

JEG Business Opportunities

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Business opportunities

This section presents a number of opportunities to invest in Saudi Arabia and Internationally.

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}); }); function showInnerShareBox() { var x = document.getElementById("InnerShareBox");
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MRI and ultrasound devices and ventilators production facili...

USD 800 million

Kingdom Of Saudi Arabia

Health

Saudi Arabia's MRI, ultrasound, and ventilator market is predominantly served by large multinationals. As a result 92% of the sale value exits the country. Over the next 6 years, KSA plans to spend USD1.2 Billion on new MRI and ultrasound devices and ventilators. Establish basic local manufacturing processes for MRI and ultrasound devices and ventilators, including basic sub-components, assembly, distribution, and after-sales services. The business model will focus on inviting existing potential partners to expand the scope of local manufacturing in exchange for further incentives if necessary extension products will be considered as part of wave 2 projects under the healthcare investment plan.

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[MRI and ultrasound devices and ventilators production facili...](#)

USD 800 million

Kingdom Of Saudi Arabia

Health

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Opportunities Details

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Surgical devices & anesthesia machines manufacturing

USD 8 billion

Kingdom Of Saudi Arabia

Health

Saudi Arabia's surgical devices, anesthesia machines, and building materials market is predominantly served by large multinationals. Most of the value of current spending exits the country. Over the next six years, KSA plans to spend USD 1.3 Billion in these categories. Establish

basic local manufacturing processes for surgical devices, anesthesia machines and building materials, including basic sub-components, assembly, distribution and after-sales services. The business model will focus on inviting large international OEMs to set up local manufacturing in exchange for preferential treatment in future volume tenders.

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[Surgical devices & anesthesia machines manufacturing](#)

USD 8 billion
Kingdom Of Saudi Arabia
Health

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Opportunities Details

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Diabetes outpatient clinics
No of Projects: 500 - Market Size: 25 million visits
Kingdom Of Saudi Arabia
Health

Currently, Saudi Arabia has 4 million diabetic patients who require 5.5 million consultations and follow-up visits a year. This situation is already stretching the capacity of the 460 treatment centers, and will only worsen given increasing diabetes prevalence (currently 24% and growing). This situation creates significant opportunities for Saudi private hospital owners, Saudi health insurance companies, and international healthcare providers to increase capacity by building 500 outpatient chronic disease management clinics. The services offered should include on-site blood analysis and diagnosis, diet and nutrition consultations, insulin pump services, medical endocrine disorder assessments, heart check-ups, and ophthalmology, kidney and podiatry assessments. Furthermore, pharmacies can be integrated into the business model on-site through their provision of supplies, as well as of medications and ancillary/ follow-up services. The government will support this initiative by extending current contract duration limit beyond 3 years, defining a referral approach from MOH and appropriate payment mechanisms to such outpatient clinics

8900 jobs

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[Diabetes outpatient clinics](#)

No of Projects: 500 - Market Size: 25 million visits
Kingdom Of Saudi Arabia
Health

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Opportunities Details

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Hospital beds availability
No of Projects: 45:60 - Market Size: USD 11.2 billion
Kingdom Of Saudi Arabia
Health

Saudi Arabia will double the availability of hospital beds to 3 beds per 1,000 people by 2020 by expanding acute bed capacity 34,000 beds in 80 new hospitals. This increase in capacity will cost MOH an additional USD18 billion in operational expenses due to increased number of beds and staffing ratios. As a result, new operating models are required to improve care quality and reduce expenses. This creates opportunities for investors to build new hospitals under different partnership models (e.g., PPPs), to own specific activities (i.e., outsourcing) and to build and operate alternatives sites of care. MOH will support these initiatives by changing procurement and hospital construction policies, developing investment packages for private operators, and ensuring clinical quality with a monitoring and oversight body.

