

WEST AFRICA PHARMA & HEALTHCARE



16-18 MAY 2023

AICC GRAND ARENA, ACCRA, GHANA



BROCHURE + POST SHOW REPORT



www.westafricapharmahealthcare.com

ORGANIZER

WegVoraus
MOVING BUSINESS AHEAD

UNDER THE AUSPICES OF



ESTEEMED SUPPORT



ABOUT THE SHOW

WAPHC Show is an International Medical Pharmaceutical & Healthcare Industry trade fair in Ghana. The event will bring together the manufacturers, wholesalers, dealers and distributors of the medical diagnostic pharmaceutical industry, hospitals and influential decision-makers in the West African region in Ghana.

As the first and only health business event/forum bringing together the key decision makers and captains of the health industry, the exhibition is a must attend global event in the healthcare calendar and offers an ideal environment for companies to showcase their products in one of the fastest growing and most lucrative healthcare markets in the world.

WHO ATTENDS WAPHC SHOW

WAPHC attendees can be broadly divided to 3 – Hosted Buyers, Professional and Unique visitors; & Delegates.

Hosted Buyers

WAPHC have special scheme and organise Hosted Buyers Program in which the representatives from Ministries of Health, major distributors, and prominent hospitals from West Africa is invited & hosted to network & connect exhibitors with pre-fixed meetings during the show.

Professional & Unique Visitors

The show brings over 5,000 healthcare professionals, business partner, dealers and decision-makers to do business, exchange ideas and let you know their expectations regarding requirement in the market.

Delegates

WAPHC has included specialty conferences & seminars to discuss debate and understand the latest updates & innovations in the medical field.

Why Visit WAPHC?

- » Engage & network with over 150 Exhibitors from world over showcasing their products and specifications in the medical pharma healthcare sector.
- » Discover and update new products innovations and happenings in healthcare sector, to gain new products and business and offer new things in your business.
- » Discuss opportunities of partnership and sourcing for re-supply & employing in operations
- » Understanding new prospects, demand-supply, investment sources and opportunities in the sector

Key Informations about WAPHC

Exhibition Name	West Africa Pharma & Healthcare Show
Theme	Hospital Medical & Pharma Fair
Days & Dates	16-18 May 2023 Tuesday, Wednesday & Thursday
Participating Countries	India, UK, Italy, Turkey, USA, Denmark, Ghana
Supporting Partners	Association of Health Service Administrators Ghana, Private Health Facilities Association of Ghana, PIWA, PSGH, Ghana Union of Traders Association, FOAMEDD, CCI France Ghana, ITA, PHG, FOHA, SSP MAG, APML-G African Chamber for Youth

WHY EXHIBIT IN WAPHC SHOW?

Generate New Connects & Do More Business

WAPHC show attracts over 5000 visitors from a wide horizon ensuring you meet new & existing customers for better, stronger business relation.

Increase Brand Exposure

Get yourself significantly visible on WAPHC digital and printed media reach and get priority attention through out the year.

LAUNCH NEW PRODUCTS & SERVICES

If you are planning to launch new products or brands or services in West Africa, then WAPHC is your perfect venue to tell the most targeted audience of the industry what new you have to offer them and hear from them too.

INCREASE YOUR REGIONAL PRESENCE

Meet the key people, decision makers, business partners, distributors dealers and clients in the West African region visiting the show in just 3 days and showcase your products

UNDERSTAND WHERE YOU ARE?

Exhibiting at WAPHC show can help you realize what your & your competitors are offering & how your targets is taking – this would help you devise your strategy for marketing, sales and after sales.

STAY UP-TO-DATE & COMPETITIVE

Stay tuned and updated to what's happening in the industry including latest trends & innovations and to be ahead of competition in the most unexplored but huge healthcare pharma market.



EXHIBITOR PROFILE



MEDICAL

Orthopaedic, Surgical Equipment & Products, OT & ICU Equipment, Lab & Analytical Equipment & Products, Maging & Laboratory, OT Lights, Disposables & Consumables, Infusion Pumps, Ventilators, Medical Devices, Medical Gas, Rehab & Physiotherapy, Drapes, Modular OT, Dental Equipment's etc.

PHARMACEUTICAL

API & Bulk Drugs, Pharma Machinery & Engineering, Pharma Packaging & Labelling, Herbal & Ayurveda Medicines, Nutraceuticals/ Dietary Supplements, Bio-pharmaceuticals, Pharmaceutical Formulations, etc.

HOSPITAL

Hospitals, Super Specialty Services, Cosmetic Surgery Center, Eye & Dental Clinic, Ayurveda & Unani Hospitals, Spa Centers, Medical Insurance Companies, Medical Tourism Companies, Fitness & Wellness Centers, Hospital Furniture & Garments, Hospital Management Software etc.

PHARMA INGREDIENTS AND TECHNOLOGY

Equipment and technologies for pharmaceutical production, Packaging equipment and materials, Labelling, Turnkey projects/ Engineering, Equipment for manufacturing APIs, Pharmaceutical substances, raw materials, ingredients and excipients, Services and technologies for optimization of logistics processes.



