



PHARMA WEST AFRICA

14th-16th April 2026 | Landmark Centre, Lagos, Nigeria

WEST AFRICA'S LARGEST PHARMACEUTICAL TRADE EXHIBITION



82%
of exhibitors
rebooked their
stand for 2026
onsite!



www.pharma-westafrica.com



+44 2475 460 143



info@pharma-westafrica.com



Pharma West Africa Exhibition

INTRODUCTION

Pharma West Africa 2025 marked its biggest and most impactful edition to date, bringing together global pharmaceutical manufacturers and suppliers to showcase an expansive range of products — including finished formulations, OTC medicines, APIs, packaging solutions, and more.

3,600+ buyers, importers, and wholesalers from across the ECOWAS region attended, making it a record-breaking year for participation. The three-day conference featured high-level discussions led by key opinion leaders, regulatory authorities, and industry pioneers — offering invaluable insights into the future of West Africa's pharmaceutical sector.

The event's scale, international reach, and unmatched networking opportunities have firmly positioned Pharma West Africa as the leading platform for driving pharmaceutical growth and collaboration in the region.

2025 SHOW SUMMARY



3672
VISITORS



182
EXHIBITORS



153
HOSTED VIP
BUYERS



42
SPEAKERS



SCAN HERE
TO VIEW THE
EXHIBITOR
LIST



WHAT TO EXPECT IN 2026



4000+
VISITORS



250+
EXHIBITORS



200+
HOSTED VIP
BUYERS



50+
SPEAKERS

THANK YOU TO ALL OUR SPONSORS & PARTNERS



pharmanews
Nigeria's Leading Trade Journal



Healthcare Federation
of Nigeria



EXHIBITOR BREAKDOWN

Pharma West Africa 2025 welcomed 182 exhibitors from over 40 countries, making it the largest and most internationally represented edition yet — firmly cementing its status as Africa’s leading pharmaceutical trade exhibition.


The event offered a showcase of 3500+ products and services across every segment of the pharmaceutical industry — from finished formulations and APIs to manufacturing equipment, packaging, and more – all under one roof.

As the region’s must-attend annual event, Pharma West Africa continues to drive growth, innovation, and collaboration in West Africa’s pharmaceutical sector.

“Pharma West Africa is a vital platform for networking, innovation and growth in the regions pharmaceutical sector. It brings together industry leaders to explore new opportunities and share insights”

Mostafa Hammed, MUP – Egypt


EXHIBITOR FEEDBACK



96%
would recommend this exhibition to other companies



80%
of space for 2026 was sold onsite at the 2025 edition



99%
were impressed with the overall organisation of the event



97%
were more than happy with the quantity and quality of 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. Very highly recommend!”

Mobolaji Ajayi, MD/CEO Purelife – Nigeria



EXHIBITOR CATEGORIES



Finished Formulations



OTC Medicines



Packaging



APIs



Nutrition & Supplements



Pharma Manufacturing



Manufacturing Equipment



And More..

EXHIBITOR REGIONS:



14%
AMERICA

15%
EUROPE

34%
AFRICA

20%
MIDDLE EAST

17%
ASIA



“Pharma West Africa had the right business atmosphere – good rapport and strong relationships established. We are excited for the 2026 Pharma Show – aiming to take our presentation to the next level with more innovative, high-quality products to offer the African market at the most affordable cost. Thank you to the Pharma West Africa team and its organisers for arranging such a fantastic show.”
Nayab, Ronak Group – India

“Pharma West Africa is a multi-value chain space for the pharmaceutical ecosystem. We have participated the past two years both have been a huge success for our business.”
Femi, Winelight Analytical Systems Ltd – Nigeria



THE NIGERIAN MARKET



Nigeria imports 80% of its medicines.



Nigeria's pharmaceutical market is valued at approximately \$4.5 billion.



Nigeria is in the process of rolling out mandatory health insurance nationwide to achieve Universal Health Coverage.



