

ABCHealth-ASIS Health Report



Panel Session

Envisioning Africa's Growth Through
A Thriving Economy: Private Sector Perspectives

July 25 2024

Roundtable Session

Public-Private Partnerships:
Keys to Unlocking Opportunities in Africa's
Healthcare Space

July 26 2024



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FOREWORD

In the ever-evolving landscape of healthcare, the importance of collaboration between public and private sectors cannot be overstated. As Africa faces unique challenges—ranging from inadequate infrastructure to a burgeoning population—innovative partnerships are emerging as crucial drivers of progress and we, the African Business Coalition for Health (ABCHealth), remain at the forefront of facilitating those partnerships aimed at improving the continent's health outcomes and positively impacting its broader economy.

This report on the ABCHealth-convened forums, “Envisioning Africa's Growth through the Lens of a Thriving Health Economy: Private Sector Perspectives,” presented in a panel session with industry experts and collaborators, and “Public-Private Collaborations: Key to Unlocking Opportunities in Africa's Healthcare Space,” discussed in a high-level, exclusive roundtable, examines the transformative potential of these alliances in advancing healthcare delivery across the continent.

Importantly, the sessions provided the platforms that displayed the potential impact of Africa's public and private sectors collaborating closely to improve the health and lives of their primary constituents – the 1.37 billion people making up the continent's population.

The complexities of Africa's healthcare environment demand a multifaceted approach, leveraging the strengths of both public institutions and private enterprises. By working together, these sectors can create sustainable solutions that address pressing health issues, improve access to services, and ultimately enhance the quality of life for millions. These opportunities, as well as the challenges inherent, were brilliantly highlighted in the panel session and roundtable discussions that took place over the course of two days at the Africa Social Investment Summit in Lagos, Nigeria.

The distinguished personalities that graced the forum – Vice President, Federal Republic of Nigeria, His Excellency Kashim Shettima Mustapha GCON; His Excellency, Babajide Sanwo-Olu, Executive Governor, Lagos State; Dr. Mukhtar, National Coordinator of the Presidential Initiative for Unlocking the Healthcare Value Chain (PVAC); and a host of other highest levels executives in the continent's public and private sectors – all echoed the central theme of collaboration as an essential element to Africa's growth.

This report highlights outlines best practices and identifies key areas where public-private partnerships can make a significant impact. It is a call to action for stakeholders at all levels—governments, businesses, non-profits, and communities—to embrace collaboration as a means to unlock unprecedented opportunities.

I would like to use this opportunity to credit the individuals who provided the in-depth knowledge and insights that deepened our perspectives at both the panel session and the roundtable discussions. These include the Chief Host, Zouera Youssoufou MD/CEO Aliko Dangote Foundation; Dr. Oyebanji Filani, Chairperson, Health Commissioners Forum, Nigeria and Commissioner for Health & Human Services, Ekiti State; Professor Akin Abayomi, Commissioner for Health, Lagos State; Dr Walter Kazadi Mulombo, WHO Nigeria Representative and

Dr Walter Kazadi Mulombo, WHO Nigeria Representative and Head of Mission; Dr Tayo Aduloju, CEO, Nigerian Economic Summit Group; Dr Francis Ohanyido, Director General, West African Institute for Public Health; Dr. Tinu Akinbolagbe, MD/CEO, PSHAN and the Honourable Commissioners of the Health Commissioners Forum, Nigeria.

Also contributing significantly are Prof. Obi Ikechukwu- Health Commissioner, Enugu State; Dr Ola Brown, Founder, Healthcap Africa; Ms Odunayo Sanya, Executive Director, MTN Foundation; Mr. Obinna Ukachukwu, Divisional Head for Growth, Sterling Bank; Dr. Funmi Adewara, CEO MobiHealth and Dr. Nadia Al-Banna, Founder, Value-N-Action Consulting; Mr Tola Adeyemi, Senior Partner, KPMG; Dr. Mustapha Jubril, Ex. Health Commissioner, Niger State; Habiba Suleiman, Head of Strategic Partnership and Business Development, TGI Group; Chinonso Egemba 'Aproko Doctor', Health Influencer, Executive Director, 100k Club; Olayemi Dawodu, MD/CEO Lancet Laboratories; Dr. Deolu Arogundade, MD, Lagos Emergency Centre; Adeola Ayoola, CEO/Co-Founder, Famasi Africa; Elias Margaret, Health Expert; Dr. Hamza Abubakar, Executive Secretary, Kaduna State Primary Healthcare Development Agency; Dr. Kemi DaSilva-Ibru, Founder, Women At Risk International; Dr. Noimot Balogun, Project lead, Linka.NG; Dr. Njide Ndili, Vice President, Healthcare Federation of Nigeria & CEO PharmAccess Nigeria; Dr. Jekwu Ozoemene, CEO, HIV Trust Fund of Nigeria; Dr. Amina Dorayi, CEO Pathfinder Nigeria; Adam Thompson, CEO, EHA Clinics; Iyaduni Olubode, Country Director, MSD for Mothers; and Mary Egbas, CEO, Okhma Global Limited.

Special appreciation goes to Olapeju Ibekwe, CEO the Sterling One Foundation and her team. Of course, my deepest appreciation to my own ABCHealth team who contributed to this report – Adekunle Dalton-Oke, Communications Head; Richard Iddrisu, CAMA Program Officer; and Ojuolape Olushola, Public Health Officer.

As we stand at this defining moment, we will continue to harness the power of partnership to build a healthier future for Africa. Together, we can turn challenges into opportunities, ensuring that every individual has access to the care they need and deserve.

I invite you to explore the insights contained within these pages and join the movement towards a collaborative approach to healthcare that promises to reshape the continent's future.



Mories Atoki (Dr.)
Chief Executive Officer
ABCHealth

No single entity can address the multifaceted challenges Africa faces but through partnerships, we can harness diverse expertise and resources to tackle issues ranging from healthcare to economic resilience.



