

#19

Project 19:

Manufacturing unit for eyeglasses, frames and contact lenses

Sub-sector:
Medical devices



Description

Manufacturing unit for eyeglasses, frames and contact lenses to ensure national sovereignty in this sector, which is heavily dependent on imports and needs to be integrated upstream.



Highlights

- Local industry underdeveloped with only one player positioned in the sector, an opportunity to develop the sector within the framework of sovereignty.
- sanitary
- Global market estimated at ~\$140 billion in 2020 and expected to grow by ~5% p.a. to reach ~\$197 billion in 2028
- Products mainly imported from Asia, particularly China



Morocco's main importing countries

- China



Main inputs required

- Hydrogel
- Glass



Financial indicators

- Potential investment : ~40 - 50 Mns MAD
- Potential sales : ~70 - 80 Mns MAD
- EBITDA (as % of sales) : ~20% -25%
- Jobs : ~80 - 100 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

