

Sheet N° 75-1/2 - Insulin manufacturing unit

Description



Insulin production unit *used* mainly for the treatment of type II diabetes, aiming to strengthen current local capacity, in order to improve the country's health security for a drug considered essential

Main customers : Hospitals, clinics,

Branch and sub-branch: Pharmacy/Medicines

Complexity of the product ⁽¹⁾ -3,33 0,421 / 0,682 2,56

HS Code²: 300331/
300431

Key facts

- Sector not yet developed in Morocco with only one actor producing this product locally
- Predominance of imports (notably France and Germany and Denmark), despite local expertise in this product
- In line with the strategy of the Ministry of Industry and Trade and the Ministry of Health in the context of industrial and health sovereignty opportunities
- Regional diabetes prevalence rate among the highest in Morocco

Prerequisites ⁽³⁾

- Need to address the export market to make the investment profitable and to equalise with the cyclical of public market revenues
- Application of national preference
- Need for a certain technicality and know-how
- Collaboration with an international partner for licensed manufacturing

Market indicators

Target market(s) :

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

- + **National (including local):** To replace imports from Germany, France and Denmark...
- **Export:** MENA

Market size and development

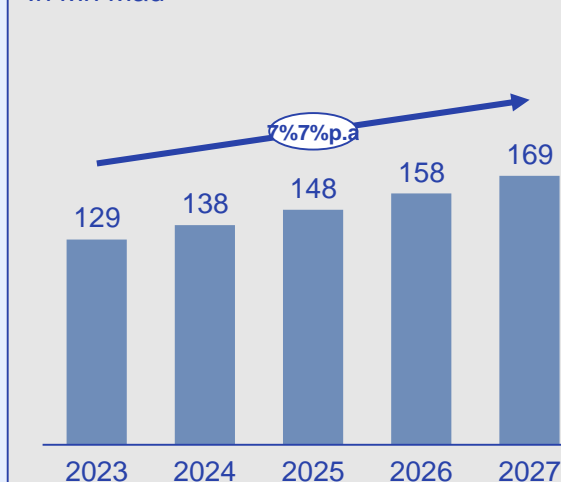
Imports Morocco

In Mn Mad



Import growth projection Morocco

In Mn Mad 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: TradeMap, Harvard economic complexity

(2) HS Code: Trade map: 300331 Medicinal products containing insulin, not in measured doses or in forms or packings for retail sale, 30043100 Medicinal products containing insulin but not containing antibiotics in measured doses

(3) Screening: Press article
Source: Press article



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Financial indicators (indicative) :

Potential investment	80-100 Mns MAD
Turnover	100-150 Mns MAD (including export)
Estimated selling price	100-500 MAD/box (100 IU/ml)
ROI	15-33 %
EBITDA (as % of sales)	15-23%
Jobs	40-50

Human resources

HR skills needed

- Biotechnology, DNA manipulation, analytical chemistry

Training offers

- Health sector-CMC Laâyoune

Raw materials and suppliers

Main inputs

- Insulin
- Syringes

Main suppliers

Medical device marketing company (e.g. PROMAMEC)

Investment elements

Potential land

Priority provinces

✓ Laayoune

Type of land

Private domain of the State (eg.Tah)

Area

8 000m²

Average land price

Unified Regional Investment Commission (CRUI)

Mode of mobilisation

Unified Regional Investment Commission (CRUI)

Main investment benefits

Grant

Investment charter, ISTITMAR SME or VSE programme, depending on turnover

Support for training

TAEHIL", "IDMAJ" programme

Other

Tahfiz", "Nawat" programme

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