

ABCHealth



celerator PITCH EVENT

ABCHealth Healthtech
Summit



Outcome Report
WHX Lagos

Formerly Medic West Africa

JUNE 4 2025



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Mr. Aigboje Aig-Imoukhuede FCIB, CON

Aigboje Aig-Imoukhuede is the Founder and Chairman of Africa Initiative for Governance (AIG), a not-for-profit organisation, established to be a catalyst for high public sector performance in Africa by bringing proven private sector innovation, leadership and funding to the public sector in a private-public partnership to attract, inspire and support future leaders of Africa's public sector.

Mr. Aig-Imoukhuede is also the Founder and Chairman of Coronation Capital Limited, an Africa-focused private equity and proprietary investment firm established in 2014. Prior to this, he was Group Managing Director and Chief Executive Officer of Access Bank Plc, where he led the transformation of the bank to rank amongst Africa's leading banks. Commander of the Order of the Niger "CON", conferred by the Federal Republic of Nigeria, for his contributions to the development of banking and finance, and Ernst & Young Entrepreneur of the Year (West Africa).



Mr. Aliko Dangote GCON

Aliko Dangote is the founder and president/chief executive of the Dangote Group, the largest conglomerate in West Africa. The Group currently has a presence in 17 African countries and is a market leader in cement on the continent. One of the Group's subsidiaries, Dangote Cement Plc, is the largest listed company in West Africa and the first Nigerian company to join the Forbes Global 2000 Companies list.

The Group has diversified into other sectors of the Nigerian economy including agriculture and is currently constructing the largest petroleum refinery, petrochemical plant and fertilizer complex in Africa.

Internationally, Dangote sits on the board of the Corporate Council on Africa and is a member of the Steering Committee of the United Nations Secretary-General's Global Education First Initiative, the Clinton Global Initiative, the McKinsey Advisory Council, and the International Business Council of the World Economic Forum.



In 2023, Africa's digital health market was valued at USD 3.8 billion and is projected to expand at a remarkable Compound Annual Growth Rate (CAGR) of 23.4% between 2024 and 2030. This growth is driven by the urgent need to alleviate the strain on the region's healthcare systems and the rapid development of digital technologies capable of diagnosing, monitoring, and treating health conditions remotely.

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FOREWORD

'Africa's healthtech future will not be imported—it will be invented here, by innovators like these.'

Africa's health innovation ecosystem is entering a defining decade, one in which homegrown entrepreneurship will determine whether the continent can bridge its persistent healthcare gaps and meet its Sustainable Development Goals. With a population exceeding 1.4 billion, the youngest median age in the world at 19.7 years, and a projected healthcare market value of USD 259 billion by 2030, the demand for scalable, locally-driven solutions is immense. Yet, according to the WHO, over 50% of Africans still lack access to essential health services, and early-stage healthtech ventures remain severely undercapitalized, attracting less than 1% of global health investment flows.

It is within this context that the ABCHealth Xcelerator Pitch Event was conceived, not as a competition in the conventional sense, but as a strategic platform to identify, support, and amplify Africa's most promising early-stage health entrepreneurs. The Xcelerator sits at the intersection of capacity building, market



Mories Atoki (Dr.)
CEO, ABCHealth

access, and catalytic funding, three pillars without which even the most brilliant innovations often struggle to scale. The energy was electric on Day 3 of the ABCHealth Healthtech Summit at the World Health Expo (WHX) Lagos 2025. Over the previous two days, the Summit had explored macro-level levers, policy, infrastructure, digital interoperability, and cross-sector partnerships. The pitch event marked a deliberate shift from dialogue to demonstration, as six bold startup founders took center stage to present real-world solutions capable of redefining healthcare delivery in Africa.

The journey to that stage was both rigorous and deliberate. From an initial pool of 39 applications spanning multiple African countries, each submission underwent a two-week screening process led by a distinguished Screening Committee comprising experts in health systems, venture capital, clinical research, finance, and digital innovation. The Committee's mandate was clear: to evaluate each venture for relevance, scalability, sustainability, and investment readiness, ensuring that only the highest-potential innovations advanced. This diligence yielded six outstanding finalists, ventures tackling challenges from AI-powered diagnostics to supply chain optimization, mental health access, oncology care, and primary care digitization.

Once on stage, each finalist was evaluated by an elite Judging Panel drawn from across health policy, academia, technology, venture investment, and development sectors. These judges faced the challenging task of balancing vision and viability, assessing not just the novelty of the ideas, but their ability to deliver measurable impact, secure sustainable funding, and integrate into real-world health systems.

The event also featured catalytic thought leadership. A keynote by Professor Olawale Ajai urged the audience to treat innovation not as a buzzword but as a responsibility, anchored in ethics, accountability, and measurable benefit to communities. A fireside chat between Moniepoint's Ilerioluwa Brown and MSD for Mothers' Iyaduni Olubode unpacked the structural, financial, and policy shifts required to unlock Africa's full healthtech potential. In parallel, the Investors Guild, a curated network of impact investors, venture capitalists, and health-focused funds, engaged directly with finalists, bridging the gap between innovation and capital. Their presence transformed the program from a showcase into a genuine market-access opportunity, signaling to the ecosystem that African health innovation is not only investment-worthy, but investment-ready.

At the close of the day, three winners were named, each receiving not just recognition, but entry into the ABCHealth Academy for Health Entrepreneurs, a mentorship and capacity-building platform designed to accelerate scaling, deepen market penetration, and strengthen operational resilience. For the remaining finalists, the benefits were equally tangible: investor visibility, networking with development partners, and integration into a growing community of Africa's next generation of health leaders.

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Introduction

Xcelerator

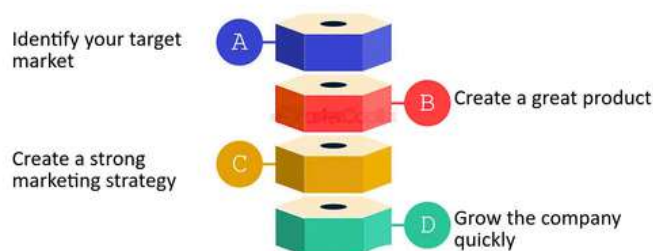
There are a number of accelerator programs in Africa aimed at supporting startups and entrepreneurs, offering resources, mentorship and access to funding to help them grow and scale their businesses; and the African Business Coalition for Health (ABCHealth), a fully African, private sector-led social enterprise is leading a fit-for-purpose incubator within its Academy for Health Entrepreneurs in Africa. The African continent imports 70-90% of essential health commodities and 99% of its vaccines. For decades, African leaders have stressed the importance of developing local African capacity to manufacture life-saving medicines, vaccines, and critical supplies. Today, private healthcare entrepreneurs are stepping in to fill the gap with growing numbers of start-ups introducing scalable solutions, driven by digital technology innovation.

These start-ups across the continent have started manufacturing plants for critical health supplies such as sterile water, oxygen and medicines, privately or in collaboration with governments & partners via public-private partnerships. Others are delivering vital services to improve the quality healthcare systems and their value-driven innovation have attracted huge investments into that sector. In 2024, 14% of all investment in the health sector globally was put into Africa and experts project that this industry will be worth \$260 billion by 2030 with the potential to create 16 million jobs.

ABCHealth, through its Academy, is building on this momentum supporting those start-ups that have the ambition, ideas, talent and commitment to establish thriving health businesses that will impact on the continent's healthcare value chain system and the Xcelerator Pitch Program provides such a platform. The ABCHealth Xcelerator Pitch Program for Health Start-Ups in Africa is presented on the margins of the WHX – Lagos 2025 in partnership with Informa Markets. The program aims to identify and support innovative start-ups dedicated to improving healthcare access, delivery, and outcomes across the continent. This competition is continent-wide and is designed to empower start-ups with the resources, mentorship, and exposure needed to scale their impact, address pressing health challenges, and contribute to the achievement of sustainable health solutions in Africa. This West African leg is one of the five regional programs being conducted and will culminate in Dubai in 2026 where winners will be featured alongside their contemporaries from other regions in Africa.