Babajide Sanwo-Olu
Executive Governor
Lagos State

The African Business Coalition for Health (ABCHealth) hosted two high-level forums in collaboration with its partners and members as well as with established government institutions and global development partners including the Health Commissioners Forum, Nigeria and the World Health Organization.

The forums held over the course of two days during the Africa Social Investment Summit (ASIS) and focused on increased public and private sector collaboration to scale up impact actions that would unlock opportunities, enhance healthcare delivery, and ensure equitable access to quality health services in Nigeria and beyond.

A significant outcome of the sessions was the commitment to developing a resource allocation framework aimed at addressing healthcare issues across the continent.

PANEL SESSION HIGHLIGHTS

ABCHealth's panel session titled; "Envisioning Africa's Growth through the lens of a thriving Health Economy: Private Sector Perspectives" followed with a diverse panel comprising high-level executives in the public and private sectors including:

Dr. Abdu Mukhtar, National Coordinator, Presidential Initiative for Unlocking the Healthcare Value Chain

Dr. Oyebanji Filani, President / Chairperson, Health Commissioners Forum, Nigeria and Commissioner for Health & Human Services, Ekiti State

Prof. Obi Emmanuel Ikechukwu, Commissioner for Health, Enugu State

Dr. Ola Brown, Founding Partner, Healthcare Capital Africa

Mrs. Odunayo Sanya, Executive Director, MTN Foundation

Mr. Obinna Ukachukwu, Divisional Head for Growth, Sterling Bank

Dr. Funmi Adewara, CEO MobiHealth

Dr. Nadia Al-Banna, Founder, Value-N-Action Consulting

Dr Mories Atoki- CEO, ABCHealth moderated the session.

The panel session focused on the key role private sector plays in healthcare and the recognition of the sector's role in the global space in recent years. The session, which highlighted innovative strategies, actionable insights and the potentials of the private sector in addressing pressing health challenges and promoting sustainable development, also showed the interconnectedness of health and economic prosperity.

A particularly noteworthy contribution to the panel came from the Keynote Speaker, Dr. Abdu Mukhtar, the

National Coordinator of the Presidential "Unlocking Healthcare Value-Chain" Initiative (PVAC).

He emphasized the Federal Government's strategic efforts to bolster indigenous medicine production by raising over \$1 billion in support of local pharmaceutical manufacturing. He stressed that "Nigeria's reliance on imported health products, which currently dominate the market, presents a significant risk to the nation's healthcare system, particularly in times of global disruptions like the COVID-19 pandemic".

ABCHealth, in partnership with the conveners and in close collaboration with Sterling One Foundation, hosted two strategic sessions - a Panel session and a High-level Roundtable session. The summit, which was attended by a diverse gathering of government officials, business executives and development experts, was kicked-off with a keynote address by United Nations Deputy Secretary-General Amina Mohammed.

The opening ceremony was followed by an investors' roundtable hosted by the Lagos State Government and attended by the Lagos State Executive Governor, His Excellency Babajide Sanwo-Olu, whose presence underscored the government's commitment to fostering a favorable environment for sustainable development.



The over-reliance on imports for essential medicines and health products has made Nigeria vulnerable to supply chain shocks, which in turn have driven up the cost of healthcare for ordinary Nigerians. By investing in local production, the government aims to mitigate these risks, create jobs, and promote technological innovation in the pharmaceutical sector. This initiative is seen as a crucial step toward achieving healthcare security and sustainability, not just in Nigeria but across the African continent.

He further elaborated that this \$1 billion fund would be directed toward enhancing the capacity of local manufacturers to produce essential medicines, medical devices, and other health products. This is a strategic move aimed at not only reducing Nigeria's import dependency but also fostering an environment where local companies can thrive and compete on a global scale. He pointed out that local production would significantly lower healthcare costs by cutting out import duties, transportation costs, and other expenses associated with importing medicines and medical equipment. Moreover, it would ensure that essential medicines are more readily available in local markets, thereby improving access to healthcare for millions of Nigerians.

The session also drew attention to the major role of technology in healthcare delivery. Panelists shared insights into how digital health solutions, such as telemedicine platforms and AI-driven diagnostic tools, have the potential to revolutionize healthcare access in underserved communities. The use of digital tools for data collection, patient monitoring, and decision-making is not just a possibility but a necessity if African countries are to leapfrog healthcare development stages and meet the needs of their rapidly growing populations. Furthermore, private sector investments in digital health could catalyze broader systemic improvements, including better resource allocation, streamlined supply chains, and enhanced transparency in healthcare management.

Throughout the session, panelists focused on the transformative role of private sector innovation, investment, and strategic partnerships in building resilient economies. Drawing on a wealth of professional experiences, the speakers illustrated how private involvement can inject agility, technological advances, and new financial models into healthcare systems, benefiting the broader economy. Personal examples highlighted how initiatives like the adoption of artificial intelligence in diagnostics and the expansion of telemedicine platforms can improve the efficiency of healthcare delivery.

It was reiterated that private sector investments not only drive healthcare improvement but also boost economic growth by creating jobs, reducing overall healthcare costs, and enhancing workforce productivity. A healthier workforce, they argued, leads to increased productivity, which directly contributes to economic expansion.

The conversation also placed great importance on strategic partnerships, which have the potential to unify the strengths of diverse stakeholders. Several examples were shared of successful collaborations between private healthcare providers, technology firms, and government entities that have led to scalable and sustainable healthcare solutions. These partnerships enable the sharing of resources, expertise, and risk, creating opportunities for large-scale impact.

Such collaborations were presented not merely as an ideal but as an essential mechanism for addressing the multifaceted healthcare challenges in many African countries. Public and private entities, when aligned, can create synergistic solutions that benefit healthcare systems, patients, and economies alike.



