

LAB DIAGNOSTIC REAGENTS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

MONTH 2020



HEALTHCARE AND LIFE SCIENCES

Lab diagnostic reagents HS Code: 3006 and 3822

Public / مهتاج

Opportunity Owner



High Potential

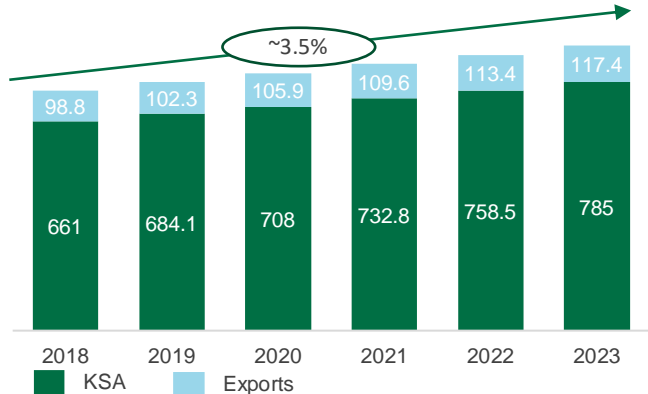
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing of lab analyzer reagents (solution mixing)

DEMAND

ADDRESSABLE KSA/ REGIONAL MARKET DEMAND(\$mn)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Lab analyzer reagents are used to perform diagnostic laboratory tests to identify chemical and hematological and other patient conditions

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 a few local suppliers

CURRENT IMPORTERS

USA accounts for 47% of the supply, Switzerland 24%, Germany 14%, UK 5%, and the rest is supplied by a mix between mainly Western Europe and some Asian countries

EXISTING CAPABILITIES

- Technology and raw material available in Kingdom (chemicals)
- Need to import specific test arrays for advanced lab tests like molecular and genetics

RAW MATERIALS:

- Diethyl ether
- Ketones
- Hydrocarbons
- Specific test arrays (biologics)
- Acids/alkaline
- Organolithium

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