

GTM4Health

Market Insights



Wheelchair Industry Market Insights: An Overview

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Global Wheelchair Market Definition

A wheelchair is a medical equipment that facilitates mobility for people who are living with limited or no ambulatory ability. In addition to improve mobility, the ideal wheelchair helps users maintain their physical health and quality of life by preventing common issues including pressure sores, the development of deformities and detreating breathing and digestion.

Typically, a wheelchair is a chair with wheels, manufactured as a means of transportation for people who cannot walk owing to some injury, disability or illness.

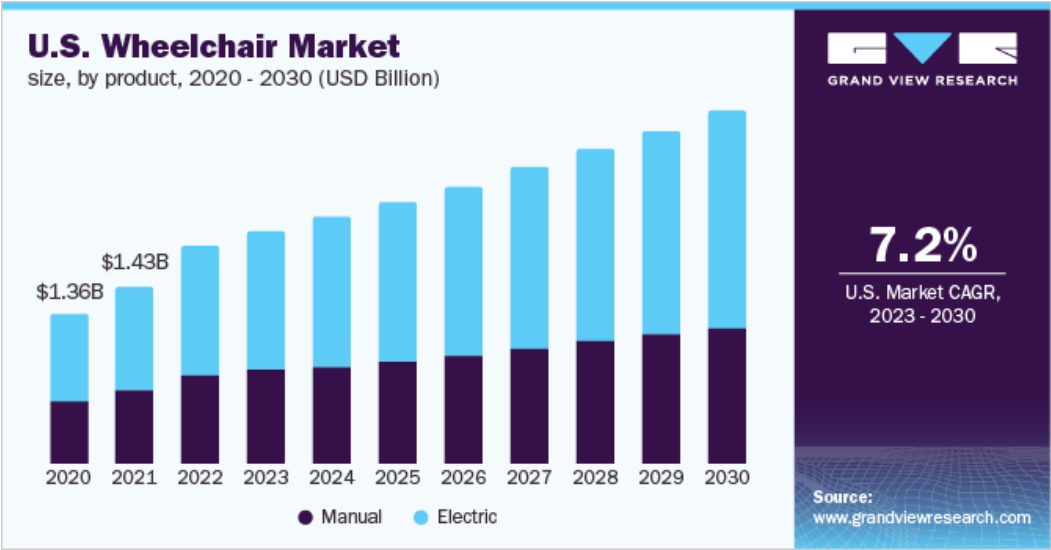
The disorder and disease that requires the assistance of a wheelchair are spinal cord injuries, multiple sclerosis, and many other. It can be driven manually or by electricity via a motor.

New models of wheelchair consist individual controls, and enhanced seating adaptation, and are available in the market in the form of beach and sports wheelchairs.

Global Market Segment

The growing number of elder population and disabled people, the increase public awareness of wheelchair accessibility and technology advancements in wheelchair designs are key market drivers enhancing the market growth.

The wheelchair market size was estimated value at USD [4.8 billion](#) in 2022 and is anticipated to expand at a compound annual growth rate (CAGR) of 7.2% from 2023 to 2030. Though market has witnessed a comparative decline in 2020 due to pandemic causing disrupted supply chain and operations in different regions.

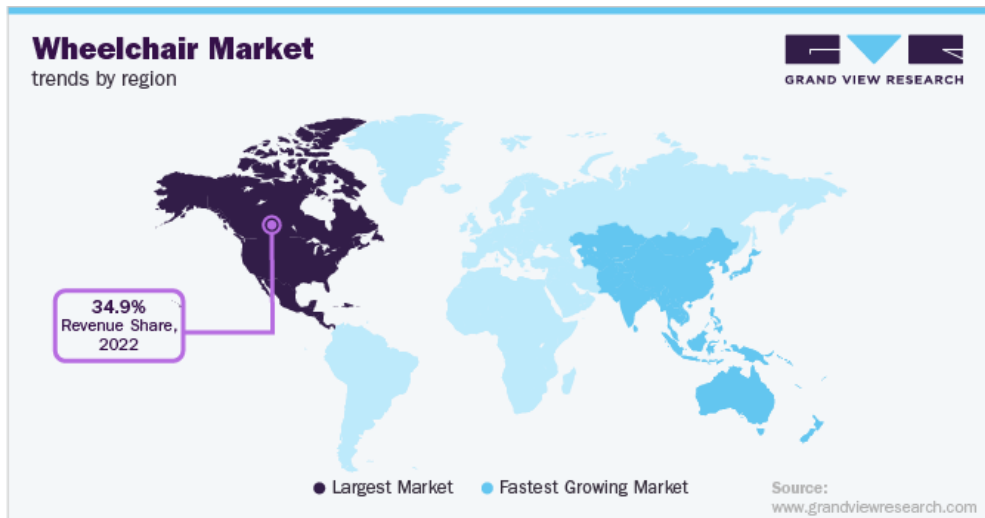


Picture 1: U.S. Wheelchair Market

Reference: <https://www.grandviewresearch.com/industry-analysis/wheelchair-market>

