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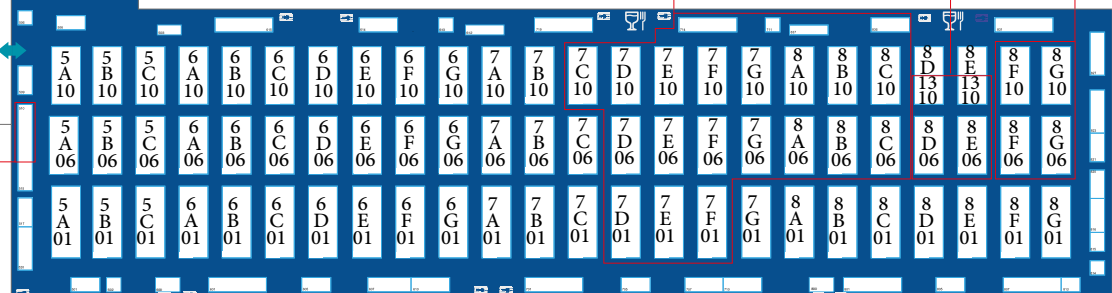


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Well-Root PT, Well-Root ST Clinical Application

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Speaker Info

Dr. Mina Moheb



- Endodontist BDS
- MDS researcher October 6 University
- Cairo university
- Bioceramics developer & researcher
- Endodontics private practice

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DENTAL EXPERIENCE GETS DYNAMIC

AEEDC 2023

Education and Innovation Transfer

"Education and Innovation Transfer", theme of the 27th annual edition of the International Dental Conference and Arab Dental Exhibition, taking place in the dynamic city of Dubai, where the dental community, from around the world, is meeting up to share expertise, knowledge, research, and innovation, essential for everyone to maximize scientific knowledge and business growth potentials. Yes, because innovation is an essential driver of progress that benefits consumers, businesses, and society as a whole.

By definition, innovation is the introduction of something new. Without innovation, there isn't anything new, and without anything new, there will be no progress. In economic terms, innovation describes the development and application of ideas and technologies that improve goods and services or make their production more efficient, leading to higher productivity. As productivity rises, more goods and services are produced. In other words, the economy grows.

In general, it's difficult to identify industries where innovation wouldn't be important. Innovation can deliver significant benefits, and for businesses, the ability to get ahead of the competition is one of the most significant reasons to innovate. Successful, innovative businesses are able to keep their operations, services, and products relevant to their customers' needs and changing market conditions. Although innovation can have some undesirable consequences, change is inevitable and in most cases, innovation creates positive change. A classic positive example is the development of steam engine technology in the 18th century. Steam engines could be put to use in factories, enabling mass production, and they revolutionized transport with the railways.

Innovation is the core reason for modern existence. Today, information technology and artificial intelligence are transforming

society and the way companies produce and sell their goods and services, while opening up new markets and new business models.



Innovation is important to the advancement of society. It's responsible for resolving collective problems in a sustainable and efficient way, usually with new technology. Sustainability and environmental issues, such as climate change, are challenges that require a lot of work and innovative solutions now and in the future, and especially vulnerable populations need it more than ever. For example, since the Industrial Revolution, energy-driven consumption of fossil fuels has led to a rapid increase in CO2 emissions, disrupting the global carbon cycle and leading to a planetary warming impact. According to a new multi-agency report coordinated by the World Meteorological Organization (WMO), greenhouse gas concentrations continue to rise to record highs. The most recent seven years, 2015 to 2021, were the warmest on record. There is a 93% probability that at least one year in the next five will be warmer than the warmest year on record, 2016, and that the mean temperature for 2022-2026 will be higher than that of the last five years. The combined effects of higher temperatures and humidity in some regions could reach dangerous levels in the next few decades, with thresholds beyond which outdoor human labor is no longer possible without technical assistance. Cities - home to 55% of the global population, or 4.2 billion people - are responsible for up to 70% of human-caused emissions and will face increasing socio-economic impacts, exacerbating socioeconomic challenges and inequalities. A top international priority that will require collaboration across diverse actors and innovative solutions, where private, public, and non-profit sectors are involved. Often, politics or other methods aren't enough to make a change, at least not quick enough. Policy changes take time to take effect, which is why the long-term survival of our society and nature depends on new, responsible innovative technologies.

Generally, the main purpose of innovation is to improve people's lives, including medical science breakthroughs. Although our own activities aren't necessarily powerful enough to save the world, we should focus on improving the things we can affect. Small improvements eventually lead to bigger and better ideas that may one day become revolutionary. In the meantime, we're responsible for finding ways to make improvements in own sphere of influence and share them within our communities. Innovation practices can help build a culture of continuous learning, and personal development...which better environment than a scientific conference and trade exhibition. Let us all take the most out of it!

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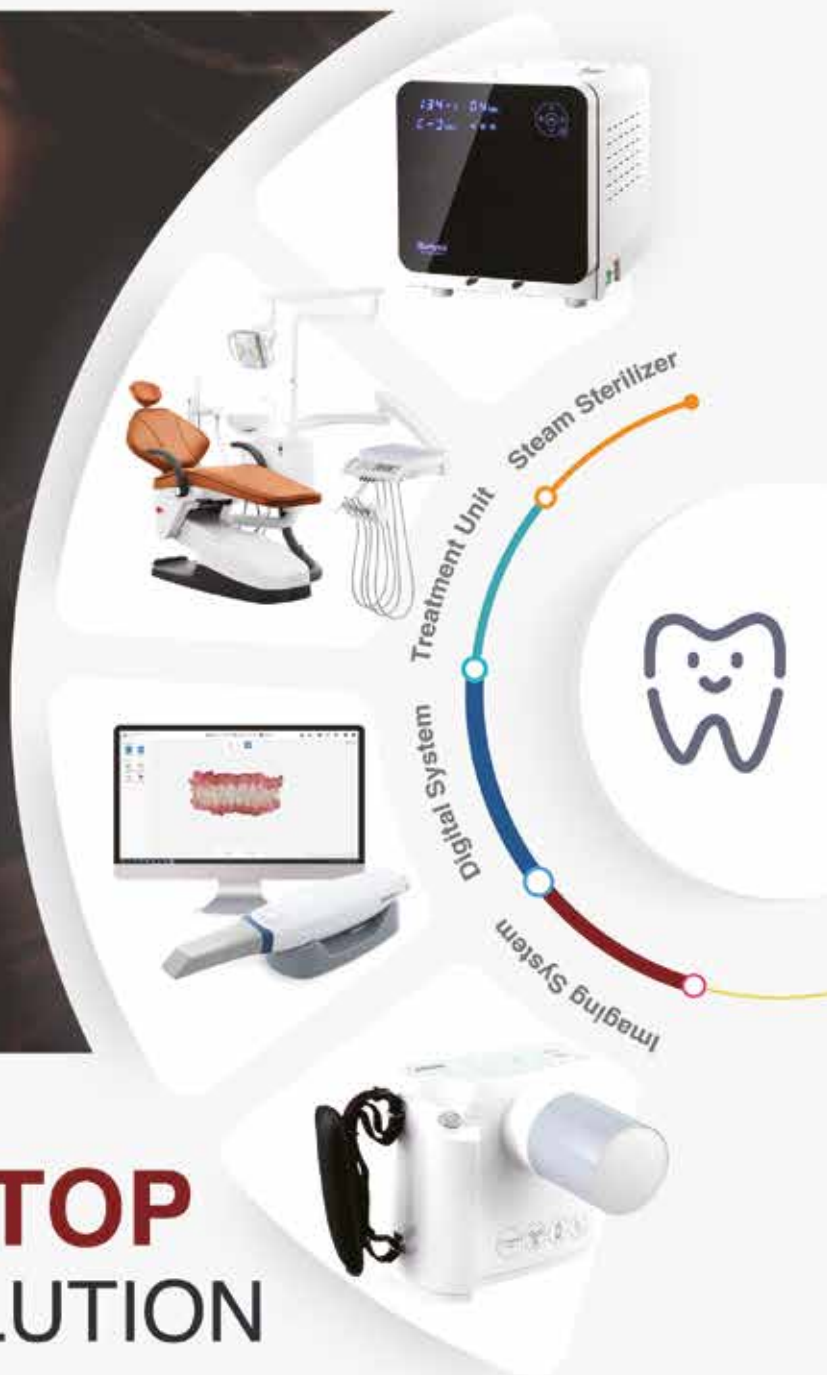




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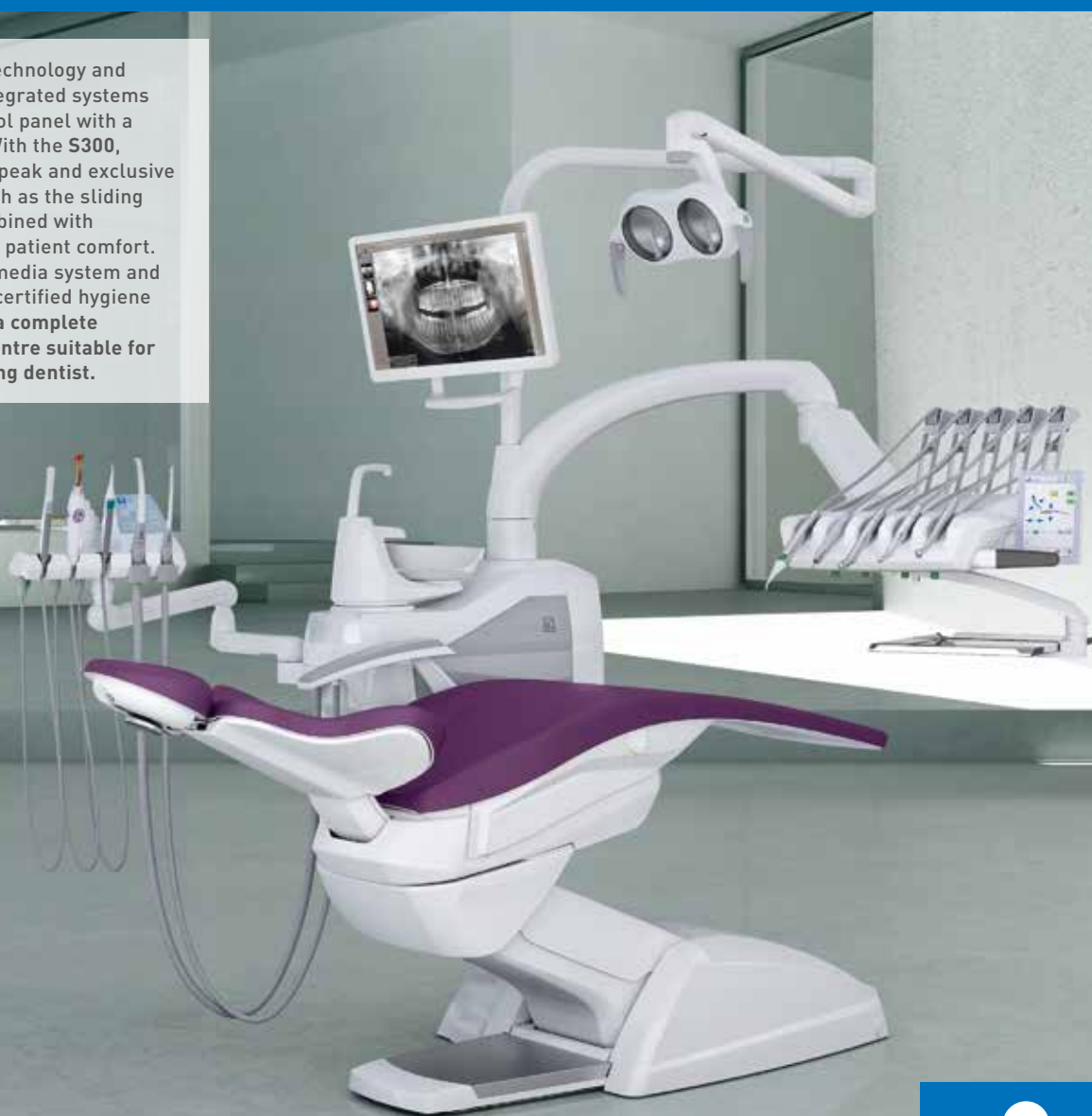
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3D Prime configuration with a 10 x 8 FOV is ideal for applications in general dentistry, implantology, endodontics, gnathology and general orthodontics. **3D Advanced** configuration, thanks to a 13 x 16 FOV, extends the potential to the fields of dentistry and otorhinolaryngology (ENT), including examination of upper airways. **3D Professional** configuration boasts an exceptional 16 x 18 FOV thereby giving access to a new dimension that includes applications for the entire dental-maxillofacial area and cervical spine.

