PHARMA
WEST AFRICA

Africa's Largest Pharmaceutical Trade Exhibition

POST SHOW REPORT & **2027 BROCHURE**

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

info@pharma-westafrica.com
+44 2475 460 143
www.pharma-westafrica.com
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

4572 VISITORS

210 EXHIBITORS

158 VIP HOSTED VIP BUYERS

60 SPEAKERS

THANK YOU! TO ALL OUR 2026 SPONSORS & PARTNERS

PLATINUM SPONSOR purelife health

GOLD SPONSOR kora

CONFERENCE SPONSOR DrugStoc

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

- FINISHED FORMULATIONS
- OTC MEDICINES
- NUTRITION & SUPPLEMENTS
- PHARMA TECHNOLOGY
- PACKAGING
- PHARMA MANUFACTURING
- MANUFACTURING EQUIPMENT
- APIs
- And More..

- 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."

Aleemuddry, 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

Is the figure 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

PWDAN
PHARMACEUTICAL WHOLESALERS AND DISTRIBUTORS ASSOCIATION OF NIGERIA

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.

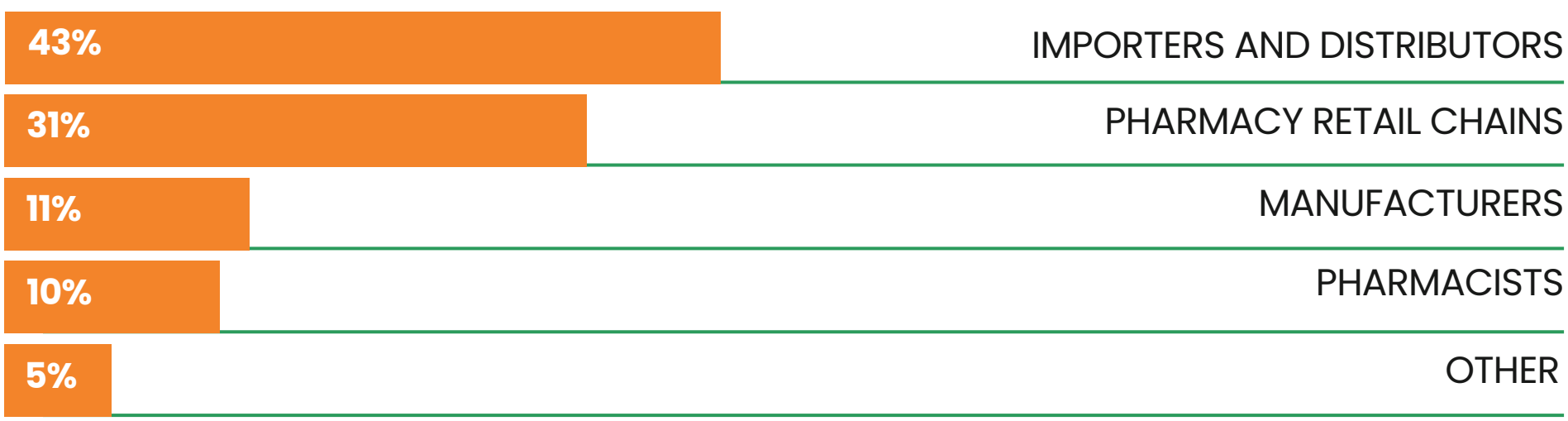
Our exhibitors had the exclusive opportunity to:

