

# ANESTHESIA APPARATUS

## INVESTMENT OPPORTUNITY SCORECARD

### HEALTHCARE AND LIFE SCIENCES

September 2021



High Potential

Moderate Potential

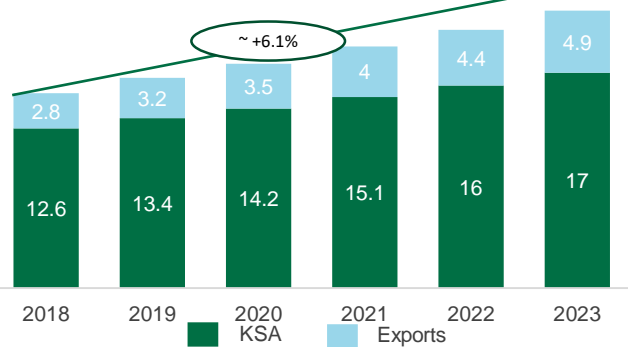
Low Potential

**OPPORTUNITY'S DESCRIPTION:** Localization of the manufacturing and/or assembly of Anesthesia Equipment in KSA

### DEMAND

### INVESTMENT OVERVIEW

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



#### THERAPEUTIC APPLICATION

Ageing population and increasing demand for healthcare in KSA – notably surgeries, as well as expanding health facilities stir the demand for more anesthesia equipment

#### 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 manufacturers

##### CURRENT IMPORTERS

USA accounts for 38% of the supply, Germany 11%, Mexico 9%, China 4% and the rest is supplied by a mix between Asian and Western European countries

#### EXISTING CAPABILITIES

Need Transfer of Technology through international player  
Need to import/treat raw material to medical grade

##### RAW MATERIALS:

Wall supply of piped oxygen, medical gas and nitrous oxide pressure gauges, regulator valves, flowmeters, vaporisers , monitoring system for blood pressure and heart rate, reservoir bag for ventilation

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