NNT software

The powerful NNT software provides specific instruments and interfaces for different diagnostic applications: data acquired during scanning can be processed in just a few simple steps to produce 3D images with



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Exclusive features include advanced ApT technology which improve every 2D image to ensure the best result for every projection. Patented algorithms for 3D reconstruction always lead to an optimal outcome. Low-dose protocols, using SafeBeam™ technology and servo-assisted alignment protect patient health, and the 10" on-board touch screen control panel featuring NewTom's powerful imaging software suite with specialist interfaces and tools, allows for user-friendly workflow and provides professionals with access to online assistance.

Unlike traditional sensors, the Cadmium Telluride (Cd-Te) Direct Conversion Detector, now available on NewTom GiANO HR, does not require the conversion of X-rays into visible light - as it is capable of sensing it directly and converting it into precise, accurate digital signals. This enables extremely high resolution diagnostic images obtained at low X-ray doses.

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TCS offers three resilient, high performing resins to choose from: **Unbreakable™** (nylon based) & **iFlex™** (polyolefin based) ideal for flexible partials, available in 4 translucent pink

shades and natural (white-ish). As well as, **Kara-dent™** (microcrystalline polymer) ideal for full dentures, clear clasps and frameworks, available in 2 translucent pink shades and crystal clear.

Additionally, **TCS** offers a variety of injection units and accessories for every size lab and budget. **TCS** resins are packaged in vacuum sealed cartridges that include patient care instructions and delivery bags.

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accuracy, fast speed, easy to use, artificial intelligence, etc. Besides, quick share function further realizes the sharing of the scanned data through multiple platforms such as mobile phones and computers. You can quickly view the details of the intraoral scanned data by simply scanning the QR code or opening the link. Also, the data storage is becoming convenient, which can be upgraded to dental health report.

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Metal-free restorative solution.

Lightweight, durable and resilient.

Trilor is a material available in white ivory and pink color.

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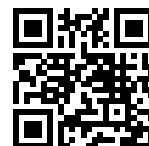
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Miromed



WHITE BEAUTY PROFESSIONAL:

The most effective solutions for all professional whitening needs

The new White Beauty Professional line offers different professional whitening systems, both for the dental office and for home treatment, using the best chemistry of hydrogen peroxide and carbamide peroxide and the science of the optical effect.

At the center there are always the experts, who, according to the patient's needs and to the desired approach to whitening, can choose from 6 different kits:

White Beauty Professional MOTIVATIONAL KIT: designed to help the professional motivate the patient really well for the whitening treatment, thanks to the use of a Mini Pen with 6% hydrogen peroxide and of specific products for oral hygiene such as the toothpaste White Beauty Professional NOW and the toothbrush White Beauty Professional.

White Beauty Professional PRO: the rapid professional treatment in the dental office without the need of a gingival dam, recommended after the oral hygiene session. The treatment, with 6% hydrogen peroxide-based gel, is ready for use and can be carried out by the professional with or without the use of the lamp. The kit also includes White Beauty Professional Now toothpaste, White Beauty Professional toothbrush and White Beauty Professional Foam mouthwash, all to be delivered to the patient in a practical clutch bag for use at home.

White Beauty Professional Medical Whitening TREATMENT: the complete professional treatment in the dental office, with everything necessary for 4 patients: the Kit contains single-dose packs of powder and liquid (38% hydrogen peroxide) to be mixed to create a whitening gel and a photopolymerizable liquid dam that will be used to protect the gums during the treatment. The treatment is also accompanied by the White Beauty Professional Card which, thanks to the color scale, will make it possible to objectively evaluate the results.

White Beauty Professional Medical Whitening GENIUS: the innovative whitening system that allows you to better preserve the effectiveness of hydrogen peroxide and to obtain a ready-to-use blue gel in an easy and safe way, thanks to the



mixing of the two syringes GENIUS LIQUID 38% and GENIUS POWDER, to be used in the professional whitening session. The kit contains all what is necessary for the treatment of 4 patients.

White Beauty Professional TRAY: the professional home treatment based on 16% carbamide peroxide enriched with potassium nitrate. The gel, ready for use, can be inserted in the aligners, in the individual dental trays or in the self-modeling and universal dental trays such as those in the kit. The kit also contains White Beauty Professional Now toothpaste, White Beauty Professional toothbrush and White Beauty Professional Foam mouthwash, all products to be used to maintain the whitening effects and improve the brightness of the teeth.

White Beauty Professional BLUE LED HOME TREATMENT: the professional home treatment with 6% hydrogen peroxide-based whitening pen to be used in combination with the LED bite in the kit. The LED bite is easily powered by connecting it to a smartphone or computer.

The kit also contains White Beauty Professional Now toothpaste, White Beauty Professional toothbrush and White Beauty Professional Foam mouthwash, all products to be used to maintain the whitening effects and improve the brightness of the teeth.

White Beauty Professional also offers highly effective communication tools for the studio, aimed at arousing interest in teeth whitening right into the waiting room.

Find out more at:

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 *Gering*



 *Treatment*



 *Motivational*



 *Pro*



 *Blue Led*



 *Tray*



Innovation and Growth.

Leading Cefla Group to consolidate its leadership as worldwide manufacturer.

The Cefla group closed 2022, celebrating its 90th birthday, with a leading status as a multi-brand enterprise. Technological evolution and an unmistakably customer-oriented approach are the key features of an ever-growing group, which has come out of the covid crisis stronger than before. Significant technological innovations are being presented at the AEEDC. We have interviewed Hisham Tinaoui, Senior Manager for the Middle East, Africa and Turkey, and Erika Tozzoli, Sales Manager Business Unit Medical Equipment.

Question: Can you tell us about the Cefla brands in this past year, in the countries you are dealing with, Middle East, Turkey, and Africa, and, generally, worldwide? Which trends and what are you expecting in the near future?

Hisham: It has been an incredible year with amazing results. We entered the pandemic period in great shape, being market leaders, with a fairly important market share. We came out of the covid crisis stronger than before, increasing sales and leadership. Clearly, the market rewarded our service and support towards both dealers and end-users.

Erika: Even globally, 2022 was a year of exceptional results, closing with 20% global growth, on average, in sales, compared to the previous year; results that allowed us to further increase our market share and leadership worldwide. These last 3 years have been very complex from an economic and social point of view, and the trend for 2023 is certainly not positive, especially in Europe, but we will continue to work hard following our strategy and vision. As all periods of crisis, it will be important to be able to seize all opportunities and transform difficulties into a chance for improvement and growth.

Q: In these last few years, other competitors' brands, from big multinationals, have lost market in these specific countries (Middle East, Turkey, and Africa), which strategy lies behind Cefla's success?

H: Our business model is simply based on consistency and stability from the manufacturer through a localized

distribution network. Consistency, in developing products that offer end-users the latest technology and performance available, and stability, enabling the local distributor to offer his customers a wide range of products, guaranteeing maximum quality and an exceptional after sales service.

The local distributor understands his own market, adapts our company policy to the market and related customers, and acts locally to maintain the required company standard. Cefla strongly believes in the fact that if you want to speak to the market, you have to speak the language that market best understands, and that is the local language.

CEFLA has witnessed high sales volumes in the past years in these specific areas, while several important competitors have faced a sharp drop, or were even obliged to exit the market, most likely due to wrong marketing policies, for example, opening up direct sales subsidiaries, or constantly changing distributors, or else. Stability is an absolute necessity, if you do not maintain it you will receive, afterwards, negative results.

Q: Can you give us a general outlook on the markets you deal with? How are global and/or regional socio-political issues impacting these markets?

H: We have practically spent the last 15 years in an extremely unstable situation, due to the problems related to the Arab spring, leaving some countries physically devastated, and others with huge economic problems. As if this was not enough, we also went through the pandemic period,



Erika Tozzoli, CEFLA Worldwide Sales Manager



Hisham Tinaoui, CEFLA Regional Manager for the Middle East, Africa and Turkey

which gave an extra hard hit to all economies in the area. Today, with the Ukraine-Russian war, and even though attention has shifted towards Europe, we feel that some stability has finally reached the market, of course some economies are still being affected but, nevertheless, the majority are starting to recover economically, and we see, generally, a positive trend.

However, the energy crisis should give the GCC economies an important help,

and we hope to benefit from some extra investments from governments in the health sector in these countries. On the other hand, Turkey, which is the most industrialized country in the region, is still suffering an instable currency exchange problem, which doesn't help to attract investments so, we are facing a stable situation, but still no growth.

Regarding Africa, sales are mainly focused on the Northern part. English-speaking countries, such as Egypt, Libya, South Africa, are still suffering difficult economic problems. Instead, the French-speaking part has a much better outlook, especially the Maghreb area, Morocco, Algeria, and Tunisia. We expect that this positive trend will continue in the next few years, at least.

Q: What are you showcasing at AEEDC? Can you also give us a preview on IDS Cologne?

H: Dubai remains the gateway to all those companies that want to work in the Middle East. It is an important tourist and commercial international hub, it is the place where to do

“ Since 1932 we have our feet on the ground of our land, but we keep on exploring new worlds, to take the values we believe in even further

business in the MENA region.

Between AEEDC and IDS, this year, we will be presenting an important restyling of our dental units, with significant technological innovations. We are presenting a new range of Mocom dental units. Compared to others, Mocom is an incredibly versatile dental unit that offers unique technological solutions and a different business philosophy. I invite interested customers to come over at the AEEDC to see it.

We also have some other important innovations in terms of accessories: technologically, the new high-level machines can communicate vocally with the operator. This innovative technology, first of its kind in the dental sector, will be very useful for hygiene and to minimize cross contamination on the dental units, the

dentist can command the machine without needing to touch it. This is just a hint so, please, be welcome to visit us and see what is new yourself.

