

INTRAVENOUS CATHETERS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

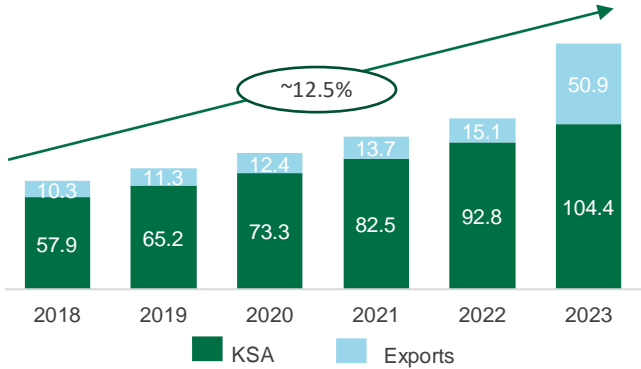
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing and assembly of IV Catheters in KSA

DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND, \$ MN



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Catheters are used to administer fluids and medicines into the blood flow (antibiotics, chemotherapy etc.), or remove fluids from the body (urinary use)

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, local subsidiaries of MNCs and local manufacturers

CURRENT IMPORTERS

USA accounts for 33% of the supply, Mexico 13%, and China 7.5% with the rest supplied mostly by Europe

EXISTING CAPABILITIES

Technology available in Kingdom
Need to boost medical grade raw material production

RAW MATERIALS:

- Polypropylene
- Engineered plastics
- PEEK
- Polycarbonate
- Silicon rubber
- Polyvinyl chloride (PVC)

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