

# Healthcare & Life Sciences

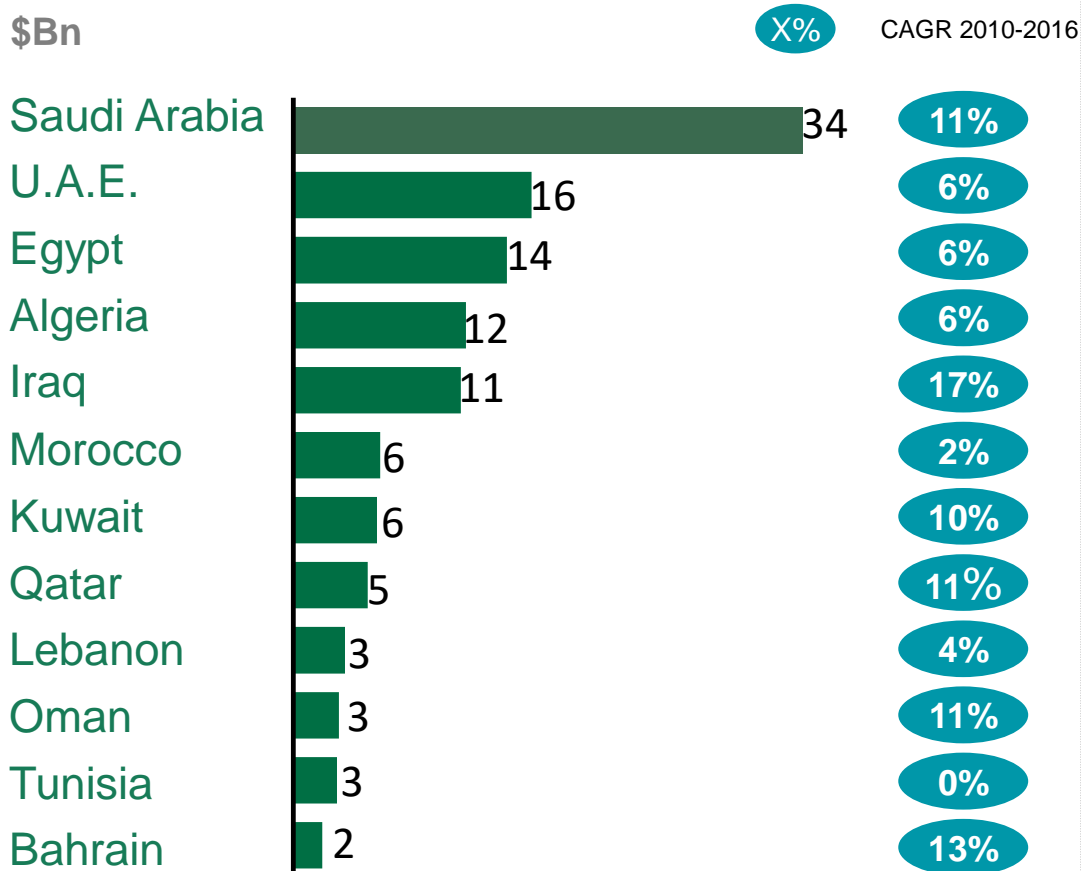
Saudi Arabia Beyond Oil

INVEST  
SAUDI 

# The Saudi health sector is the largest in MENA and has significant infrastructure

## Health sector expenditure in MENA<sup>1</sup>

## Key health sector infrastructure metrics



1 Middle east and North Africa

Note: All data as of 2016

### Healthcare professionals

90K



Physicians

106K



Allied health personnel

180K



Nurses

### Healthcare facilities

470+



Hospitals

71K



Hospital beds

5K



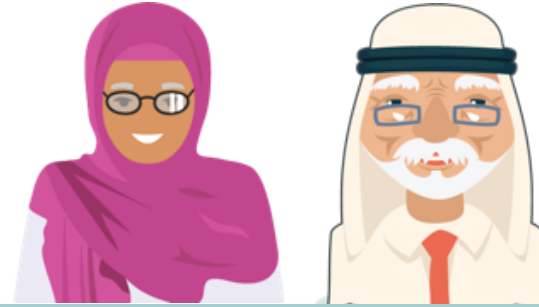
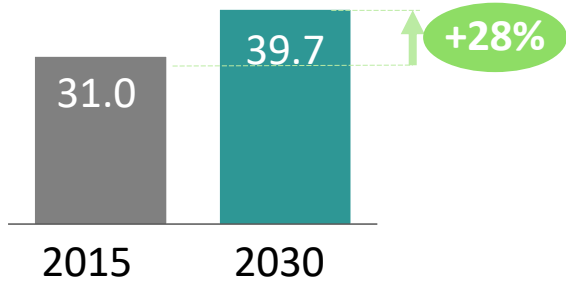
Clinics

