

inews

INFODENT SPECIAL EDITION IDEM 2024

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IDEM 2024
FLOOR PLAN INSIDE



AT A GLANCE

Singapore's 2024
Economic Outlook



MARKETS

Kazakhstan, Vietnam
and Cambodia



NON PROFIT

excacad supports the non profit
Mini Molars Cambodia

INDUSTRY



NEWS

Manufacturers
looking for
Distributors



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IDEM 2024 Venue Map

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Hosted Companies
looking for distributors



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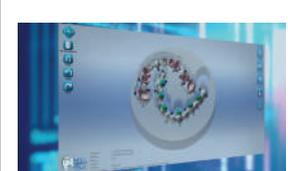
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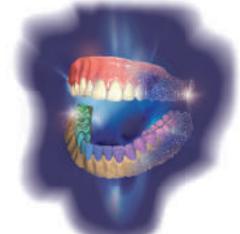
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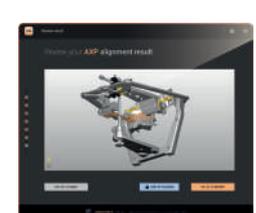
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Techniques, Technologies and Trends

"*Exceptional Dentistry: Techniques, Technologies, and Trends*" is IDEM 2024 conference theme for this year, and a mantra for any trade exhibition that wants to be successful. Trade shows have always been dynamic, and an essential way for companies to present their goods and services, connect with other business owners in the field, and find new customers. Gone are those days when exhibiting with traditional trade show booths and products worked. Things have changed now, today exhibitions have become the key marketing tool for the business, with innovative exhibition booths equipped with the latest technologies, provoking emotions, and thoughts, that normal demos cannot: High Tech, Augmented Reality, Interactive elements, Biometrics, Artificial Intelligence and the like. Just as technology is developing at a never-before-seen rate, trade exhibits are changing dramatically too.



This is even more true in the medical and dental industry, continuously revolutionizing with the rapid development of medical technology, cutting-edge trends, which are changing the game, and completely changing how companies interact with their target market. Dental professionals understand the importance of staying up to date with the latest advancements in the field, expecting an outstanding, and a quality, experience when visiting a booth at a trade show.

Which best place, for a brand, to display its latest innovations? And which best place to study where other brands are moving to? Competition in healthcare markets benefits consumers because it helps contain costs, improve quality, and encourage innovation. As there are more options for doctors, hospitals,

and clinics, they will seek out the best in terms of new medicines, therapies, diagnostic tools, and more so that they can provide a higher level of care. This new demand will drive the providers of those technologies to create new and better options, driving a chain reaction that will improve the overall healthcare industry.

It is difficult, if not impossible to predict the future, but trade exhibitions can give us a big hand in exploring futuristic scientific themes, hosting the dental and health sector's latest technologies, creating a stimulating and informative environment for attendees.

As IDEM media partner, we remain leaders, through our platforms, in informing the dental industry about international trade exhibitions and congresses, the launch of new products and innovation, and explore business opportunities for the dental industry. We are looking forward to delving into IDEM's cutting-edge advancements in the dental field and invite you all to discuss any marketing opportunity you wish to explore, over at our booth!

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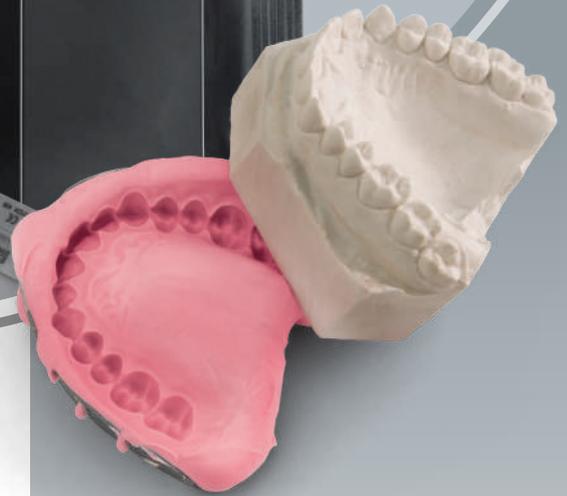
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DenTag

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If you have any questions, or suggestions, or just want to learn more about our products, please contact us. We would be happy to hear from you.

We will also be exhibiting at IDEM 2024 in Singapore from April 19-21. You can find us at the Italian Pavilion, stand no. G10. We look forward to seeing you there!

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Visit us at: **IDEM 2024**
Hall 9 (Italian Pavilion), Booth G10



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TCS, Inc. is a dental manufacturing company dedicated to providing dental laboratories with exceptional quality of resins and equipment, allowing for the most reliable, functional, and uncompromising aesthetic restorations for patients with missing teeth.

TCS proudly manufactures all products in-house in the USA and monitors and reviews its quality through the implementation of an effective Quality Management System based on ISO 13485 standards.

TCS offers three resilient, high performing resins to choose from: **Unbreakable™** (nylon based) & **iFlex™** (polyolefin

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www.tcsdentalinc.com

abraham@tcsdentalinc.com

Visit us at: **IDEM Singapore 2024 (Infodent International Booth), Hall F, Booth P46 Smart Medical Fair**

www.smartmedicalfair.com/stand/h2p1b2z2356, www.smartmedicalfair.com/stand/h1p2b5z1519

COMPANIES LOOKING FOR DISTRIBUTORS **highlights**

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The advertisement features a background of a blue hexagonal pattern. On the left, there are two circular discs of dental alloy, one showing a textured surface and the other a smooth surface. In the center, there is a small dental arch model. On the right, a welder in a protective suit and mask is working on a piece of metal. At the bottom, there is a large pile of cylindrical metal rods.

DENTALMAX

"LUXEN" is coming to Europe



DENTALMAX, a prominent Korean zirconia block manufacturer, commands a dominant position in Korean market. Renowned for natural-like tooth shades zirconia blocks, backed by over a decade of experience. DENTALMAX has garnered widespread acclaim in Korean and Japanese markets.

The **1200+600Mpa multi-block** balances aesthetics and stability with different transparency and strength for dentin and incisal, suitable for anterior-cases. 1100Mpa multi-block offers 45%-42% transparency from dentin to Incisal respectively, suitable for every case

"LUXEN" is renowned for its natural gradient, unlike others that just increase

layers. Enabling dental technicians to express shades without additional work is quite competitive.

"LUXEN" is also famous for its high resistance to fractures, due to extensive expertise, high-quality materials, distinguishing it from Chinese blocks.

With its near-flawless shrinkage rate, "LUXEN" is suitable in long-bridge cases, such as "ALL-on-X" or "full-mouth", with impeccable fit.

DENTALMAX, with its exceptional quality, is focusing on the European market, seeking new dealers.

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In addition, its extra dimensional stability guarantees impression accuracy for up to 168 hours (7 days). Add extremely rapid water absorption and a fantastic

creamy consistency plus 5 years of real shelf life and you will get the best alginate for dental impression.

With a strawberry flavour and only 30 seconds in the mouth to set, **Millenium HQ 5 Micron 168 Hours alginate** is a top choice for dentists looking for superior quality and accuracy in their impressions.

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Visit us at: IDEM Singapore 2024
 Booth H05



ANDREW MEDICAL



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Andrew Medical, a pioneering startup, specializes in the research, development, and production of **3D Printed Dental Implants**. These implants, crafted from titanium Ti6Al4V-ELI, boast a root form shape with a dense core and an outer porous layer that encourages bone growth. This design mimics natural bone structure providing a 3D volume, going beyond the ordinary traditional 2D surfaces. The implant's conical connection system and platform enhance performance. In vitro studies show that the implant's surface influences bacteria interaction, potentially preventing peri-implantitis and device infections. Its 3D-printed titanium struc-

ture promotes **Dental Pulp Stem Cell (DPSC) adhesion and osteoconductivity**.

Tests reveal that its interconnected pores, similar to bone's internal structure, improve cell adherence and osteogenic properties. The surface design and post-production treatments significantly impact DPSC's adhesion and bone-forming potential.

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CIMSYSTEM, a software development company actively engaged in the fight against pirated software

Infodent International interview with Marco Cervini, Asia & Pacific Operations Director at CIMsystem HK LTD, an Italian software house specialized in developing and supplying CAD/CAM software for the manufacturing industry and the dental field.

- Can you introduce us to the CIM-system company?

CIMsystem is a leading CAD/CAM software developer in industrial and dental manufacturing as well as in 3D printing applications. The Company was founded in Italy in 1999 so it has a long story of software developing according to market changes. CIM-system has multiple offices in the USA, Europe, and Asia, and an ever-expanding distributor network, it is currently serving more than 25,000 customers all over the world.

- What are the strengths of CIMsystem company and products?

CIMsystem is a multi-service provider that supports customers with product sales, technical assistance, consultancy, and system integration services. Indeed, CIMsystem do not only offers integrated proprietary solutions but is also able adapt software to any of the existing assets in customers' facilities to guarantee a safety and smooth workflow. Besides product versatility, the post-sales assistance is also very appreciated by our customers, indeed, thanks to an international team of internal experts and well-trained distributors, we are able to support customers regardless of language barriers and time zones.



- Which is your flagship product?

Our flagship product is MillBox, the most versatile and easy to use CAM for dental manufacturing existing on the market. It is compatible with any material, any restoration, and any milling machine. Indeed, we can offer a standard set-up as well as customized software version that is driven by machine requirement. This is what really makes the difference especially in the Asian market where new machine producers rise almost every day. The ability of adapting the software to any of the new machines allows us to be almost unbeatable.

