

partial funding from government; 1,300 private, of which only a small percentage (12%) have state-of-the-art equipment.

In 1991, the ratio of people to hospital beds was 0.74:1000. The government's goal is a ratio of 1:1000 by 2000 AD. To help it reach the target, the government encourages corporations to build facilities and invest in projects.

India does not have national medical associations, nor does it have national standards for medical education. It is, however, interested in creating such associations and standards.

The medical profession in India is not unlike that in Canada: power structures, hierarchies, attitudes and personality types within specialties are much the same. Anyone who is familiar and comfortable with the Canadian system will find themselves well equipped to understand the Indian system.

STATISTICS

- * Total hospitals: 7,300
- * Government hospital dispensaries: 304
- * State governments/municipal corporation owned hospitals: 4,000
- * Primary health centers: 21,640
- * Subsidiary health centres: 133,339
- * Community health centres: 19,640
- * Number of hospital beds: 600,000
- * Bed-population ratio, 1991: 0.74:1,000
- * Government target, 2000 AD: 1:1,000.
- * No. of new beds that must be added for government to

reach target: 400,000.

* Expenditure per capita, 92-93: 11.30 Rs

MARKET SEGMENTS

Medical electronics equipment

The US and UK have identified this as one of the fastest-growing sectors.

* US sales 1994: US\$85.2 million; 1995, US\$106.4 million.

* UK predictions for 1997: US\$300 million.

* Growth: 25% per year.

* Import market: 50 to 60%.

* Domestic production: US\$29.9 million, 1994. US\$7 million of that was exported.

* Includes ultrasonic equipment; inhalators; x-ray, laser technology; phototherapy and nuclear medicine.

Biotechnology

* US sales, 1994: US\$57 million; 1995, US\$74 million.

* Growth: 30%.

Cancer diagnostic and treatment equipment:

* 1991 market: US\$12.6 million

* Imports: 82%

* Growth: 3 to 5%

* Domestic production: US\$2.3 million.

Medical Imaging Equipment

* 1992 market: US\$68 million

* Expected market in 1995:

US \$90 million

* Domestic production: approx. 30% of market (x-ray and ultrasound equip)

* Imports 1992: US\$58 million

* Expected imports, 1995: US\$77 million.

Hospital Administration and Services

* 1991 market: US\$73 million

* Imports: 10%

* Estimated annual growth rate: 25%.

Electronic Artificial Aids

* Total market, 1995: US\$1.32 million. Average growth: 17%.

* Import market, 1995: US\$0.17 million. Average growth: 20%.

Pathology Equipment

* Total market, 1995: US\$1.76 million. Average growth: 42.5%.

* Import market, 1995: US\$1.65 million. Growth: 21.4%

Patient care equipment

* Total market, 1995: US\$2.35 million. Average growth: 92%.

* Import market, 1995: US\$1.42 million. Average growth: 80%

Patient monitoring equipment

* Total market, 1995: US\$8 million. Average growth: 8%.

* Import market, 1995: US\$4.6 million. Average growth: 7%

Therapy equipment

* Total market, 1995: US\$0.43 million. Average growth: 12%.

* Import market, 1995: US\$0.17 million. Average growth: 12.5%

Diagnostic equipment

* Total market, 1995: US\$31.8 million. Average growth: 12.4%.

* Import market, 1995: US\$16.1 million. Average growth: 22.5%