

ADHESIVE DRESSINGS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

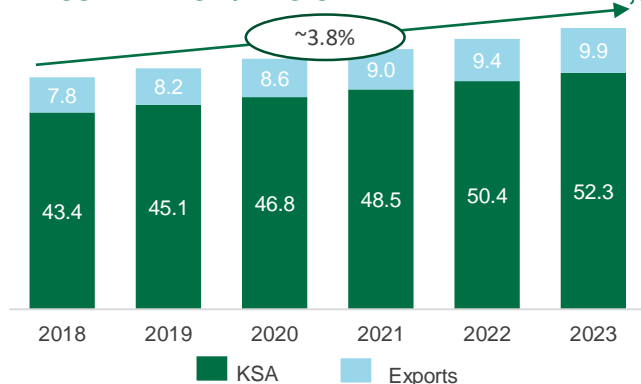
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of adhesive dressing manufacturing and packaging in KSA

DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND, \$ MN



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Adhesive dressing protects the wound and scab from friction, bacteria, damage, and dirt. Thus, the healing process of the body is less disturbed. Some of the dressings have antiseptic properties

VALUE PROPOSITION

- KSA has a solid foundation for its healthcare sector through well established ecosystem and incentive schemes for foreign OEMs entering the local market
- KSA is the largest spender on healthcare across the MENA region. The 2019 budget allocated more than \$45.86 Bn for Health and Social Development
- KSA has more than 495 hospitals, with a capacity of more than 76K beds

MARKET OVERVIEW

MARKET READINESS – CURRENT IMPORTERS

The Kingdom is currently covered by a network of distributors, local subsidiaries and local manufacturers.

CURRENT IMPORTERS

USA accounts for 27% of the supply, 16% Finland, 13% China, Germany 12% and the rest is supplied by a mix between Western Europe and Asia

EXISTING CAPABILITIES

- Technology available in kingdom
- Need to boost local production and uptake
- Need to further strengthen raw material SC

RAW MATERIALS:

- Adhesive sheet: woven fabric, plastic (PVC, polyethylene or polyurethane) or latex
- Adhesive: vinyl resin and methacrylate
- Absorbent pad: Cotton (coated with antiseptic solution sometimes)

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