The growth of the market can be attributed to the increasing occurrence of spinal cord injury, along with increasing prevalence of physical disability in children. Based on data provide by WHO, 1.3 billion people across the globe are living with a disability.

Elderly population is more prone to receive physical disability across the globe. The percentage of people over 60 of age worldwide is projected to double from 12 to 22% between 2015 and 2050.



Picture 2: Region wise Wheelchair Market trend

Reference: <https://www.grandviewresearch.com/industry-analysis/wheelchair-market>

Amongst all regions, North America wheelchair market is predicted to hold the largest market share by the end of 2033. The growth of the market can be attributed majorly to the increasing number of disabled people owing to the rising of sport injuries and road accident.

As of 2020, approx. 12% of population residing in America was estimated to have some sort of disability. Furthermore, growth in the regional geriatric population severe disability is also expected to push the market growth over forecast period. Also, spinal cord and neurological disorders are also very common in geriatrics hence all mentioned factors projected to expand the market size during the forecast period.

Demand of Wheelchairs in India

With the growing number of disabled people within the country, the demand for wheelchair is exponentially increasing, thereby augmenting growth for the wheelchair market in India. But the problem of healthcare access, unfavorable public infrastructure as well awareness among people acts as roadblocks to its progress.



Picture 3: Left picture- Manual Wheelchair
Right picture- Powered Wheelchair

India has about 20 million people with disability. Among the different types of disability, 11 million are locomotor disabled more narrowing to geriatric population. Some of the latest development in the Indian wheelchair market are the increase in demand for electric wheelchair among the elderly and those with disabilities or impairments.

The market is highly competitive with various domestic and international manufacturers operating in space and investing R&D to develop innovative products to satisfy the consumers.

India Wheelchair Market is anticipated to gain traction in the forthcoming years on the back of the rising number of disorders such as spinal cord injuries and arthritis where the use of a wheelchair is highly recommendable simultaneously propelling the product demand in the market

The India wheelchair market is driven by a growing need for a safe and easy way to move and transfer patients, both in hospitals and homecare setups. Additionally, improvement in healthcare facilities coupled with the rise in the ageing population, increasing geriatric population, need for an automated wheelchair for disabled people, and growth in several patients with physical deformities are the growth drivers in this market.

Also, an increase in cases of road accidents is further expected to boost the demand.

Moreover, poor infrastructure, lack of awareness, and the high cost of electric wheelchairs are restraining the growth of the wheelchair market. Significantly, several organizations and students are working on technology-driven products that can empower the especially abled

Market Scope and Segment

Based on the product type, the India Wheelchair Market is segmented into manual, and powered. Among both, manual accounts for the largest share of the India Wheelchair Market. This can be attributed to manual wheelchairs' ease of use and low cost.

This market is becoming more competitive since lot of companies are importing parts from China and assembling in India – which is the hindrance to the growth across the value chain of the market

By Product	Manual Powered
By Application	Standard Wheelchair Bariatric Wheelchair Sport Wheelchair Other
By End User	Hospitals Rehabilitation Centre Home Sports and Athletics Others
By Category	Adults Paediatrics
By Distribution Channel	Retail Sales Non-Retail Sales
By Region	North India South India East India West India

As far as the motorized wheelchairs are concerned, these kind of wheelchair are mainly used by individuals – those who can afford it. Manual wheelchair market is more dominant as compared to motorized market.

Despite technological advancements and the emergence of powered wheelchairs, manual wheelchairs are still witnessing a growth in demand.

Geographically, the India Wheelchairs Market is segmented into North India, South India, East India, and West India. South India hold the greatest market share in the India wheelchair market as a result of the intended population in the South region's growing acceptance of modern, integrated, and portable wheelchairs.