With a projected CAGR of 9.1%, Nigeria's pharmaceutical sector is one of the fastest-growing in Africa.



With nearly 200 licensed pharma manufacturers, Nigeria offers global firms a gateway to local partnerships and a fast-growing healthcare market.



Nigeria's pharmaceutical market splits into OTC sector (43.1%), generic sector (38.9%), patented 12%.



Even with recent reforms, just 30% of Nigerians are estimated to have reliable access to genuine medicines.



Nigeria's local pharma industry meets just 25% of demand – highlighting a major opportunity for international producers and investors.



Nigeria alone spends over \$1.5 billion annually on pharmaceutical imports, reflecting the region's heavy reliance on international manufacturers to supply essential medicines.



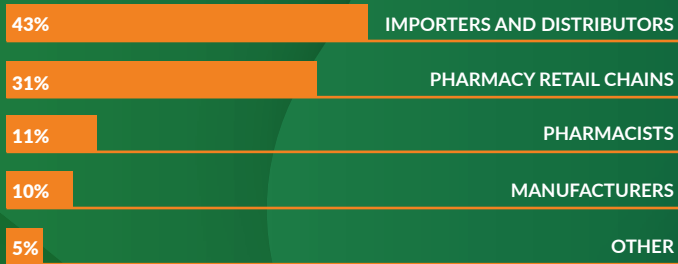
"We were truly impressed by the professionalism and organisation of the show. The event provided an excellent platform for us to showcase our products, connect with key industry players, and build valuable relationships. The team at BtoB Events made the entire process smooth and efficient, and we're grateful for the support provided throughout. We look forward to seeing how the PWA 2026 event builds on this success, and we'd be happy to be involved again."

Samir Mustafayev, CEO & Chairman, Tocura – Türkiye

VISITOR BREAKDOWN

2025's edition of Pharma West Africa hosted a record-breaking 3,672 professional visitors. The business areas represented by our attendees were diverse and spanned the entire pharmaceutical industry — including the region's top importers, distributors, wholesalers, and retailers. This continued growth highlights the exhibition's role as a key meeting point for the West African pharmaceutical sector.

WHO ATTENDS



VISITOR JOB TITLES



91%
of visitors were
successful in finding new
suppliers for their business

"It was a fabulous experience. Quality of business partners that we met were phenomenal. Overall Pharma West Africa was an amazing experience!"

Aniket Roy,
Caplet Health Care Pvt Ltd – India



HOSTED BUYERS PROGRAMME

Pharma West Africa 2025 welcomed a strong delegation of hosted buyers from across the ECOWAS region and beyond. Through our tailored Hosted Buyers Programme, key pharmaceutical importers, distributors, and wholesalers engaged directly with international manufacturers to explore strategic sourcing partnerships, bulk procurement opportunities, and solutions aimed at improving access to affordable, high-quality medicines across West Africa.

BUYERS WHO ATTEND PHARMA WEST AFRICA



GHANA



CAMEROON



SENEGAL



BENIN



TOGO



BURKINA FASO



COTE D'IVOIRE



SIERRA LEONE



The Landmark Centre is located in the business hub and upmarket area of Victoria Island in Lagos, and positioned right on the Atlantic Ocean coast. The venue has recently expanded into a fourth hall increasing its capacity to over 5,000sqm of exhibition space. It has also been boosted by the opening of numerous hotels and restaurants within a short walking distance, including a Hard Rock Café and The Sheraton Four Points Hotel.

PHARMA WEST AFRICA CONFERENCE



Mr. Ahmed Yakasai

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



**A HEARTFELT THANKS TO THE
CONFERENCE COMMITTEE AND ALL OUR
SPEAKERS FOR THEIR CONTINUOUS
EFFORTS AND SUPPORT!**



**SCAN
HERE**

**TO LEARN
MORE ABOUT
EXHIBITING AT
PWA 2026**



info@pharma-westafrica.com



+44 7956 461 458