Applicants were required to submit their entries clearly outlining their healthcare solution, its impact on the healthcare system, and its market opportunities. The applications were open for ten (10) days and area of interest include (but not limited to) Artificial Intelligence, Generative AI, Telemedicine, AR and VR, Screening & Diagnostics, Disease Management, Drug Discovery, Data Management, Inventory & Supply Chain. A Screening Committee comprising experts from various sectors reviewed the entries and made a selection of eight (8) entries that will make their pitch at the finals during the

What are the steps of a health tech startup's growth



entries that will make their pitch at the finals during the WHX – Lagos 2025 in Nigeria; their pitch will comprise a five-minute presentation followed by ten minutes Q&A by the members of the jury and a panel of investors. Expected attendance at the pitch finals include venture capitalists, angel investors, entrepreneurs and development institutions. Each step of the process will be endorsed by ABCHealth and overseen by one of the Big Four consulting organizations to guarantee the credibility of the program. Prizes include a paid trip to Dubai for the winner while the first and second runner-ups will get cash prizes. Other intangible benefits include visibility for all finalists, opening them to future investment opportunities. Winners will be unveiled at the end of the pitching session following deliberations by the judging panel. The program is open to health-focused startups and early-stage companies across West Africa who are working on solutions that address healthcare challenges in one or more of the following areas: artificial intelligence, generative AI, telemedicine, AR & VR, screening & diagnostics, disease management, drug discovery, data management, disease prevention, treatment, access to healthcare, mental health, healthcare technology, health logistics, pharmaceuticals, health education and other health or social determinants of healthcare areas.

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Welcome Address

Dr. Mories Atoki -

Convener, ABCHealth Xcelerator Pitch Event - ABCHealth
Healthtech Summit
CEO, ABCHealth

Xcelerator

A significant moment in this session was the delivery of the welcome address by Dr. Mories Atoki, CEO ABCHealth. The final day of the ABCHealth HealthTech Summit opened with a vibrant sense of anticipation, concluding with one of the most forward-looking and transformative segments of the entire three-day summit: the ABCHealth Xcelerator Pitch Program. Presented in partnership with Informa Markets, the event was designed as a foundational initiative to spotlight and propel the future of healthcare innovation across Africa.



Dr. Mories Atoki - CEO, ABCHealth

She set the tone for what was to be an inspiring showcase of resourcefulness, dedication, as well as purpose, and started by reflecting on the momentum of the preceding days; two days that had seen robust discussion around malaria elimination, digital health and private sector-led development, as well as the launch of the ABCHealth Virtual Health Tech Hub, which is a dynamic virtual platform that connects health and tech leaders across Africa to collaborate, learn and scale impact. Those initial sessions had paved the way, intellectually and strategically, for what would now unfold: a bold step into the future through entrepreneurial vision.

In her address, she acknowledged the significance of the day's gathering, emphasizing the rigor and integrity that defined the journey to this final spotlight. From a pool of 39 applicants, only 8 had emerged as finalists. This selection was not incidental; it was the outcome of a meticulous selection process carried out by a screening committee composed of industry experts, investors, and healthcare professionals. Each of the chosen finalists had gone through multiple stages of assessment, evaluated not only for the novelty and feasibility of their solutions but also for their potential to drive impact at scale.

Framing the essence of the program, she stated that at the very core of the Xcelerator Pitch Program was a clear and compelling mission: to discover and support startups offering bold, practical solutions to some of the continent's most persistent healthcare challenges. This was not simply a contest, but a platform anchored in the understanding that conventional approaches to healthcare have fallen short, unable to close the deep gaps in access and the inefficiencies that continue to hinder progress across Africa. The entrepreneurs taking the stage were described as more than just founders of tech-driven ventures; they were visionaries, system-shapers, and emerging leaders whose work reflects a growing movement to reimagine and rebuild healthcare systems in ways that are inclusive, innovative, and future-focused.

The effort itself was firmly aligned with the broader theme of the ABCHealth Health Tech Summit – World Health Expo (WHX Lagos): “Engaging the Digital Health Ecosystem: Enabling Interoperability, Scalability & Sustainability across Health Systems.” At the heart of this theme was a clear call for transformation, a shift from fragmented, analogue-based health systems to cohesive, digitally enabled ecosystems that are not only responsive and resilient, but also inclusive of every population. It drew attention to long-standing barriers that have hindered innovation in healthcare, including siloed data systems, underdeveloped infrastructure, and disconnects between policy and real-world practice. Central to this vision were three foundational principles for digital transformation: interoperability, scalability, and sustainability, each essential for building stronger, smarter, and more equitable health systems across the continent. Together, they represent the pillars of a health future that is connected, inclusive, and built to last.

As part of the cores of the vision, true impact lies in creating environments where innovations are not developed in silos, but are designed to function alongside national health systems, insurance networks, and service delivery infrastructure. Without this level of integration, even the most advanced technologies risk remaining underused and their full value unrealized. The innovators selected for the pitch program had demonstrated a strong awareness of this need, presenting solutions that not only addressed specific challenges, but were thoughtfully designed to align with and enhance the broader health delivery architecture. This kind of alignment reflects a strategic foresight that moves beyond isolated invention toward systemic contribution.

It shows an understanding that lasting change in healthcare comes not just from novel ideas, but from solutions that are adaptable, interoperable, and capable of strengthening the entire ecosystem they enter. She highlighted the importance of scalability as a critical driver of long-term impact. With Africa's population growing at a rapid pace, the demand for health services that are not only accessible but also efficient and equitable continues to intensify. The innovations featured in the program were developed with this in view, hinged on digital tools, mobile platforms, and models capable of reaching underserved communities and navigating the complexities of Africa's diverse health systems.

Attention was also drawn to sustainability as the third essential pillar underpinning digital health transformation. It was emphasized that solutions must go beyond short-term impact to demonstrate long-term viability, supported by robust financial models, effective public-private partnerships, and alignment with policy frameworks that enable sustained adoption beyond donor funding or temporary grants. The call was not only for innovation, but for resilience; ventures that are operationally sound, technologically adaptable, and ethically grounded. In response to this need, the platform created by ABCHealth is more than a stage for visibility; it provides startups not only with exposure, but with access to investors, strategic partners, and mentors who can walk with them beyond the stage, beyond the applause.

Further emphasis was placed on ABCHealth's role within this ecosystem, as being both catalytic and strategic and that the Xcelerator Pitch Program was conceived with these imperatives at its core. By creating spaces like this at the intersection of visibility, capacity building, and partnership; the coalition is fulfilling its mission of amplifying promising healthcare solutions. It recognizes that many groundbreaking ideas often fail to break through, not for lack of brilliance, but because of a lack of access—access to funding, access to networks, and access to policy influence. This program bridges that gap, ensuring that the next generation of African healthtech leaders is not only seen but heard, supported, and scaled.

The broader ambition of the pitch contest was also introduced, positioning the Lagos event as one part of a continental and global vision. Far from being a standalone initiative, the program forms a strategic arm of a transnational effort that includes WHX Cape Town, WHX Nairobi, and WHX Dubai; each serving as a platform to spotlight African innovation and foster cross-regional collaboration. These interconnected gatherings are not just regional events; they represent a coordinated movement aimed at amplifying African-led, tech-enabled healthcare transformation on a global stage.



Through this network, ABCHealth reinforces its commitment to building an ecosystem where African entrepreneurs are not peripheral players, but central architects of the continent's digital health future. The initiative reframes Africa not as a recipient of imported solutions, but as a source, a wellspring of ingenuity, enterprise, and scalable impact poised to shape the next era of global health. By connecting innovators across cities and continents, the program fosters a shared identity, one that sees African entrepreneurs not as competitors in isolation, but as collaborators in a larger mission. It is this spirit of collective advancement that gives the initiative both its strength and its staying power. Her address also extended profound appreciation to the partners and stakeholders whose contributions made the initiative not only possible but deeply impactful. From strategic collaborators and visionary investors to the dedicated screening committee, mentors, and judges, the strength of the platform is rooted in a collective commitment to advancing innovation through intentional collaboration. Their involvement signaled more than just support, it reflected a shared recognition that transformative healthcare solutions emerge not in isolation, but through the convergence of diverse expertise, resources, and perspectives.

The innovators are not waiting for permission or perfect conditions; they are already building, already solving. What stood out was not just their ambition, but their clarity of purpose. And through platforms like the Xcelerator Pitch Program, their efforts are gaining traction, transforming bold ideas into tangible solutions, and turning vision into progress, one pitch, one partnership, one system at a time.