Market Scenario

- Ghana has a population close to 32Mn as 2022, in which major population reside in Ashanti, Northern and Greater Accra region. According to World Bank report of 2017, the health status indicators of Ghanaian population are quite good and getting better over the last decade.
- As per WHO's – Health Statistics 2015; although Ghana has a lower private per capita healthcare expenditure compared to African average, the government per capita expenditure is higher.
- There are close to 4200 healthcare facilities in Ghana, accounting all its regions, including hospital (267), midwife/ maternity care (328) etc. The largest in number is the private and small clinics that are more than 1000 in numbers.
- The total number of hospital beds in the country is less than 7100\$ with less than 1600 healthcare professionals. At the same time about 52% of the hospital beds are only occupied in 2016 and outpatient attendance in the country matches the population.
- On the other hand inpatient admissions touch 1.53Mn in 2016. The major causes of admission is Malaria, followed by Anaemia, hypertension, Pneumonia, UTI etc.
- This implies that a major percentage of the patients turning out and relying on private and foreign healthcare service is evident, with insufficient healthcare services in terms of facilities and manpower.
- Most of the Ghanaian patients that travel abroad choose India as their primary destination. Some of the reasons they do so is the low costs for medical care and the possibility to access said medical care through large health tourism companies.
- Most common treatments taken by Ghanaians in India are Orthopedic surgery (knee replacement mostly), Eye surgery, Chronic disease treatments.
- Ghana has very limited local production of pharmaceuticals and even less manufacturing of equipment and devices; the country relies on imports for approximately 80% of its total healthcare consumption.
- Ghana has sought to introduce more private sector participation into the healthcare sector and the most dynamic growth and exciting opportunities found in privately invested hospitals and clinics and in the non-state controlled portion of the pharmaceutical sector.
- Medical equipment used in Ghana are entirely imported & demand is still rising with new and more health facilities coming up although less compared to the actual state of requirement. More importantly the import of medical equipment and devices are mostly exempted from duties.
- Overall, Ghana has better healthcare & medical structure and facilities than the rest of Africa, particularly in the west, still the demand for the facilities, its usage and usage of foreign healthcare services, is growing with rising standards of living and healthcare expenditure as a % of their GDP.

