

Project #367 : Manufacturing unit of blood lines for hemodialysis



Contact: M. MGHIZLAT IDRISSE Abdelali
Industrial Process Division



06 67 98 58 38



amghizlat@mcinet.gov.ma

Project description



Manufacturing unit for hemodialysis blood lines, used in the treatment of renal insufficiency

Branch

Pharmaceutical Industry

Sub-branch

Medical Equipment



Financial indicators (indicative)

Potential investment

~40 - 50 Mns MAD for an annual capacity of 11 Mns lines

Potential investment

~50 – 60 Mns MAD

EBITDA²
(in % of turnover)

~5% – 10%

Jobs

~20 – 30 direct jobs



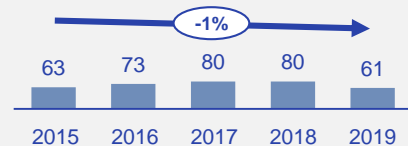
Key facts

- Global hemodialysis line market estimated at ~\$2 billion in 2020 and expected to grow at a rate of ~5% p.a. to reach \$~2.5 billion by 2027
- African imports have grown by ~26%, providing an opportunity to position itself as an African hub for hemodialysis bloodlines

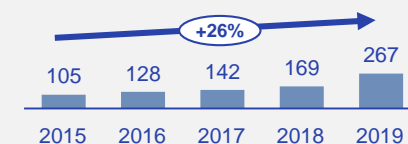


Market growth and size

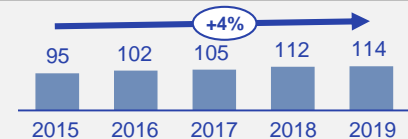
Morocco Imports (Mns MAD)



CEDEAO Imports (Mns MAD)



Europe Imports (Mns MAD)

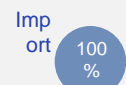


Morocco's main import countries

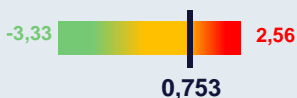


China
Macedonia

Local vs. Import



Product Complexity¹



Main required products

✓ Polyvinyl chloride



Main investment benefits

Grants

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

Potential land

- ▶ Had soulaem IZ
- ▶ Tanger IZ
- ▶ Jorf Lasfer
- ▶ Agadir IZ

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