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Keynote Address

Professor Olawale Ajai -

Professor of Legal, Social and Political Environment of
Business and Head, Department of Strategy at the Lagos
Business School

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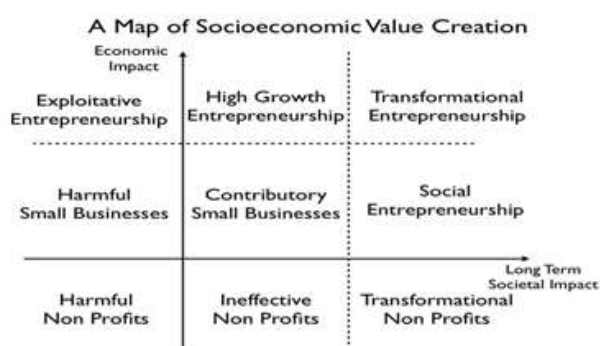
The keynote address delivered by by Prof. Olawale Ajai, Professor of Legal, Social and Political Environment of Business and Head, Department of Strategy at the Lagos Business School, offered more than a speech; it was a challenge, a mirror, and a compass for the emerging health innovators seated in the room. Drawing from years of experience, the address urged innovators to look beyond their ideas and reflect on their deeper purpose, positioning innovation not just as ambition, but as responsibility, one that demands clarity of purpose, ethical leadership and a long-term vision for impact.



Prof. Olawale Ajai- Professor, Department of Strategy
LBS

Opening with heartfelt congratulations, he acknowledged the finalists’ journey, recognizing that the ideas being celebrated had emerged not by accident but by effort, creativity, and a relentless pursuit of value. Making it to the final stage of the competition was a signal of merit of ideas that had already proven their potential to address real challenges. But beyond this recognition, the address invited everyone present , finalists, guests, and industry leaders alike to go deeper. With sincerity, he appreciated the audience for showing up not merely as spectators, but as supporters of Africa’s evolving innovation narrative. Their presence signified a collective belief in the power of African solutions to solve African problems. It was a reminder that innovation thrives not in isolation, but within a community that chooses to care, invest and engage.

There was a shift as he introduced the central theme of his presentation, titled: ‘Mission, Career, or Profit?’ a question that immediately framed the conversation in ethical and strategic terms. This was a thoughtful examination with the deeper motivations behind entrepreneurship. He posed a simple but powerful question to the finalists: “Why are you in this race?” The question lingered in the air, not just rhetorical, but foundational. In today’s competitive startup landscape, the difference between mission and ambition, between purpose and profit, is not just superficial, it defines the sustainability and soul of the enterprise. It was an invitation to self-interrogate, to peel back the layers of strategy and confront the values driving each venture. In doing so, the address set a tone of purposeful reflection that would shape the rest of the session.



What followed was a thoughtful distinction between two often-confused identities: the entrepreneur and the proprietor. He stated that the entrepreneur, embodies a long-term commitment to value creation and business growth. Someone who is willing to defer immediate gratification in order to reinvest, expand operations, and accumulate capital with a broader vision in mind. This is the mindset of someone building not just a business, but an enterprise driven by purpose and a desire to solve problems. By contrast, the proprietor is more focused on personal

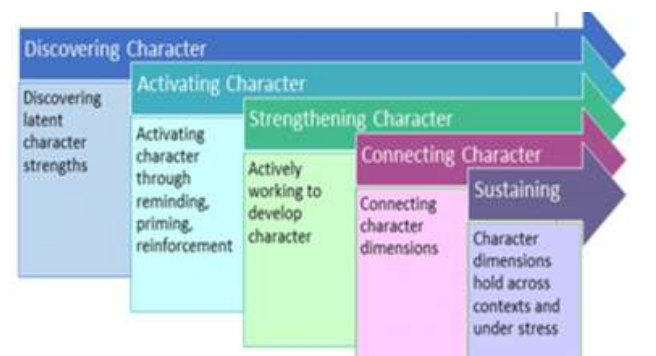
ownership and lifestyle maintenance, often channeling economic gains into sustaining a certain standard of living rather than fueling the long-term growth of the venture. This distinction laid the foundation for the core of his message, a call to purpose-driven entrepreneurship. In an environment where many are pursuing quick wins or simply chasing capital, the speaker reminded the audience that the real work of innovation is rooted in service, not self. It is about creating meaningful change, about leadership that transcends ego and embraces responsibility. To deepen the address, the speaker explored two theoretical approaches to enterprise development and leadership. The first, rooted in the traditional framework of leadership, vision, mission, values, and impact; as popularized by thinkers like Stephen Covey, invites entrepreneurs to consider their internal compass. Making a reference to a quote by Covey- “Life is a mission, not a career,” he emphasized that those who lead with vision must also lead with values. This approach views a start up as a vehicle for impact, driven by values and purpose.

The second theoretical model discussed was the purpose-driven business theory, which is a framework that sees companies not as static entities chasing revenue, but as dynamic agents of change. Within this lens, success is measured not just by scale or market penetration, but by value creation, relevance, and contribution to the broader socio-economic ecosystem. The address made it clear: to be purpose-driven is not to be naïve about profitability, but to root profit within a broader mission. It is to understand that sustainability comes not just from revenue models, but from resonance, a business that meets a real need, inspires trust, and remains grounded in human value. Here, purpose is what sets a business apart and keeps it strong.

This perspective reshapes the way entrepreneurs are called to think about growth; not just as expansion in numbers, but as deepening relevance in the lives of the people they serve. It challenges the tendency to prioritize visibility over value, reminding founders that true progress is not always loud, but it is always meaningful. In a continent as complex and dynamic as Africa, where systemic gaps often intersect with cultural and economic diversity, purpose becomes the anchor that holds a business steady amidst uncertainty. When ventures are guided by a clear mission, they are better positioned to navigate shifting landscapes, to adapt, to stay connected, and to grow with intention rather than haste.

Clarity of purpose fuels innovation that endures, because it is not built solely on trends, funding cycles, or external validation, but on a commitment to solving real problems in real contexts. A purpose-driven business moves differently. It listens more closely, designs more thoughtfully, and operates with a sense of responsibility that transcends individual success. This is the kind of enterprise the keynote called for: one that can thrive not just in pitch rooms or pilot phases, but in the lived realities of communities, healthcare systems, and economies across the continent. creating a unified response framework. When rooted in service, such businesses do more than survive, they shape change and earn lasting trust.

Founders were reminded that great ideas alone are not enough. it is the discipline to execute, the humility to learn, and the resilience to adapt that truly separate lasting ventures from fleeting ones. The journey of entrepreneurship, particularly in the African health context, is often riddled with complexity: limited infrastructure, policy hurdles, shifting stakeholder expectations, and the emotional weight of building in under-resourced environments. The sustainability of any venture depends on the habits and mindset of its founder. Innovators were



challenged to invest as much in their personal growth as they do in their business models. That includes cultivating emotional intelligence, seeking diverse perspectives, and learning to lead with humility rather than ego. The strategic role of sustainability is not an after-thought, It is the ability of solutions to endure, adapt and continue delivering value. A sustainable startup is one that anticipates the future, its risks, its opportunities, and its evolving needs, and builds systems that can withstand and respond to change. Without this strategic lens, even the most promising innovations risk becoming short-lived interventions, rather than lasting solutions. It is what ensures that the impact is not only created in the short term, but sustained.

Emphasis was laid on not only celebrating innovation for its novelty, but its must be assessed for its staying power. Long-term success requires more than a good idea, it demands vision, strategy, and discipline. Among the key capabilities highlighted were the setting of SMART goals, the cultivation of a growth mindset, the intentional building of relationships, a commitment to continuous learning, and the courage to act decisively. These were presented not as abstract principles, but as the daily habits and mental models required to sustain any meaningful venture. The future of health innovation demands more than breakthrough technologies. It requires leaders who are transparent, accountable, and committed to delivering meaningful value at every level. Excellence must be a habit and true impact will not be measured by agility, bold thinking and adaptability in a changing world.

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The Screening Committee

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A critical segment of the Xcelerator Pitch Program's success was the credibility and caliber of its screening committee. Composed of seasoned CEOs, General Managers, and Executive Directors from across the health, technology, investment, and development sectors, the committee brought a wealth of strategic insight and operational experience to the evaluation process. These were not passive observers, but active architects of innovation themselves; individuals who understood both the promise and the pitfalls of scaling solutions in Africa's dynamic health landscape. Their involvement lent the program a level of depth and rigor that extended far beyond surface-level.

