risk assessments and legal trends (e.g., intellectual property, licensing, and corruption).

This report covers the world outlook for surgical and medical instruments across 235 countries. For each year reported, the estimates are given for the latent demand for the country in question. Icon Group uses a number of proprietary econometric models which project economic changes within each country and across countries. From there, market potential estimates are created. The units used in this report are: US \$ mln.

As shown in the report, the market potential for surgical and medical instruments is expected to reach \$110,648.18 million by 2005. The distribution of the world market, however, will not be evenly distributed across regions. Europe will be the largest market with \$39,416.37 million or 35.62 percent, followed by North America & the Caribbean with \$32,219.64 million or 29.12 percent, and then Asia with \$23,619.54 million or 21.35 percent of the world market. In essence, if a firm targets these top 3 regions, they cover come 86.09 percent of the world wide demand for surgical and medical instruments.

1.2 MARKET POTENTIAL ESTIMATION METHODOLOGY

Icon Group uses a number of methodologies to create market potential estimates for products and services across markets, whether at the level of a region, country, or city. In this report, two modelling approaches are used. The first involves modelling the economic fundamentals of each market over time. This is based on standard models of economic growth (e.g. focussing on growth of income, or gross domestic product per capita). The second approach is more subtle.

The second approach involves collecting information on the market size or market potential for the particular product or service in question, typically in national currency, and translating these into a common currency. Icon Group uses the U.S. dollar as its common currency across markets. For some categories and markets, basic demand indicators are reported in national statistics, as is mostly the case for the United States and other developed markets. In most of the world's 230 countries, however, few statistics are available. For these, Icon Group uses

econometric models to estimate these markets, and forecast these over time. As true for all forward-looking economic forecasts, certain critical assumptions must be made. Two types of assumptions are made for the models used in this report. The first type covers the socio-economic and global environment. In essence, Icon Group assumes that dynamics seen in the past are likely to continue in the future, without major discontinuous changes. For example, if a city, country or region has not seen civil strife, major recessions, or substantial foreign exchange or currency changes, this is assumed to be the case over the forecast period. Likewise, the worldwide demand is foreseen to progress in a fashion similar to that seen in historical figures, based on aggregated data collected at the national level. The extent to which these assumptions are violated in the future will surely affect the accuracy of the forecasts presented here.

The second type of assumption is of greater importance, especially for those markets where insufficient local information is reported in the public domain, or in markets where there is higher uncertainty. Here, we use cross-country econometric models of demand, often called a cross-sectional pooled time series models with varying parameters. In simple terms, we assume an underlying consumption function that is allowed to vary over time and across geographic markets. Economists have long proposed various consumption functions. These include John Maynard Keynes, Simon Kuznets, Irving Fisher, Franco Modigliani, Albert Ando, Richard Brumberg, and Milton Friedman. Across these, and other authors, the consumption of a product (as opposed to the amount produced) is foreseen to vary depending on a number of local factors and the time frame that one considers (short-, medium- and long-run). In general, the variance of the market potential across markets is foreseen to be a function of variances in income, wealth, interest rates, expected future income, and a variety of exogenous factors, including geography and culture. Icon Group forecasts primarily rely on non-cultural economic factors in modelling cross-market demand, for a given product or service. We also model the market potential using a consumption function which assumes a constant average propensity to consume in the long run (i.e. as incomes rise, average consumption rates do not fall, as earlier argued by Keynes). Once the cross-market model of demand is specified, it is combined with the local economic models described above. As in all econometric exercises, the lack of local market figures in the public domain results in estimation errors. Furthermore, many intervening factors may arise over time that can materially affect the accuracy of the forecasts, including changes in local economic conditions, changes in political regimes, improvements in primary data, and currency fluctuations, among other factors. As the estimates and forecasts reported here are forward-looking and subject to assumption-induced errors, you are asked to read the caveats and disclaimers at the end of this report.

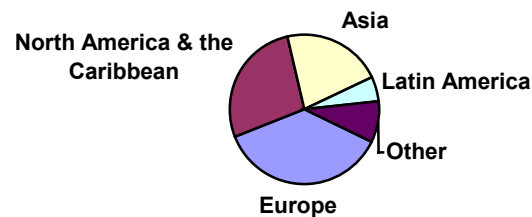
1.3 THE WORLDWIDE MARKET POTENTIAL FOR SURGICAL AND MEDICAL INSTRUMENTS

Worldwide Market Potential for Surgical and Medical Instruments (US \$ mln): 2000

Region	Latent Demand US \$ mln	% of Globe
Europe	32,532	36.6
North America & the Caribbean	24,487	27.5
Asia	19,187	21.6
Latin America	4,761	5.4
Middle East	4,668	5.3
Africa	1,958	2.2
Oceania	1,321	1.5
Total	88,914	100.0

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Worldwide Market Potential for Surgical and Medical Instruments (US \$ mln): 2000



World Market for Surgical and Medical Instruments: 1995 - 2005

Year	World Market US \$ mln
1995	75,885.17
1996	78,657.06
1997	80,898.21
1998	83,938.30
1999	86,502.44
2000	89,082.30
2001	92,853.70
2002	96,990.22
2003	101,327.78
2004	105,876.77
2005	110,648.18

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

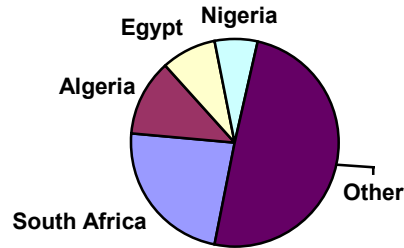
2 AFRICA: SURGICAL AND MEDICAL INSTRUMENTS

2.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in Africa (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Africa
South Africa	458	23.23%
Algeria	237	12.02%
Egypt	170	8.64%
Nigeria	134	6.77%
Libya	121	6.12%
Morocco	105	5.34%
Tunisia	60	3.03%
Cameroon	58	2.95%
Sudan	47	2.36%
Ivory coast	44	2.23%
Angola	41	2.06%
Kenya	41	2.05%
Congo (formerly Zaire)	40	2.01%
Tanzania	29	1.48%
Ghana	28	1.43%
Ethiopia	27	1.38%
Zimbabwe	27	1.35%
Senegal	25	1.28%
Uganda	25	1.24%
Gabon	23	1.14%
Botswana	16	0.79%
Zambia	15	0.75%
Burkina Faso	14	0.69%
Madagascar	13	0.66%
Guinea	12	0.62%
Other	148	8.28%
Total	1,958	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in Africa (US \$ mln): 2000

The Market for Surgical and Medical Instruments in Africa: 1995 - 2005

Year	US \$ mln	% of Globe
1995	1,784.83	2.35
1996	1,826.97	2.32
1997	1,857.82	2.30
1998	1,901.95	2.27
1999	1,936.09	2.24
2000	1,972.53	2.21
2001	2,048.81	2.21
2002	2,134.96	2.20
2003	2,224.96	2.20
2004	2,318.98	2.19
2005	2,417.23	2.18

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.2 ALGERIA

Surgical and Medical Instruments (US \$ mln): Algeria 1995 - 2005

Year	Algeria	% of Region	% of Globe
1995	219	12.25%	0.28%
1996	223	12.20%	0.28%
1997	226	12.15%	0.27%
1998	230	12.10%	0.27%
1999	233	12.05%	0.26%
2000	237	12.02%	0.26%
2001	247	12.05%	0.26%
2002	258	12.10%	0.26%
2003	270	12.15%	0.26%
2004	283	12.19%	0.26%
2005	296	12.23%	0.26%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.3 ANGOLA

Surgical and Medical Instruments (US \$ mln): Angola 1995 - 2005

Year	Angola	% of Region	% of Globe
1995	38	2.13%	0.00%
1996	39	2.12%	0.00%
1997	39	2.10%	0.00%
1998	40	2.09%	0.00%
1999	40	2.07%	0.00%
2000	41	2.06%	0.04%
2001	43	2.07%	0.00%
2002	45	2.09%	0.00%
2003	47	2.10%	0.00%
2004	49	2.11%	0.00%
2005	51	2.13%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.4 BENIN

Surgical and Medical Instruments (US \$ mln): Benin 1995 - 2005

Year	Benin	% of Region	% of Globe
1995	9	0.48%	0.00%
1996	9	0.47%	0.00%
1997	9	0.47%	0.00%
1998	9	0.46%	0.00%
1999	9	0.45%	0.00%
2000	9	0.45%	0.00%
2001	9	0.45%	0.00%
2002	10	0.46%	0.00%
2003	10	0.47%	0.00%
2004	11	0.47%	0.00%
2005	12	0.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.5 BOTSWANA

Surgical and Medical Instruments (US \$ mln): Botswana 1995 - 2005

Year	Botswana	% of Region	% of Globe
1995	14	0.76%	0.00%
1996	14	0.76%	0.00%
1997	14	0.77%	0.00%
1998	15	0.78%	0.00%
1999	15	0.79%	0.00%
2000	16	0.79%	0.00%
2001	16	0.79%	0.00%
2002	17	0.78%	0.00%
2003	17	0.77%	0.00%
2004	18	0.77%	0.00%
2005	18	0.76%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.6 BURKINA FASO

Surgical and Medical Instruments (US \$ mln): Burkina Faso 1995 - 2005

Year	Burkina Faso	% of Region	% of Globe
1995	13	0.71%	0.00%
1996	13	0.70%	0.00%
1997	13	0.70%	0.00%
1998	13	0.70%	0.00%
1999	13	0.69%	0.00%
2000	14	0.69%	0.00%
2001	14	0.69%	0.00%
2002	15	0.70%	0.00%
2003	16	0.70%	0.00%
2004	16	0.70%	0.00%
2005	17	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.7 BURUNDI

Surgical and Medical Instruments (US \$ mln): Burundi 1995 - 2005

Year	Burundi	% of Region	% of Globe
1995	5	0.25%	0.00%
1996	5	0.25%	0.00%
1997	5	0.25%	0.00%
1998	5	0.25%	0.00%
1999	5	0.25%	0.00%
2000	5	0.25%	0.00%
2001	5	0.25%	0.00%
2002	6	0.25%	0.00%
2003	6	0.25%	0.00%
2004	6	0.25%	0.00%
2005	6	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.8 CAMEROON

Surgical and Medical Instruments (US \$ mln): Cameroon 1995 - 2005

Year	Cameroon	% of Region	% of Globe
1995	52	2.89%	0.00%
1996	53	2.90%	0.00%
1997	54	2.91%	0.00%
1998	56	2.93%	0.00%
1999	57	2.94%	0.00%
2000	58	2.95%	0.00%
2001	60	2.94%	0.00%
2002	63	2.93%	0.00%
2003	65	2.92%	0.00%
2004	67	2.90%	0.00%
2005	70	2.89%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.9 CAPE VERDE

Surgical and Medical Instruments (US \$ mln): Cape Verde 1995 - 2005

Year	Cape Verde	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.10 CENTRAL AFRICAN REPUBLIC

Surgical and Medical Instruments (US \$ mln): Central African Republic 1995 - 2005

Year	Central African Republic	% of Region	% of Globe
1995	5	0.28%	0.00%
1996	5	0.28%	0.00%
1997	5	0.28%	0.00%
1998	5	0.28%	0.00%
1999	5	0.27%	0.00%
2000	5	0.27%	0.00%
2001	6	0.27%	0.00%
2002	6	0.28%	0.00%
2003	6	0.28%	0.00%
2004	7	0.28%	0.00%
2005	7	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.11 CHAD

Surgical and Medical Instruments (US \$ mln): Chad 1995 - 2005

Year	Chad	% of Region	% of Globe
1995	5	0.29%	0.00%
1996	5	0.28%	0.00%
1997	5	0.28%	0.00%
1998	5	0.28%	0.00%
1999	5	0.28%	0.00%
2000	6	0.28%	0.00%
2001	6	0.28%	0.00%
2002	6	0.28%	0.00%
2003	6	0.28%	0.00%
2004	7	0.28%	0.00%
2005	7	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.12 COMOROS

Surgical and Medical Instruments (US \$ mln): Comoros 1995 - 2005

Year	Comoros	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.06%	0.00%
2002	1	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.06%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.13 CONGO (FORMERLY ZAIRE)

Surgical and Medical Instruments (US \$ mln): Congo (formerly Zaire) 1995 - 2005

Year	Congo (formerly Zaire)	% of Region	% of Globe
1995	32	1.77%	0.00%
1996	33	1.82%	0.00%
1997	35	1.87%	0.00%
1998	37	1.92%	0.00%
1999	38	1.97%	0.00%
2000	40	2.01%	0.00%
2001	41	1.98%	0.00%
2002	41	1.93%	0.04%
2003	42	1.88%	0.00%
2004	43	1.83%	0.04%
2005	43	1.79%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.14 DJIBOUTI

Surgical and Medical Instruments (US \$ mln): Djibouti 1995 - 2005

Year	Djibouti	% of Region	% of Globe
1995	2	0.10%	0.00%
1996	2	0.10%	0.00%
1997	2	0.10%	0.00%
1998	2	0.10%	0.00%
1999	2	0.11%	0.00%
2000	2	0.11%	0.00%
2001	2	0.11%	0.00%
2002	2	0.10%	0.00%
2003	2	0.10%	0.00%
2004	2	0.10%	0.00%
2005	2	0.10%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.15 EGYPT

Surgical and Medical Instruments (US \$ mln): Egypt 1995 - 2005

Year	Egypt	% of Region	% of Globe
1995	159	8.91%	0.20%
1996	162	8.86%	0.20%
1997	164	8.80%	0.20%
1998	166	8.74%	0.19%
1999	168	8.68%	0.19%
2000	170	8.64%	0.19%
2001	178	8.68%	0.19%
2002	187	8.73%	0.19%
2003	196	8.79%	0.19%
2004	205	8.84%	0.19%
2005	215	8.90%	0.19%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.16 EQUATORIAL GUINEA

Surgical and Medical Instruments (US \$ mln): Equatorial Guinea 1995 - 2005

Year	Equatorial Guinea	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.17 ERITREA

Surgical and Medical Instruments (US \$ mln): Eritrea 1995 - 2005

Year	Eritrea	% of Region	% of Globe
1995	2	0.09%	0.00%
1996	2	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.08%	0.00%
2002	2	0.08%	0.00%
2003	2	0.08%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.18 ETHIOPIA