- 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

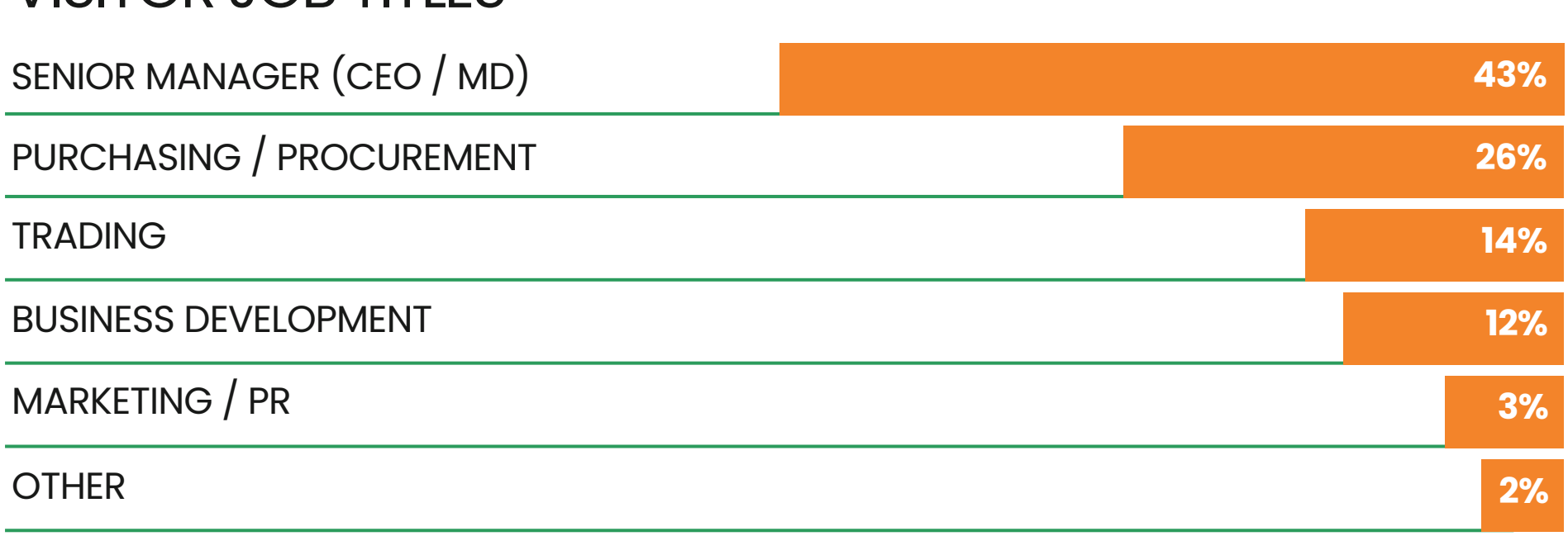
VISITOR BREAKDOWN

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.

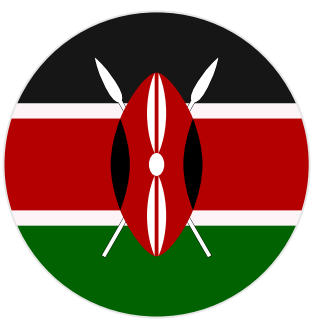
BUYERS WHO ATTEND PHARMA WEST AFRICA

GHANA

CAMEROON

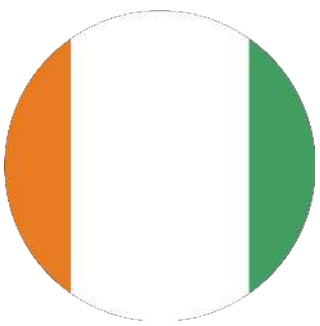
SENEGAL

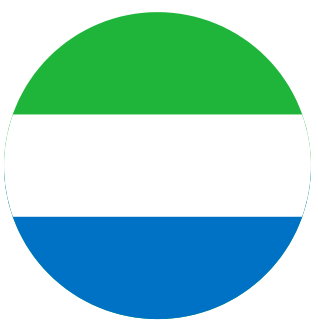
BENIN


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 commitee, speakers and sponsors for their continuous efforts and support!**

SCAN HERE

TO LEARN MORE ABOUT
EXHIBITING AT PWA 2027

info@pharma-westafrica.com

+44 7956 461 458

PHARMA WEST AFRICA