

# Project #349 : Production unit for dialysis concentrates (dialysate)



**Contact:** Mme. Hamdi Soukaina  
**Industrial Process Division**



06 66 92 42 78



shamdi@mcinet.gov.ma

## Project description



Production unit for intravenous fluids and dialysis solutions intended mainly for patients and health professionals to ensure a safe and sustainable supply for Morocco and Africa

## Branch

Pharmaceutical Industry

## Sub-branch

Medication



## Financial indicators (indicative)

**Potential investment**

15 – 20 Mns MAD / unit

**Potential turnover**

20 – 30 Mns MAD

**EBITDA<sup>2</sup>**  
(in % of turnover)

15% – 25%

**Jobs**

15 – 20 direct jobs



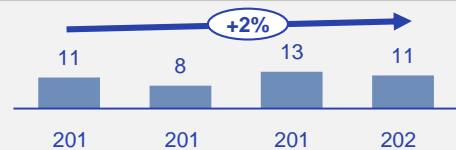
## Key facts

- Steadily increasing demand for dialysate due to the large increase in the number of patients regularly attending the ~200 public and private dialysis centers.
- Nearly 30,000 patients with ~4,000 new cases of kidney failure diagnosed each year (over 100 new cases per million population)

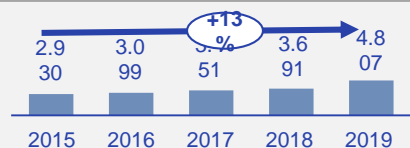


## Market growth and size

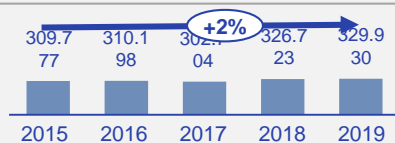
### Morocco Imports (Mns MAD)



### CEDEAO Imports (Mns MAD)



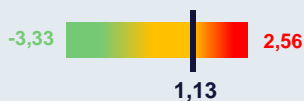
### Europe Imports (Mns MAD)



## Morocco's main import countries



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



## Main required products

✓ Chemical products



## Main investment benefits

### Grants

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

### Potential land

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

### Training assistance

- « IDMAJ » Program
- « TAEHIL » Program

### 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