Surgical and Medical Instruments (US \$ mln): Ethiopia 1995 - 2005

Year	Ethiopia	% of Region	% of Globe
1995	25	1.38%	0.00%
1996	25	1.38%	0.00%
1997	26	1.38%	0.00%
1998	26	1.38%	0.00%
1999	27	1.38%	0.00%
2000	27	1.38%	0.03%
2001	28	1.38%	0.00%
2002	30	1.38%	0.00%
2003	31	1.38%	0.00%
2004	32	1.38%	0.00%
2005	34	1.38%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.19 GABON

Surgical and Medical Instruments (US \$ mln): Gabon 1995 - 2005

Year	Gabon	% of Region	% of Globe
1995	20	1.12%	0.00%
1996	21	1.13%	0.00%
1997	21	1.13%	0.00%
1998	22	1.13%	0.00%
1999	22	1.14%	0.00%
2000	23	1.14%	0.00%
2001	23	1.14%	0.00%
2002	24	1.13%	0.00%
2003	25	1.13%	0.00%
2004	26	1.13%	0.00%
2005	27	1.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.20 GHANA

Surgical and Medical Instruments (US \$ mln): Ghana 1995 - 2005

Year	Ghana	% of Region	% of Globe
1995	27	1.52%	0.03%
1996	27	1.50%	0.00%
1997	28	1.48%	0.03%
1998	28	1.46%	0.00%
1999	28	1.45%	0.00%
2000	28	1.43%	0.00%
2001	30	1.45%	0.00%
2002	31	1.46%	0.00%
2003	33	1.48%	0.00%
2004	35	1.49%	0.00%
2005	37	1.51%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.21 GUINEA

Surgical and Medical Instruments (US \$ mln): Guinea 1995 - 2005

Year	Guinea	% of Region	% of Globe
1995	11	0.64%	0.00%
1996	12	0.63%	0.00%
1997	12	0.63%	0.00%
1998	12	0.63%	0.00%
1999	12	0.62%	0.00%
2000	12	0.62%	0.01%
2001	13	0.62%	0.00%
2002	13	0.63%	0.00%
2003	14	0.63%	0.00%
2004	15	0.63%	0.00%
2005	16	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.22 GUINEA-BISSAU

Surgical and Medical Instruments (US \$ mln): Guinea-Bissau 1995 - 2005

Year	Guinea-Bissau	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.23 IVORY COAST

Surgical and Medical Instruments (US \$ mln): Ivory coast 1995 - 2005

Year	Ivory coast	% of Region	% of Globe
1995	42	2.36%	0.00%
1996	43	2.33%	0.00%
1997	43	2.30%	0.00%
1998	43	2.28%	0.00%
1999	44	2.25%	0.00%
2000	44	2.23%	0.00%
2001	46	2.25%	0.00%
2002	49	2.28%	0.00%
2003	51	2.30%	0.00%
2004	54	2.33%	0.00%
2005	57	2.35%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.24 KENYA

Surgical and Medical Instruments (US \$ mln): Kenya 1995 - 2005

Year	Kenya	% of Region	% of Globe
1995	39	2.17%	0.00%
1996	39	2.15%	0.00%
1997	40	2.12%	0.00%
1998	40	2.10%	0.00%
1999	40	2.07%	0.00%
2000	41	2.05%	0.00%
2001	43	2.07%	0.00%
2002	45	2.10%	0.00%
2003	47	2.12%	0.00%
2004	50	2.14%	0.00%
2005	52	2.16%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.25 LESOTHO

Surgical and Medical Instruments (US \$ mln): Lesotho 1995 - 2005

Year	Lesotho	% of Region	% of Globe
1995	5	0.25%	0.00%
1996	4	0.24%	0.00%
1997	4	0.23%	0.00%
1998	4	0.22%	0.00%
1999	4	0.21%	0.00%
2000	4	0.21%	0.00%
2001	4	0.21%	0.00%
2002	5	0.22%	0.00%
2003	5	0.23%	0.00%
2004	6	0.24%	0.00%
2005	6	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.26 LIBERIA

Surgical and Medical Instruments (US \$ mln): Liberia 1995 - 2005

Year	Liberia	% of Region	% of Globe
1995	4	0.23%	0.00%
1996	4	0.24%	0.00%
1997	5	0.24%	0.00%
1998	5	0.24%	0.00%
1999	5	0.25%	0.00%
2000	5	0.25%	0.00%
2001	5	0.25%	0.00%
2002	5	0.24%	0.00%
2003	5	0.24%	0.00%
2004	6	0.24%	0.00%
2005	6	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.27 LIBYA

Surgical and Medical Instruments (US \$ mln): Libya 1995 - 2005

Year	Libya	% of Region	% of Globe
1995	102	5.69%	0.13%
1996	106	5.78%	0.13%
1997	109	5.87%	0.13%
1998	113	5.96%	0.13%
1999	117	6.05%	0.13%
2000	121	6.12%	0.13%
2001	124	6.06%	0.13%
2002	128	5.97%	0.13%
2003	131	5.88%	0.12%
2004	135	5.80%	0.12%
2005	138	5.71%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.28 MADAGASCAR

Surgical and Medical Instruments (US \$ mln): Madagascar 1995 - 2005

Year	Madagascar	% of Region	% of Globe
1995	12	0.66%	0.00%
1996	12	0.66%	0.00%
1997	12	0.66%	0.00%
1998	13	0.66%	0.00%
1999	13	0.66%	0.00%
2000	13	0.66%	0.00%
2001	14	0.66%	0.00%
2002	14	0.66%	0.01%
2003	15	0.66%	0.00%
2004	15	0.66%	0.00%
2005	16	0.66%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.29 MALAWI

Surgical and Medical Instruments (US \$ mln): Malawi 1995 - 2005

Year	Malawi	% of Region	% of Globe
1995	9	0.47%	0.00%
1996	9	0.46%	0.00%
1997	8	0.45%	0.00%
1998	8	0.44%	0.00%
1999	8	0.42%	0.00%
2000	8	0.42%	0.00%
2001	9	0.42%	0.00%
2002	9	0.43%	0.00%
2003	10	0.45%	0.00%
2004	11	0.46%	0.00%
2005	12	0.47%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.30 MALI

Surgical and Medical Instruments (US \$ mln): Mali 1995 - 2005

Year	Mali	% of Region	% of Globe
1995	11	0.59%	0.00%
1996	11	0.59%	0.00%
1997	11	0.59%	0.00%
1998	11	0.59%	0.00%
1999	12	0.59%	0.00%
2000	12	0.59%	0.01%
2001	12	0.59%	0.00%
2002	13	0.59%	0.00%
2003	13	0.59%	0.01%
2004	14	0.59%	0.01%
2005	14	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.31 MAURITANIA

Surgical and Medical Instruments (US \$ mln): Mauritania 1995 - 2005

Year	Mauritania	% of Region	% of Globe
1995	4	0.24%	0.00%
1996	5	0.24%	0.00%
1997	5	0.24%	0.00%
1998	5	0.24%	0.00%
1999	5	0.24%	0.00%
2000	5	0.24%	0.00%
2001	5	0.24%	0.00%
2002	5	0.24%	0.00%
2003	5	0.24%	0.00%
2004	6	0.24%	0.00%
2005	6	0.24%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.32 MAURITIUS

Surgical and Medical Instruments (US \$ mln): Mauritius 1995 - 2005

Year	Mauritius	% of Region	% of Globe
1995	10	0.55%	0.01%
1996	10	0.55%	0.00%
1997	10	0.55%	0.00%
1998	11	0.55%	0.00%
1999	11	0.55%	0.01%
2000	11	0.55%	0.00%
2001	11	0.55%	0.00%
2002	12	0.55%	0.00%
2003	12	0.55%	0.00%
2004	13	0.55%	0.00%
2005	13	0.55%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.33 MOROCCO

Surgical and Medical Instruments (US \$ mln): Morocco 1995 - 2005

Year	Morocco	% of Region	% of Globe
1995	85	4.74%	0.11%
1996	89	4.86%	0.11%
1997	93	4.98%	0.11%
1998	97	5.11%	0.11%
1999	102	5.24%	0.11%
2000	105	5.34%	0.11%
2001	108	5.25%	0.11%
2002	110	5.12%	0.11%
2003	111	5.00%	0.11%
2004	113	4.89%	0.10%
2005	115	4.77%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.34 MOZAMBIQUE

Surgical and Medical Instruments (US \$ mln): Mozambique 1995 - 2005

Year	Mozambique	% of Region	% of Globe
1995	6	0.33%	0.00%
1996	6	0.33%	0.00%
1997	6	0.34%	0.00%
1998	7	0.34%	0.00%
1999	7	0.35%	0.00%
2000	7	0.36%	0.00%
2001	7	0.35%	0.00%
2002	7	0.34%	0.00%
2003	8	0.34%	0.00%
2004	8	0.33%	0.00%
2005	8	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.35 NAMIBIA

Surgical and Medical Instruments (US \$ mln): Namibia 1995 - 2005

Year	Namibia	% of Region	% of Globe
1995	7	0.41%	0.00%
1996	7	0.41%	0.00%
1997	7	0.40%	0.00%
1998	8	0.39%	0.00%
1999	8	0.39%	0.00%
2000	8	0.38%	0.00%
2001	8	0.38%	0.00%
2002	8	0.39%	0.00%
2003	9	0.40%	0.00%
2004	9	0.40%	0.00%
2005	10	0.41%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.36 NIGER

Surgical and Medical Instruments (US \$ mln): Niger 1995 - 2005

Year	Niger	% of Region	% of Globe
1995	11	0.60%	0.00%
1996	11	0.59%	0.01%
1997	11	0.58%	0.00%
1998	11	0.57%	0.00%
1999	11	0.56%	0.00%
2000	11	0.55%	0.00%
2001	12	0.56%	0.00%
2002	12	0.57%	0.01%
2003	13	0.58%	0.00%
2004	14	0.59%	0.00%
2005	15	0.60%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.37 NIGERIA

Surgical and Medical Instruments (US \$ mln): Nigeria 1995 - 2005

Year	Nigeria	% of Region	% of Globe
1995	121	6.76%	0.15%
1996	124	6.76%	0.15%
1997	126	6.76%	0.15%
1998	129	6.77%	0.15%
1999	131	6.77%	0.15%
2000	134	6.77%	0.15%
2001	139	6.77%	0.14%
2002	145	6.77%	0.14%
2003	151	6.77%	0.14%
2004	157	6.76%	0.14%
2005	163	6.76%	0.14%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.38 REPUBLIC OF CONGO

Surgical and Medical Instruments (US \$ mln): Republic of Congo 1995 - 2005

Year	Republic of Congo	% of Region	% of Globe
1995	10	0.54%	0.00%
1996	10	0.54%	0.00%
1997	10	0.53%	0.00%
1998	10	0.53%	0.00%
1999	10	0.53%	0.00%
2000	11	0.53%	0.00%
2001	11	0.53%	0.00%
2002	11	0.53%	0.00%
2003	12	0.53%	0.00%
2004	13	0.54%	0.00%
2005	13	0.54%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.39 RWANDA

Surgical and Medical Instruments (US \$ mln): Rwanda 1995 - 2005

Year	Rwanda	% of Region	% of Globe
1995	8	0.44%	0.01%
1996	8	0.45%	0.00%
1997	9	0.46%	0.00%
1998	9	0.47%	0.00%
1999	9	0.48%	0.00%
2000	10	0.48%	0.00%
2001	10	0.48%	0.00%
2002	10	0.47%	0.00%
2003	10	0.46%	0.00%
2004	11	0.45%	0.00%
2005	11	0.44%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.40 SAO TOME E PRINCIPE

Surgical and Medical Instruments (US \$ mln): Sao Tome E Principe 1995 - 2005

Year	Sao Tome E Principe	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.41 SENEGAL

Surgical and Medical Instruments (US \$ mln): Senegal 1995 - 2005

Year	Senegal	% of Region	% of Globe
1995	24	1.34%	0.00%
1996	24	1.33%	0.00%
1997	25	1.32%	0.00%
1998	25	1.30%	0.02%
1999	25	1.29%	0.00%
2000	25	1.28%	0.00%
2001	27	1.29%	0.00%
2002	28	1.30%	0.00%
2003	29	1.31%	0.00%
2004	31	1.32%	0.02%
2005	32	1.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.42 SIERRA LEONE

Surgical and Medical Instruments (US \$ mln): Sierra Leone 1995 - 2005

Year	Sierra Leone	% of Region	% of Globe
1995	5	0.25%	0.00%
1996	5	0.26%	0.00%
1997	5	0.26%	0.00%
1998	5	0.27%	0.00%
1999	5	0.27%	0.00%
2000	6	0.28%	0.00%
2001	6	0.27%	0.00%
2002	6	0.27%	0.00%
2003	6	0.26%	0.00%
2004	6	0.26%	0.00%
2005	6	0.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.43 SOMALIA

Surgical and Medical Instruments (US \$ mln): Somalia 1995 - 2005

Year	Somalia	% of Region	% of Globe
1995	5	0.29%	0.00%
1996	5	0.30%	0.00%
1997	6	0.30%	0.00%
1998	6	0.30%	0.00%
1999	6	0.30%	0.00%
2000	6	0.30%	0.00%
2001	6	0.30%	0.00%
2002	6	0.30%	0.00%
2003	7	0.30%	0.00%
2004	7	0.30%	0.00%
2005	7	0.29%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.44 SOUTH AFRICA

Surgical and Medical Instruments (US \$ mln): South Africa 1995 - 2005

Year	South Africa	% of Region	% of Globe
1995	421	23.57%	0.55%
1996	429	23.50%	0.54%
1997	435	23.43%	0.53%
1998	444	23.36%	0.52%
1999	451	23.29%	0.52%
2000	458	23.23%	0.51%
2001	477	23.28%	0.51%
2002	499	23.35%	0.51%
2003	521	23.42%	0.51%
2004	545	23.48%	0.51%
2005	569	23.55%	0.51%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.45 SUDAN

Surgical and Medical Instruments (US \$ mln): Sudan 1995 - 2005

Year	Sudan	% of Region	% of Globe
1995	40	2.21%	0.00%
1996	41	2.24%	0.00%
1997	42	2.27%	0.00%
1998	44	2.31%	0.00%
1999	45	2.34%	0.00%
2000	47	2.36%	0.00%
2001	48	2.34%	0.00%
2002	49	2.31%	0.00%
2003	51	2.28%	0.00%
2004	52	2.25%	0.00%
2005	54	2.22%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.46 SWAZILAND

