

Bringing you the future of healthcare in Africa 2019 Post Show Results

26-28 May 2020

Gallagher Convention Centre, Johannesburg, South Africa



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Africa Health show overview

The 9th edition of Africa Health took place from **28-30 May 2019** at the **Gallagher Convection Centre, Johannesburg, South Africa**.

The Sub-Saharan region's largest healthcare event welcomed more than **10,561 healthcare & trade professionals** from **67 countries** across the three days of the show.

The event showcased the latest technological advances in medical equipment and devices from 39 countries. Africa Health truly creates a platform that brings the future of healthcare in Africa.

Show overview



605

exhibitors
(7% increase from last year)



19

country pavilions



39

exhibiting countries



43

press/media visitors



10,561

total attendees



67

countries represented



1,856

total revisits

Digital audience



12,399

followers and
12,112 likes



3,437

followers



97,718

views



113,534

website visitors

MEDLAB Africa show overview

MEDLAB Africa is the only medical laboratory industry event that offers manufacturers the opportunity to meet a diverse audience of buyers. From distributors to senior end-users, the 2020 edition is well underway to welcome medical lab and trade professionals in sought of the latest innovations.



98
exhibitors



832
visitors



312
delegates



18
countries
represented

Book your stand today!

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medlabafrika@informa.com

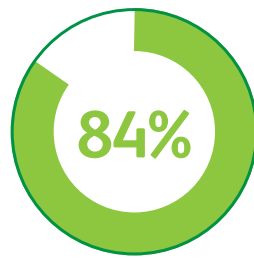
africahealthexhibition.com/medlab-africa

65%
of exhibitors
have re-booked
for 2020!

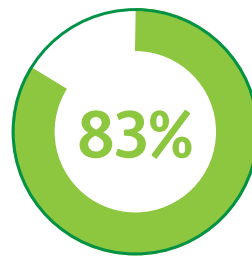
Exhibitor feedback



rated Africa Health as an important platform for their business



rated the quality of visitors from good to excellent



will be exhibiting again next year

What our exhibitors had to say

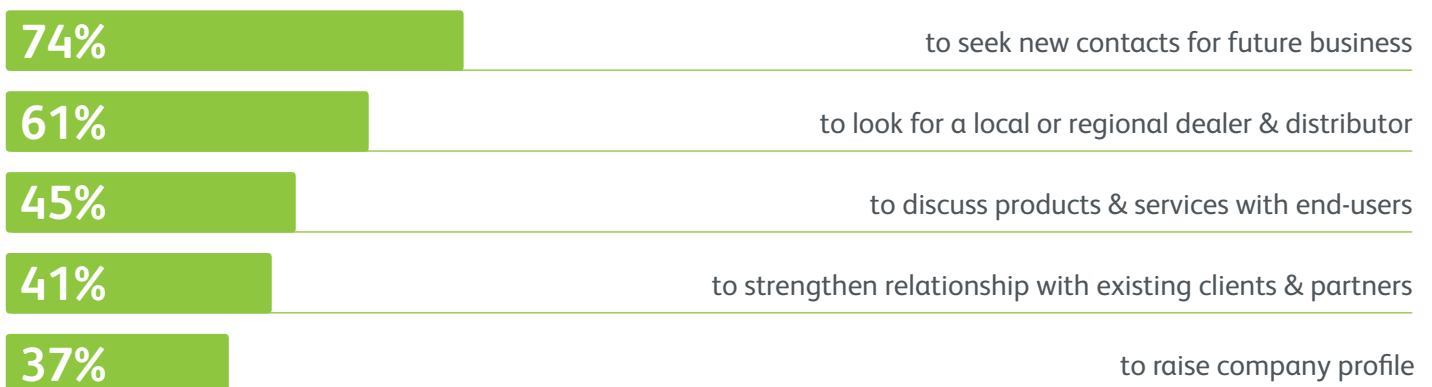
"It is an interesting event with a great networking platform. Visitors had huge interest in our products. Africa is a big market for us, easily 25-30% of our work. This is one of the most important events for healthcare in Africa and that is why we have been here every year."

