

**Case Study**

**Market Study of the European  
Dental Services Sector**



# Case Study

## Market Study of the European Dental Services Sector



### About the Client



- The client is a UK-based private equity firm with offices in the US, Europe and Asia

### Client Objectives / Goals



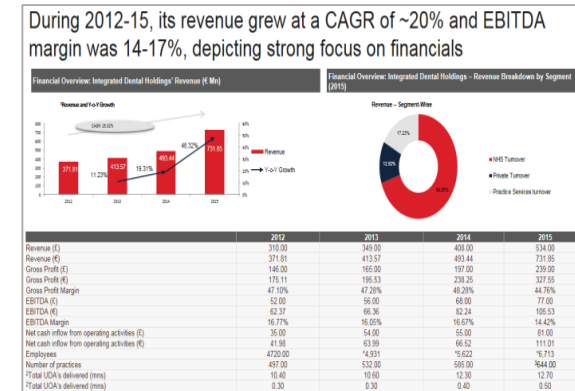
- Understand the European dental services market, gaining insights on the industry regulations, payer landscape, key drivers and trends (including labour market)
- Identify the key players in the market and prepare their profiles

### Approach and Methodology



- Secondary research formed the mainstay for the study. We leveraged the data from sources such as government websites, company websites, associations, journals and subscribed databases
- Provided an overview of the regulatory landscape in select European countries and analysed regulations related to advertising, indemnity insurance and corporate dentistry practices
- Prepared a competitive landscape framework to compare the regulations across various European countries
- Also, identified the key industry trends and drivers, and assessed their impact on the market
- Finally, we prepared the key player profiles, providing insights on areas such as financial analysis and strategic focus of the players

### Sample Output



### Results / Value-add



The study helped the client to better understand the regulations in the European dental care services market

The client leveraged the study during its internal strategy meeting