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Africa HealthTech Conference

(Advancing Healthcare Equity and Access through Digital)

ABCHEALTH PANEL SESSION

THEME:

Navigating Digital Pathways for Pharma Growth in Africa: Harnessing Technology, Capital, and Regulatory Frameworks to Transform Pharma Access and Delivery Systems for Healthcare.

25TH NOVEMBER 2025

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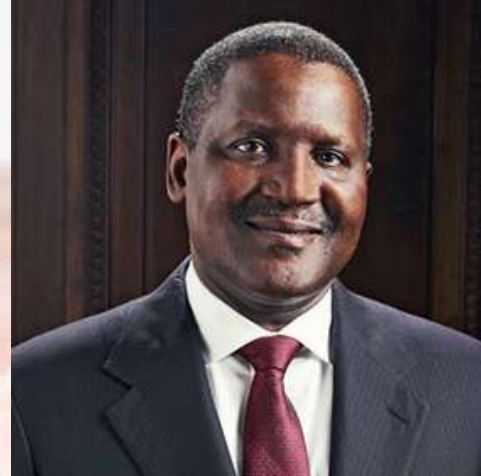
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**Mr. Aigboje
Aig-Imoukhuede
FCIB, CON**

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.

Contents

Foreword.....	5
Executive Summary.....	6
Background.....	7
The Session.....	9
Welcome Address.....	10
Keynote Presentation.....	11
Moderator's Insights	12
Panelist's Insights.....	13
Pull Quotes	19
A.H.E.A.D Hackathon.....	20
Future Outlook.....	22
Photo Album.....	23
Acknowledgements.....	25
Contributors.....	26
References/Sources.....	27

Foreword

The transformation of Africa's pharmaceutical landscape represents one of the most urgent yet promising frontiers for advancing equitable healthcare across the continent. At the A.H.E.A.D Africa HealthTech Conference 2025, the African Business Coalition for Health (ABCHealth) had the privilege of convening a landmark dialogue under the theme: "Navigating Digital Pathways for Pharma Growth in Africa: Harnessing Technology, Capital, and Regulatory Frameworks to Transform Pharma Access and Delivery Systems for Healthcare."

This panel session was conceived as far more than a discussion; it was intentionally structured as a catalyst for systemic change, providing a platform to explore the intersection of three transformative forces advanced digital technologies, strategic capital investment, and adaptive regulatory frameworks that collectively have the potential to reshape Africa's pharmaceutical sector and address long-standing barriers to medicine access and healthcare delivery.

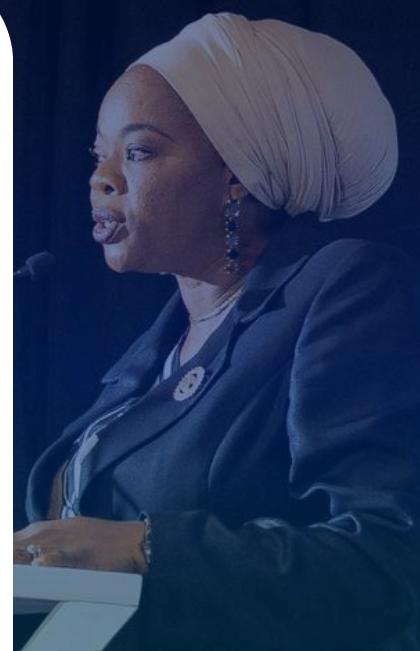
While Africa has made strides in local manufacturing and healthcare delivery, persistent challenges fragmented supply chains, limited access to essential medicines, high logistics costs, and regulatory complexity continue to restrict equitable access to healthcare. At the same time, Africa's digital revolution and emerging fintech and healthtech ecosystems present unprecedented opportunities to modernize pharmaceutical production, distribution, and patient access.

The panel explored how these forces can converge to create scalable, resilient, and inclusive pharmaceutical systems. By integrating AI-driven supply chain management, e-pharmacy platforms, predictive analytics, and digital logistics with sustainable financing and harmonized policy frameworks, stakeholders can unlock new pathways for efficiency, accessibility, and health equity.

By convening an exceptional and diverse assembly of stakeholders—including senior pharmaceutical executives, strategic investors, regulatory authorities, pioneering health technology innovators, and influential policy makers—the session established a vibrant and collaborative platform where participants could engage in in-depth dialogue, share critical insights, co-create context-driven solutions, and articulate actionable strategies aimed at fundamentally transforming Africa's pharmaceutical ecosystem into a more resilient, efficient, and equitable system.

At ABCHealth, our mandate to act as the nexus between private sector leadership and the broader health ecosystem continues to guide our efforts in catalyzing partnerships, mobilizing investment, and fostering innovation for sustainable health outcomes. Platforms such as this panel session exemplify the coalition's commitment to translating technological innovation, strategic capital deployment, and regulatory agility into practical solutions that not only strengthen supply chains and local manufacturing capacity but also advance equitable access to medicines and contribute to the long-term resilience and efficiency of Africa's healthcare systems.

Dr. Mories Atoki
CEO, ABCHealth





Executive Summary

The ABCHealth Panel Session at the A.H.E.A.D Africa Healthtech Conference convened senior policymakers, pharmaceutical executives, investors, regulators, and digital health innovators to examine how Africa can strategically leverage digital technologies, capital mobilization, and enabling regulatory frameworks to accelerate pharmaceutical growth and transform access and delivery systems across the continent.

