

A call to action for assistive products access in low- and middle-income countries

6x the price, only 10% reach.



US\$26-31B

global market size estimate



>2.5B people

need assistive products globally

More than 90% don't have access in low resource countries



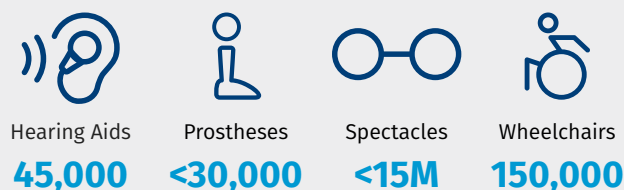
Unmet need by product type:



Procurement by NGOs, corporate foundations, and select governments

2 out of 3 of users pay out of pocket and purchase from private sector

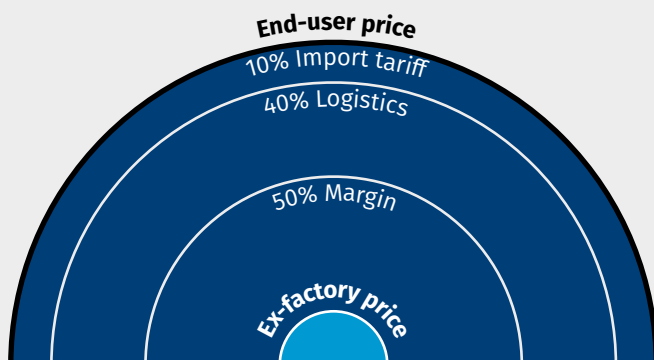
Procurement by product type:*



*Annually by NGOs, social enterprises, and 12 surveyed governments

Supply cost adds on to product cost

End-user price could be **6x** the ex-factory price



Need to optimize markup for assistive products to improve access.

Typical markups are 2x. For example, price of smartphones doubles between factory and end-users.

What needs to change

-  Consolidate funding
-  Integrate into insurance
-  Optimize supply cost
-  Raise public & policy awareness
-  Support local manufacturing

Read more in the upcoming
Assistive Products Market Report 2025

