WOUND PACKING AND CLEANING PRODUCTS

INVESTMENT OPPORTUNITY SCORECARD

HEALTHCARE AND LIFE SCIENCES

September 2021

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HEALTHCARE AND LIFE SCIENCES
Wound Packing and Cleaning Products HS Code: 3005

Opportunity Owner

هيئة المحتوى المحلي والمشتريات الحكومية
Local Content & Government Procurement Authority
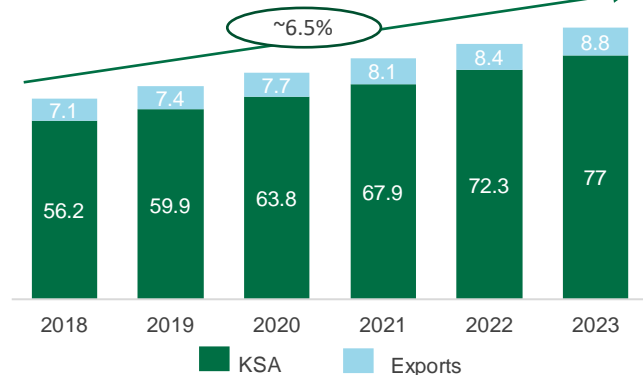
High Potential	Moderate Potential	Low Potential

OPPORTUNITY'S DESCRIPTION: Localization of the <u>manufacturing</u> of Wound packing and cleaning products (traditional) in KSA.

DEMAND

ADDRESSABLE KSA / REGIONAL MARKET DEMAND,$ MN

~6.5%

Year	KSA	Exports
2018	56.2	7.1
2019	59.9	7.4
2020	63.8	7.7
2021	67.9	8.1
2022	72.3	8.4
2023	77	8.8

■ KSA   ■ Exports

INVESTMENT OVERVIEW

DEMAND DRIVER

- Ageing population and increasing demand for health services, as well as surgeries and accidents underline the need to localize the manufacture of wound packing and cleaning products in KSA

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 and local subsidiaries and a few local players

CURRENT IMPORTERS
China accounts for 29% of the supply, UK accounts for 23%, USA for 18% and the rest of the supply is mostly covered by other European countries

EXISTING CAPABILITIES

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

RAW MATERIALS:
- Thermoplastic Polyurethanes
- Cotton yarn
- Bleaching and washing chemicals

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