

Are you interested in developing your market potential in the healthcare sector in France?

Let's meet at REHACARE October 2009!

The UKT&I French Healthcare team would be delighted to meet with you. They will be present at the Rehacare trade show together with a French buyer, CREE, a national distributor specialising in ergonomic products for handicapped people.

UK Trade & Investment help British companies to identify business opportunities and position themselves within the healthcare sector in France.

Who to contact?

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Where?

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Market Opportunities

- **Elderly care and remote care services**

With the ageing of the population "**GREY GOLD MARKET**" the elderly care sector is the most promising market with opportunities for medical devices for security and distance diagnostics equipment and specialised services.

By 2030, 3 people out of 5 will live in towns and 28% of the French population will be more than 65 years old. The Government has set up the label "**Bien vieillir – Vivre ensemble**" which consists in implementing adapted structures to allow elderly people to live in town and to be as independent as possible.

- **Home Care " Hospitalisation à Domicile"**

This scheme is to reduce hospital costs and therefore reduce traditional long hospital stays, in favour of ambulatory medicine and keeping patients of all ages in their homes. As a result, the scheme has created a demand for new mobile medical equipment and technical aids adapted to individual homes. This approach is the result of the bill called "Hôpital, Patient, Santé et Territoire" introduced by the Ministry of Health in October 2008. This project proposes a global modernization of the Health system and a reorientation of Government priorities.

Elderly and disabled people in France: A promising sector in evolution.

In France, we estimate the number of people aged over 16 years old with a "light" incapacity or a recognised disability at 12 million, and more than 5 million people are handicapped. (Source: Press release of the Autonomic trade show 2009)

▪ **A reduced independence**

More than 5 million people benefit from a regular assistance to carry out some daily life tasks:

- 280,000 persons are confined to bed or wheelchair-bound
- 54% of those confined to bed are at home, 11% are less than 60 years old

- Around 2 million people walk on crutches or need a stick and more than 200,000 persons use a wheelchair which less than 10% are electrical
- 42,000 persons use a white stick

- **The employment of disabled people**

The employment of disabled people remains low. 2.7% of jobs in the private sector and 3.5% of jobs in the public sector concern handicapped people. If the situation is improving, 56% of workers recognised handicapped remain inactive.

Disabled people wish to work to get a social recognition first and to gain independence.

In 2002, 9.2 million people have declared suffering from a health problem or a handicap since 6 months or more. 4.9 million of them estimated that it was a limit to their ability to work normally but only 1 million of them benefited from an administrative recognition of their handicap. Some of these people do not put it forward to their employer which reduces official figures regarding the employment of disabled people.

- **Needs and use of elderly people living at home**

A study carried out by the INSERM (the National Institute for Health and Medical research) beside persons aged of 60 years old and more and living at home, allowed to put in evidence that ¼ of this population needs a home assistance or has already adapted its accommodation.

From the last study realised by HID (Handicap, Incapacity, Dependence), it has been established an inventory of needs in terms of technical aids and house adaptations. 22% of elderly people, that is to say 2.6 million of them, need such arrangements.

Assistance to mobility are specially required for 14% of people aged of 60 years old and more and for 33% of people over 75 years old.

Elderly people needs in terms of technical aids are satisfied in 60% of cases.

- The disability sector of the French healthcare market is dynamic and supported by Government measures such as "Plan Solidarité Grand Âge 2007-2012" and the "Plan Handicap Visuel 2008-2011". One is dedicated to elderly people and its objective is to satisfy their needs in terms of equipment and assistance at home or in medical institutions. The other concerns people with a visual handicap and aims at improving their independence and their social integration.

For further details on Government measures and market opportunities in France, let's meet at Rehacare 2009 on the UK Pavilion.