Each application submitted to the contest was subjected to a structured and transparent multi-stage review process. Over the course of two weeks from May 12 to May 23, members of the Screening Committee reviewed a maximum of thirty (30) of the most qualified entries. These thirty entries were the outcome of the initial sorting process by ABCHealth who carefully removed entries that did not meet the baseline requirements as indicated to applicants during the application stage.

Proposals were evaluated not just on novelty, but on relevance, feasibility, and the potential to create measurable impact at scale. Submissions were evaluated not just for originality, but for their relevance, feasibility, and potential to deliver measurable impact at scale. Each solution was carefully assessed against clearly defined criteria, including how well it aligned with broader health system goals such as interoperability, accessibility, and long-term sustainability. This process ultimately led to the selection of eight finalists whose ideas were not only compelling, but clearly positioned to thrive in the real-world complexity of African health ecosystems. The committee's work demonstrated that when innovation is assessed through both visionary and practical lenses, the result is not just a strong shortlist, it's a foundation for transformative change. The presence of a highly qualified screening committee was not merely a procedural necessity; it was a defining feature of the Xcelerator Pitch Program. In a space where innovation is often celebrated without adequate scrutiny, the committee played a vital role in ensuring that ideas were not only visionary, but viable.

Their professional backgrounds brought cross-sectoral expertise that spanned health systems, entrepreneurship, technology, and investment; offering a balanced perspective that was essential in identifying solutions capable of thriving in the real-world context of African healthcare. Their evaluation extended beyond surface-level innovation to the structural and strategic soundness of each submission. The committee's involvement also served a deeper purpose: it reinforced trust in the integrity of the selection process.



Members of the Xcelerator Pitch Program Screening Committee:

- **Odunayo Sanya** – Executive Director, MTN Foundation
- **Dr. Tinuola Akinbolagbe** – MD/CEO, PSHAN
- **Jekwu Ozoemene** – Executive Director, Alternative Bank
- **Kenneth Okolie** – CEO, SYNLAB
- **Dr. John Adesioye** – President/CEO, Utopian Consulting International
- **Ms. Fola Laoye** – CEO, Iwosan Investments
- **Dr. George Uduku** – General Manager, GE Healthcare West Africa
- **Ms. Mary Ephraim-Egbas** – Managing Director, GoldStarr Group

For early-stage startups, credibility is currency, and knowing that their work was assessed by respected professionals signaled to investors, partners, and the broader ecosystem that the program was grounded in excellence and fairness. The strength of the screening process was further reflected in the distinguished individuals who served on the committee. Each brought deep expertise and a shared commitment to advancing health innovation across the continent. The following members played a pivotal role in evaluating and selecting the finalists, lending their insight to ensure the integrity and strategic value of the program.

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The Judging Panel

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The Judging Panel served as the final tier of evaluation, tasked with selecting the winner, first runner-up, and second runner-up following the live pitch contest. After a rigorous two-week virtual screening process, eight standout entries were shortlisted and invited to pitch at the Xcelerator Pitch Program, held on the margins of the World Health Expo – Lagos 2025. The panel's primary responsibility was to assess the finalists in real time, engaging with each presentation, asking critical questions, and scoring based on originality, feasibility, impact, and alignment with broader health system goals. Their decisions determined not only the top three startups in the



regional contest, but also identified the winner who will go on to represent the region at the continental finals (2026) in Dubai, alongside other regional finalists. In addition, the first and second runner-ups are to receive cash prizes of USD 1,300 and USD 800 respectively.

The panel was carefully constituted to reflect the multidisciplinary nature of health innovation, bringing together professionals with deep expertise in business strategy, healthcare systems, investment, entrepreneurship, and development. This blend of perspectives ensured that each pitch was evaluated not just through a technical lens, but with a practical, systems-oriented view. The judges were not only well-acquainted with the challenges of the African healthcare landscape, but also experienced in was not just an event, but part of a serious pipeline for identifying viable, investment-ready health ventures. During the live pitch session, each finalist was given a defined slot comprising a five-minute presentation, followed by a ten-minute Q&A session led by members of the judging panel and a group of invited investors. This format allowed for dynamic engagement, enabling the judges to probe deeper into the core of each start-up's business model, value proposition, and capacity to scale.

They assessed how well each pitch articulated their mission, addressed pressing health needs, and demonstrated readiness for implementation in diverse African markets. The structured criteria; including innovation, impact, scalability, and feasibility, served as a guiding framework for objective evaluation, but the live interaction added an extra layer of insight, revealing the clarity, confidence and preparedness of each pitch. The judges also provided helpful feedback, where necessary, to strengthen each startup's strategy and future potential.

Beyond scoring, the panel engaged in collective deliberations to reach a final decision. This process required balancing innovation with realism, ambition with readiness, and potential with present execution. The outcomes reflected a shared commitment to spotlighting startups that not only offered compelling solutions, but also demonstrated strong leadership and strategic thinking. Through their participation, the judges helped ensure that the results were anchored in merit and aligned with the broader goals of health system transformation across the continent. Their input, both evaluative and advisory, played a vital role in shaping the trajectory of the finalists and the wider message of the Xcelerator Pitch Program.

The panel's engagement during the pitch sessions added significant depth to the experience for both participants and observers. Their questions were incisive, often prompting the finalists to clarify, defend, and refine their ideas in real time, a valuable exercise in both reflection and readiness. This level of interaction reinforced the seriousness of the competition and provided startups with a live test of their business insight, adaptability, and clarity of purpose. It also served as a learning moment for the broader audience, offering insights into what seasoned professionals look for when evaluating high-potential ventures. In many ways, the dialogue that unfolded during the pitch revealed the heartbeat of the program, not just innovation on display, but ideas being sharpened in motion. It was a reminder that great ventures are shaped by brave conversations.

The success of the Xcelerator Pitch Program was deeply enriched by the expertise and discernment of the judging panel. Representing a spectrum of sectors, from public health and academia to technology, law, and development, these individuals brought invaluable perspectives to the task of selecting the most promising ventures. Their presence affirmed the credibility of the process and underscored the program's ambition to anchor innovation in excellence, relevance, and practicality.

Members of the Xcelerator Pitch Program Judging Panel:

- **Barrister Ayodeji Adedipe** – Senior Advocate of Nigeria, **Judges' Chair**
- **Mr. Zakari Momodu** – Director of Projects, Aliko Dangote Foundation
- **Mr. Ilerioluwa Brown** – Director of Product, MoniePoint
- **Prof. Bongo Adi** – Professor of Economics, Lagos Business School
- **Prof. Olayinka Adewumi** – Associate Professor, Mechanical Engineering & R&D, University of Lagos
- **Dr. Akinwumi Fajola** – Country Health Manager, Renaissance Africa Energy Company (Formerly SHELL)

Equally instrumental to this success was the dedicated work of the Screening Committee, whose rigorous review and shortlisting of applications ensured that only the most compelling, viable, and impactful solutions reached the final stage. Their careful evaluation—guided by a deep understanding of healthcare challenges and entrepreneurial potential, laid the foundation for a competitive, high-quality pitch program. Together, the Screening Committee and judging panel formed a seamless pipeline of expertise, ensuring that the evaluation process was both thorough and fair, while maintaining the program's commitment to transparency and meritocracy.



ABCHealth



The Investors' Guild

celerator

A unique and dynamic feature of the Xcelerator Pitch Program was the participation of a Guild of Investors; an impactful collective of seasoned investors drawn from diverse sectors and geographies. Their participation signaled not only the program's credibility, but also its alignment with the realities of investment-readiness and capital mobilization. These investors were not assembled merely to observe, but to meaningfully contribute to the dialogue around innovation, impact, and scale. Their presence lent a commercial lens to the proceedings, reminding all participants that great ideas must ultimately meet the test of sustainability, investor confidence, and market viability.

