

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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Same-day surgery centers

No of Projects: 40 - Market Size: 5 million procedures per day

Kingdom Of Saudi Arabia

Health

Currently, over a million surgical procedures are carried out each year in Saudi Arabia, with 90% occurring in hospital surgical facilities, and the rest in the 15 existing surgical centers. This situation strains hospital surgical facilities capacity, and shifting procedures to same-day surgical centers can relief pressure on hospital surgery capacity. This creates an opportunity for owners of Saudi private hospitals, and international healthcare providers to build 40 same-day surgery centers that will free up hospital surgical resources and reduce costs. These facilities would conduct orthopedic, ophthalmologic, ENT and urologic procedures. MOH will support this opportunity by extending current contract duration limit beyond 3 years, defining admission and referral policies to enable patient transfer, developing an appropriate payment and reimbursement mechanisms, and enabling foreign ownership and staffing of outpatient centers

800 jobs

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[Same-day surgery centers](#)

No of Projects: 40 - Market Size: 5 million procedures per day

Kingdom Of Saudi Arabia

Health

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Outpatient labs and diagnostic services

USD 130 million

Kingdom Of Saudi Arabia

Health

In Saudi Arabia, laboratory services account for USD130mn per year (~5% of the medical spend),

whereas in other economies this spend is twice as much as in Saudi Arabia. Independent labs capture only 30-40% of this amount and the rest goes to hospital labs. In addition, hospital labs are the main suppliers of ancillary services. The demand for diagnostic and lab services will grow as healthcare accessibility increases in Saudi Arabia (e.g., new 180 hospitals to be built in the coming years), and diagnostic services and outpatient labs are a cost-effective model to serve that need. There are two main opportunities for private investors. Firstly, there is a need to set up outpatient facilities that are built upon existing diagnostic capabilities from major hospital clusters. Secondly, there is a need to develop outpatient lab chains throughout the Kingdom in exchange for incentives

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[Outpatient labs and diagnostic services](#)

USD 130 million
Kingdom Of Saudi Arabia
Health

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Waste management services
Not Specified
Kingdom Of Saudi Arabia
Health

In Saudi Arabia, waste management standardization across hospitals is limited, as this market is inadequately regulated and very fragmented – waste management companies have limited footprint, and the healthcare system is partly served by contractors (e.g., SEPCO) and partly by the hospitals themselves. For local and international private investors, this is a significant opportunity to create waste management services companies that aggregate multiple demand points within the healthcare system (e.g., hospitals, pharmaceuticals and research industries) and that could eventually expand into other industries.

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[Waste management services](#)

Not Specified
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Health

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Production of construction chemicals
Not Specified
Kingdom Of Saudi Arabia
Building And Constru...

The Saudi Arabian market for construction chemicals was valued at USD 320 million. This group of construction inputs includes products like adhesives and concrete admixtures. In the coming years, demand for these chemicals from the Kingdom's construction sector is estimated to grow at roughly 5% annually, with projected market size of USD 400 million in 2018. Beyond construction, demand for chemicals like adhesives is distributed across many industries including transportation and manufacturing, giving producers a diversified market to sell their goods. Opportunity: By investing in the production of construction chemicals, private companies can build Saudi Arabia's emerging chemical industry and manufacture products in high demand in the Kingdom and the GCC. Currently, local producers fulfil 10% of Saudi demand for concrete admixtures and 50% of demand for adhesives, leaving significant opportunity for further localization. In addition, local players currently enjoy roughly 14% lower production and sales costs in Saudi Arabia, compared to producers outside the GCC. Already, global players like Henkel and BASF have built local production facilities to take advantage of this opportunity.

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[Production of construction chemicals](#)

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Opportunities Details

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Window & door systems
Not Specified
Kingdom Of Saudi Arabia
Building And Constr...