E: Both AEEDC and IDS Cologne 2023 are very important events for our company, and for our business; first of all they represent the opportunity to meet all our customers and end-users, sharing with them information about the market and relevant needs; furthermore, as Hisham said, we will present dental units with a modern design, new ergonomics and some innovative technology to clinically support the end-user during his activity. We look forward to showing them to all of you!

Thank you for your time!



**VISIT US AT AEEDC 2023
BOOTH 7A, 7B, 7C**



Dr. Majd Naji

Our Interview with the Creator of the World's Most Wanted Smile

We had the pleasure of interviewing Dr. Majd Naji, a leading figure in the dental sector in the UAE but not just limited to the Arab world, as he also gained the trust of many political personalities and international celebrities.

Dr. Majd Naji's expertise as a Cosmetic Dentist is recognized both locally and internationally. He is the creator of the world's most expensive smile at AED 550,000 which was requested even by international VIPs, and he is member of the American Academy of Cosmetic Dentistry.

Question: Is it fair to say that UAE is a booming market for cosmetic dentistry? Have you noticed any differences between UAE and American markets?

Answer: Cosmetic Dentistry has been growing rapidly and UAE is heart of that growth. The reason behind that is the support provided by the government to ease doing business in the country, provide a sense of security for cosmetic dentists and position the emirate as a highly desirable dental tourism destination for patients from around the world. Among the game-changing measures is permission for expatriate doctors and dentists to own 100 per cent of their clinic, negating the need for UAE nationals as sponsors. While the UAE government announced the rule change for owners of all company types in late 2020, it introduced the policy for owners of health and dental clinics several years ago, instilling confidence in healthcare investors from an early stage and boosting the emirate's competitive edge throughout the GCC and wider region.

In addition, any doctor, including cosmetic dentists, can apply for a Dubai Healthcare Authority licence to practise or open a clinic before he or she visits the emirate or, indeed, the country. They can also open multiple branches, making setup even more attractive.

In the previous pages we had the pleasure of interviewing Mr. Hisham Tinaoui, CEFLA Regional Manager for the Middle East, Africa and Turkey.



Dr. Majd Naji

Q: What are your relations with Cefla company? Which products, if any, would you recommend and why?

A: My relationship with Cefla started in the early 2000, where I met Mr Hisham for the first time in AEEDC, the biggest dental exhibition in the MENA region. I became their brand ambassador because I got the chance to visit their factories, I saw their fabrication and quality control protocols which made me believe in their products. Every single product is created with the ultimate precision under the highest standards and quality control measures which was reflected in their outcomes. Their story is similar to what I believe in, specialization under the highest precision, giving my patients the best treatment, they could

get. So, partnering with such brand, created the perfect combination where we share the same vision of being the best in our fields.

Dr. Majd is the most seen doctor on the TV screens of the Arab world, in which he has always been the primary choice of all the makeover TV shows specially on Dubai TV and MBC.

Q: Can you tell us more about your business in Dubai, especially Liberty Medical Group and Liberty Dental Clinic?

A: Liberty Dental Clinic was established in 2000, the clinic has been awarded to be the Best Dental Clinic in UAE according to "GV Pedia", the official publisher for "The Best in the World".



Liberty Dental Clinic is about creating a signature smile that re-designs an individual's smile to suit their face and enhance their appearance. We believe in specialization, Every discipline of dentistry required in the treatment process is founded under the comfort of one roof with a team of more than 24 dentists between specialists and consultants in the fields of: Cosmetic Dentistry, Prosthodontics Dentistry, Laser Dentistry, Oral Maxillofacial Surgery and Implantology, Periodontics, Orthodontics, Endodontics, Pedodontics, Restorative and Conservative Dentistry. Our strategy Made Liberty Dental Clinic recognized both locally and internationally and the primary choice

of celebrities from the music, movie and political domains from all over the world.

The clinic is equipped with latest technologies to serve our patients such as: 3D CBCT scan and Biolase lasers. Such technologies serve in providing accurate diagnosis and facilitate painless treatments. Moreover, the advanced 3D scanner and computerized milling machines available enable dentists to fabricate restorations within the same treatment session.

Liberty Dental Clinic is also known for the ability of performing same day extraction and implant placement with the restoration. The clinic is associated with a high-quality laboratory equipped

with latest computerized technologies. This gave us the push into going more towards education and research to ensure spreading the knowledge. Liberty Dental Clinic & Training Center was established in 2015 and is the only private center in the GCC region that offers Dental Internship Training for Dentists. Liberty Training Center in collaboration with Dubai Health Authority is the only private center that allows providing clinical training in all dental fields to doctors from all over the world.

We sincerely thank Dr. Majd Naji for his time and Dr. Fatima Al Mousa for her support in carrying out the interview.



BIOSAFIN

Our Interview with the company that, thanks to the partnership with Cefla Group, aims at consolidating worldwide the dental Made in Italy



Question: BIOSAFIN is a well-known Italian company specialised in the design, production and marketing of dental implants, CAD CAM customized prostheses and customized orthodontic devices. Is there anything more you want to tell us about the company? / Is there something we don't know yet that you want to share with us?

Answer: BIOSAFIN boasts over 20 years' experience in the field of oral implantology and cooperates with the most important Italian Universities, included San Raffaele Hospital Vita Salute University, Milan, thanks to the presence, in the Company's staff, of professionals in the dental field.

Q: What are the highlights that let your company stand out from the crowd?

A: BIOSAFIN stands out for the quality of both the medical devices it produces – result of the cooperation with nationally and internationally-renowned clinicians – and the services offered to its customers. The Company has always distinguished itself for its attention to the clinician and, above all, to the patient, the latter being too often the weakest link of the dental supply chain, by offering custom solutions with the same attention paid to standard production. International product certifications, CE marking and ISO9001 and ISO13485 management system certifications issued by IMQ,

one of the most important Notified Bodies in Europe, grant the whole production chain.

Q: BIOSAFIN is partner of Cefla Group, a company that operates around the world in various business sectors. Can you tell us more about the relationship between the two companies?

A: The relationship between Cefla and BIOSAFIN originates in 2018, to boost Cefla's commercial power, backed by 700 distributors worldwide, with BIOSAFIN presence in the main Italian Universities. Such alliance allowed for BIOSAFIN's widening of its sales offer in the digital field and for the clinical and academic validation



of the solutions offered by Cefla in the dental field. The partnership between the two Companies is made of common challenges and mutual esteem, which aims at consolidating worldwide the dental Made in Italy.

Q: What are the main challenges that the company is currently facing?

A: BIOSAFIN's current investment plan points at widening its offer, both in implantology and in the business of clear aligners. CREA Digital Center, a digital area dedicated to our Brands

users: WINSIX, GLOBALWIN and BiAligner, will experience, in the next years, a major expansion of its technological equipment, in order to offer more and more accurate, customized and fast services. The standard production will past one million pieces, so to provide for the needs of all our users.

Q: What are you exhibiting at the AEEDC, can you tell us about your implant (and/or other products) and give us an outlook of the implant market in the Middle East area?

A: Regarding implantology, nowadays BIOSAFIN is on the market with two brands: WINSIX and GLOBALWIN. WINSIX implant system, on the market since 1995, is the brand representing the Company's history in implantology. WINSIX is provided with a complete range of prosthetic components, to meet the needs of the most demanding users but also of the youngest, more digitally oriented users. GLOBALWIN is the most recent brand, which enjoys all the experience gained in WINSIX production and the same clinical Follow up about the surface treatment.



“The goal we have set ourselves it to make BIOSAFIN the leader Company worldwide in the production of dental implants and clear aligners.



GLOBALWIN brand was conceived to suit the needs of international users and has therefore the same connection as the most widespread implants worldwide. Thanks to these two BRANDS, BIOSAFIN aims at being a point of reference in the Middle East offering immediately all the services available in Europe, and above all, providing its CREA digital center know-how. The extensive presence of Cefla's Area Sales Managers in the territory enhances the great potential of a

market made of young implantologists, who aim at improving in the Digital field and increasing the quality of the services offered to their patients. That's why BIOSAFIN is the Company you can trust to grow in the field of implantology.

Q: How do you imagine BIOSAFIN in near future?

A: The goal we have set ourselves it to make BIOSAFIN the leader Company worldwide in the production of

dental implants and clear aligners. Each and every effort is aimed at offering the best service possible to our customers, granting them access to the most innovative technology available on the market. Thanks to Cefla, such goal is more and more close and accessible.

We would like to express our sincere thanks to BIOSAFIN company staff for the interview.



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MAKE YOUR IMPLANT GUIDED SURGERY SIMPLE OPTIMIZE YOUR TIME AND THERAPIES



Plan your rehabilitation



Receive your surgical
guide and design the
temporary prosthetics



Proceed with surgery



End your surgery and
deliver the temporary
prosthetics

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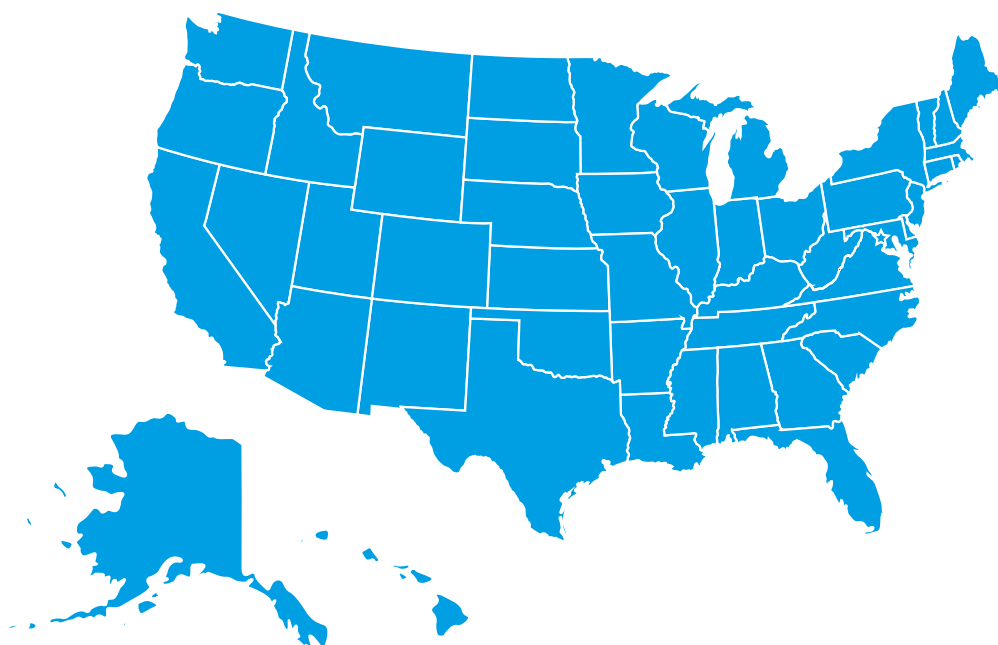


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market outlook





COUNTRY

**U.S.A.**

As most healthcare systems, the U.S. is experiencing a continuous process of changes and improvements, fighting the never-ending battle of cost containment, provision of quality services and maintaining and expanding access to healthcare. Having some form of dental insurance is a strong predictor of dental visits and oral health. Barriers to access oral care are mostly financial and the costs of dental care, combined with low income and lack of dental insurance, make dental care prohibitive for many.