Participating in hybrid mode, the Guild brought together individuals from diverse industries; health diagnostics, finance, digital platforms, entrepreneurship, and strategic communications. This diversity created a multidisciplinary perspective that mirrored the complex challenges African start-ups must navigate. The investors actively engaged during the Q&A sessions, offering real-time feedback, interrogating business models, and prompting deeper clarity around execution and market positioning. For the finalists, this was not just an opportunity to present; it was an opportunity to be seen, heard, and challenged by those who shape the funding landscape.

The role of the Guild extended beyond immediate evaluation. In many ways, their engagement served as a bridge between early-stage ideation and long-term investment potential. By asking questions and offering guidance grounded in industry expertise, these investors modeled the kind of accountability, strategic thinking, and clarity of purpose required to thrive in competitive markets. Their involvement also served to inspire confidence in the finalists, a visible reminder that African innovations are being watched, considered, and supported on a great stage.

The strength of the Guild lay not just in its diversity, but in the depth of experience and strategic insight each member brought to the table. These individuals were all united by a shared commitment to supporting African-led solutions with transformative potential. Their participation reinforced the Xcelerator Pitch Program's positioning as more than a regional contest; it was a credible pipeline into serious investment and strategic partnership. Each member of the Guild contributed not only their time, but their vision, underscoring the belief that when investors engage early and intentionally, they do more than fund ideas; they help shape the future of innovation. The following individuals comprised this influential group of investor-partners:

In-person Investors:

- **Mr. Bolaji Lawal** - CEO, Ecobank Nigeria
- **Mrs. Temi Adelana** – Founder, Herlign
- **Mr. Kenneth Okolie** – CEO, Synlab Nigeria

Virtual Investors:

- **Mr. Slava Sazhin** – Founder, Doctoratwork.com
- **Dr. Peter Billingsley** – Founder, The Vital Narrative



Their presence went beyond symbolic support; it represented a direct bridge between innovation and investment, ensuring that the program outcomes were

The Investors' Guild

aligned with real market opportunities. For early-stage startups, credibility is currency, and knowing that their work was assessed by respected professionals signaled to investors, partners, and the broader ecosystem that the program was grounded in excellence and fairness. The strength of the screening process was further reflected in the distinguished individuals who served on the committee. Each brought deep expertise and a shared commitment to advancing health innovation across the continent. They also assessed the alignment between the startups' visions and market realities, interrogated scalability pathways, and considered the potential for long-term returns—both financial and social. By lending their expertise and credibility, the Investors Guild not only safeguarded the integrity of the program but also helped position its finalists for strategic growth, partnerships, and funding opportunities well beyond the pitch stage.

ABCHealth



The Innovators' Contest

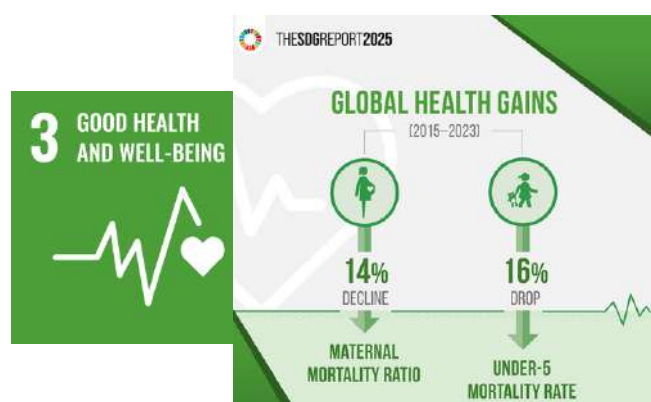
 **xcelerator**

The innovators themselves! Bold, purpose-driven entrepreneurs whose solutions reflected the urgency and creativity required to transform healthcare delivery across Africa. From a highly competitive pool of 39 applications, eight startups were shortlisted as finalists, each representing a unique approach to addressing some of the continent's most pressing health challenges. These finalists were invited to pitch their solutions live at the contest, following a rigorous multi-stage screening process. While only six were able to attend and present in person, their participation added a dynamic layer of energy, insight, and optimism to the program.

These were not just founders with ideas. They were builders with traction, conviction, and a vision for impact at scale. Their innovations demonstrated a clear understanding of the complexities of health systems, as well as a readiness to engage investors, partners, and policymakers in shaping new pathways forward. From digital platforms and diagnostics to service delivery and access models, the diversity of their work showcased the vast potential of Africa's emerging healthtech ecosystem. Their live pitches were more than presentations; they were declarations of intent, to lead, to disrupt, and to build solutions that are as inclusive as they are scalable.

Their participation also embodied one of the core aims of the Xcelerator Pitch Program: to provide visibility, credibility, and strategic support to early-stage startups solving real problems in real context. Their presence was not just a moment, it was a movement toward a more inclusive, responsive, and equitable future in health innovation. They brought with them not just technology, but lived experience, contextual insight, and a deep sense of responsibility to the communities they serve. The program offered them a platform, but it was their clarity, courage, and commitment that left a lasting impression on both judges and observers alike.

In a broader context, the innovations presented at the Xcelerator Pitch Program represent more than technological advancement. They signal a shift toward health entrepreneurship that aligns with global priorities around equity, sustainability, and impact. These startups are not only responding to health system gaps; they are actively contributing to Sustainable Development Goals such as SDG 3 (Good Health and Wellbeing), SDG 9 (Industry, Innovation, and Infrastructure), and SDG 17 (Partnerships for the Goals). Their solutions reflect an



understanding that healthcare is not only a social imperative, but also an economic one, foundational to workforce productivity, community resilience, and long-term development. For investors, policymakers, and ecosystem actors, these ventures offer a compelling case for why early-stage innovation must be seen as a strategic lever for public good and market growth. The following summaries provide an overview of each finalist and the solution they presented.



Mytherapist.ng

Mytherapist.ng is a digital platform designed to close the mental health access gap for Africans by delivering affordable, culturally relevant, and on-demand therapy services. In a region where stigma, cost, and limited availability of licensed professionals hinder access to mental health support, the platform offers a private, user-friendly solution that brings therapy within reach of individuals, employees, and corporate health systems. Through a seamless mobile interface, users can connect with licensed therapists in as few as three taps—booking

sessions via chat, voice, or video for as low as ₦3,000. The platform currently supports over 13,000 users across multiple countries and maintains a high satisfaction rating, reflecting the impact of its patient-first model.

Beyond individual therapy, Mytherapist.ng is built to serve at scale, delivering measurable value to HMOs and businesses through its corporate wellness programs. These programs are designed to reduce healthcare claims, improve workforce productivity, and foster healthier organizational cultures. For employers, the solution offers a competitive edge in staff satisfaction and retention, while helping reduce costs associated with absenteeism, stress-related illnesses, and burnout. The platform's business model integrates flexible pricing, premium features, and strategic partnerships, positioning it as a long-term ally to organizations navigating mental health obligations under emerging policy frameworks like Nigeria's 2023 Mental Health Act. The platform's emergence is both timely and strategic. With Nigeria's recent Mental Health Act pushing mental wellness into the policy spotlight, Mytherapist.ng is positioned at the intersection of healthcare delivery and legislative relevance. Its model directly responds to the growing demand for culturally grounded, tech-enabled mental health services, particularly among younger populations and urban professionals.

In just one year, Mytherapist.ng has recorded 3,040+ booked therapy sessions, a 367% increase in revenue, and over 9,000 new users. Its growth is supported by a team of qualified therapists, tech professionals, and mental health advocates who collectively bring both clinical credibility and technological depth. With partnerships already secured, a strong roadmap ahead, and expansion plans that include multi-lingual support and features like guided meditation and therapy gifting, Mytherapist.ng is not only responding to a crisis, it is reshaping how mental health is delivered, normalized, and sustained in Africa's rapidly changing digital health ecosystem. By offering scalable, affordable care through a localized platform, it stands as both a disruptor and a system-supporter: challenging the status quo while integrating seamlessly into broader health and employer-led wellness strategies.

HealthStack is a cloud-based Electronic Health Record (EHR) platform designed specifically to meet the needs of small and medium-sized healthcare facilities across Nigeria and the African continent. Recognizing that over 90% of these facilities still operate using paper-based systems; a leading contributor to medical errors, inefficiencies, and preventable deaths, HealthStack offers a digital transformation solution tailored to their realities. The platform digitizes internal processes, streamlines patient encounters, improves administrative workflows, and



HealthStack.

and ultimately enhances the quality and continuity of care. As a Software-as-a-Service (SaaS) model, it enables facilities to transition to digital operations without the burden of heavy infrastructure or high costs, lowering the barrier to entry for providers operating on thin margins. What sets HealthStack apart in the growing digital health ecosystem is its rare combination of simplicity, adaptability, and system-wide relevance. Its intuitive interface and quick setup make it ideal for small to mid-sized healthcare providers that often lack the capacity for complex digital transitions. Yet beneath its user-friendly surface lies a robust infrastructure, architected by a founding team with deep expertise in medicine, health financing, and digital infrastructure.