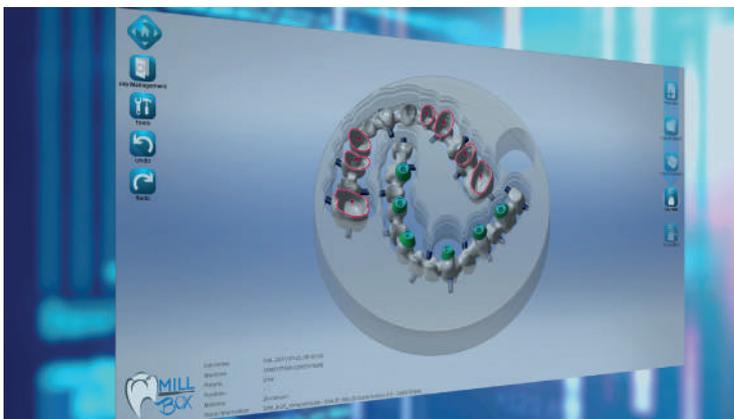
- Piracy is a common phenomenon in software business. Are you also affected by this? Which are the risks of using pirated software?

As every Company who is dealing

with software business we are of course affected by this phenomenon, and we are putting lot of efforts in fighting against piracy. The reason why we do that is not only because of business loss but also because the use of not official licenses might cause wrong software usage damaging tools and machines as well as affecting product results and brand reliability.

- You will be present at IDEM Singapore exhibiting at the Italian pavilion. Will you introduce something brand-new?

At IDEM we will be proud of showing more about our sintering and milling software application Make&Mill. It is an application that is already existing since years it is really appreciated by our customers because of its reliable and high-quality results in refining whether printed or milled restorations. Make&Mill is a MillBox add-on module designed to help our customers doing everything with single provider and application. Indeed, it is also integrated with our proprietary software for 3D printing, Pyramis. So the focus of our presence at IDEM this year will be on showing the power of hybrid solutions.



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DMP Dental: BRIGHT Temporary C&B



With more than 35 years of experience in dental material manufacturing DMP successfully supplies the dental market worldwide, achieving top quality and reliability through integrity, passion and commitment which are ingrained in DMP's culture.

DMP is best known for BONASIL its broad range of silicone impression materials and for its BRIGHT line of aesthetic filling materials. DMP aims to create BRIGHT smiles and to provide the highest level of satisfaction, by closely cooperating with its customers and maintaining a high degree of flexibility for individual market needs.

DMP expands its BRIGHT Temporary Crown & Bridge family with the 10:1 and 4:1 delivery systems.

BRIGHT Temporary C&B is a self-curing, moldable composite designated for the construction of temporary crown and bridge restorations. It offers exceptional aesthetic results with optimal mechanical and physical properties. The simplicity of use makes it the ideal product to fabricate provisional restorations.

SUPERIOR STRENGTH

The material is characterized by its very high flexural and compressive strength, allowing the fabrication of long lasting provisionals. This is achieved by using in the formulation organic monomers of highest quality together with glass fillers of ideal particle size dispersion. Moreover, the advanced technology keeps the water sorption at the lowest level possible in order to refrain provisionals from failure.

EXCEPTIONAL AESTHETICS

The glass fillers included in the formulation contain a scientifically

developed blend of opaque and translucent components to assure a normal vitality. It has sufficient opacity to mask darkness and yet enough translucency to offer a vibrant, natural appearance.

SIMPLICITY & PATIENT COMFORT

BRIGHT Temporary C&B above all is defined by its simplicity in use. It has a time saving procedure due to its easy trimming, finishing and polishing because of the low

inhibition layer. In addition, the ideal ratio of active ingredients used in the formulation keeps the generated heat at almost zero levels, ensuring that no harm of the dental pulp occurs making it comfortable to the patient.

More info:

DMP DENTAL INDUSTRY S.A.

+30 22990 23041

www.dmpdental.com

info@dmpdental.com



ABOUT DMP SA

Established in 1985, **DMP** has over 35 years of experience in the design, development, manufacture and distribution of high-quality dental materials.

The largest group of products are the precision silicone impression materials both for the dentist and the dental laboratory. The latest additions to this group are the scannable silicones which are suitable for use with all 3D scanning systems for digital dentistry without requiring any additional surface treatment. The second major group of products are the composites for aesthetic dentistry including bonding and etching materials. They are primarily resin-based materials and are available in light, self or dual cure varieties. The last group is the amalgams which were launched with the establishment of DMP and consists of various types for every need.

These products have evolved and grown over the years meeting customer needs and the latest developments in the dental industry. Today DMP successfully markets its products worldwide and has established DMP USA to provide specialized service for its fast-growing presence in the North American market.



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exocad presents *DentalCAD*, *exoplan* and *ChairsideCAD* highlights

exocad, an Align Technology Inc. company, presents open-platform solutions at the IDEM in Singapore under the motto **“Imagine the CADabilities”**. *“Our software experts will be on site to show the entire exocad software package in use”*, says Novica Savic, CCO and general manager at exocad. Current applications for dental labs and practices include **DentalCAD**, **ChairsideCAD** and **exoplan**. All exocad software applications blend seamlessly together and can be built out with additional modules. Visitors can look forward to new features in the new Elefsina 3.2 release series.



ChairsideCAD



DentalCAD

exocad’s *DentalCAD* is one of the leading dental CAD software programs, with thousands of licenses sold each year. Specifically designed for dental technicians, *DentalCAD* offers productivity, flexibility and the ability to create outstanding dental restorations. With more than 60 new features created to optimally fulfill customers’ requirements, the latest software release *DentalCAD 3.2 Elefsina* offers new and improved workflows - from treatment planning to design and manufacturing.

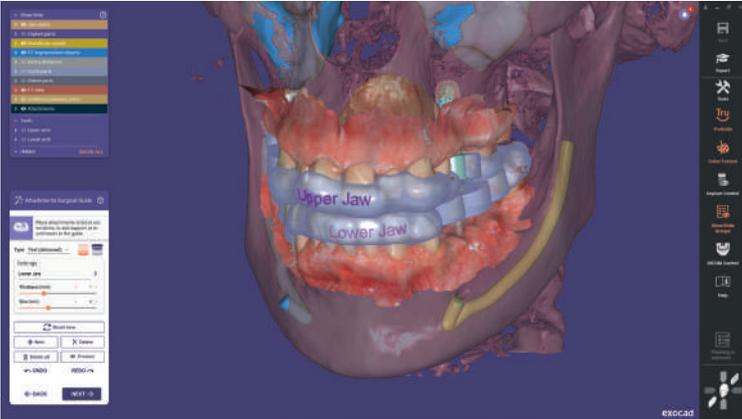
Based on exocad’s lab software *DentalCAD*, *ChairsideCAD* is the first complete open-architecture CAD software platform for single-visit dentistry. The software includes a step-by-step guide through the design process, simple integrations with a broad spectrum of devices

and the ability to seamlessly share information between clinicians and labs. *ChairsideCAD* users can take advantage of the integrated communication platform *dentalshare* to easily collaborate with labs of their choice.

Implantology is an integral part of modern patient treatment. With *exoplan*, dental labs, dentists, implant specialists and surgeons are guided from implant planning to surgical guide design and manufacturing in one intuitive, digital workflow. exocad’s integrated software solutions allow for seamless functionality across the digital workflow.

For visitors who want to learn more about how to increase productivity with the help of the leading dental CAD/CAM software, the exocad booth at IDEM is the right place to be.

**Visit us at IDEM Singapore
Booth #M08 in the German Pavilion
For more information visit:
www.exocad.com**



exoplan

news from the dental industry

Singapore's 2024 Economic Outlook

As the world recovers from an unprecedented pandemic, geopolitical upheavals, and sluggish growth in China, Singapore's economy is projected to experience growth in the upcoming year, after showing resilience in its 2023 recovery journey.

Projections by the Monetary Authority of Singapore (MAS) indicate an acceleration in local economic growth for 2024 alongside a notable easing of the inflation rate. With the anticipated recovery in Singapore's export demand and the stabilization of interest rates by

the Federal Reserve, the coming year could signify a pivotal point in Singapore's financial expansion.

As we delve into the economic prospects of Singapore for the year 2024, noteworthy highlights emerge:

- The anticipated GDP growth, as per recent revisions, hovers around 2.3 percent.
- Projections indicate an expected headline inflation rate of 3.4 percent, complemented by an average core inflation of approximately 4 percent.

These factors collectively contribute to shaping the economic landscape and provide valuable insights for stakeholders and observers alike. Meanwhile, sectors with promising prospects include (among others):

- Food and beverage (F&B);
- Travel and tourism;
- Electronics;
- Manufacturing; and
- Trade.

Some challenges, however, may persist in banking and financial, and commodity supplies sectors.

As Singapore charts its economic course into 2024, optimism prevails amidst projected growth, particularly in key sectors such as electronics, F&B, and travel-related industries. The nation's resilience, coupled with strategic recovery measures, positions it as a stable and promising investment destination for businesses and investors in the coming year and beyond.