A significant aspect of the discussion was the alignment with the Sustainable Development Goals (SDGs). Healthcare plays a central role in achieving goals related to well-being, economic growth, and reducing inequalities. The importance of strong healthcare systems to the success of these global goals was a key point of focus. It was noted that without improved healthcare, progress toward the SDGs would be substantially hindered. Speakers emphasized that healthcare must be viewed as integral to economic strategies, not as a separate issue. Aligning business strategies with the SDGs allows companies to contribute meaningfully to global development while also opening new markets and opportunities for expansion.

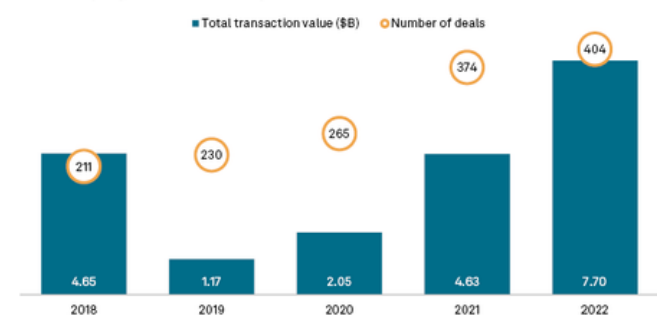
Technological advancement and workforce development were two critical drivers of economic progress highlighted during the session. The conversation showcased how technologies like electronic medical records, data analytics, and mobile health applications are making healthcare more efficient, affordable, and accessible, particularly in underserved regions. These innovations are integral in expanding access to quality healthcare services while reducing operational costs. Private sector investments in such technologies are enabling healthcare systems to serve more people, generating economic savings and improving overall productivity.

In addition to technology, the development of a skilled healthcare workforce was recognized as essential for economic growth. There was a call for both public and private sector investments in education and training programs that equip healthcare professionals with the skills needed to navigate an evolving healthcare landscape.

This includes preparing workers for emerging roles in health informatics and digital health, areas that are becoming increasingly important as healthcare adopts more technological solutions.

Investing in workforce development ensures that healthcare systems have the capacity to meet future demands, while also contributing to economic development through job creation and enhanced service delivery. A recurring theme was the recognition that health is not just a sectoral issue but a fundamental driver of economic growth. Without a healthy population, sustained economic progress is challenging. Poor health outcomes often result in reduced productivity, increased absenteeism, and a drain on public resources, which ultimately weakens economic growth. On the other hand, strong healthcare systems contribute to a more resilient economy by improving the overall health of the population, reducing healthcare costs, and enabling greater workforce participation. The session underscored the need to recognize the deep connection between healthcare and economic development and urged policymakers and business leaders to make health a priority in their economic strategies.

Private equity and venture capital entries in Africa since 2018



Data compiled Feb. 1, 2023.
 Analysis includes global whole-company acquisitions, minority stake acquisitions, asset acquisitions, and rounds of funding announced in Africa between Jan. 1, 2018, and Dec. 31, 2022, where the buyer/investor is or includes a private equity or venture capital firm.
 Excludes terminated deals and debt funding rounds.
 Transaction value is as of announcement date.
 Out of the 1,494 deals analyzed, 622 deals did not have values disclosed.
 Source: S&P Global Market Intelligence.
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One of the central insights from the session was the emphasis on the importance of deeper private sector engagement, particularly through an examination of how existing policy frameworks and regulatory environments affect private sector growth in the healthcare space. It became evident that for sustainable development and improved health outcomes across Africa, the private sector must play a more significant role, but this can only be achieved if there are conducive policies in place that support and encourage their involvement. The discussion reinforced how restrictive or outdated regulations often act as barriers to innovation and investment, hindering the private sector's ability to scale solutions that could otherwise have transformative effects on healthcare delivery and access. By creating an environment that nurtures private sector growth, African countries can unlock new avenues for investment, entrepreneurship, and innovation, ultimately leading to improved health services for millions.

This insight directly aligned with one of the summit's themes, eloquently articulated by Mr. Abubakar Suleiman, CEO of Sterling Bank. Suleiman emphasized the need to create a market for social impact, one in which the environment fosters not only financial returns but also meaningful contributions to societal welfare. His point reinforced the idea that without the right regulatory and policy frameworks, the private sector's potential to contribute to social impact—particularly in critical areas such as healthcare—would remain unrealized. The perspective suggested that trust is a key component of this market-building process.

For private enterprises to fully commit to long-term investments in healthcare, there must be trust between the private and public sectors, as well as trust in the market mechanisms that govern resource allocation. This trust is built through transparent policies, consistent regulations, and a collaborative approach between stakeholders.

By fostering such an environment, governments and regulatory bodies can facilitate the efficient allocation of resources, ensuring that investments are channeled into areas where they can generate the most impact. This process of resource allocation is not just about financial capital but also about human and technological resources that can address gaps in healthcare service delivery. The private sector's ability to efficiently allocate resources, coupled with its capacity for innovation, positions it as a vital player in healthcare transformation. Therefore, creating a regulatory environment that supports such engagement would not only accelerate the pace of healthcare improvements but also ensure that the benefits reach underserved populations who need them the most.

The need for more progressive policy frameworks that balance oversight with flexibility was another key aspect of the conversation. Participants noted that while regulation is necessary to ensure quality and safety in healthcare, it must not stifle innovation or create unnecessary barriers to entry. Policies that enable faster approval of new technologies, incentivize investment in healthcare infrastructure, and support the localization of healthcare manufacturing were seen as critical to unlocking the full potential of private sector engagement. In particular, the localization of production—whether in pharmaceuticals, medical devices, or health technology—was highlighted as a way to not only reduce reliance on imports but also stimulate local economies and create jobs.

