



Navigate Collaborate Accelerate

JOIN OUR WORKSHOP

# Get more out of Arab Health Pre-event Workshop

Join myCaribou for free:  
[cariboumed.com/signup](https://cariboumed.com/signup)



 **myCaribou**  
Navigate Collaborate Accelerate



**Craig MacInnis**  
Co-Founder and Co-CEO



## Transforming the way medtech companies find and manage partners.

**Discover** medical device market insights from 100+ countries.

**Build new partnerships** by connecting with over 43,000 manufacturers and distributors in 150+ countries.

**Manage** global partnerships, improve communication and monitor performance.

Join myCaribou for free  
[cariboumed.com/signup](https://cariboumed.com/signup)

Opportunity awaits

**21,858**

MANUFACTURERS

**21,179**

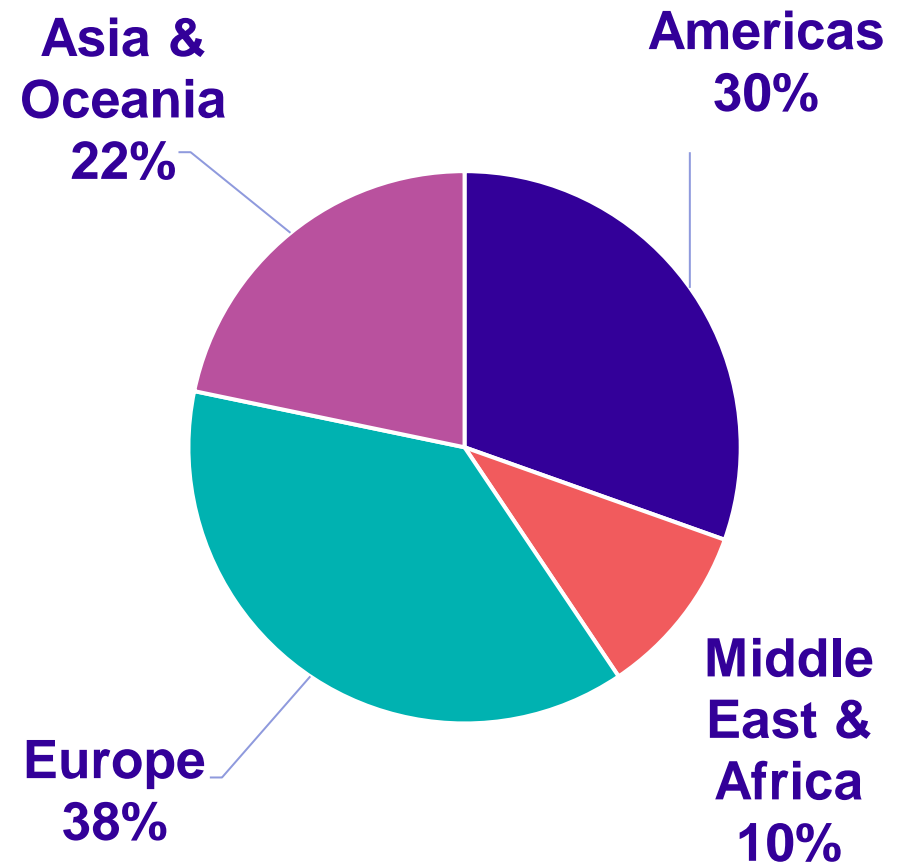
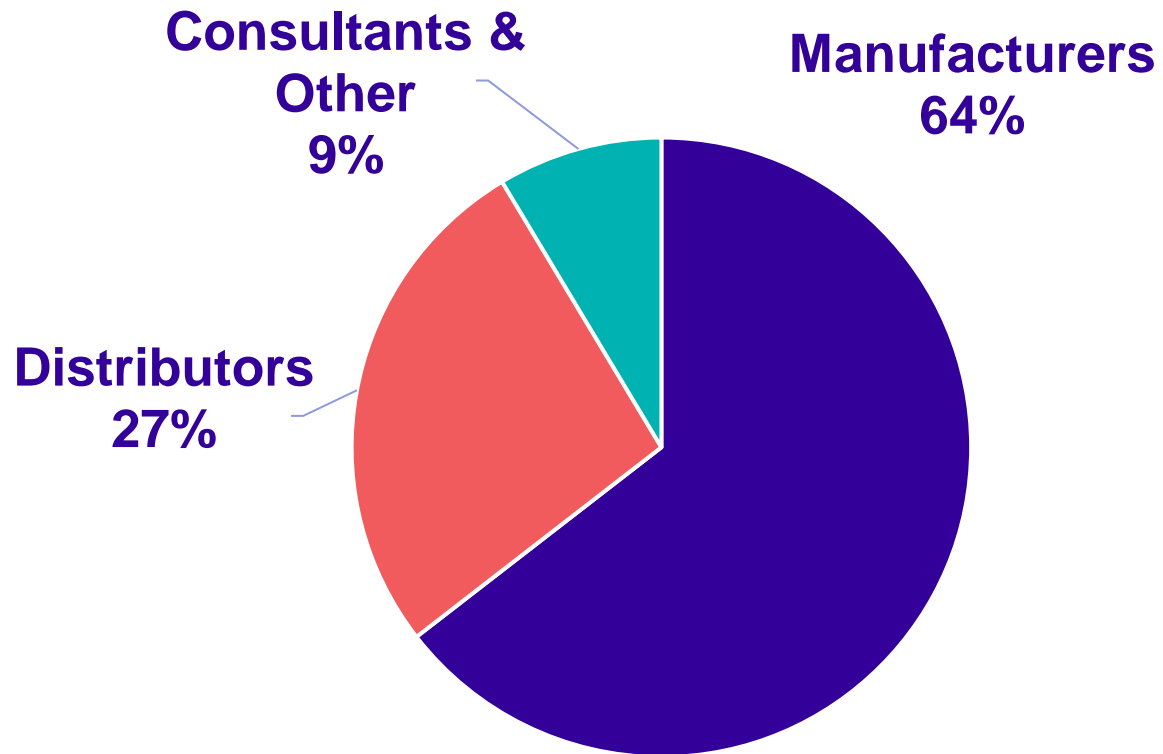
DISTRIBUTORS

