

# Project #371:

## Manufacturing unit for other PVC bags for medical use: urine bags



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### Project Description



Manufacturing unit for urine bags, which are flexible devices often made of graduated polyvinyl chloride that can be connected to a penile pouch, an ostomy, or connected to a catheter introduced directly into the bladder via the urethral canal, for the national market and West Africa

### Branch

Pharmaceutical Industry

### Sub-branch

Medical Equipment



### Financial indicators (indicative)

**Potential investment**

~20 - 30 Mns MAD for a total volume of 15 Mns pieces

**Potential turnover**

~25 - 30 Mns MAD

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

~10% - 20%

**Jobs**

20 - 30 direct jobs



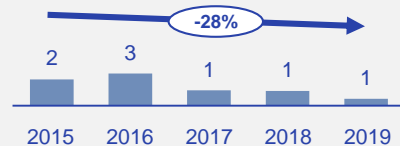
### Key facts

- Global market estimated at ~\$1 billion in 2018 and expected to grow at a rate of ~5% p.a. to reach ~1.5 billion by 2026
- Increasingly aging population in Europe, presenting an opportunity for local manufacturing of urine bags for export

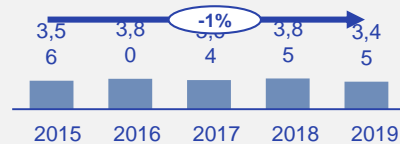


### Market growth and size

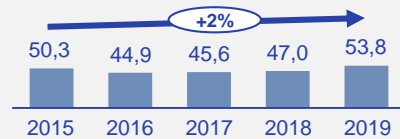
#### Morocco Imports (Mns MAD)



#### CEDEAO Imports (Mns MAD)



#### Europe Imports (Mns MAD)

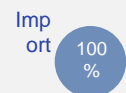


Morocco's main import countries

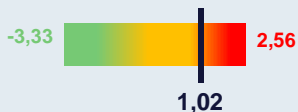


India  
China

Local vs. Import



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



### 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
- 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