



Munevo in the US Market

Samantha Esposito, Samuel Inoyo, Maura Kulesza, and Victoria Swillum



Who Needs An Electric Wheelchair?



Myopathy



Neuromuscular junction



Diseases impacting
the nervous system:

Neuropathy

Myelopathy

Brain damage
(Medline Plus)



American Association of Neuromuscular and Electrodiagnostic Medicine



Key Hospitals And Departments



Steps to Reimburse Customers

Coverage: Approval by FDA is required for reimbursement by insurance companies

Coding: Determines how and where your product fits into the coding landscape

Payment: The amount a hospital or physician practice will get paid for your product



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Opportunities and Threats of the US Market

The U.S. market for powered wheelchairs is the largest in the world









- The market is expected to grow due to the large amount of aging baby boomers as well as the improved life expectancy

Current Market Size

- Global electric wheelchairs market size will grow by USD 708.8 million during 2019-2023, at a CAGR of over 6%.



Potential Competitors

<p>1</p>  <p>Permobil AB</p> <p>💰 362.2M</p> <p>👤 1,811</p>	<p>2</p>  <p>Invacare Corporation</p> <p>💰 966.5M</p> <p>👤 4,200</p>	<p>3</p>  <p>Drive Medical Limited</p> <p>💰 750M</p> <p>👤 2,500</p>	<p>4</p>  <p>Pride Mobility Products Corp</p> <p>💰 -</p> <p>👤 4,106</p>
<p>5</p>  <p>The SCOOTER Store Ltd</p> <p>💰 330.6M</p> <p>👤 1,653</p>	<p>6</p>  <p>Colep</p> <p>💰 587.8M</p> <p>👤 2,939</p>	<p>7</p>  <p>Sizewise Rentals LLC</p> <p>💰 104.8M</p> <p>👤 524</p>	<p>8</p>  <p>GF Health Products Inc</p> <p>💰 -</p> <p>👤 561</p>



Relevant Players in the Market



Pride Mobility



Invacare Corporation



Sunrise Medical (US) LLC





Pride Mobility Products Corp

- Seeking to improve the quality of life by providing superior mobility devices to those with disabilities
- Account for about 9.07% of the market share (NBC29).
- Takes pride in their products and wants to provide their customers with high end service and compassion





Yes, you can.®

Invacare Corporation

- Invacare Corporation (NYSE: IVC), headquartered in Elyria, Ohio, is a global leader in the manufacture and distribution of innovative home and long-term care medical products that promote recovery and active lifestyles

- Account for about 10.85% of the electronic wheelchair market and 11.70% of the revenue share (NBC29).





Sunrise Medical

- Vision Statement: " Improving people's lives by creating innovative, high quality products and services"
- Designs, develops, manufacturers, and distributes their own products
- Public Company with about \$319 million dollars in sales
- Holds about 50% of the market share for wheelchairs





Partnership with Sunrise Medical



Partnership



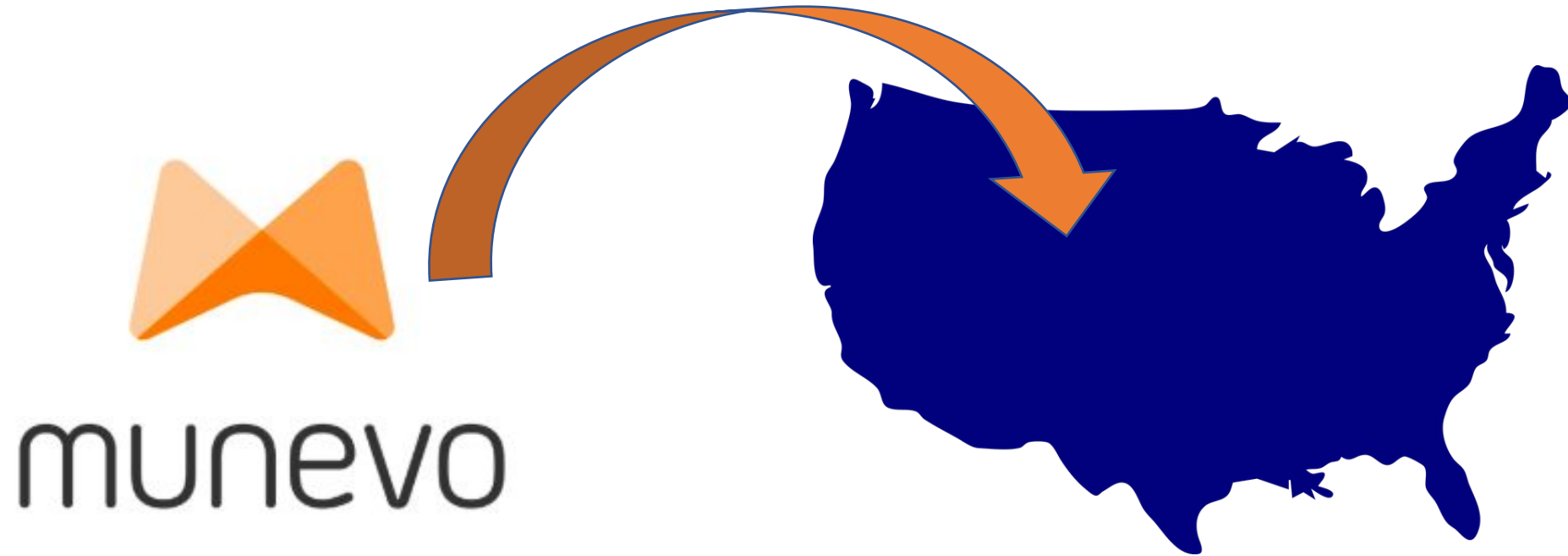
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Retailers



Thank you



Thank you

