

Project #392: Manufacturing unit for manual wheelchairs manual wheelchairs



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Project description



Production unit of manual wheelchairs allowing not only to cover the local need but also an important part of the need of the European countries (in particular France) and West Africa and within the framework of the independence of the Asian countries.

Branch

Pharmaceutical Industry

Sub-branch

Medical Devices



Financial indicators (indicative)

Potential investment

50 – 70 Mns MAD / unit

Potential turnover

120 – 150 Mns MAD

EBITDA²
(in % of turnover)

10% – 20%

Jobs

100 – 150 jobs



Key facts

- 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, increasing injury rates and non-communicable diseases
- Over 75 million people worldwide need a wheelchair but ~85% do not have access to one

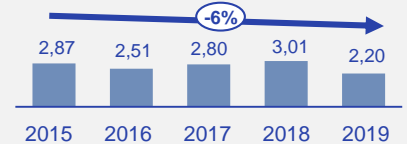


Market growth and size

Morocco Imports (Mns MAD)



CEDEAO Imports (Mns MAD)



Europe Imports (Mns MAD)



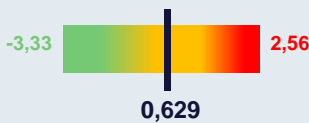
Morocco's main import countries



China



Product Complexity¹



Main required products

- ✓ Steel
- ✓ Aluminum
- ✓ Plastic
- ✓ Leather



Main investment benefits

Grants

- ▶ Industrial Development and Investment Fund
- ▶ Istitmar SME Program or VSE, subject to the turnover

Potential land

- ▶ Had soulaem IZ
- ▶ Tanger IZ
- ▶ Jorf Lasfer
- ▶ Agadir IZ

Training assistance

- ▶ « IDMAJ » Program
- ▶ « TAEHIL » Program

Financing

- ▶ SME Mezzanine
- ▶ Tamwilkoum

1. Product Complexity Index: the diversity and sophistication of the productive know-how required to produce a product. Products with high PCI value (the most complex products that only a few countries can produce) include electronics and chemicals. Products with a low PCI value (the least complex product that nearly all countries can produce) include raw materials and simple agricultural products.

2. Earnings before interest, taxes, depreciation and amortization

Source : Office des changes, TradeMap