

Sheet N° 66 - 1/2 - Assembly and manufacture of spare parts for heavy goods vehicles (road transport) - shock absorbers, clutches and others

Description



Assembly and manufacture of spare parts for heavy goods vehicles (those for road transport). Finished products are various spare parts, mainly shock absorbers and clutches

Main customers : Logistics transport, automotive industry

Branch and sub-branch: Manufacturing/ Automotive

Complexity of the product¹ -3,33  2,56

HS Code² : 8708

Key facts

- Highly job-creating sector
- Presence of a competitive workforce in the region
- Synergies with service/maintenance activities linked to the high volume of heavy goods traffic in the region
- Project in correlation with the national will to accelerate the automotive sector to reach 225 billion MAD of export turnover by 2026

Prerequisites ⁽³⁾

Market indicators

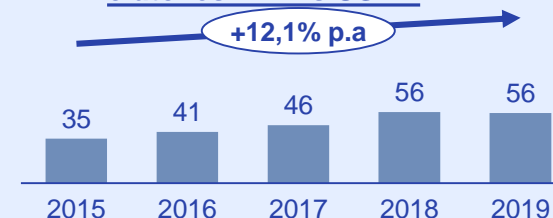
Target market(s) :

Target market(s), (from highest to lowest priority) to be addressed :

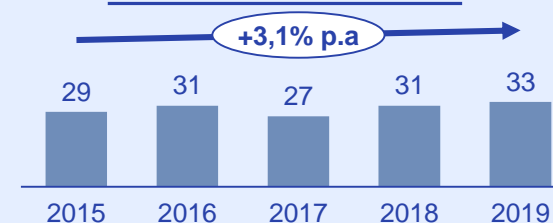
- +** National (including local) as a substitute for imports mainly from Spain and Germany
- Exports mainly to ECOWAS

Market size and development

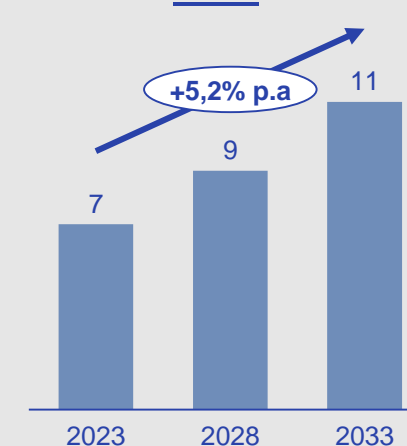
Moroccan imports of shock absorbers and clutches in Mns USD⁽⁵⁾



ECOWAS imports of shock absorbers and clutches in USD million ⁽⁵⁾



Estimated evolution of the heavy goods vehicle market in Africa and the Middle East in Mns USD⁽⁴⁾



(1) Product Complexity Index: Diversity and sophistication of the know-how required to produce a product. The PCI is calculated according to the number of countries that produce the product and the economic complexity of these countries. The most complex products, those that only a few countries can produce, have the highest PCI (e.g. electronics, chemicals) vs. the least complex products (e.g. raw materials, agricultural products). Source: Harvard economic complexity
 (2) Customs nomenclature taking into account the following codes: 870880, 870893. Source: TradeMap
 (3) Study of the truck market in Africa and the Middle East by Future Market Insight
 (4) Source: TradeMap,



Sheet N°66 - 2/2 - Assembly and manufacturing unit for heavy goods vehicles spare parts (road transport) - shock absorbers, clutches and others

Financial indicators (indicative) :

Potential investment	75 - 100 Mns MAD
Turnover	150 - 200 Mns MAD
Estimated selling price	Varies according to the parts (eg. 1000 - 1500 MAD for shock absorbers)
ROI	~2 - 3 years
EBITDA (as % of sales)	15- 20%
Jobs	200 - 500

Human resources

HR skills needed

- Welding, stamping, mechanical technicians, logistics engineering, industry 4.0, robotics and IoT, foundry

Training offers

- Industrial Engineering - Universiapolis Laayoune

Raw materials and suppliers

Main inputs

- Steel, iron, aluminium

Main suppliers

- Morocco

Investment elements

Potential land

Priority provinces

✓ Laayoune

✓ Tarfaya

Type of land

Industrial zones: El Marsa-Tarfaya

Area

1 Ha

Average land price

Unified Regional Investment Commission (CRUI)

Mode of mobilisation

Unified Regional Investment Commission (CRUI)

Main investment benefits

Grant

Investment Charter

Support for training

IDMAJ Programme, TAHFIZ Programme, TAEHIL Programme

Other

Financing by MEZZANINE SME

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