This combination of clinical understanding and technological foresight ensures that the platform does more than digitize processes, it actively supports clinical precision, operational efficiency, and real-time data-driven decision-making. Its architecture is designed with forward compatibility in mind, allowing seamless integration of emerging tools like artificial intelligence, which can enhance diagnostics, automate workflows, and provide insights that inform both patient care and organizational strategy.

Since its inception, HealthStack has demonstrated measurable traction and institutional buy-in, having already onboarded a range of clients including hospitals, HMOs, and even state governments. This early momentum affirms not only the need for its offering but the credibility of its execution. The platform is anchored on a solid unit-economics model that reflects both financial discipline and strategic growth potential, with long-term value creation (LTV) and projected returns that make it attractive to investors and partners alike.

Its ambition is grounded in strong fundamentals: to scale to 500 facilities and generate a projected annual recurring revenue (ARR) of \$2.7 million within the near term. But more than numbers, HealthStack is building something foundational, an essential layer of digital infrastructure that will enable thousands of providers to transition from manual, error-prone systems to modern, accountable, data-enriched care delivery, and emerging as a trusted partner in Africa's digital health transformation.



Oncopadi Tech.

Oncopadi Tech is a health innovation organization committed to transforming cancer care in Africa through digital, data-driven, and patient-centered solutions. Rooted in oncology and public health research, the team develops tools that respond directly to the gaps in access, continuity, and equity that characterize cancer care across the continent. Their leading solution, PROSE Care, which stands for Patient-Reported Outcome Side Effect Care is a digital platform designed to empower cancer patients to actively report, monitor, and manage the side effects of their treatment.

By centering the patient's voice in the care process, PROSE Care bridges the critical gap between clinical encounters and the lived experience of patients, enabling more timely interventions, improved adherence, and stronger patient-provider collaboration. This innovation is a response to the lived realities of cancer patients, with more than 90% experiencing significant side effects that often go unreported or under-managed. PROSE Care addresses a critical, often overlooked gap in oncology care. In many African settings, limited access to clinicians outside hospital hours and stigma around symptom disclosure contribute to treatment disruptions, declining quality of life, and poor outcomes. Oncopadi meets patients where they are, equipping them with tools to navigate treatment with greater confidence, clarity, and control. At its core, the platform enables real-time symptom reporting, self-care guidance, and two-way communication with oncology teams. With features like remote monitoring, personalized alerts, educational content, and a user-friendly chat system, PROSE Care supports early intervention and fosters a more proactive, engaged model of care.

By elevating the patient's voice and encouraging timely reporting, PROSE improves treatment adherence, reduces complications, and empowers patients as active partners in care. It is mobile-friendly, accessible in low-resource settings, and captures real-time symptom data to inform future AI-driven personalization. During its pilot (March–October 2024), over 5,000 side effect entries, 193 quality-of-life surveys, and 64 patient messages were recorded, showing strong engagement. The innovation is positioned for scale, and has secured partnerships with NSIA-LUTH Cancer Center and the Arthur Mbanefo Digital Research Centre, along with recognition from the ASCO innovation grant. The platform is supported by a financial model combining access fees, research sponsorships, and B2B partnerships. More than a tool, it is a movement for equity and dignity in cancer care, redefining patients as empowered participants in a more responsive, collaborative system.

Apex Health Tech is addressing a critical but often under-prioritized challenge in African healthcare: the high mortality rate of preterm infants due to lack of access to reliable neonatal care equipment. Their solution, Abiyamọ, is a solar-powered infant incubator designed for low-resource settings where grid instability, complex interfaces, and equipment downtime routinely compromise newborn care. With more than eight preterm infants death occurring five minutes globally,



Apex Health Tech.

and Sub-Saharan Africa accounting for a significant portion—this innovation responds with a context-optimized approach that brings intensive care capability into under-resourced communities. Its locally manufactured design not only reduces dependency on foreign supply chains but also allows for rapid maintenance, making it a pragmatic and scalable solution within fragile health systems.

A feature of the incubator is its ability to integrate essential clinical functions with a design that operates independently of unstable infrastructure. Powered entirely by solar energy, the device functions beyond the limitations of erratic electricity grids and costly diesel generators, saving healthcare facilities over \$1,000 in energy costs annually while ensuring uninterrupted functionality in neonatal intensive care units. Its intuitive interface, modular build, and integrated data-logging capabilities minimize training requirements and support real-time patient monitoring. By streamlining operations and expanding access to life-saving care, the solution helps reduce preventable infant deaths while also contributing to environmental sustainability and long-term health system resilience. It stands as a powerful convergence of biomedical engineering, human-centered design, and renewable energy innovation.

The business model behind the solution is built for flexibility and scale, incorporating hardware sales, maintenance services, and distribution through NGOs, government health programs, and private clinics. With pay-per-use options and CSR-backed leasing models, Apex HealthTech ensures affordability without compromising quality. The approach is designed to meet the needs of both public and private sector stakeholders, creating multiple pathways to adoption. Backed by MVP funding, accelerator support, and competition recognition, the team is targeting an initial reach of 2,800 infants, with plans for certification and large-scale manufacturing already underway. This innovation aligns with global and continental goals for maternal and child health—supporting SDG 3 (Good Health and Well-being) through improved neonatal outcomes, and SDG 7 (Affordable and Clean Energy) through its solar-powered design. Locally relevant and impact-driven, it fills a vital gap in newborn survival with both precision and purpose.



Heala Tech.

Heala Tech is a digital health infrastructure platform built to power the future of virtual healthcare across Africa. At its core, the solution responds to deep systemic challenges: limited insurance coverage, paper-based medical records, and fragmented care networks. By creating a scalable, interoperable platform, Heala Tech empowers healthcare service providers to deliver seamless virtual care, automate operational processes, and scale their services beyond traditional geographic and structural limitations. The

platform is accessible, cost-effective, secure, and fully customizable, positioning it as an enabler for inclusive healthcare delivery in an increasingly digital world. The platform's core capabilities include multi-channel integration via APIs, white-label deployment, compliance with major health data standards, and tools for virtual consultations, prescription fulfillment, hospital bookings, and insurance validation. Its automated health assessment feature and advanced analytics enable providers to make smarter, data-driven decisions in real time. Extended features such as claims management, enrollee benefit tracking, and embedded health plans make Heala not just a tech product, but a full-service ecosystem enabler. With partnerships across hospitals, labs, pharmacies, and insurance providers, Heala serves as the connective tissue in a currently disjointed health system.

This integrated system enables healthcare providers to unify patient data, streamline operations, and enhance service delivery within a flexible, customizable platform. Its modular design supports both small clinics and large institutions, making it adaptable to a wide range of operational needs. Since its launch, Heala has demonstrated remarkable traction, processing over 150,000 healthcare transactions and generating a gross transaction value exceeding \$180,000. With 500+ healthcare service providers, 10,000+ patients, and 15+ paying institutional clients already on board, the platform is well on its way to achieving 50% market share in Nigeria. Backed by a cross-functional founding team and strategic partners like Constant Ventures and Knight Ventures, Heala is not only addressing present inefficiencies but shaping the digital infrastructure needed to deliver care at scale. Its vision is clear: to become the backbone of Africa's digital health ecosystem, enabling care for over a billion people across the continent.

Looking ahead, Heala is positioning itself to support a future in which healthcare is not only digitized but intelligently personalized. With the rise of consumer-centric health models and the growing demand for remote care, the platform is expanding its machine learning capabilities to offer tailored health recommendations, predictive diagnostics, and personalized care pathways. This evolution aims to place the patient at the center of the ecosystem—where health records, treatment options, and support systems converge seamlessly. As health systems across Africa begin to adopt national digital strategies, Heala stands ready as a scalable, compliant, and continentally relevant infrastructure partner turning health policies into real-world solutions and bold ideas into measurable progress.

