

OXYGEN THERAPY APPARATUS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

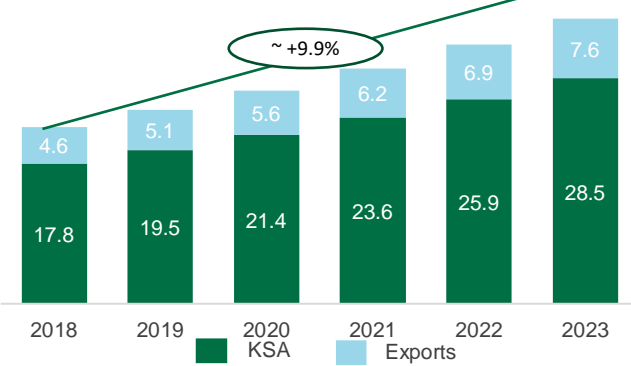
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: Localization of the manufacturing and/or assembly of Oxygen Therapy Devices in KSA (including manufacturing of plastic components of concentrator)

DEMAND

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

Ageing population and increasing respiratory diseases in KSA such as COPD and others necessitates the localization of Oxygen therapy

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

China accounts for 20% of the supply, USA 17%, Germany 14%, Sweden 11%, and the rest is supplied by a mix between Western European and Asian countries

EXISTING CAPABILITIES

- Need Transfer of Technology through international player
- Leverage existing plastic capabilities

RAW MATERIALS:

Plastic moulding can be manufactured In Kingdom (need to treat to medical grade) – other parts (oxygen filtering system) necessitate import and can be sub-assembled In Kingdom

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