**1,431**

REGULATORY/MARKET  
CONSULTANTS AND TRADE  
ORGANIZATIONS

# Registrations:

28+ Countries | 6 Continents



# Agenda

1. Overview of Middle East Markets (James)
2. Promote your company **before** and **after** Arab Health (Craig)
3. Q&A (James)



**James Hardie**

Director  
Sanollo Ltd



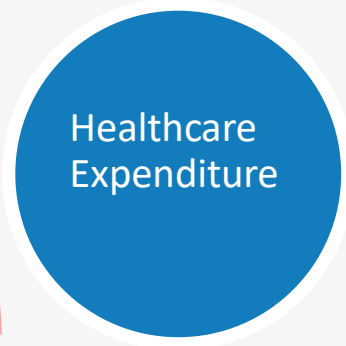
Sanollo helps medical technology companies enter new markets and build their international revenue.

**Ready for international growth?**

# Healthcare Dynamics

## Market Drivers

- Population Growth
- Aging Population
- Prevalence of lifestyle diseases
- Increased private sector participation
- Rising Medical Tourism



## Healthcare Spend

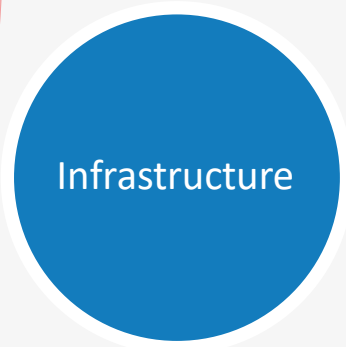
\$76.1 billion 2017  
\$104.6 billion in 2022  
CAGR 6.6%

### Medical Devices

75% Imports  
85% KSA + UAE

## Infrastructure Investment

- UAE**- 5,000 beds 2028
- KSA** -22,000 beds 2030
- Kuwait**- 5,400 beds 2030
- Qatar**- 1,900 beds 2030
- Oman**- 7,950 beds 2050



## Hospitals in the GCC

Total Hospitals - 813  
Government - 482  
Private- 331

**Total Beds** - 115,000

# Market Entry Process





# Leverage myCaribou for Arab Health

Sign up for myCaribou for free: [cariboumed.com/signup](https://cariboumed.com/signup)

Use myCaribou **BEFORE** and **AFTER** Arab Health

1. Explore Middle East Market Information
2. Find and Connect with New Partners
3. Post an “Opportunity”

Q&A

# Meet us at Arab Health

Email: [james@sanollo.com](mailto:james@sanollo.com)



Email: [craig.macinnis@cariboumed.com](mailto:craig.macinnis@cariboumed.com)



