

DISPOSABLE AND SPECIALIZED SYRINGES

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021



High Potential

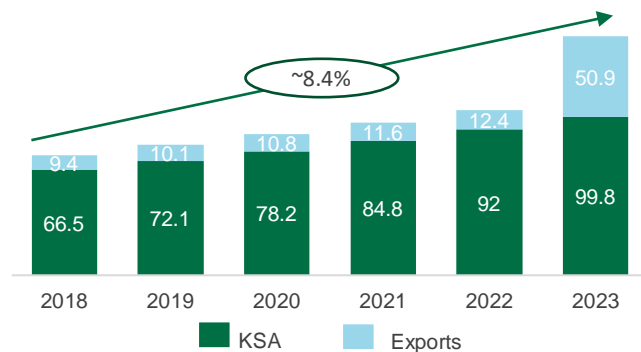
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of assembly and manufacturing of disposable and specialized syringes in KSA

DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND, \$ MN



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Syringes and needles are used in a multitude of intradermal and IV therapeutic (drug/solution administration) and diagnostic (fluid/blood withdrawal) applications

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 and local manufacturers

CURRENT IMPORTERS

Supplier base is diversified with US accounting for 20% of the supply, China 17%, Sweden 10% and the rest being accounted by more than 15 nations

EXISTING CAPABILITIES

Manufacturing capabilities and raw material exist locally

RAW MATERIALS:

- Polypropylene
- Heat-treatable stainless steel or carbon steel (needle) (optional)

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