The Saudi Arabian market for window & door systems stood at USD 2.2 billion, including USD 1.5 billion of window systems and USD 0.6 billion of door systems. These systems can be made of wood, aluminium, steel, or plastics. Yet, aluminium and steel systems represent the best opportunity in Saudi Arabia because construction companies in the Middle East prefer these materials for commercial and industrial applications. As Saudi construction expenditure expands, demand growth of both window and door systems is estimated to average 2.5% annually over the next five years. Opportunity: By investing in window & door system production, private firms can take advantage of a roughly 8% cost advantage over international producers, while gaining a foothold in the Saudi and greater GCC markets. Currently, smaller local players, such as Al Kuhaimi Metal Industries and the Aldress Factory, serve the Saudi Arabian market, supplying 50% of Saudi demand. Looking to the future, additional investment opportunities exist to further localize the production of window & door systems and to help diversify the Saudi economy.

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Opportunities Details

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GLAZING

Not Specified

Kingdom Of Saudi Arabia

Building And Constr...

Saudi Arabian demand for glazing grew to 0.6 million metric tons. At present, the glazing market consists of roughly 50% flat glass, 40% container glass, and 10% fibre glass. The construction sector accounts for most demand of these products, and there is also demand from the automotive and solar energy sectors. By 2021, Saudi demand for glazing will grow to 0.9 million metric tons, as the market expands by 4% annually in the next decade. Opportunity: The glazing market offers significant opportunities to both local and international investors. Because of Saudi Arabia's low energy costs and proximity to the Middle Eastern market, local producers currently enjoy 44% lower production and sales costs over international competitors. In addition, in the coming years, local producers will develop the technical knowhow to focus more on higher-quality products. Currently, however, they do not have capacity to serve the entire market. Saudi Arabia currently imports 45% of all glazing, leaving room for further investment in local production capacity.

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GLAZING

Not Specified

Kingdom Of Saudi Arabia

Building And Constr...

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Sanitary ceramics industry

Not Specified

Kingdom Of Saudi Arabia

Building And Constr...

Saudi Arabia demanded USD 450 million of sanitary ceramics. These ceramics include construction industry inputs like sinks, basins, toilets, bidets, and bathtubs. Notably, demand for these ceramics is booming, as the construction industry expands. Over the next ten years, demand for sanitary ceramics is expected to grow at an average of 19% per year. As a result, by 2021 Saudi demand for these products is projected to be USD 2.5 billion per year. Opportunity: By investing in sanitary ceramics in Saudi Arabia, private manufacturers will have the opportunity to supply a rapidly growing market. Saudi producers currently enjoy a cost advantage of roughly 44% over European producers, thanks to the Kingdom's favourable energy and labor costs. Yet, local players have faced a challenge to innovate and design ceramics to compete with European suppliers. As a result, local producers only supply 10% of ceramics demand, allowing importers to take a large majority of market share and leaving considerable opportunities for investment in production and innovation capability in the Saudi market.

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Resilient flooring Production
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Kingdom Of Saudi Arabia
Building And Constr...

Saudi Arabia demanded 4.2 million square meters of resilient flooring, representing roughly 5% of the Middle Eastern and African market. Resilient flooring is a category of construction inputs made of materials like vinyl, linoleum, rubber, or cork to give the product a degree of elasticity. Though resilient flooring accounts for only 7% of the flooring market in the Middle East and Africa, demand is expected to expand significantly as the product increases in popularity as a flooring solution. Opportunity: By producing resilient flooring in Saudi Arabia, local and international investors will both supply an emerging flooring solution to the Middle Eastern market and develop the Saudi building materials industry. Currently, local producers enjoy a 14% cost advantage over international competitors, in part because of their access to Saudi Arabia's petroleum industry for inputs to materials like vinyl and synthetic rubber. Imports fulfil 50% of Saudi demand, leaving considerable

Business Sector

opportunity for further investment in the sector.

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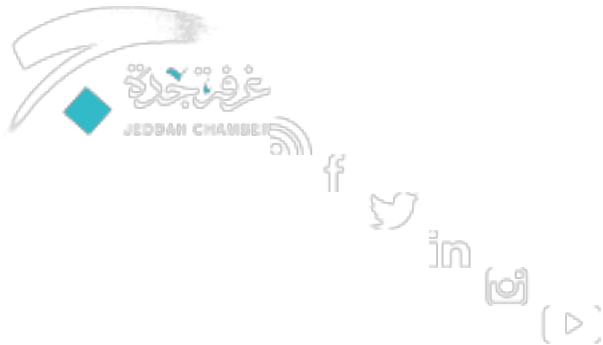
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