

# #5

## Project 5 :

### Manual wheelchair manufacturing unit

Sub-sector:  
Medical devices



#### Description

Production unit for manual wheelchairs to cover not only local needs, but also a significant part of the needs of European countries (notably France) and West Africa, as well as Asian countries in the context of independence.



#### Financial indicators

- Potential investment : ~50 - 70 Mns MAD
- Potential sales : ~120 - 150 Mns MAD
- EBITDA (as % of sales) : ~10% - 20%
- Jobs : ~100 - 150 direct jobs



#### Highlights

- The global wheelchair market was estimated at \$4.5 billion in 2018, of which ~60% were manual wheelchairs, with growth of around 6%/year driven by an aging population, rising injury rates and non-communicable diseases.
- More than 75 million people worldwide need a wheelchair, but ~85% have no access to one.



#### 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



#### Morocco's main importing countries

- China



#### Main inputs required

- Steel
- Leather
- Aluminum
- Plastic