Surgical and Medical Instruments (US \$ mln): Swaziland 1995 - 2005

Year	Swaziland	% of Region	% of Globe
1995	4	0.19%	0.00%
1996	4	0.19%	0.00%
1997	4	0.19%	0.00%
1998	4	0.19%	0.00%
1999	4	0.19%	0.00%
2000	4	0.19%	0.00%
2001	4	0.19%	0.00%
2002	4	0.19%	0.00%
2003	4	0.19%	0.00%
2004	5	0.19%	0.00%
2005	5	0.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.47 TANZANIA

Surgical and Medical Instruments (US \$ mln): Tanzania 1995 - 2005

Year	Tanzania	% of Region	% of Globe
1995	27	1.48%	0.00%
1996	27	1.48%	0.00%
1997	28	1.48%	0.00%
1998	28	1.48%	0.00%
1999	29	1.48%	0.00%
2000	29	1.48%	0.00%
2001	30	1.48%	0.00%
2002	32	1.48%	0.00%
2003	33	1.48%	0.00%
2004	35	1.48%	0.00%
2005	36	1.48%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.48 THE GAMBIA

Surgical and Medical Instruments (US \$ mln): The Gambia 1995 - 2005

Year	The Gambia	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.49 TOGO

Surgical and Medical Instruments (US \$ mln): Togo 1995 - 2005

Year	Togo	% of Region	% of Globe
1995	7	0.36%	0.00%
1996	7	0.35%	0.00%
1997	7	0.35%	0.00%
1998	7	0.34%	0.00%
1999	7	0.34%	0.00%
2000	7	0.33%	0.00%
2001	7	0.34%	0.00%
2002	7	0.34%	0.00%
2003	8	0.35%	0.00%
2004	8	0.35%	0.00%
2005	9	0.36%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.50 TUNISIA

Surgical and Medical Instruments (US \$ mln): Tunisia 1995 - 2005

Year	Tunisia	% of Region	% of Globe
1995	56	3.15%	0.00%
1996	57	3.13%	0.00%
1997	58	3.10%	0.00%
1998	59	3.07%	0.00%
1999	59	3.05%	0.00%
2000	60	3.03%	0.00%
2001	63	3.05%	0.00%
2002	66	3.07%	0.06%
2003	69	3.10%	0.00%
2004	73	3.12%	0.00%
2005	76	3.15%	0.06%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.51 UGANDA

Surgical and Medical Instruments (US \$ mln): Uganda 1995 - 2005

Year	Uganda	% of Region	% of Globe
1995	24	1.35%	0.00%
1996	24	1.33%	0.00%
1997	24	1.30%	0.00%
1998	24	1.28%	0.00%
1999	24	1.26%	0.00%
2000	25	1.24%	0.00%
2001	26	1.26%	0.00%
2002	27	1.28%	0.00%
2003	29	1.30%	0.00%
2004	31	1.32%	0.00%
2005	33	1.35%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.52 ZAMBIA

Surgical and Medical Instruments (US \$ mln): Zambia 1995 - 2005

Year	Zambia	% of Region	% of Globe
1995	13	0.71%	0.00%
1996	13	0.72%	0.00%
1997	14	0.73%	0.00%
1998	14	0.74%	0.00%
1999	15	0.75%	0.00%
2000	15	0.75%	0.00%
2001	15	0.75%	0.00%
2002	16	0.74%	0.00%
2003	16	0.73%	0.00%
2004	17	0.72%	0.00%
2005	17	0.71%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

2.53 ZIMBABWE

Surgical and Medical Instruments (US \$ mln): Zimbabwe 1995 - 2005

Year	Zimbabwe	% of Region	% of Globe
1995	22	1.24%	0.00%
1996	23	1.26%	0.00%
1997	24	1.29%	0.00%
1998	25	1.31%	0.00%
1999	26	1.33%	0.00%
2000	27	1.35%	0.00%
2001	27	1.34%	0.00%
2002	28	1.31%	0.00%
2003	29	1.29%	0.00%
2004	30	1.27%	0.00%
2005	30	1.25%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

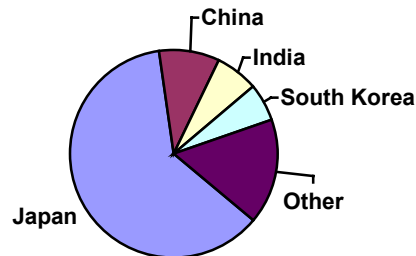
3 ASIA: SURGICAL AND MEDICAL INSTRUMENTS

3.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in Asia (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Asia
Japan	11,819	61.59%
China	1,851	9.64%
India	1,278	6.66%
South Korea	1,083	5.64%
Taiwan	763	3.97%
Indonesia	494	2.57%
Thailand	414	2.15%
Hong Kong	304	1.58%
Malaysia	224	1.16%
Philippines	216	1.12%
Singapore	170	0.88%
Burma	148	0.77%
North Korea	120	0.62%
Bangladesh	95	0.49%
Vietnam	68	0.35%
Sri Lanka	33	0.17%
Brunei	32	0.16%
Papua New Guinea	16	0.00%
Mongolia	16	0.00%
Nepal	15	0.00%
Cambodia	11	0.00%
Macau	10	0.00%
Laos	5	0.00%
Seychelles	1	0.00%
Bhutan	1	0.00%
Other	1	0.48%
Total	19,187	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in Asia (US \$ mln): 2000

The Market for Surgical and Medical Instruments in Asia: 1995 - 2005

Year	US \$ mln	% of Globe
1995	17,446.83	22.99
1996	17,833.95	22.67
1997	18,113.43	22.39
1998	18,524.95	22.07
1999	18,841.94	21.78
2000	19,186.86	21.54
2001	19,938.40	21.47
2002	20,792.77	21.44
2003	21,689.48	21.41
2004	22,630.90	21.37
2005	23,619.54	21.35

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.2 BANGLADESH

Surgical and Medical Instruments (US \$ mln): Bangladesh 1995 - 2005

Year	Bangladesh	% of Region	% of Globe
1995	90	0.51%	0.11%
1996	91	0.51%	0.11%
1997	92	0.50%	0.11%
1998	93	0.50%	0.11%
1999	94	0.49%	0.10%
2000	95	0.49%	0.10%
2001	99	0.49%	0.10%
2002	104	0.50%	0.10%
2003	110	0.50%	0.10%
2004	115	0.50%	0.10%
2005	121	0.51%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.3 BHUTAN

Surgical and Medical Instruments (US \$ mln): Bhutan 1995 - 2005

Year	Bhutan	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.4 BRUNEI

Surgical and Medical Instruments (US \$ mln): Brunei 1995 - 2005

Year	Brunei	% of Region	% of Globe
1995	28	0.16%	0.00%
1996	29	0.16%	0.00%
1997	29	0.16%	0.03%
1998	30	0.16%	0.00%
1999	31	0.16%	0.00%
2000	32	0.16%	0.03%
2001	33	0.16%	0.00%
2002	34	0.16%	0.00%
2003	35	0.16%	0.00%
2004	37	0.16%	0.00%
2005	38	0.16%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.5 BURMA

Surgical and Medical Instruments (US \$ mln): Burma 1995 - 2005

Year	Burma	% of Region	% of Globe
1995	146	0.83%	0.19%
1996	147	0.82%	0.18%
1997	147	0.80%	0.18%
1998	147	0.79%	0.17%
1999	147	0.78%	0.17%
2000	148	0.77%	0.16%
2001	156	0.78%	0.16%
2002	165	0.79%	0.17%
2003	175	0.80%	0.17%
2004	185	0.81%	0.17%
2005	197	0.83%	0.17%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.6 CAMBODIA

Surgical and Medical Instruments (US \$ mln): Cambodia 1995 - 2005

Year	Cambodia	% of Region	% of Globe
1995	11	0.00%	0.00%
1996	11	0.00%	0.00%
1997	11	0.05%	0.00%
1998	11	0.00%	0.01%
1999	11	0.00%	0.00%
2000	11	0.00%	0.00%
2001	11	0.00%	0.00%
2002	12	0.00%	0.00%
2003	13	0.00%	0.00%
2004	14	0.00%	0.01%
2005	14	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.7 CHINA

Surgical and Medical Instruments (US \$ mln): China 1995 - 2005

Year	China	% of Region	% of Globe
1995	1,925	11.03%	2.53%
1996	1,914	10.72%	2.43%
1997	1,890	10.43%	2.33%
1998	1,879	10.14%	2.23%
1999	1,857	9.85%	2.14%
2000	1,851	9.64%	2.07%
2001	1,963	9.84%	2.11%
2002	2,103	10.11%	2.16%
2003	2,253	10.38%	2.22%
2004	2,414	10.66%	2.27%
2005	2,586	10.94%	2.33%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.8 HONG KONG

Surgical and Medical Instruments (US \$ mln): Hong Kong 1995 - 2005

Year	Hong Kong	% of Region	% of Globe
1995	290	1.66%	0.38%
1996	294	1.64%	0.37%
1997	295	1.63%	0.36%
1998	299	1.61%	0.35%
1999	301	1.59%	0.34%
2000	304	1.58%	0.34%
2001	318	1.59%	0.34%
2002	335	1.61%	0.34%
2003	353	1.62%	0.34%
2004	372	1.64%	0.35%
2005	392	1.66%	0.35%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.9 INDIA

Surgical and Medical Instruments (US \$ mln): India 1995 - 2005

Year	India	% of Region	% of Globe
1995	1,232	7.06%	1.62%
1996	1,245	6.98%	1.58%
1997	1,249	6.89%	1.54%
1998	1,262	6.81%	1.50%
1999	1,268	6.72%	1.46%
2000	1,278	6.66%	1.43%
2001	1,341	6.72%	1.44%
2002	1,415	6.80%	1.45%
2003	1,493	6.88%	1.47%
2004	1,576	6.96%	1.48%
2005	1,663	7.03%	1.50%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.10 INDONESIA

Surgical and Medical Instruments (US \$ mln): Indonesia 1995 - 2005

Year	Indonesia	% of Region	% of Globe
1995	491	2.81%	0.64%
1996	493	2.76%	0.62%
1997	492	2.71%	0.60%
1998	493	2.66%	0.58%
1999	492	2.61%	0.56%
2000	494	2.57%	0.55%
2001	520	2.61%	0.56%
2002	553	2.65%	0.56%
2003	587	2.70%	0.57%
2004	623	2.75%	0.58%
2005	662	2.80%	0.59%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.11 JAPAN

Surgical and Medical Instruments (US \$ mln): Japan 1995 - 2005

Year	Japan	% of Region	% of Globe
1995	10,085	57.80%	13.28%
1996	10,454	58.61%	13.29%
1997	10,763	59.42%	13.30%
1998	11,156	60.22%	13.29%
1999	11,496	61.01%	13.28%
2000	11,819	61.59%	13.26%
2001	12,171	61.04%	13.10%
2002	12,538	60.30%	12.92%
2003	12,916	59.54%	12.74%
2004	13,305	58.79%	12.56%
2005	13,706	58.02%	12.38%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.12 LAOS

Surgical and Medical Instruments (US \$ mln): Laos 1995 - 2005

Year	Laos	% of Region	% of Globe
1995	5	0.02%	0.00%
1996	5	0.00%	0.00%
1997	5	0.02%	0.00%
1998	5	0.02%	0.00%
1999	5	0.02%	0.00%
2000	5	0.00%	0.00%
2001	5	0.00%	0.00%
2002	6	0.00%	0.00%
2003	6	0.00%	0.00%
2004	6	0.00%	0.00%
2005	7	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.13 MACAU

Surgical and Medical Instruments (US \$ mln): Macau 1995 - 2005

Year	Macau	% of Region	% of Globe
1995	10	0.00%	0.00%
1996	10	0.00%	0.00%
1997	10	0.00%	0.00%
1998	10	0.00%	0.00%
1999	10	0.00%	0.01%
2000	10	0.00%	0.00%
2001	11	0.00%	0.00%
2002	11	0.00%	0.00%
2003	12	0.00%	0.00%
2004	13	0.00%	0.00%
2005	13	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.14 MALAYSIA

Surgical and Medical Instruments (US \$ mln): Malaysia 1995 - 2005

Year	Malaysia	% of Region	% of Globe
1995	231	1.32%	0.30%
1996	230	1.29%	0.29%
1997	228	1.25%	0.28%
1998	227	1.22%	0.26%
1999	224	1.18%	0.25%
2000	224	1.16%	0.25%
2001	237	1.18%	0.25%
2002	254	1.21%	0.26%
2003	271	1.25%	0.26%
2004	291	1.28%	0.27%
2005	311	1.31%	0.28%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.15 MALDIVES

Surgical and Medical Instruments (US \$ mln): Maldives 1995 - 2005

Year	Maldives	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.16 MONGOLIA

Surgical and Medical Instruments (US \$ mln): Mongolia 1995 - 2005

Year	Mongolia	% of Region	% of Globe
1995	15	0.00%	0.00%
1996	15	0.00%	0.00%
1997	15	0.00%	0.00%
1998	15	0.00%	0.00%
1999	15	0.00%	0.00%
2000	16	0.00%	0.00%
2001	16	0.00%	0.00%
2002	17	0.00%	0.00%
2003	18	0.00%	0.00%
2004	19	0.00%	0.00%
2005	20	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.17 NEPAL

Surgical and Medical Instruments (US \$ mln): Nepal 1995 - 2005

Year	Nepal	% of Region	% of Globe
1995	13	0.00%	0.01%
1996	14	0.00%	0.00%
1997	14	0.00%	0.01%
1998	14	0.00%	0.00%
1999	15	0.07%	0.00%
2000	15	0.00%	0.01%
2001	15	0.00%	0.00%
2002	16	0.00%	0.00%
2003	17	0.07%	0.00%
2004	17	0.00%	0.00%
2005	18	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.18 NORTH KOREA

Surgical and Medical Instruments (US \$ mln): North Korea 1995 - 2005

Year	North Korea	% of Region	% of Globe
1995	98	0.55%	0.12%
1996	102	0.57%	0.13%
1997	106	0.58%	0.13%
1998	111	0.60%	0.13%
1999	116	0.61%	0.13%
2000	120	0.62%	0.13%
2001	123	0.61%	0.13%
2002	125	0.60%	0.12%
2003	128	0.58%	0.12%
2004	130	0.57%	0.12%
2005	133	0.56%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.19 PAPUA NEW GUINEA

