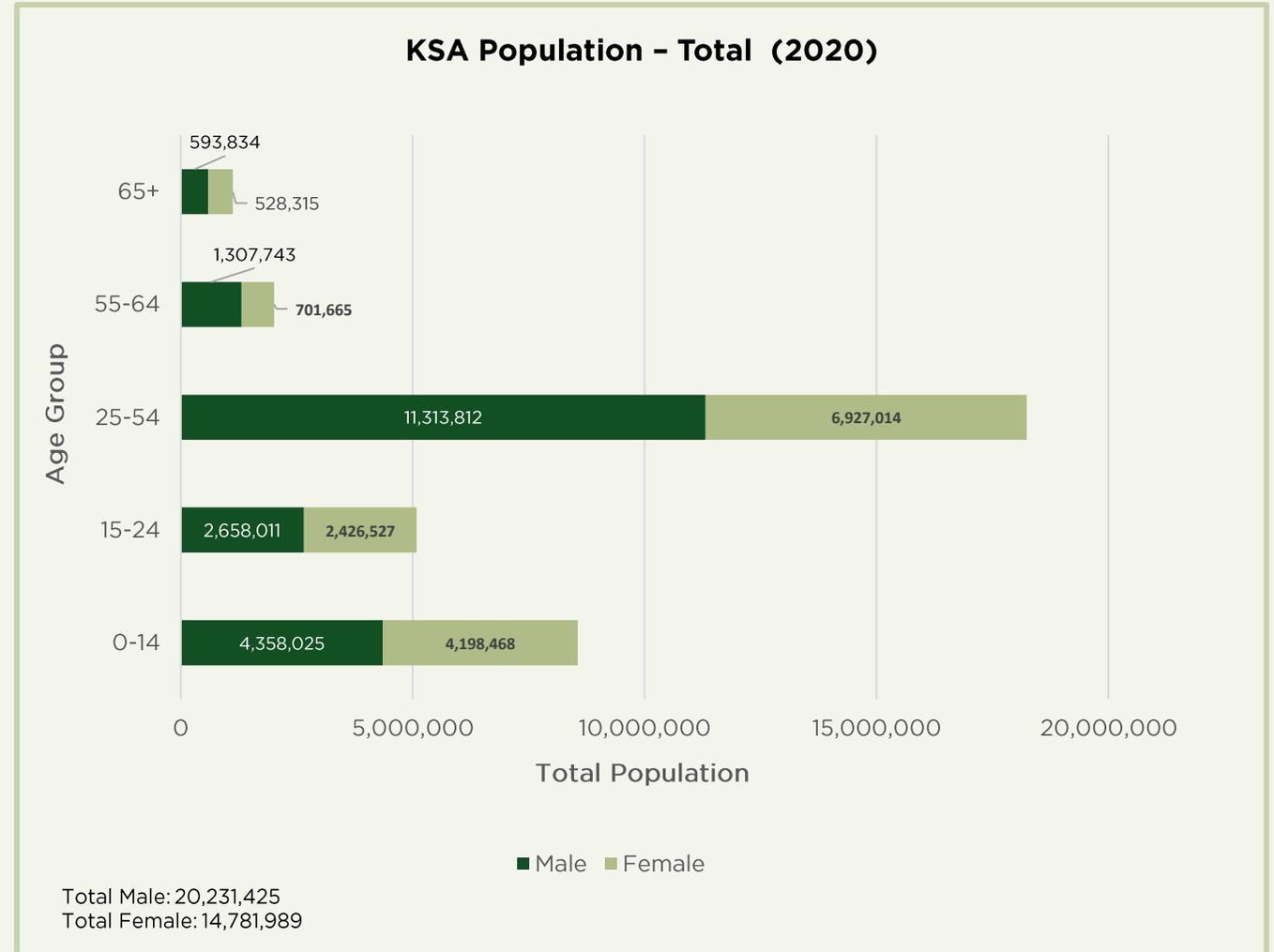
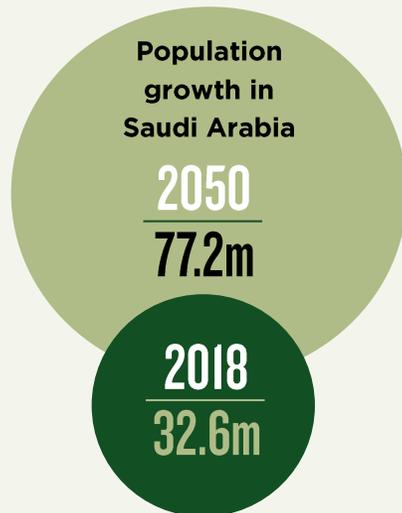


# SAUDI ARABIA



# COUNTRY PROFILE

- Current Saudi Population is 35 million.
- 14 - 45 age group is significantly larger than other demographics.
- Males represent 57.8% of the Saudi population, while females represent 42.2% of the Saudi population.
- 61.2% of the population are Saudi nationals
- Current life expectancy in Saudi Arabia is 73.7 years for males and 76.4 years for females.