DECODING SINGAPORE'S 2024 ECONOMIC OUTLOOK

In the 2024 outlook, Singapore's economic growth hinges on external demand, introducing some uncertainty. While sectoral growth rates are anticipated to revert to pre-COVID norms, the trajectory reveals diverse patterns. Weaker growth is observed in external-facing industries, while domestic sectors experience robust expansion. Travel-related industries show significant double-digit growth following the global border reopening.

Despite a relief in the decline of global chip sales, certain sectors

like memory and logic chipmakers continue to struggle. Demand for IT products in key markets, such as China and the US, remains subdued, contrasting with sustained structural demand in emergent sectors, including (but not limited to):

- Generative Artificial Intelligence;
- Electric vehicles (EVs);
- Internet of Things (IoT); and
- 5G networks.

Throughout much of 2023, Singapore's economy faced subdued demands in global markets, particularly in manufacturing and trade-

related areas. Meanwhile, travel and tourism-related sectors made strides toward recovery, capitalizing on increased travel and the gradual return of Chinese tourists. In 2024, Singapore's inflation rate is projected at 3.4 percent, a notable decrease from the previous 4 percent, as of August 2023 (CPI-All Items inflation). This revised forecast considers expectations of moderate private transport inflation and quota increases, with a stabilizing housing supply expected to bring about a rebalancing effect on property prices.

INDUSTRIES TO WATCH IN 2024

Electronics and manufacturing

In the 2024 industry outlook, the electronics sector emerges as a key driver of growth for Singapore. Demonstrating enhanced performance since Q3 2023, the sector is set to capitalize on increased demand in global semiconductor sales and a favorable outlook for AI-related chips. By 2024, a turnaround is anticipated as the decline in sales is projected to shift, showcasing a growth rate of 11.8 percent.

This positive momentum not only positions the electronics sector for expansion but also augurs well for the overall financial growth and outlook of Singapore's manufacturing and trade-related sectors. In 2023, Singapore's manufacturing sector faced notable challenges, primarily driven by the adverse impacts of the global semiconductor slump. Given the sector's heavy reliance on specific industries, particularly semiconductors and electronic components, which constitute 43.7 percent of the total production, the decline in global semiconductor demand significantly impacted the city-state's manufacturing output.

Looking ahead, the forecast for Singapore's manufacturing output is promising, with anticipated growth extending from 2025 to 2028. Despite experiencing a momentary decline the sector is poised for a robust recovery, positioning itself as one of the standout performers in the Asia Pacific region. Notably, it is expected to surpass China's manufacturing output growth during the period spanning 2025 to 2028.

Food and beverage, travel, and hospitality

Similarly, the F&B and travel-related industries, which have seen remarkable growth post-pandemic, are anticipated to continue ascending. However, the pace of growth might moderate as the phenomenon of revenge travel begins to taper off. Singapore's F&B industry is projected to close 2023 with a revenue of S\$13.5 billion and annual growth rate of 1.95 percent (CAGR 2023-2027).

Indeed, despite facing a substantial decline in revenue in 2020 amidst the pandemic, the F&B industry in Singapore successfully rebounded in 2022 and is poised for further growth in 2023, particularly with the resurgence of tourism as visitors resume travel to the country.

The advertisement features a background of a white grid pattern with a red oval containing the TKD logo at the top. Below the logo, the tagline 'SIMPLIFYING DENTAL MOTION' is written in a sans-serif font. The main headline 'High-performance dynamic instruments' is prominently displayed in a large, bold, blue font. At the bottom, four dental instruments are shown: BRAVIA X (a handpiece with a wooden grip), TITANUS ELED (a handpiece with a blue grip), QUA (a handpiece with a silver grip), and DEFINITIVE LED (a smaller handpiece with a blue grip). The TKD logo is visible on each instrument. At the bottom right, there is a red and white logo for 'CSQ ISO 13485'. The company name 'TeKne Dental s.r.l.' and contact information are listed at the bottom center.

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BRAVIA X
TITANUS ELED
QUA
DEFINITIVE LED

Meanwhile, looking at travel-related industries, the trajectory for 2024 is anticipated to be characterized by a gradual incline rather than a sudden and sharp spike, especially when it comes to inbound tourists.

Booking.com's yearly report revealed the latest travel preferences among travelers based in Singapore, encompassing trends such as sleep tourism, surprise getaways, and personalized experiences driven by artificial intelligence.

Banking, financial, and commodity supplies

On the flip side, sectors encompassing banking, financial, and commodity supplies could encounter

rates poses a challenge for businesses operating in the banking and financial domains, influencing borrowing costs, investment decisions, and overall economic activities.

Adding complexity to the scenario are the escalating geopolitical conflicts. These conflicts not only contribute to an atmosphere of global uncertainty but also bear the potential to disrupt raw material supplies. This disruption, in turn, can reverberate across various industries, impacting production, pricing, and supply chains. As a consequence, the cascading effects of geopolitical conflicts may pose hurdles to the smooth functioning of global growth and trade.

ering travel sectors. While demand for workers in external-facing industries is predicted to strengthen later in the year, a substantial increase in resident unemployment seems improbable. However, brace for a notable slowdown in wage growth due to declining nominal GDP and the normalization of bonuses after an unusual surge this year.

The idea that recent trends in wage growth and bonuses will persist faces challenges as Singapore's growth slows, disinflation takes hold, and more foreign workers enter the scene. The anticipated moderation in wage growth aligns with the shifting economic land-



persistent challenges. The uncertainties looming over the duration of the Central Bank's commitment to maintaining high-interest rates create a landscape of ambiguity. The potential endurance of these high

Employment trends

Expectations for Singapore's job market indicate a softening trend ahead, with overall employment growth likely to receive backing from domestic services and recov-

scape. Despite this, some experts foresee a resilient wage growth path, citing Singapore's expected recovery, tightened manpower policies, and sector-specific rebounds, particularly in finance.



SINGAPORE'S STEADY COURSE AMID GLOBAL HEADWINDS

As Singapore sets sail into 2024, the economic landscape is delicately poised between optimism and uncertainty. The MAS underscores that the

strength and sustainability of anticipated growth hinge on external final demand, injecting an unpredictable element into the equation.

The nation's economic journey is characterized by a three-speed trajectory: subdued growth in external-facing industries, above-trend expansion in

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IDEM SINGAPORE

domestic-facing sectors, and robust double-digit growth in travel-related industries post-global border reopening. While sectoral growth rates are projected to realign with pre-COVID trends, the trajectory remains contingent on the ever-evolving global economic dynamics.

In Q3 2023, Singapore's electronics output stabilized, buoyed by a modest rebound in global semiconductor sales and optimism surrounding AI-related chips. However, geopolitical tensions linger, casting shadows on the potential for supply chain disruptions.

On a positive note, the financial ser-

vices sector seems to have found its footing as interest rates level off, indicating a potential modest recovery. Examining the labor market, a softening is expected in the next few quarters, but overall employment growth is poised for support from domestic-oriented services and travel-related sectors.

Despite uncertainties, the majority of analysts maintain cautious optimism. Propelled by Singapore's anticipated growth recovery in 2024, a tight labor market, the impact of tightened manpower policies, and the Progressive Wage Model's expansion, they anticipate that nominal wage growth

may not experience a significant decline from current rates. Additionally, the potential recovery of the financial sector is seen as a contributing factor to overall wage increases, particularly in sectors with comparatively higher compensation.

Entering 2024, Singapore stands resilient, navigating global economic tides with strategic foresight. The anticipated recovery in key sectors, coupled with prudent policy measures, positions the nation as an attractive investment destination. Businesses and investors can be assured of the government's commitment to sustaining economic growth.



About Us

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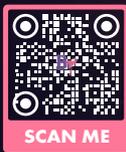
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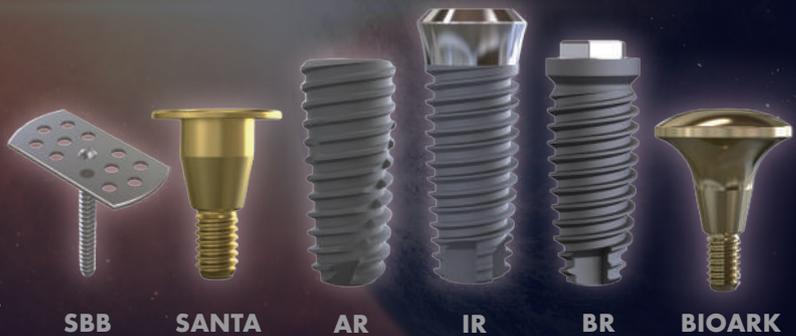
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DENTAL



REPUBLIC OF

KAZAKHSTAN



Capital:
Astana

Official languages:
Kazakh - Russian

Ethnic groups:
70.7% Kazakh
15.2% Russian
3.3% Uzbek
1.9% Ukrainian
8.9% Others

Religion:
69.3% Islam
17.2% Christianity

Government:
**Unitary Semi-Pre-
sidential Republic**

Area:
2,724,900 km²
**(ranked 9th
in the world)**

Currency:
Tenge (KZT)

A MARKET OF OPPORTUNITIES

Since the 2000s, Kazakhstan has seen impressive economic growth driven by the first generation of market-oriented reforms, abundant mineral resources extraction, and strong foreign direct investments. **Sustained economic growth has transformed the country into an upper middle-income economy, commensurately raising living standards and reducing poverty. With a growing middle class, Kazakhstan provides trade and investment prospects for firms seeking new opportunities in this growing market.** Since elections in 2019, President Tokayev has progressively launched a further plan of struc-

tural economic reforms, aimed at stimulating economic growth and competitiveness. Yet, besides the strong political commitment to building a solid reputation as the strongest, most stable, and reform-oriented economy in Central Eurasia, Kazakhstan still faces formidable challenges, among them, slow productivity growth, wealth inequality, rising living costs, limited job opportunities, and weak institutions. Despite the challenges, its economy remains the largest in Central Asia, and with unfulfilled potential, that continues to deliver sustained growth, despite its failings.