Surgical and Medical Instruments (US \$ mln): Papua New Guinea 1995 - 2005

Year	Papua New Guinea	% of Region	% of Globe
1995	13	0.07%	0.00%
1996	13	0.00%	0.00%
1997	14	0.00%	0.00%
1998	15	0.00%	0.00%
1999	15	0.07%	0.00%
2000	16	0.00%	0.00%
2001	16	0.00%	0.00%
2002	16	0.00%	0.00%
2003	17	0.00%	0.01%
2004	17	0.07%	0.00%
2005	18	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.20 PHILIPPINES

Surgical and Medical Instruments (US \$ mln): Philippines 1995 - 2005

Year	Philippines	% of Region	% of Globe
1995	206	1.18%	0.27%
1996	209	1.16%	0.26%
1997	210	1.15%	0.25%
1998	213	1.14%	0.25%
1999	214	1.13%	0.24%
2000	216	1.12%	0.24%
2001	227	1.13%	0.24%
2002	238	1.14%	0.24%
2003	251	1.15%	0.24%
2004	264	1.16%	0.24%
2005	278	1.17%	0.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.21 SEYCHELLES

Surgical and Medical Instruments (US \$ mln): Seychelles 1995 - 2005

Year	Seychelles	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.22 SINGAPORE

Surgical and Medical Instruments (US \$ mln): Singapore 1995 - 2005

Year	Singapore	% of Region	% of Globe
1995	173	0.98%	0.22%
1996	172	0.96%	0.21%
1997	171	0.94%	0.21%
1998	171	0.92%	0.20%
1999	170	0.90%	0.19%
2000	170	0.88%	0.19%
2001	179	0.89%	0.19%
2002	191	0.91%	0.19%
2003	204	0.94%	0.20%
2004	218	0.96%	0.20%
2005	232	0.98%	0.20%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.23 SOUTH KOREA

Surgical and Medical Instruments (US \$ mln): South Korea 1995 - 2005

Year	South Korea	% of Region	% of Globe
1995	1,121	6.42%	1.47%
1996	1,116	6.25%	1.41%
1997	1,103	6.09%	1.36%
1998	1,098	5.92%	1.30%
1999	1,086	5.76%	1.25%
2000	1,083	5.64%	1.21%
2001	1,148	5.75%	1.23%
2002	1,229	5.91%	1.26%
2003	1,315	6.06%	1.29%
2004	1,408	6.22%	1.32%
2005	1,507	6.37%	1.36%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.24 SRI LANKA

Surgical and Medical Instruments (US \$ mln): Sri Lanka 1995 - 2005

Year	Sri Lanka	% of Region	% of Globe
1995	31	0.17%	0.00%
1996	32	0.17%	0.00%
1997	32	0.17%	0.00%
1998	32	0.17%	0.00%
1999	32	0.17%	0.00%
2000	33	0.17%	0.00%
2001	34	0.17%	0.00%
2002	36	0.17%	0.00%
2003	38	0.17%	0.03%
2004	40	0.17%	0.00%
2005	42	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.25 TAIWAN

Surgical and Medical Instruments (US \$ mln): Taiwan 1995 - 2005

Year	Taiwan	% of Region	% of Globe
1995	741	4.24%	0.97%
1996	747	4.19%	0.95%
1997	749	4.13%	0.92%
1998	755	4.07%	0.89%
1999	757	4.01%	0.87%
2000	763	3.97%	0.85%
2001	801	4.01%	0.86%
2002	846	4.07%	0.87%
2003	895	4.12%	0.88%
2004	946	4.17%	0.89%
2005	999	4.23%	0.90%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.26 THAILAND

Surgical and Medical Instruments (US \$ mln): Thailand 1995 - 2005

Year	Thailand	% of Region	% of Globe
1995	419	2.40%	0.55%
1996	419	2.34%	0.53%
1997	416	2.29%	0.51%
1998	416	2.24%	0.49%
1999	413	2.19%	0.47%
2000	414	2.15%	0.46%
2001	437	2.19%	0.47%
2002	466	2.23%	0.48%
2003	496	2.28%	0.48%
2004	529	2.33%	0.49%
2005	563	2.38%	0.50%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

3.27 VIETNAM

Surgical and Medical Instruments (US \$ mln): Vietnam 1995 - 2005

Year	Vietnam	% of Region	% of Globe
1995	70	0.40%	0.00%
1996	70	0.39%	0.00%
1997	69	0.38%	0.00%
1998	69	0.37%	0.00%
1999	69	0.36%	0.07%
2000	68	0.35%	0.00%
2001	72	0.36%	0.00%
2002	77	0.37%	0.00%
2003	83	0.38%	0.00%
2004	88	0.39%	0.00%
2005	95	0.40%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

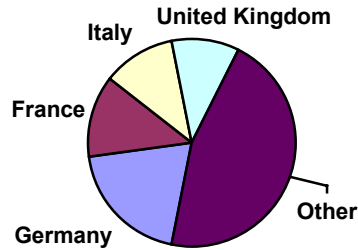
4 EUROPE: SURGICAL AND MEDICAL INSTRUMENTS

4.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in Europe (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Europe
Germany	6,380	19.60%
France	4,185	12.85%
Italy	3,717	11.42%
United Kingdom	3,431	10.54%
Russia	3,044	9.35%
Spain	1,837	5.64%
Netherlands	1,012	3.10%
Ukraine	861	2.64%
Switzerland	857	2.63%
Sweden	782	2.40%
Belgium	685	2.10%
Norway	677	2.08%
Poland	596	1.83%
Austria	571	1.75%
Finland	472	1.44%
Denmark	444	1.36%
Portugal	309	0.94%
Greece	302	0.92%
Romania	277	0.85%
Czech Republic	264	0.81%
Kazakhstan	231	0.70%
Belarus	214	0.65%
Hungary	190	0.58%
Ireland	151	0.46%
Slovakia	116	0.35%
Other	927	3.01%
Total	32,532	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in Europe (US \$ mln): 2000

The Market for Surgical and Medical Instruments in Europe: 1995 - 2005

Year	US \$ mln	% of Globe
1995	29,082.18	38.32
1996	29,849.94	37.95
1997	30,435.18	37.62
1998	31,241.31	37.22
1999	31,885.39	36.86
2000	32,548.73	36.54
2001	33,745.42	36.34
2002	35,077.62	36.17
2003	36,465.23	35.99
2004	37,910.65	35.81
2005	39,416.37	35.62

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.2 ALBANIA

Surgical and Medical Instruments (US \$ mln): Albania 1995 - 2005

Year	Albania	% of Region	% of Globe
1995	15	0.00%	0.00%
1996	15	0.00%	0.00%
1997	15	0.00%	0.00%
1998	15	0.00%	0.00%
1999	15	0.00%	0.00%
2000	16	0.00%	0.00%
2001	16	0.00%	0.00%
2002	17	0.00%	0.00%
2003	18	0.00%	0.00%
2004	19	0.05%	0.01%
2005	20	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.3 ANDORRA

Surgical and Medical Instruments (US \$ mln): Andorra 1995 - 2005

Year	Andorra	% of Region	% of Globe
1995	3	0.00%	0.00%
1996	3	0.00%	0.00%
1997	3	0.00%	0.00%
1998	3	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.00%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	4	0.00%	0.00%
2005	4	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.4 AUSTRIA

Surgical and Medical Instruments (US \$ mln): Austria 1995 - 2005

Year	Austria	% of Region	% of Globe
1995	513	1.76%	0.67%
1996	526	1.76%	0.66%
1997	536	1.75%	0.66%
1998	549	1.75%	0.65%
1999	560	1.75%	0.64%
2000	571	1.75%	0.64%
2001	592	1.75%	0.63%
2002	617	1.75%	0.63%
2003	642	1.75%	0.63%
2004	668	1.76%	0.63%
2005	695	1.76%	0.62%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.5 BELARUS

Surgical and Medical Instruments (US \$ mln): Belarus 1995 - 2005

Year	Belarus	% of Region	% of Globe
1995	167	0.57%	0.22%
1996	176	0.59%	0.22%
1997	185	0.60%	0.22%
1998	196	0.62%	0.23%
1999	205	0.64%	0.23%
2000	214	0.65%	0.24%
2001	218	0.64%	0.23%
2002	220	0.62%	0.22%
2003	223	0.61%	0.21%
2004	226	0.59%	0.21%
2005	228	0.57%	0.20%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.6 BELGIUM

Surgical and Medical Instruments (US \$ mln): Belgium 1995 - 2005

Year	Belgium	% of Region	% of Globe
1995	613	2.10%	0.80%
1996	629	2.10%	0.80%
1997	641	2.10%	0.79%
1998	658	2.10%	0.78%
1999	671	2.10%	0.77%
2000	685	2.10%	0.76%
2001	710	2.10%	0.76%
2002	739	2.10%	0.76%
2003	768	2.10%	0.75%
2004	799	2.10%	0.75%
2005	831	2.10%	0.75%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.7 BOSNIA AND HERZEGOVINA

Surgical and Medical Instruments (US \$ mln): Bosnia and Herzegovina 1995 - 2005

Year	Bosnia and Herzegovina	% of Region	% of Globe
1995	37	0.12%	0.00%
1996	39	0.12%	0.00%
1997	40	0.13%	0.00%
1998	41	0.13%	0.00%
1999	43	0.13%	0.00%
2000	44	0.13%	0.00%
2001	45	0.13%	0.00%
2002	46	0.13%	0.04%
2003	48	0.13%	0.00%
2004	49	0.12%	0.00%
2005	51	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.8 BULGARIA

Surgical and Medical Instruments (US \$ mln): Bulgaria 1995 - 2005

Year	Bulgaria	% of Region	% of Globe
1995	103	0.35%	0.13%
1996	106	0.35%	0.13%
1997	108	0.35%	0.13%
1998	111	0.35%	0.13%
1999	113	0.35%	0.13%
2000	115	0.35%	0.12%
2001	119	0.35%	0.12%
2002	124	0.35%	0.12%
2003	129	0.35%	0.12%
2004	134	0.35%	0.12%
2005	140	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.9 CROATIA

Surgical and Medical Instruments (US \$ mln): Croatia 1995 - 2005

Year	Croatia	% of Region	% of Globe
1995	95	0.32%	0.12%
1996	98	0.32%	0.12%
1997	100	0.32%	0.12%
1998	103	0.32%	0.12%
1999	105	0.33%	0.12%
2000	108	0.33%	0.12%
2001	111	0.33%	0.12%
2002	115	0.32%	0.11%
2003	120	0.32%	0.11%
2004	124	0.32%	0.11%
2005	128	0.32%	0.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.10 CYPRUS

Surgical and Medical Instruments (US \$ mln): Cyprus 1995 - 2005

Year	Cyprus	% of Region	% of Globe
1995	21	0.00%	0.00%
1996	21	0.07%	0.00%
1997	22	0.00%	0.00%
1998	22	0.00%	0.00%
1999	23	0.00%	0.00%
2000	23	0.00%	0.00%
2001	24	0.00%	0.00%
2002	25	0.00%	0.00%
2003	26	0.07%	0.00%
2004	27	0.00%	0.00%
2005	28	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.11 CZECH REPUBLIC

Surgical and Medical Instruments (US \$ mln): Czech Republic 1995 - 2005

Year	Czech Republic	% of Region	% of Globe
1995	253	0.86%	0.33%
1996	256	0.85%	0.32%
1997	257	0.84%	0.31%
1998	260	0.83%	0.30%
1999	262	0.82%	0.30%
2000	264	0.81%	0.29%
2001	277	0.82%	0.29%
2002	292	0.83%	0.30%
2003	307	0.84%	0.30%
2004	324	0.85%	0.30%
2005	341	0.86%	0.30%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.12 DENMARK

Surgical and Medical Instruments (US \$ mln): Denmark 1995 - 2005

Year	Denmark	% of Region	% of Globe
1995	405	1.39%	0.53%
1996	414	1.38%	0.52%
1997	420	1.38%	0.51%
1998	429	1.37%	0.51%
1999	436	1.36%	0.50%
2000	444	1.36%	0.49%
2001	462	1.36%	0.49%
2002	482	1.37%	0.49%
2003	503	1.38%	0.49%
2004	525	1.38%	0.49%
2005	549	1.39%	0.49%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.13 ESTONIA

Surgical and Medical Instruments (US \$ mln): Estonia 1995 - 2005

Year	Estonia	% of Region	% of Globe
1995	33	0.11%	0.00%
1996	33	0.11%	0.00%
1997	33	0.10%	0.00%
1998	34	0.10%	0.00%
1999	34	0.10%	0.00%
2000	34	0.10%	0.00%
2001	36	0.10%	0.00%
2002	38	0.10%	0.00%
2003	40	0.10%	0.00%
2004	42	0.11%	0.00%
2005	44	0.11%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.14 FINLAND

Surgical and Medical Instruments (US \$ mln): Finland 1995 - 2005

Year	Finland	% of Region	% of Globe
1995	451	1.55%	0.59%
1996	457	1.52%	0.58%
1997	459	1.50%	0.56%
1998	464	1.48%	0.55%
1999	467	1.46%	0.54%
2000	472	1.44%	0.52%
2001	494	1.46%	0.53%
2002	521	1.48%	0.53%
2003	549	1.50%	0.54%
2004	578	1.52%	0.54%
2005	609	1.54%	0.55%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.15 FRANCE

Surgical and Medical Instruments (US \$ mln): France 1995 - 2005

Year	France	% of Region	% of Globe
1995	3,759	12.92%	4.95%
1996	3,854	12.91%	4.90%
1997	3,926	12.89%	4.85%
1998	4,026	12.88%	4.79%
1999	4,104	12.87%	4.74%
2000	4,185	12.85%	4.69%
2001	4,343	12.86%	4.67%
2002	4,519	12.88%	4.65%
2003	4,703	12.89%	4.64%
2004	4,894	12.90%	4.62%
2005	5,093	12.92%	4.60%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.16 GEORGIA

Surgical and Medical Instruments (US \$ mln): Georgia 1995 - 2005

Year	Georgia	% of Region	% of Globe
1995	67	0.22%	0.00%
1996	71	0.23%	0.00%
1997	74	0.24%	0.00%
1998	79	0.25%	0.09%
1999	83	0.25%	0.09%
2000	86	0.26%	0.00%
2001	88	0.25%	0.00%
2002	88	0.25%	0.00%
2003	89	0.24%	0.00%
2004	90	0.23%	0.00%
2005	91	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.17 GERMANY

