

Project #393 : Manufacturing unit for wheelchairs with engine



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Project description



Production unit for motorized wheelchairs to cover an important part of the growing needs of European countries (especially France and Spain) and West Africa and in the context of the independence of Asian countries

Branch

Industrie pharmaceutique

Sub-branch

Medical Devices



Financial indicators (indicative)

Potential investment

70 – 100 Mns MAD / unit

Potential turnover

140 – 170 Mns MAD

EBITDA²
(in % of turnover)

10% – 20%

Jobs

120 – 150 jobs

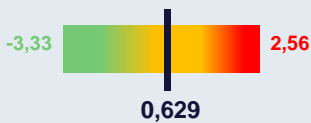


Key facts

- The global wheelchair market was estimated at \$4.5 billion in 2018, of which ~40% were electric wheelchairs, which are expected to grow at a significant rate, with a projected increase of 15% to 20% by 2025 driven by an aging population, increasing injury rates and non-communicable diseases
- More than 75 million people worldwide need a wheelchair but ~85% do not have access to one



Product Complexity¹



Main required products

- ✓ Electric engine
- ✓ Aluminium
- ✓ Plastic
- ✓ Steel



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

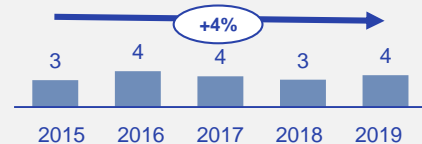
Financing

- ▶ SME Mezzanine
- ▶ Tamwilkoum

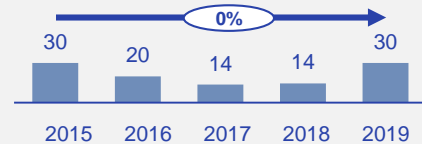


Market growth and size

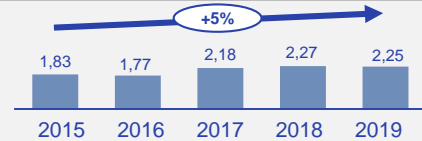
Imports Maroc (Mns MAD)



CEDEAO Imports (Mns MAD)



Europe Imports (Mns MAD)



Morocco's main import countries



China

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