Public Funded Dental care	8%
Private Funded Dental care:	92%
-Dental insurance (private)	48%
-Out-of-pocket payments	44%

Population:
331,893,745
(million)

Population
growth (annual %)
0.1

Net migration,
2017 (million)
4,774,029

Life expectancy at
birth, total (years),
2020
77

GDP (current USD)
23 trillion

GDP per capita
(current USD)
69,287.5

GDP growth
(annual %)
5.7

Unemployment,
total
5.5

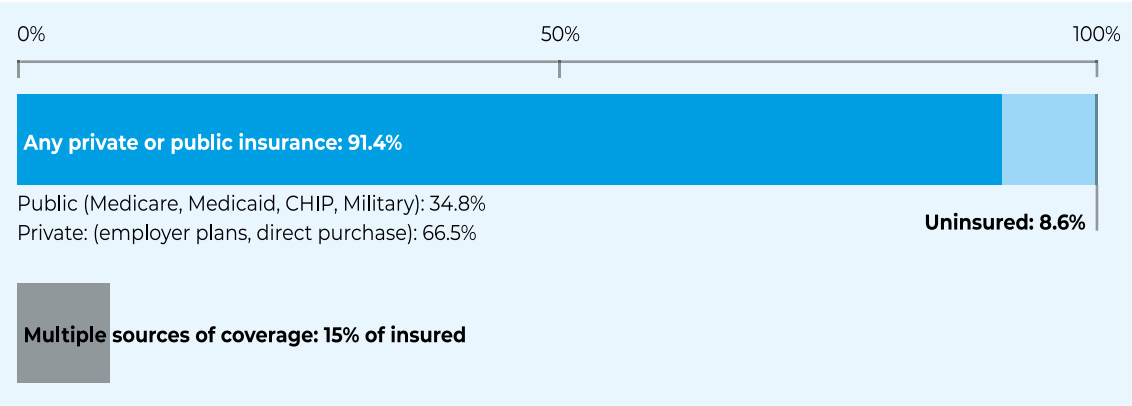
” In 2010, the passage of the Patient Protection and Affordable Care Act (ACA), represented the largest expansion, to date, of the government’s role in financing and regulating healthcare.

The U.S. has one of the most complex healthcare systems in the world, formed by intertwining relationships between public and private providers, payers, and patients receiving care. **Although in a constant state of evolution, the system does not provide**

universal coverage and can be defined as a mixed system, where publicly financed government Medicare and Medicaid health coverage coexists with privately financed market coverage. Out-of-pocket payments and market provision of coverage

predominate as a means of financing and providing healthcare. In 2010, the passage of the Patient Protection and Affordable Care Act (ACA), represented the largest expansion, to date, of the government’s role in financing and regulating healthcare.

INSURANCE COVERAGE (% OF POPULATION)



Source: U.S. Census Bureau, 2020

SUBGROUPS OF PUBLIC AND PRIVATE HEALTH INSURANCE, 2019

Employer sponsored private health coverage (group insurance)	54.4% of pop.
Private insurance through health insurance marketplaces (nongroup insurance)	10.5% of pop.
Medicaid (public)	17.8% of pop.
Medicare (public)	18.4% of pop.
TRICARE (public coverage)	2.8% of pop.
Other public forms of insurance (e.g., Department of Veterans Affairs [VA] or Civilian Health and Medical Program of the Department of Veterans Affairs [CHAMPVA])	1% of pop.

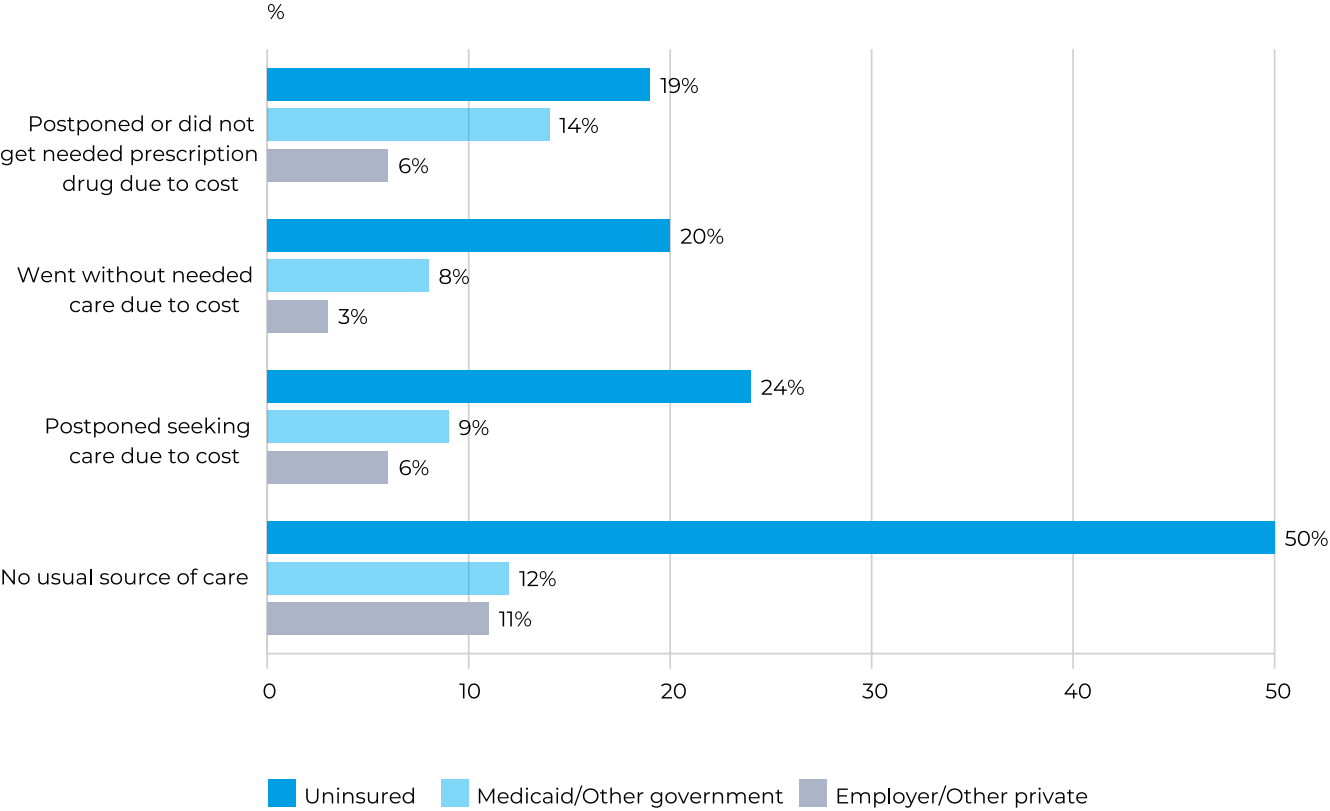
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The first intraoral sensor with Wire Free system and DC (Direct Conversion),
for accurate X-ray imaging in just a few steps.
Cordless for maximum usability.
Compact and ergonomic for patient comfort.

BARRIERS TO HEALTHCARE AMONG ADULTS AGED 18-64 BY INSURANCE STATUS, 2017



Note: Includes individuals aged 18 to 64. Includes barriers experienced in past 12 months. Respondents who said that their usual source of care was the emergency room were included among those not having a usual source of care. All differences between uninsured and insurance groups are statistically significant ($p < 0.05$)

Source: Kaiser Family Foundation, 2017. Taken from: Health Systems in Transition, Vol.22 No. 4 2020

COST-RELATED ACCESS PROBLEMS

Percentage reported	Australia	Canada	France	Germany	Netherlands	New Zealand	Norway	Sweden	Switzerland	U.K.	USA
Had any cost-related access problem to receiving care from a doctor this year	14	16	17	7	8	18	10	8	22	7	33
Skipped dental care or check up because of cost in the past year	21	28	2	14	11	22	20	19	21	11	32
Had serious problems paying or was unable to pay medical bills	5	6	23	4	7	5	8	5	11	1	20

Source: Schneider et al., 2017. Taken from: Health Systems in Transition, Vol.22 No. 4 2020

Professional Active Dentists	2020	Per 100,000 pop.	Female Share of Dentists
Age under 35	34,254		50.6%
Age 35-44	48,216		44.8%
Age 45-54	43,396		37.3%
Age 55-64	42,395		26.0%
Age 65-74	28,449		12.1%
Age 75-84	4,128		4.9%
Age 85 and over	279		34.5%
Total	201,117	61.0	34.5% (all ages)
Dentists' offices, est. 2019			178,867 (half in solo practices)

Source: ADA Health Policy Institute analysis of ADA masterfile; ADA Survey of Dental Education. Data for 2020 are based on the ADA masterfile./ Health Systems in Transition, Vol.22 No. 4 2020

Dentist, Average Age	47.5
Average salary	USD 181,479
Average male salary	USD 199,343
Average female salary	USD 147,465

Source: <https://datausa.io/profile/soc/dentists>

To be our partner it's easy: just spin the wheel!



