

DEMO REPORT · ILLUSTRATIVE DATA

Market Opportunity Report

Surgical gloves · Gulf & Middle East

Prepared for: Sample Medical Exports Pvt Ltd (fictional)

Plan: CONTINENT · Asia

Data period: 2020-2025 · Issued October 2026

What is inside

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1 · EXECUTIVE SUMMARY

Gulf hospitals are importing more gloves than local plants can make

Across the six Gulf and Middle East markets in this sample, surgical glove imports grew by about 12% a year on average from 2020 to 2025. Saudi Arabia leads on both size and growth, driven by new hospital capacity and a public tender programme. Local production covers less than a fifth of demand, and only a handful of suppliers hold active tender registrations, which leaves room for a certified Indian exporter.

US\$ 880M	+12.1%	91 / 100	86%
Combined imports, 2025	Average growth a year	Best opportunity score	Confidence, best market

Top opportunities in this report

Market	Score	Imports 2025	Growth/yr	Demand	Competition	Confidence
Saudi Arabia	91	\$412M	+17.7%	+34%	Moderate	86%
UAE	84	\$204M	+9.3%	+21%	High	82%
Oman	79	\$71M	+19.4%	+26%	Low	71%
Qatar	77	\$66M	+11.7%	+18%	Moderate	74%
Kuwait	72	\$98M	+8.1%	+12%	Moderate	77%
Bahrain	64	\$29M	+6.2%	+9%	Low	63%

Score = 0–100 opportunity score. Confidence reflects years of data, official vs estimated figures, trend steadiness and freshness.

Key findings

- Saudi Arabia is the clear first market. Largest buyer, fastest-growing large market and a 2027 hospital tender cycle.
- Oman is the best emerging bet. Small today, but growing 19% a year with few active suppliers.
- UAE is crowded but valuable. Better as a re-export hub to the region than as a direct tender target.
- Prices favour nitrile. Average nitrile import prices rose 6% while latex fell 3%, so a nitrile-led range carries the better margin.

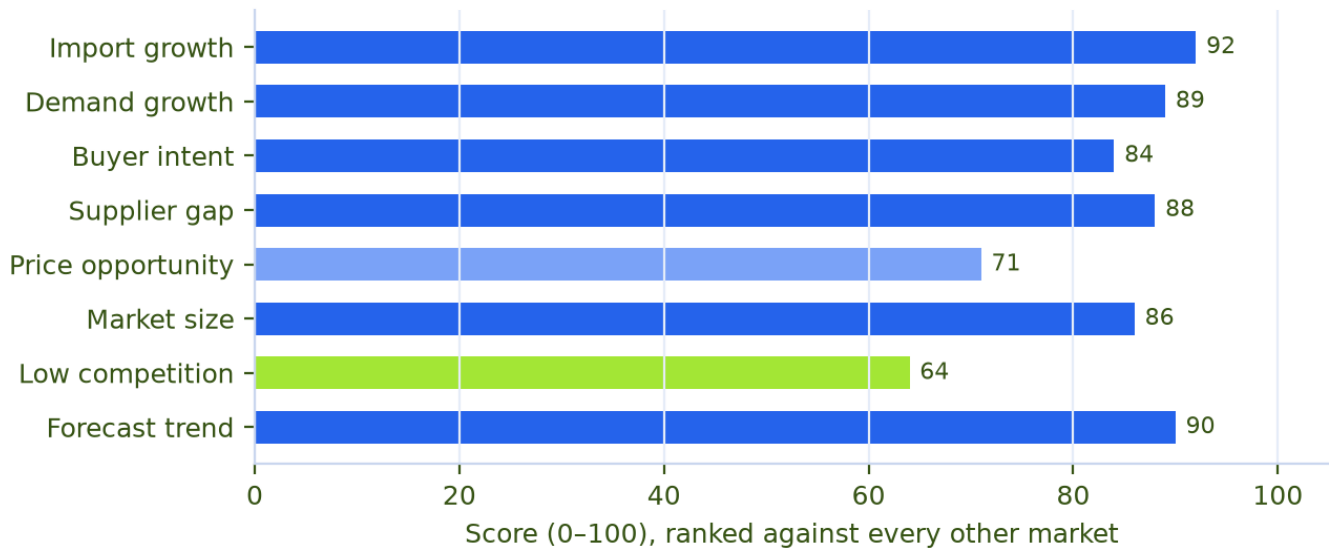
Bottom line

Enter Saudi Arabia first through a licensed distributor and the 2027 tender calendar, test Oman next with samples, and use a UAE partner for smaller Gulf buyers.

