

# **UAE Wheelchair Market Industry Size, Share, Trends, Opportunity, and Forecast, 2018-2028 Segmented by Product Type (Manual, Powered), By Application (Personal, Institutional), By Institutional (Hospital & Clinics, Rehabilitation Centers, Others), By Category (Adult, Pediatric), By Distribution Channel (Retail Sales, Non-Retail Sales), By Type (New, Refurbished), by region, and Competition**

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## **Abstracts**

UAE Wheelchair Market is anticipated to witness an impressive growth in the forecast period. A wheelchair is a mobility device designed to assist individuals who have difficulty walking or moving due to various reasons, including disabilities, injuries, or medical conditions. It provides a means of transportation and allows individuals to move from one place to another with greater ease and independence. Wheelchairs come in various designs and configurations to meet the diverse needs of users. In addition to manual wheelchairs, there are power wheelchairs that are electrically powered. These wheelchairs use a motor to drive the wheels, allowing users to move without manual propulsion. Some wheelchairs come with specialized features to meet specific needs, such as reclining backrests, tilt-in-space mechanisms, or all-terrain wheels for outdoor use. Consumer demand for customized and personalized wheelchair solutions, tailored to specific needs and preferences, can drive innovation in the market and attract a wider customer base. Insurance coverage for mobility aids, including wheelchairs, can significantly influence market growth. Supportive insurance policies that cover the cost of wheelchairs may encourage more individuals to invest in these devices.

An increase in the incidence of disabilities, whether due to medical conditions,

accidents, or congenital factors, can drive the demand for wheelchairs. As awareness grows, individuals with disabilities and their caregivers seek improved mobility solutions. Government initiatives that promote inclusivity and accessibility for individuals with disabilities can drive the demand for wheelchairs. Supportive policies and programs may include subsidies, awareness campaigns, and infrastructure improvements. Ongoing advancements in wheelchair technology, including lightweight materials, ergonomic designs, and smart features, can drive the market by attracting consumers looking for innovative and improved mobility solutions. Growing awareness of disability rights and the importance of providing equal opportunities can influence the demand for wheelchairs. This awareness may lead to increased support from both public and private sectors.

## Key Market Drivers

### Increasing Awareness of Disability Rights

Greater awareness of disability rights often leads to the implementation of inclusive policies and the development of infrastructure that accommodates individuals with disabilities. This includes wheelchair-accessible spaces, ramps, and other facilities, increasing the demand for wheelchairs. As awareness of disability rights grows, there may be an increase in legal mandates and regulations requiring public spaces, transportation, and facilities to be accessible to individuals with disabilities. This, in turn, fuels the demand for wheelchairs as a means of facilitating mobility and accessibility. Advocacy efforts for equal opportunities and rights for individuals with disabilities contribute to a societal shift in attitudes. This shift can lead to increased acceptance and support for mobility aids like wheelchairs, driving demand. Awareness campaigns and educational initiatives about disability rights and the challenges faced by individuals with disabilities raise public consciousness. Such campaigns may highlight the importance of mobility aids, including wheelchairs, as essential tools for ensuring equal access and participation.

Increased awareness often leads to cultural shifts that prioritize inclusivity. In such a cultural climate, there is a higher demand for products and services that cater to the needs of individuals with disabilities, including the need for reliable and accessible wheelchairs. Many businesses adopt corporate social responsibility initiatives that focus on inclusivity and accessibility. This can manifest in the provision of wheelchair-friendly facilities and services, influencing the demand for wheelchairs. Awareness of disability rights encourages businesses, public spaces, and institutions to invest in accessibility features. The availability of wheelchair-friendly environments boosts the demand for

wheelchairs as individuals seek greater mobility and participation.

Increased media representation of individuals with disabilities and advocacy efforts in mainstream media contribute to changing perceptions. This can result in a higher demand for mobility aids, such as wheelchairs, as they become more widely accepted. Awareness campaigns often focus on empowering individuals with disabilities and promoting independence. Wheelchairs are instrumental in providing individuals with the means to move independently, enhancing their quality of life. Organizations dedicated to supporting individuals with disabilities may actively promote the use of wheelchairs as a means of increasing mobility and independence. Such support can stimulate demand within the market. This factor will help in the development of the UAE Wheelchair Market.