Leonardo Zauli,
Regional Director - Africa, Vamed Group, Austria

"The show was wonderful, we had lots of interest at our stall. This is our 4th time at Africa Health and got to meet a lot of our Africa clients. We met many distributors here without having to travel to them. It is a one stop shop for everything they need."

Stephanie van Niekerk,
Clinical supervisor, Mindray South Africa

Top 5 reasons for exhibiting



**As of 25 June 2019, from exhibitors willing to share figures - Survey results are provided by GRS Explori*

Exhibitor geo breakdown

Breakdown by region

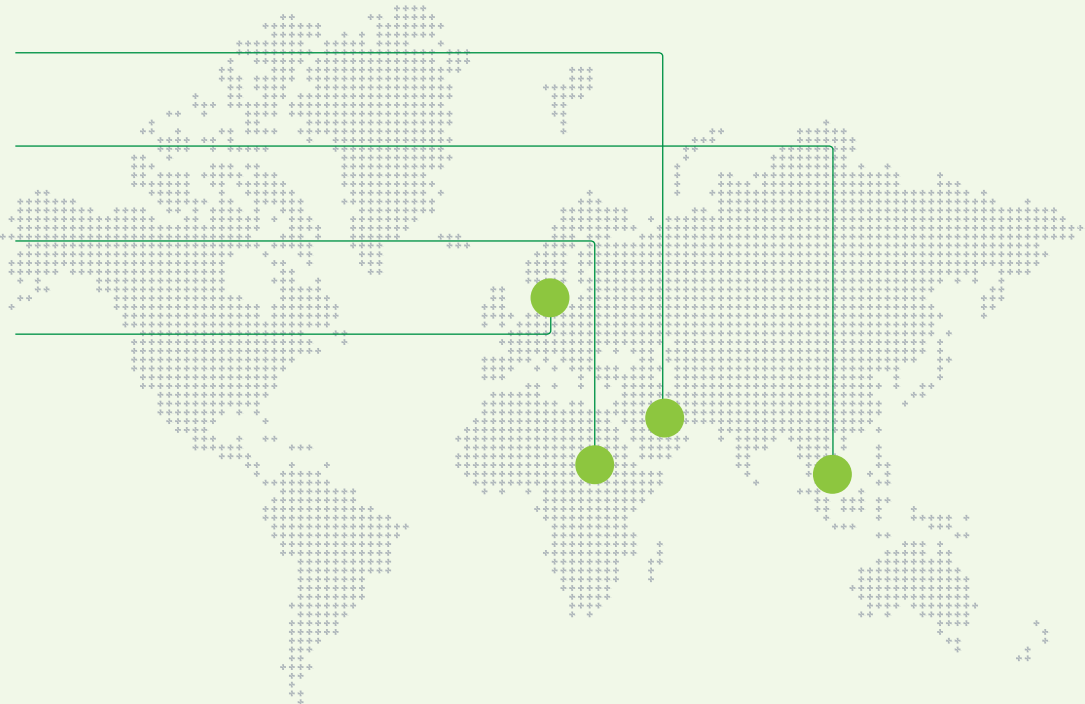
10% Middle East

47% Asia

21% Africa

19% Europe

3% Row



Visitors overview

Seniority level



45%
C-Level's



20%
Senior Manager/Manager



13%
Junior Manager/Executive



14%
Director/Head of
Department/General
Manager



5%
Managing Director/ Vice
President



3%
Senior Government
Official

Products of interest

70.74%

Medical Equipment & Devices

24.28%

Disposables & Consumer Goods

22.03%

Healthcare & General Services

14.72%

Laboratory

14.04%

Imaging & Diagnostics

14.07%

Orthopedic & Physiotherapy / Rehabilitation

13.36%

Pharma & Supplements

12.80%

Healthcare Infrastructure & Assets

11.26%

IT Systems / Solutions

Visitor feedback



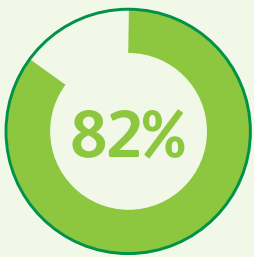
will attend Africa Health next year



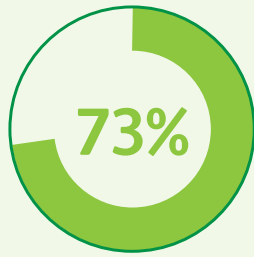
rated Africa Health as an important platform to attend for their business