2 · OPPORTUNITY DEEP DIVE

Saudi Arabia → Surgical gloves: 91 / 100

Each part of the score is ranked against every other market in your plan, then weighted into the overall figure. Higher is better; for competition, a higher number means fewer strong rivals.



Why it is attractive	What could go wrong
Imports up 17.7% a year for five years, the steadiest climb in the region	SFDA product registration takes 4-6 months before any tender bid
Demand from hospitals up 34% on last year in buyer requirements	Two Malaysian makers hold about 40% of tender volume
Local factories supply under 20% of what hospitals use	Payment terms of 90-120 days are common on public orders
Ministry tender cycle reopens in Q2 2027	Price falls of 3-5% likely if new local capacity opens

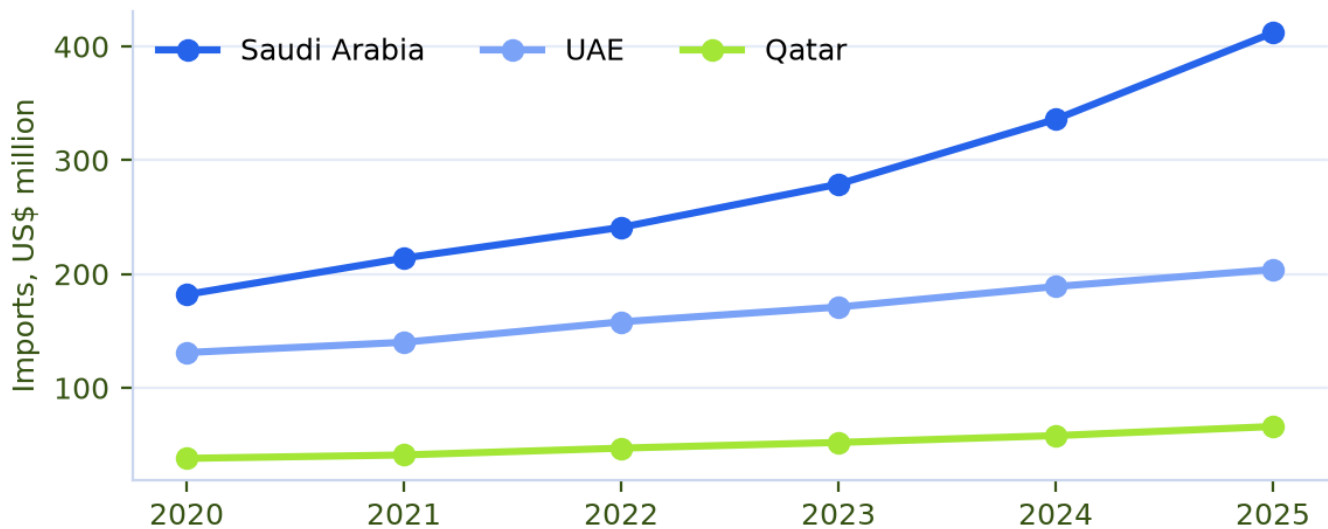
How sure are we? Confidence 86%

Check	Result	Effect on confidence
Years of data	6 years (2020-2025)	High
Official figures	Customs totals for all 6 years	High
Trend steadiness	Growth every year, no sharp swings	High
Freshness	Latest year 2025, updated monthly	Medium-high

3 · MARKET COMPARISON AND PRICES

Where the money is going

Surgical glove imports (HS 4015.12), 2020–2025 · DEMO



Import price per 1,000 gloves (landed, US\$)

Market	Nitrile	Change	Latex	Change	Main supplying countries
Saudi Arabia	\$42.10	+6%	\$36.40	−3%	Malaysia, China, Thailand
UAE	\$39.80	+4%	\$34.90	−2%	Malaysia, China, India
Oman	\$44.60	+8%	\$38.20	+1%	Malaysia, UAE (re-export)
Qatar	\$45.30	+5%	\$39.00	−1%	Malaysia, Thailand
Kuwait	\$41.70	+3%	\$35.80	−4%	Malaysia, China

Price spread between markets is about 14% for nitrile, so the same shipment earns more in Oman and Qatar than in the UAE.

