

# NIGERIA PHARMA MANUFACTURERS' EXPO 2019

28-29 AUGUST 2019, LAGOS, NIGERIA



Lagos, Nigeria

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## EEPC India invites participation

Participate through EEPC India to enjoy  
substantial savings!

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### **About the exhibition**

THE NIGERIA PHARMA MANUFACTURERS' EXPO 2019 is an opportunity for stakeholders in the health sector to exchange information, products, services and ideas towards achieving the Health related Millennium Development Goals and other developmental initiatives in Nigeria and West African region.

The 5th Nigeria Pharma Manufacturers' Expo 2019 is an excellent trade platform for India machineries and engineering

equipments for pharmaceutical industry focusing central & west African market and presenting a promising platform to Indian exporters to assist in international trade. Over 4000 pharma trade professionals from across the region including Nigeria, Ghana, Mali, Chad, Cameroon, EQ Guinea, Central African Republic, Senegal. The Gambia, Ivory Coast, Niger, Burkina Faso Benin amongst others are expected to attend this exhibition. It is the best opportunity for stakeholders in the health sector to

exchange information, products, services and ideas, network to make business and gain knowledge of various developmental initiatives in the most prospective pharma sector of Nigeria and West African region.

### **Advantage Nigeria**

- One of the most promising and rapidly growing pharmaceutical market in West Africa
- More than 120 pharma formulation manufacturing facilities
- Growth rate of 12% annually
- The estimated market size would be US\$ million 717 (2011) ( US\$ 600 million in 2007)
- 60 per cent of drug manufacturing in the ECOWAS (Economic Community of West African States) sub-region takes place in Nigeria, underlining the huge sub regional market.
- In 2009, WHO in collaboration with NAFDAC, developed Nigerian Good Manufacturing Practices (NGMP). Subsequently, training workshops were organized by WHO for both PMG-MAN and NAFDAC on this subject. The appropriate application of these principles will enhance local manufacturing standards and improve the quality of locally produced medicines.

### **Economic scenario of Nigeria**

Nigeria is one of Sub Saharan Africa's largest economies. Its GDP in 2017 was estimated at USD376.4 billion. It was a decline compared to preceding years (2014, 2015 and 2016), primarily because of decline in oil prices. The economy of Nigeria has not been doing well over the last few years. Data show that during the period 2010-2016, its GDP has increased by about 10 per cent, from a level of USD 369 billion in 2010. However, during the intermittent year such as 2014, Nigeria registered significant growth in its GDP, when it was valued at over USD 568 billion.

Nigerian economy relies heavily on oil as its main source of foreign exchange earnings and government revenues. Within the economy, services are the largest sector of the economy, accounting for about 50 percent of total GDP. Agriculture, which in the past was the biggest sector, now weights around 23 percent. Crude Petroleum and Natural Gas constitute 11 percent of total GDP. Industry and Construction account for the remaining 16 percent of GDP.

Over the last one decade, country's fundamentals like growth in GDP, business climate, increased transparency, diversified economy away from oil, improved fiscal management, have improved significantly. The government also is working to develop stronger public-private partnerships for roads, agriculture, and power.

Beginning of Nigeria's recovery in early 2017 opened new ways for investment inflows into the country. Also the real GDP of the country is projected to grow at 2.2% spurred by increased

infrastructure spending and restoration of oil production. The Nigerian government has developed a framework to address the macroeconomic challenges being faced by the country apart from the coherent policies being followed by it. The Nigeria Economic Recovery and Growth Plan (2017-20), the plan focuses on five key areas, namely: improving macroeconomic stability; economic growth and diversification; improving competitiveness; fostering social inclusion; and governance and security.

For fostering industrialization in the country, the Nigeria Industrial Revolution Plan (NIRP) has been implemented on a priority basis. The priority sectors identified under the plan are mining and quarrying and manufacturing. The manufacturing sector recorded a general decline in 2016, with an estimated 272 firms shutting down and industrial capacity utilization dropping significantly from 51.4% in 2015 to 35.4% in 2016. Nigeria aims at encouraging manufacturing industry and business activities through this plan.

### **India Nigeria Bilateral Trade**

India is the sixth largest exporter to Nigeria for Pharma Machinery sector, covering 10% of the import market of the country. India exported over US\$ 8.1million to Nigeria for the year 2018.