Surgical and Medical Instruments (US \$ mln): Germany 1995 - 2005

Year	Germany	% of Region	% of Globe
1995	5,647	19.41%	7.44%
1996	5,808	19.45%	7.38%
1997	5,934	19.49%	7.33%
1998	6,104	19.53%	7.27%
1999	6,241	19.57%	7.21%
2000	6,380	19.60%	7.16%
2001	6,606	19.57%	7.11%
2002	6,854	19.54%	7.06%
2003	7,112	19.50%	7.01%
2004	7,380	19.46%	6.97%
2005	7,658	19.42%	6.92%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.18 GREECE

Surgical and Medical Instruments (US \$ mln): Greece 1995 - 2005

Year	Greece	% of Region	% of Globe
1995	266	0.91%	0.35%
1996	274	0.91%	0.34%
1997	280	0.92%	0.34%
1998	288	0.92%	0.34%
1999	295	0.92%	0.34%
2000	302	0.92%	0.33%
2001	312	0.92%	0.33%
2002	324	0.92%	0.33%
2003	336	0.92%	0.33%
2004	348	0.91%	0.32%
2005	361	0.91%	0.32%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.19 HUNGARY

Surgical and Medical Instruments (US \$ mln): Hungary 1995 - 2005

Year	Hungary	% of Region	% of Globe
1995	196	0.67%	0.25%
1996	195	0.65%	0.24%
1997	193	0.63%	0.23%
1998	192	0.61%	0.22%
1999	190	0.59%	0.21%
2000	190	0.58%	0.21%
2001	201	0.59%	0.21%
2002	215	0.61%	0.22%
2003	230	0.63%	0.22%
2004	246	0.64%	0.23%
2005	264	0.66%	0.23%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.20 ICELAND

Surgical and Medical Instruments (US \$ mln): Iceland 1995 - 2005

Year	Iceland	% of Region	% of Globe
1995	21	0.07%	0.00%
1996	21	0.07%	0.00%
1997	22	0.00%	0.02%
1998	22	0.00%	0.00%
1999	23	0.00%	0.00%
2000	23	0.00%	0.00%
2001	24	0.00%	0.00%
2002	25	0.00%	0.00%
2003	26	0.00%	0.02%
2004	27	0.00%	0.00%
2005	28	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.21 IRELAND

Surgical and Medical Instruments (US \$ mln): Ireland 1995 - 2005

Year	Ireland	% of Region	% of Globe
1995	149	0.51%	0.19%
1996	150	0.50%	0.19%
1997	150	0.49%	0.18%
1998	151	0.48%	0.17%
1999	151	0.47%	0.17%
2000	151	0.46%	0.16%
2001	159	0.47%	0.17%
2002	169	0.48%	0.17%
2003	179	0.49%	0.17%
2004	190	0.50%	0.17%
2005	201	0.51%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.22 ITALY

Surgical and Medical Instruments (US \$ mln): Italy 1995 - 2005

Year	Italy	% of Region	% of Globe
1995	3,404	11.70%	4.48%
1996	3,476	11.64%	4.41%
1997	3,526	11.58%	4.35%
1998	3,601	11.52%	4.29%
1999	3,656	11.46%	4.22%
2000	3,717	11.42%	4.17%
2001	3,869	11.46%	4.16%
2002	4,041	11.52%	4.16%
2003	4,222	11.57%	4.16%
2004	4,410	11.63%	4.16%
2005	4,607	11.68%	4.16%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.23 KAZAKHSTAN

Surgical and Medical Instruments (US \$ mln): Kazakhstan 1995 - 2005

Year	Kazakhstan	% of Region	% of Globe
1995	181	0.62%	0.23%
1996	191	0.64%	0.24%
1997	200	0.65%	0.24%
1998	211	0.67%	0.25%
1999	221	0.69%	0.25%
2000	231	0.70%	0.25%
2001	235	0.69%	0.25%
2002	238	0.67%	0.24%
2003	241	0.66%	0.23%
2004	244	0.64%	0.23%
2005	248	0.62%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.24 LATVIA

Surgical and Medical Instruments (US \$ mln): Latvia 1995 - 2005

Year	Latvia	% of Region	% of Globe
1995	51	0.17%	0.00%
1996	53	0.17%	0.00%
1997	54	0.17%	0.00%
1998	57	0.18%	0.00%
1999	59	0.18%	0.00%
2000	60	0.18%	0.00%
2001	62	0.18%	0.00%
2002	64	0.18%	0.00%
2003	65	0.17%	0.00%
2004	67	0.17%	0.00%
2005	69	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.25 LIECHTENSTEIN

Surgical and Medical Instruments (US \$ mln): Liechtenstein 1995 - 2005

Year	Liechtenstein	% of Region	% of Globe
1995	3	0.00%	0.00%
1996	3	0.00%	0.00%
1997	3	0.00%	0.00%
1998	3	0.00%	0.00%
1999	3	0.00%	0.00%
2000	3	0.00%	0.00%
2001	3	0.00%	0.00%
2002	3	0.00%	0.00%
2003	3	0.00%	0.00%
2004	4	0.00%	0.00%
2005	4	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.26 LITHUANIA

Surgical and Medical Instruments (US \$ mln): Lithuania 1995 - 2005

Year	Lithuania	% of Region	% of Globe
1995	67	0.22%	0.00%
1996	69	0.23%	0.00%
1997	71	0.23%	0.00%
1998	73	0.23%	0.08%
1999	75	0.23%	0.00%
2000	77	0.23%	0.08%
2001	79	0.23%	0.00%
2002	82	0.23%	0.00%
2003	85	0.23%	0.00%
2004	88	0.23%	0.08%
2005	91	0.23%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.27 LUXEMBOURG

Surgical and Medical Instruments (US \$ mln): Luxembourg 1995 - 2005

Year	Luxembourg	% of Region	% of Globe
1995	38	0.13%	0.00%
1996	39	0.13%	0.00%
1997	40	0.12%	0.04%
1998	40	0.12%	0.00%
1999	41	0.12%	0.00%
2000	42	0.12%	0.00%
2001	44	0.12%	0.00%
2002	45	0.12%	0.00%
2003	47	0.12%	0.04%
2004	49	0.12%	0.00%
2005	51	0.13%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.28 MACEDONIA

Surgical and Medical Instruments (US \$ mln): Macedonia 1995 - 2005

Year	Macedonia	% of Region	% of Globe
1995	23	0.00%	0.00%
1996	23	0.00%	0.00%
1997	23	0.00%	0.00%
1998	24	0.00%	0.00%
1999	24	0.00%	0.02%
2000	24	0.00%	0.00%
2001	25	0.00%	0.00%
2002	26	0.00%	0.02%
2003	28	0.07%	0.00%
2004	29	0.00%	0.02%
2005	30	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.29 MALTA

Surgical and Medical Instruments (US \$ mln): Malta 1995 - 2005

Year	Malta	% of Region	% of Globe
1995	10	0.03%	0.00%
1996	10	0.00%	0.00%
1997	10	0.00%	0.00%
1998	10	0.00%	0.00%
1999	10	0.00%	0.00%
2000	10	0.00%	0.00%
2001	10	0.00%	0.00%
2002	11	0.00%	0.00%
2003	12	0.03%	0.00%
2004	12	0.00%	0.00%
2005	13	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.30 MOLDOVA

Surgical and Medical Instruments (US \$ mln): Moldova 1995 - 2005

Year	Moldova	% of Region	% of Globe
1995	51	0.17%	0.06%
1996	53	0.17%	0.00%
1997	55	0.18%	0.00%
1998	58	0.18%	0.00%
1999	60	0.18%	0.00%
2000	62	0.18%	0.00%
2001	63	0.18%	0.00%
2002	65	0.18%	0.00%
2003	66	0.18%	0.00%
2004	68	0.17%	0.00%
2005	69	0.17%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.31 MONACO

Surgical and Medical Instruments (US \$ mln): Monaco 1995 - 2005

Year	Monaco	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.32 NETHERLANDS

Surgical and Medical Instruments (US \$ mln): Netherlands 1995 - 2005

Year	Netherlands	% of Region	% of Globe
1995	911	3.13%	1.20%
1996	934	3.12%	1.18%
1997	951	3.12%	1.17%
1998	974	3.11%	1.16%
1999	993	3.11%	1.14%
2000	1,012	3.10%	1.13%
2001	1,051	3.11%	1.13%
2002	1,094	3.11%	1.12%
2003	1,139	3.12%	1.12%
2004	1,186	3.12%	1.11%
2005	1,235	3.13%	1.11%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.33 NORWAY

Surgical and Medical Instruments (US \$ mln): Norway 1995 - 2005

Year	Norway	% of Region	% of Globe
1995	640	2.20%	0.84%
1996	649	2.17%	0.82%
1997	654	2.15%	0.80%
1998	664	2.12%	0.79%
1999	670	2.10%	0.77%
2000	677	2.08%	0.76%
2001	708	2.09%	0.76%
2002	745	2.12%	0.76%
2003	783	2.14%	0.77%
2004	823	2.16%	0.77%
2005	865	2.19%	0.78%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.34 POLAND

Surgical and Medical Instruments (US \$ mln): Poland 1995 - 2005

Year	Poland	% of Region	% of Globe
1995	584	2.00%	0.76%
1996	588	1.97%	0.74%
1997	588	1.93%	0.72%
1998	592	1.89%	0.70%
1999	593	1.85%	0.68%
2000	596	1.83%	0.66%
2001	627	1.85%	0.67%
2002	664	1.89%	0.68%
2003	703	1.92%	0.69%
2004	744	1.96%	0.70%
2005	787	1.99%	0.71%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.35 PORTUGAL

Surgical and Medical Instruments (US \$ mln): Portugal 1995 - 2005

Year	Portugal	% of Region	% of Globe
1995	280	0.96%	0.36%
1996	287	0.96%	0.36%
1997	291	0.95%	0.36%
1998	298	0.95%	0.35%
1999	303	0.95%	0.35%
2000	309	0.94%	0.34%
2001	321	0.95%	0.34%
2002	335	0.95%	0.34%
2003	349	0.95%	0.34%
2004	364	0.95%	0.34%
2005	379	0.96%	0.34%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.36 ROMANIA

Surgical and Medical Instruments (US \$ mln): Romania 1995 - 2005

Year	Romania	% of Region	% of Globe
1995	267	0.91%	0.35%
1996	270	0.90%	0.34%
1997	271	0.89%	0.33%
1998	274	0.87%	0.32%
1999	275	0.86%	0.31%
2000	277	0.85%	0.31%
2001	291	0.86%	0.31%
2002	307	0.87%	0.31%
2003	324	0.88%	0.31%
2004	342	0.90%	0.32%
2005	360	0.91%	0.32%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.37 RUSSIA

Surgical and Medical Instruments (US \$ mln): Russia 1995 - 2005

Year	Russia	% of Region	% of Globe
1995	2,495	8.57%	3.28%
1996	2,609	8.73%	3.31%
1997	2,709	8.89%	3.34%
1998	2,831	9.06%	3.37%
1999	2,942	9.22%	3.40%
2000	3,044	9.35%	3.41%
2001	3,116	9.23%	3.35%
2002	3,185	9.07%	3.28%
2003	3,255	8.92%	3.21%
2004	3,326	8.77%	3.14%
2005	3,399	8.62%	3.07%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.38 SERBIA AND MONTENEGRO

Surgical and Medical Instruments (US \$ mln): Serbia and Montenegro 1995 - 2005

Year	Serbia and Montenegro	% of Region	% of Globe
1995	103	0.35%	0.13%
1996	105	0.35%	0.13%
1997	106	0.34%	0.13%
1998	108	0.34%	0.12%
1999	109	0.34%	0.12%
2000	111	0.34%	0.12%
2001	116	0.34%	0.12%
2002	121	0.34%	0.12%
2003	127	0.34%	0.12%
2004	133	0.35%	0.12%
2005	140	0.35%	0.12%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.39 SLOVAKIA

Surgical and Medical Instruments (US \$ mln): Slovakia 1995 - 2005

Year	Slovakia	% of Region	% of Globe
1995	113	0.38%	0.14%
1996	114	0.38%	0.14%
1997	114	0.37%	0.14%
1998	115	0.36%	0.13%
1999	115	0.36%	0.13%
2000	116	0.35%	0.13%
2001	122	0.36%	0.13%
2002	129	0.36%	0.13%
2003	136	0.37%	0.13%
2004	144	0.37%	0.13%
2005	152	0.38%	0.13%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.40 SLOVENIA

Surgical and Medical Instruments (US \$ mln): Slovenia 1995 - 2005

Year	Slovenia	% of Region	% of Globe
1995	81	0.27%	0.10%
1996	82	0.27%	0.10%
1997	82	0.26%	0.10%
1998	83	0.26%	0.00%
1999	84	0.26%	0.00%
2000	85	0.26%	0.00%
2001	89	0.26%	0.00%
2002	93	0.26%	0.09%
2003	98	0.26%	0.00%
2004	103	0.27%	0.00%
2005	109	0.27%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.41 SPAIN

Surgical and Medical Instruments (US \$ mln): Spain 1995 - 2005

Year	Spain	% of Region	% of Globe
1995	1,674	5.75%	2.20%
1996	1,711	5.73%	2.17%
1997	1,738	5.70%	2.14%
1998	1,776	5.68%	2.11%
1999	1,805	5.66%	2.08%
2000	1,837	5.64%	2.06%
2001	1,910	5.66%	2.05%
2002	1,994	5.68%	2.05%
2003	2,081	5.70%	2.05%
2004	2,171	5.72%	2.05%
2005	2,266	5.74%	2.04%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.42 SWEDEN

Surgical and Medical Instruments (US \$ mln): Sweden 1995 - 2005

Year	Sweden	% of Region	% of Globe
1995	721	2.48%	0.95%
1996	736	2.46%	0.93%
1997	745	2.44%	0.92%
1998	760	2.43%	0.90%
1999	770	2.41%	0.89%
2000	782	2.40%	0.87%
2001	815	2.41%	0.87%
2002	852	2.42%	0.87%
2003	892	2.44%	0.87%
2004	933	2.46%	0.88%
2005	976	2.47%	0.88%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.43 SWITZERLAND