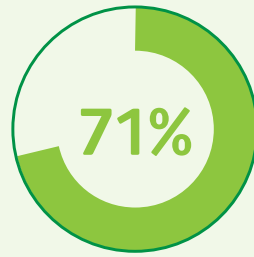
have direct involvement in purchasing medical equipment exhibited at Africa Health



are involved in their business' purchasing process



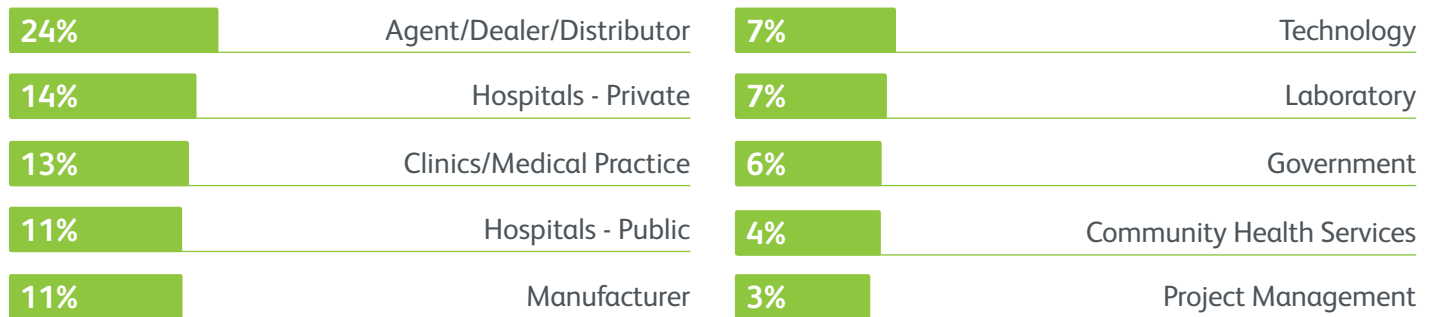
expect their purchasing budgets to increase by 5%-10% in 12 months



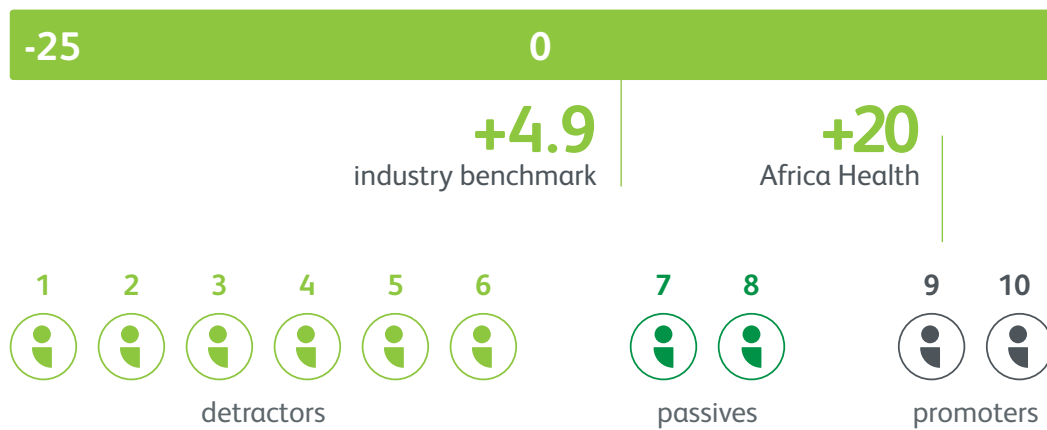
sourced new suppliers



Nature of business



Net promoter score (NPS)*



NPS= % - %

**Net Promoter Score®, or NPS®, measures customer experience and predicts business growth. This proven metric transformed the business world and now provides the core measurement for customer experience management programs the world round.*



Delegate overview

Africa Health Congress featured 18 conferences and offered CPD points to attending medical professionals.