### Growing Tourism and Hospitality Industry

As the tourism and hospitality industry becomes more inclusive, individuals with disabilities are more likely to travel. Wheelchairs become essential for those with mobility challenges to navigate new environments and enjoy their travel experiences. Hotels, resorts, and other accommodations within the hospitality sector are increasingly adopting accessibility standards. This includes providing wheelchair-friendly rooms, ramps, and other features. The availability of such facilities can encourage individuals with disabilities to travel, thereby increasing the demand for wheelchairs. Many tourist destinations and attractions offer wheelchair rental services to accommodate visitors with mobility challenges. This service is particularly beneficial for short-term use during sightseeing, and it contributes to the demand for wheelchair rentals.

The cruise ship and airline industries are also making strides in enhancing accessibility for passengers with disabilities. Wheelchairs are essential for these individuals during the boarding and disembarkation processes, contributing to increased demand. Conferences, conventions, and events hosted by the hospitality industry are increasingly adopting accessibility features. This includes providing wheelchairs for attendees with mobility challenges, influencing the overall demand for such devices. Destinations that actively market themselves as inclusive and accessible may attract a more diverse range of tourists, including those with disabilities. This marketing strategy can contribute to increased demand for wheelchairs in these tourist-friendly locations. Travel agencies that specialize in accessible travel may actively promote and provide information about wheelchair-friendly destinations. This support can encourage individuals with disabilities to travel and, consequently, increase the demand for wheelchairs.

Governments recognizing the economic potential of accessible tourism may implement initiatives to improve infrastructure and facilities. Wheelchair accessibility is a key aspect of these initiatives, contributing to the demand for wheelchairs. The increased demand for wheelchairs resulting from accessible tourism can have a positive economic impact on local businesses that provide rental services, sales, and maintenance of mobility aids. Hospitality businesses, as part of their CSR initiatives, may invest in making their facilities and services more inclusive. This investment can include providing or supporting the provision of wheelchairs for guests with mobility challenges. This factor will pace up the demand of the UAE Wheelchair Market.

### Advancements in Wheelchair Technology

Advances in materials, such as lightweight metals and composite materials, have led to the development of ultra-lightweight wheelchairs. These wheelchairs are easier to maneuver, transport, and propel, providing users with increased independence. Integration of smart technology has led to the development of smart wheelchairs with features such as sensors, GPS, and connectivity. These wheelchairs can provide real-time data, offer obstacle detection, and assist with navigation. Power-assist technologies, including electric or battery-powered add-on systems, can be attached to manual wheelchairs. These systems provide an extra boost for users when navigating inclines or challenging terrain, reducing physical exertion. Specialized wheelchairs designed for off-road and all-terrain use have been developed, featuring robust suspension systems, larger wheels, and durable frames. These wheelchairs enable users to navigate uneven surfaces more comfortably.

Innovations in design have led to foldable and portable wheelchair models. This feature enhances convenience for users who need to transport their wheelchairs frequently, making them more suitable for travel. Wheelchairs with modular components allow for greater customization. Users can choose specific features, adjust seating arrangements, and even upgrade components, tailoring the wheelchair to their individual needs. Some advanced wheelchairs incorporate voice or gesture control technology, enabling users to operate the wheelchair using spoken commands or hand gestures. This can be particularly beneficial for individuals with limited hand dexterity. Innovations in seating and positioning technology contribute to improved comfort and support for wheelchair users. Adjustable seat angles, pressure relief systems, and customizable seating options address individual comfort and medical needs.

Enhanced safety features, such as anti-tip mechanisms and stability control, have been

integrated into modern wheelchairs to prevent accidents and provide users with a more secure and stable experience. Some electric-powered wheelchairs utilize regenerative braking systems, which can capture and store energy during braking. This energy-saving feature contributes to increased battery efficiency and longer operating range. Emerging technologies like AR and VR are being explored to enhance the user experience. These technologies may assist with navigation, provide immersive experiences, or offer virtual training for users. This factor will accelerate the demand of the UAE Wheelchair Market.