The call for sustaining an environment that engenders trust also speaks to the broader theme of accountability within the healthcare sector. Private sector entities, particularly those driven by profit motives, need to be held accountable for their social impact. However, this accountability must be structured in a way that does not deter investment or innovation. Instead, it should encourage companies to integrate social impact into their business models, making it a core part of their strategy rather than an afterthought. Governments, regulatory bodies, and international organizations have a role to play in creating incentives for companies to prioritize social outcomes, while ensuring that these companies remain financially viable.

Encouraging collaboration between governments and private enterprises is crucial to ensuring that policy frameworks are developed with input from all relevant stakeholders. This approach helps create regulations that are both practical and aligned with public health objectives, preventing the development of policies in isolation that may overlook the needs of key contributors. Public-private dialogue was seen as essential for creating regulatory environments that are both supportive of private sector engagement and responsive to the needs of society. This collaborative approach ensures that policies are informed by practical insights from the private sector while also being aligned with public health goals. It also creates a platform for addressing potential conflicts or misunderstandings between the two sectors, thereby fostering a more harmonious relationship that benefits all stakeholders.



The takeaway from the session on deepening private sector engagement through supportive policy frameworks and regulatory environments is crucial to achieving sustainable growth and better health outcomes. The alignment of policy with market needs, as advocated by Suleiman, can facilitate a social impact-driven market that is built on trust, transparency, and efficient resource allocation. By creating an enabling environment, governments can unlock the potential of the private sector to drive innovations that improve healthcare access and quality, contributing to the broader goal of economic and social development across the continent.





Cross section of participants at the exclusive high-level Roundtable Session including State Commissioners of Health, business leaders, academia, senior executives with development partners, investors and healthcare practitioners

The ABCHealth Roundtable Session at the ASIS 2024, a major emphasis was placed on a transformative shift in how economic growth and development are perceived, especially in relation to healthcare. This paradigm shift moves away from traditional economic models that often treat healthcare as a cost center, and instead, repositions it as a critical driver of long-term economic prosperity. The Vice President of Nigeria, Mr. Kashim Shettima, highlighted the urgent need for immediate action to address structural weaknesses within the healthcare sector that hinder broader economic progress. His call for bold, forward-thinking strategies was further reinforced by the Deputy Governor of Lagos State, Mr. Obafemi Hamzat, who emphasized the importance of aligning health improvements with economic development agendas. Both leaders stressed that healthcare investment is not just about saving lives but also about creating a foundation for sustainable economic growth by fostering a healthy, productive workforce. Their remarks set the stage for more focused conversations about the role of healthcare in the broader economic context, framing the issue as one that requires both urgency and innovation.

The roundtable also attracted senior executives from global and regional development partners such as the World Health Organization (WHO) and the West Africa Institute of Public Health, highlighting the importance of international cooperation in tackling healthcare challenges. These global actors provided valuable insights into best practices from other regions, while also offering technical expertise that can help guide African nations in designing more effective healthcare systems. Regional organizations like the Healthcare Federation of Nigeria (HFN) were decisive in sharing insights into how private sector healthcare providers can collaborate with governments to deliver better outcomes. By having representation from both international bodies and local actors, the roundtable created an environment conducive to exploring cross-border and cross-sector solutions that address Africa's unique healthcare challenges.

The involvement of private sector leaders, including drug manufacturers, medical equipment producers,

healthcare service providers and the academia, further enriched the conversation.

Anchored by Dr. Mories Atoki, CEO of ABCHealth, the roundtable represented a focal moment for the summit, offering a platform for key decision-makers from across sectors to engage in candid deliberations on how to drive meaningful change in Africa's healthcare landscape. The session was closed-door, allowing for deeper, more strategic dialogue that tackled the complex challenges facing the healthcare sector.

The meeting brought together a remarkable cross-section of stakeholders, including state health commissioners led by Dr. Oyebanji Filani, Chairperson of the Health Commissioners Forum and Commissioner for Health & Human Services in Ekiti State. Their presence signaled the increasing recognition of the critical role that state governments play in shaping healthcare policy and implementing reforms at the grassroots level.

Their input was critical in highlighting the role that the private sector can play in not only delivering healthcare services but also in ensuring the availability of essential medical supplies and technology. By participating in these discussions, private healthcare providers demonstrated their commitment to being part of the solution, showcasing how private enterprise can be a catalyst for innovation and efficiency within the healthcare system. The session underscored the need for closer public-private collaboration, with a focus on harnessing private sector agility and innovation to complement the government's regulatory frameworks and public health goals.

Members of academia were also a vital part of the roundtable, contributing their research-driven insights, providing a long-term view of healthcare challenges, particularly in areas like medical education, research and development, and public health training.

ROUNDTABLE KEY HIGHLIGHTS

Chaired by Ms. Zouera Youssoufou, MD/CEO of the Aliko Dangote Foundation and a prominent board director; Dr. Francis Ohanyido, Director General of the West Africa Institute of Public Health; Dr. Tayo Aduloju, CEO of the Nigerian Economic Summit Group; Dr. Oyebanji Filani, Chairperson of the Health Commissioners Forum, Nigeria; and Prof. Akin Abayomi, Commissioner for Health, Lagos State, the session created a collaborative environment for frank and open exchanges centered on innovative strategies for harnessing the strengths of both sectors



L-R: Dr. Francis Ohanyido, Director General, West Africa Institute of Public Health; Dr. Tayo Aduloju, CEO, Nigerian Economic Summit Group; Ms. Zouera Youssoufou, MD/CEO Aliko Dangote Foundation and Board Director, ABCHealth; Dr. Oyebanji Filani, Chairperson, Health Commissioners Forum, Nigeria and Prof. Akin Abayomi, Commissioner for Health, Lagos State.