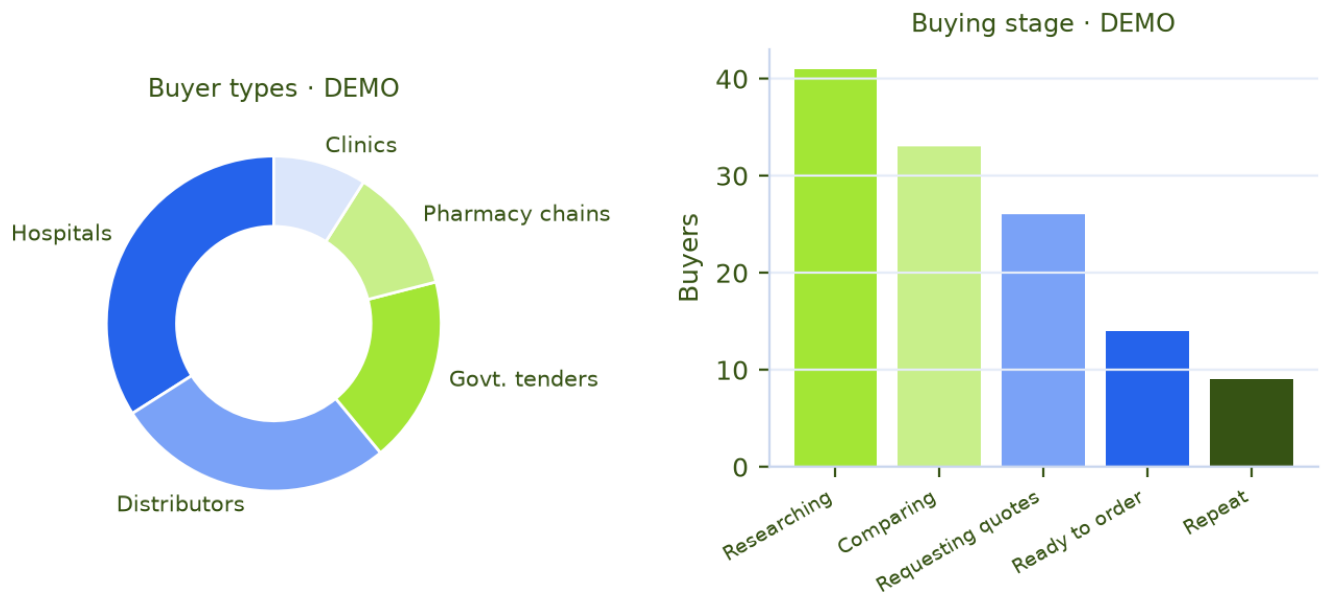
Supplier gap

Market	Hospital demand	Local supply	Gap	Active suppliers
Saudi Arabia	High	18%	Large	11
Oman	Medium	0%	Large	4
UAE	High	6%	Medium	23
Qatar	Medium	0%	Medium	7

4 · BUYERS, DEMAND AND COMPETITION

Who is buying, and what happens next

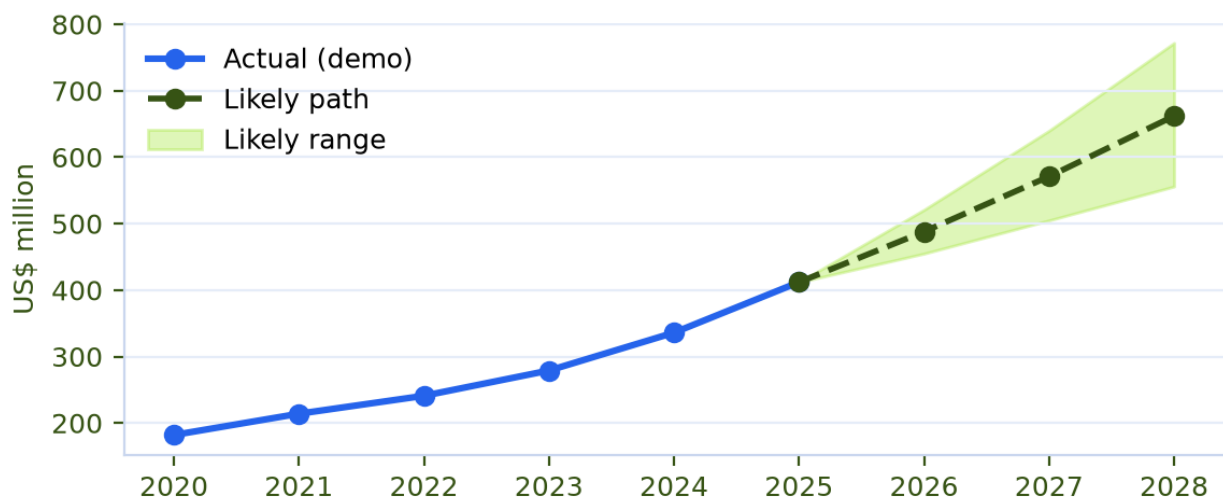
123 buyer signals in Saudi Arabia over the last 12 months (sample). Hospitals and distributors make up six in ten; 23 buyers are at the quote or order stage.



