

FILTERS FOR BLOOD PURIFICATION

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

MONTH 2020



HEALTHCARE AND LIFE SCIENCES

Filters for blood purification HS Code: 8421

Public / مهتاج

Opportunity Owner



هيئة المحتوى المحلي
والمشتريات الحكومية
Local Content & Government
Procurement Authority

High Potential

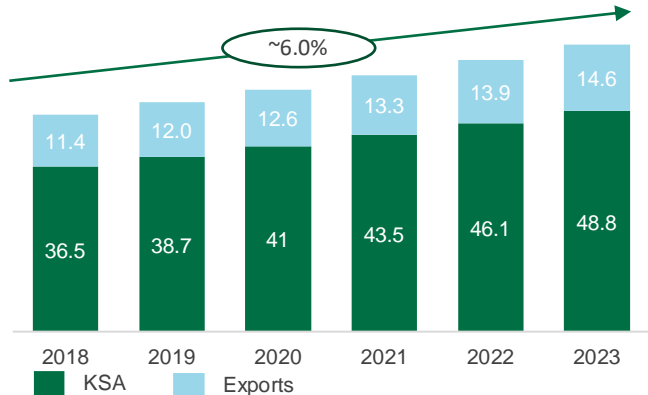
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of assembly of filter for blood purification in KSA

DEMAND

ADDRESSABLE KSA/ REGIONAL MARKET DEMAND(\$mn)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- With increasing incidents and prevalence of Cardiovascular diseases, use of filters for blood purification, notably EBP, is also on the rise

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 some known local suppliers

CURRENT IMPORTERS

USA accounts for 20% of the supply, Germany 18%, China 16%, France 10%, Singapore 7% and the rest is supplied by a mix between mainly Western Europe and some Asian countries

EXISTING CAPABILITIES

- Technology available within Kingdom to make filters, filter parts and assembly
- Accessing medical grade resin for the adsorption material will be a limiting factor

RAW MATERIALS:

- Container body (medical grade plastic)
- Filtration medium (filter made of medical grade resin capable of adsorbing components from blood stream)

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