# Going forward, health sector demand will increase significantly

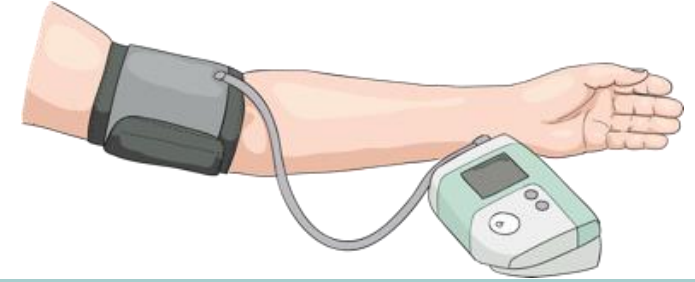
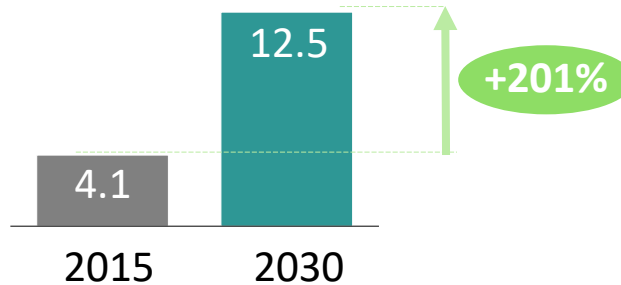
## Drivers of health sector demand



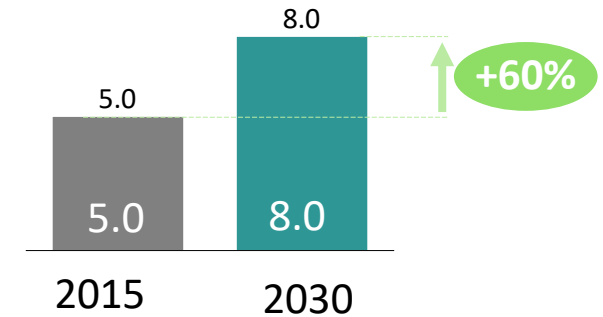
Growing population,  
Millions



Ageing population,  
Above 50 years of age, Millions



Rising prevalence of chronic  
conditions, Millions



**Obesity** | 1 in 3 adults | 1 in 4 children

## Health sector supply will be focused on the following segments

**Private Sector Participation (PSP) Program aims to increase the share of private sector in healthcare delivery with the usage of public-private-partnership (PPP) models**



Primary Care



Hospital Commissioning



Medical City



Rehabilitation



Long-Term Care



Laboratory



Radiology

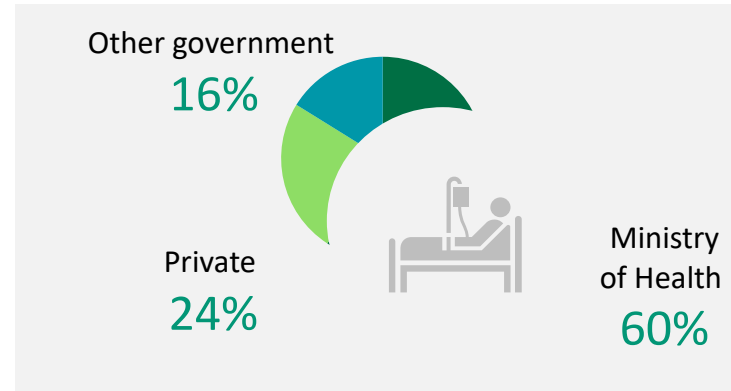


Home Care

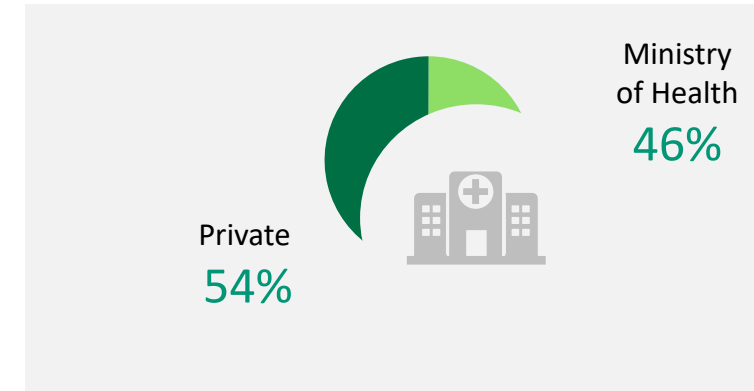
# Current healthcare System is highly dependent on government providers and imports