# SAUDI HEALTH SECTOR AT A GLANCE

- The Kingdom of Saudi Arabia has a longstanding history of medical offering due to the sites of Holy Pilgrimages in Western Saudi.
- Modern healthcare was established by royal decree in Mecca in 1925.
- The Ministry of Health was founded in 1950.
- Free, public healthcare is offered to all citizens.
- In 2010, the Saudi Health Ministry established the Global Center for Mass Gatherings Medicine.
- There are 29 colleges of medicine, 19 colleges of dentistry and 22 colleges of pharmacy across the Kingdom.
- The ratio of physicians per 10,000 people is currently at 27.2 compared to 26.04 in the US.



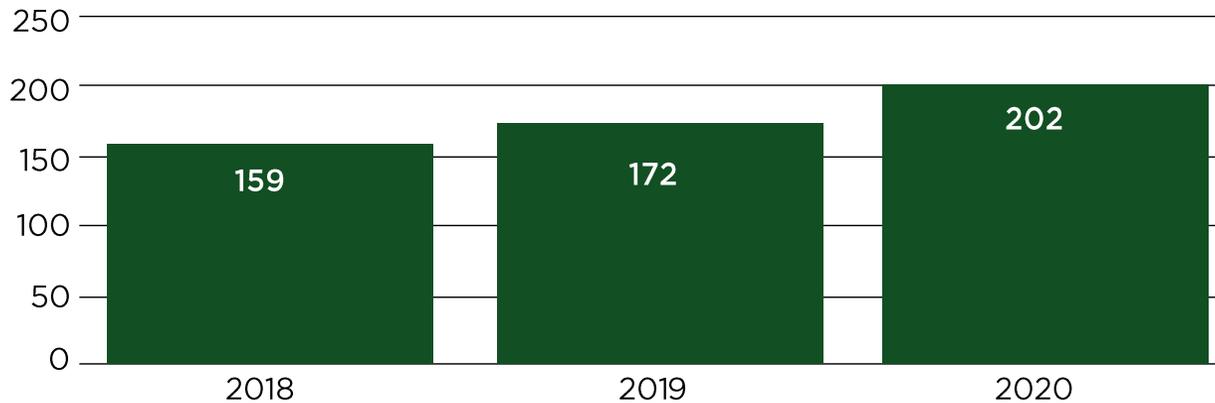
# HEALTHCARE SECTOR IS A TOP PRIORITY

## Vision 2030

- With 16% of Saudi Arabia's budget allocated to healthcare, the government remains committed to spending on this sector as part of its Vision 2030 objectives of creating a better quality of life.
- The government is encouraging private sector participation with the aim of increasing it to 35% by 2025. It further plans to privatize 295 hospitals and 2,259 healthcare centers by 2030.

