

PMB25

**PHARMACEUTICAL  
MANUFACTURING  
BUSINESS  
OPPORTUNITY IN  
SAUDI ARABIA**

**OCTAWIZ  
CONSULTING**



## VISION 2030

Saudi Arabia's Vision 2030 and National Transformation Plan aim to promote the growth of domestic pharmaceutical manufacturing, reducing dependence on imported generic medicines and creating export opportunities to neighboring states reliant on imports.



## MARKET POTENTIAL

### Healthcare Spending in Saudi Arabia:

- Budget allocation for healthcare (e.g., \$50+ billion annually).
- Initiatives for localizing pharmaceutical production.

### Demand Drivers:

- Population growth (e.g., over 36 million residents).
- High prevalence of diabetes, cardiovascular diseases, and obesity.
- Increasing insurance coverage and private sector healthcare investments.

### Import Dependency:

- Currently, a large percentage of pharmaceutical products are imported.
- Opportunities for domestic manufacturing to reduce reliance on imports.



## REGULATORY ENVIRONMENT

### Government Support:

- Incentives for foreign direct investment (FDI).
- Subsidies, tax exemptions, and land availability in industrial cities.
- Support from the Saudi Industrial Development Fund (SIDF).

### Regulatory Framework:

- Saudi Food and Drug Authority (SFDA) guidelines.
- Opportunities for fast-track approvals for local manufacturers.



# OPPORTUNITIES FOR PHARMACEUTICAL MANUFACTURING

## Therapeutic Areas of Focus:

- Generic drugs.
- Biologics and biosimilars.
- Vaccines and specialty medicines.

## Potential Partnerships:

- Joint ventures with local companies.
- Collaboration with universities and R&D centers.
- Export Opportunities: Access to Gulf Cooperation Council (GCC) and African markets.



# INFRASTRUCTURE AND RESOURCES

## Industrial Cities and Economic Zones:

- King Abdullah Economic City (KAEC).
- Jubail and Yanbu for petrochemical and active pharmaceutical ingredient (API) production.

## Workforce Availability:

- Skilled labor pool.
- Government-funded training programs for the pharmaceutical sector.



## KEY CHALLENGES

### Regulatory Compliance:

- Understanding SFDA requirements.
- Managing clinical trials and quality standards.

### Market Competition:

- Competing with established global players.

### Supply Chain and Logistics:

- Ensuring raw material availability and cost-effectiveness.





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