JOIN OUR WEBINAR

# Accelerate your Growth with Better Partner Selection

Wednesday, January 25, 2023

Save your spot



 **myCaribou**  
Navigate Collaborate Accelerate

# Thank you for attending!

## Contact Info:

**James Hardie**

Director, Sanollo

[james@sanollo.com](mailto:james@sanollo.com)

[www.sanollo.com](http://www.sanollo.com)

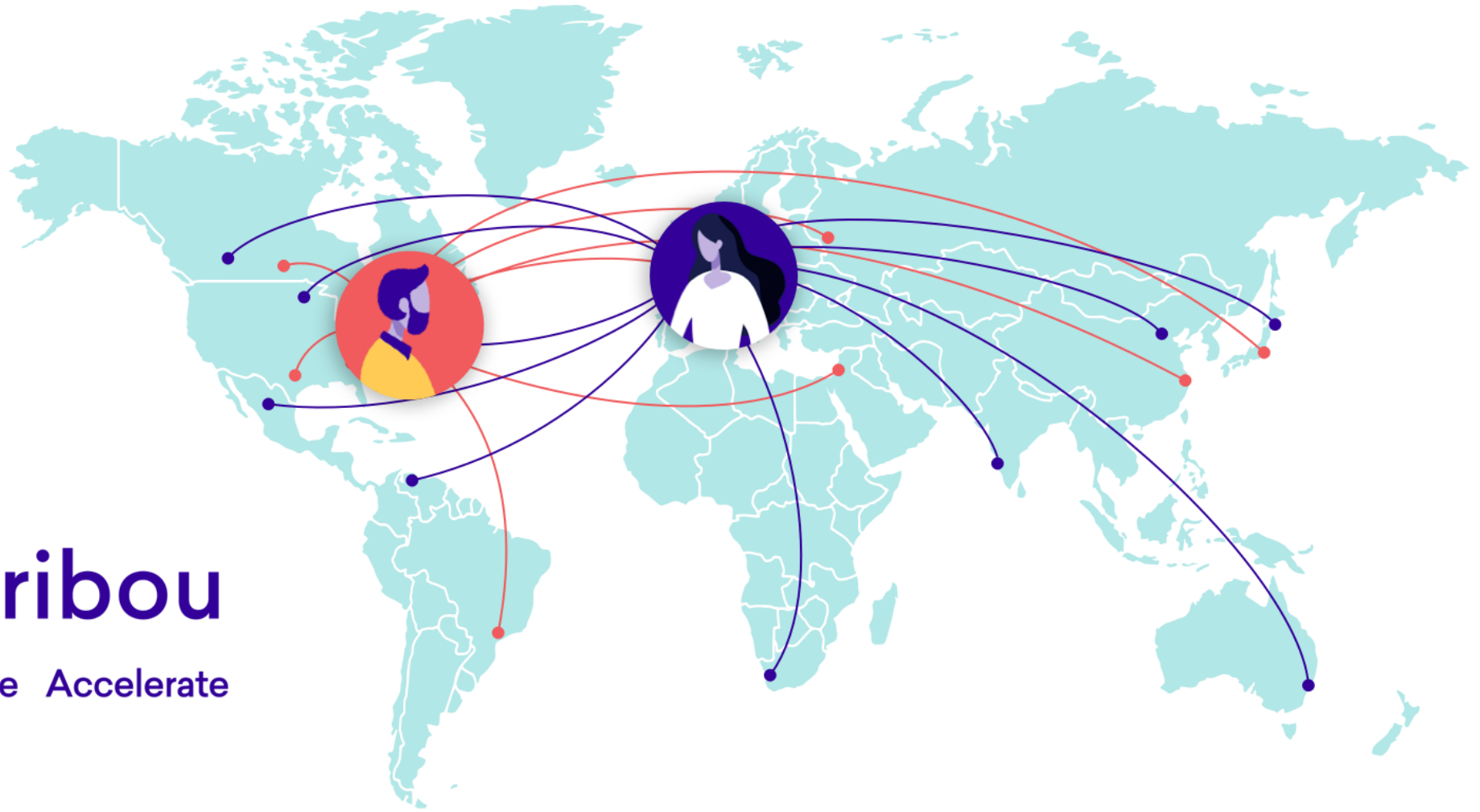
**Craig MacInnis**

Co-CEO

[craig.macinnis@cariboumed.com](mailto:craig.macinnis@cariboumed.com)

**Don't be left out of the world's only medtech global partnering hub.**

Sign up for myCaribou for free: [cariboumed.com/signup](https://cariboumed.com/signup)



 **myCaribou**  
Navigate Collaborate Accelerate