Key Highlight 1 - Cross-Sector Dialogue

State health commissioners engaged in direct, candid discussions with private sector leaders, fostering mutual understanding and identifying synergies. The commissioners brought forward their knowledge of the public sector's operational challenges, such as regulatory hurdles, budget constraints, and the need for equitable healthcare delivery across urban and rural areas. In contrast, the private sector participants highlighted their capacity for innovation, efficiency, and investment, demonstrating how business-led solutions could complement public healthcare efforts.

This dialogue was essential in identifying areas where both sectors could collaborate to maximize their strengths. The commissioners recognized the value that private sector innovation could bring, such as introducing advanced medical technologies, streamlining healthcare logistics, or expanding service access through digital health platforms. Conversely, private sector leaders gained a clearer understanding of the public sector's policy framework and where adjustments could facilitate smoother cooperation and greater impact.

Through this exchange, opportunities for joint ventures and partnerships began to emerge. Both parties discussed how blending private investment with public policy support could unlock significant potential for healthcare development. For instance, the idea of the government providing incentives or easing regulatory barriers for private investors in underserved areas could stimulate the expansion of much-needed healthcare

services in these regions. Additionally, public health programs could be bolstered by private sector efficiency and innovation, leading to more sustainable and scalable healthcare solutions.

Key Highlight 2 - Universal Healthcare

All stakeholders reached a consensus on the importance of reforming the health insurance landscape to facilitate access for all Nigerians. The conversation emphasized the need to empower appropriate insurance vehicles to offer comprehensive healthcare packages that could serve the entire population. The goal was to create a healthcare system that ensures affordability and accessibility while maintaining quality care. To achieve this, stakeholders agreed that a strong framework for universal health coverage (UHC) should be put in place. This framework would not only ensure efficient delivery of healthcare services but also address issues such as corruption, which undermines both trust and effectiveness in the healthcare system.

Part of these reforms involved revisiting the mechanisms through which health insurance operates, ensuring that the process is transparent and that there are checks in place to prevent fraudulent practices. This would improve the efficiency of UHC, allowing resources to be used where they are most needed and ensuring that vulnerable populations are protected. The integration of technology and data analytics was seen as a vital tool in monitoring and controlling these systems, ensuring accountability and preventing leakages. Overall, the emphasis was on designing a healthcare insurance system that not only covers more people but also operates with integrity and effectiveness.

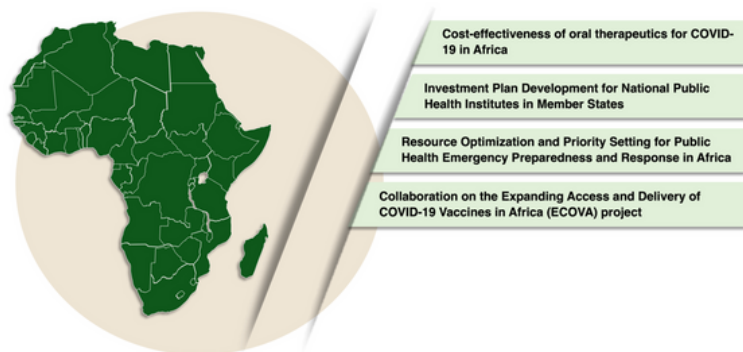
In Lagos State, these reforms are actively being implemented through the leadership of Professor Akin Abayomi, the Commissioner for Health. Under his guidance, the state has made significant strides toward achieving universal healthcare through the Lagos State Health Scheme (LSHS). The "Ilera EKO" initiative, a flagship program of the LSHS, is at the forefront of this effort, providing affordable and quality healthcare services to residents, including vulnerable and indigent groups. The state's commitment to healthcare excellence is further propelled by the recent Executive Order signed by Governor Babajide Sanwo-Olu, which strategically partners with Health Maintenance Organizations (HMOs) to extend the reach of the scheme.

To ensure the successful implementation of this ambitious health insurance model, a ten-man Technical Working Group (TWG) has been established. The TWG, will oversee the operationalization of the LSHS, ensuring that it remains aligned with the state's universal health coverage goals. ABCHealth is a member of this TWG.

The TWG is tasked with developing sustainable financing models, ensuring that healthcare services remain affordable and accessible for all residents, coordinating partnerships between the public and private sectors and, leveraging the expertise of HMOs to achieve efficient healthcare delivery.

ABCHealth plays a key role within the TWG as the Non-Government Representative ensuring that the perspectives of civil society are integrated into the decision-making process and that the health insurance reforms remain inclusive and responsive to the needs of the broader population. Dr. Atoki's vast experience in healthcare advocacy makes her an invaluable asset to the TWG's efforts to operationalize these reforms; providing essential insights into how the public and private sectors can collaborate more effectively to create a healthcare system that benefits all residents of Lagos, especially marginalized groups.

The TWG's role in creating a sustainable financing mechanism, which spreads the financial risks associated with ill health across the wider population, is a critical element in ensuring the long-term viability of the scheme. By pooling resources through prepayment systems, the health insurance framework can offer financial protection to families, making healthcare affordable and mitigating the economic burden of medical expense.



Key Highlight 3 – Financing Focus

Experts explored novel funding mechanisms, including impact investing and blended finance models, to inject much-needed capital into the healthcare sector. These approaches are designed to pool resources from various sectors – public, private, and international donors – thus creating a diversified and sustainable financial base to support long-term healthcare development.

Dr. **Tayo Aduloju**, CEO of the Nigerian Economic Summit Group (NESG), provided profound insights into the public-private interface, especially in the context of transforming healthcare delivery in Nigeria. He emphasized that to truly revolutionize the healthcare system, the way healthcare is financed must be reimagined. According to him, a critical challenge remains the lack of consensus between the public and private sectors on the most effective methods for

financing healthcare. He stressed that this disconnects between sectors prevents the development of a cohesive strategy for mobilizing and deploying resources in a way that maximizes impact. The transformation of finance itself, he suggested, should be viewed as the first frontier in health system reform.