	Kazakhstan	Azerbaijan	Russia	Uzbekistan
Population, million	20.0	10.3	146.1	36.7
GDP per capita (PPP, USD)	34,476	18,694	35,310	12,247
GDP per capita (nominal, USD)	14,395	7,529	13,006	3,407
World Economic Forum Global Competitiveness Index (2019) (out of 141 economies)	55 th	58 th	43 rd	

Kazakhstan GDP Growth Forecast



Source: World Bank

MARKET POTENTIALS

Emerging as a major transport and logistics hub in the region, linking the large and fast-growing markets of China and South Asia to those of Russia and Western Europe by road, rail, and ports on the Caspian Sea, Kazakhstan presents a trade gateway to a market of about 100 million consumers in Caspian Sea countries, 76 million in Central Asia and 350 million in Western China.

90% of medical equipment is imported as domestic manufacturing is limited, with no capabilities to develop a

strong local industry in the near-term. The bulk (85%) of medical equipment is purchased by the public sector, mostly through government-related tenders. More than 37% of medical equipment currently in use is obsolete and the government recognizes the need to update equipment in use in the country's public hospitals. Currently, there are about 60 companies in Kazakhstan registered as medical equipment producers, many of which are small businesses with low production volumes.

Regional Hospitals	492
Other State Department Hospitals	39
Private Hospitals	242
Total No. of Hospitals	773

	Kazakhstan	Central Asia (average)	WHO European Region upper middle-income countries (average)	WHO European Region (average of all countries)
Per capita health spending USD, 2019 (adjusted for purchasing power)	765	552	1,338	3,226
Health spending from public sources, 2019	59.9%	37.2%		
Share of out-of-pocket spending as % of total health expenditure, 2019	33.9%	57.1%	44.1%	

Source: WHO_European Observatory on Health Systems and Policies

ONGOING HEALTH REFORMS AND PUBLIC SPENDING TO IMPROVE HEALTH SERVICE ACCESSIBILITY, EQUITY AND EFFICIENCY

With the aim of increasing the coverage and quality of health services and reducing informal and out-of-pocket payments, Kazakhstan has gradually established a Mandatory Health Insurance system.

Citizens and permanent residents of Kazakhstan have access to two packages of medical care: the State-Guaranteed Basic Package, which is financed by the state budget, and the Compulsory Social Health Insurance package, financed by

employers and employees. The basket of publicly paid services is relatively extensive, but there is a need for co-payments. Most out-of-pocket payments (66%) are for medicines and medical products and outpatient services, including dental care (26%). Emergency and routine dental care is provided, free of charge, in the package of Compulsory Social Health Insurance, but only to certain privileged categories: children under 18 years of age and pregnant women;

participants of the Second World War; pensioners; disabled people of groups I, II, III and IV; mothers with many children. Nonetheless, due to high costs of dental services, and a general lack of access to doctors, the scheme has become unreliable, and dental care is particularly a problem in rural areas, especially for children who have malformed palates. Dental missions from around the world still play a key role in the country.

Undergoing reforms aim to shift the country towards universal healthcare however, despite a steady growth in funding, healthcare financing is still limited, especially if we consider Kazakhstan's national wealth. Economic improvements, population growth and rising health and image-consciousness amongst consumers will continue to boost demand for oral care in the coming years.

Economic Impact Related to Treatment and Prevention of Oral Diseases (2019)

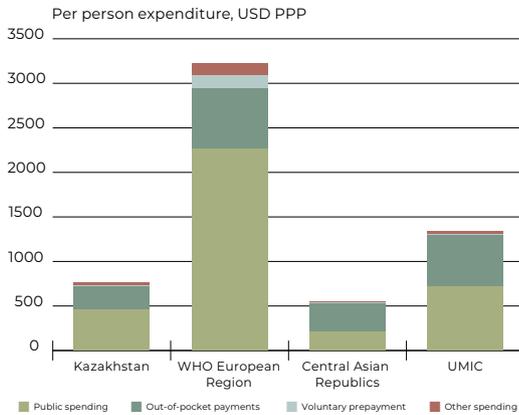
Total expenditure on dental healthcare (US\$)	61 million
Per capita expenditure on dental healthcare (US\$)	3.3
Total productivity losses due to 5 oral diseases in million (US\$)	695 million

Notes: Total expenditure on dental healthcare in million (US \$); Estimate of total annual national expenditure on dental healthcare in outpatient dental care (public and private) in 2019. Per capita expenditure on dental healthcare (US \$); Estimate of the annual national per capita expenditure on dental healthcare for outpatient dental care (public and private) in 2019. Total productivity losses due to 5 oral diseases in million (US \$); Estimate of total productivity losses in 2019 resulting from combined impact of 5 untreated oral diseases including caries in deciduous and permanent teeth, severe periodontal disease, edentulism, and other oral conditions as defined by GBD. (Data source: Jevdjevic & Listl 2022.) Source: World Health Organization WHO - Oral Health Country Profile, WHO/UCN/NCD/MND/KAZ/2022.1

	2015	2011	2020
Number of dentists	5,089	6,532	
Dentists per 10 000 pop. (2014-2019)	2.9		
Physicians per 100 000 pop.			407
Nurses per 100 000 pop.			752

Sources: Malmö University <https://capp.mau.se/country-areas/kazakhstan/>
World Health Organization WHO - Oral Health Country Profile, WHO/UCN/NCD/MND/KAZ/2022.1

Kazakhstan Spends Less on Health Than Countries with Similar Income Levels



Notes: 2019 data. UMIC: upper middle-income countries in the WHO European Region; PPP: purchasing power parity.
Source: Global Health Expenditure Database (WHO, 2022a). Taken from: WHO - European Observatory on Health Systems and Policies, 2022 edition

The increased policy emphasis on extending public coverage of services and improving equitable access, has led the country to make major life expectancy gains, in recent years. Despite improvements, Kazakhstan's health outcomes continue to stay behind those of the OECD countries and reveal some worrying regional inequalities.

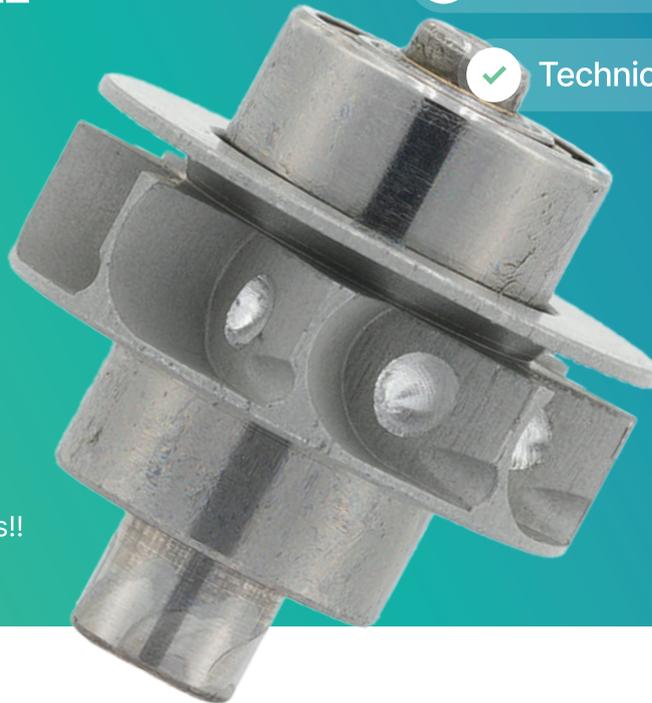
	Kazakhstan	Central Asian Republics	WHO European Region, average	EU
Life expectancy at birth, both sexes combined (years), before Covid-19	73.1	73	78.3	80.9
Maternal mortality, per 100 000 live births, est.	15.5	23.6	12.7	6.3
Infant mortality per 1000 live births, est.	9.0	17.7	7	3.5

Notes: EU: the 28 EU Member States until 2020. Source: WHO, 2022b.



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Prevalence of Oral Diseases

The higher prevalence of dental, and untreated, caries, similar to other post-soviet countries, might be explained by the common challenges in transition period after the dissolution of the Soviet Union, when the access to public dental services for children dropped dramatically and dental healthcare became mostly private. Concurrently, the rapid increase in the availability of sugar-sweetened beverages and refined carbohydrate foods contributed to dental caries experience.

