

# Project #351: Manufacturing unit for contraceptive pills



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## Project description



Manufacturing unit of contraceptive pills, in order to substitute imports and guarantee the presence of these products on the national territory

**Main clients :** public hospital sector, pharmacies

## Branch

Pharmaceuticals

## Sub-branch

Medication



## Financial indicators (indicative)

### Potential investment

~50 - 100 Mns MAD (for 10 Million boxes/year)

### Potential turnover

~80 - 120 Mns MAD (old generation princeps)

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

10 % - 20%

### Jobs

~30 à 40 direct jobs

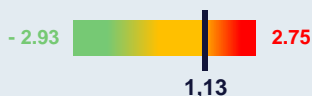


## Key facts

- Total market estimated at ~25 million boxes per year with a predominance of imports (>80%).
- Presence for 1 year of a local operator manufacturing this product
- Opportunity identified for the establishment of 2 manufacturing units for contraceptive pills



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



## Main required products

✓ Chemical products



## Main investment products

### Grants

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

### Potential land

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

### Training assistance

- « IDMAJ » Program
- « TAEHIL » Program

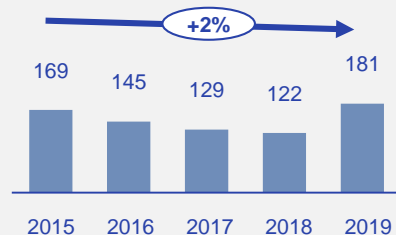
### Financing

- SME Mezzanine
- Tamwilkom

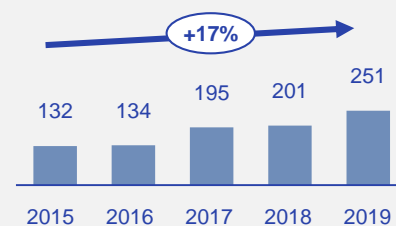


## Market growth and size

### Morocco Imports (Mns MAD)



### CEDEAO Imports (Mns MAD)



### Morocco's main export countries



Germany  
Ireland

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