## Healthcare Expenditure (SR BN)

16% of Saudi Arabia's budget allocated to healthcare



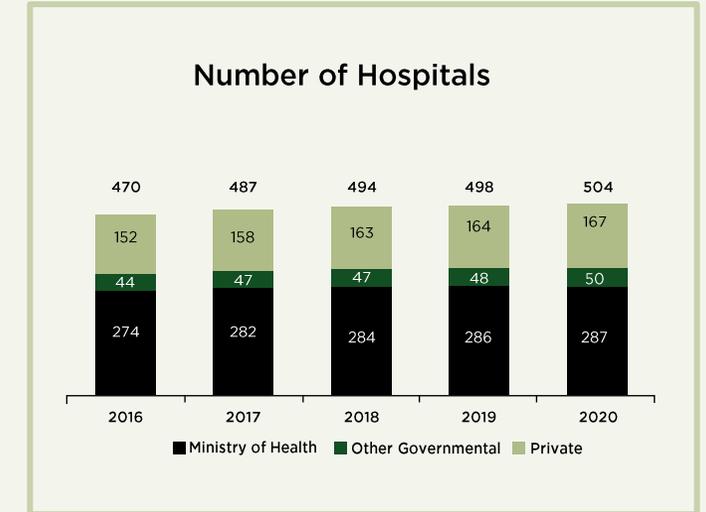
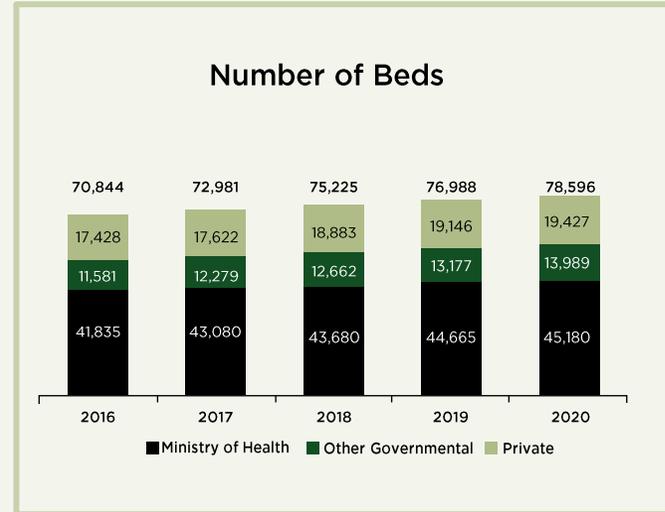
Source: Frost & Sullivan



# SAUDI ARABIA PLANS TO INVEST US\$66 BILLION IN HEALTHCARE INFRASTRUCTURE BY 2030

## KEY TAKEAWAYS

- The market share of private hospitals in Saudi Arabia is expected to reach 60% in the coming years.
- As of 2019, the highest number of private hospital beds was in Riyadh (25%) followed by Jeddah (24%).
- Overall, the number of hospital beds in the country has grown by almost 11% from 2016 to 2020.
- It is estimated that 20,000 additional beds would be required by 2035, further creating opportunities for private players to increase their investments in the sector.
- Currently, Saudi Arabia heavily relies on foreign healthcare professionals



**Saudis Working in Healthcare**

Resources	Total	Percent of Saudi National
Physician	94,335	33.0%
Nurses	199,013	40.2%
Dentists	18,811	40.4%
Pharmacists	31,872	24.6%

Source: Frost & Sullivan

# NON-COMMUNICABLE DISEASES ACCOUNT FOR 73% OF ALL MORTALITY CASES IN THE KINGDOM, WITH CARDIOVASCULAR LEADING THE CAUSE

## KEY TAKEAWAYS

- One of the major drivers of healthcare expenditure in the Kingdom is the increasing number of cases in lifestyle and chronic diseases.
- Saudi Arabia ranks seventh in the world for age-adjusted prevalence of diabetes, with 18.3% of adults suffering from diabetes.
- The Saudi Arabian government has rolled out the *Quality of Life Program 2020* among other initiatives that focuses on fitness and preventive care, with the aim to reduce obesity by 3% and diabetes by 10% in the Kingdom by 2030.

## Top 5 causes of Mortality in Saudi Arabia

1. Ischemic Heart Diseases
2. Road Traffic accidents
3. Cerebrovascular Disease
4. Chronic Kidney Disease
5. Lower Respiratory Tract Infection