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AEEDC 2023
BOOTH 6G06

We are specialized in the production of dental devices

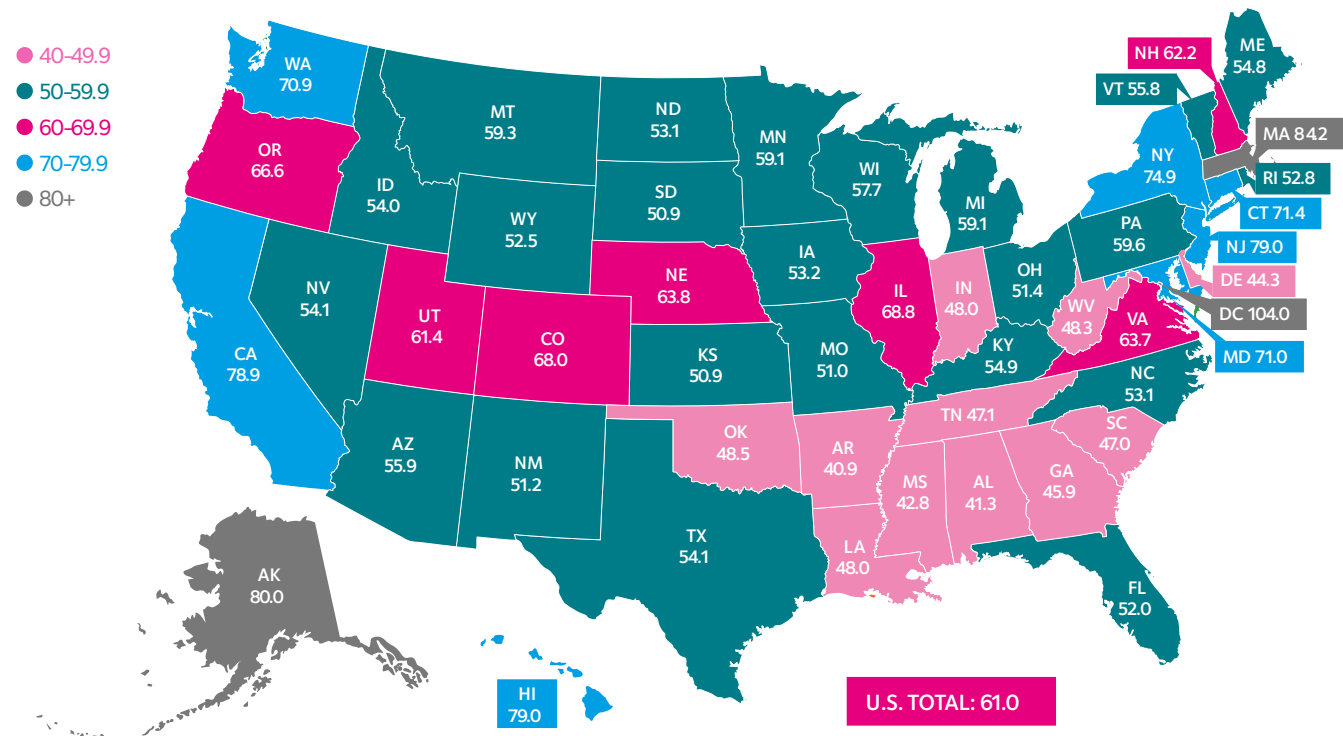


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DENTIST-TO-POPULATION RATIOS VARY ACROSS STATES

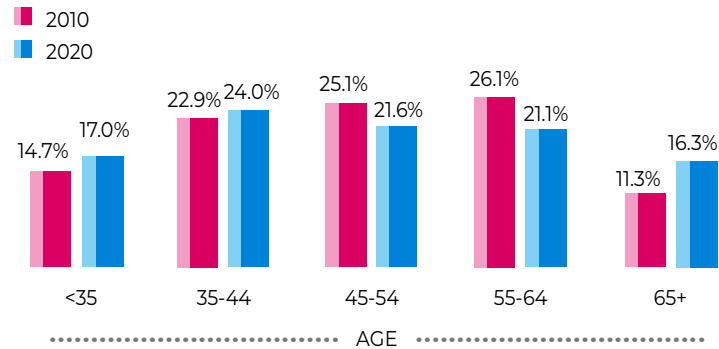
The number of dentists per 100,000 population in the United States was 61 in 2020 and varied across states. The District of Columbia (104), Massachusetts (84.2) and Alaska (80) had the highest ratios in the nation.



Source: ADA Health Policy Institute

THE AGE DISTRIBUTION OF THE DENTIST WORKFORCE IS SHIFTING

The average dentist's age was 49.4 in 2010 and 49.3 in 2020.



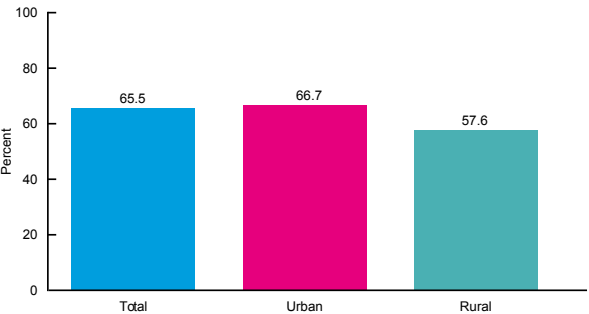
Source: ADA Health Policy Institute

PATIENT VISITS PER WEEK (INCLUDING HYGIENIST VISITS) BY DENTIST GENDER AND AGE GROUP

	Male	Female
Age under 35	80.4	65.4
Age 35-44	86.4	69.0
Age 45-54	80.5	64.8
Age 55-64	74.1	56.6
Age 65-74	61.3	49.3
Age 75 and older	45.7	29.0

Source: ADA Health Policy Institute, 2010-2019 results from the Survey of Dental Practice.

PERCENTAGE OF ADULTS AGED 18-64 WITH A DENTAL VISIT IN THE PAST 12 MONTHS, BY URBANITY: UNITED STATES, 2019



NOTES: Estimates are based on responses to the question, "About how long has it been since you last had a dental examination or cleaning?" Response of "Within the past year (anytime less than 12 months ago)" was considered as having had a dental visit in the past 12 months. Access data table at: <https://www.cdc.gov/nchs/data/databriefs/db412-tables-508.pdf#1>.

Source: National Center for Health Statistics, National Health Interview Survey, 2019.

No. of dental laboratory technicians*	34,150
Mean annual wage	\$ 47,320
Dental laboratories (est.)	between 6,100-9,422

Adults aged 18-64 receiving dental visits in the past year, 2019	65.5%
Children and adolescents aged 5-19 years with untreated caries	16%

*Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers. Sources: U.S. Bureau of Labor Statistics, 2021 and other reliable sources (statistics vary according to different sources)

INDUSTRIES WITH THE HIGHEST LEVELS OF EMPLOYMENT IN DENTAL LABORATORY TECHNICIANS

Industry	Employment*	Annual mean wage
Medical Equipment and Supplies Manufacturing	29,000	\$ 46,840
Offices of Dentists	4,000	\$ 49,340
Federal Executive Branch (OEWS Designation)	500	\$ 62,690
Colleges, Universities, and Professional Schools	130	\$ 47,990
Offices of Physicians	70	/

*Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers. Source: U.S. Bureau of Labor Statistics, 2021

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STATES WITH THE HIGHEST EMPLOYMENT LEVEL IN DENTAL LABORATORY TECHNICIANS

State	Employment *	Employment per thousand jobs
California	4,130	0.25
Florida	2,670	0.31
New York	2,440	0.28
Texas	1,690	0.14
Illinois	1,340	0.24



No. of Dental Hygienists*	Mean annual wage
207,190	\$ 81,360

**Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers
Source: U.S. Bureau of Labor Statistics, 2021*

**Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers
Source: U.S. Bureau of Labor Statistics, 2021*

INDUSTRIES WITH THE HIGHEST LEVELS OF EMPLOYMENT IN DENTAL HYGIENISTS

Industry	Employment *	Percent of industry employment	Hourly mean wage	Annual mean wage
Offices of Dentists	196,190	20.20	\$ 39.21	\$ 81,560
Employment Services	3,040	0.09	\$ 40.06	\$ 83,330
Offices of Physicians	2,160	0.08	\$ 38.32	\$ 79,710
Outpatient Care Centers	1,810	0.18	\$ 38.91	\$ 80,930
Federal Executive Branch (OEWS Designation)	880	0.04	\$ 32.31	\$ 67,200

**Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers. Source: U.S. Bureau of Labor Statistics, 2021*

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THIS FAIR IS ORGANIZED WITH THE AUDIT OF TOBB (THE UNION OF CHAMBERS AND COMMODITY EXCHANGES OF TURKEY) IN ACCORDANCE WITH THE LAW NO.5174

STATES WITH THE HIGHEST EMPLOYMENT LEVEL IN DENTAL HYGIENISTS

State	Employment*
California	25,200
Texas	13,030
Florida	11,230
New York	10,020
Pennsylvania	9,690

The Patient Protection and Affordable Care Act (ACA), Principal Health Reforms

- The ACA of 2010 is generally thought to be the most significant health reform in the United States since Medicare. Over the years since its adoption, it has come to be accepted by a small majority in the USA.
- The Trump Administration adopted measures, mainly through executive action, to weaken the ACA, although it has not been successful in keeping its promise to repeal it in its entirety.
- The courts, including the Supreme Court, have been called to rule on several points within the ACA and new legal challenges are likely to emerge in the future.
- The absence of a robust public insurance plan to compete with the private sector insurers may have contributed to less than adequate competition in the health insurance market.
- The number of individuals remaining uninsured – about 8.6 % of the US population – may require attention in the future as premiums rise and more people take advantage of the repeal of the penalty attached to the individual mandate.



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Semi-automatic protocol: **Thalya** lubricates and purges rapidly and efficiently.



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Automation increases process speed and staff safety, and **Thalya** devices ensure reliable, effective reconditioning, which helps preserve the quality of your instruments over time.

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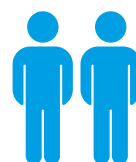
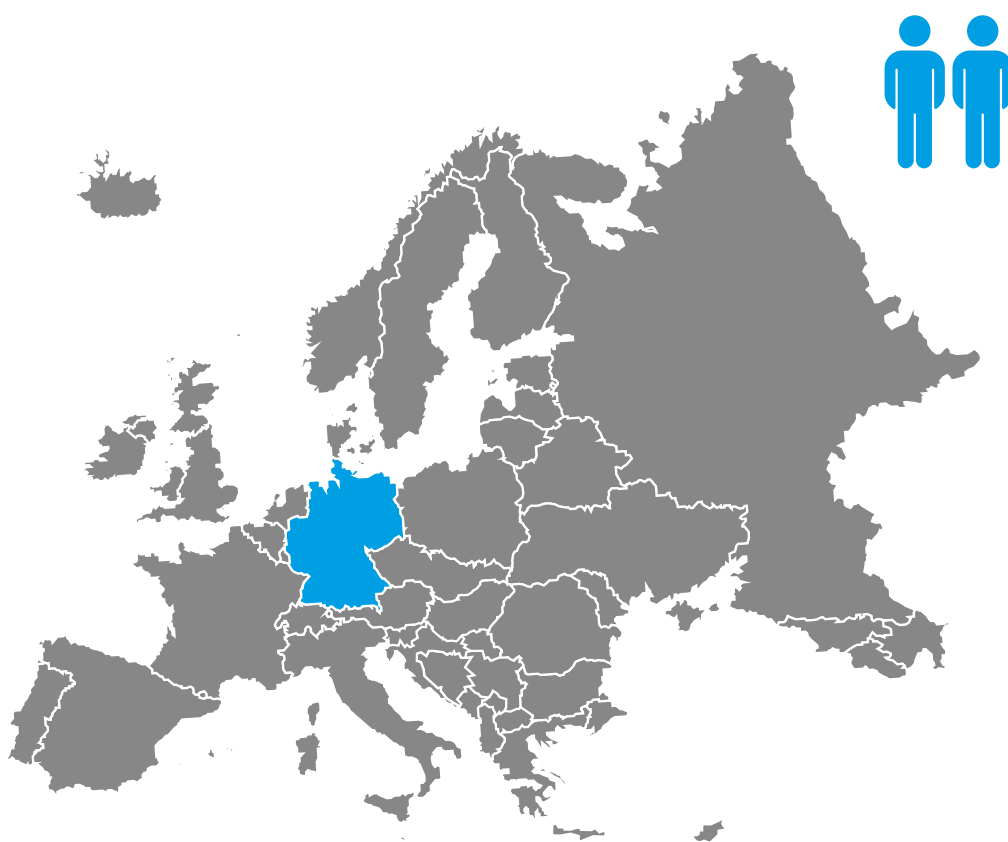
VISIT US: AEEDC Exhibition 7-9 February 2023 - Stand n. 7A, 7B, 7C
UAE INTERNATIONAL DENTAL CONFERENCE & ARAB DENTAL EXHIBITION



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market outlook



Population
83,129,285
(million)

Population
growth (annual %)
-0.0

Net migration,
2017 (million)
2,719,112

Life expectancy at
birth, total (years),
2020
81

GDP (current USD)
4.22 trillion

GDP per capita
(current USD)
50,801.8

GDP growth
(annual %)
2.9

Unemployment,
total
3.5

COUNTRY



Germany

Not only is Germany the third largest health market in the world after the United States and Japan, but also by far the largest European market - twice the size of the French market and three times as large as those of Italy, the UK, and Spain, with dental products representing 17% of the entire medical technology sector manufactured in Germany

” The Statutory Health Insurance (SHI) is funded by a combination of employee and employer contributions, and government subsidies on a scale determined by income level.