He also underscored the stark reality of Nigeria's socio-economic landscape, citing that as of 2022, 133 million Nigerians were living in multidimensional poverty. This alarming statistic highlights the vulnerability of large portions of the population, many of whom cannot afford access to quality healthcare. The gap between the need for world-class healthcare and the ability of citizens to pay for it has become, in his words, a "forgotten conclusion." He pointed out that public financing mechanisms, which should provide a safety net for these underserved populations, have failed to bridge this divide, leaving many Nigerians without access to even basic healthcare services. This failure to finance healthcare adequately has exacerbated health inequalities across the country, with the poorest citizens bearing the brunt of the deficiencies in the system.

Moreover, he discussed the challenges faced by the private sector, particularly regarding the existing regulatory and financial barriers that stifle growth within the pharmaceutical and healthcare value chains. He referenced the recent Executive Order aimed at removing tariffs that hinder the scaling of pharmaceutical and drug value chains. While this order is intended to incentivize domestic production and reduce reliance on imports. Greater efforts are required to strengthen the private sector's ability to achieve this goal. Specifically, he highlighted the need for greater access to trade finance to ensure that pharmaceutical companies can scale their operations effectively and compete on a global level. Without sufficient trade finance, the removal of tariffs alone would be insufficient to stimulate significant growth in the sector. The focus, he argued, should not just be on importing pharmaceutical products but on building the capacity to produce them locally, ensuring that the value chain is not just reliant on external markets.

The points about financing were particularly resonant in the context of Nigeria's broader healthcare challenges. He noted that while there is a growing recognition of the need for public-private collaboration, the mechanisms for financing this collaboration remain underdeveloped.

The private sector has shown a willingness to invest in healthcare, but without a clear framework for how public and private capital can be blended effectively, these efforts may fall short of achieving the scale necessary to transform the sector. This is a call to action for innovative trade finance solutions that would support local pharmaceutical production, thereby reducing the country's dependency on imported medicines while also strengthening the healthcare system's resilience.

Key Highlight 4 - Localization Strategies

Zouera Youssoufou, MD/CEO of the Aliko Dangote Foundation and a board member of ABCHealth, emphasized the critical importance of adapting global healthcare models to the Nigerian context during the roundtable discussion. It is essential to draw from international best practices, the real challenge lies in localizing these strategies to ensure they align with the cultural, social, and political realities of Nigeria. Global frameworks often fail when applied wholesale to local contexts, and this is especially true in healthcare where cultural sensitivity and inclusivity are paramount.



Gender-based disparities in access to healthcare are exacerbated by cultural and economic factors, and it is vital that these realities are addressed in localized strategies

Zouera Youssoufou
MD/CEO Aliko Dangote
Foundation

One of the critical areas she highlighted was gender inequality. Gender issues such as inequality, violence, and poverty are deeply entrenched in Nigeria, and any efforts to reform healthcare must take these issues into account. According to her, gender-based disparities in access to healthcare are exacerbated by cultural and economic factors, and it is vital that these realities are addressed in localized strategies. Investing in the education of girls, particularly in underserved areas, has far-reaching impacts on health literacy and healthcare decision-making. Educated women are more likely to make informed healthcare choices, benefiting not only themselves but also their families and communities. Improving access to quality education for girls was seen as a long-term strategy that can significantly enhance healthcare outcomes in Nigeria.

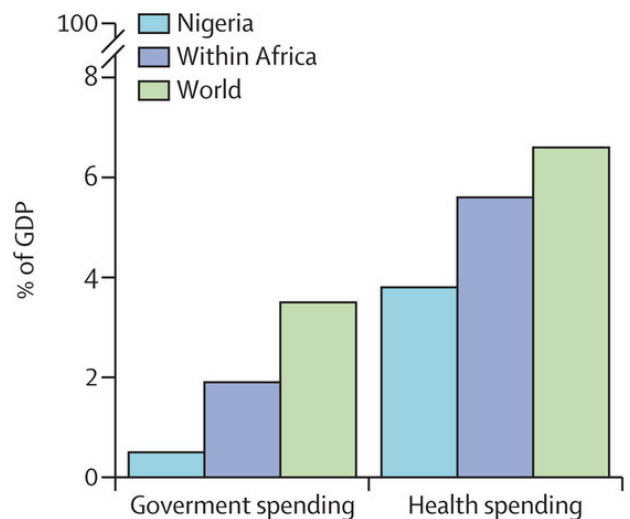
Another important focus of the discussions was the need for comprehensive reforms in healthcare education. The current curriculum, which is outdated and misaligned with the demands of the modern healthcare environment, does not adequately prepare healthcare professionals for the challenges they will face. There was a consensus that updating the curriculum is essential for equipping future healthcare workers with the necessary skills and knowledge to meet Nigeria's evolving healthcare needs. Reforming education is viewed as a critical step in enhancing the capacity of healthcare professionals and improving overall healthcare delivery in the country.

The need for partnerships and ecosystems to drive forward innovative solutions was another key theme, as the Nigerian healthcare system will require a network of public, private, and non-governmental players to successfully implement reforms. Localization means building such an ecosystem that fits within Nigeria's specific socio-economic landscape, something that requires both local leadership and global expertise.

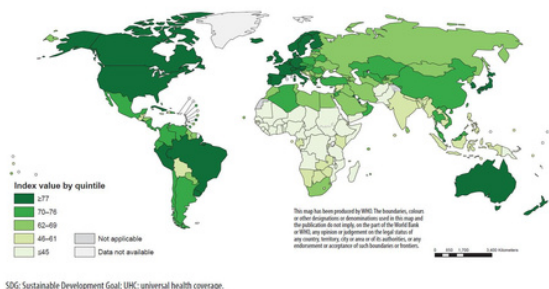
Another vital point was formalizing Universal Healthcare (UHC) while including marginalized groups, such as those in rural areas. This focus on inclusivity is crucial to ensure that reforms don't merely mirror global models but instead address the specific realities of access and inequality in Nigeria. The challenges of poverty, corruption, and mismanagement, as noted in the image, show that any effective healthcare reform must also tackle systemic issues endemic to the local context.

