

DENTAL CEMENTS AND OTHER FILLINGS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

MONTH 2020



HEALTHCARE AND LIFE SCIENCES

Dental cements and other fillings HS Code: 3006

Public / مهتاج

Opportunity Owner



هيئة المحتوى المحلي
والمشتريات الحكومية
Local Content & Government
Procurement Authority

High Potential

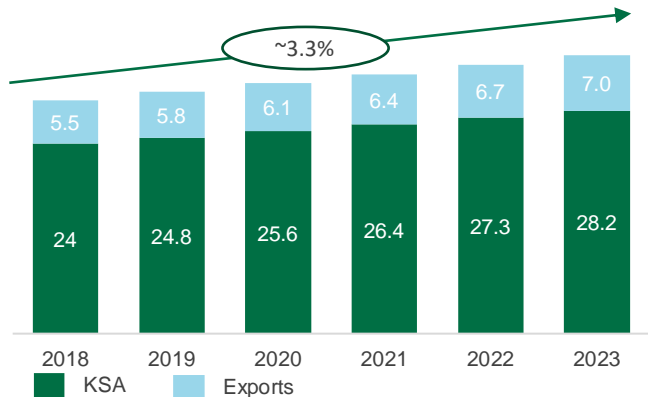
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The possible localization of manufacturing of Dental Cement and other dental fillings in KSA

DEMAND

ADDRESSABLE KSA/ REGIONAL MARKET DEMAND(\$mn)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Dental cements are a group of materials with a wide range of dental and orthodontic applications. Common uses include temporary restoration of teeth, cavity linings to provide pulpal protection, and cementing fixed prosthodontic appliances

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 mostly covered by a network of distributors and local subsidiaries, with no known local manufacturers

CURRENT IMPORTERS

Germany accounts for 29% of the supply, USA 29%, Switzerland 16%, Rep. of Korea 6%, and the rest is supplied by a mix between Western European and Asian countries

EXISTING CAPABILITIES

Technology for mixing and partial raw material available In Kingdom

RAW MATERIALS:

- Zinc phosphate
- Zinc oxide
- Eugenol
- Polycarboxylate

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