



# Africa's Largest Pharmaceutical Trade Exhibition

## POST SHOW REPORT & **2027 BROCHURE**

 13th–15th April 2027  
**Landmark Centre, Lagos, Nigeria**

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 [Pharma West Africa Exhibition](#)

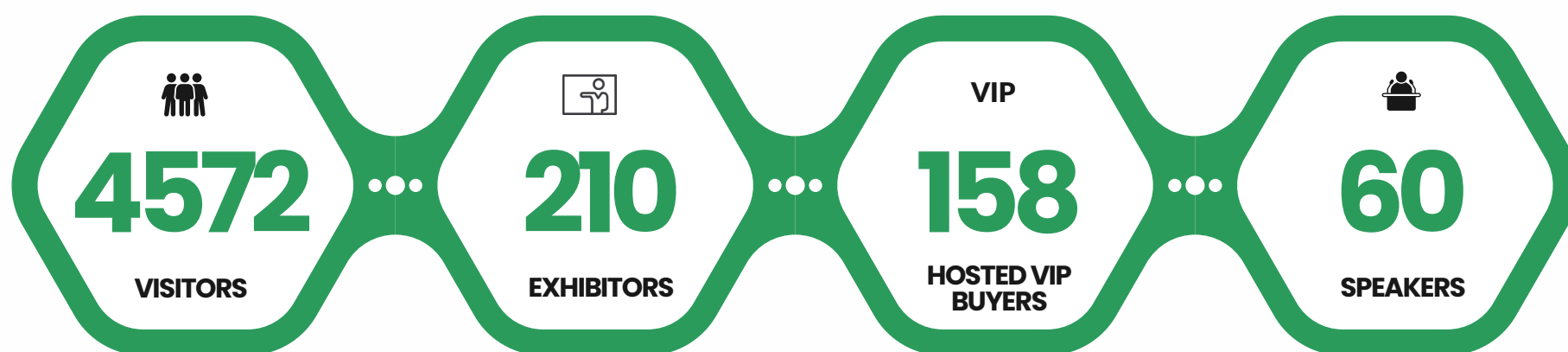
# INTRODUCTION

Pharma West Africa 2026 delivered its largest and most successful edition yet, uniting 200+ global exhibitors and 4,500+ pharmaceutical professionals from across the ECOWAS region.

Exhibitors engaged directly with some of the region's leading pharmaceutical bodies, including Pharmaceutical Wholesalers and Dealers Association of Nigeria, Pharmaceutical Importers and Wholesalers Association of Ghana, African Pharmaceutical Distribution Association, National Agency for Food and Drug Administration and Control (NAFDAC) and many more...

Led by Pharm Ahmed Yakasai, the Pharma West Africa Conference featured influential VIP speakers and regulatory authorities from across the region. The Pharmaceutical Wholesalers and Dealers Association (PWDAN) also hosted its annual conference onsite, giving exhibitors exclusive access to connect with the region's leading pharmaceutical importers and distributors.

## 2026 SHOW SUMMARY



# THANK YOU!

 TO ALL OUR 2026 SPONSORS & PARTNERS

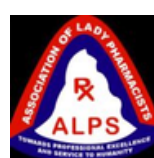
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# EXHIBITOR SPOTLIGHT

Global exhibitors connecting with buyers, distributors, and decision-makers from across West Africa's pharmaceutical sector.

25+

Exhibiting countries

5+

Country pavilions

6,500+

Products and services on display

# EXHIBITOR FEEDBACK

Would recommend this exhibition to other companies

96%  
★★★★★

98%  
★★★★★

Were impressed with the overall organisation of the event

Of space for 2027 was sold onsite at the 2026 edition

83%  
★★★★★

97%  
★★★★★

Of exhibitors were happy with the quality and quantity of the visitors



*"We are thrilled to have exhibited with Pharma West Africa. Your exceptional organisation, attention to detail and professionalism ensured a seamless and successful event. This is a world class experience which helped us connect with our target audience in a meaningful way. We highly recommend Pharma West Africa!"*  
**Mobolaji Ajayi, MD/CEO Purelife – Nigeria**

# EXHIBITOR CATEGORIES



30% AFRICA

27% ASIA

18% EUROPE

15% MIDDLE EAST

10% AMERICAS



“It was a pleasure to exhibit at Pharma West Africa. This event serves as a vital platform that brings together key stakeholders in the pharma and healthcare sector across West Africa.”

