

Project #386 : Manufacturing unit for glasses, frames and lenses



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Project description



Manufacturing unit of glasses, frames and contact lenses to ensure the national sovereignty on this sector strongly dependent on imports with need to be integrated upstream

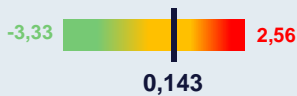


Key facts

- Local industry not very developed with only one player positioned on the sector, opportunity to develop the sector in the framework of health sovereignty
- World market estimated at ~\$140 billion in 2020 and expected to grow by ~5% p.a. to reach ~\$197 billion in 2028
- Products mainly imported from Asia, particularly China



Product Complexity¹



Main required products

- ✓ Glasses
- ✓ Hydrogel



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

- ▶ Mezzanine PME
- ▶ Tamwilkoum

Branch

Pharmaceutical Industry

Sub-branch

Medical Devices



Financial indicators (indicative)

Potential investment

~40 – 50 Mns MAD

Potential turnover

~70 - 80 Mns MAD

EBITDA²
(in % of turnover)

~20% - 25%

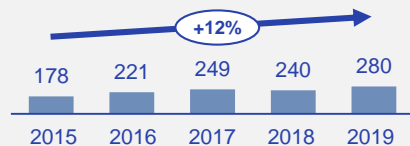
Jobs

~80 – 100 direct jobs

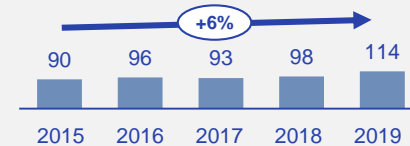


Market growth and size

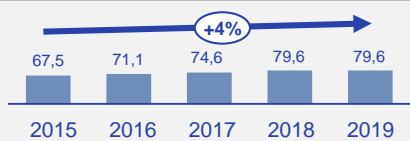
Morocco Imports (Mns MAD)



CEDEAO Imports (Mns MAD)



Europe Imports (Mns MAD)



Morocco's main import countries



China

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