Surgical and Medical Instruments (US \$ mln): Switzerland 1995 - 2005

Year	Switzerland	% of Region	% of Globe
1995	748	2.57%	0.98%
1996	771	2.58%	0.98%
1997	791	2.59%	0.97%
1998	816	2.61%	0.97%
1999	837	2.62%	0.96%
2000	857	2.63%	0.96%
2001	885	2.62%	0.95%
2002	916	2.61%	0.94%
2003	948	2.59%	0.93%
2004	981	2.58%	0.92%
2005	1,015	2.57%	0.91%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.44 UKRAINE

Surgical and Medical Instruments (US \$ mln): Ukraine 1995 - 2005

Year	Ukraine	% of Region	% of Globe
1995	706	2.42%	0.92%
1996	738	2.47%	0.93%
1997	766	2.51%	0.94%
1998	801	2.56%	0.95%
1999	832	2.60%	0.96%
2000	861	2.64%	0.96%
2001	881	2.61%	0.94%
2002	901	2.56%	0.92%
2003	920	2.52%	0.90%
2004	941	2.48%	0.88%
2005	961	2.43%	0.86%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

4.45 UNITED KINGDOM

Surgical and Medical Instruments (US \$ mln): United Kingdom 1995 - 2005

Year	United Kingdom	% of Region	% of Globe
1995	3,104	10.67%	4.09%
1996	3,178	10.64%	4.04%
1997	3,232	10.61%	3.99%
1998	3,309	10.59%	3.94%
1999	3,368	10.56%	3.89%
2000	3,431	10.54%	3.85%
2001	3,564	10.56%	3.83%
2002	3,714	10.58%	3.82%
2003	3,871	10.61%	3.82%
2004	4,034	10.64%	3.81%
2005	4,204	10.66%	3.79%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5 LATIN AMERICA: SURGICAL AND MEDICAL INSTRUMENTS

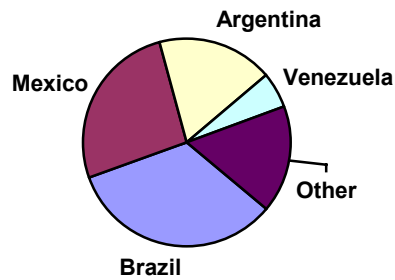
5.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in Latin America (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Latin America
Brazil	1,593	33.43%
Mexico	1,259	26.43%
Argentina	847	17.78%
Venezuela	276	5.79%
Colombia	193	4.05%
Chile	134	2.80%
Peru	127	2.65%
Guatemala	53	1.10%
Ecuador	47	0.98%
Panama	43	0.89%
Uruguay	41	0.85%
Paraguay	29	0.60%
El Salvador	26	0.53%
Costa Rica	26	0.53%
Bolivia	24	0.50%
Honduras	23	0.49%
Nicaragua	13	0.27%
Suriname	6	0.12%
Belize	2	0.00%
Guyana	1	0.00%
Total	4,761	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in Latin America (US \$ mln): 2000



The Market for Surgical and Medical Instruments in Latin America: 1995 - 2005

Year	US \$ mln	% of Globe
1995	4,192.17	5.52
1996	4,315.21	5.49
1997	4,413.19	5.46
1998	4,544.80	5.41
1999	4,654.31	5.38
2000	4,763.82	5.35
2001	4,926.54	5.31
2002	5,104.57	5.26
2003	5,290.31	5.22
2004	5,484.12	5.18
2005	5,686.41	5.14

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.2 ARGENTINA

Surgical and Medical Instruments (US \$ mln): Argentina 1995 - 2005

Year	Argentina	% of Region	% of Globe
1995	692	16.51%	0.91%
1996	724	16.78%	0.92%
1997	752	17.05%	0.93%
1998	787	17.32%	0.93%
1999	819	17.58%	0.94%
2000	847	17.78%	0.95%
2001	867	17.59%	0.93%
2002	885	17.34%	0.91%
2003	904	17.09%	0.89%
2004	924	16.84%	0.87%
2005	943	16.58%	0.85%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.3 BELIZE

Surgical and Medical Instruments (US \$ mln): Belize 1995 - 2005

Year	Belize	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.03%	0.00%
2004	2	0.00%	0.00%
2005	2	0.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.4 BOLIVIA

Surgical and Medical Instruments (US \$ mln): Bolivia 1995 - 2005

Year	Bolivia	% of Region	% of Globe
1995	22	0.52%	0.00%
1996	23	0.52%	0.00%
1997	23	0.51%	0.00%
1998	23	0.51%	0.00%
1999	24	0.50%	0.00%
2000	24	0.50%	0.00%
2001	25	0.50%	0.00%
2002	26	0.51%	0.02%
2003	27	0.51%	0.00%
2004	29	0.52%	0.00%
2005	30	0.52%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.5 BRAZIL

Surgical and Medical Instruments (US \$ mln): Brazil 1995 - 2005

Year	Brazil	% of Region	% of Globe
1995	1,494	35.64%	1.96%
1996	1,518	35.18%	1.93%
1997	1,532	34.72%	1.89%
1998	1,557	34.25%	1.85%
1999	1,573	33.79%	1.81%
2000	1,593	33.43%	1.78%
2001	1,664	33.77%	1.79%
2002	1,746	34.21%	1.80%
2003	1,833	34.64%	1.80%
2004	1,924	35.08%	1.81%
2005	2,019	35.51%	1.82%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.6 CHILE

Surgical and Medical Instruments (US \$ mln): Chile 1995 - 2005

Year	Chile	% of Region	% of Globe
1995	135	3.22%	0.17%
1996	135	3.13%	0.17%
1997	134	3.04%	0.16%
1998	134	2.95%	0.15%
1999	134	2.86%	0.15%
2000	134	2.80%	0.15%
2001	141	2.86%	0.15%
2002	150	2.94%	0.15%
2003	160	3.02%	0.15%
2004	171	3.11%	0.16%
2005	182	3.19%	0.16%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.7 COLOMBIA

Surgical and Medical Instruments (US \$ mln): Colombia 1995 - 2005

Year	Colombia	% of Region	% of Globe
1995	186	4.43%	0.24%
1996	188	4.35%	0.23%
1997	189	4.27%	0.23%
1998	191	4.19%	0.22%
1999	192	4.11%	0.22%
2000	193	4.05%	0.21%
2001	203	4.11%	0.21%
2002	214	4.18%	0.22%
2003	225	4.26%	0.22%
2004	238	4.33%	0.22%
2005	251	4.40%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.8 COSTA RICA

Surgical and Medical Instruments (US \$ mln): Costa Rica 1995 - 2005

Year	Costa Rica	% of Region	% of Globe
1995	23	0.54%	0.00%
1996	24	0.54%	0.00%
1997	24	0.54%	0.02%
1998	25	0.54%	0.00%
1999	25	0.53%	0.02%
2000	26	0.53%	0.00%
2001	26	0.53%	0.00%
2002	28	0.54%	0.00%
2003	29	0.54%	0.00%
2004	30	0.54%	0.00%
2005	31	0.54%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.9 ECUADOR

Surgical and Medical Instruments (US \$ mln): Ecuador 1995 - 2005

Year	Ecuador	% of Region	% of Globe
1995	42	1.00%	0.00%
1996	43	0.99%	0.00%
1997	44	0.99%	0.00%
1998	45	0.98%	0.00%
1999	46	0.98%	0.00%
2000	47	0.98%	0.00%
2001	49	0.98%	0.00%
2002	51	0.98%	0.05%
2003	53	0.99%	0.00%
2004	55	0.99%	0.00%
2005	57	0.99%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.10 EL SALVADOR

Surgical and Medical Instruments (US \$ mln): El Salvador 1995 - 2005

Year	El Salvador	% of Region	% of Globe
1995	25	0.59%	0.00%
1996	25	0.58%	0.00%
1997	25	0.57%	0.00%
1998	25	0.55%	0.00%
1999	25	0.54%	0.00%
2000	26	0.53%	0.02%
2001	27	0.54%	0.00%
2002	28	0.55%	0.00%
2003	30	0.56%	0.00%
2004	32	0.58%	0.00%
2005	34	0.59%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.11 GUATEMALA

Surgical and Medical Instruments (US \$ mln): Guatemala 1995 - 2005

Year	Guatemala	% of Region	% of Globe
1995	50	1.19%	0.00%
1996	51	1.17%	0.00%
1997	51	1.16%	0.00%
1998	52	1.14%	0.00%
1999	52	1.12%	0.00%
2000	53	1.10%	0.00%
2001	55	1.12%	0.00%
2002	58	1.13%	0.00%
2003	61	1.15%	0.00%
2004	64	1.17%	0.00%
2005	68	1.19%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.12 GUYANA

Surgical and Medical Instruments (US \$ mln): Guyana 1995 - 2005

Year	Guyana	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.13 HONDURAS

Surgical and Medical Instruments (US \$ mln): Honduras 1995 - 2005

Year	Honduras	% of Region	% of Globe
1995	22	0.52%	0.00%
1996	22	0.51%	0.00%
1997	23	0.51%	0.00%
1998	23	0.50%	0.02%
1999	23	0.49%	0.00%
2000	23	0.49%	0.00%
2001	24	0.49%	0.00%
2002	26	0.50%	0.00%
2003	27	0.50%	0.00%
2004	28	0.51%	0.00%
2005	30	0.52%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.14 MEXICO

Surgical and Medical Instruments (US \$ mln): Mexico 1995 - 2005

Year	Mexico	% of Region	% of Globe
1995	1,008	24.03%	1.32%
1996	1,059	24.53%	1.34%
1997	1,105	25.03%	1.36%
1998	1,161	25.54%	1.38%
1999	1,212	26.05%	1.40%
2000	1,259	26.43%	1.41%
2001	1,284	26.07%	1.38%
2002	1,306	25.59%	1.34%
2003	1,329	25.11%	1.31%
2004	1,352	24.64%	1.27%
2005	1,375	24.17%	1.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.15 NICARAGUA

Surgical and Medical Instruments (US \$ mln): Nicaragua 1995 - 2005

Year	Nicaragua	% of Region	% of Globe
1995	12	0.28%	0.00%
1996	12	0.28%	0.00%
1997	12	0.28%	0.00%
1998	13	0.27%	0.00%
1999	13	0.27%	0.00%
2000	13	0.27%	0.00%
2001	13	0.27%	0.00%
2002	14	0.27%	0.01%
2003	15	0.28%	0.00%
2004	16	0.28%	0.00%
2005	16	0.28%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.16 PANAMA

Surgical and Medical Instruments (US \$ mln): Panama 1995 - 2005

Year	Panama	% of Region	% of Globe
1995	39	0.92%	0.00%
1996	40	0.91%	0.00%
1997	40	0.91%	0.04%
1998	41	0.90%	0.00%
1999	42	0.90%	0.00%
2000	43	0.89%	0.00%
2001	44	0.90%	0.00%
2002	46	0.90%	0.00%
2003	48	0.91%	0.00%
2004	50	0.91%	0.00%
2005	52	0.92%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.17 PARAGUAY

Surgical and Medical Instruments (US \$ mln): Paraguay 1995 - 2005

Year	Paraguay	% of Region	% of Globe
1995	27	0.64%	0.00%
1996	28	0.63%	0.00%
1997	28	0.63%	0.00%
1998	28	0.62%	0.00%
1999	29	0.61%	0.00%
2000	29	0.60%	0.00%
2001	30	0.61%	0.00%
2002	32	0.62%	0.00%
2003	33	0.62%	0.00%
2004	35	0.63%	0.00%
2005	37	0.64%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.18 PERU

Surgical and Medical Instruments (US \$ mln): Peru 1995 - 2005

Year	Peru	% of Region	% of Globe
1995	124	2.96%	0.16%
1996	125	2.90%	0.15%
1997	125	2.83%	0.15%
1998	126	2.76%	0.14%
1999	126	2.70%	0.14%
2000	127	2.65%	0.14%
2001	133	2.70%	0.14%
2002	141	2.76%	0.14%
2003	149	2.82%	0.14%
2004	158	2.88%	0.14%
2005	168	2.95%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.19 SURINAME

Surgical and Medical Instruments (US \$ mln): Suriname 1995 - 2005

Year	Suriname	% of Region	% of Globe
1995	5	0.12%	0.00%
1996	5	0.12%	0.00%
1997	5	0.12%	0.00%
1998	6	0.12%	0.00%
1999	6	0.12%	0.00%
2000	6	0.12%	0.00%
2001	6	0.12%	0.00%
2002	6	0.12%	0.00%
2003	6	0.12%	0.00%
2004	7	0.12%	0.00%
2005	7	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.20 URUGUAY

Surgical and Medical Instruments (US \$ mln): Uruguay 1995 - 2005

Year	Uruguay	% of Region	% of Globe
1995	34	0.80%	0.00%
1996	35	0.81%	0.04%
1997	36	0.82%	0.00%
1998	38	0.83%	0.00%
1999	39	0.84%	0.00%
2000	41	0.85%	0.00%
2001	42	0.84%	0.04%
2002	43	0.83%	0.00%
2003	44	0.82%	0.00%
2004	45	0.81%	0.00%
2005	46	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

5.21 VENEZUELA

Surgical and Medical Instruments (US \$ mln): Venezuela 1995 - 2005

Year	Venezuela	% of Region	% of Globe
1995	247	5.88%	0.32%
1996	253	5.87%	0.32%
1997	258	5.85%	0.31%
1998	265	5.83%	0.31%
1999	271	5.81%	0.31%
2000	276	5.79%	0.31%
2001	286	5.81%	0.30%
2002	298	5.83%	0.30%
2003	310	5.85%	0.30%
2004	322	5.86%	0.30%
2005	335	5.88%	0.30%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6 NORTH AMERICA & THE CARIBBEAN: SURGICAL AND MEDICAL INSTRUMENTS

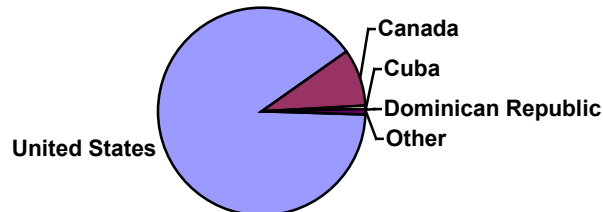
6.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in North America & the Caribbean (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of North America & the Caribbean
United States	22,065	89.71%
Canada	2,206	8.97%
Cuba	97	0.39%
Dominican Republic	32	0.13%
Trinidad and Tobago	18	0.00%
Jamaica	13	0.00%
Bahamas	12	0.00%
Haiti	11	0.00%
Martinique	8	0.00%
Barbados	6	0.00%
Netherlands Antilles	6	0.00%
Bermuda	6	0.00%
St. Lucia	2	0.00%
Antigua and Barbuda	2	0.00%
Grenada	1	0.00%
St. Vincent and the Grenadines	1	0.00%
St. Kitts and Nevis	1	0.00%
Dominica	1	0.00%
Total	24,487	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in North America & the Caribbean (US \$ mln): 2000