Germany has the world's oldest national social health insurance system. Its publicly financed health insurance system is mandatory for all citizens and permanent residents. The Statutory Health Insurance (SHI) is funded by a combination of employee and employer contributions, and government subsidies on a scale determined by income level. **All adults**

and children are entitled to receive oral care from the SHI system within the legally prescribed standard package of oral healthcare. In a typical year approximately 75% of adults and children use the SHI system. Dental treatments exceeding the pre-defined scope of necessary care, as well as dental prostheses, are subject to co-payments. Per-

sons aged less than 18 are entitled to full compensation for all medically necessary conservative and surgical dental treatment as well as necessary orthodontist care. They are also entitled to receive certain prophylactic treatments free of charge. 90% of all dentists work as contract dentists to the SHI, less than 2% accept only private fee-paying patients.

COST-RELATED ACCESS PROBLEMS

Active dentists	70,740-72,589	Number of dental schools	30
Active dental offices	47,805 approx.	Number of graduates (2015)	1,747
Population to (active) dentist ratio	1,162:1		
Members of Dental Association (The national federation of Chambers is known as the Bundeszahnärztekammer (BZÄK) and all dentists must be a member of the local Chamber)	100%		

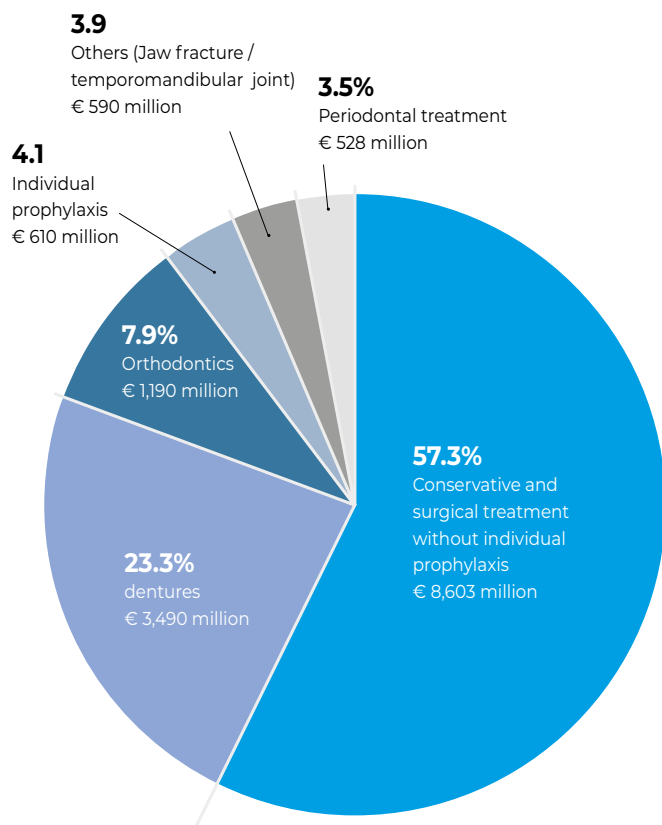
Specialists	
Orthodontics	3,443
Oral Surgery	2,552
Dental Public Health	460 est.
Auxiliaries	
Dental Technicians, dental technology assistants and other laboratory workers	68,000
Dental technicians employed full time in production	35,000
Dental laboratories	8,493
Assistants	182,000
Hygienists	550

Note: All figures estimated, compared from different sources

Total Number of Dental Dealers	167	% of Market Share
Solely Full-Service Dental Dealers	50	57%
Solely Mail Order, Tele-Sales, Catalogue Houses	16	10%
Specialized Dealers (Laboratories or Orthodontists)	137	5%

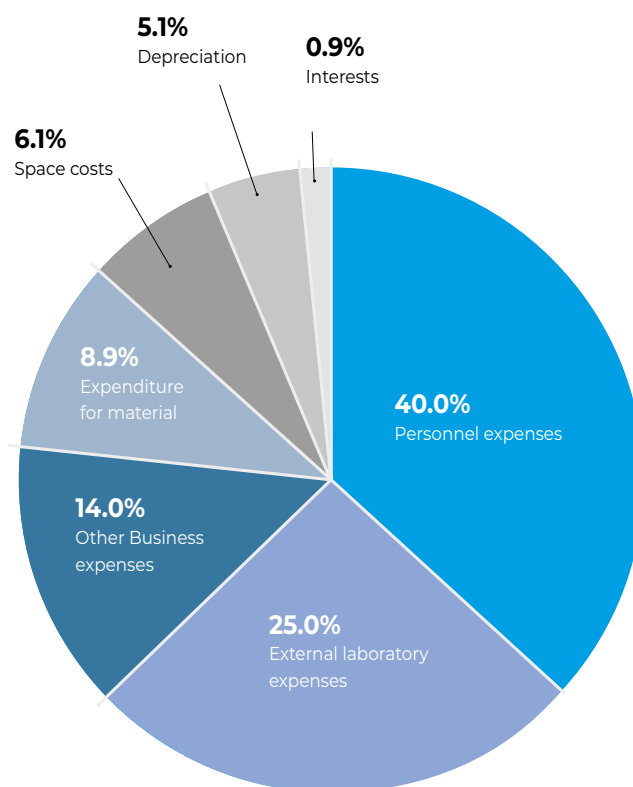
Source: ADDE, 2016 Survey of the European Dental Trade

ORAL HEALTH EXPENDITURES FOR DENTAL TREATMENT, BREAKDOWN IN %



Note: Year 2019
100 percent = € 15,013 million
Source: KZBV / Yearbook 2020

BUSINESS COSTS FOR AN AVERAGE PRACTICE (%), YEAR 2018



Source: KZBV / Yearbook 2020

DENTISTRY'S SHARE OF EXPENDITURE (%) WITHIN STATUTORY HEALTH INSURANCE (SHI)

Year	Doctor	Dentist ¹	Dentures only	Pharmacy ²	Hospital
1998	17.30	9.03	2.49	14.31	35.13
2003	17.84	8.68	2.78	16.75	33.25
2008	17.16	7.24	1.93	17.68	33.70
2013	17.95	6.91	1.70	15.07	34.41
2018	17.67	6.41	1.48	15.11	32.91
2019	17.35	6.27	1.46	14.62	32.35

Note: From 2002: Doctors and hospitals including dialysis material costs; Pharmacies minus drug discounts

¹ incl. dentures

² Medicines, bandages, remedies, and aids from pharmacies

Source: KZBV / Yearbook 2020 / GKV: Statutory health insurance

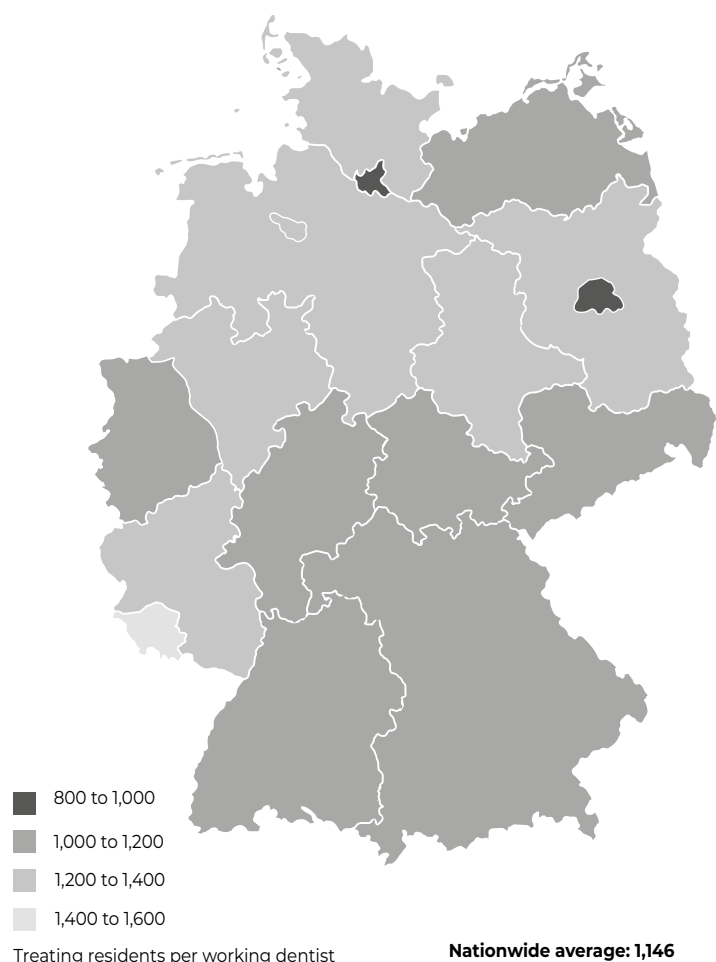
CARIES EXPERIENCE IN 12-YEAR-OLDS, INTERNATIONAL COMPARISON

Average number of carious, filled, and missing teeth (DMFT index)

DENMARK (2014)	0.4
GERMANY (2014)	0.5
SINGAPORE (2011)	0.6
FINLAND (2009), SWEDEN (2017)	0.7
JAPAN (2016)	0.8
BELGIUM (2009/10), CHINA (2015)	0.9
CANADA (2007-2009), NEW ZEALAND (2014)	1.0
SPAIN (2010), AUSTRALIA (2009)	1.1
FRANCE (2006), ITALY (2012), PORTUGAL (2013/14)	1.2
SLOVENIA (2013)	1.9
GREECE (2011)	2.0
POLAND (2014)	2.8
LATVIA (2016)	3.4
CROATIA (2013)	4.2

Source: WHO Oral Health Country / Area Profile Program, CAPP pages, 11/12/2020; Compilation: BZÄK 2020

COMPREHENSIVE COVERAGE, DENTIST DENSITY



Source: BZÄK / Statistical Yearbook 2019 | 2020; Statistical offices of the federal and state governments

	USA	Germany
Domestic general government health expenditure as percentage of general government expenditure (%)	39.5	21.4
Annual per capita health expenditure, est. (average)	USD 11,172	EURO 4,050
Health expenditure as percentage of GDP (%)	17.1	11.2
Public health spending as % of total healthcare spending	45%	76.5%

Sources: For full articles and sources, please refer to Infodent International no. 4/2021 and Infodent International no. 4/2022



