

# Project #346 : Manufacturing unit for low cost essential drugs



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## Project description



Manufacturing unit for essential and first necessity drugs, critical for national health security, in order to ensure their availability at any time on the Moroccan territory

**Main clients :** Pharmacies, hospitals and clinics.....

## Branch

Pharmaceutical

## Sub-branch

Medication



## Financial indicators (indicative)

### Potential investment

~50 Mns MAD (dry form unit excluding premises)  
~100 Mns MAD (dry form unit with premises)

### Potential turnover

~150 to 200 Mns MDH (for 10 Million boxes on average)

### EBITDA<sup>2</sup> (In % of turnover)

10%

### Jobs

~50 – 100 direct jobs



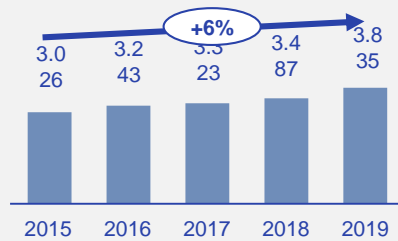
## Key facts

- Existence of a category of essential and first necessity drugs (~100 to 150 drugs), with a very low regulatory price
- Risk of stopping local manufacturing, coupled with a risk of substitution by more expensive imported drugs, presenting a great opportunity for local manufacturing of these products as part of the sovereignty strategy

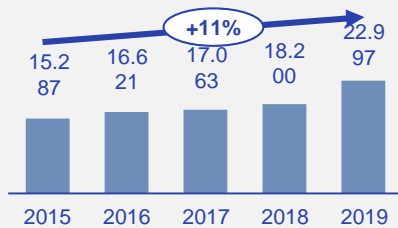


## Market growth and size

### Morocco Imports (Mns MAD)



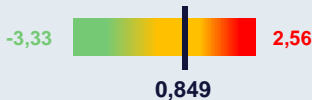
### CEDEAO Imports (Mns MAD)



### Morocco's main export countries



## Product Complexity<sup>1</sup>



## Main required products

✓ Chemical products



## Main investment benefits

### Grants

- Istitmar SME Program or VSE, subject to the turnover
- Industrial Development and Investment Fund

### Training assistance

- « IDMAJ » Program
- « TAEHIL » Program

### Potential land

- Had soulaem Industrial Zone
- LAKHYAYTA Industrial Zone
- Jorf Lasfer

### Financing

- SME Mezzanine
- Tamwilkom

1. Product Complexity Index: the diversity and sophistication of the productive know-how required to produce a product. Products with high PCI value (the most complex products that only a few countries can produce) include electronics and chemicals. Products with a low PCI value (the least complex product that nearly all countries can produce) include raw materials and simple agricultural products.

2. Earnings before interest, taxes, depreciation and amortization

3. Source : Office des changes, TradeMap