## Prevalence of lifestyle and chronic diseases

Obesity rates among adults in 2019

40%

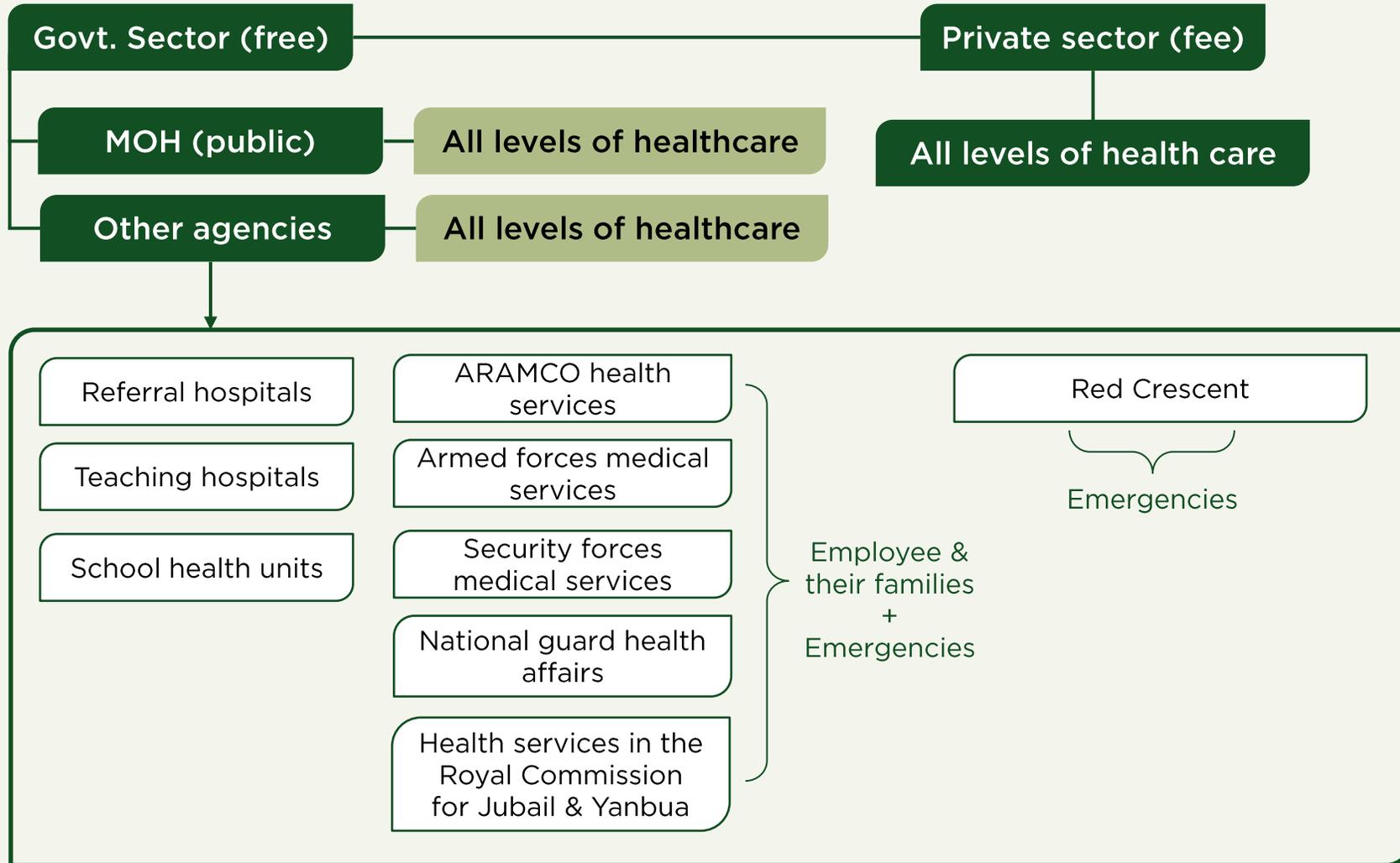
Saudis (20-79) being treated for diabetes in 2017

3.8m

The prevalence of hypertension among adults in 2015

23.3%

# SAUDI HEALTH CARE SYSTEM



# LINES OF CARE: PUBLIC HEALTH

## FOURTH LINE

Referral Hospitals  
(Medical Cities)

Provide highly specialized care services. These facilities are also teaching and research centres, findings of which are usually used in reference documents for policy-making.

## THIRD LINE

Central Hospitals

Provide advanced diagnostics and medical care that can be specialized. Will serve as the final stage before patients get sent to referral hospitals, if their care can't be met by the central hospitals.

## SECOND LINE

General Hospital and Peripheral  
(Community) Hospitals

Provide general diagnostics and medical care via outpatient clinics and hospitals with limited disciplines. Covers general family medicine needs.

## FIRST LINE

Primary Healthcare

Provide basic medical services and prevention programmes aligned with general objectives from the Ministry of Health.



