

# GPrX Market Review 2018

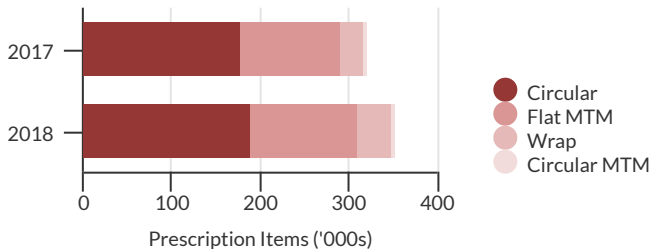
## Lower Body Lymphoedema Garments Prescribing

### Market Changes

The latest figures from GPrX Data show a 12.5% increase in UK reimbursement spend on lower body lymphoedema garments from £18.4m in 2017 to £20.7m in 2018

Prescription items have also increased, from 324k in 2017 to 355k prescription items in 2018.

#### Lower Body Lymphoedema Garments Prescribing by Type



All types of lower body lymphoedema garments saw an increase in prescribing in 2018 versus 2017.

Circular garments remain the most prescribed type in 2018 although the market share of prescription items for this type fell slightly from 54.8% to 53.4%. Wraps saw the greatest increase in market share, up from 8.7% in 2017 to 10.9% in 2018.

### 2018 Performance Index

#### Top 10 Prescribed Circular Lower Body Garments

Market share of prescriptions			Change in % MS
Brand	Company	2018	vs 2017
ActiLymph	L&R	21.61%	▲ 0.91%
Mediven Plus	Medi UK	13.35%	▼ -1.40%
Mediven Elegance	Medi UK	12.54%	▼ -0.69%
Mediven for men	Medi UK	6.04%	▼ -0.06%
Sigvaris Cotton	Sigvaris	4.78%	▼ -0.43%
Jobst Opaque	BSN	4.63%	▲ 0.13%
Sigvaris Comfort	Sigvaris	4.21%	▼ -0.16%
Jobst forMen	BSN	3.49%	▲ 0.91%
Veni	Haddenham	3.17%	▼ -0.40%
Mediven Active	Medi UK	3.12%	▲ 0.07%

#### Top 10 Prescribed Flat MTM Lower Body Garments

Market share of prescriptions			Change in % MS
Brand	Company	2018	vs 2017
Jobst Elvarex	BSN	41.60%	▼ -1.78%
Jobst Elvarex Soft	BSN	27.27%	▲ 0.78%
Mediven Mondi MTM	Medi UK	7.41%	▲ 0.81%
Juzo Expert Custom	Juzo	6.91%	▲ 1.66%
ActiLymph MTM Ease	L&R	6.22%	▼ -0.73%
Custom Pertex	Haddenham	4.91%	▼ -0.72%
ActiLymph MTM Dura	L&R	1.69%	▼ -0.27%
Juzo Expert Strong	Juzo	1.40%	▲ 0.21%
Custom Goldpunkt	Haddenham	0.76%	▼ -0.04%
Optiform Flex	Sigvaris	0.76%	▲ 0.04%

### Largest Market Share

#### Circular

ActiLymph - L&R  
With a market share of 21.61%

#### Flat MTM

Jobst Elvarex - BSN  
With a market share of 41.60%



### Largest Growth

#### Circular

ActiLymph - L&R  
and Jobst for Men - BSN  
Both with an increase of  
0.91 percentage points

#### Flat MTM

Juzo Expert Custom - Juzo  
With an increase in market share  
of 1.66 percentage points



### Newcomer Brands 2018

Mediven Elegance MTM - Medi (Circular MTM)  
Mediven Plus - Medi (Circular MTM)  
Adore - L&R (Circular)  
Alleviant Plus - Jobskin (Circular)  
Juzo Classic - Juzo (Circular)  
Star Cotton MTO - Haddenham (Circular)