

# India Pavilion at Nigeria Pharma Manufacturers' Expo 2022

18-19 October 2022,  
Lagos, Nigeria

Participate through EEPC India  
and enjoy substantial savings!

## About the Exhibition

**THE NIGERIA PHARMA MANUFACTURERS' EXPO 2022** 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 6th Nigeria Pharma Manufacturers' Expo 2022 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, Senegal, 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.

# Show Summary of 2019 Expo

- More than **145 international exhibitors** participated from **India, China, Nigeria, Denmark, Germany, South Africa and UK.**
- The Exhibition was attended by the senior pharma manufacturing professionals from **Nigeria, Benin, Ghana, Ethiopia, India, China** to explore the latest manufacturing technologies, network among the industry and resource the industry contacts
- Visitors around : **2200+**

## Economic scenario of Nigeria

Nigeria is the largest economy in the African continent, having surpassed South Africa in 2014. The economy has been growing at a steady pace of 7% in the last few years prior to the pandemic. It is also the most populous country of the continent with a sizeable market. Nigeria was severely impacted by the COVID pandemic, as global lockdowns prompted falling oil demand and a cut in Nigeria's oil exports. The economy is projected to grow by 2.9% in 2022, based on expected recovery in crude oil prices. Located near the Atlantic Ocean, a large part of West Africa's economic activity is concentrated in Nigeria. The prosperity of the country also benefits its neighbours including Benin, Togo, Niger, Cameroon and Chad. The country has immense economic influence over the region and can act an economic gateway for entry into the West African market.

## Bilateral Trade between India and Nigeria

Nigeria is the only other African country after South Africa which frequently features in India's top 40 export destination for the engineering sector. During 2021-22 India's engineering exports to Nigeria reached US\$ 1.57 billion, while engineering imports from Nigeria recorded at US\$ 26.19 million. Therefore unlike merchandise trade where India suffered a trade deficit with Nigeria on account of oil imports, in engineering trade India enjoys a substantial trade surplus. In case of medical equipment which is the focus product of Nigeria Pharma, India's exports to Nigeria in 2021-22 was USD 43.99 million where as import was only USD 0.15 million.

## Opportunity for Indian Pharma Machinery industry

Being the most populous country in Africa, with a growing middle class, Nigeria has significant demand for quality medical facilities. The country's domestic medical devices industry is not very developed; hence the country is majorly import dependent. Medical devices such as diagnostic imaging, patient's aids and orthopedics are expected to be in great demand. There is also significant import dependency in cancer nuclear machines, radiotherapy machines, CT scans, dialysis machines. The emergence of the COVID pandemic has also pushed the demand for better medical devices. Nigeria being the most advanced economy in the region is also a potential medical tourism hub for countries in West Africa. Therefore there is significant scope for Indian medical devices exporters to penetrate the Nigerian market and exhibitions such as Nigeria Pharma can facilitate this to a great extent.

## Product Profile:

- Processing Machineries (Tablet / Capsule / Injectable / Ointment / Powder - Dry Syrup)
- Packaging Machineries & Materials (Blister Machines, Filling / Packing / Labeling / Capping Machines, Labels, Aluminum / Pvc Foils, Caps / Closures / Rubber Stoppers, And Many More)
- Analytical & Biotech Lab Instruments, Lims, Glassware, Lab Reagents & Consumables, Lab-Ware, Spectrophotometry, Chromatography, And Many More)
- Api Manufacturing Plants & Equipments
- API, Pharma Bulk Actives, Excipients, Additives
- Formulations & Contract Manufacturing
- Clean room & Utility Equipment & Services (HVAC, Partitions, AHU, Dehumidifiers)
- Water Treatment & Management Systems (CIP / SIP, Filtration / Sterilization Plants)
- Project Consultants/ Turnkey Contractors



## Re-imbursement of Airfare

Up to INR 1,25,000 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 2022-23. The T&C must be abided by for eligibility towards such re-imbursement. For detailed guidelines please click the following link:

### Guidelines for Reimbursement of Airfare



**Note:** EEPC INDIA 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 representative. 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.