Prevalence of untreated caries of deciduous teeth in children 1-9 years	46.9%
Prevalence of untreated caries of permanent teeth in people 5+ years	31.2%
Prevalence of severe periodontal disease in people 15+ years	15.3%
Prevalence of edentulism in people 20+ years	12.4%

Source: World health Organization WHO -Oral Health Country Profile, WHO/UCN/NCD/MND/KAZ/2022.1

Oral Health National Policies, Measures and Resources (2021)

Implementation of tax on sugar-sweetened beverages (SSB)	No
Existence of a national oral health policy/strategy/action plan (operational/drafting stage)	No

Notes: Implementation of tax on sugar-sweetened beverages (SSB): Status of implementation of taxes on sugar sweetened beverages (SSB). "Yes" responses refer to the application of excise taxes and/or special VAT/sales tax rates. Existence of a national oral health policy/strategy/action plan (operational/drafting stage): "Yes" refers to a policy, strategy, or action plan for oral health that is operational or under development, "no" refers to a policy, strategy, or action plan for oral health that is not in effect or where no response was given. Source: World health Organization WHO -Oral Health Country Profile, WHO/UCN/NCD/MND/KAZ/2022.1

Availability of Procedures for Detecting, Managing and Treating Oral Diseases in Primary Care Facilities in the Public Health Sector (2021)

Oral health screening for early detection of oral diseases	Available
Urgent treatment for providing emergency oral care & pain relief	Available
Basic restorative dental procedures to treat existing dental decay	Available

"Generally available" refers to reaching 50% or more patients in need whereas "generally not available" refers to reaching less than 50% of patients in need. (Data source: WHO NCD Country Capacity Survey, NCD CCS; 2021.) Source: World health Organization WHO -Oral Health Country Profile, WHO/UCN/NCD/MND/KAZ/2022.1

Among main sources:

-WHO, European Observatory on Health Systems and Policies, 2022 edition ISBN: 978 92 890 5914 5
 -The International Trade Administration, U.S. Department of Commerce. <https://www.trade.gov/country-commercial-guides/kazakhstan-healthcare>
<https://www.trade.gov/country-commercial-guides/kazakhstan-market-overview?navcard=11189>
 -The World Bank - <https://www.worldbank.org/en/country/kazakhstan/overview>
 -ADB, Asian Development Bank - <https://www.adb.org/news/kazakhstan-growth-accelerate-2023-and-2024-risks-remain-ADB>
 -Economist intelligence, <https://country.eiu.com/kazakhstan>
 -InfoMercatiesteri, Ministero degli Affari Esteri e della cooperazione Internazionale, https://www.infomercatiesteri.it/scambi_commerciali.php?id_paesi=130#

-European Bank for Reconstruction and Development
 -World health Organization WHO -Oral Health Country Profile
 -Government of Kazakhstan -[https://www.gov.kz/situations/500/intro?lang=en#:~:text=The%20emergency%20and%20routine%20dental,social%20health%20insurance%20\(%D0%A1SHI\)](https://www.gov.kz/situations/500/intro?lang=en#:~:text=The%20emergency%20and%20routine%20dental,social%20health%20insurance%20(%D0%A1SHI))
 -Official Information Source of the Prime Minister of the Republic of Kazakhstan -<https://primeminister.kz/en/news/reviews/97-of-kazakhstanis-are-participants-in-cshi-how-is-the-implementation-of-medical-insurance-taking-place>
 -OECD Review of Health Systems: Kazakhstan 2018 -https://read.oecd-ilibrary.org/social-issues-migration-health/oecd-reviews-of-health-systems-kazakhstan-2018_9789264289062-en#page48
 -BMC Health Services Research - <https://bmchealthservres.biomedcentral.com/articles/10.1186/s12913-022-08919-x>

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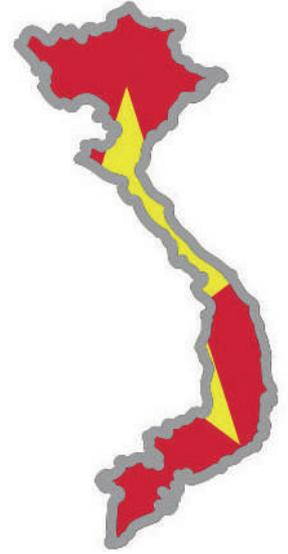
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“The dramatic growth of ultra-high net worth individuals in Asia is set to be reinforced by stellar growth rates in several countries, including Vietnam, which is expected to see its ultra-wealthy population rise by 170% to 540 over the next decade – the highest rate of growth in the world. Millionaire numbers are expected to jump from 14,300 to 38,600 over the same period.” This growth rate exceeds neighboring China and India. (Knight Frank’s the Wealth Report)



Capital:
Ha Noi

Largest city:
Ho Chi Minh

Population:
100.3 million

Religion:
86.32% no religion /Folk*
6.1% Catholicism
4.79% Buddhism
8.89% other

Political system:
Single-party
Socialist Republic

Currency:
Dong

GDP per capita,
PPP:
\$14,285

GDP per capita,
nominal:
\$4,316

SOCIALIST REPUBLIC OF **VIETNAM**

IN BRIEF

A Communist country since 1975, Vietnam moved from a closed, centrally planned economy, towards a globally integrated, socialist-oriented market economy. Continued strong economic growth, political stability, and a large population have combined to create a dynamic and quickly evolving commercial environment, resulting in a booming and optimistic middle class (rising from 12 to 33 million people) and affluent class, as well as in the emerging of young and dynamic small and medium-sized enterprises. **Its evolving health system is a mixed public-private provider system based on mandatory social health insurance. Committed to achieving universal health coverage by 2030, today, 87.7% of Vietnam’s population are covered by social health insurance with the Government’s intent to reach 95% of Vietnamese population by 2025.** Major economic and political reforms have trans-

formed the healthcare landscape of the country providing favorable growth opportunities. Despite low healthcare spending (6.8-6.9% of GDP), Vietnam has achieved remarkable population health outcomes.

Oral health data is very scarce however, due to lack of dental professionals and resources, and a high prevalence of oral health problems among the population, Vietnam’s dental care is mainly cure-oriented, less effort is made towards preventative or restorative dental services. Furthermore, the high prevalence of dental caries affecting younger generations will further strain the country’s limited dental resources, inevitably increasing demand for dental services. Private dental clinics are increasing rapidly. Dental equipment is quite entirely supplied by imports as dental equipment manufactured domestically is limited to furniture and simple equipment.

Dentist to population ratio	1:25,000
No. of public dental clinics (or health facilities offering dental care), 2012	1,790
Dental schools	8
No. dental graduates per year	500

Note: *Folk is a group of religions or religious beliefs and practices adhered by the Vietnamese people. While about 86% of the population in Vietnam are reported irreligious, many of them are associated with this religion.

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Prevalence of caries in general population	67%
Periodontal disease in general population	72%
Ratio of babies born with cleft lip and/or cleft palate	1:500
7-17-year-olds with dental caries	85%
2-6-year-olds with dental caries, 2015-2018	90%

Source: National Oral Health Survey, 2009

Prevalence of Oral Diseases, 2019

Prevalence of untreated caries of deciduous teeth in children 1-9 years.	46.5%
Prevalence of untreated caries of permanent teeth in people 5+ years	28.0%
Prevalence of edentulism in people 20+ years	4.2%

Source: World Health Organization "Oral Health Country Profile"
WHO/UCN/NCD/MND/VNM/2022.1



National Health System Policies, Measures and Resources, 2021

Implementation of tax on sugar-sweetened beverages (SSB)	No
Existence of a national oral health policy/strategy/action plan (operational/drafting stage)	No
Presence of dedicated staff for oral health working on NCDs at the MoHNo	No

Note: Presence of dedicated staff for oral health working on NCDs at the MoH: Presence of technical/professional staff in the unit/branch/department working on NCDs in the Ministry of Health dedicating a significant portion of their time to oral health. Data source: WHO NCD Country Capacity Survey, NCD CCS, 2021. Source: World Health Organization "Oral Health Country Profile", WHO/UCN/NCD/MND/VNM/2022.1

Economic Impact Related to Treatment and Prevention of Oral Diseases, 2019

Per capita current health expenditure, in PPP, int\$	559
Total expenditure on dental healthcare in million (US\$)	57
Per capita expenditure on dental healthcare (US\$)	0.6
Total productivity losses due to 5 oral diseases in million (US\$)	705

Source: World Health Organization "Oral Health Country Profile", WHO/UCN/NCD/MND/VNM/2022.1



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[1]: D'Ercole, S.; Mangano, C.; Cellini, L.; Di Lodovico, S.; Atalayin Ozkaya, C.; Iezzi, G.; Piattelli, A.; Petrini, M. A Novel 3D Titanium Surface Produced by Selective Laser Sintering to Counteract Streptococcus oralis Biofilm Formation. Appl. Sci. 2021, 11, 11915. <https://doi.org/10.3390/app112411915>

[2]: Gallorini, M.; Zara, S.; Ricci, A.; Mangano, F.G.; Cataldi, A.; Mangano, C. The Open Cell Form of 3D-Printed Titanium Improves Osteoconductive Properties and Adhesion Behavior of Dental Pulp Stem Cells. Materials 2021, 14, 5308. <https://doi.org/10.3390/ma14185308>

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The quality of health in Cambodia is rising along with its growing economy. The public healthcare system has a high priority from the Cambodian government, and with international help and assistance, Cambodia has seen some major and continuous improvements in the health profile of its population since the 1980s.