1st Edition of the Expo

27 28 29
APRIL, 2022

Accra International
Conference Centre,
Accra, Ghana

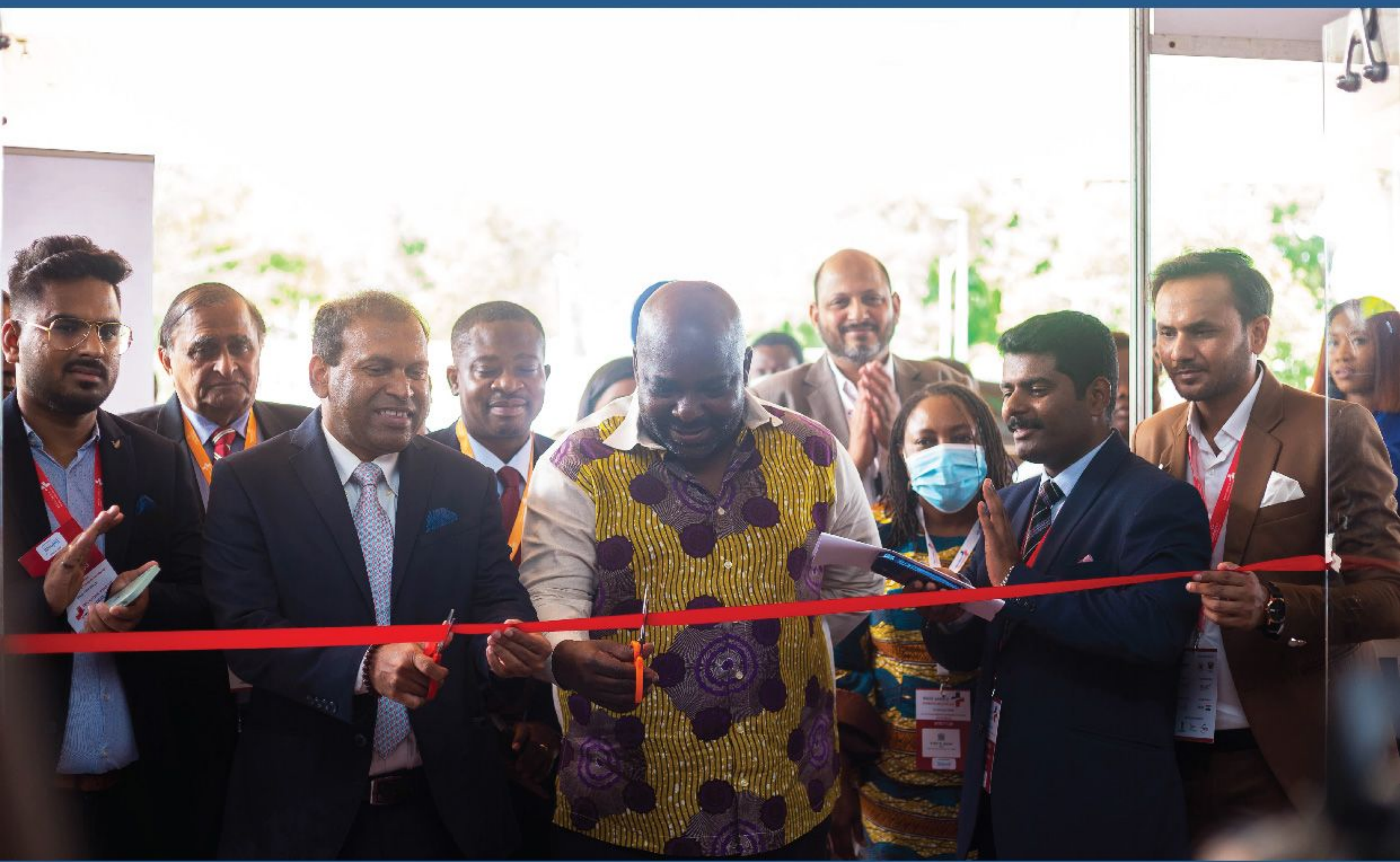
WEST AFRICA
PHARMA & HEALTHCARE



WEST AFRICA PHARMA HEALTHCARE EXPO under the auspices of Ministry of Trade & Industry of Ghana and Ministry of Health of Ghana and with support of High Commission of Ghana in India and High Commission of India in Ghana and valuable sponsors, was organized from 27-29 April 2022 at the Accra International Conference Center. The expo witnessed the presence of pharmaceutical engineering turnkey project solutions, pharmaceutical API formulation manufacturers and medical diagnostic and orthopedic industry with entire chain of pharma healthcare industry visiting and meeting during 3 days of expo.



Inauguration

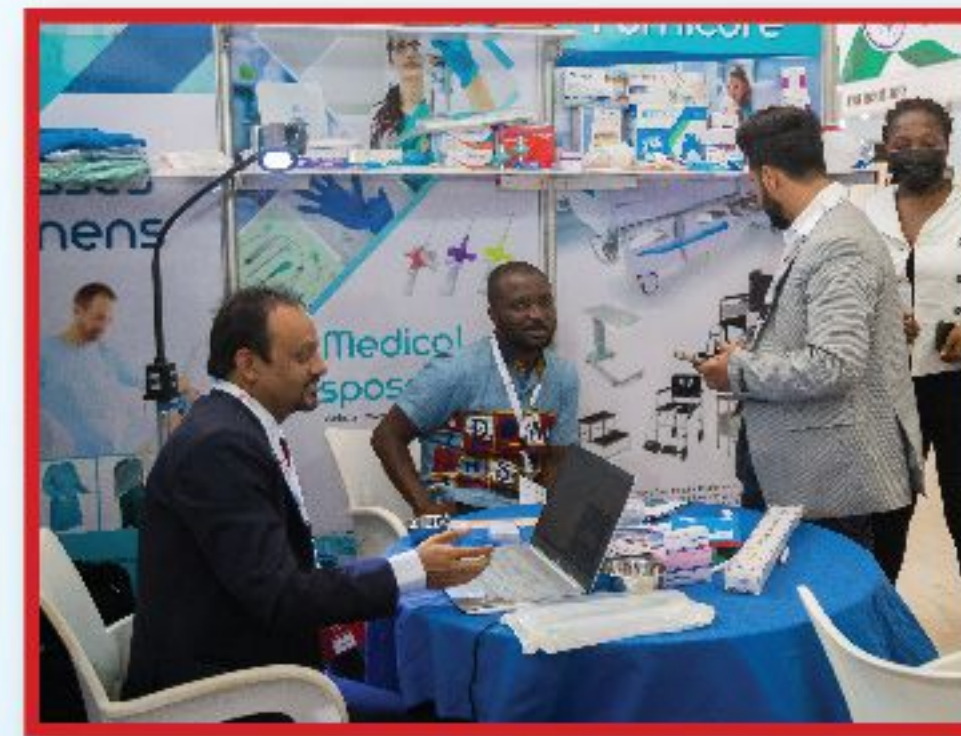


The West Africa Pharma Healthcare exhibition was official inaugurated and open to public and business visitors in Accra Ghana on the 27th April 2022 in Accra Ghana by the Deputy Minister of Trade and Industry Hon Michael Okyere Baafi & High Commissioner of India to Ghana H.E. Mr. Sugandh Rajaram.

The Deputy Minister Hon Michael Baafi, said the African Continental Free Trade Area (AFCFTA) is a blessing to Africa, insisting that Africans must do well to protect and make sure it works for all. According to him, manufacturers and producers must push the African leaders to ratify the agreement, especially the countries that have not ratified yet to help realize the African dream.

Indian High commissioner to Ghana H.E. Mr. Sugandh Rajaram commended the organizers for organizing such an exhibition for manufacturers and distributors in Ghana. He stressed that the relationship between Ghana and India cannot be overemphasized and added that the event will go a long way to strengthen the good relationship between Ghana and India.

