



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

West Africa's Largest Pharmaceutical Trade Exhibition

POST SHOW REPORT



13th-15th **April 2027**



Landmark Centre, **Lagos, Nigeria**



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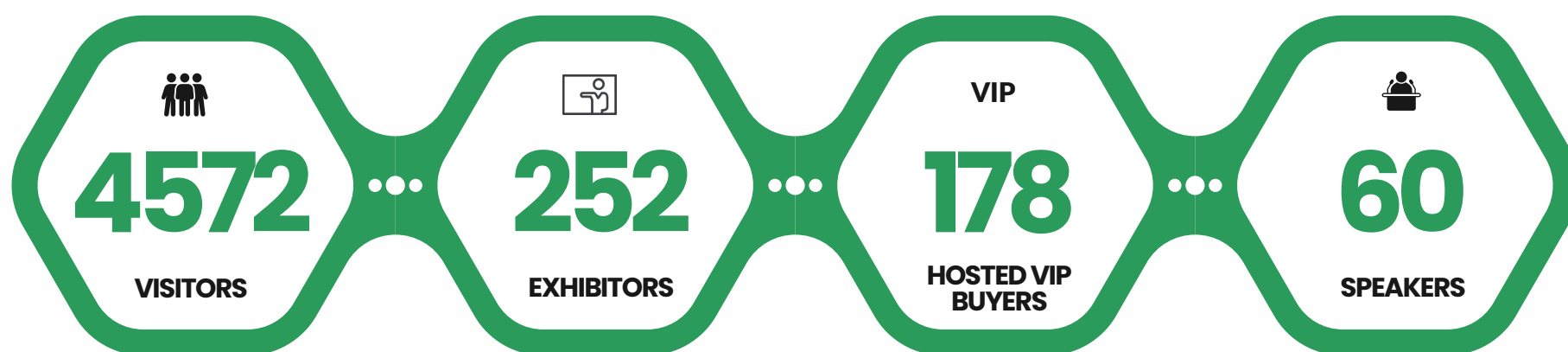


Pharma West Africa Exhibition

INTRODUCTION

Pharma West Africa 2026 delivered its biggest and most successful edition to date, bringing together exhibitors from across the globe to connect with key industry stakeholders across the ECOWAS region. 250+ exhibitors showcased a wide range of pharmaceutical products and services, including finished formulations, nutraceuticals, manufacturing solutions, technology and digital healthcare, and more. The event welcomed 4,572 buyers, importers, wholesalers, and healthcare professionals from across West Africa, further strengthening its position as the region's leading pharmaceutical trade platform. The three-day conference programme, led by Pharm Ahmed Yakasai, featured influential VIP speakers, regulatory authorities from across the region, and dedicated networking sessions connecting exhibitors with PWDAN – the Wholesalers and Dealers Association of Nigeria. Pharma West Africa 2026 continues to drive pharmaceutical growth, strategic partnerships, and innovation across West Africa.

2025 SHOW SUMMARY



THANK YOU! TO ALL OUR SPONSORS & PARTNERS

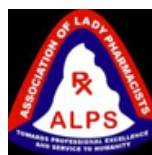
PLATINUM SPONSOR



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EXHIBITOR SPOTLIGHT

Global pharmaceutical companies and industry professionals gathered at Pharma West Africa.

30+

Exhibiting countries

6+

Country Pavilions

100,000+

Products and services on display

EXHIBITOR FEEDBACK

Would recommend this exhibition to other companies

96%
★★★★★

84%
★★★★★

Were impressed with the overall organisation of the event

Of space for 2027 was sold onsite at the 2026 edition

87%
★★★★★

98%
★★★★★

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



14% AMERICA

15% EUROPE

34% AFRICA

20% MIDDLE EAST

17% ASIA



“

“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



THE NIGERIAN MARKET



Over 70% of medicines consumed in Nigeria are imported, creating major opportunities for international pharmaceutical suppliers



Nigeria's pharmaceutical market is valued at over \$4 billion and continues to expand rapidly.



Local pharmaceutical production currently meets only around 25% to 30% of market demand



Nigeria is home to over 120 pharmaceutical manufacturers, yet the market remains heavily reliant on imported medicines



Nigeria continues to rely heavily on imported APIs, finished formulations, and pharmaceutical equipment, creating strong export opportunities for global manufacturers



Demand for affordable generic medicines continues to drive growth across Nigeria's pharmaceutical market.



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



Nigeria's population is expected to surpass 260 million by 2030, driving long term healthcare and pharmaceutical demand.



