

# Sheet n°79-1/2 - Paediatric clinic

## Description



Pediatric clinic with a capacity of **30 to 40 beds** with a complete range of care services dedicated exclusively to children (including emergency, pediatric surgery, radiology, intensive care, neonatal unit with 10 equipped posts)

**Main customers :** Children

**Branch and sub-branch:** private health centres/specialised clinics

Complexity of the product **-3,33**  **2,56**

HS Code: NA

## Key facts

- Very young local population with 14% under 5 years old and a high infant mortality rate in the region
- Fit with the new development model of the southern provinces not. provide better access to essential services and in line with the priority poles to be developed at national level to fill the supply/demand gap

## Prerequisites (1)

- Availability of local specialist paediatricians (e.g. paediatric resuscitator, paediatric surgeon, neonatal surgeon, paediatric neurosurgeon, etc.) and highly qualified paramedical staff

## Market indicators

**Target market(s) :**

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



Local: children from the local, regional and surrounding areas

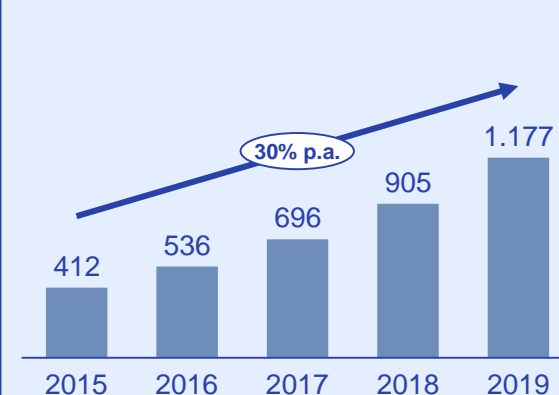


International : Mauritania

**Market size and development**

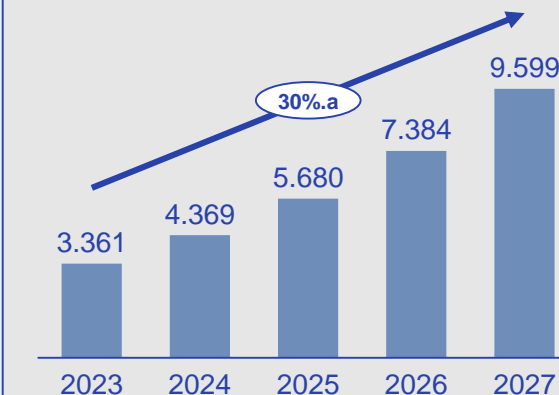
### Private clinic market in Morocco

In Mn Mad



### Growth projection of the private clinic market in Morocco

In Mn Mad <sup>2</sup>





# Sheet n°79-2/2 - Paediatric clinic

## Financial indicators (indicative) :

<b>Potential investment</b>	60 Mns MAD
<b>Turnover</b>	12-16 Mns MAD *( excluding doctors' fees)
<b>Estimated selling price</b>	250-1000 MAD/consultation
<b>ROI</b>	13-20 %
<b>EBITDA (as % of sales)</b>	13-20%
<b>Jobs</b>	60

## Human resources

### HR skills needed

- Paediatric Surgery - Paediatric Intensive Care Unit
- Neonatology
- Psychomotor development of the child
- Paramedical (nurses, physiotherapists, etc.)

### Training offers

- Health sector-CMC Laâyoune

## Raw materials and suppliers

### Main inputs

- Medical devices and equipment

### Main suppliers

- Construction and equipment companies

## Investment elements

### Potential land

#### Priority provinces

✓ Laayoune

#### Type of land

Private domain of the State  
(eg.Laâyoune)

#### Area

3 000m<sup>2</sup>

#### 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

TAEHIL", "IDMAJ" programme

#### Other

Tahfiz", "Nawat" programme

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