

Sheet n° 76-1/2 - Serum pack manufacturing unit

Description



Manufacturing unit for serum pack (polyethylene vinyl bag), mainly used by hospitals for intravenous treatment

Main customers : Hospitals, clinics,

Branch and sub-branch: Pharmaceutical industry/Medical devices



HS Code²: 9003

Key facts

- Moroccan dialysis market amounting to ~4 billion MAD per year, for ~30,000 dialysis patients, growing over the last years
- Articles mainly imported from France and China, hence the opportunity for substitution of part of Moroccan imports
- Moroccan imports up 10% since 2015
- Public procurement constituting the bulk of the market

Prerequisites ⁽³⁾

- Strengthening of market access conditions through the increase of customs duties for these products which are imported with 2.5% customs duties
- 15% national preference in tenders (market is dominated by the public)
- Need for a clean room for the manufacture of medical grade bags
- Need to position itself for export, as the size of the Moroccan market does not justify the setting up of a unit

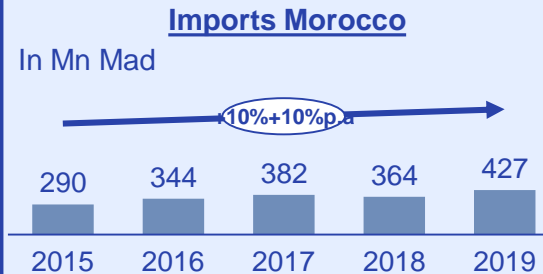
Market indicators

Target market(s) :

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

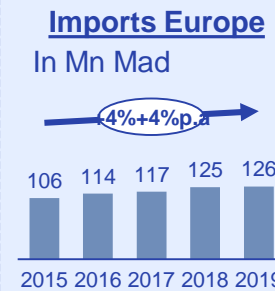
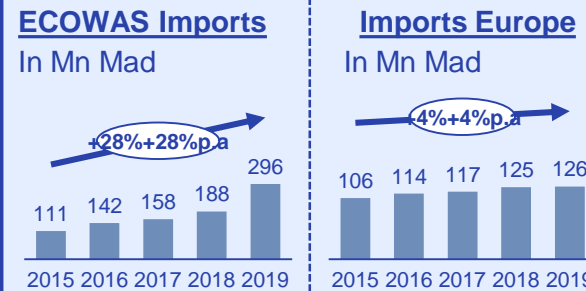
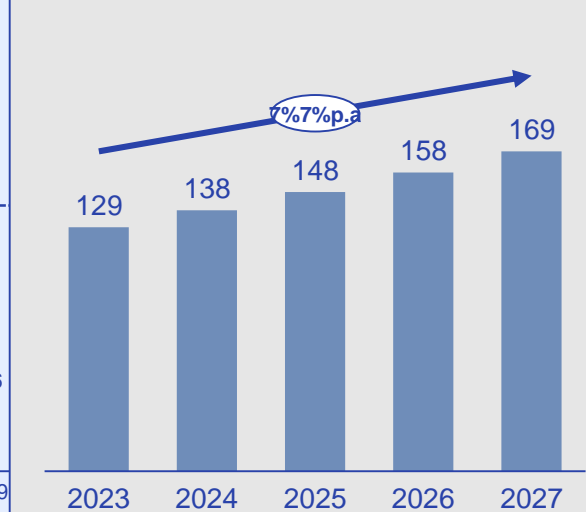
- + **National (including local):** As a substitute for imports, mainly from France, China
- **Export:** mainly for the European market and Africa

Market size and development



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)

(2) HS Code: Trade map: 9003

(3) Screening: Press article

Source: Press article



Sheet n°76-2/2 - Serum pack manufacturing unit

Financial indicators (indicative) :

| | |
|--------------------------------|---|
| Potential investment | ~10 - 20 Mns MAD for equipment and clean room, for a production of 20 Mns bags/year |
| Turnover | ~30 - 40 Mns MAD (add 5 Mns for haemodialysis bags) |
| Estimated selling price | 200-500 Mad/pocket (500ml) |
| ROI | 4.7-6 years |
| EBITDA (as % of sales) | 10-15% |
| Jobs | 15-20 |

Human resources

HR skills needed

- Mastery of design and production engineering
- Formulation of solutions and mixtures
- Sterilisation and packaging of bags

Training offers

- Health sector-CMC Laâyoune

Raw materials and suppliers

Main inputs

- Polyethylene vinyl

Main suppliers

- Medical materials marketing company

Investment elements

Potential land

Priority provinces

✓ Laâyoune

Type of land

Private domain of the State (eg.Tah)

Area

<1 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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