

#23

Project 23 :

Creation of bioequivalence centers

Sub-sector:
R&D



Description

Creation of one large-scale or 3 small-scale bioequivalence centers with international certification, to enable pharmaceutical companies to make greater use of local services for their bioequivalence trials.



Highlights

- Existence of 2 bioequivalence testing centers in Morocco, with a capacity of ~20 to 30 files per year, without international certification, and with relatively long lead times
- Fast-growing local demand: ~100 to 120 files per year, due to the change in the legal framework, which now requires retroactive bioequivalence for renewal of marketing authorization, even in the case of file purchases.
- Opportunity identified to set up bioequivalence centers with international certification, as local operators frequently use foreign bioequivalence centers (Jordan, Turkey, etc.).



Financial indicators

- Potential investment : ~50 - 100 Mns MAD
- Potential sales : ~ 60 - 120 Mns MAD (depending on center size)
- EBITDA (as % of sales) : ~15% -20%
- Jobs : ~20 - 30 direct jobs



Main customers

- Morocco
- Africa