# MAIN OPERATORS IN THE PRIVATE SECTOR

As the private sector emerges as a key area for growth in KSA, encouraging numbers are appearing in 2021 reports:

*'Saudi's largest private healthcare provider Dr Sulaiman AlHabib Medical Services Group (HMG) has cited increased patient volumes and occupancy as reasons for its surge in net profit by close to 70 percent in the second quarter of 2021.'*

## Private healthcare names to watch out for in the next years:

- Sulaiman Alhabib Medical Group
- Saudi German Hospitals
- Dallah Hospital
- Al Dara Hospital & Medical Centre
- Alhammadi Hospitals
- Specialized Medical Center Hospital
- Almana General Hospitals
- Almouwasat Hospitals
- Erfan & Bagedo General Hospital
- Soliman Fakeeh Hospital
- Interntional Medical Center Hospital
- Al Borg Laboratories

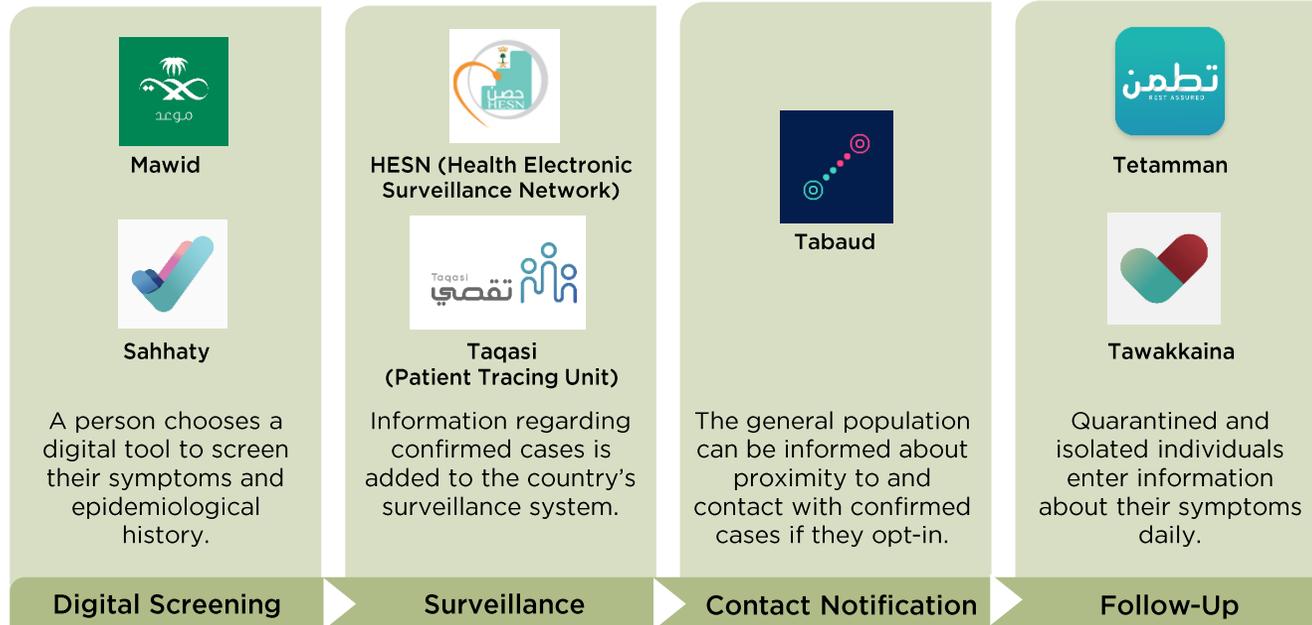


# COVID-19 RESPONSE

Saudi Arabia's successful experience in managing previous MERS-CoV outbreaks provided agility in responding to public health emergencies.

Vaccine doses administered for COVID-19 in Saudi Arabia are currently at rate of 270,885 each day. At this rate, Saudi Arabia could have 70% of people vaccinated (2 doses) in 61 days (or by Oct 16, 2021).