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market outlook

- Just behind Indonesia, the Philippines and Vietnam, Thailand has the 4th largest population amongst South-East Asian nations
- Based on national estimates, poverty declined substantially over the last 30 years from 65.2% in 1988 to 9.85% in 2018
- Thailand is gaining worldwide recognition for the quality of its healthcare services, after the US magazine CEOWORLD placed Thailand sixth in its 2019 list of countries with the best healthcare systems
- Thanks to its high reputation of quality medical treatment at reasonable costs, Thailand is a leading Asian country for medical tourism growing over 10% each year. Thailand has become a medical hub not only for ASEAN, but also for Asia and beyond
- The proportion of citizens aged over 60 is one of the highest in the ASEAN region. By 2045, such proportion is forecasted to exceed that of other regions such as Europe and the United States, further driving domestic healthcare demand in the decades ahead
- Its medical devices sector is the 8th largest market in the Asia-Pacific region, and it is expected to grow 8-10% per year due to aging population
- The pandemic impact over Thailand's strong economic growth is forecasted to be among the sharpest in the East Asia and Pacific region
- The extensive geographical coverage of Ministry of Public Health primary healthcare and public hospital services are the foundation for successful implementation of universal health coverage, especially pro-poor health service utilization and public subsidies



Population
69.63
(million)

Political
system
**Unitary
parliamentary
constitutional
monarchy**

Capital
Bangkok
or
“Krung Thep”

Language
Thai

Currency
Baht

COUNTRY



Thailand

While moving towards universal healthcare coverage is still a goal for many countries, Thailand is internationally recognized for its successful implementation, where, a well-designed system, a dedicated leadership and sweeping healthcare reform have contributed to efficiency, cost containment, and equity in healthcare

In Brief

Financed through general taxation, Thailand's Universal Health Coverage Scheme (UHCS) is described as one of the most ambitious healthcare reforms ever undertaken in a developing country, providing 98% of Thai citizens, through three health insurance coverage schemes, all essential services in preventive, curative, and palliative care for all age groups, free at the point of service with low prevalence of unmet needs. In 10 years (2000-2010), its UHCS reduced infant mortality, decreased worker sick days and lightened families' financial burdens, including robust healthcare access to rural people.

Public dental services are available in all levels of public health-

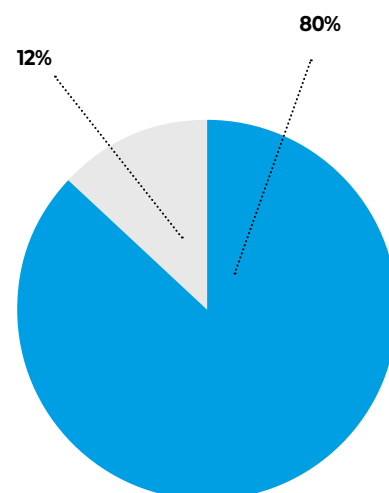
care facilities however, half of all Thai dentists work in private dental clinics and private hospitals. Socioeconomic inequalities in dental access still persist, and more efforts are needed to supply rural areas with dental care. Long waiting lists are also an issue in public dental care.

The private sector plays an important role in providing services, especially in Bangkok and municipality areas. Rising standard of living, growing urbanization and an expanding middle class are supporting the growth of dental clinics as well as increased expenditure on dental care services primarily for dental cosmetics and oral care products. Thailand's aging society and the

rising number of international tourists are main growth drivers for expansion of premium medical and dental clinics, especially in Bangkok and critical spots for tourism. For dental clinics in rural areas, the rising number of dentistry graduates and the government initiative of "One District One Dentist" would be the primary growth driver of the expansion of the dental industry. Although most dental products are imported into Thailand, oral care products, such as toothpaste or dental consumable products, are mainly supplied by domestic manufacturers. Thailand ranked as the world's 17th largest exporter of medical devices (mostly single-use devices) and the world's 32nd importer of medical devices.

	2010	2015	2019	2025 est.
Number of dentists	11,847	13,215	16,547	24,922
Dentist to population ratio		1:4,913		1:3,395-2,700
Number of dental clinics			4,556 (2017)	
Number of Dental Prosthetic Technicians			5,375	
Dental Assistants and Therapists			6,981	

Note: number are approximate. Each source, even if reliable, has slightly different numbers
Main source: World Health Organization (WHO) https://apps.who.int/gho/data/node.main.HWF2/world_data_atlas

Total Health Expenditure

■ Public
■ Out-of-pocket

Top 5 Product Groups Exported and Imported by Thailand

	Export 2018	Import 2018
1 st	Single-use Devices	Electro-Mechanical Medical Devices
2 nd	Ophthalmic and Optical Devices	In Vitro Diagnostic Devices (IVD)
3 rd	Electro-Mechanical Medical Devices	Single-use Devices
4 th	Dental Devices	Ophthalmic and Optical Devices
5 th	Hospital Hardware	Hospital Hardware

Source: Medical Devices Intelligence Unit, Office of Industrial Economics, Ministry of Industry, as of 2018

DENTAL COVERAGE WITHIN THE THREE NATIONAL INSURANCE SCHEMES

1. Universal Coverage Scheme (UCS) – covering 73 -75% of population.

Thai citizens under the Universal Coverage Scheme (those not covered by SHI or CSMBs) are eligible to have free preventive and curative dental services covering the following:

• Dental Treatment:

- Filling
- Extraction
- Scaling
- Plastic Prosthesis
- Baby Tooth Treatment-
- Nasoalveolar Molding for Child who has Cleft Lip and Cleft Palate

• Oral Health Protection and Support:

- Oral Health Check Up
- Dental Consultation
- Supplemental fluoride for person who is at risk of tooth decay
- Dental Sealant

2. Social Health Insurance Scheme (SHI) – covering 16-18% of population.

Under the SHI, Thai Citizens (private sector employees) have the right for dental services covered under following criteria:

In the case of tooth filling, extraction, and scaling, approx. Baht 250 will be covered per one time of service.

The cost must not exceed Baht 500 per year.

In case of acrylic dentures;

-1-5 teeth; Baht 1,200 to cover the cost within five years from installing dentures

-More than five teeth; Baht 1,400 to cover the cost within five years from installing dentures

3. Civil Servant Medical Benefit Scheme (CSMBs) – covering 7-8% of population.

Public servants and government officers have the right to withdraw funds to cover dental services for standard treatments such as tooth extraction, filling, and scaling (no limitations specified). Orthodontics care is also included but only in case of an accident.

Source: http://www.unidi.it/images/documenti/Final_Report_Dental_Thailand_gen_2019.pdf / The Kingdom of Thailand, Health System Review (Health System in Transition, Vol. 5 No. 5 2015).

Study years, Training institutions, Regulatory bodies, and Degrees

Health professional	Schools	Study Duration (years)	Regulatory body	Degree
Dentist	10 Dental schools (9 public, 1 private)	6	Thai Dental Council	Bachelor: Doctor of Dental Surgery (DDS)
Nurse	75 nursing schools (65 public, 10 private)	4	Thailand Nursing and Midwifery Council	Bachelor: Registered Nurse (RN)

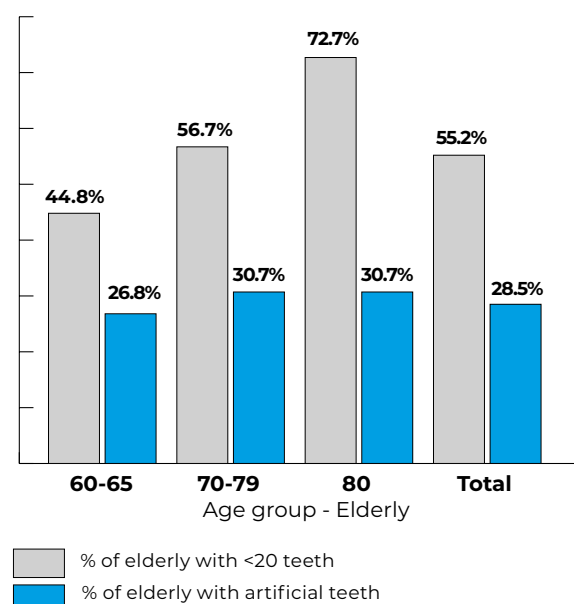
Source: The Kingdom of Thailand, Health System Review (Health System in Transition, Vol. 5 No. 5 2015)

YEAR	1999	2006	2012
3-year-old children			
Total number	14,485	2,016	2,376
Caries prevalence (%)	65.7	61.4	51.7
dmft	3.6	3.2	2.7
5-6 YEARS OLD			
Total number	24,484	1,856	2,456
Caries prevalence (%)	87.4	80.60	78.5
dmft	5.97	5.43	4.4
12 YEARS OLD			
Total number	35,623	2,000	2,312
Caries prevalence (%)	57.3	56.87	52.3
DMFT	1.64	1.55	0.7

Note: dmft = decay-missing-filled teeth

Source: taken from <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5694148/>

Percentage of Elderly With <20 Teeth and Those With Artificial Teeth



Source: Thailand National Health and Examination Survey 2014

National Oral Health Survey, 2013

Variables	1,518 working age adults 35-44 years old (average income 0-15,000 baht/month)	%
Gender: -Male -Female	726 792	47.8 52.2
Area of residence: - Bangkok - Other urban - Rural	134 465 919	8.8 30.6 60.5
Region of residence: - Central - North - Northeast - South - Bangkok	317 257 554 256 134	20.9 16.9 36.5 16.9 8.8
Occupation: - Business - Wage-earner/freelance - Agriculture - Housekeeper -Others*	191 310 568 90 359	12.6 20.4 37.4 5.9 23.6
Behaviors		
Frequency of tooth brushing - Less than 2 times/day - At least 2 times/day	127 1,391	8.4 91.6
Use of fluoride toothpaste: -No -Yes	197 1,317	13.0 87.0
Use additional cleaning tools: -No -Yes	1,355 163	89.3 10.7
Smoking status: -Smoker -Non-smoker	422 1,096	27.8 72.2
Access to dental service		
Frequency of dental visit: - Less than once a year - At least once a year	945 573	62.3 37.7
Place for dental service: - Public provider - Private provider	443 140	76.0 24.0
Health insurance coverage: - CSMBS - SHI - UCS	206 226 1,058	13.8 15.2 71.0
Oral health outcome		
Dental caries: 0 ≥1	984 534	64.8 35.2

Note: SHI=Social Health Insurance Scheme; CSMBS=Civil Servant Medical Benefits Scheme; UCS Universal Coverage Scheme

*Others in occupational groups include employee/government worker, associates of network/clubs, elderly with income, studying and finding a job.

