

# VISION CORRECTION ACCESSORIES

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

High Potential

Moderate Potential

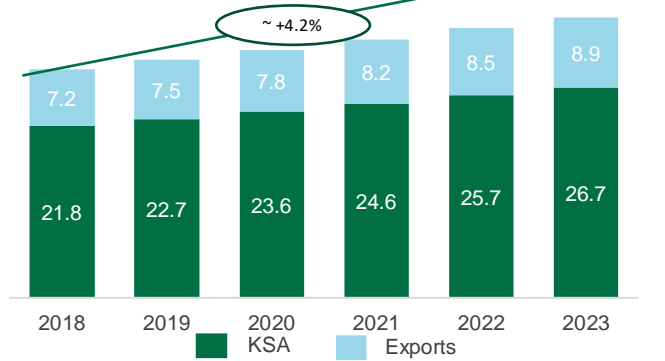
Low Potential

**OPPORTUNITY'S DESCRIPTION:** Expanding Localization of manufacturing and assembly of Vision Correction Accessories in KSA (metal and plastic frames)

### DEMAND

### INVESTMENT OVERVIEW

#### ADDRESSABLE KSA/REGIONAL MARKET DEMAND (\$MN)



#### THERAPEUTIC APPLICATION

Eye problems and myopia are increasing in the KSA due to multiple factors such as ageing population and lifestyle trends

#### 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 few known local manufacturer

#### CURRENT IMPORTERS

Italy accounts for 33% of the supply, China 24%, France 12%, UAE 12% and the rest is supplied by a mix between Asian and Western European countries

#### EXISTING CAPABILITIES

Technology already present in Kingdom  
Raw material already mostly present inside Kingdom, or easily sourced

#### RAW MATERIALS:

Zylonite, acetate, cellulose acetate, propionate, polyamide, nylon, epoxy resin, metal, plastic

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