Primed E-Health is transforming the foundation of healthcare delivery in Africa by addressing two critical and inseparable challenges: the need for digital transformation and the reality of unreliable energy infrastructure. With over 200 national grid failures recorded in the past decade and many hospitals experiencing daily power outages lasting up to 12 hours, essential medical services are frequently interrupted—compromising patient outcomes and undermining continuity of care. Recognizing that



Primed E-Health.

digital innovation cannot thrive without operational stability, Primed E-Health offers a dual-solution model that integrates a smart health management platform with a solar-based Power-as-a-Service system. This convergence allows hospitals to digitize their operations while securing uninterrupted power, ensuring that no patient's care is delayed due to system failures or blackouts. Central to the solution is a robust, cloud-based Smart Health Platform that supports patient management from intake to discharge. The platform offers digital health cards, an integrated patient app, and workflow automation tools that optimize hospital administration and enhance the patient experience. On a larger scale, Primed E-Health enables a Health Information Exchange (HIE) architecture that allows for seamless, real-time data sharing between healthcare facilities, public health agencies, and diagnostic centers. This interoperability supports not only clinical referrals and continuity of care but also epidemic tracking and health system planning. In dismantling the persistent silos that exist across the healthcare value chain, Primed E-Health's platform lays the groundwork for a more connected, responsive, and efficient health ecosystem across borders.

What distinguishes Primed E-Health is its understanding that true resilience begins with reliability. Its solar Power-as-a-Service model equips hospitals with off-grid solar energy systems and battery storage, eliminating dependence on unstable national grids or expensive diesel generators. This uninterrupted power supply is particularly vital in high-dependency units such as operating rooms, neonatal ICUs, and emergency departments, where seconds can mean the difference between life and death. To date, the solution has served over 2.5 million patients, facilitated more than 300,000 monthly transactions, and been deployed in 40 hospitals across Nigeria. Beyond its clinical and operational value, its model supports environmental sustainability. Each hospital installation helps offset up to 160 tons of CO₂ annually, contributing directly to Sustainable Development Goals (SDGs) tied to health, clean energy, and industry innovation.

Primed E-Health's model is built for scale and sustainability, with revenue streams from SaaS subscriptions, digital health cards, fintech transactions, and solar service contracts. Currently generating over \$70,000 in monthly recurring revenue; with projections exceeding \$300,000 as it expands to 60 additional hospitals, the platform is on track to deploy solar infrastructure in 15 tertiary hospitals and digitally connect 20,000 healthcare facilities across five African countries. Backed by strategic partners like First Bank of Nigeria, GIZ, UNDP, and the Federal Ministry of Health, it stands as a practical example of innovation rooted in both vision and execution.

ABCHealth



Fireside Chat

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As part of its thoughtful approach to nurturing innovation, the Xcelerator Pitch Program included a fireside chat, a relaxed and thoughtful exchange that brought a welcome pause to an otherwise intensive agenda. This session moved beyond business models and prototypes, offering space to reflect on the values, challenges, and mindset required to lead transformative change in healthcare. It allowed the audience to listen in on a conversation shaped not by competition, but by honesty, revealing the personal convictions and lived experiences that often fuel impactful innovation. More than a moment of dialogue, it was an invitation to think deeply about the responsibility that comes with building for impact in Africa's complex health systems. In doing so, it reminded all in attendance that true progress requires not only ideas, but insight, and that the future of healthcare will depend not only on innovation, but on the integrity and vision of those who lead it.

Centered on the topic *"Empowering Africa's Startups to Harness the Continent's Economic Growth Potential,"* the conversation explored how innovation, policy, and investment must work hand-in-hand to unlock the full capacity of Africa's emerging entrepreneurial ecosystem. Against the backdrop of rising youth demographics, expanding digital infrastructure, and persistent health and development challenges, the session underscored the urgent need for more than just solutions. It called for systems, support, and leadership that are rooted in the continent's realities. The chat reflected on what it truly takes to build ventures that are not only scalable but meaningful, ventures that create jobs, shift narratives, and deliver value at the intersection of health and economic advancement.

The fireside chat featured two dynamic voices at the frontline of innovation and development: **Ilerioluwa Brown**, Director of Product at MoniePoint, and **Iyaduni Olubode**, Country Director at MSD for Mothers. Together, they brought diverse yet complementary perspectives to the conversation, merging insights from digital financial technology and human-centered product design with deep expertise in maternal health, systems change, and inclusive development. Their dialogue illuminated the structural gaps that continue to challenge African



Ilerioluwa Brown - Director of Product, Moniepoint & **Iyaduni Olubode** - Nigeria & Kenya Programs Lead, MSD for Mothers

startups, while also celebrating the innovation, resilience, and growing influence of founders creating context-specific solutions. Their insights sparked reflections and resolutions. Drawing from their experiences, both speakers emphasized the need for long-term thinking, cross-sector collaboration, and an unwavering commitment to building ventures that are both impactful and relevant.

Opening the conversation, **Iyaduni Olubode** grounded her remarks in data from Endeavour Africa's 2020 report, stating: *"By 2050, Africa will be home to a third of the world's young people, and the continent is urbanizing faster than other regions. Additionally, one in six of the world's internet users will be in Africa by 2025. Africa's digital economy is large and growing, with an estimated market size of \$115 billion, projected to reach \$712 billion by 2050."* These figures, she noted, highlight the demographic and technological shifts shaping the continent, and also affirm that Africa is positioned to become a critical driver of global economic growth. The transformative potential of technology is inevitable.

Building on this foundation, she emphasized that unlocking this potential requires intentional investment in people, policy, and infrastructure. Africa's youthful population presents an opportunity unlike any other, but to harness it, the ecosystem must actively support founders with more than capital, it must equip them with the networks, regulatory clarity, and mentorship needed to grow sustainable businesses. Iyaduni pointed out that scalable innovation must be designed not only to serve today's markets, but to shape tomorrow's systems, especially in sectors like healthcare, where impact is inseparable from equity. Africa's digital future will not emerge by chance; it must be built through deliberate and inclusive collaboration.

In response to Iyaduni Olubode's question on the importance of technological innovation in the growth journey of startups, **Ilerioluwa Brown** offered an insightful perspective, drawing from his experience at Moniepoint. He emphasized that the journey begins with identifying a real, persistent problem, one that matters deeply to the people it affects. But beyond simply recognizing a challenge, he stressed the importance of understanding what is most needed in the moment and aligning innovation to meet that need effectively. According to him, growing startups must focus on relevance, building solutions that are not only innovative but also timely, context-aware, and genuinely useful. Technology, in this regard, is not just a tool but a pathway to scale, efficiency, and greater reach. Successful innovation is not just about being creative, it is about clarity of purpose, strategic timing, and a relentless commitment to execution. This kind of thinking, he noted, has been instrumental in Moniepoint's ability to serve millions and could be the difference-maker for startups aiming to deliver impact that drives both economic growth and human well-being.



Ilerioluwa Brown- Director of Product, Moniepoint

Building on his earlier remarks, he emphasized that while technology and innovation remain central to the startup journey, they cannot thrive in isolation. He pointed to the critical need for structured mentorship and training opportunities, particularly in the healthcare innovation space where navigating regulations, scaling operations, and ensuring impact require more than technical know-how. He noted that many young innovators possess groundbreaking ideas but often lack access to seasoned

entrepreneurs and business leaders who can help them refine their models, avoid common pitfalls, and make informed decisions. This kind of intergenerational collaboration, he stated, is essential not just for business growth but for shaping solutions that are sustainable. Within the context of health entrepreneurship, where lives and systems are at stake, the presence of experienced voices; those who understand market dynamics, stakeholder management, and long-term value creation, can be a game changer. His call underscored the broader theme of the conversation: that empowering Africa's startups is not only about funding and innovation pipelines, but also about building ecosystems of guidance, trust, and shared wisdom that elevate solutions from mere prototypes to lasting, transformative impact.

