

# #13

## Project 13:

Hospital bed manufacturing unit

Sub-sector:  
Medical devices



### Description

Manufacturing unit for medical furniture (hospital beds and Fowler hospital beds) intended for supply hospitals and clinics, which are essential for health safety and which are heavily dependent on imports



### Highlights

- Very little local industry (only one local player manufactures these products), an opportunity to develop the sector within the framework of national sovereignty.
- Opportunity to position oneself for export, as Moroccan products enjoy a good reputation, particularly in Europe (France), and are competitive on this market.
- A large national market, due in particular to the fact that many clinics are grouped together.



### Morocco's main importing countries

- China
- Turkey



### Main inputs required

- Metal
- Plastic
- Leather
- Foam



### Financial indicators

- Potential investment : ~60 - 70 Mns MAD (per 100 beds monthly)
- Potential sales : ~100 - 120 Mns MAD
- EBITDA (as % of sales) : ~15% - 25%
- Jobs : ~100 - 150 direct jobs



### Investment incentives

#### Subsidies :

- Industrial Development and Investment Fund (FDII)
- ISTITMAR SME or VSE program, depending on sales

#### Training assistance :

- IDMAJ" program
- TAEHIL" program

#### Financing :

- Mezzanine SME
- Tamwilcom