**Aleemuddy, Vital Health Pharmaceuticals- UAE**

“

Pharma West Africa is a great place to connect with partners from the whole region. We are happy with the organisation, hospitality and very impressed with the tremendous number and quality of visitors.”

**Pawel, B.A.R.T Zoo - Poland**



# WEST AFRICA'S PHARMACEUTICAL MARKET

Nigeria – the hub of West Africa's pharmaceutical industry



**\$1.5 Billion**

Annual spend on pharmaceutical imports from international suppliers and manufacturers due to demand.



**260 Million**

Nigeria's population expected to surpass by 2030. Creating long term demand for healthcare and pharmaceuticals.



**120 Pharmaceutical Manufacturers**

The largest number of pharmaceutical manufacturers in the region, yet still highly reliant on international imports from finished products, nutraceuticals, packaging and more.

West Africa's pharmaceutical market



**400 million people**

In West Africa, creating one of Africa's largest pharmaceutical consumer bases.



**70%**

Of medicines in West Africa are imported, creating major international opportunities for manufacturers and suppliers.



**Distribution**

Strong distribution channels across West Africa including Nigeria, Ghana, Senegal, Côte d'Ivoire and many more. You can meet the leading importers and distributors at Pharma West Africa.

Future growth of West Africa's pharmaceutical sector



**ECOWAS Growth**

Regulatory harmonisation is growing across the ECOWAS, improving regional trade and market access.



**\$70 billion**

Africa's pharmaceutical market is expected to hit by 2030, with West Africa leading the continent's highest growth region.



**International Opportunities**

With continued importation demand, International pharmaceutical companies are expected to dominate the region with future expansion.

## PWDAN at Pharma West Africa



The Pharmaceutical Wholesalers and Distributors Association of Nigeria (PWDAN) maintained a strong presence at Pharma West Africa. PWDAN are a vital cog in the Pharma West Africa Exhibition, helping to promote best practices in the pharmaceutical supply chain and strengthen supply chain integrity across the industry.

Our exhibitors had the exclusive opportunity to:

- Network and engage with PWDAN's distributor network
- Meet 300+ directors and decision makers from leading wholesalers and distributors
- Discuss and secure opportunities across Nigeria and the West Africa region



