

Project #389 : Manufacturing unit for operating tables



Contact: M. El Housni Lhoussaine

Division: mechanical metallurgy and building materials industry



06 68 28 09 15



lelhousni@mcinet.gov.ma

Project description



Manufacturing unit of automated operating tables with an electric motor to meet the growing demand of multidisciplinary surgical units and strengthen the local manufacture of this furniture totally imported

Branch

Pharmaceutical industry

Sub-branch

Medical Devices



Financial indicators (indicative)

Potential investment

10 - 20 Mns MAD / production capacity unit of 100-150 tables / year

Potential turnover

10 - 30 Mns MAD / production capacity unit of 100-150 tables / year

EBITDA² (in % of turnover)

~20% – 25%

Jobs

20 – 30 jobs

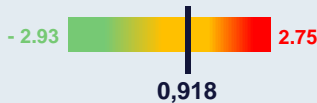


Key marks

- Imports of 100 - 150 Mns MAD / year of operating tables for operating rooms
- Local need estimated between 10 to 20 tables per year between public hospitals and clinics
- Need to strengthen the market (only 1 manufacturer present at national level)



Product Complexity¹



Main required products

- ✓ Electric card
- ✓ Aluminium
- ✓ Steel
- ✓ plastic



Main investment benefits

Grants

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

Potential lands

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

Training assistance

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

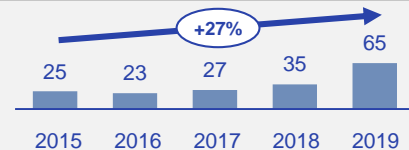
Financing

- ▶ SME Mezzanine
- ▶ Tamwilkoum

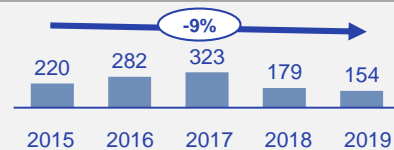


Market growth and size

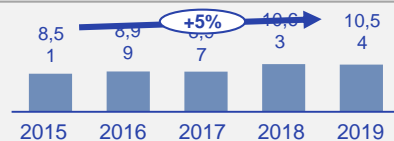
Maroc Imports (Mns MAD)



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