

# SALINE SOLUTIONS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

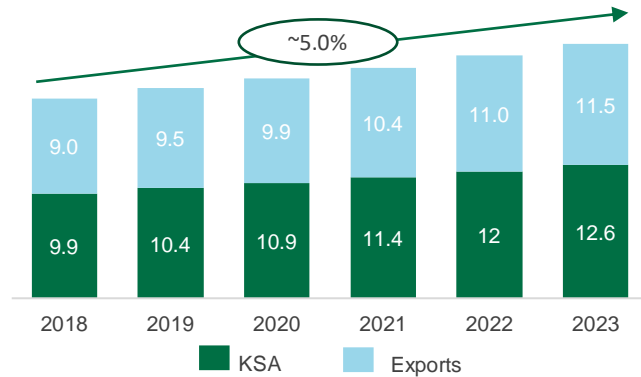
Moderate Potential

Low Potential

**OPPORTUNITY'S DESCRIPTION:** The localization of manufacturing of Saline Solutions for rinsing purposes in KSA

### DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND, \$ MN



### INVESTMENT OVERVIEW

#### THERAPEUTIC APPLICATION

- Saline solutions are used to disinfect medical devices and instruments after examinations and procedures and in the lab to help prevent cross-contamination between caregivers and patients

#### 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, along with local manufacturers

#### CURRENT IMPORTERS

The USA accounts for 43% of the supply, Ireland 17%, India 13%, 10% Germany and the rest is supplied by a mix between Western Europe and Asia

#### EXISTING CAPABILITIES

- Manufacturing capabilities exist locally

#### RAW MATERIALS:

- Sterile sodium chloride
- Sterile water
- Buffers at times like Sodium phosphate, potassium phosphate

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