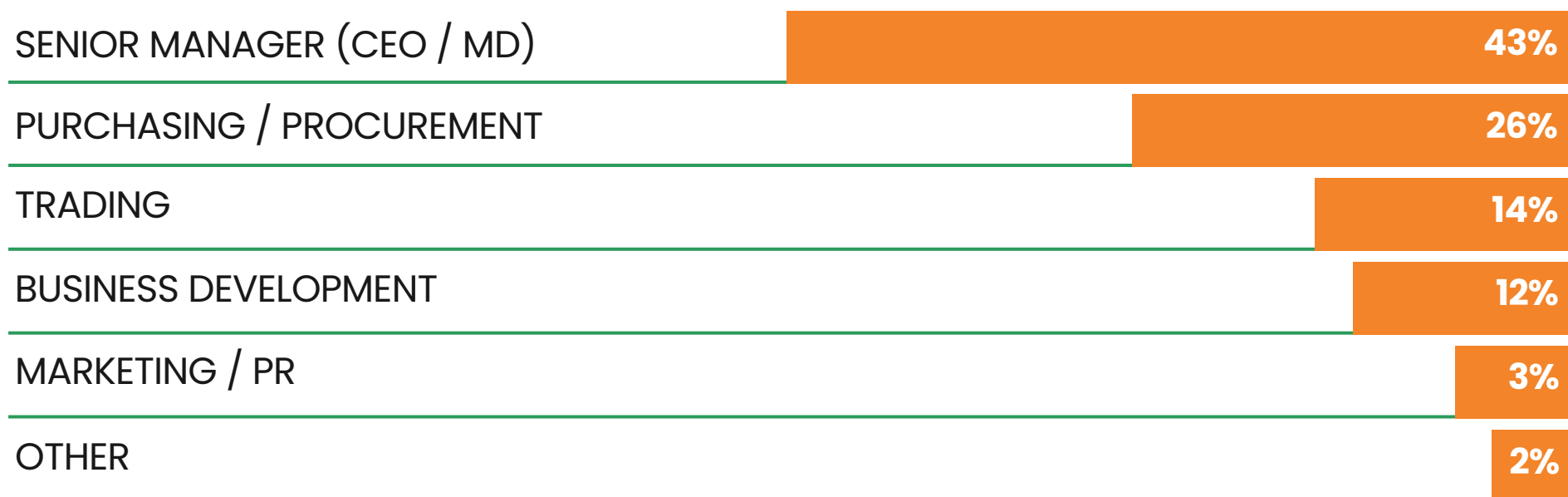
# VISITOR BREAKDOWN

Pharma West Africa 2026 welcomed a record breaking 4,572 professional visitors, with attendees representing every corner of the pharmaceutical supply chain. From importers and distributors to wholesalers, retailers, manufacturers, and healthcare professionals, the exhibition brought together the key players driving growth across West Africa's pharmaceutical industry.

## WHO ATTENDS



## VISITOR JOB TITLES



**91%**

of visitors were successful in finding new suppliers for their business

"For us, the biggest value was meeting international suppliers face-to-face instead of just speaking online. It gave us a lot more confidence moving discussions forward."

**Ahmed Suleiman – Business Development Lead,  
NovaMed Distributors- Nigeria**



# HOSTED BUYERS PROGRAMME

Pharma West Africa 2026 welcomed a strong delegation of hosted buyers from across Africa. Through the Hosted Buyers Programme, key pharmaceutical importers, distributors, and wholesalers connected directly with international manufacturers to discuss new business opportunities, strengthen sourcing relationships, and support access to quality pharmaceutical products across the continent.

## BUYERS WHO ATTEND PHARMA WEST AFRICA



GHANA



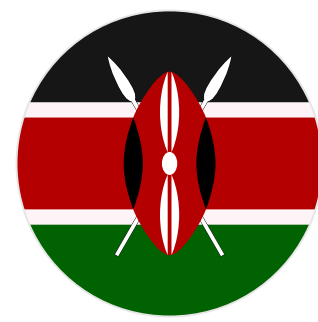
CAMEROON



SENEGAL



BENIN



KENYA



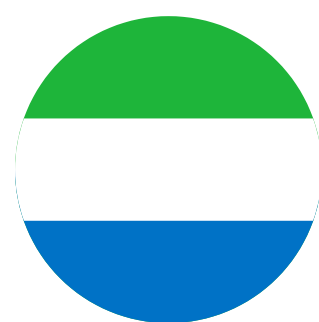
TOGO



BURKINA FASO



CÔTE D'IVOIRE



SIERRA LEONE



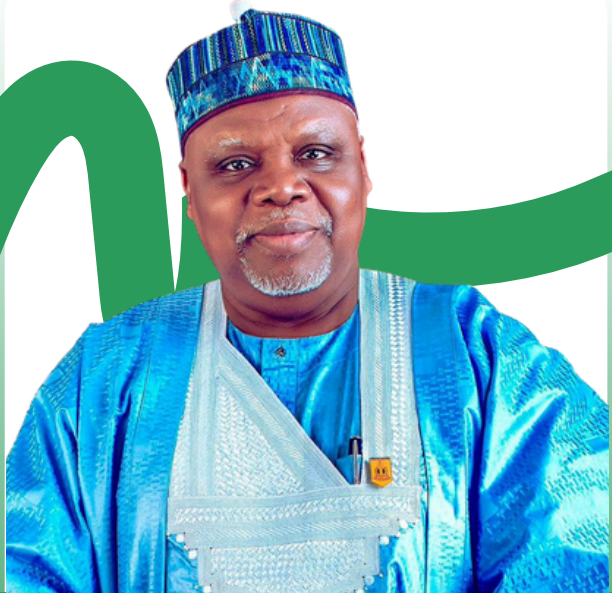
UGANDA

AND MORE ....



The Landmark Centre is located on the grounds of the Landmark Village, Victoria Island, Lagos, Nigeria. This is West Africa's premier exhibition destination, providing the ideal setting for international business, networking, and trade exhibitions.

## CONFERENCE CHAIRMAN



### Pharm Ahmed Yakasai

Mni, FPSN, FNAPharm (Kachallan Kano), Managing Director, Pharmaplus and former President of the Pharmaceutical Society of Nigeria

## PHARMA WEST AFRICA CONFERENCE



A heartfelt thanks to all the **conference committee, speakers and sponsors for their continuous efforts and support!**



**SCAN  
HERE**

**TO LEARN MORE ABOUT  
EXHIBITING AT PWA 2027**

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