Key Highlight 5 - Policy Deep Dive

Participants examined existing healthcare policies, identifying several persistent bottlenecks that have hampered the effectiveness of public-private partnerships (PPPs) in the health sector. They highlighted how outdated regulatory frameworks, bureaucratic inefficiencies, and unclear policies have created barriers to effective collaboration between the public and private sectors. Participants pointed out that in many cases, the disconnect between policy and practical implementation has stifled innovation and limited the private sector's ability to contribute meaningfully to healthcare improvements.



Moreover, the fragmentation in policy execution, where different levels of government operate in silos, has led to inefficiencies and inconsistencies across the healthcare system. This has been compounded by insufficient engagement of private sector stakeholders during the policy development process, resulting in frameworks that do not fully align with the needs and capabilities of private healthcare providers, innovators, and investors.



A notable example of successful policy reform was shared by Dr. Oyebanji Filani, the Health Commissioner of Ekiti State and President of the Health Commissioners Forum. Under his leadership, Ekiti State has significantly increased domestic resources in the health sector by over 300%, a remarkable achievement that has transformed the state's healthcare landscape. He asserted that the efforts of key stakeholders have positioned Ekiti as a model for other states, with the state being recognized as the best performer in disease surveillance and response across the country.

In response to these challenges, participants proposed a range of reforms aimed at creating a more conducive and enabling environment for PPPs in healthcare. These reforms included simplifying regulatory processes to encourage quicker approvals for new technologies and treatments, reducing bureaucratic red tape, and introducing more transparent and predictable policy frameworks. Additionally, they emphasized the need for policies that incentivize private sector investment through tax breaks, reduced tariffs on medical supplies, and the establishment of special economic zones for healthcare innovation.

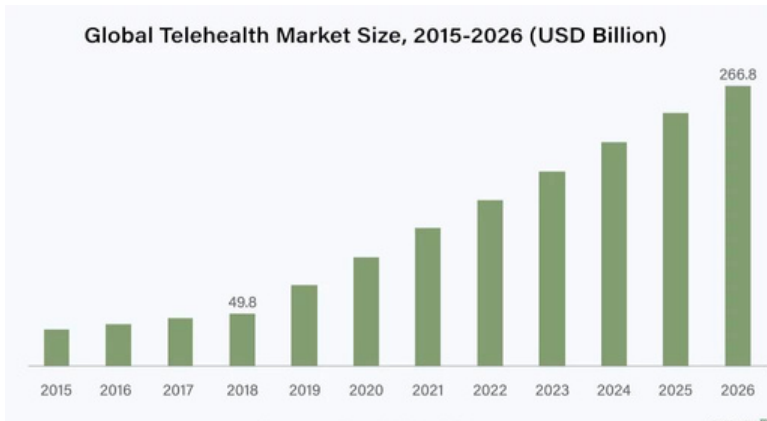
Another critical aspect discussed was the importance of institutional reforms to enhance accountability, improve governance structures, and ensure that policies are consistently applied across all regions. This would not only build trust between the public and private sectors but also foster long-term partnerships based on mutual benefit. Participants affirmed that successful public-private partnerships would require an adaptive policy environment, capable of evolving in response to the fast-paced changes in global healthcare trends and technologies.

Key Highlight 6 - Innovation Showcase

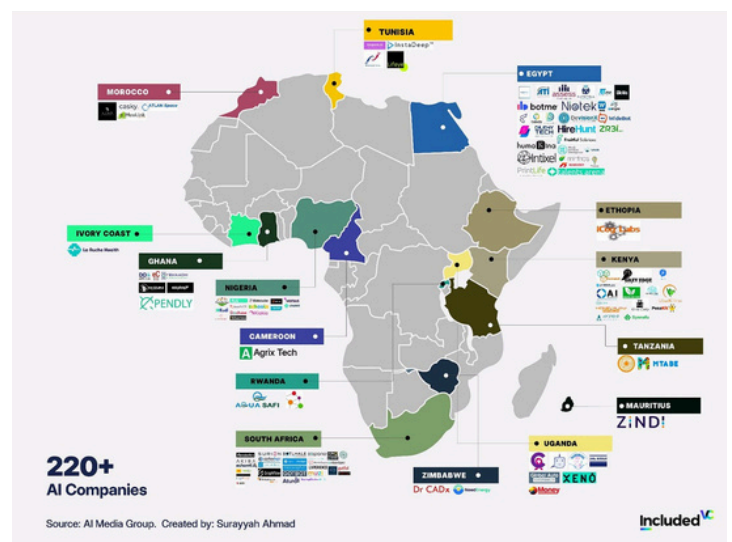
Private companies presented emerging technologies and models that could potentially transform healthcare delivery, from telemedicine platforms to AI-driven diagnostic tools. The Innovation Showcase provided a glimpse into the future of healthcare, where technology and creative business models come together to reshape how medical services are delivered, particularly in regions with significant healthcare access challenges such as inadequate healthcare infrastructure, fragmented service delivery, and limited access to specialized care.

One of the major highlights of the showcase was the presentation of telemedicine platforms, which are fast becoming a game-changer in healthcare delivery. These platforms allow patients to connect with healthcare providers via digital channels, such as video calls and online consultations, eliminating the need for physical visits to healthcare facilities.

Telemedicine is particularly valuable in regions where healthcare is often inaccessible due to geographic barriers or the lack of healthcare personnel. It can facilitate remote diagnosis, follow-up care, and management of chronic conditions such as diabetes and hypertension. Additionally, these platforms can be integrated with local health systems to enhance referral processes and ensure that patients who need more intensive care are properly directed to the appropriate facilities. This potential to bring healthcare closer to the people, while maintaining a high standard of care, was a key takeaway from the presentations.