THE KINGDOM OF CAMBODIA

IN BRIEF

Starting in the 1990s, the Ministry of Health (MoH) worked with several international development agencies to reform the country's healthcare system. **Unlike most other developing countries, Cambodia has taken the first step on the path to expanding coverage not by providing social health insurance for civil servants and private-sector employees but with coverage of the poor, by implementing social health programs such as Health Equity Funds, voucher schemes, voluntary community-based health insurance, as well as private insurance.** Since then, the MoH is climbing steadily toward obtaining universal health coverage, but the stairs are long. Public healthcare, including basic oral care, is theoretically free for all citizens, but in fact there are many charges for services, and when supplies are unavailable in hospitals or clinics the patient must

purchase them on the open market, resulting in high out-of-pocket spending by patients. One consequence has been the rapid growth of a disparate and loosely regulated but extensive sector of private healthcare providers. While the public sector is dominant in the promotion and prevention for essential reproductive, maternal, neonatal, child-care health and communicable diseases control, the private practitioners remain particularly frequented for curative care, inevitably leaving many people without access to affordable basic services, including dental care. Many dental nurses have recently been trained to provide dental care at community level, and several hundred medical nurses have also been trained to provide basic oral healthcare in rural areas. In the private sector, dental clinics are concentrated in Phnom Penh and other large towns.

Capital:
Phnom Penh

Population:
17.09 million

Religion:
97.1% Buddhism (official)
2.0% Islam
0.3% Christianity
1.3% others

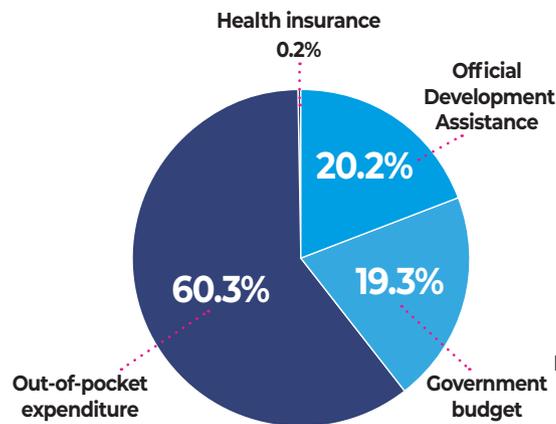
Political system:
Constitutional monarchy with a unitary structure and a parliamentary form of government

Currency:
Riel

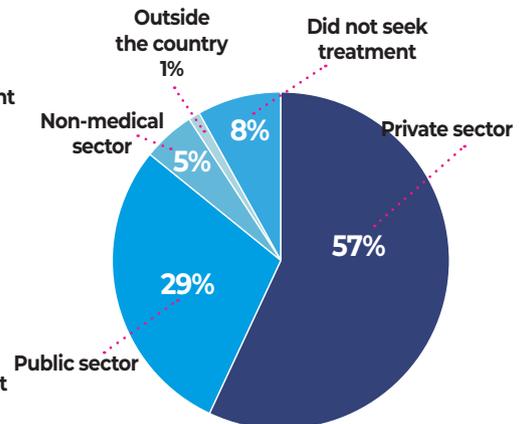
GDP per capita, PPP:
\$6,541

GDP per capita, nominal:
\$2,037

Share of Total Health Expenditure by Funding Source



Utilization of In and Out patient Services, by Sector



Source: National Health Accounts, Ministry of Health.

Source: CDHS 2010 (NIS, 2011); data reflect usage in the 30 days prior to the survey

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Availability of procedures for detecting, managing, and treating oral diseases in the primary care facilities in the public health sector (2021)

Oral health screening for early detection of oral diseases	available
Urgent treatment for providing emergency oral care & pain relief	available
Basic restorative dental procedures to treat existing dental decay	available

Note: "Generally available" refers to reaching 50% or more patients in need whereas "generally not available" refers to reaching less than 50% of patients in need. Source: World Health Organization (WHO) Oral Health Country Profile, WHO/UCN/NCD/MND/KHM/2022.1.

Licensed Private Healthcare Institutions

Type of facility	Institutions licensed by Ministry of Health	Urban Location	Rural Location
Dental consultation cabinet*	368	na	na
Dental clinic	39	39 (100%)	0 (0%)

Note: "Cabinet" refers to private consultation rooms without inpatient capacity. Source: Bureau of Ethics, Hospital Services Department, Ministry of Health

	Total Number	Ratio per 10 000 pop.
Dentists, 2018	1,385	0.9
Dental assistant and therapists, 2018	383	0.2
School of dentistry	2 (Public)	4 (Private)

Source: MOH Health Workforce Projection Plan 2012–2020; Cambodia Health Staff Projection Tool, 2010, 2011. MOH Personnel Department. / World Health Organization (WHO) Oral Health Country Profile, WHO/UCN/NCD/MND/KHM/2022.1.

Oral Health Behaviors in 6-year-olds

Not brushing teeth	54.0%
Eat sweets every day	47.4%

Source: National Oral Health Survey 2011



National Oral Health Survey

Prevalence of dental caries in 6-year-olds	93.1%	9.0 mean DMFT
Prevalence of dental caries in 12-13-year olds	80.1%	3.8 mean DMFT
Prevalence of dental caries in 35-44-year olds	80.4%	5.6 mean DMFT

Source: National Oral Health Survey 2011

Oral Disease Burden, 2019

Prevalence of untreated caries of deciduous teeth in children 1-9 years	45.5%
Prevalence of untreated caries of permanent teeth in people 5+ years	31.4%
Prevalence of severe periodontal disease in people 15+ years	6.0%
Prevalence of edentulism in people 20+ years	5.0%

Source: World Health Organization (WHO) Oral Health Country Profile, WHO/UCN/NCD/MND/KHM/2022.

Economic Impact Related to Treatment and Prevention of Oral Diseases (2019)

Per capita current health expenditure (PPP), int\$ (2019)	316
Total expenditure on dental healthcare in million (US\$)	0.02
Per capita expenditure on dental healthcare (US\$)	0.0
Total productivity losses due to 5 oral diseases in million (US\$)	52

Source: World Health Organization (WHO) Oral Health Country Profile, WHO/UCN/NCD/MND/KHM/2022.1.



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Why Management in Dental Practice?



Luca Gentili

Clinic & Dental Office Manager
lucagentili@dental-manager.net

The Need for Management in Dentistry has evolved over time, reflecting changes in the dental industry, technology and protocols. Therefore, the need to combine the clinical part with the extra-clinic (of which management is an integral part) has led to the creation of the Dental Office Manager figure within the Dental Practices; the role, as it's known today, likely began to take shape in the United States around the 1980s. This period marked significant changes in the dental industry, influenced by several factors that necessitated the evolution of dental practice management.

Here the main trends:

- **Technology Advancements:** This era saw the introduction of personal computers and specialized software into the office environment, including dental practices. The use of technology for scheduling, billing, and managing patient records required specialized skills, leading to the need for dedicated office managers who could oversee these tasks.
- **Expansion of Dental Services:** The range of services offered by dental practices began to expand significantly during this time. With the introduction of new dental technologies and

treatments, managing a dental office became more complex, requiring more administrative oversight.

