

OPACIFYING REAGENTS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

MONTH 2020



High Potential

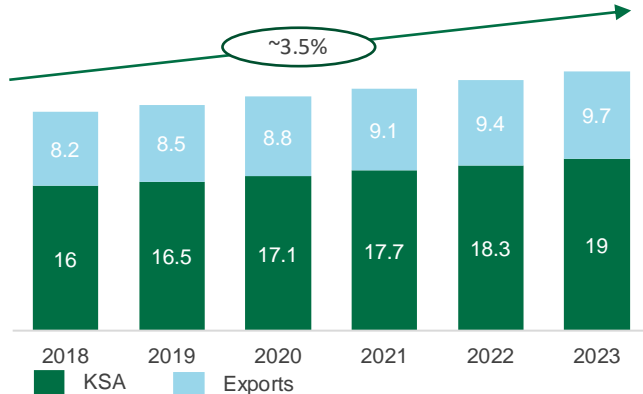
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing and packaging of Opacifying reagents in KSA

DEMAND

ADDRESSABLE KSA/ REGIONAL MARKET DEMAND(\$mn)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Radiographic contrast media are a group of medical drugs used to improve the visibility of internal organs and structures in X-ray based imaging techniques such as radiography and computed tomography (CT)

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 no known local suppliers

CURRENT IMPORTERS

Ireland accounts for 50% of the supply, France 24%, Canada 10%, Germany 10%, and the rest is supplied by a mix between mainly Western European and some Asian countries

EXISTING CAPABILITIES

- Technology for chemical processing and filling available in kingdom (Chemicals)
- Need to improve production of medical-use radioactive substances

RAW MATERIALS:

- Iodine
- Barium-sulfate
- Gadolinium
- Saline

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