

HOSPITAL FURNITURE

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

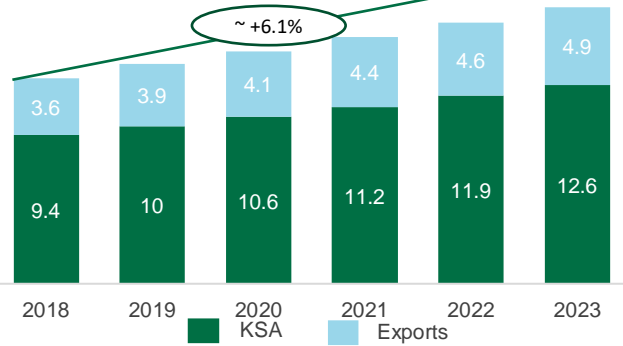
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing and assembly of Hospital furniture (operating table, examination table, electric bed, stretchers) in KSA

DEMAND

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



THERAPEUTIC APPLICATION

Increasing demand for healthcare services, advances in medical discoveries as well as local demographic needs stir demand for exam and operating tables

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 and few known local manufacturers

CURRENT IMPORTERS

USA accounts for 29% of the supply, Germany 18%, China 12%, France 7% and the rest is supplied by a mix between Asian and Western European countries

EXISTING CAPABILITIES

- Technology available In Kingdom partly (for example tables)
- Need to import sub-assemblies of operating tables for integration with image-guided surgery techniques

RAW MATERIALS:

- Stainless Steel/ Aluminum
- Plastic
- Foam
- Fabric
- Motors
- Tubing system
- Sensors and transducers (auxiliary)

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