

# Sheet n°1-1/2 - Shellfish material and equipment

## Description



Aquaculture manufacturing unit specialising in the supply of all the material and equipment necessary for aquaculture installations for shellfish (including tables, cages, cutting nets ....)

**Main customers :** Fishing industry, aquaculture farms

**Branch and sub-branch:** Aquaculture/Materials and equipment

Complexity of the product<sup>1</sup> -3,33 -0,47 2,56

HS Code<sup>2</sup>: 5608

## Key facts

- Opportunity for the development of the aquaculture sector, responding to a real need for local integration and improving the competitiveness of the sector
- Fit with the strategy of the Halieutis plan: ambition to reach 200,000 tonnes of aquaculture production by 2030 (i.e. 11% of national fisheries production) and with the new regional aquaculture development plan
- Emergence of new aquaculture operators on the market: +10 farms being set up (fish and shellfish farming)

## Prerequisites <sup>(3)</sup>

- Availability of competitively priced imported inputs

## Market indicators

**Target market(s) :**

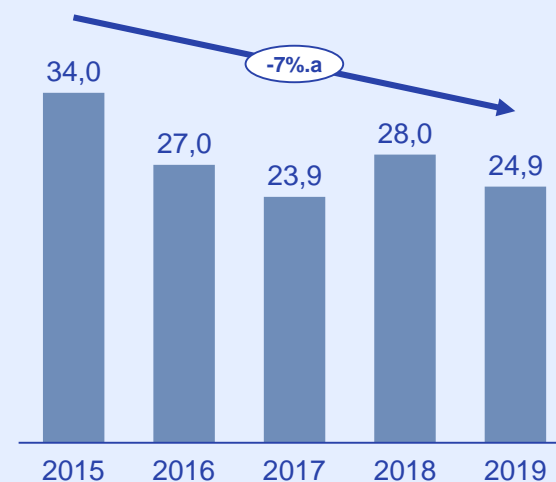
**Target market(s), (from highest to lowest priority) to be addressed :**

- National (including local) :** Intended for the local and national market, including the regions of Dakhla-Oued-Ed Dahab, Tangier-Tetouan Al Hoceima and Casablanca-Settat
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**Market size and development**

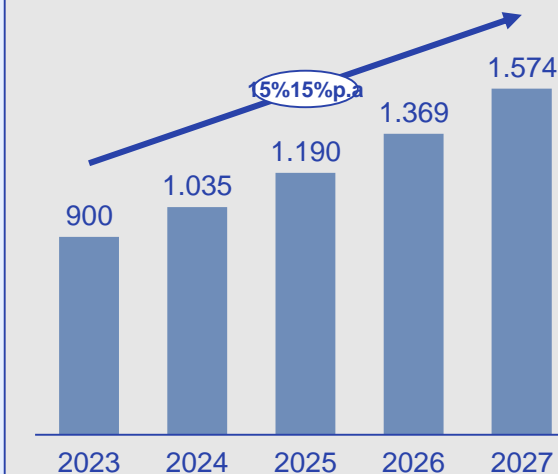
### Imports of fishing nets to Morocco

In Mn USD



### Growth projection of aquaculture production in Morocco

In Mn Mad<sup>4</sup>



(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: Knotted netting of twine, cordage or rope; made up fishing nets and other made up nets of textile materials

(3) PreProjection: The Moroccan fisheries and aquaculture sector, 2020

Source: Harvard economic complexity, trade map, press article



# Sheet n°1-2/2 - Shellfish equipment

## Financial indicators (indicative) :

Potential investment	10-15 Mns MAD
Turnover	10-30 Mns Mad
Estimated selling price	200-1,000 MAD/net
ROI	20-30 %
EBITDA (as % of sales)	20-30%
Jobs	20-30

## Human resources

### HR skills needed

- Design and modelling
- Welding and sewing
- Knowledge of materials

### Training offers

- Filière Ramendeur, créateur d'engins de pêche-CMC Laâyoune

## Raw materials and suppliers

### Main inputs

- Nylon, polyester, cotton, linen fabrics
- HDPE,
- Metal: steel

### Main suppliers

- Distribution company for nylon fabrics and nets (e.g. Miatex Morocco)

## Investment elements

### Potential land

#### Priority provinces

✓ Boujdour ✓ Tarfaya

#### Type of land

Private domain of the State

#### Average land price

Unified Regional Investment Commission (CRUI)

#### Area

2 000-3 000m<sup>2</sup>

#### Mode of mobilisation

Unified Regional Investment Commission (CRUI)

### Main investment benefits

#### Grant

Morocco SME programme "creativity and co-development"

#### Support for training

TAEHIL", "IDMAJ" programme

#### Other

Tahfiz", "Nawat" programme

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