

WEST AFRICA
PHARMA & HEALTHCARE



27–29 APRIL 2022
Accra International Conference Centre
Accra Ghana

BY THE TEAM

WegVoraus
MOVING BUSINESS AHEAD

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 ever health business event/forum that bringing together the key decision makers and captains of the health industry, the exhibition 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.



120+ Exhibitors



5000+ Visitors



3000 sqm Area



10+ Participating Countries



conferences & prefixed meetings



medical & healthcare seminars

EXHIBITOR PROFILE



MEDICAL

Orthopaedic, Surgical Equipment & Products, OT & ICU Equipment, Lab & Analytical Equipment & Products, imaging & 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.



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 pharm market.

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
- » Doctors, Nurses, paramedics, Head physicians
- » Professors, Specialists, Experts, Doctors, Pharmacists, Nurses, Lab Technicians, Researchers... from Hospitals, Clinics, Sanatoriums, Healthcare Centres, Institutes, Laboratories...
- » Manufacturers and businessmen to establish partnership, importers & exporters, trading companies, buyers, suppliers, distributors, wholesale and retail agents from across West Africa.

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 | Wednesday, Thursday & Friday 27–29 April, 2022 |
| SIZE OF EXHIBITION | 3000 SQM |
| NO. OF BOOTHS/ VISITOR | 150 stalls/ 5,000+ Visitors |
| SUPPORTING PARTNERS | AGI, Ghana National Chamber of Commerce & Industry, Cederro, Ecowas, CCI France Ghana, African Chamber for Youth, Exprom, ITA, GMA, UKGCC, GHS, PHG, FOHA, PMAG, FAPMA and WAPMA |
| PARTICIPATING COUNTRIES | India, UK, Italy, Turkey, USA, Denmark, Ghana |

MARKET SCENARIO

- › Ghana has a population close to 29Mn in 2017, 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.

About the Organiser



WegVoraus is a Business Promoter & Exhibition Organizer Headquartered in New Delhi, India. We work for prospect industrysectors to help them reach out to the right target audience as well as deliver business expansion solutions. We host 1000+ exhibitors annually since its inception with 4 flagship events and 30+ represented events globally. To know more visit us @ www.wegvoraus.com

Venue: Accra International Conference Center

AICC is one of the most preferred destinations for hosting large scale business events and conferences, especially due to its attractive location being near to International Airport and also being close to a number of luxury accommodation options in the city

UNDER THE AUSPICIOUS OF



Supporting partners



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Mark your calendar!!

27-29 April, 2022 @ AICC Accra

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