Source: National Oral Health Survey 2013



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Exhibit Dates:

November 26-29, 2023

Meeting is Held at the
Jacob K. Javits Convention Center



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The Largest Dental Meeting in the United States

Korea Announced as AEEDC Dubai 2023 Guest of Honour

AEEDC Dubai begins February 7, over 60,000 expected to attend

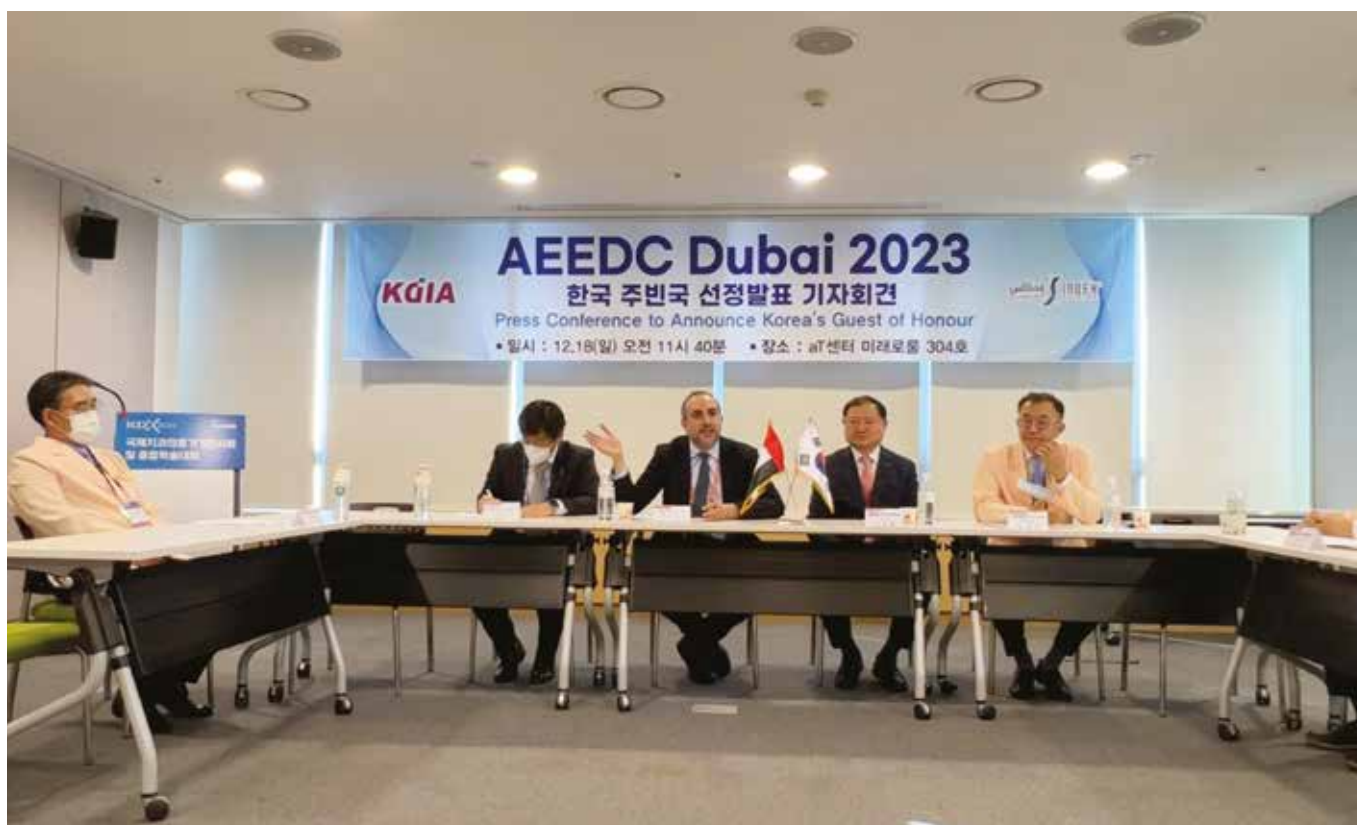
AEEDC Dubai has officially announced The Republic of Korea as the Guest of Honour for the 27th edition of the annual International Dental Conference and Arab Dental Exhibition - AEEDC Dubai 2023, the largest international scientific dental conference and exhibition in the world which witnessed more than 60,000 visitors to its last edition.

The announcement was made during the recent Korea International Dental Devices Exhibition in Seoul, Korea, which was attended by Eng. Anas Al Madani, Vice Chairman and Group CEO of INDEX Holding, representing AEEDC Dubai Organizing Committee. Eng. Anas made the announcement in the company of the Korea Dental Devices Industry Association – KDIA, which represents over 430 member companies including manufacturers and importers.



More than 130 Korean companies are set to participate in AEEDC Dubai 2023, which is also set to host more than 155 countries for three days

beginning on February 7th, 2023, in eight exhibition halls of the Dubai World Trade Centre, including seven major conference halls.



Eng. Anas Al Madani, stated: "Korea and the Korean Dental Devices Industry Association is a long-standing friend and partner of AEEDC Dubai for more than 15 years now. They have made valuable contributions to the event and we look forward to welcoming them all as the Guest of Honour for the upcoming AEEDC Dubai 2023."

Korean companies have a long history of attending AEEDC Dubai dating back to 2008. Only nine companies attended initially, but today, that number has grown significantly to more than 130 companies participating annually and covering nearly 3,000 sqm of stands within AEEDC Dubai.

The Korean dental industry has developed in the wider region due to AEEDC as it has always provided manufacturers a platform to connect with other markets and businesses around the world.

“The Korean dental industry has developed in the wider region due to AEEDC as it has always provided manufacturers a platform to connect with other markets and businesses around the world.

Mr. Hoon Taek Lim, Chairman of KDIA, stated: "With the growth of Korean dental industry over the past 15 years, we are happy that AEEDC Dubai has also grown into the world's largest annual dental conference and exhibition. We are very proud that the Republic of Korea has been chosen as the Guest of Honour at AEEDC Dubai 2023 and I think it would be an important example of the rising status of Korean dental brands in the global market. The Korea Dental Devices Industry Association will continue to support Korean dental brands and AEEDC Dubai to grow together." Notably, Korean dental companies

have shown to be prominent with implants from notable brands like Osstem Implant, Dentium, Neobiotech, Dio Implant, Megagen, Dentis, and IBS Implant; and popular with dental imaging from notable brands Vatech and Genoray. Dental implant production is around USD 2 billion a year and ranks as their number one domestic production item. Dental implant exports account for 9.5% of Korea's total medical device exports – approximately USD 340 million.

Korea is also one of the leading countries in the world for medical device market size where production amounts to over USD11 billion, a figure

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that has nearly doubled within the last four years. The dentistry profession is one of most admirable professions in Korea where more than 80% of Korean dentists can perform implant surgery, one of the highest in any nation.

With its stunning natural beauty, clear water, and serene countryside, Korea is also one of the top 10 economies in the world by GDP. Within the last century, it has firmly established itself as an advanced, industrial economy. Now known for its strategy of export-led growth and large business corporations, it is also a major producer and exporter of electronics, telecommunications equipment, motor vehicles, and dental equipment and devices.

About AEEDC Dubai

AEEDC Dubai is a three-day conference and exhibition, which brings together oral health practitioners and producers from around the world, showcases the latest innovative technology and provides companies in the industry an opportunity to forge long-term deals and joint investments to serve the needs of local, regional, and international markets.

Last year's edition of AEEDC Dubai attracted more than 66,000 participants from 155 countries and showcased over 4,800 state-of-the-art products from 3,600 major dental and public health companies in the field of oral hygiene and dentistry. The event featured a total of 22 official country pavilions. The exhibition and conference also saw several dedicated training courses, workshops, and student poster competitions showcasing that latest advanced research and breakthroughs in the dental field.

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AEEDC Dubai 2023 will take place on February 7th-9th at the Dubai World Trade Centre and is organized annually by INDEX Conferences and Exhibitions – a member of INDEX Holding. The event is supported by Dubai Health Authority, Scientific Global Dental Alliance, Dental Federation, Executive Board of the Health Ministers Council for Gulf Cooperation Council States, Gulf Health Council, Riyadh Elm University, Arab Academy for Continuing Dental Education, Saudi Dental Society, Saudi Orthodontic Society, Saudi Prosthodontic Society, International Association for Dental Research, The Greater New York Dental Meeting and Manitoba Dental Association.

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Focusing on Oral Health Education and Nutrition

"We believe all children and youth should have opportunities for good oral health, especially those that cannot acquire dental care in their own communities. We focus on increasing access to oral health care by expanding the reach of the dental team, making it easier for children and under-resourced communities to get quality dental care which ultimately improves quality of life".

Dental decay remains the most common chronic disease worldwide. Develop Dental was established in 2017 to reduce the ever-increasing rate of dental decay that has reached epidemic levels in South Africa. Successful outreach and awareness programmes have established our dedicated footprint that will take us far and wide into the communities of South Africa, helping to increase oral health knowledge and education, as well as nutrition. Under-resourced communities have benefited immensely from the oral health campaigns rolled out to schools and centres. Together with our partners, we have begun turning the wheel of change where oral awareness is concerned. Our organisation has also started a bursary program where aspiring Dentists and Oral Hygienists in under-resourced communities, have the opportunity to further their studies and give back to their community. The establishment of Develop Dental a Non-Profit Organisation (NPO) and Public Benefit Organisation (PBO) aligns itself with the ethos of "helping a child forges a great nation."

www.developdental.org
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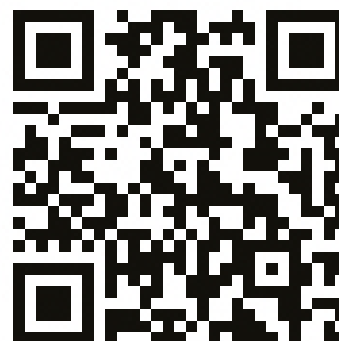


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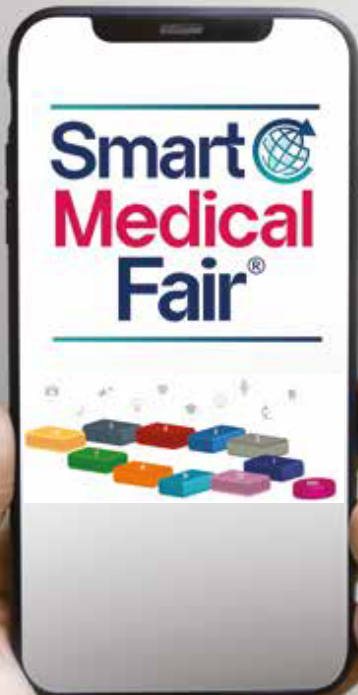
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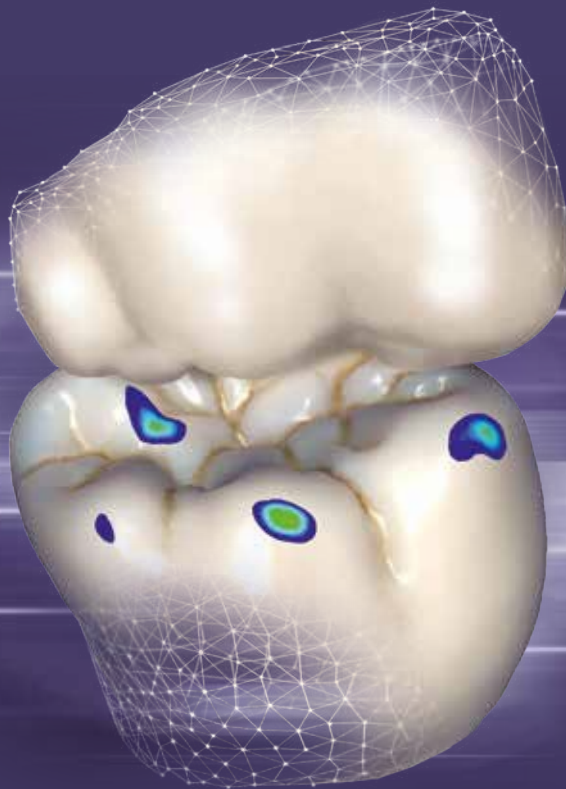
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