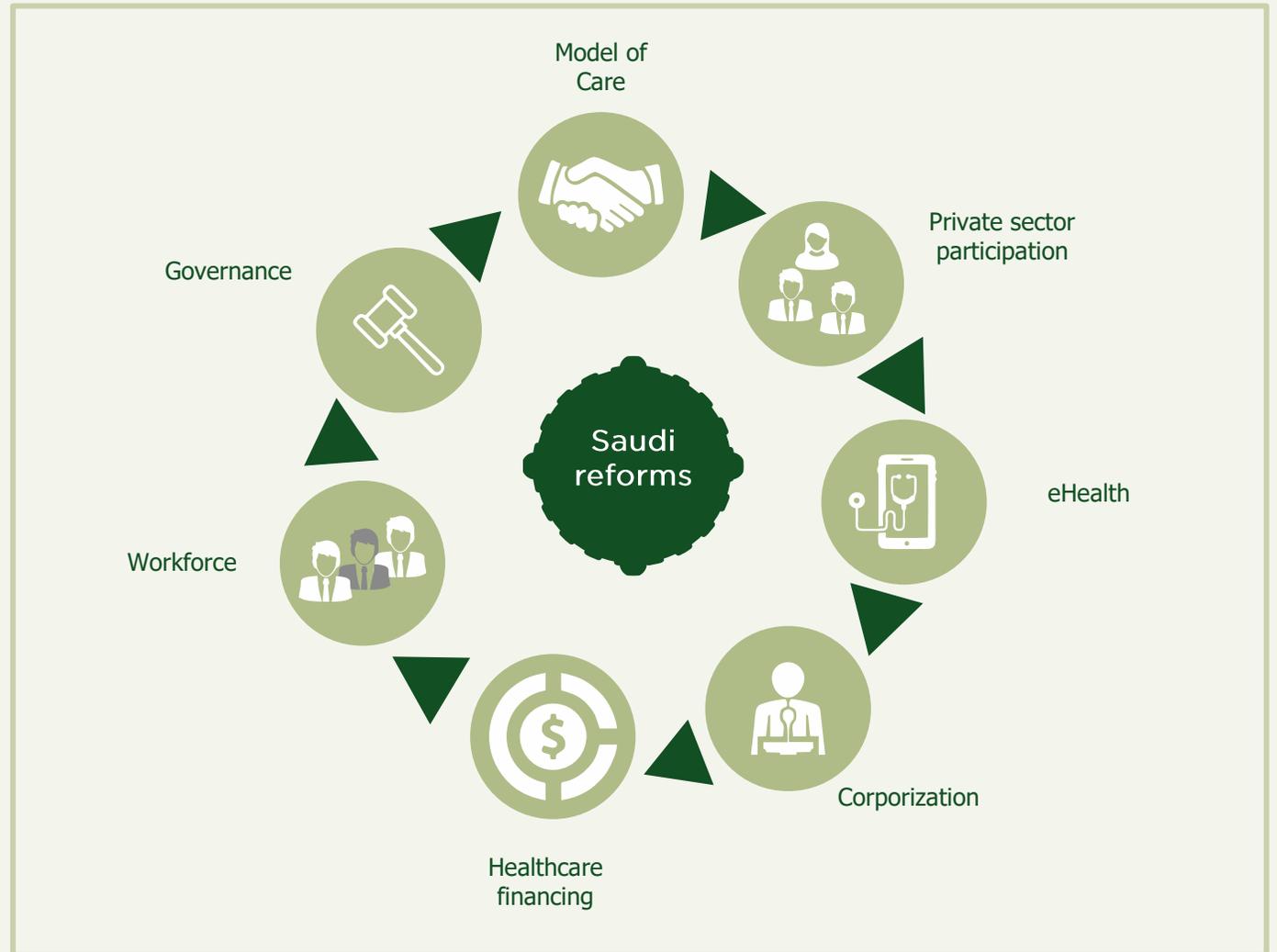
Fast deployment of Saudi healthcare apps during pandemic helped maintain low daily numbers



# VISION 2030: AREAS FOR IMPROVEMENT

There are three strategic objectives to transform healthcare under Vision 2030:

1. **Ease access to health services** through expansion of total capacity, adequate geographical distribution and timely and affordable access to related healthcare services.
2. **Improve quality and efficiency of healthcare services** through improvement of the quality and efficiency of the healthcare services.
3. **Promote prevention against health risks** through promoting public health and preventive healthcare (such as awareness and vaccination).



# EMERGING AREAS OF OPPORTUNITY IN THE HEALTHCARE MARKET



## Biotech

Biotech is being taught across various institutions in Saudi Arabia with generous Post Doctorate scholarships offered up to increase the country's potential in the space.



## Health Tech

It is already using tech to crunch big data across the sector, and has launched various apps to improve and expand its healthcare capabilities, including during the pandemic.



## Genomics

The Saudi Genome program is a pioneering national transformation initiative part of Vision 2030.



## Homecare & Prolonged Care

With a small proportion of high-needs patients consuming as much as 80 percent of health system resources, the Saudi government has identified a need to shift towards out of hospital care.



## Preventative Screening

Couples wishing to marry must first go through a pre-marital screening process. Also, private genetic screening tests are increasingly popular.



## Radiology

Radiology labs are being built across the country with efforts underway to staff these with the appropriate nurses and technicians, and to compliment them with the latest AI technology.

# MARKET ENTRY STRATEGY

