

SURGICAL KITS AND BASIC SURGICAL EQUIPMENT

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021



Surgical kits and basic surgical equipment HS Code: 9018

High Potential

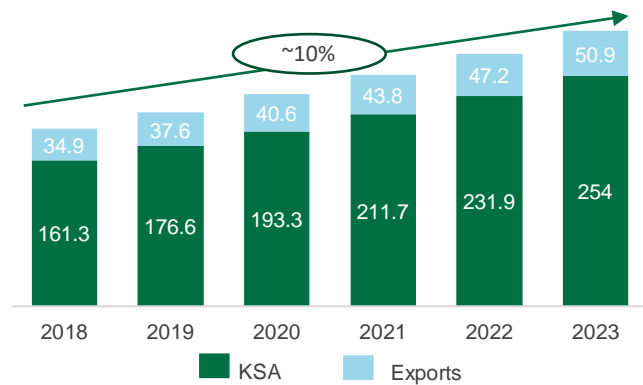
Moderate Potential

Low Potential

OPPORTUNITY'S DESCRIPTION: Localization of the assembly of surgical kits in KSA (including manufacturing of basal equipment, trays and holders)

DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND, \$ MN



INVESTMENT OVERVIEW

THERAPEUTIC APPLICATION

- Every surgery and most non-surgical medical exams require a variety of supplies. Many of the supplies and surgical instruments are specialized to fit the physician's needs. Surgical tray kits are pre-assembled and thus save time during surgery or examination

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 covered mostly by a network of distributors, local subsidiaries and local manufacturers

CURRENT IMPORTERS

USA accounts for 38% of the supply, Germany 11%, Mexico 9% and the rest of the supply is provided by China, Japan and other European countries

EXISTING CAPABILITIES

Technology available in Kingdom
Need to further import/treat raw material to medical grade

RAW MATERIALS:

- Basal surgical instruments
- Gauze and other necessities
- Tray/ holder for surgical kits
- Stainless steel
- chrome coatings
- Tungsten
- Titanium
- plastics for basal equipment

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