

SPECIALTY CHAIRS AND PARTS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

Moderate Potential

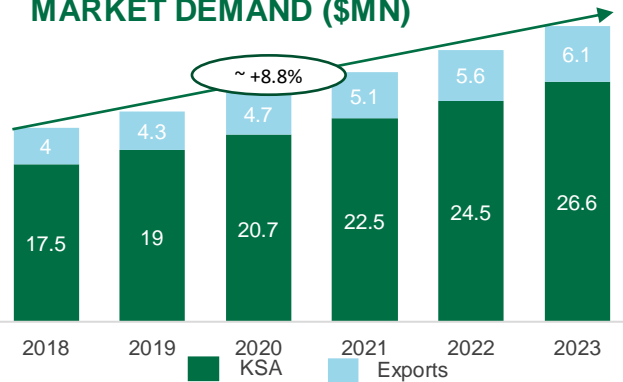
Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of assembly and manufacturing of **Specialty Chairs and Parts** in KSA

DEMAND

INVESTMENT OVERVIEW

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



THERAPEUTIC APPLICATION

Increasing demand for healthcare services, advances in medical discoveries as well as local demographic needs stir demand for specialty chairs

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 and few known local manufacturers

CURRENT IMPORTERS

China accounts for 26% of the supply, Japan 24%, Italy 12%, USA 8%, and the rest is supplied by a mix between Western European and Asian countries

EXISTING CAPABILITIES

Partial Manufacturing capabilities and raw material exist locally

RAW MATERIALS:

- Foam padding
- Canvas
- Microelectronics
- Steel/Aluminum/Wooden Frames

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