Technology Improvement in Wheelchairs

Wheelchair accessories have also evolved into giving a more comfortable experience. Many engineers and researchers are developing ways to best approach designing and constructing smart wheelchairs. Safety systems have been developed and are currently available with blind spot sensors, obstacle detection systems, proximity sensors, proximity alarms and alerts.

1. 3D printed wheelchair- 3D printing technology essentially allows for the creation of wheelchairs and parts that are more tailored to the person in a wheelchair.
2. Walking aid- Technology is now stepping into the future with the use of exoskeleton suits that allow those who need wheelchairs to “walk.” There are concepts that were recently released and patients may be able to glimpse at their development soon.
3. Self-driving wheelchairs- Mobility among people that use wheelchairs is already hampered and while they may need a little help from others, self-driving wheelchairs are now available to some degree so that patients will be able to get from one point to another without doing so themselves or without the help of others.

Cost of Wheelchairs in India

Depending upon the type of wheelchair, the average and affordable cost ranges from Rs. 4000 to Rs. 70,000 depending upon the type and advancement.

Below list typically mentions the best quality manual and electric wheelchair available at affordable range

Wheelchair Type	Approx Cost
Med-eMove Economy wheelchair Foldable with Spoke Wheels	Rs 4,475
Peaar Ezee Plus 125kg Height Adjustable Self Propelled Manual Wheelchair	Rs 4,769
VMS 100kg Mild Steel Careline Deluxe Mag Wheel Foldable Commode Wheelchair	Rs 6,570
Karma Rainbow 8 100kg Reclining Commode Wheel Chair	Rs 11, 427
Visco Zip Lite Power Wheelchair	Rs 47,000
Evox Electric Wheelchair	Rs 49,000
Cosin Electric Power Wheelchair	Rs 55,000
Electric Foldable Wheelchair with Mag by Evox	Rs 55,000
Hero Electric Power Foldable Wheelchair	Rs 58,000
Kosmocare Duramate Light Electric Wheelchair	Rs 60,000
GVS Oxygen Reclining Electrical Wheelchair	Rs 65,000

Note: wheelchair cost describes the current market status. The cost may change in near future.

Key Market Players

Some of the key market players in India are

- [Karma Health Care Limited](#)- best to provide quality products to fit everyone's need and to help them lead a fulfilling life, regardless of the disability. Their products consists from manual, power wheelchair, scooter and walker
- [Otto Bock Healthcare](#)- is a 100 year old German multinational and the global leader in provision of innovative services and products for people with limited mobility. In India they provide, Customized wheelchairs, seating & posture control solutions.
- [Forza Medi \(India\) Private Limited](#)- is one of India's largest wheelchair manufacturer and exporter. FORZA MEDI supplies Wheelchairs and other products in the domestic market mainly under the Brand Name "FORZA FREEDOM" and also deals in imported medical / home care products from its retail division.
- [PEAAR Healthcare LLP](#)- was established in 2020, under the name Medimove India LLP, with humble beginnings with an aim to manufacture wheelchairs in India. They developed a Made In India product where every part and component was either made in-house or sourced from local manufacturers leading to 100% Made In India wheelchairs.

Start-ups Working on Wheelchair products in India

Indian start-ups are coming up with new technology to make the lives of the specially-abled smoother and more comfortable, with ecosystem to lot to offer through their inventions. Below start-ups are in the path to make people's life easy through their inventions and ideas.

1. [Indent Designs](#)- is a research and development firm. They have come up with 'Ibex', an electric wheelchair for rough Indian terrain. The product made it to the top 100 startups in 2019 Maharashtra StartUp week and has won the 2017 iPrenuer award.
2. [Thryv Mobility](#)- is build by team of engineers, researchers, clinicians, and business professionals are working towards designing, developing, and delivering assistive devices especially wheelchairs that are meaningful, affordable, and beautiful.
3. [Arcatron Mobility](#)- is building the next generation of devices to enhance lives of people with limited mobility and elderly care needs.

Conclusion

The Wheelchair market is driven by growing at a robust rate with the driven by growing geriatric populations which are dependent on wheelchairs. Furthermore, the disease among the youth due to everyday lifestyles is a major factor that drives this segmental growth.

Wheelchair manufacturers are moving beyond manual wheelchairs. They are coming up with new models to aid users and make things easier for them to move around easily and independently with advance technology and cost effective.

Abbreviations:

Abbreviation	Meaning
CAGR	Compound Annual Growth Rate
R& D	Research and Development
WHO	World Health Organization

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