

Projet #368 :

Manufacturing unit for other medical bags: hemodialysis bags



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Project description



Manufacturing unit for medical bags, in particular bags used for the conservation of dialysis concentrates used in the treatment of renal insufficiency

Branch

Pharmaceutical Industry

Sub-branch

Medical Equipment



Financial indicators (indicative)

Potential investment

~20 – 25 Mns MAD

Potential turnover

~20 – 30 Mns MAD

EBITDA²
(in % of turnover)

~10% – 20%

Jobs

20 – 30 direct jobs



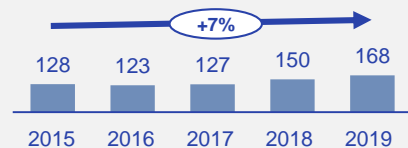
Key facts

- Moroccan dialysis market amounting to ~4 billion MAD per year, for ~30,000 dialysis patients, growing over the last few years
- Moroccan imports up 7% since 2015, mainly from France and China

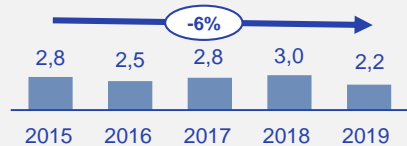


Market growth and size

Morocco Imports (Mns MAD)



CEDEAO Imports (Mns MAD)



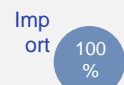
Europe Imports (Mns MAD)



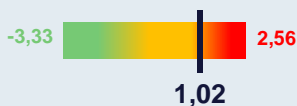
Morocco's main import countries



Local vs. Import



Product Complexity¹



Main required products

- ✓ Plastic
- ✓ Non-PVC
- ✓ PVC



Main investment benefits

Grants

- ▶ Fonds de Dév. Industriel et des Investissements (FDII) Programme ISTMAK
- ▶ PME ou TPE, en fonction du CA

Foncier potentiel

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

Training Assistance

- ▶ « IDMAJ » Program
- ▶ « TAEHIL » Program

Financement

- ▶ SME Mezzanine
- ▶ Tamwilkoum

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