The Market for Surgical and Medical Instruments in North America & the Caribbean: 1995 - 2005

Year	US \$ mln	% of Globe
1995	18,000.68	23.72
1996	19,312.52	24.55
1997	20,453.14	25.28
1998	21,951.23	26.15
1999	23,291.15	26.93
2000	24,593.29	27.61
2001	25,957.11	27.95
2002	27,397.17	28.25
2003	28,917.86	28.54
2004	30,523.76	28.83
2005	32,219.64	29.12

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.2 ANTIGUA AND BARBUDA

Surgical and Medical Instruments (US \$ mln): Antigua and Barbuda 1995 - 2005

Year	Antigua and Barbuda	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.3 BAHAMAS

Surgical and Medical Instruments (US \$ mln): Bahamas 1995 - 2005

Year	Bahamas	% of Region	% of Globe
1995	11	0.00%	0.00%
1996	11	0.00%	0.00%
1997	11	0.00%	0.00%
1998	12	0.00%	0.00%
1999	12	0.00%	0.00%
2000	12	0.00%	0.00%
2001	13	0.00%	0.00%
2002	13	0.00%	0.00%
2003	14	0.00%	0.00%
2004	14	0.00%	0.00%
2005	15	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.4 BARBADOS

Surgical and Medical Instruments (US \$ mln): Barbados 1995 - 2005

Year	Barbados	% of Region	% of Globe
1995	6	0.00%	0.00%
1996	6	0.00%	0.00%
1997	6	0.02%	0.00%
1998	6	0.00%	0.00%
1999	6	0.00%	0.00%
2000	6	0.00%	0.00%
2001	7	0.02%	0.00%
2002	7	0.00%	0.00%
2003	7	0.00%	0.00%
2004	8	0.00%	0.00%
2005	8	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.5 BERMUDA

Surgical and Medical Instruments (US \$ mln): Bermuda 1995 - 2005

Year	Bermuda	% of Region	% of Globe
1995	5	0.00%	0.00%
1996	5	0.02%	0.00%
1997	5	0.00%	0.00%
1998	5	0.02%	0.00%
1999	6	0.00%	0.00%
2000	6	0.00%	0.00%
2001	6	0.00%	0.00%
2002	6	0.00%	0.00%
2003	6	0.00%	0.00%
2004	7	0.00%	0.00%
2005	7	0.02%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.6 CANADA

Surgical and Medical Instruments (US \$ mln): Canada 1995 - 2005

Year	Canada	% of Region	% of Globe
1995	1,967	10.92%	2.59%
1996	2,020	10.46%	2.56%
1997	2,061	10.07%	2.54%
1998	2,116	9.64%	2.52%
1999	2,161	9.27%	2.49%
2000	2,206	8.97%	2.47%
2001	2,287	8.81%	2.46%
2002	2,376	8.67%	2.45%
2003	2,469	8.53%	2.43%
2004	2,566	8.40%	2.42%
2005	2,666	8.27%	2.40%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.7 CUBA

Surgical and Medical Instruments (US \$ mln): Cuba 1995 - 2005

Year	Cuba	% of Region	% of Globe
1995	87	0.48%	0.11%
1996	89	0.46%	0.11%
1997	91	0.44%	0.11%
1998	93	0.42%	0.11%
1999	95	0.40%	0.10%
2000	97	0.39%	0.10%
2001	100	0.38%	0.10%
2002	105	0.38%	0.10%
2003	109	0.37%	0.10%
2004	113	0.37%	0.10%
2005	118	0.36%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.8 DOMINICA

Surgical and Medical Instruments (US \$ mln): Dominica 1995 - 2005

Year	Dominica	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.9 DOMINICAN REPUBLIC

Surgical and Medical Instruments (US \$ mln): Dominican Republic 1995 - 2005

Year	Dominican Republic	% of Region	% of Globe
1995	30	0.16%	0.00%
1996	30	0.15%	0.03%
1997	31	0.15%	0.00%
1998	31	0.14%	0.00%
1999	32	0.13%	0.00%
2000	32	0.13%	0.00%
2001	34	0.12%	0.00%
2002	35	0.12%	0.03%
2003	37	0.12%	0.00%
2004	38	0.12%	0.00%
2005	40	0.12%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.10 GRENADA

Surgical and Medical Instruments (US \$ mln): Grenada 1995 - 2005

Year	Grenada	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.11 HAITI

Surgical and Medical Instruments (US \$ mln): Haiti 1995 - 2005

Year	Haiti	% of Region	% of Globe
1995	10	0.00%	0.00%
1996	10	0.05%	0.00%
1997	10	0.00%	0.00%
1998	11	0.00%	0.00%
1999	11	0.00%	0.00%
2000	11	0.00%	0.01%
2001	11	0.04%	0.00%
2002	12	0.00%	0.00%
2003	12	0.00%	0.00%
2004	13	0.00%	0.00%
2005	14	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.12 JAMAICA

Surgical and Medical Instruments (US \$ mln): Jamaica 1995 - 2005

Year	Jamaica	% of Region	% of Globe
1995	11	0.00%	0.01%
1996	12	0.00%	0.00%
1997	12	0.00%	0.00%
1998	12	0.00%	0.00%
1999	13	0.00%	0.00%
2000	13	0.00%	0.00%
2001	14	0.00%	0.00%
2002	14	0.00%	0.00%
2003	14	0.00%	0.01%
2004	15	0.00%	0.00%
2005	15	0.00%	0.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.13 MARTINIQUE

Surgical and Medical Instruments (US \$ mln): Martinique 1995 - 2005

Year	Martinique	% of Region	% of Globe
1995	7	0.00%	0.00%
1996	7	0.00%	0.00%
1997	7	0.00%	0.00%
1998	8	0.03%	0.00%
1999	8	0.00%	0.00%
2000	8	0.00%	0.00%
2001	8	0.00%	0.00%
2002	9	0.00%	0.00%
2003	9	0.00%	0.00%
2004	9	0.00%	0.00%
2005	9	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.14 NETHERLANDS ANTILLES

Surgical and Medical Instruments (US \$ mln): Netherlands Antilles 1995 - 2005

Year	Netherlands Antilles	% of Region	% of Globe
1995	5	0.03%	0.00%
1996	6	0.00%	0.00%
1997	6	0.00%	0.00%
1998	6	0.00%	0.00%
1999	6	0.00%	0.00%
2000	6	0.00%	0.00%
2001	6	0.00%	0.00%
2002	7	0.00%	0.00%
2003	7	0.00%	0.00%
2004	7	0.00%	0.00%
2005	7	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.15 ST. KITTS AND NEVIS

Surgical and Medical Instruments (US \$ mln): St. Kitts and Nevis 1995 - 2005

Year	St. Kitts and Nevis	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.16 ST. LUCIA

Surgical and Medical Instruments (US \$ mln): St. Lucia 1995 - 2005

Year	St. Lucia	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	2	0.00%	0.00%
1998	2	0.00%	0.00%
1999	2	0.00%	0.00%
2000	2	0.00%	0.00%
2001	2	0.00%	0.00%
2002	2	0.00%	0.00%
2003	2	0.00%	0.00%
2004	2	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.17 ST. VINCENT AND THE GRENADINES

Surgical and Medical Instruments (US \$ mln): St. Vincent and the Grenadines 1995 - 2005

Year	St. Vincent and the Grenadines	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.18 TRINIDAD AND TOBAGO

Surgical and Medical Instruments (US \$ mln): Trinidad and Tobago 1995 - 2005

Year	Trinidad and Tobago	% of Region	% of Globe
1995	17	0.00%	0.00%
1996	17	0.00%	0.00%
1997	17	0.08%	0.00%
1998	17	0.07%	0.00%
1999	18	0.00%	0.00%
2000	18	0.00%	0.00%
2001	19	0.00%	0.00%
2002	20	0.00%	0.00%
2003	20	0.00%	0.00%
2004	21	0.00%	0.00%
2005	22	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

6.19 UNITED STATES

Surgical and Medical Instruments (US \$ mln): United States 1995 - 2005

Year	United States	% of Region	% of Globe
1995	15,742	87.45%	20.74%
1996	16,994	87.99%	21.60%
1997	18,089	88.43%	22.35%
1998	19,524	88.94%	23.26%
1999	20,814	89.36%	24.06%
2000	22,065	89.71%	24.76%
2001	23,336	89.90%	25.13%
2002	24,672	90.05%	25.43%
2003	26,085	90.20%	25.74%
2004	27,579	90.35%	26.04%
2005	29,158	90.49%	26.35%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7 OCEANA: SURGICAL AND MEDICAL INSTRUMENTS

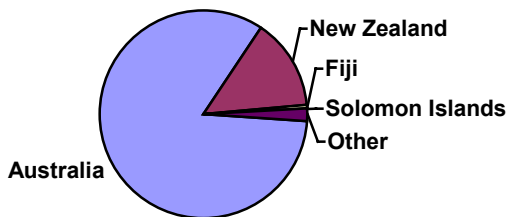
7.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in Oceania (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of Oceania
Australia	1,117	83.26%
New Zealand	193	14.37%
Fiji	5	0.40%
Solomon Islands	1	0.00%
American Samoa	1	0.00%
Nauru	1	0.00%
Vanuatu	1	0.00%
Tonga	1	0.00%
Micronesia Federation	0	0.00%
Palau	0	0.00%
Marshall Islands	0	0.00%
Kiribati	0	0.00%
Tuvalu	0	0.00%
Total	1,321	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in Oceania (US \$ mln): 2000



The Market for Surgical and Medical Instruments in Oceania: 1995 - 2005

Year	US \$ mln	% of Globe
1995	1,238.73	1.63
1996	1,262.81	1.61
1997	1,278.82	1.58
1998	1,303.62	1.55
1999	1,321.28	1.53
2000	1,341.70	1.51
2001	1,397.96	1.51
2002	1,462.72	1.51
2003	1,530.50	1.51
2004	1,601.46	1.51
2005	1,675.73	1.51

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.2 AMERICAN SAMOA

Surgical and Medical Instruments (US \$ mln): American Samoa 1995 - 2005

Year	American Samoa	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.06%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.3 AUSTRALIA

Surgical and Medical Instruments (US \$ mln): Australia 1995 - 2005

Year	Australia	% of Region	% of Globe
1995	1,025	82.77%	1.35%
1996	1,047	82.88%	1.33%
1997	1,061	82.98%	1.31%
1998	1,083	83.08%	1.29%
1999	1,099	83.18%	1.27%
2000	1,117	83.26%	1.25%
2001	1,163	83.19%	1.25%
2002	1,215	83.09%	1.25%
2003	1,270	83.00%	1.25%
2004	1,328	82.90%	1.25%
2005	1,388	82.80%	1.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.4 FIJI

Surgical and Medical Instruments (US \$ mln): Fiji 1995 - 2005

Year	Fiji	% of Region	% of Globe
1995	5	0.39%	0.00%
1996	5	0.39%	0.00%
1997	5	0.39%	0.00%
1998	5	0.40%	0.00%
1999	5	0.40%	0.00%
2000	5	0.40%	0.00%
2001	6	0.40%	0.00%
2002	6	0.40%	0.00%
2003	6	0.39%	0.00%
2004	6	0.39%	0.00%
2005	7	0.39%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.5 KIRIBATI

Surgical and Medical Instruments (US \$ mln): Kiribati 1995 - 2005

Year	Kiribati	% of Region	% of Globe
1995	0	0.01%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.6 MARSHALL ISLANDS

Surgical and Medical Instruments (US \$ mln): Marshall Islands 1995 - 2005

Year	Marshall Islands	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.01%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.7 MICRONESIA FEDERATION

Surgical and Medical Instruments (US \$ mln): Micronesia Federation 1995 - 2005

Year	Micronesia Federation	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.8 NAURU

Surgical and Medical Instruments (US \$ mln): Nauru 1995 - 2005

Year	Nauru	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.05%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.9 NEW ZEALAND

Surgical and Medical Instruments (US \$ mln): New Zealand 1995 - 2005

Year	New Zealand	% of Region	% of Globe
1995	186	15.00%	0.24%
1996	188	14.87%	0.23%
1997	189	14.74%	0.23%
1998	190	14.60%	0.22%
1999	191	14.47%	0.22%
2000	193	14.37%	0.21%
2001	202	14.47%	0.21%
2002	213	14.59%	0.22%
2003	225	14.71%	0.22%
2004	238	14.84%	0.22%
2005	251	14.97%	0.22%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.10 PALAU

Surgical and Medical Instruments (US \$ mln): Palau 1995 - 2005

Year	Palau	% of Region	% of Globe
1995	0	0.02%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.11 SOLOMON ISLANDS

Surgical and Medical Instruments (US \$ mln): Solomon Islands 1995 - 2005

Year	Solomon Islands	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.00%	0.00%
1997	1	0.08%	0.00%
1998	1	0.00%	0.00%
1999	1	0.08%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	2	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.12 TONGA

Surgical and Medical Instruments (US \$ mln): Tonga 1995 - 2005

Year	Tonga	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.03%	0.00%
2002	1	0.03%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.13 TUVALU

Surgical and Medical Instruments (US \$ mln): Tuvalu 1995 - 2005

Year	Tuvalu	% of Region	% of Globe
1995	0	0.00%	0.00%
1996	0	0.00%	0.00%
1997	0	0.00%	0.00%
1998	0	0.00%	0.00%
1999	0	0.00%	0.00%
2000	0	0.00%	0.00%
2001	0	0.00%	0.00%
2002	0	0.00%	0.00%
2003	0	0.00%	0.00%
2004	0	0.00%	0.00%
2005	0	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

7.14 VANUATU

Surgical and Medical Instruments (US \$ mln): Vanuatu 1995 - 2005

Year	Vanuatu	% of Region	% of Globe
1995	1	0.00%	0.00%
1996	1	0.05%	0.00%
1997	1	0.00%	0.00%
1998	1	0.00%	0.00%
1999	1	0.00%	0.00%
2000	1	0.00%	0.00%
2001	1	0.00%	0.00%
2002	1	0.00%	0.00%
2003	1	0.00%	0.00%
2004	1	0.00%	0.00%
2005	1	0.00%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8 THE MIDDLE EAST: SURGICAL AND MEDICAL INSTRUMENTS