What these buyers care about most

Factor	Weight	What it means for your offer
Certification	Very high	CE, ISO 13485 and SFDA listing are needed to be shortlisted
Delivery urgency	High	Stock held in the region wins repeat orders
Price	Medium-high	Tenders are price-led once certification is cleared
MOQ	Medium	Distributors start at 1-2 containers; clinics far less

Demand forecast, Saudi Arabia



The likely path follows the past trend. The shaded band shows the likely range; it widens each year because forecasts get less certain. This is an estimate, not a promise.

5 · RECOMMENDED ACTIONS AND COMPETITORS

What to do in the next 90 days

When	Action	On HealthKares
Weeks 1-2	Shortlist three licensed Saudi distributors with tender history	Find buyers · filter Saudi Arabia, Distributor
Weeks 2-6	Start SFDA registration for your nitrile range	Upload documents to your verified profile
Weeks 4-8	Send samples to two Oman hospital groups	Respond to open sample requests
Weeks 6-10	Quote on live Gulf requirements for gloves	Requirements · Surgical · Gulf countries
Weeks 8-12	Set alerts for tender openings and price moves over 10%	Trade Trends · Alerts

Competitors to watch (sample)

Supplier country	Share of imports	Trend	Where they win
Malaysia	52%	Falling slowly	Price and volume on public tenders
China	21%	Steady	Low-cost examination gloves
Thailand	11%	Rising	Latex surgical gloves
India	6%	Rising fast	Nitrile, mid-size distributors

Risks to keep in view

Registration delays, long public payment terms, and price pressure if new local factories open. Review this market again when the 2026 customs figures are published.

6 · ALL MARKETS, DUTIES AND RULES

Every market in your plan at a glance

Market	Score	Imports 2025	5-yr growth	Import duty	Registration	Data mode
Saudi Arabia	91	\$412M	+17.7%	5%	SFDA MDMA	Official
UAE	84	\$204M	+9.3%	5%	MOHAP	Official
Oman	79	\$71M	+19.4%	5%	MOH Oman	Mixed
Qatar	77	\$66M	+11.7%	5%	MOPH	Official
Kuwait	72	\$98M	+8.1%	5%	MOH Kuwait	Official
Egypt	70	\$118M	+10.6%	2-5%	EDA	Mixed
Jordan	66	\$34M	+7.4%	0-5%	JFDA	Demo
Bahrain	64	\$29M	+6.2%	5%	NHRA	Demo

Data mode: Official = customs totals for 2+ years; Mixed = official totals with demo prices; Demo = sample figures only. Live and demo prices are never mixed in one comparison.

Documents buyers will ask for

Document	Needed for	Typical time
ISO 13485 certificate	All markets	Already held / 3-6 months
CE marking (EN 455)	Tenders in all GCC markets	2-4 months
Free Sale Certificate (CDSCO)	Saudi Arabia, Oman, Egypt	3-5 weeks
Product registration	Each country separately	2-6 months
Certificate of Origin	Every shipment	1-3 days

Alerts and watchlist (sample)

Alert	Rule	Last triggered
Score change	Any watched market moves 5+ points	Oman +6, Sep 2026
Price move	Nitrile price changes more than 10%	Not yet
New buyer demand	3+ new requirements in a month	Saudi Arabia, Oct 2026
Monthly refresh	Scores recalculated on the 1st	1 Oct 2026

Your Trade Trends workspace

Dashboard, opportunity finder, market and product pages, country comparison, watchlist, alerts, saved reports and PDF export, limited to your plan's continent (Continent) or the whole world (Global).

7 · HOW THE SCORES WORK

Method, data sources and limits

Each market gets a 0–100 score for import growth, demand growth, buyer intent, supplier gap, price opportunity, market size, competition and the trend forecast. Each part is ranked against every other market in your plan, then weighted into the overall opportunity score. Admins set the weights; the same data always gives the same score.

Data	Source in real reports	Status today
Import and export totals	UN Comtrade, yearly, by HS code	Connected
Buyer requirements	HealthKares marketplace activity	Connected
Country-to-country prices	Licensed trade data provider	Demo until connected
Search and keyword trends	Search data provider	Demo until connected
Buyer profiles	Only buyers we are allowed to share	Demo until connected

What every real report includes

- The source and period behind every figure, and a clear label wherever demo data is used.
- Reasons and risks for each score, not just a number.
- A confidence figure, so you can see how much weight to give each result.
- Values in US dollars, with your chosen display currency alongside.

About this demo

Everything in this document is illustrative: the company, market sizes, prices, buyers, competitors and forecasts are made up to show the report format. Real Trade Trends reports are created inside the dashboard for Continent and Global plan members, limited to their plan's area.

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