The flagship conference, Leaders in Healthcare, took on a new theme 'The future of healthcare today: Re-envisioning Africa's healthcare system'. Once again, we were delighted to have the presence and participation of the **Chairperson of Africa Healthcare Federation of Nairobi, Kenya, Dr. Amit Thakker**.



18

CPD accredited conferences



R605,000

donated to the Reach for a Dream Charity



320

internationally acclaimed speakers



4762

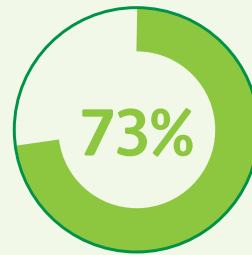
delegates
(7% increase from last year)



of delegates are likely to return to the conference next year

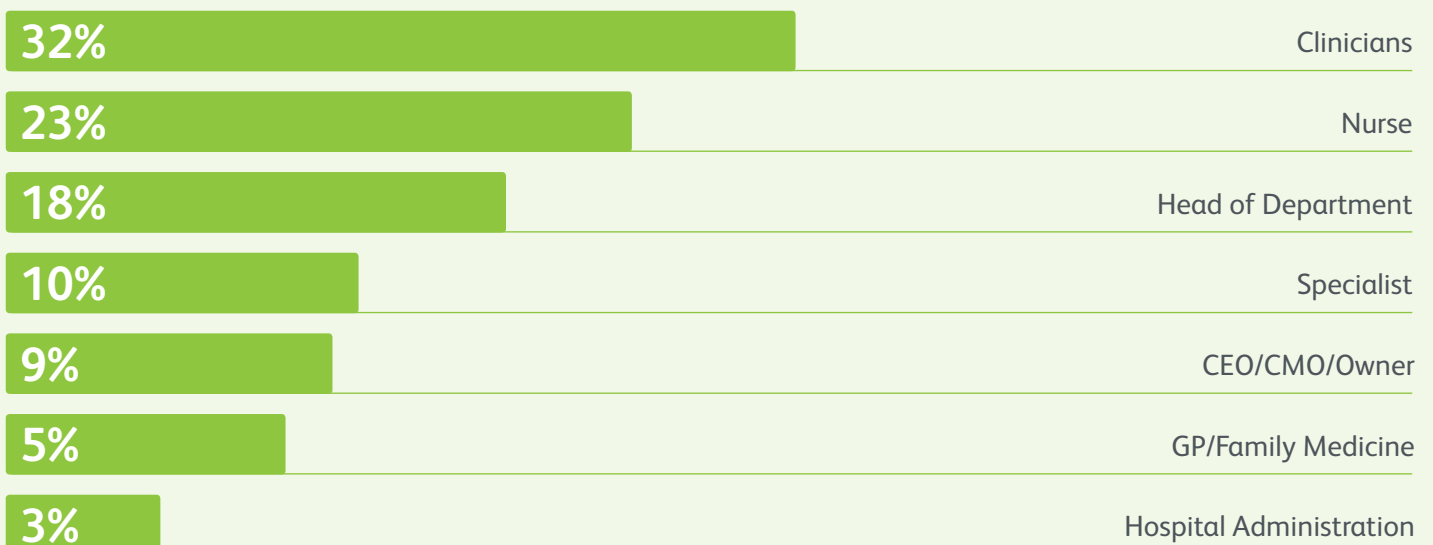


rated networking at Africa Health as important



of delegates had visited up to 50 exhibitors during the event

Job titles attended



With the aim of bridging the gap in medical knowledge, the Africa Health Congress 2019 provided the very latest updates and insights into new procedures, techniques and skills that you can take away and apply in your everyday work environment.