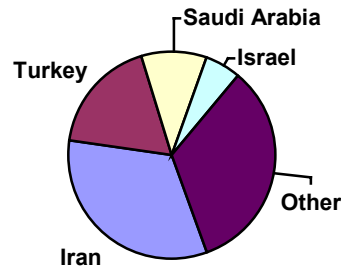
8.1 EXECUTIVE SUMMARY

Market Potential for Surgical and Medical Instruments in the Middle East (US \$ mln): 2000

Country	Latent Demand US \$ mln	% of the Middle East
Iran	1,531	32.74%
Turkey	844	18.04%
Saudi Arabia	486	10.39%
Israel	252	5.38%
Uzbekistan	237	5.07%
Pakistan	220	4.70%
Iraq	179	3.82%
United Arab Emirates	141	3.01%
Syrian Arab Republic	131	2.79%
Azerbaijan	103	2.21%
Kuwait	95	2.02%
Armenia	58	1.24%
Oman	57	1.21%
Tajikistan	56	1.19%
Kyrgyzstan	53	1.14%
Turkmenistan	52	1.11%
Yemen	47	0.99%
Qatar	35	0.73%
Jordan	34	0.73%
Lebanon	24	0.50%
Afghanistan	17	0.36%
Bahrain	16	0.35%
Total	4,668	100.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

Market Potential for Surgical and Medical Instruments in the Middle East (US \$ mln): 2000



The Market for Surgical and Medical Instruments in the Middle East: 1995 - 2005

Year	US \$ mln	% of Globe
1995	4,139.75	5.46
1996	4,255.65	5.41
1997	4,346.63	5.37
1998	4,470.44	5.33
1999	4,572.28	5.29
2000	4,675.36	5.25
2001	4,839.45	5.21
2002	5,020.42	5.18
2003	5,209.44	5.14
2004	5,406.91	5.11
2005	5,613.25	5.07

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.2 AFGHANISTAN

Surgical and Medical Instruments (US \$ mln): Afghanistan 1995 - 2005

Year	Afghanistan	% of Region	% of Globe
1995	14	0.34%	0.00%
1996	15	0.34%	0.00%
1997	15	0.35%	0.00%
1998	16	0.35%	0.00%
1999	16	0.35%	0.00%
2000	17	0.36%	0.00%
2001	17	0.35%	0.00%
2002	18	0.35%	0.00%
2003	18	0.35%	0.00%
2004	19	0.34%	0.01%
2005	19	0.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.3 ARMENIA

Surgical and Medical Instruments (US \$ mln): Armenia 1995 - 2005

Year	Armenia	% of Region	% of Globe
1995	56	1.35%	0.00%
1996	57	1.33%	0.00%
1997	57	1.30%	0.00%
1998	58	1.28%	0.00%
1999	58	1.26%	0.00%
2000	58	1.24%	0.00%
2001	61	1.26%	0.00%
2002	64	1.28%	0.00%
2003	68	1.30%	0.00%
2004	72	1.32%	0.00%
2005	76	1.34%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.4 AZERBAIJAN

Surgical and Medical Instruments (US \$ mln): Azerbaijan 1995 - 2005

Year	Azerbaijan	% of Region	% of Globe
1995	76	1.83%	0.10%
1996	81	1.91%	0.10%
1997	86	1.98%	0.10%
1998	92	2.06%	0.11%
1999	98	2.14%	0.11%
2000	103	2.21%	0.11%
2001	104	2.15%	0.11%
2002	104	2.07%	0.10%
2003	104	2.00%	0.10%
2004	104	1.92%	0.00%
2005	104	1.85%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.5 BAHRAIN

Surgical and Medical Instruments (US \$ mln): Bahrain 1995 - 2005

Year	Bahrain	% of Region	% of Globe
1995	14	0.33%	0.00%
1996	14	0.33%	0.00%
1997	15	0.34%	0.00%
1998	15	0.34%	0.00%
1999	16	0.34%	0.00%
2000	16	0.35%	0.00%
2001	17	0.34%	0.01%
2002	17	0.34%	0.00%
2003	18	0.34%	0.00%
2004	18	0.33%	0.00%
2005	19	0.33%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.6 IRAN

Surgical and Medical Instruments (US \$ mln): Iran 1995 - 2005

Year	Iran	% of Region	% of Globe
1995	1,276	30.81%	1.68%
1996	1,329	31.23%	1.68%
1997	1,375	31.63%	1.69%
1998	1,433	32.04%	1.70%
1999	1,484	32.44%	1.71%
2000	1,531	32.74%	1.71%
2001	1,571	32.46%	1.69%
2002	1,611	32.08%	1.66%
2003	1,652	31.70%	1.63%
2004	1,693	31.32%	1.59%
2005	1,736	30.93%	1.56%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.7 IRAQ

Surgical and Medical Instruments (US \$ mln): Iraq 1995 - 2005

Year	Iraq	% of Region	% of Globe
1995	152	3.66%	0.19%
1996	157	3.69%	0.20%
1997	162	3.73%	0.20%
1998	169	3.77%	0.20%
1999	174	3.80%	0.20%
2000	179	3.82%	0.20%
2001	184	3.80%	0.19%
2002	189	3.77%	0.19%
2003	195	3.74%	0.19%
2004	200	3.70%	0.18%
2005	206	3.67%	0.18%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.8 ISRAEL

Surgical and Medical Instruments (US \$ mln): Israel 1995 - 2005

Year	Israel	% of Region	% of Globe
1995	249	6.01%	0.32%
1996	250	5.88%	0.31%
1997	250	5.74%	0.30%
1998	251	5.61%	0.29%
1999	251	5.48%	0.28%
2000	252	5.38%	0.28%
2001	265	5.47%	0.28%
2002	281	5.60%	0.28%
2003	298	5.72%	0.29%
2004	316	5.85%	0.29%
2005	336	5.97%	0.30%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.9 JORDAN

Surgical and Medical Instruments (US \$ mln): Jordan 1995 - 2005

Year	Jordan	% of Region	% of Globe
1995	34	0.81%	0.00%
1996	34	0.79%	0.00%
1997	34	0.77%	0.00%
1998	34	0.76%	0.04%
1999	34	0.74%	0.00%
2000	34	0.73%	0.00%
2001	36	0.74%	0.00%
2002	38	0.76%	0.00%
2003	40	0.77%	0.00%
2004	43	0.79%	0.00%
2005	45	0.80%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.10 KUWAIT

Surgical and Medical Instruments (US \$ mln): Kuwait 1995 - 2005

Year	Kuwait	% of Region	% of Globe
1995	86	2.08%	0.11%
1996	88	2.07%	0.11%
1997	90	2.06%	0.11%
1998	92	2.05%	0.10%
1999	93	2.03%	0.10%
2000	95	2.02%	0.10%
2001	99	2.03%	0.10%
2002	103	2.04%	0.10%
2003	107	2.06%	0.10%
2004	112	2.07%	0.10%
2005	117	2.08%	0.10%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.11 KYRGYZSTAN

Surgical and Medical Instruments (US \$ mln): Kyrgyzstan 1995 - 2005

Year	Kyrgyzstan	% of Region	% of Globe
1995	43	1.03%	0.00%
1996	45	1.06%	0.00%
1997	47	1.08%	0.00%
1998	49	1.10%	0.00%
1999	51	1.12%	0.00%
2000	53	1.14%	0.05%
2001	54	1.12%	0.00%
2002	56	1.10%	0.00%
2003	57	1.08%	0.00%
2004	58	1.06%	0.00%
2005	59	1.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.12 LEBANON

Surgical and Medical Instruments (US \$ mln): Lebanon 1995 - 2005

Year	Lebanon	% of Region	% of Globe
1995	23	0.55%	0.00%
1996	23	0.54%	0.00%
1997	23	0.53%	0.00%
1998	23	0.52%	0.00%
1999	23	0.51%	0.00%
2000	24	0.50%	0.00%
2001	25	0.51%	0.00%
2002	26	0.52%	0.00%
2003	28	0.53%	0.00%
2004	29	0.54%	0.00%
2005	31	0.55%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.13 OMAN

Surgical and Medical Instruments (US \$ mln): Oman 1995 - 2005

Year	Oman	% of Region	% of Globe
1995	52	1.26%	0.00%
1996	53	1.25%	0.00%
1997	54	1.24%	0.00%
1998	55	1.23%	0.00%
1999	56	1.22%	0.00%
2000	57	1.21%	0.00%
2001	59	1.22%	0.00%
2002	62	1.23%	0.00%
2003	65	1.24%	0.00%
2004	68	1.25%	0.00%
2005	71	1.26%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.14 PAKISTAN

Surgical and Medical Instruments (US \$ mln): Pakistan 1995 - 2005

Year	Pakistan	% of Region	% of Globe
1995	209	5.04%	0.27%
1996	212	4.97%	0.26%
1997	213	4.90%	0.26%
1998	216	4.82%	0.25%
1999	218	4.75%	0.25%
2000	220	4.70%	0.24%
2001	230	4.75%	0.24%
2002	242	4.82%	0.24%
2003	255	4.88%	0.25%
2004	268	4.95%	0.25%
2005	282	5.02%	0.25%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.15 QATAR

Surgical and Medical Instruments (US \$ mln): Qatar 1995 - 2005

Year	Qatar	% of Region	% of Globe
1995	29	0.70%	0.00%
1996	30	0.70%	0.03%
1997	31	0.71%	0.00%
1998	32	0.72%	0.00%
1999	34	0.73%	0.03%
2000	35	0.73%	0.00%
2001	35	0.73%	0.00%
2002	36	0.72%	0.00%
2003	37	0.71%	0.03%
2004	38	0.71%	0.00%
2005	39	0.70%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.16 SAUDI ARABIA

Surgical and Medical Instruments (US \$ mln): Saudi Arabia 1995 - 2005

Year	Saudi Arabia	% of Region	% of Globe
1995	412	9.94%	0.54%
1996	428	10.04%	0.54%
1997	441	10.14%	0.54%
1998	458	10.23%	0.54%
1999	472	10.33%	0.54%
2000	486	10.39%	0.54%
2001	500	10.33%	0.53%
2002	514	10.24%	0.53%
2003	529	10.15%	0.52%
2004	544	10.06%	0.51%
2005	560	9.97%	0.50%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.17 SYRIAN ARAB REPUBLIC

Surgical and Medical Instruments (US \$ mln): Syrian Arab Republic 1995 - 2005

Year	Syrian Arab Republic	% of Region	% of Globe
1995	123	2.97%	0.16%
1996	125	2.93%	0.15%
1997	126	2.90%	0.15%
1998	128	2.86%	0.15%
1999	129	2.82%	0.14%
2000	131	2.79%	0.14%
2001	137	2.82%	0.14%
2002	144	2.85%	0.14%
2003	151	2.89%	0.14%
2004	158	2.93%	0.14%
2005	166	2.96%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.18 TAJIKISTAN

Surgical and Medical Instruments (US \$ mln): Tajikistan 1995 - 2005

Year	Tajikistan	% of Region	% of Globe
1995	43	1.03%	0.05%
1996	45	1.06%	0.05%
1997	48	1.09%	0.05%
1998	51	1.13%	0.00%
1999	53	1.16%	0.00%
2000	56	1.19%	0.06%
2001	57	1.16%	0.00%
2002	57	1.13%	0.00%
2003	57	1.10%	0.00%
2004	58	1.07%	0.00%
2005	58	1.04%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.19 TURKEY

Surgical and Medical Instruments (US \$ mln): Turkey 1995 - 2005

Year	Turkey	% of Region	% of Globe
1995	830	20.05%	1.09%
1996	835	19.62%	1.06%
1997	834	19.19%	1.03%
1998	839	18.77%	0.99%
1999	839	18.35%	0.97%
2000	844	18.04%	0.94%
2001	888	18.34%	0.95%
2002	941	18.73%	0.96%
2003	997	19.13%	0.98%
2004	1,056	19.53%	0.99%
2005	1,119	19.93%	1.01%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.20 TURKMENISTAN

Surgical and Medical Instruments (US \$ mln): Turkmenistan 1995 - 2005

Year	Turkmenistan	% of Region	% of Globe
1995	41	0.98%	0.00%
1996	43	1.00%	0.00%
1997	45	1.03%	0.00%
1998	48	1.06%	0.00%
1999	50	1.09%	0.00%
2000	52	1.11%	0.00%
2001	53	1.09%	0.00%
2002	54	1.06%	0.00%
2003	54	1.04%	0.00%
2004	55	1.01%	0.00%
2005	56	0.98%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.21 UNITED ARAB EMIRATES

Surgical and Medical Instruments (US \$ mln): United Arab Emirates 1995 - 2005

Year	United Arab Emirates	% of Region	% of Globe
1995	129	3.12%	0.17%
1996	132	3.10%	0.16%
1997	134	3.08%	0.16%
1998	137	3.05%	0.16%
1999	139	3.03%	0.16%
2000	141	3.01%	0.15%
2001	147	3.03%	0.15%
2002	153	3.05%	0.15%
2003	160	3.07%	0.15%
2004	168	3.09%	0.15%
2005	175	3.11%	0.15%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.22 UZBEKISTAN

Surgical and Medical Instruments (US \$ mln): Uzbekistan 1995 - 2005

Year	Uzbekistan	% of Region	% of Globe
1995	199	4.81%	0.26%
1996	207	4.87%	0.26%
1997	214	4.92%	0.26%
1998	223	4.98%	0.26%
1999	230	5.03%	0.26%
2000	237	5.07%	0.26%
2001	244	5.04%	0.26%
2002	250	4.98%	0.25%
2003	257	4.93%	0.25%
2004	264	4.88%	0.24%
2005	271	4.83%	0.24%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

8.23 YEMEN

Surgical and Medical Instruments (US \$ mln): Yemen 1995 - 2005

Year	Yemen	% of Region	% of Globe
1995	43	1.03%	0.05%
1996	44	1.02%	0.00%
1997	44	1.02%	0.00%
1998	45	1.01%	0.00%
1999	46	1.00%	0.00%
2000	47	0.99%	0.00%
2001	48	1.00%	0.00%
2002	51	1.01%	0.00%
2003	53	1.01%	0.00%
2004	56	1.02%	0.00%
2005	58	1.03%	0.00%

Source: Icon Group Ltd., copyright 2000, www.icongroupedition.com

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