## Mode of payment

- Please pay online through the following Payment Gateway :

PayU OR

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

Name of the Bank : HDFC BANK LTD

Branch : Central Plaza

Address of Bank : 2/6, Sarat Bose Road, Kolkata 700 020

Account Number : 00142090000452

Account Name : EEPC INDIA

NEFT Code : HDFC0000014

OR

- Demand draft favouring "EEPC INDIA" along with the duly filled-up Application Form

*Note: In case of not receiving a minimum number of participants, EEPC India may decide not to participate in the show.*

## Booth display

Participation charges for a 9 sqm. booth includes the following services:

- One Table with cloth covering
- Carpet on Booth Floor
- Two Chairs
- Regular Booth Fascia (6 inch)
- Two Lights
- One Waste Paper Bas
- Listing in the Official Exhibitors Catalogue

*Members will be informed of the final details of booth display in due course.*

## COVID-19 Protocol & Travel Advisory

For details please click the following link:

COVID-19

Protocol & Travel Advisory



## Venue

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

## Date & Time

12 - 13 October 2022

10.00 am – 5.30 pm

## Participation Charges

- One side open (built-up booth):  
INR 15,000 per Sqm.
- 10% extra for two sides open booth  
(subject to availability)

*Note: EEPC India reserves the right to reject an application for participation without assigning any reason.*





## **Submission of application**

Interested members are requested to fill in the online Application Form latest by **25 August 2022** at the following link:

[Click For Application Form](#) 

Please go through the "**Mode of Payment**" section of this Circular for payment details.

## **Selection criteria**

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

## **Benefit to the member-exporters**

EEPC India is proposing to organise 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 and is in anticipation of receiving the government approval as has already been sought. In case the same is not received, additional payment shall be required to be made by the participants to confirm booking if EEPC India still participates.

## **Cancellation of participation**

Please note that no request for cancellation and / or refund including of advances, if any and/ or adjustment thereof shall be accepted for any reason whatsoever. Once the application form and/ or advance / part payments are accepted by EEPC India the participant remains liable to pay in entirety the amounts due from them on account of the event. In case members are not able to travel due to travel restrictions/advisory by Government of India or Nigeria then the amount paid will be adjusted toward the participation in the next edition.

## Force Majeure

If a Force Majeure Event like war, act of God, natural calamities, governmental directives, civil commotion, epidemic, pandemic, etc. or alike events occurs inasmuch as that the fair authorities/ organizers consider that it is illegal, impossible, inadvisable or impracticable for the physical, onsite and in-person (i.e. 'live') elements of the Event to be staged, then in such situation and/ or circumstances the decision of the fair authorities shall be final and binding upon EEPC India and all its co-exhibitors/ participants. In such situation and/ or circumstances, if the fair authorities, organizers or the vendors appointed for providing diverse services related to the Event in question does not refund the monies paid by EEPC India and/ or does not otherwise absolve EEPC India from its contractual obligations then in such case the Co-exhibitors / participants remain liable to pay to EEPC India the contracted participation charge in full and shall not receive any refund from EEPC India of the amounts paid by the co-exhibitors/ participants. Further, if the fair authorities, organizers or the vendors, so appointed for the Event binds or rolls over EEPC India's participation in the future editions of the same Event in question, then automatically the participation of the co-exhibitor/ participant shall also be carried forward to such future editions of the Event and the amounts paid by them shall be given a credit for the successive edition. However, if there is any increment in the participation fees fixed by the fair authorities, organizers or in any other charges, budgets, etc. then such increased amount has to be paid by the co-exhibitor/ participant without any demur based on the space and booth booked by the co-exhibitor/ participant. In any event, a co-exhibitor/ participant cannot decrease the space or the booth size booked by them for the originally scheduled Event.

**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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