India being one of the leading suppliers to Nigeria, the Nigerian authorities are encouraging the participation of Indian firms. Nigeria accounts for about 17% of India's engineering export to the African continent.

### **Product Profile**

- Pharma Formulations, Cosmetics, Nutraceuticals, Healthcare Products & Services
- API, Pharma Bulk Actives, Excipients, Additives, Drug Intermediates
- Pharma Processing Machineries (for Tablet / Capsule / Liquid / Injectables / Ointment / Dry Syrup / Powder)
- Packaging Machineries & Materials
- Analytical / Medical Lab Equipments
- Testing Instruments
- LIMS (Laboratory Information Management Services)
- Lab Furniture
- Lab Glassware, Lab Wares & Consumables
- Lab Chemicals
- Environment Control Equipments & Services
- Filtration - Air / Water
- CleanRoom Eqpts, HVAC, Water Filtration / Management Eqpts / Services
- Environment Control Equipment, Furniture & Services (Dehumidifiers, HVAC, AHU, Cleanroom Partitions & Fittings, Filers - Air, Water)
- Water Sterilizers, Filters, Distribution Systems

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### **Date & Time**

28-29 August 2019  
10 am – 5.30 pm

### **Venue**

The Haven, Oba Akinjobi Street, Archbishop Vining Church Compound  
Ikeja GRA, Lagos Nigeria

## Participation charges

**Booth size:** 9 sqm.

One side open (built-up booth): Rs. 13,000 per sqm

- 10% extra for two sides open booth (subject to availability).

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## Reimbursement of airfare

Upto Rs. 70,000 may be reimbursed to eligible participants in terms of the MAI guidelines. However, this shall be subject to receiving of specific Govt. approval for such assistance for events of 2019-20. The T&C must all be abided by for eligibility towards such reimbursement. For detailed guidelines please click the following link:

<https://www.eepcindia.org/download/Guidelines-for-Reimbursement-of-Airfare190130100603.pdf>

**Note:** EEPCINDIA can only recommend for issuance of VISA to the extent that the concerned person is a participant at the subject exhibition and that the person in question has been certified by the participating organisation to be their employee. The Foreign Embassy / Consulate where the applicant submits the VISA application is expected to follow their usual procedural checks before granting the VISA in question and EEPC INDIA shall not be responsible in any manner whatsoever for non-issuance of VISA by the concerned authorities. This would mean that the prospective participant will be fully liable for the total charges payable to EEPC INDIA even if they do not obtain the VISA for any reason whatsoever.

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## Mode of payment

Please pay online through the following Payment Gateways:

1. Atom
2. Billdesk
3. CC Avenue

### OR

Pay through RTGS/NEFT in INR as per the following details:

Name of Bank : HDFC BANK LTD.  
Branch : CENTRAL PLAZA  
Address of Bank : 2/6, SARAT BOSE ROAD, KOLKATA – 700 020  
Account No. : 00142090000452  
Account Name : EEPC INDIA  
NEFT Code : HDFC0000014

### OR

Demand draft favoring “EEPC INDIA” along with the duly filled-up Application Form

## Booth display

**Participation charges for a 9 sqm booth includes the following services**

- One Display Table
- Two Chairs
- Two Lights
- One 5 AMP Electric Point
- One Dustbin
- Carpet
- Fascia
- Listing in the Official Exhibitors' Catalogue

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## Selection criteria

Since limited space is available, selection of participation will be done strictly on first-come, first-served basis.

## Benefit to member-exporters

EEPC India is organizing this event under the MAI Scheme of Ministry of Commerce & Industry, Government of India. The rates mentioned above are subsidized in comparison with the normal rates offered by the Fair Authorities.

**Note: Regarding goods taken out of India for exhibition or on consignment basis for export promotion, participants may refer to Circular No. 108/27/2019-GST dated 18.07.2019 of the Central Board of Indirect Taxes and Customs (CBIC) which is the statute in the matter.**

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## Submission of application

Interested firms are requested to fill in the online Application Form latest by 23 July 2019 at the following link.

[https://app.eepcindia.org/ems/exhibitors/exhibitor\\_application\\_form/MTA4](https://app.eepcindia.org/ems/exhibitors/exhibitor_application_form/MTA4)

Please go through the “Mode of Payment” section for payment details.

## Cancellation of participation

In case any applicant wants to cancel his participation, it may be noted that he remains liable to pay the full amount to EEPC India.

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