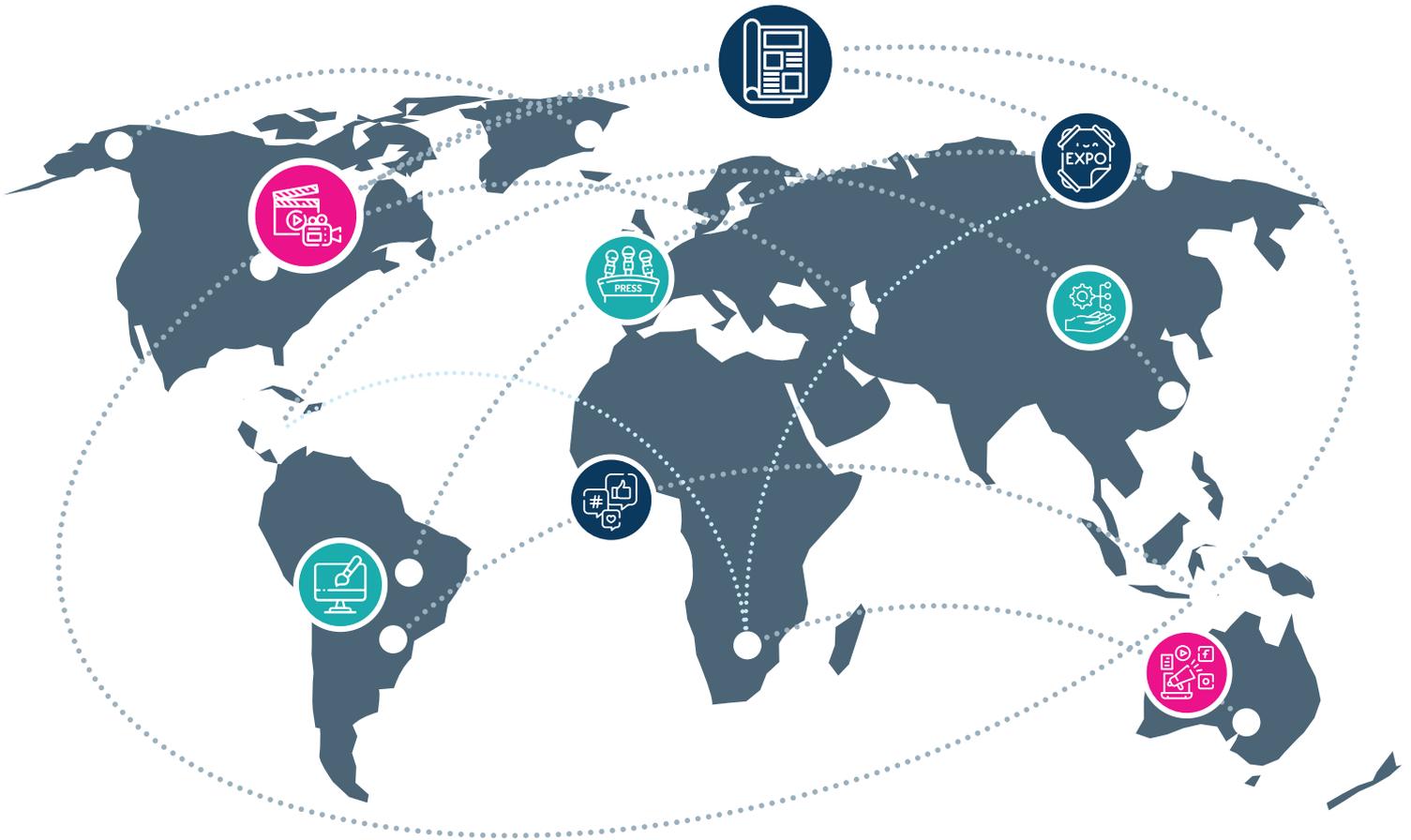
- **Increased Business Orientation:** The 1980s witnessed a shift in viewing dental practices not just as healthcare providers but also as businesses. This shift emphasized the importance of efficient office management, marketing, customer service, and financial planning. Dental Office Managers became crucial in implementing business strategies within dental practices.
- **Professionalization and Education:** The 1980s and subsequent years saw the development of more structured educational and training programs for dental office administration. Organizations and institutions began offering courses and certifications for dental office managers, contributing to the professionalization of the role.
- **Regulatory Changes:** With the increasing complexity of health care regulations, including those related to insurance, billing, and patient privacy (e.g., the introduction of HIPAA in the United States in 1996), the role of the office manager became even more critical. These professionals needed to ensure compliance with a growing body of regulations, a trend that started in the 80s and has continued ever since.
- **Increased Complexity:** With advancements in dental technology and treatments, dental practices became more complex. Managing patient records, scheduling appointments, handling insurance claims and coordinating staff became too much for the dentist to handle alone.
- **Focus on Patient Care:** Dentists recognized the importance of focusing on patient care rather than administrative tasks. By delegating administrative duties to a dedicated manager, dentists could spend more time with patients, improving the overall quality of care.
- **Regulatory Compliance:** The healthcare industry became increasingly regulated, including dental practices. Dental Office Managers play a crucial role in ensuring that the practice complies with regulations related to patient privacy (HIPAA), billing practices and occupational safety.
- **Business Management:** Dental practices are also businesses that need to be managed efficiently. Dental Office Managers oversee financial matters such as budgeting, billing and payroll. They may also be involved in marketing and strategic planning to help the practice grow and remain competitive.

The world travels at a frightening speed and things change from one day to the next: the world of dentistry has also undergone several changes, especially the needs of patients. Here's why the emergence of the Dental Office Manager role is more necessary in dental companies:

Over time, the role of the Dental Office Manager has continued to evolve. Today, Dental Office Managers are typically highly skilled professionals with expertise in dental office administration, customer service, finance, and human resources. They play a crucial role in the smooth operation of dental practices, allowing dentists to focus on providing high-quality care to their patients, which always remains the ultimate goal and the real focus of the dental business.



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Excitement Builds as IDEM 2024 Emerges as the Pinnacle Event in Dental Innovation for Asia Pacific

- **The fully booked 17,000 sqm exhibition space will feature over 33 exhibiting countries and regions with new exhibiting companies introducing a diverse array of products among over 500 exhibitors.**
- **Unlock knowledge and insights: SDA Masterclass and a diverse array of 30+ sessions await conference attendees.**

IDEM 2024 (International Dental Exhibition and Meeting), the leading dental exhibition and conference in Asia Pacific, is poised to captivate and inspire dental professionals from around the region with its highly anticipated event happening in April at Marina Bay Sands, Singapore. The exhibition is set to present a well-rounded experience for all participants, with over 500 exhibitors from over 33 countries expected to showcase their latest products and innovations, and a comprehensive 3-track scientific conference featuring more than 30 speakers from around the world.

"We are delighted to collaborate again with our esteemed partners to present IDEM 2024 to the dental industry. Following the resounding success of IDEM as an in-person event last year, we eagerly anticipate the amalgamation of innovation and expertise that will undoubtedly mould the future landscape of dentistry," said Mathias Kuepper, the Managing Director and Vice President Asia-Pacific of Koelnmesse Pte Ltd.

Anticipated by professionals and enthusiasts alike, the 13th edition of IDEM stands as a cornerstone in the dental community where attendees can learn from an impressive line-up of renowned experts. The **SDA Masterclass** by the father-and-son duo, Dr. David S. Alleman and Dr. Davey Alleman, will kick off the conference programme, offering a half-day conference session and half-day workshop on biomimetic dentistry.

Over 30 conference sessions and workshops will feature a wide range of topics by notable speakers such as Dr. Alberto Miselli covering on the 'Umbrella Concept' and Dr. Andrea Bazzucchi sharing the latest advances in digital workflow synergy. Other conference sessions and workshops include global expert Dr. Roberto Sorrentino's 'Restorative Materials and Luting Agents in Prosthodontics' and Dr. Paulo Monteiro's insights and expertise on 'Anterior Indirect Restorations'. The 5th edition of the **Dental Hygienist and Therapist Forum**

(DHTF) will take place from 20-21 April 2024, providing a dedicated platform for dental hygienists and therapists to engage in meaningful discussions and knowledge-sharing, with an interesting variety of topics such as oral ulcers, paediatric patient management, digital workflows, and oral care for older adults.

Dr. Lawrence Yong, President of the Singapore Dental Association, shared, "I am thrilled to welcome dental professionals from around the world to IDEM 2024. This conference is a powerful testament to Singapore's unwavering commitment to advancing dental science and education. I am particularly enthusiastic about the conference sessions, which will delve into burning topics within our field - offering valuable insights that attendees can readily apply in their practices the next day."

Attendees can also look forward to the inaugural **'Asian Speaker Series'**, an innovative platform designed to spotlight diverse talents from within the region. A collaborative effort between the regional and national dental associations to offer a more diverse take on the latest developments in dentistry, explore riveting industry topics such as 'Treating the Paediatric Patient', 'Oral Care for the Dependent Older Adult' and delve into complex topics such as 'The Systoles and Diastoles of Implant Dentistry' and 'Prognosticating Periodontal

Treatment Outcomes Using Artificial Intelligence'.

The heart of IDEM 2024 lies within its exhibition, spanning a fully booked **17,000 square meters** and hosting **over 500 exhibitors** who will present a diverse range of products and services, showcasing the latest industry innovations. It will host **11 pavilions** (China, France, Germany, Italy, Japan, Singapore, South Korea, Spain, Switzerland, Taiwan, USA), underscoring the wide scope of the dental industry showcased at the event.

Antonio Garcia Rebollar, Trade and Economic Counsellor, Spanish Embassy in Singapore, representing the Spain Pavilion, expressed, "We are thrilled to be part of this dynamic and highly acclaimed dental event. Newly supported by ICEX Spain Trade and Investment this edition, our pavilion is a testament to the innovation and excellence within the Spanish dental industry. We look forward to engaging with the international community, sharing our expertise, and contributing to the vibrant exchange of ideas that IDEM 2024 represents."

This unprecedented gathering of industry leaders and innovators such as GC Asia, Straumann, 3M, imes-icore GmbH, and many more, creates an immersive experience designed to inspire and inform dental professionals. Attendees can expect to engage with the latest



industry offerings, witness live demonstrations, and explore groundbreaking solutions that have the potential to reshape the landscape of dentistry.

3M, one of IDEM 2024 sponsors, expressed, "IDEM provides a unique platform for industry leaders to connect, share knowledge, and contribute to advancing dental science. We eagerly anticipate the exciting interactions and collaborations that will unfold. Attendees can look forward to scientific education, new products, and hands-on demonstrations" – Kae Moe Wong, Asia Area Marketing Leader imes-icore GmbH, an innovator in digital and dental CAD/CAM production systems, shares their excitement in their first participation as an exhibitor, "IDEM 2024 is the epitome of international collaboration and innovation. As a first-time exhibitor, we are thrilled to be part of this gathering, showcasing our solutions of the best possible automated and validated workflows to a diverse audience."

In addition to the established players, IDEM 2024 welcomes more than 40 first-time exhibitors this edition. These new companies bring forth a diverse array of products, ranging from orthodontics and endodontics to prosthodontics and paediatric dentistry. The inclusion of these innovative companies reflects IDEM's

commitment to staying at the forefront of emerging trends and technologies in the dental field.

IDEM 2024 provides an unparalleled platform for networking, fostering connections, and gaining exclusive opportunities for meaningful business discussions and relationship-building. The event will be complemented with IDEM360+, an all-in-one digital platform and app that enables participants to do business matching, find networking opportunities, schedule meetings, navigate around the event, and more.

Visitor badges will also be made digital from this edition, and accessed via the IDEM360+ app.

Online registration is ongoing. Trade visitor registration is free and conference delegate tickets will be available at a discounted price before 12 April 2024. Visit the official website at www.idem-singapore.com for more information.