## Key Market Challenges

### Stigma and Social Perception

Cultural attitudes toward disability may influence societal perceptions of individuals who use wheelchairs. Negative stereotypes or misconceptions about disability can contribute to stigmatization. Limited awareness and understanding of disabilities and the challenges faced by individuals who use wheelchairs can contribute to negative perceptions. Education and awareness campaigns are crucial to addressing misconceptions. Insufficient accessibility in public spaces, such as the absence of ramps and designated parking spaces, can contribute to challenges for wheelchair users. This lack of infrastructure reinforces the perception that individuals with disabilities are not fully accommodated. Discrimination in the workplace based on disability can contribute to stigmatization. Individuals who use wheelchairs may face challenges in securing employment opportunities due to biases and misconceptions about their abilities. The lack of accurate and positive representation of individuals with disabilities, including those who use wheelchairs, in the media can perpetuate stereotypes. Positive portrayals can help challenge societal perceptions and reduce stigma. Stereotypes that associate wheelchair use with dependency and inability to contribute to society can contribute to negative social perceptions. Advocacy for the capabilities and potential of individuals with disabilities is essential.

### Supply Chain Disruptions

Wheelchairs often incorporate components and materials sourced globally. Disruptions in the supply chain, whether due to natural disasters, geopolitical events, or global crises (such as the COVID-19 pandemic), can lead to delays in the availability of essential wheelchair components. Supply chain disruptions can lead to delays in the manufacturing process. Manufacturers may face challenges in obtaining raw materials, components, or specific parts needed for wheelchair assembly, which can result in



production delays. Supply chain disruptions may lead to increased costs associated with logistics, transportation, and raw materials. These increased costs can be passed on to consumers, affecting the overall pricing of wheelchairs in the market.

Manufacturers and suppliers may experience shortages in inventory due to disruptions in the supply chain. This can limit the availability of specific wheelchair models or types in the market, affecting consumer choices. Disruptions in the supply chain can impact the distribution network. Wheelchairs may face delays in reaching retailers, healthcare facilities, and end-users. This can affect timely access to mobility aids for individuals who need them. Reliance on a single supplier for critical components can increase vulnerability to supply chain disruptions. Diversifying sources or having contingency plans can mitigate risks associated with dependency on a particular supplier. Changes in import and export regulations, customs procedures, or trade agreements can impact the flow of wheelchair products across borders. These changes may result in additional administrative complexities and delays.

## Key Market Trends

### Ergonomic Designs for Comfort

Ergonomic wheelchair designs prioritize comfortable and supportive seating. This includes features such as cushioning, adjustable seat angles, and pressure relief mechanisms to enhance overall comfort, especially for individuals who may spend extended periods in their wheelchairs. Manufacturers are increasingly offering customization options to accommodate individual preferences and specific medical needs. Adjustable components, including seat height, armrests, and footrests, allow users to personalize their wheelchair for optimal comfort. Ergonomic wheelchairs often incorporate lightweight materials without compromising durability. This makes the wheelchairs easier to maneuver, contributing to user comfort and reducing physical strain. Some wheelchairs feature adaptive seating systems designed to accommodate various body shapes and sizes. These systems provide proper support and positioning, contributing to both comfort and postural health. All-terrain and outdoor wheelchairs may include advanced suspension systems to absorb shocks and vibrations. This feature enhances comfort when navigating uneven surfaces, contributing to a smoother ride. Ergonomic designs consider the practicality of wheelchair use in various environments. Foldable and portable designs enhance convenience for users who need to transport their wheelchairs frequently, providing comfort in both daily activities and travel. Ergonomic designs often prioritize enhanced maneuverability. This includes features such as swiveling casters, easy-to-use hand rims, and improved turning radius, allowing users to navigate spaces comfortably and efficiently. Wheelchair seats with

pressure redistribution surfaces help prevent pressure sores and discomfort. These surfaces are designed to distribute pressure evenly, providing a more comfortable and supportive seating experience.

## Segmental Insights

### Product Type Insights

In 2022, the UAE Wheelchair Market largest share was held by manual wheelchair segment and is predicted to continue expanding over the coming years. Manual wheelchairs are generally more affordable than their motorized counterparts. This cost-effectiveness makes them a preferred choice, especially for individuals and healthcare facilities operating within budget constraints. Manual wheelchairs are known for their simplicity and lightweight design. This makes them easy to maneuver, transport, and handle for both users and caregivers. The simplicity of manual wheelchairs can be advantageous for users seeking basic and practical mobility solutions. Manual wheelchairs are widely available in various models and configurations. Their accessibility in the market contributes to their popularity, and individuals can easily find suitable options based on their specific needs and preferences. Manual wheelchairs typically have fewer mechanical components compared to electric or motorized wheelchairs. This simplicity results in easier maintenance and repair, reducing the overall cost of ownership. Many users prefer manual wheelchairs because they offer a greater sense of independence and control. Users can propel themselves using their own physical strength, providing a level of autonomy that may be important to them.