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

PWDAN at Pharma West Africa



The Pharmaceutical Wholesalers and Distributors Association of Nigeria PWDAN maintained a strong presence at Pharma West Africa. 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 wholesalers and distributors
- Discuss and secure opportunities across Nigeria and the West Africa region



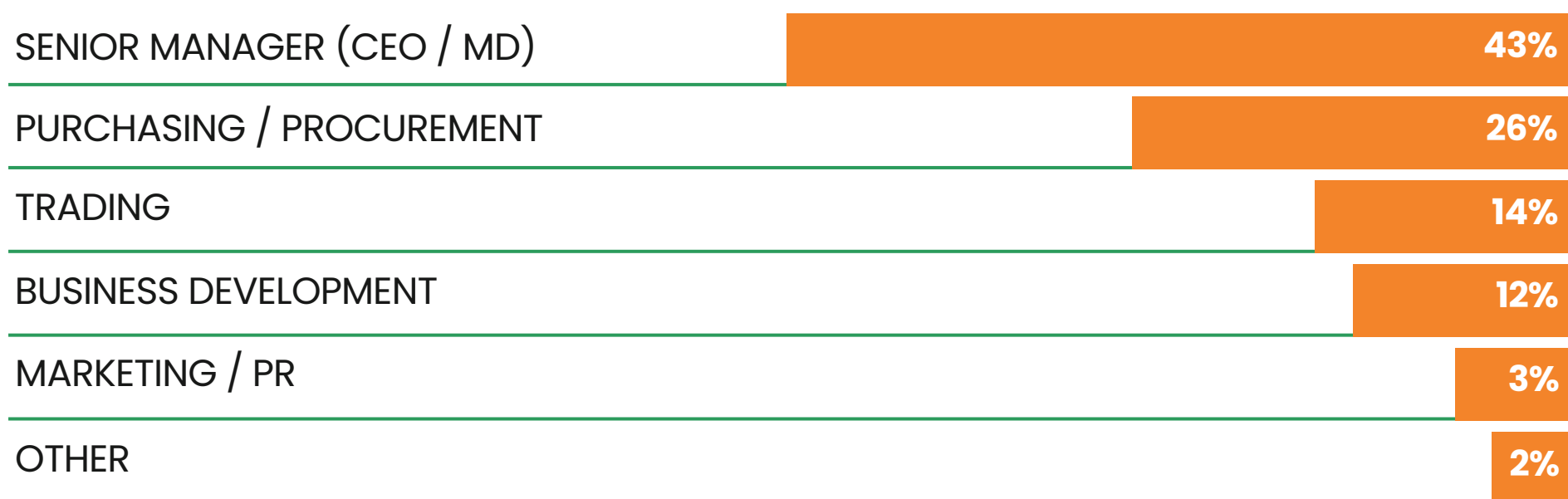
VISITOR BREAKDOWN

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**



HOSTED BUYERS PROGRAMME

Pharma West Africa 2026 welcomed a strong delegation of hosted buyers from across the ECOWAS region and beyond. 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 West Africa.

BUYERS WHO ATTEND PHARMA WEST AFRICA



GHANA



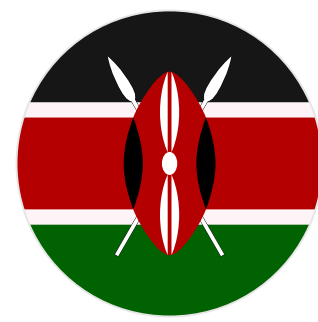
CAMEROON



SENEGAL



BENIN



KENYA



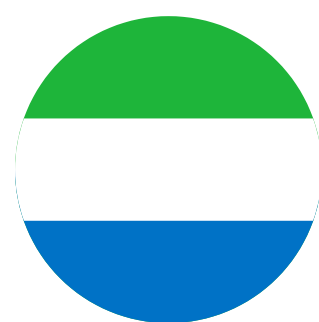
TOGO



BURKINA FASO



COTE D'IVOIRE



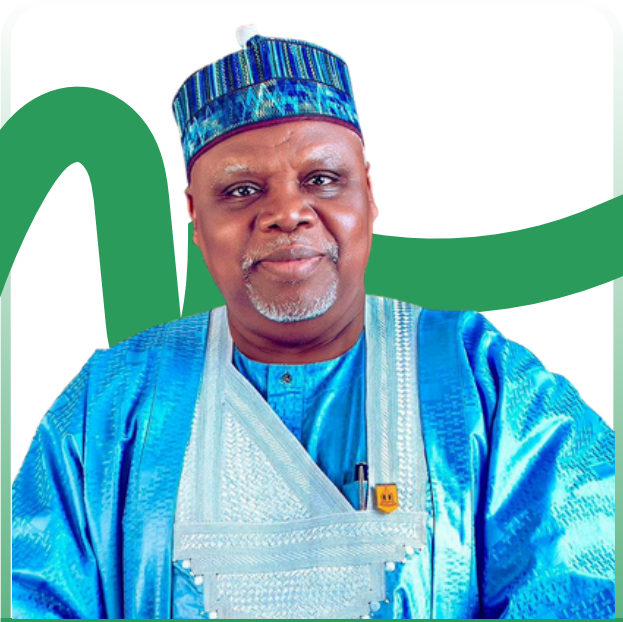
SIERRA LEONE



UGANDA



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 5,000 sqm 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.



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 The **Conference Committee And All Our Speakers** For Their **Continuous Efforts And Support!**



**SCAN
HERE**

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

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