About IDEM Singapore

The award-winning trade fair, IDEM, is a biennial-held three-day B2B trade fair and convention for the dental industry. Helmed as the Leading Dental Exhibition and Conference in the Asia Pacific Region, the conference brings in world-class speakers in general dentistry, while the exhibition is the largest dental B2B

trade fair in AsiaPacific. Riding on its continuous success since 2000, IDEM will enter its 13th edition in 2024 and maintain its position as a leading dental trade and continuing education platform in the Asia Pacific.

Note for editorial offices:

Press information is available at:

<https://www.idemsingapore.com/press/news/#press-release>

For more information and the latest updates, visit idem-singapore.com or follow IDEM on Facebook, Instagram, LinkedIn.

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IDEM360+ Digital Platform

A brand-new digital community platform that offers participants more opportunities to network, connect, share, and learn information before and after IDEM 2024.

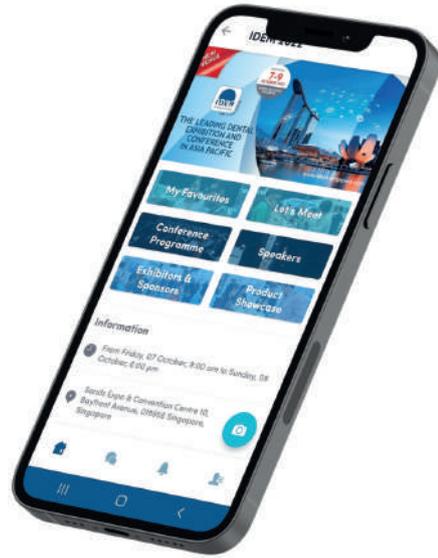
While the event will take place in person, it is supplemented by IDEM360+, a digital community platform that adds another layer of experience to IDEM.

IDEM360+ enables participants to do business matching, find networking opportunities with the on-site lead generation feature, book meeting slots, watch on-demand content after the actual event day, and more. The IDEM360+ digital platform and app will be used as an all-in-one tool for scheduling and navigating the event.

For more information about IDEM360+ Digital Platform:
www.idem-singapore.com/idem360/

- Download the IDEM360+ Community App** to access all features and event information on the go.
- Access the full conference programme
 - Network and request meetings
 - Access the venue map
 - Personalise your schedule

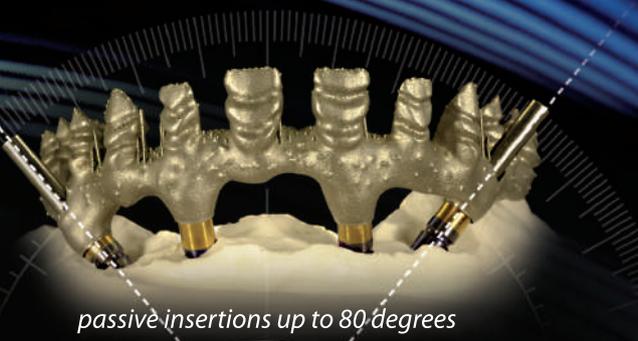
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Infodent International dedicates this section to non-profit social communication. If you wish to support any of the initiatives, you can use the contact details indicated at the end of each article.

exocad supports the non profit Mini Molars Cambodia

exocad, an Align Technology, Inc. company and a leading dental CAD/CAM software provider, donated 10,000 euros to the Germany-based nonprofit Mini Molars Cambodia e.V. A portion of the donation included proceeds collected during a charitable T-shirt sales campaign held at the International Dental Show (IDS) 2023 and donations from exocad employees worldwide.

Mini Molars representatives said the donation will be used to support the organization's work providing dental care to children in

Cambodia without regular access to dental care. "This contribution from exocad will help us extend our vital outreach to children in need who live in Phnom Penh and surrounding communities," said Mini Molars founder and dentist Dr. Ulf Zuschlag.

exocad actively supports global efforts to improve dental healthcare, especially among children. "We believe deeply in helping first-line caregivers get young people the care they need," said Novica Savic, CCO and general manager at exocad. Mini Molars provides dental care

at a pagoda in Phnom Penh that hosts other aid projects and serves children from schools. Mini Molars workers also travel with mobile treatment units to communities throughout Cambodia.

Additional information is available at <https://www.minimolars.de/english-1/>

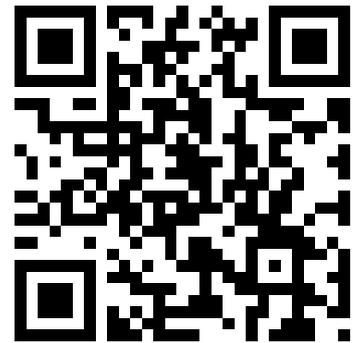


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inews Special Edition IDEM 2024 - suppl. a Infodent International 1/2024
 Infodent International magazine, connecting dental business worldwide
 V.G.98/02 aut. trib. VT n°496 del 16/02/2002

Editorial Director: Silvia Borriello
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Printer: Graffietti Stampati s.n.c.
 Strada Umbro Casentinese Km 4,500
 01027 Montefiascone (VT)

Spedizione in Italia: Poste Italiane s.p.a.
 PP Economy - DCO/DCVT/N° 5 fb del 24/05/2002
 Spedizione in A. P.— art.1 D.L. 353/2003 Conv. In L. n. 46/04-CDSUVT G. C.
 Spedizione all'estero: IFS Italy s.r.l.
 Viale dell'Industria, 58/A 20037 Paderno Dugnano (MI)
 P.IVA: IT08577970968
 Licenza Postale Generale n.3502/2014 rilasciata dal Ministero dello Sviluppo Economico

Questo numero è stato chiuso in tipografia il: 27/03/2024
 Costo copia 0.77

inews Special Edition IDEM 2024 is the title of this magazine as well as an applied for trademark. Any use thereof without the publisher's authorization is to be deemed illegal and shall be prosecuted.

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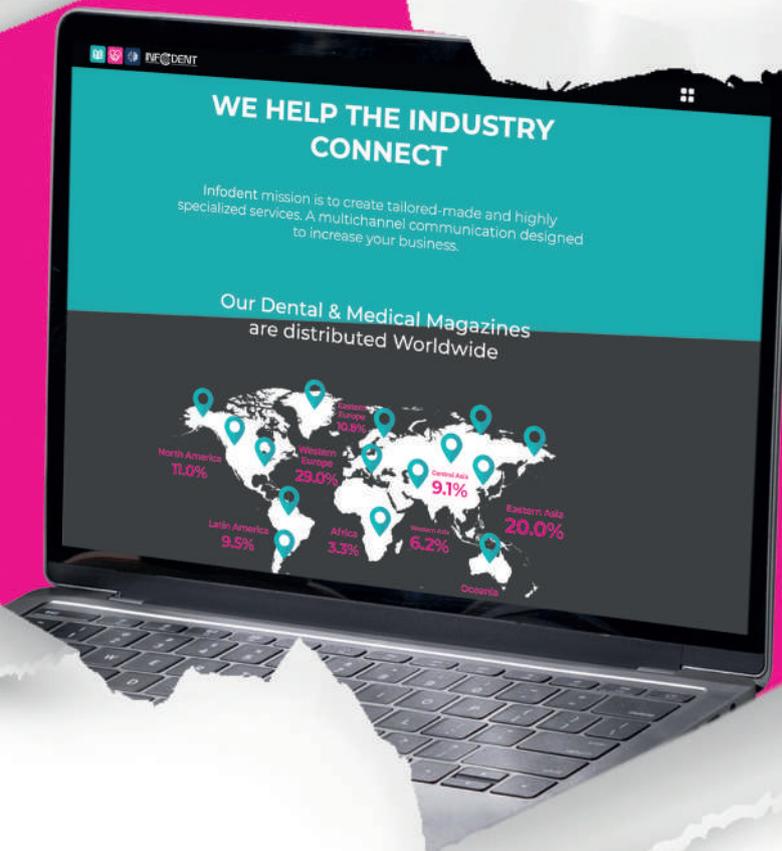
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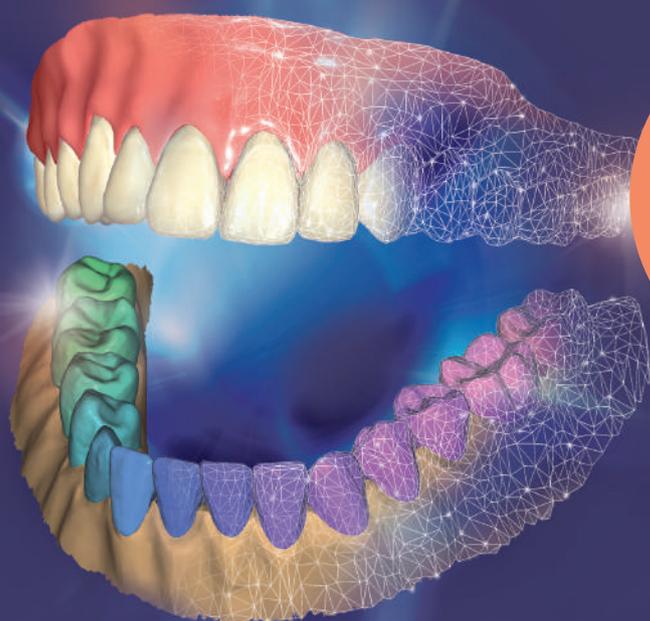


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