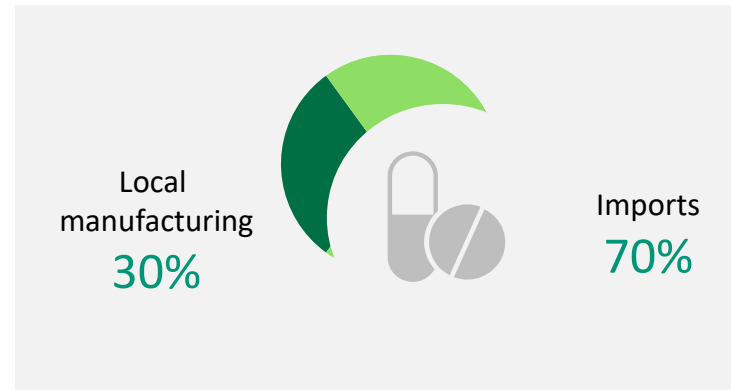
## Hospital beds



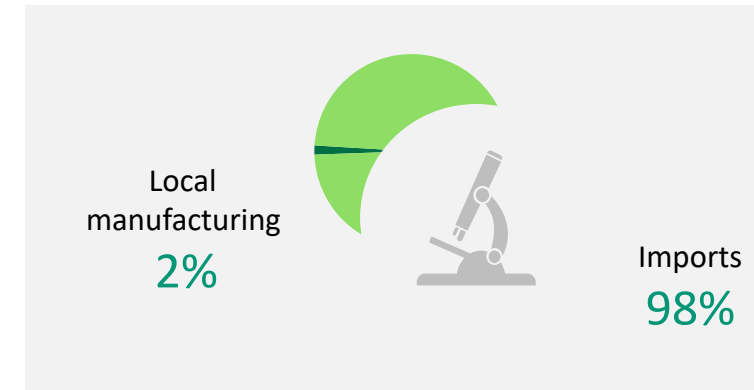
## Clinics



## Pharmaceuticals



## Medical devices



# In the new healthcare strategy, private sector has a big role

## 7 Themes of the new health sector strategy

### Digital Healthcare

Provide digital tools for patient self-service, prevention, unified patient records and workforce efficiency

### Human capital

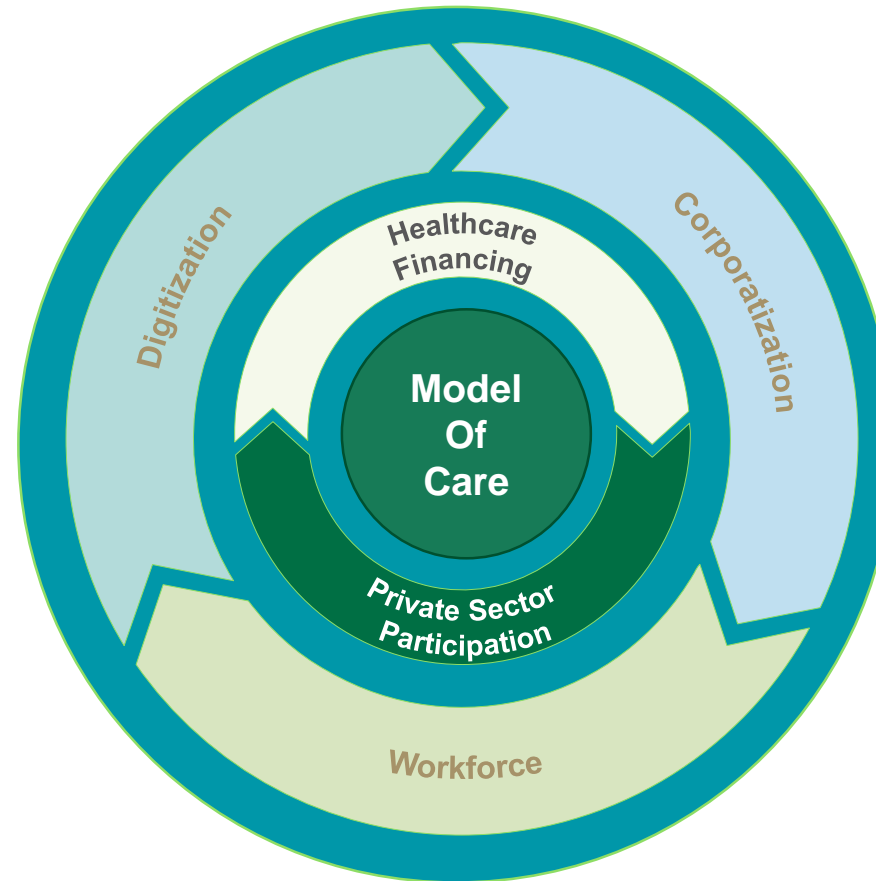
Enhance quality and quantity of workforce through increased capacity, more rigorous licensing and making the profession more attractive

