

INFANT INCUBATOR

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

Moderate Potential

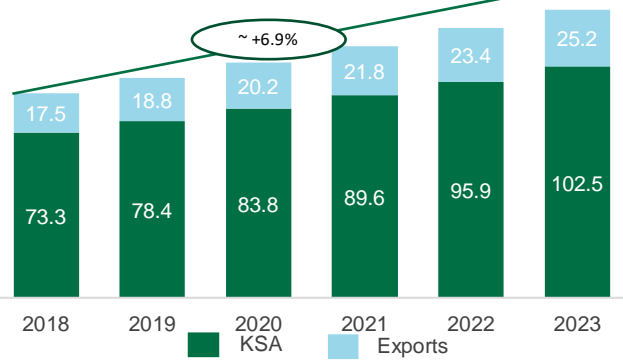
Low Potential

OPPORTUNITY'S DESCRIPTION: Localization of the partial manufacturing and assembly of Infant Incubator equipment in KSA

DEMAND

INVESTMENT OVERVIEW

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



THERAPEUTIC APPLICATION

Neonatal clinics are a focus point of the Model of Care transformation and would be needed in volume as more clinics come up

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 one known local manufacturer

CURRENT IMPORTERS

USA accounts for 38% of the supply, Germany 11%, Mexico 9%, and the rest is supplied by a mix between Asian and Western European countries

EXISTING CAPABILITIES

One player has started assembly of the incubator unit Need to localize further part of the value chain

RAW MATERIALS:

Plastic chassis, Acrylic cover, Microelectronics, Sensors (auxiliary), harness and wiring

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