Tour of Expo



Expo Stats

100+

EXHIBITORS

2500+

PROFESSIONAL
VISITORS

10

COUNTRIES
REPRESENTED

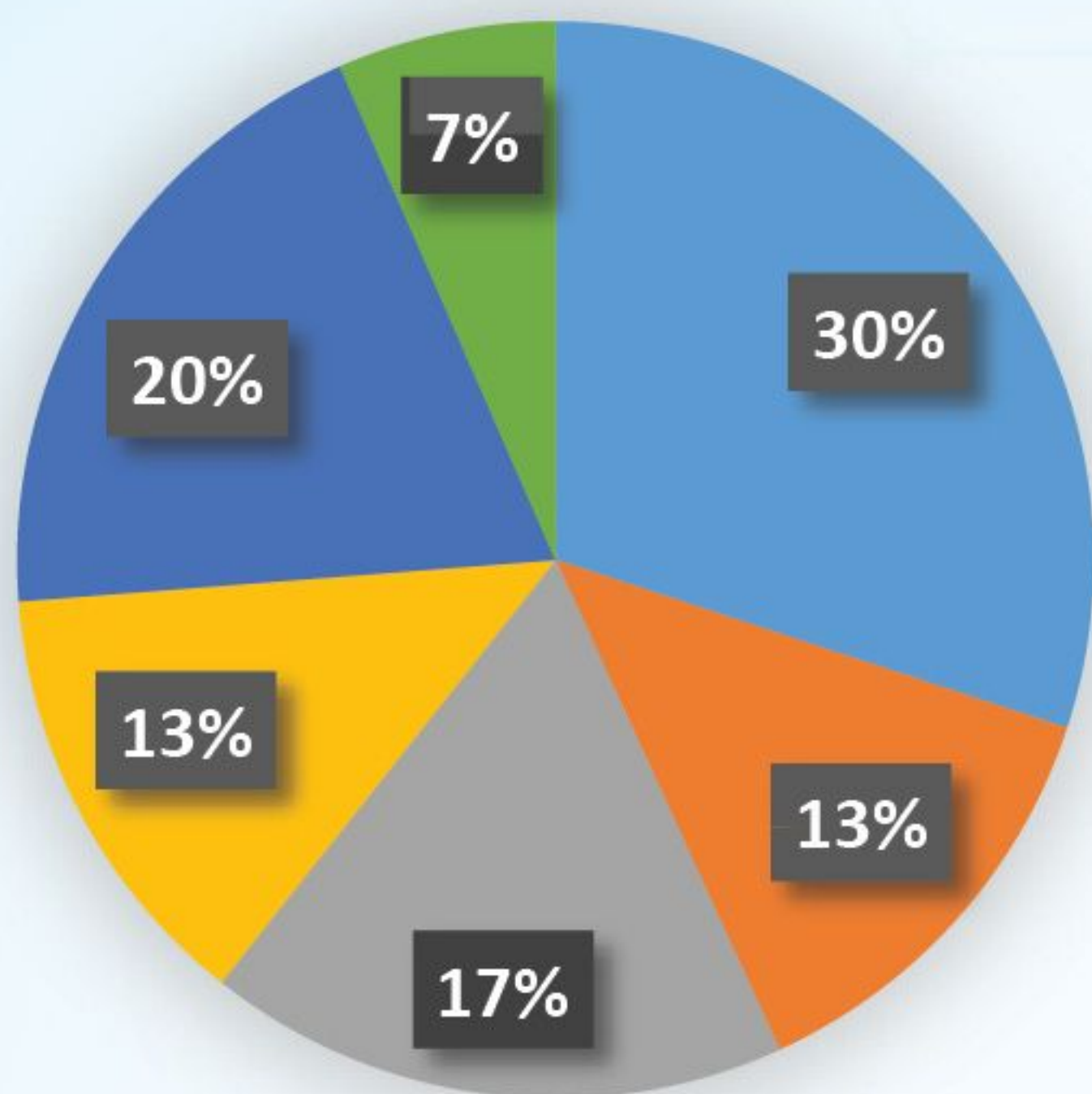
3000+

SQM
EXHIBITION AREA

Visitor Profile

- ✓ Officials from Ministry of Health, Ministry of Gender & Sanitation, Ministry of Industry and Trade and other related Ministries
- ✓ Heads of medical Institution, Heads of regional health authorities, Pharmacists, Pharmacologists, Hospitals & Medical Collages
- ✓ Pharmaceutical companies, technologists, Pharma Machinery Importers Practicing physicians of different specialties, Regional dealers and distributors
- ✓ National Referral Hospitals, Central Medical Workshop, Regional Referral Hospitals, Private Health Practitioners
- ✓ Laboratory heads and assistants, Diagnostic Centers, Professors, Specialists, Experts, Doctors, Pharmacists, Nurses, Lab Technicians, Researchers
- ✓ Hospitals, Clinics, Sanatoriums, Healthcare Centres, Institutes, Laboratories
- ✓ Doctors, Nurses, paramedics, Head physicians, Healthcare professionals
- ✓ Pharmaceutical Manufactures & Importers, Pharmaceutical distributors and wholesalers, Pharmacies and Pharmacists
- ✓ Medical Importers and distributors,
- ✓ Orthopedic dealers and distributors
- ✓ Dealers and distributors of consumables
- ✓ Hospitals managements, Health service administrators
- ✓ Cleanroom and Turnkey project solutions
- ✓ Hospital construction contractors and builders

Visitor's area of interest



- Pharmaceuticals APIs and drugs
- Pharma ingredients and engineering
- Medical devices & Hospital Equipment's
- Clean room and Turnkey solutions
- Surgical orthopedics and consumables
- Others

Participating Countries



Partner country - INDIA

62 companies from India exhibited.