Another focus was the use of artificial intelligence (AI) in healthcare, particularly in diagnostics. AI-driven diagnostic tools demonstrated their capacity to revolutionize how diseases are detected and managed. By leveraging machine learning algorithms, these tools can analyze vast amounts of medical data—such as imaging scans, lab results, and patient histories—to detect patterns and provide insights that may not be immediately obvious to human clinicians. For instance, AI can be used to identify early signs of diseases like cancer, heart conditions, and even rare genetic disorders, enabling earlier interventions that could save lives and reduce long-term healthcare costs.



The discussion also extended to innovations in healthcare financing, where new business models were proposed to ensure these technological advancements can be scaled and sustained. Public-private partnerships were highlighted as essential to bring these technologies into the mainstream, particularly in low-resource settings. The showcase demonstrated that the future of healthcare delivery depends not only on groundbreaking innovations but also on the right financial and policy frameworks to support their widespread adoption.

By integrating state-of-the-art tools like AI diagnostics, telemedicine, and mobile health into the healthcare ecosystem, the region can experience improved access, efficiency and outcomes.

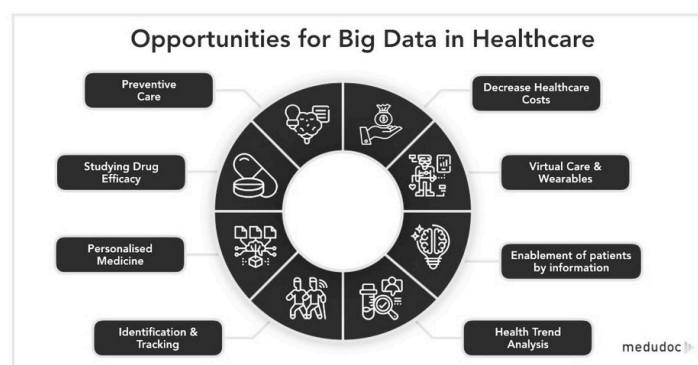
ACTIONS FROM KEY RECOMMENDATIONS

Task forces were established to tackle some of the most pressing challenges in the healthcare landscape, with a particular focus on rural healthcare access, medical education reform, and health data management. These task forces, comprised of key stakeholders from both the public and private sectors, as well as representatives from patient advocacy groups, were designed to ensure that the discussions held during the event did not remain theoretical but instead translated into tangible action plans. Their goal is to identify clear, workable solutions that address the existing gaps in Nigeria's healthcare system and other African nations.

Rural healthcare access, a critical challenge identified during the event, requires innovative solutions tailored to the unique needs of remote and underserved communities. Their dedication to this issue will explore strategies such as mobile health clinics, telemedicine platforms, and targeted public-private partnerships to bring essential healthcare services to these areas. They will focus on reducing geographic barriers, enhancing local infrastructure, and ensuring that healthcare professionals are trained and incentivized to work in rural settings. By addressing these challenges, the task force aims to improve healthcare equity, ensuring that even the most marginalized populations have access to quality care.

In tandem with efforts to reform medical education, the focus will be on identifying strategies to better equip future healthcare professionals to address the evolving needs of African populations. A key priority will be the development of the next generation of healthcare leaders, who are not only proficient in clinical practice but also well-versed in healthcare technology and innovative care models. The objective is to cultivate a workforce that is both flexible and fully prepared to meet the future demands of healthcare across Africa.

Health data management emerged as another key area requiring urgent attention, with the recognition that better data leads to better decision-making and improved health outcomes. The health data management task force will prioritize the development of frameworks to enhance the efficiency of data collection, storage, and utilization. This will involve the adoption of digital tools to establish unified health records, ensuring seamless access for both patients and healthcare providers, while maintaining strict data privacy and security standards. Strengthening the health data infrastructure will lead to improved patient care, more precise public health interventions, and optimized resource allocation.



The initiatives undertaken by these task forces will persist beyond the event, with a clear mandate to translate discussions into actionable outcomes. Their primary focus will be on executing a strategic "triple-win" approach that delivers benefits to the public, the private sector, and, most importantly, the patients. This approach marks the importance of fostering a collaborative relationship among all stakeholders, aligning public health objectives with private sector innovations and patient needs. Through this strategy, they aim to develop sustainable solutions that enhance healthcare outcomes and establish enduring partnerships to advance the sector.

The focus is on establishing a comprehensive roadmap for long-term, sustainable improvements in healthcare across Africa rather than solely addressing short-term solutions. Consistent evaluation of progress conducted on a constant basis will modify strategies as necessary, and collaboration with a broader network of stakeholders will ensure that solutions are both scalable and adaptable. This ongoing commitment demonstrates the dedication of all participants to transcend the event's discussions and implement meaningful, lasting changes in the healthcare landscape.

ASIS 2024 was a summit that facilitated the formation of new partnerships aimed at addressing healthcare, climate resilience, and economic empowerment with attendees committing to actionable plans, including the development of frameworks and initiatives that will impact Africa in years to come.

PHOTO ALBUM

Pictures from the Panel Session; "Envisioning Africa's Growth through the lens of a thriving Health Economy: Private Sector Perspectives" - July 25, 2024



Pictures from the Roundtable; "Public-Private Collaborations: Key to Unlocking Opportunities in Africa's Healthcare Space" - July 26, 2024



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ABCHealth further acknowledges with gratitude the contributions of all participants, distinguished speakers, and esteemed partners who lent their expertise and perspectives during the ABCHealth Health Panel and Roundtable Session. Their collective wisdom and spirit of collaboration were essential in formulating the action-oriented strategies delineated in this report.

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