

TRANSFUSION APPARATUS AND SUPPLIES

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

Moderate Potential

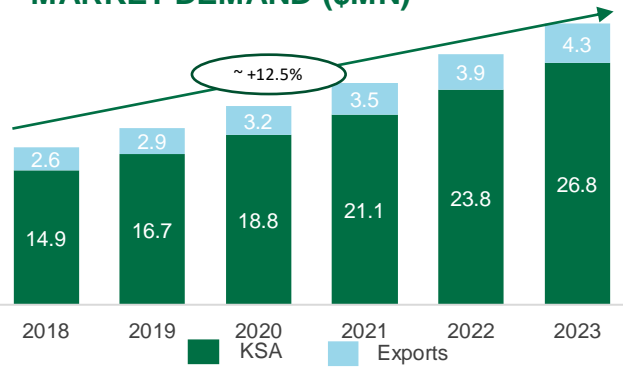
Low Potential

OPPORTUNITY'S DESCRIPTION: The localization of manufacturing of transfusion apparatus including blood bags in KSA

DEMAND

INVESTMENT OVERVIEW

ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



THERAPEUTIC APPLICATION

With increasing incidents and prevalence of Cardiovascular diseases, use of filters for blood purification, notably EBP, is also on the rise

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

USA accounts for 33% of the supply, Mexico 13%, and China 7.5% with the rest supplied mostly by Europe

EXISTING CAPABILITIES

- Technology partially available In Kingdom (tubing - sterilization)

RAW MATERIALS:

- Sterile tubing
- Medical grade plastic and liner for blood bags

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