

# SPECTROSCOPY APPARATUS

## INVESTMENT OPPORTUNITY SCORECARD

### HEALTHCARE AND LIFE SCIENCES

MONTH 2020

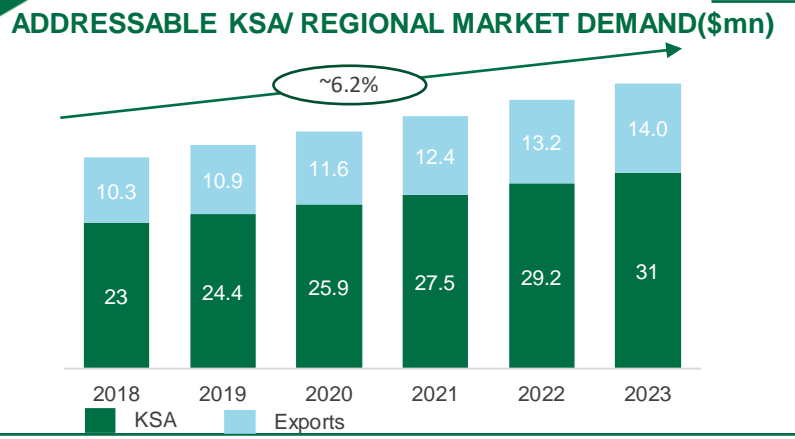
High Potential

Moderate Potential

Low Potential

**OPPORTUNITY'S DESCRIPTION:** The localization of assembly and partial manufacturing of Spectroscopy Apparatus in KSA

### DEMAND



### INVESTMENT OVERVIEW

#### THERAPEUTIC APPLICATION

- Spectroscopy apparatus is used to perform diagnostic laboratory tests to identify chemical and hematological and other patient conditions

#### 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 suppliers

#### CURRENT IMPORTERS

USA accounts for 23% of the supply, Germany 20%, Switzerland 16%, Japan 8%, and the rest is supplied by a mix between Western European and Asian countries

#### EXISTING CAPABILITIES

- Technology partially available in kingdom (metal-plastic-glass-fluoride)
- Need to import and assemble microelectronics and tungsten

#### RAW MATERIALS:

- Prism: Glass/Plastic/Fluoride
- Light beam: tungsten filament
- Filter wheel: plastic
- Mirror: glass / silver / aluminum
- Microelectronics

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