Other countries



GHANA



TURKEY



UAE



USA



FRANCE



SPAIN



ITALY



NIGERIA



UNITED KINGDOM

Concurrent events during West Africa Pharma Healthcare Show

Two seminars were organized during the sidelines of the expo on the first and second day of the expo. The first one was on the topic Healthcare Industry in Africa and Access to Finance, speakers from Private Health Facility Association of Ghana (PHFAoG) and CalBank Ghana, addressing and talking the industry aspects and need for financial build up to strengthen the sector in Ghana and West Africa.

The second conference was on the topic of Opportunities and Gaps in the Pharmaceutical Business in Ghana with Ghana as an emerging manufacturing hub in the West Africa, with speakers from the Pharmaceutical Importers & Wholesalers Association, Pharmaceutical Society of Ghana, Investment Promotion Council and Ghana Free Trade Zone.

A series of MoUs were signed between the chambers & associations of India and Ghana, including FICCI and AGI; and the FICCI and Ghana national Chamber of Commerce to strengthen the business tie ups and work towards better business and actionable environments for partnership between the countries.

Wegvoraus signed series of MoUs, with the Private Health Facilities Association of Ghana and other association of the pharmaceutical sector for empirical collaboration for extended working in improving business relations and furthering the trade between the healthcare & pharmaceutical industries.



Pre & Post Show Marketing & Coverage

BFI TUESDAY, APRIL 19, 2022 5

WEST AFRICA PHARMA & HEALTHCARE

27-29 April, 2022 @ Accra International Conference Centre, Accra, Ghana

Visit to **CONNECT & NETWORK** with 100+ Global Partners

The Complete International Exhibition of
Pharmaceutical Medical & Healthcare Industry in Ghana

ORGANIZED BY: **WegVoraus** UNDER THE AUSPICES OF: **AGI** **PHC** **GHANA MEDICAL ASSOCIATION** TITLE SPONSOR: **Fabtech** ASSOCIATE SPONSOR: **HVAX** **exprom** INDIA PALACE ORGANIZED BY: **FICCI** PARTNER COUNTRY: **INDIA**

PARTNERS & SUPPORT: **AGI** **PHC** **GHANA MEDICAL ASSOCIATION** **exprom** **FICCI** **INDIA**

Daily Graphic, Tuesday, April 19, 2022. 21

WEST AFRICA PHARMA & HEALTHCARE

27-29 April, 2022 @ Accra International Conference Centre, Accra, Ghana

Visit to **CONNECT & NETWORK** with 100+ Global Partners

The Complete International Exhibition of
Pharmaceutical Medical & Healthcare Industry in Ghana

ORGANIZED BY: **WegVoraus** UNDER THE AUSPICES OF: **AGI** **PHC** **GHANA MEDICAL ASSOCIATION** TITLE SPONSOR: **Fabtech** ASSOCIATE SPONSOR: **HVAX** **exprom** INDIA PALACE ORGANIZED BY: **FICCI** PARTNER COUNTRY: **INDIA**

PARTNERS & SUPPORT: **AGI** **PHC** **GHANA MEDICAL ASSOCIATION** **exprom** **FICCI** **INDIA**



Investors target local pharma market

By Joshua Worlasi AMLANU
jw@theafrican.com

Investors have signalled interest in the pharmaceutical industry, as government envisages increasing local production to help reduce the import bill of approximately 70 percent of the total healthcare consumption.

Currently, the pharmaceutical industry is working toward increasing local production, with the announcement of a US\$321million 60-ha

pharmaceutical park to be built in the Dawa Industrial Zone in the Greater Accra region, with the goal of producing between 60 percent and 80 percent of the country's pharmaceutical needs.

Speaking at the launch of the West Africa Pharma Healthcare (WAPHC) Exhibition, the Project Director, Thomas James, said investors across the globe have registered interest in Ghana's pharmaceutical industry through the WAPHC event.

"As the first-ever health business event/forum that brings

together the key decision-makers and captains of the health industry, hosting about 100 exhibitors in the expo from India, Turkey, USA, Egypt, Italy, Ghana and other countries, and 5000+ visitors from Ghana and West Africa, the exhibition is a must-attend global event in the healthcare calendar and offers an ideal environment for companies to showcase their products, and for the pharmaceutical and medical healthcare industry of the country to visit and connect with global suppliers and solution

providers in the space to explore space for improvement and innovation in the medical healthcare sector of Ghana," he said.

According to the 2022 Oxford report, Ghana is the only country in sub-Saharan Africa to produce active pharmaceutical ingredients, placing it in a good position to establish itself as a leader in the region's generic drugs market.

Mr. James noted that increasing investment into the industry would help to reduce

Ghana's pharmaceutical import bill, which reached an estimated US\$263million in 2019, greatly outweighing the country's drug exports of about US\$3.8million.

