

OPHTHALMOSCOPE

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

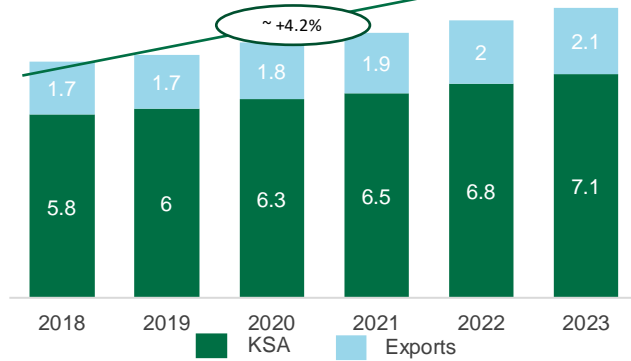
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: Localization of the manufacturing and/or assembly of Ophthalmic Diagnostic Devices in KSA

DEMAND

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

Ophthalmic devices are used to diagnose the eye

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 no known local player

CURRENT IMPORTERS

USA accounts for 43% of the supply, Germany 17%, Japan 15% and the rest is supplied by a mix between Asian and Western European countries

EXISTING CAPABILITIES

- Need Transfer of Technology through international player
- Need to import raw material and sub-assemblies

RAW MATERIALS:

- Aluminium, garnet / Titanium
- Plastic, concave mirror, light source

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