



Medmarc Risk Management Webinar Series

Webinar Summary

State of the Medtech Industry

Prosperity Ahead of Long-Term Pressures

Presenter: Anthony (Tony) Freeman | **President** A.S. Freeman Advisors, LLC

In this on-demand webinar recorded live on October 15, 2025, Tony Freeman with A.S. Freeman Advisors, LLC discussed global medical technology trends and market analysis, with a focus on long-term industry drivers and seismic shifts over the next 3-5 years. The discussion covered the current state of the MedTech industry, including its steady growth, stable supply chain management, and evolving market dynamics across different eras. Key challenges and opportunities were explored, including demographic shifts, healthcare workforce shortages, and the importance of digitization and artificial intelligence in improving patient outcomes and reducing costs.

Full On-Demand Recording

On-demand Chapters

00:00 – Introduction of the Presenter, Anthony (Tony) Freeman, President A.S. Freeman Advisors, LLC

01:48 – Perspective and Methodology

02:57 – The Medtech Market – Size and Growth Rate

04:16 – Looking Deeper – Cost of Goods Sold

05:52 – Looking Deeper – R&D Spending

07:32 – Looking Deeper – Inventory Levels

08:42 – What's On Medtech CEO's Minds?

14:21 – New Healthcare Economics; Larger Patient Loads, Aging Populations, Healthcare Worker Shortage, and Maximum Reimbursement

21:04 – What are MedTech companies doing to address these issues that will fundamentally change Healthcare?

28:53 – Political Issue; Tariffs and Healthcare Spending Cuts

34:26 – The Supply Chain

46:15 – For More Information/Q&A



Anthony (Tony) Freeman has over thirty years' experience in entrepreneurial technology ventures. Mr. Freeman began his career with CUC International before moving on to Chemical Bank. From there he went on to found and combine companies in information technologies.

Since 1998 he has concentrated on the acquisition and sale of materials and precision engineering companies, especially firms serving the medical device component and aerospace industries. Working with a number of publicly-traded materials houses he has specialized in expanding clients' supply chain positions through acquisitions and divestitures. He has extensive experience in value creation strategies on behalf of middle market industrial clients.

Prior to launching A.S. Freeman Advisors, Mr. Freeman was the Managing Director of Manning Advisors.

Mr. Freeman holds an A.B. from the University of Chicago and an M.B.A from Columbia University.