### Consumer Centric Model of Care (MoC)

Focus on prevention and on out-of-hospital care models

### Private Sector Participation (PSP)

- Facilitate private sector involvement through ownership and/or management of MoH hospitals & services
- Actively support localization of pharmaceutical, vaccines and medical products



### Insurance based financing (Health Financing)

Move from government funded to insurance funded system







### Independent Governance

Separate regulatory and delivery function by creating independent provider networks with operational autonomy and greater accountability

### Corporatization

- Split MoH to corporatize delivery creating independent provider networks with operational autonomy
- Strengthen MoH mandate to lead sector reform with strong oversight over regulatory agencies (“super-regulator”)

# National transformation program sets concrete targets for privatization and improvements of service delivery

| National transformation program's healthcare targets                                |  | Current, % | ➔ | 2020 Target, % |
|---|--|------------|---|----------------|
|    | Private sector contribution to total healthcare spend                          | 25         |   | 35             |
|    | Hospitals that meet the US median for patient safety culture                   | 10         |   | 50             |
|    | Healthcare facilities reporting comprehensive performance and quality measures | 10         |   | 100            |
|    | Appointments received in specialized medical disciplines within 4 weeks        | <40        |   | 70             |
|   | Patients who received emergency care in less than 4 hours in key hospitals     | 40         |   | 75             |
|  | Saudi citizens who have a unified digital medical record                       | 0          |   | 70             |

# \$180Bn of expenditure in the health sector over the next 5 years



Medical devices



Pharmaceuticals



Service provision<sup>1</sup>

Cumulative spend over 2017-2021

**\$11 Bn**

**\$42 Bn**

**\$130 Bn**

Spend on capital equipment in 2016

**\$1.1 Bn**

Spend on patented drugs in 2016

**\$4.1 Bn**

MoH<sup>2</sup> hospitals beds in 2016

**42 K**

Spend on consumables in 2016

**\$0.6 Bn**

Spend on generic drugs in 2016

**\$2.3 Bn**

Private hospital beds in 2016

**17 K**

Spend on patient aids in 2016

**\$0.2 Bn**

Spend on OTC in 2016

**\$1.0 Bn**

MoH<sup>2</sup> primary healthcare centers in 2016

**2.3 K**



# Healthcare & Life Sciences

## Investment Categories

### Hospital Services

#### PSP Opportunities such as:

- Radiology
- Primary Healthcare- Hospitals & Medical Cities
- Labs
- Long-term care
- Rehabilitation
- Home care

### Pharmaceuticals

#### Manufacturing of:

- Vaccines
- Biologics & biosimilars
- Sterile injectables
- APIs
- Solid oral dosages

### Medical Devices

#### Manufacturing of:

- Glucometers
- Implants
- 21 products segments such as:
  - IVD
  - Orthopedics
  - Anesthesia
  - Nephrology /Urology
  - Dental
  - Hospital supplies

### E-Health

#### Digital Opportunities such as:

- Electronic Medical record (EMR)
- Picture Archiving & communication systems (PACS)
- Radiology information system (RIS)
- Laboratory information system (LIS)
- Ancillary systems (such as coding, nutrition, preventive medicine, Pt referrals, health education, E-prescription system, patient entertainment)
- Health Information Exchange (HIE)
- Mobile Health (MHealth)
- Big Data
- Business intelligence (BI)
- Artificial intelligence (AI)
- Clinical Decision Support
- Telecare
- Telemedicine

# Thank You



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The logo icon consists of a stylized green tree with a vertical stem and a horizontal crossbar, with several green, leaf-like shapes branching out from the top.