

ORTHOPEDIC ORTHOTICS DEVICES

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

MONTH 2020



HEALTHCARE AND LIFE SCIENCES

Orthopedic Orthotics devices. HS Code: 9021

Public / مهتاج

Opportunity Owner



High Potential

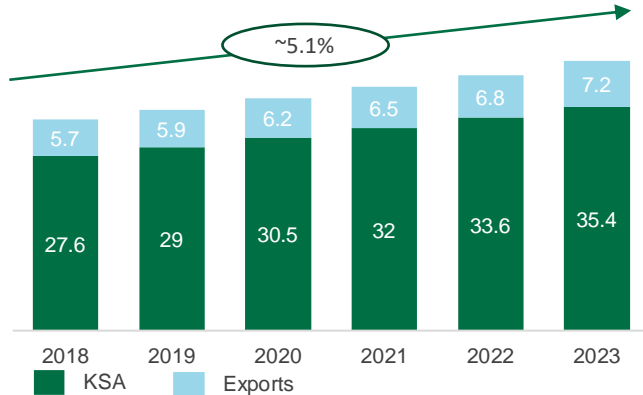
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing of orthopedic orthotic devices in KSA.

DEMAND

ADDRESSABLE KSA/ REGIONAL MARKET DEMAND(\$mn)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- With ageing population and increasing accidents, and higher demand to healthcare services, use of orthopedic appliances, is on the rise as an alternative at times to surgery and for rehabilitation

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 manufacturers

CURRENT IMPORTERS:

USA accounts for 38% of the supply, Switzerland 21%, Germany 13%, China 8%, and the rest is supplied by a mix between Western European and Asian countries

EXISTING CAPABILITIES

- Raw material present Inside the Kingdom
- Manufacturing techniques In Kingdom e 3D printing, CNC can support customized production Challenger can enhance technology and know-how

RAW MATERIALS:

- Axillary and lostrand crutches (wooden / aluminum / steel / titanium)
- Splints (low temperature thermoplastics LTP)
- Soft-goods (fabric / elastic / fibers)

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The logo icon for Invest Saudi, featuring a stylized green graphic that resembles a tree or a cluster of leaves, with a vertical line and a small 'X' shape at the bottom.