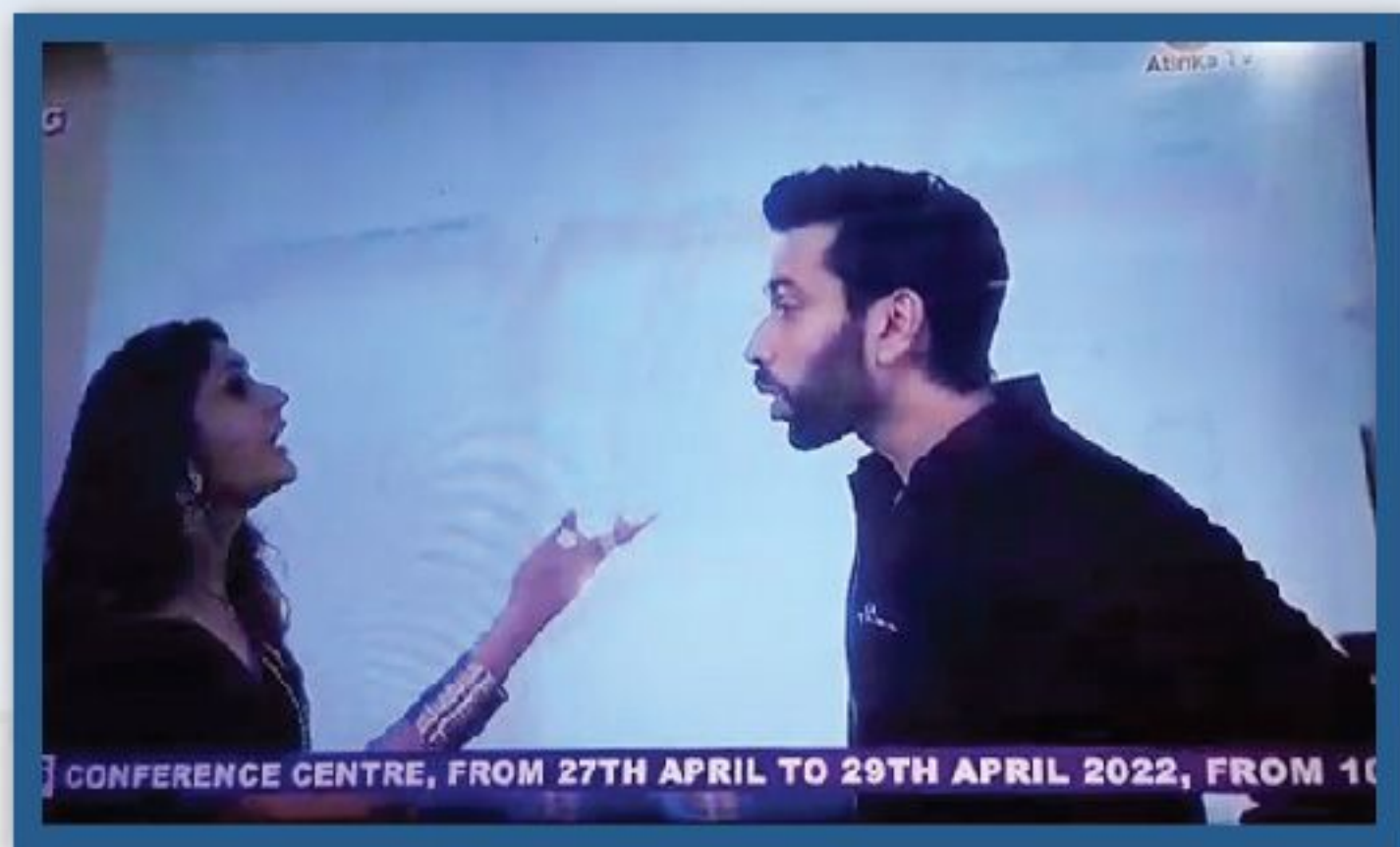
Industry data reveals that in 2020, pharmaceutical sales hit GH¢2.7bn (US\$461.7million), expected to increase to GH¢2.9bn (US\$496million) in 2021. Furthermore, this figure is expected to reach GH¢4billion (US\$644million) by 2025.

**WAPHC
Exhibition**

The WAPHC event is in line with the vision of government to build a robust healthcare system and infrastructure in the country, and facilities for every stakeholder in the industry. This will take place from April 27-29, 2022 in Accra, at the Accra International Conference Centre.

The investors are converging at the West Africa Pharma Healthcare (WAPHC) Exhibition, which will bring together the manufacturers, exporters, wholesalers, dealers and distributors of pharmaceuticals and medical diagnostic industry, pharmaceutical machinery, hospitals and influential decision-makers in the West African region.

It will have seminars and conferences running concurrently for two days of the event, to bring and discuss thoughts, ideas innovations and issues related to the sector to government ministries, departments and agencies, along with the suggestions and way forward to discuss and improve the sector.



Cm
online.com.gh

News ▾ Education Agriculture Entertainment Sports Religion

Ghana Set To Host The Largest Healthcare Pharma Medical Sector Event.

By Omonline — Last updated: Apr 11, 2022

GENERAL NEWS

27-29 April, 2022
Accra International Conference Centre, Accra, Ghana

Ghana News Agency Home Social Business Education Entertainment Science Health Politics

2022-03-31 15:56:24 / UPDATED 2 MONTHS AGO / VIEWS 41

Ghana to host first-ever Pharma Healthcare Exhibition from April 27-29

+ f t in w

Accra, March 31, GNA - More than 100 pharmaceutical, medical, healthcare companies and service providers are expected to take part in the West African Pharma Healthcare Exhibition from April 27-29 at the Accra International Conference Centre.



