

Project #369: Serum pack manufacturing unit



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Project description



Manufacturing unit for serum pack (Polyethylene vinyl bag), mainly used by hospitals for intravenous treatment

Branch

Pharmaceutical Industry

Sub-branch

Medical Equipment



Financial indicators (indicative)

Potential investment

~10 - 20 Mns MAD for the equipment and the white room, for a production of 20 Mns bags / year

Potential turnover

~30 - 40 Mns MAD (add 5 Mns for hemodialysis bags)

EBITDA²
(in % of turnover)

~10% - 15%

Jobs

15 – 20 direct jobs



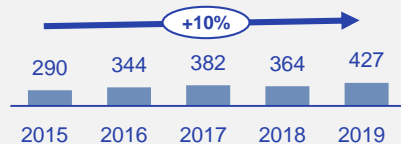
Key facts

- 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

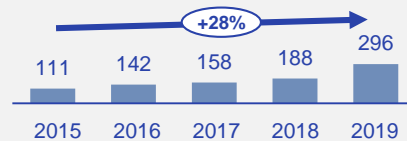


Market growth and size

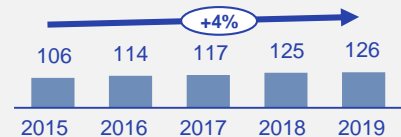
Morocco Imports (Mns MAD)



CEDEAO Imports (Mns MAD)



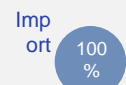
Europe Imports (Mns MAD)



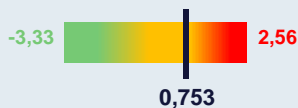
Morocco's main import countries



Local vs. Import



Product Complexity¹



Main required products

✓ Polyethylene vinyl



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
- ▶ 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