Job titles at the conferences

Nursing Conference

- Nurses
- Registered Nurses
- Nurse Managers

Biomedical Engineering Conference

- Clinical Engineers
- Clinical Engineering Managers/Directors
- Biomedical Engineers

Digital Healthcare Conference (NEW)

- Heads of Technology
- Data Centre Managers/Directors/VPs
- Digital Policy Makers

Africa Health Leaders Forum Conference

- C-Levels (CEO, CIO, CFO)
- Chief Medical Officers
- Government Officials (Ministers, Advisors, Policy Makers)

Ethics, Human Rights & Medical Law Conference

- Specialists/GPs/Doctors/Registrars
- Academia
- Nurses

Healthcare Technology Lifecycle Management Conference

- C-Levels (CEO, CIO, CFO)
- Biomedical Engineers
- Clinical Engineering Practitioners/Technicians

Emergency Medicine Conference

- Emergency Medicine Physicians
- Nurses
- EM Registrars

Medical Devices Procurement Conference

- Hospital Managers/Biomedical Engineers
- Healthcare Professionals
- Chief Procurement Officers

Infectious Diseases Conference (NEW)

- Infectious Disease Physicians/Specialists/Professors
- Microbiologists
- Immunologists

Physio Conference (NEW)

- Physiotherapists
- Prosthetists/Orthotists/Kinesiologists
- Sport Physicians

Trauma and Acute Surgery Conference

- GPs
- Anaesthesiologists
- Emergency Physicians

Medical Obstetrics Conference

- Gynaecologists
- GPs/Consultants/Registrars
- Nurses/Midwives

Laboratory Medicine Conference (NEW)

- Pathologists
- Laboratory Directors/Managers/Heads
- Laboratory Technicians/Technologists

Healthcare Management Conference

- C-Levels (CEO, CIO, CFO)
- Chief Medical Officers
- Clinical Consultants

Imaging and Diagnostics Conference

- Interventional Radiologists
- Radiologists (Chiefs, Heads, Directors, Consultants)
- Nurses

Public Health Conference

- C-Levels (CEO, CIO, CFO)
- Chief Medical Officers
- Government Officials (Ministers, Advisors, Policy Makers)

Quality Management Conference

- Healthcare Professionals/Professors
- Chief Medical Officers
- Physicians (Doctors, Nurses)

Decontamination & Sterilisation (CSSD) Conference

- Surgical/Theatre Nurses
- CSSD Managers/Supervisors/Technicians
- Infection Prevention & Control Personnel



Hosted buyers



148

hosted buyers



935

matchmaking meetings

Countries represented



Botswana



Egypt



Ethiopia



Ghana



Kenya



Lesotho



Mozambique



Namibia



Nigeria



Somalia



Somali Land



Uganda



Zambia

Industries

- Government/ Ministry of Health
- Ministry Purchasing Authority
- Dealers & Distributor
- Public Hospital
- Private Hospital

Snap shot of VIP attendees

- Hon. Nkaku Kabi, Minister of Health, Lesotho
- Hon. Alexander Kojo Abban, Deputy Minister of Health, Ghana
- Hon. Liban Yusuf Osman, Deputy Minister of Health Development, Republic of Somaliland
- Hon. Julieta Kavetuna, Deputy Minister of Health, Namibia
- Hon. Dr Chitalu Chilufya, Minister of Health, Ministry of Health, Zambia
- Dr Joyce Kaducu, Minister of State for Primary Health Care, Ministry of Health, Uganda
- Wilson Lungu, Head of Procurement, Ministry of Health, Zambia
- Stanley Ahabwe, Head of Procurement and Disposal Unit, Ministry of Health, Uganda
- Kulla Kamanda, Senior Procurement, Windhoek Central Hospital, Namibia
- Seitibatso Sebobi, Procurement Officer, Gaborone Private Hospital, Botswana
- Dr. Brana Branquinho, Deputy Director of Central of Medicines and Medical Supplies, Ministry of Health, Mozambique
- And more...