### Institutional Insights

In 2022, the UAE Wheelchair Market largest share was held by Hospital & Clinics segment and is predicted to continue expanding over the coming years. Hospitals and clinics often play a crucial role in prescribing and recommending mobility aids, including wheelchairs. Healthcare professionals in these settings may assess patients' needs and prescribe wheelchairs as part of their medical treatment plans. Hospitals and clinics may offer specialized or medical-grade wheelchairs that are designed for specific conditions or post-surgery recovery. Patients may be more likely to acquire these specialized wheelchairs directly from healthcare facilities. Hospitals and clinics with rehabilitation departments may provide wheelchairs as part of their overall rehabilitation services. This includes support for patients recovering from surgeries, accidents, or other health conditions that affect mobility. Hospitals often provide inpatient services, and wheelchairs may be required for patients during their stay. This could contribute to

a significant portion of wheelchair procurement happening within the hospital setting. Healthcare professionals in hospitals and clinics can offer professional guidance to patients and their families when selecting a wheelchair. This guidance may influence purchasing decisions, leading individuals to acquire wheelchairs directly from these healthcare facilities.

### Distribution Channel Insights

In 2022, the UAE Wheelchair Market largest share was held by Retail Sales segment in the forecast period and is predicted to continue expanding over the coming years. Retail sales offer direct accessibility to consumers. Individuals with mobility challenges or their caregivers often prefer the convenience of purchasing wheelchairs directly from retail outlets, ensuring immediate availability and the ability to physically inspect and test the products. Retail stores usually carry a diverse range of wheelchair models, catering to different needs and preferences. This variety allows consumers to choose from a selection of products that best suit their requirements. Retail outlets typically have wheelchair inventory readily available for purchase. This immediacy is crucial for individuals who may urgently require a wheelchair due to injury, surgery, or other mobility-related issues. Retail stores provide the opportunity for in-person assistance from sales representatives. This can be valuable for customers who may have specific questions about the features, sizing, or functionality of different wheelchair models. Retail sales allow customers to physically test and trial wheelchairs before making a purchase decision. This hands-on experience is essential for ensuring that the wheelchair meets the user's comfort and functionality requirements.

### Regional Insights

The Abu Dhabi region dominates the UAE Wheelchair Market in 2022. Abu Dhabi, as the capital and one of the wealthiest emirates in the UAE, has a robust economy. The higher economic strength in this region can contribute to increased purchasing power, enabling residents to afford mobility aids such as wheelchairs. Regions with well-developed healthcare infrastructure tend to have a higher demand for medical and mobility-related equipment. Abu Dhabi, being a major hub, may have superior healthcare facilities and a higher concentration of individuals seeking mobility aid. The government's initiatives and policies, especially in healthcare and disability support, can influence the demand for wheelchairs. If Abu Dhabi has specific programs or subsidies for individuals with disabilities, it could drive the market in this region. The demographic composition of a region, including the prevalence of elderly individuals or people with disabilities, can impact the demand for mobility aids. If Abu Dhabi had a higher



proportion of such demographics, the demand for wheelchairs would likely be more significant. Abu Dhabi may have implemented specific accessibility initiatives in public spaces, encouraging the use of wheelchairs and other mobility aids. This could contribute to a higher demand for such products in the region.

### Key Market Players

Abilities Medical Equipment

Health Mart L.L.C.

Al Anwar Medical Equipment Trdg. Co. LLC

Invacare UAE

Sunrise Medical UAE

Drive Devilbiss UAE

Rehamo

Ani Rehab

Akces Med

Genemax

### Report Scope:

In this report, the UAE Wheelchair Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

#### Wheelchair Market, By Product Type:

Manual

Powered

#### Wheelchair Market, By Application:

Personal

Institutional

Wheelchair Market, By Institutional:

Hospital & Clinics

Rehabilitation Centers

Others

Wheelchair Market, By Category:

Adult

Pediatric

Wheelchair Market, By Type:

New

Refurbished

Wheelchair Market, By Distribution Channel:

Retail Sales

Non-Retail Sales

Wheelchair Market, By region:

Dubai

Abu Dhabi

Sharjah

Rest of UAE

Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the UAE Wheelchair Market.

Available Customizations:

UAE Wheelchair Market report with the given market data, Tech Sci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

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