HOME NEWS ▾ WORLD NEWS POLITICS ▾ SPORTS ▾ ENTERTAINMENT

Ghana set to host West Africa Pharma Healthcare Exhibition in April 2022

By AmaGhana · March 31, 2022 · 152 · 0

f t p

WEST AFRICA PHARMA & HEALTHCARE

The Complete International Exhibition of Pharmaceutical Medical & Healthcare Industry in Ghana

EVENT DATES & VENUE:
27-29 April, 2022 @ Accra International Conference Centre, Accra, Ghana

ORGANIZED BY: **WepVoraus** UNDER THE AUSPICES OF: **GOVERNMENT OF GHANA** ASSOCIATE SPONSOR: **HVAX** MEDIA PARTNER ORGANIZED BY: **FICCI** PARTNER COUNTRY: **INDIA**

PARTNERS & SUPPORT: **AGI, CIPRA, ITA, PHQ, exprom, etc.**

MG MODERN GHANA

NEWS SPORTS BUSINESS AFRICA WORLD OPINIONS POLITICS LIFESTYLE ENTERTAINMENT

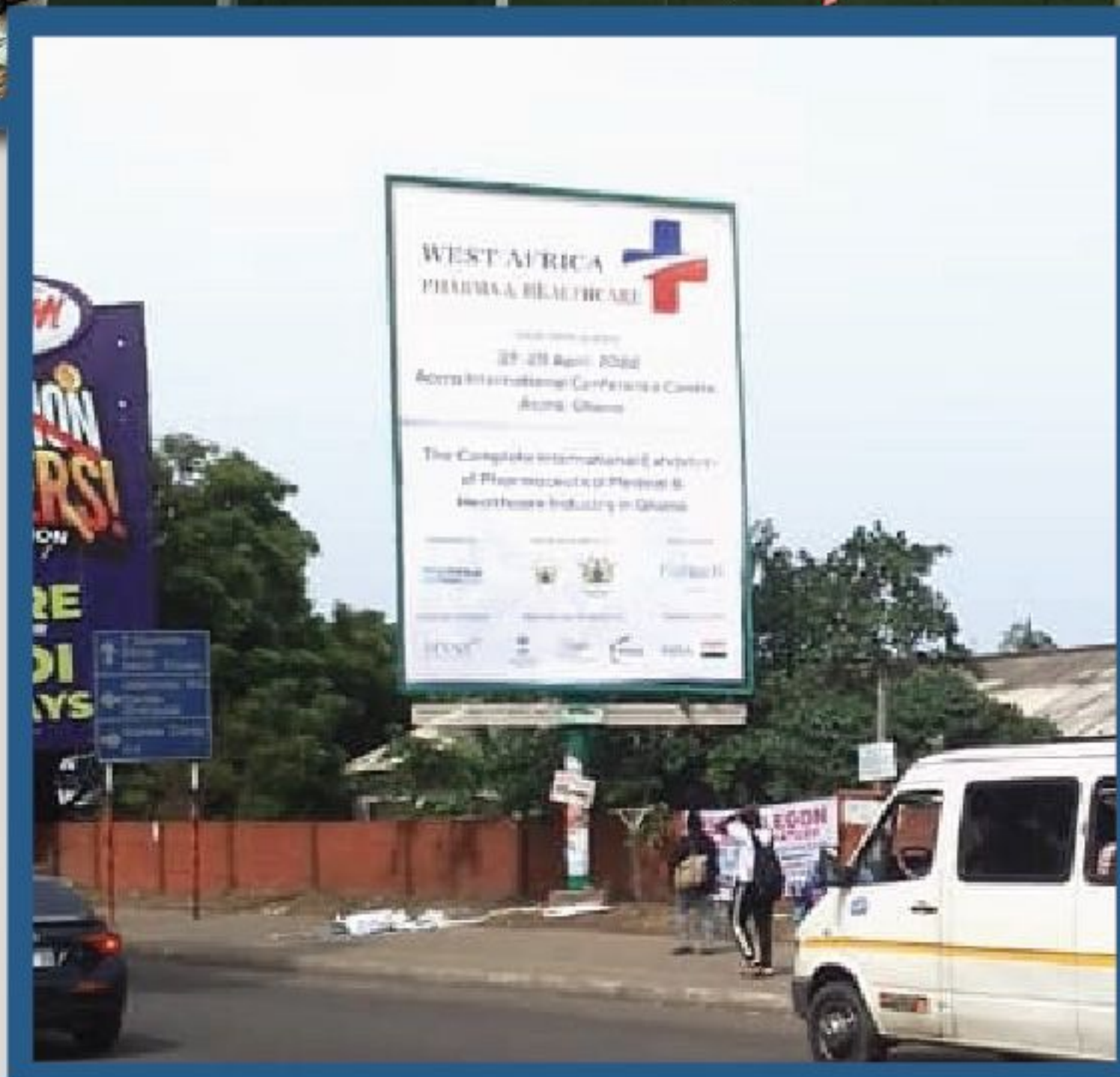
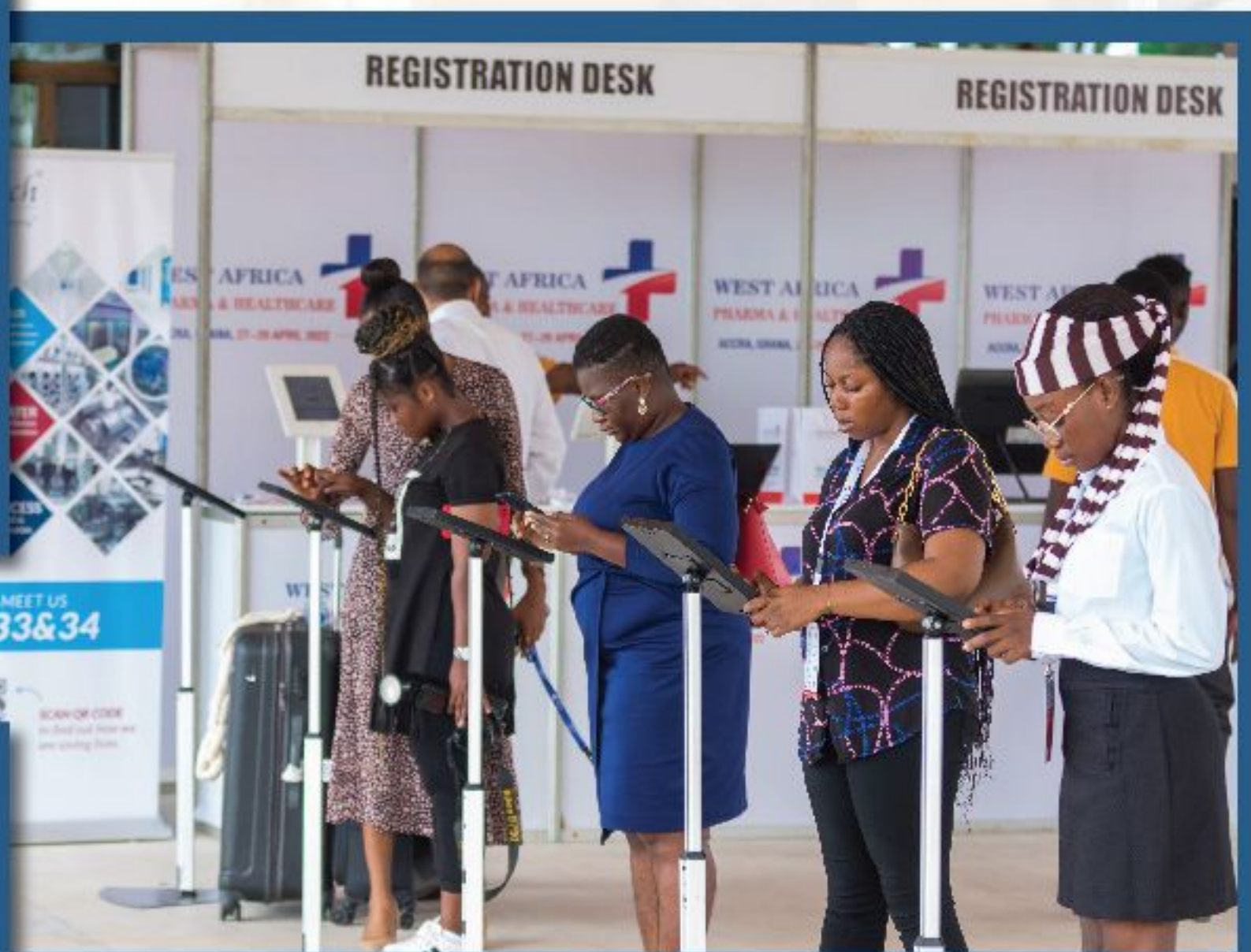
Archive Health News Family/Parenting Home/Food Health/Fitness Spirituality