Don't just take our word for it

"We as the Ministry of Health Uganda were so honoured to be part of the Africa Health Exhibition & Congress 2019. It was such an outstanding event for every conference session we attended, for all the great speakers we met, for the conversant audience and not forgetting the advanced medical equipment we have seen. I am so honoured to be among the panelists in the Africa Health Leaders Forum and delighted to interact with the different Ministerial officials from other Countries. Well done on organising such a great event, we encourage more and more of such events in different African countries." We look forward to next year's event.

Dr. Joyce Moriku Kaducu,
Minister of State for Primary HealthCare, Uganda.

"Our Ministry is giving a strong recognition and appreciation to Africa Health Exhibition as there was a lot learnt during the show. We had the opportunity to meet with a lot of companies and discuss further opportunities that can add great value to our country - even some have already agreed to visit the Ministry very soon for further discussion on business opportunities. We once again say thank you to Africa Health Exhibition organisers and we look forward to another opportunity for such a formidable program."

Hon. Alexander K. Abban,
Deputy Minister of Health, Ghana

"The show was an eye opener. I have attended several Medical Exhibitions all over the world, but Africa Health yielded the best results for me. I met with many manufacturers and companies who had a vast experience in the African market, so discussions and collaborations were therefore much easier and a most rewarding experience. I was particularly impressed by the quality and range of products manufactured in Africa. Overall, the experience was very worthwhile. I look forward for next year's edition."

Dr Oluwatoyin Akinlade,
Director of Health Services, Ministry of Defense, Nigeria

"Thank you Informa for this great opportunity. The show was a great African platform to network with different health care industry manufacturers, distributors, providers and leaders. I have never imagined it will be such huge and well organized. The platform was a great learning experience and business interaction. I have established business partnerships with seven of the companies I meet during the show. Keep up the good work as you are really playing pivotal role in the transformation of health care in Africa and across the globe."

Dr Girma Ababi,
CEO - LIYANA health care plc, Vice president- Ethiopian national private health facilities association. Ethiopia

"I still get excited every time I think about Africa Health Exhibition. I am very grateful to have attended such, as it was my first time. Thank you for the opportunity as I met with different exhibitors that expanded my knowledge and business. Looking forward to attending again next year."

Seitebatso Sebobi,
Procurement officer, Gaborone Private Hospital, Botswana



Exhibition feature area

Innovation zone

The Innovation Zone hosted the country's newest innovators to showcase solutions to Sub-Saharan Africa's healthcare needs, with the latest updates on automation, 3d printing, diagnostics, drug delivery systems, nano-technology through to digital innovations such as AI.

These companies ran a series of presentations at the Innovation Forum over the course of the 3 days and also had a demonstration area to present these latest developments and systems.

The SME area

The SME Area at Africa Health 2019 was a dedicated platform for healthcare start-ups and smaller entities to gain increased exposure, while providing visitors with a diversified line-up of companies and products from across the healthcare market.

Workshop

The free Health Made in Germany Business Tours introduced participants to leading German healthcare experts and their health solutions. Furthermore, participants had the opportunity to connect with future German business partners at an exclusive networking reception, with complimentary food and refreshments.

The featured German companies covered a broad range of innovative healthcare products including: equipment for pathology, sterilization and laboratories, diagnostic and orthopaedic products, nutritional supplements and many more.

Official charity & NGOs

Each year, Africa Health demonstrates its commitment to building a healthy and effective society through contributing the proceeds of the conferences to a charity. This year, Africa Health is delighted to be able to make contribution of R 605,000 to the Reach for a Dream Foundation, an organisation that inspires children to fight their life-threatening conditions through fulfilling their dreams.

Natalie Lazaris, Reach for a Dream's Head of Business Development, believes that it is through events like Africa Health that they are able to meet doctors and nurses thereby getting to know more children to help. "It's about broadening our network, getting our name out there and spreading awareness about what we do."



We would like to thank all our 2019 partners for their continued support

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Gold partners



Silver partners



In association with



Official partners



Official charity



Supporting foundation



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Organised by



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