240000 jobs

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[Hospital beds availability](#)

No of Projects: 45:60 - Market Size: USD 11.2 billion
Kingdom Of Saudi Arabia
Health

[More Details](#)



Opportunities Details

[X](#)



Long-term care

No of Projects: 45 - Market Size: 50,000 cases

Kingdom Of Saudi Arabia

Health

Saudi Arabia's long-term care provision capacity is largely reliant on acute hospital beds. However, there is a need for dedicated capacity for long-term care. For example, each year, 50,000 patients of car accident injuries require hospitalization for 25 days or more. In addition to this, aging population and increase of non-communicable diseases prevalence requires facilities that are designed for longer term care. The establishment of a formal long-term care system would improve patient care and satisfaction, and free up acute bed capacity. This creates an opportunity for operators of existing Saudi private hospitals, Saudi health insurance companies and international healthcare providers to build 40-45 long-term care facilities with a capacity of 4,000-4,500 beds. The services offered would include medical oversight, nursing services (e.g., medication management, support), individual care planning, social services and counseling, and therapeutic services (e.g., physiotherapy and speech therapy). The government will support this initiative by extending current contract duration limit beyond 3 years, reforming MOH admission and referral system, and developing appropriate reimbursement mechanisms.

35000 jobs

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[Long-term care](#)

No of Projects: 45 - Market Size: 50,000 cases

Kingdom Of Saudi Arabia

Health

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Opportunities Details

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Medical cities establishment

No of Projects: 6

Kingdom Of Saudi Arabia

Health

Saudi Arabia has four medical cities that offer a broad range of specialized services. To improve the quality of healthcare, the MOH wishes to create an additional two cities and refurbish the existing ones. Incentives are also available to the private sectors to establish new medical facilities that are aligned with national strategies. Support the MOH in its plan to develop Asir specialist hospital and Al Jouf hospital into two new medical cities that offer the full range of quaternary services. Refurbish and expand four existing medical cities. Encourage innovative ownership and operating models in establishing these centers of excellence including PPP structures and JVs with global providers.

11900 jobs

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[Medical cities establishment](#)

No of Projects: 6

Kingdom Of Saudi Arabia

Health

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Opportunities Details

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Primary healthcare centers

No of Projects: 750 - Market Size: USD (1.2 - 1.3) billion

Kingdom Of Saudi Arabia

Health

MOH currently operates over 2,200 primary healthcare centers (PHCs) across Saudi Arabia, which represents a coverage of 7.7 centers per 100,000 habitants. To achieve international best practice and the MOH target of 9.1 centers per 100,000 habitants and cope with expected population growth, 750 new PHCs will be required. In addition to this, improving and standardizing PHCs quality is a

priority for MOH. This creates two major private-sector led investment opportunities: firstly, there is a need to expand the PHCs capacity by establishing 750 new centers across Saudi Arabia; secondly, there is a need to refurbishing and develop existing PHCs to be in line with new standards set by MOH.

15000 jobs

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[Primary healthcare centers](#)

No of Projects: 750 - Market Size: USD (1.2 - 1.3) billion
Kingdom Of Saudi Arabia
Health

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Private hospital beds

No of Projects: 70 - Market Size: USD 8 billion
Kingdom Of Saudi Arabia
Health

Hospitals can be developed separately by investors or by attracting hospital chains. Options include licensing new private hospitals and/or expanding existing hospitals and setting a minimum efficient scale for private hospitals.

70000 jobs

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[Private hospital beds](#)

No of Projects: 70 - Market Size: USD 8 billion

Kingdom Of Saudi Arabia
Health

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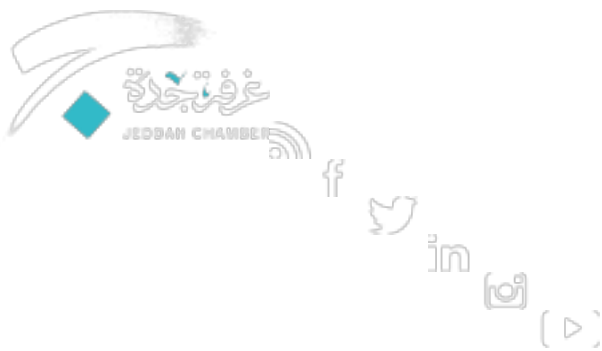
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