West Africa Pharma Healthcare exhibition launched

By Beyonce Diamond Kpogli



The West Africa Pharma Healthcare Exhibition that is slated to take place from 27-29 April 2022 in Ghana at the Accra International Conference Centre, has been launched.



About the Organizer



WegVoraus Exhibitions Private Limited is an exhibition organizer and business promoter with its headquarter in New Delhi, India. We have been working with our 100 partners including exhibition organizers, sales representatives, b2b partners and industry stakeholders like Ministries, Associations, Chambers, and Embassies organizing the exhibitions and business missions in different countries. We host more than 1000 Indian and International exhibitors in our events in multiple sectors we organize. To know more, visit us @ www.wegvoraus.com

Venue: AICC Grand Arena, Accra, Ghana

UNDER THE AUSPICES OF



ESTEEMED SUPPORT



PARTNERS AND SUPPORTING ASSOCIATIONS



Pharmaceutical Society of Ghana (PSGH)



GHANA UNION OF TRADERS ASSOCIATION



FOAMEDD
FEDERATION OF AFRICAN MEDICAL EQUIPMENT DISTRIBUTORS AND DEALERS



Small Scale Pharmaceutical Manufacturers Association of Ghana



Association of Private Medical Laboratories and Diagnostics Ghana



ITALIAN TRADE AGENCY



PRIMARY HEALTH VISION CARE



For any queries & Tie-ups,

Mr. Thomas James

Director - Projects & Strategic Management

Mob: +91 78272 02718

Email: thomas@wegvoraus.com

SAVE THE DATES

16-18 May, 2023
AICC Grand Arena,
Accra, Ghana