Answering the closing question—"What piece of advice would you give to a young tech founder building in healthcare?" He emphasized that at the core of any sustainable health tech venture must be the ability to build and deliver real value, solutions that meet the genuine needs of users, not just trends or investor interest. He stressed that trust is the currency of long-term success, particularly in healthcare, where users are entrusting their lives and well-being to technology. For any innovation to endure, founders must prioritize credibility, transparency, and reliability in how their solutions are built, deployed, and maintained. But trust and value alone are not enough, he urged young founders to stay dynamic and evolve with time, noting that remaining static is a disservice in an industry defined by rapid change and urgent demands. He encouraged the intentional adoption of emerging technologies, particularly Artificial Intelligence, not just as a trend, but as a strategic tool for scaling impact and refining service delivery. He concluded by saying "Successful folks build their businesses on value and trust," re-stating that true innovation is not simply about technology, it is about earning confidence, staying adaptive, and relentlessly solving problems that matter.

In conclusion, the audience with a charge that was both inspiring and practical. Looking ahead with optimism, she voiced a powerful aspiration: that Africa's health tech sector would not only catch up to the momentum seen in fintech but eventually surpass it in impact and visibility. The closing words captured the essence of the Xcelerator Pitch Program's mission, to ignite a generation of African innovators whose ideas, when supported by the right networks and resources, can reshape the future of healthcare across the continent. Visionary founders and groundbreaking ideas are essential, they must be supported by networks that foster knowledge exchange, policy that nurtures innovation, and infrastructure that can withstand and adapt to the continent's unique challenges. In drawing the session to a close, it left participants not just inspired, but better equipped to envision and contribute to a future where entrepreneurship becomes a driving force for inclusive, scalable, and sustainable development.

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Pitch Results

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The conclusion of the Xcelerator Pitch Program was marked by a transparent and equitable judging process. Each finalist was independently scored by members of the judging panel using standardized evaluation sheets grounded in four key criteria: *innovation, impact, scalability, and feasibility*. This objective approach ensured that every pitch was assessed solely on merit, with outcomes determined by cumulative scores, free from bias or external influence.

Following this high-level process, which began with a rigorous screening by the Screening Committee and continued through careful evaluation by the Judges’ Panel and the independent Validator, **Oghogho Makinde** (Partner, Aluko & Oyeboode) - a winner and two runner-ups emerged from the six startups that presented. Heala Tech claimed the top spot as winner, with Mytherapist.ng and Apex Health Tech securing positions as first and second runner-ups, respectively. These three stood out for the strength of their solutions, clarity of vision, and readiness to scale impact.



Oghogho Makinde- Partner, Aluko & Oyeboode

In her validation report, Oghogho Makinde commended ABCHealth for its commitment to integrity and transparency throughout the pitch process. She highlighted the strategic efforts invested in assembling expert-led screening and judging teams, as well as the consistent adherence to scoring criteria, affirming that the entire process was both thorough and fair. She emphasized that such intentional structure not only reinforces credibility but sets a strong precedent for future pitch

programs within the health innovation space. By upholding a standard of excellence, ABCHealth is helping to cultivate trust among entrepreneurs, investors, and partners alike, proving that rigorous evaluation and fairness can go hand in hand with visionary thinking. Beyond the celebration of winners, the outcome of the pitch contest reflects something far more meaningful: a renewed confidence in African-born solutions to African challenges. Heala Tech’s emergence as the overall winner signals the growing relevance of digital infrastructure in transforming healthcare access. Meanwhile, Mytherapist.ng’s innovative approach to mental health and Apex Health Tech’s life-saving neonatal solution demonstrated that impact and scalability are not exclusive to one area of health innovation—they span the entire spectrum of healthcare needs. Each of these solutions brought clarity, substance, and bold execution to the stage, capturing the attention of both the judges and the audience alike. From this robust system emerged a ranked list of six exceptional innovators, each bringing forward solutions that address distinct but critical gaps within the African healthcare landscape:

- 1st Heala Tech – Winner (1st Position)
- 2nd Mytherapist.ng – First Runner-Up (2nd Position)
- 3rd Apex Healthtech – Second Runner-Up (3rd Position)
- 4th Healthstack – 4th Position
- 5th Oncopadi Technologies – 5th Position
- 6th Primed E-Health – 6th Position



More importantly, the recognition they received is only a starting point. With visibility from the Xcelerator Pitch Program, these startups are now positioned for broader partnerships, investor engagement, and strategic support. The program’s structure was designed not just to reward excellence, but to amplify it, linking top-performing innovators to the networks, capital, and mentorship required to drive sustainable growth. These outcomes also reaffirm ABCHealth’s broader mission to catalyze transformation across Africa’s health innovation ecosystem. Through initiatives like the ABCHealth Virtual Health Tech Hub and the ABCHealth Academy for Health Entrepreneurs, we continue to build the structures, communities, and capacities required to sustain this momentum. The Hub serves as a digital gateway for innovators to connect, collaborate, and gain visibility, while the Academy equips both early-stage and growth-stage entrepreneurs with the tools and mentorship needed to refine their models and expand their impact.

ABCHealth Xcelerator Pitch Winner



Heala Tech



Anderson Oriahe Ofuzim- Co-Founder, Heala Tech

Among a highly competitive pool of startups, Heala Tech emerged as the winner, demonstrating a transformative vision underpinned by robust technical capacity, a scalable business model, and measurable traction in digital healthcare delivery. Heala Tech is a digital health infrastructure company working to power healthcare access for over 1 billion Africans by enabling healthcare providers, insurers, pharmacies, and diagnostic companies to operate in a digitally integrated, compliant, and scalable ecosystem. Their success is grounded in their comprehensive response to Africa's systemic healthcare

challenges and their capacity to build an interoperable infrastructure for over 1 billion Africans. To understand the scale of Heala Tech's intervention, one must appreciate the structural gaps in Africa's healthcare system:

- **Insurance Penetration:** Fewer than 1 in 10 Africans are covered by formal health insurance, leaving families vulnerable to catastrophic health expenses.
- **Data Management:** Over 75% of patient records remain paper-based, impeding continuity of care and data-driven policy design.
- **Siloed Systems:** More than 90% of health facilities operate in isolation, without interoperable connections between hospitals, pharmacies, insurers, and labs.

These gaps create inefficiency, inequity, and missed opportunities for preventive, affordable, and connected care.

Their infrastructure-as-a-service platform provides:

- **Integration Suite:** APIs and plugins that allow hospitals, HMOs, pharmacies, and fintechs to connect seamlessly.
- **Virtual Health Platform:** Telemedicine, e-prescriptions, AI-powered triage, and insurance validation.
- **Healthcare Management System:** Advanced analytics, claims automation, and enrollee/provider management.
- **Embedded Health Plans:** Micro-insurance models accessible to individuals and families at low monthly premiums.

Fulfilment Ecosystem: Partnerships with pharmacies, labs, and logistics providers ensuring continuity of care beyond consultation.

One of the most decisive factors in Heala's win is their robust technical compliance and interoperability standards, which align them with global best practices while being locally relevant:

- **FHIR (Fast Healthcare Interoperability Resources):** Enables seamless health record exchange across platforms.
- **ISO 27001 Compliance:** International gold standard for information security management, ensuring data confidentiality and resilience.

NDPR (Nigeria Data Protection Regulation): Ensures compliance with local data laws, essential for patient trust in markets like Nigeria.

Heala Tech has articulated a clear, phased roadmap:

- **2025 (Short-Term):**
 - Expansion across major Nigerian hubs (Lagos, Abuja, Kano, PH).
 - Achieve \$500k ARR.
 - Pilot expansion into Ghana (Accra).
- **2026 (Medium-Term):**
 - Secure \$2M seed round at \$8–10M valuation.
 - Expand into Kenya (Nairobi).
 - Reach 30,000+ B2B2C users and 5,000+ healthcare providers onboarded.

PHOTO ALBUM



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Our gratitude goes to the Screening Committee for ensuring only the most impactful and scalable solutions reached the finals, and to the Panel of Judges for their fair, insightful evaluations that reinforced the program's credibility. We also commend the Investors Guild, whose engagement transformed the event into a springboard for funding, mentorship, and market access, signaling that African healthtech is both investment-worthy and investment-ready.

To our members, partners, attendees, and supporters, thank you for helping us not only celebrate innovation but strengthen the ecosystem that allows it to thrive. This is the beginning of greater collaborations, networks, and impact.



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Purpose Driven Entrepreneurship; Prof. Olawale Ajai

ABIYAMO - Saving vulnerable infant lives with solar-powered infant incubator; Apex Health Tech

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