Anchored by the convening leadership of the African Business Coalition for Health (ABCHealth), the session provided a technical, systems-level interrogation of the structural constraints and emerging opportunities shaping Africa's pharmaceutical ecosystem. Discussions emphasized that fragmented supply chains, uneven access to capital, regulatory heterogeneity, and limited data interoperability continue to impede scale, efficiency, and equitable access to quality medicines.

A technical focus was the role of data and analytics in re-engineering pharma operations. The session examined how advanced demand modeling, supply chain telemetry, and real-world evidence generation can support precision planning, reduce systemic inefficiencies, and strengthen quality assurance. Particular attention was given to the integration of digital identity, serialization, and track-and-trace mechanisms to combat substandard and falsified medicines while improving regulatory surveillance and post-market monitoring.

From a capital deployment perspective, the panel explored how digital maturity alters risk profiles within the pharmaceutical ecosystem. Participants noted that data-rich, transparent operating models enable more accurate risk assessment, performance-based financing, and scalable investment structures. The discussion underscored the importance of aligning capital instruments, such as blended finance, structured credit, and platform investments—with clearly defined digital transformation milestones across manufacturing, logistics, and retail pharmacy networks.

The session concluded that sustainable pharma growth in Africa will depend on the deliberate co-design of digital infrastructure, financing mechanisms, and regulatory systems. Rather than incremental digitization, panelists advocated for integrated, architecture-led transformation that positions pharmaceutical systems as data-driven, investment-ready, and regionally scalable. This approach, the panel agreed, is essential for building resilient pharma delivery systems capable of supporting universal health coverage, health security, and long-term industrial growth across the continent.

Background

The African pharmaceutical market, valued at approximately US\$46.8 billion in 2022, is undergoing transformation driven by rapid urbanization, a rising disease burden, and strategic policy initiatives aimed at strengthening health systems. With a projected compound annual growth rate (CAGR) of 8.3%, the market is expected to reach an estimated US\$110.9 billion by 2033, positioning the sector at a pivotal inflection point for sustainable growth, industrial expansion, and technological innovation. This trajectory highlights the strategic importance of the pharmaceutical sector not only as an economic asset but also as a cornerstone for improving health outcomes across the continent.

Despite the promising growth trajectory of Africa's pharmaceutical market, the continent continues to face significant and persistent challenges in ensuring equitable access to high-quality, safe, and affordable medicines. The World Health Organization (WHO) estimates that nearly half of the population in Sub-Saharan Africa remains without access to essential health services, with medicine availability and affordability constituting major barriers to effective healthcare delivery. Compounding this challenge, Africa currently produces only 25–30% of the pharmaceuticals it consumes, while less than 10% of medical supplies are locally manufactured. This heavy reliance on imports exposes health systems to supply chain disruptions, price volatility, and external shocks, underscoring the urgent need for strengthened local production, resilient distribution networks, and targeted interventions to expand access to essential medicines across the continent.

In response to the persistent gaps in medicine availability and local production, Africa's pharmaceutical industry has gradually shifted from predominantly small-scale, manual manufacturing toward more automated, large-scale production systems that integrate advanced process controls, real-time monitoring, and wireless technologies. These developments have strengthened product quality, operational efficiency, and consistency, partially mitigating the continent's reliance on imports. Nevertheless, despite these advances, significant systemic constraints persist, including limited budgets, inadequate infrastructure, a shortage of skilled labor, and fragmented regulatory frameworks, all of which continue to inhibit the ability of the sector to scale effectively and meet the growing healthcare demands across the continent.

These enduring constraints permeate every stage of the pharmaceutical value chain, from manufacturing and supply chain logistics to last-mile delivery and patient adherence. They are further compounded by insufficient infrastructure, fragmented and inconsistent regulatory frameworks, recurrent stock-outs, and the widespread circulation of counterfeit or substandard medicines. The absence of real-time data for demand forecasting, inventory management, and operational decision-making critically undermines the sector's ability to respond effectively to patient needs. Consequently, even when patients can physically access healthcare facilities, they often face environments where the right consultation or essential medicines are unavailable, perpetuating gaps in care and undermining trust in the health system.

Against this backdrop, the ABCHealth Panel Session convened under the theme, 'Navigating Digital Pathways for Pharma Growth in Africa: Harnessing Technology, Capital and Regulatory Frameworks to Transform Pharma Access and Delivery Systems for Healthcare.' The session was designed to explore the intersection of digital innovation, investment, and regulatory alignment as a mechanism for transforming Africa's pharmaceutical ecosystem. By situating technology within a framework of strategic financing and adaptive policy, the discussion aimed to identify actionable pathways to improve efficiency, quality, and equity in medicine access.

The panel recognized that technological solutions alone cannot overcome the sector's structural challenges. Fragmented regulations, limited access to capital, and uneven infrastructure often confine innovations to pilot stages. Convening stakeholders across the private sector, government agencies, and regulatory bodies provided an opportunity to align incentives, reduce implementation risks, and design scalable interventions that integrate technology, finance, and policy considerations across the pharmaceutical value chain.

The discussion was convened with a clear mandate to achieve several interrelated strategic objectives that collectively address the multifaceted challenges facing Africa's pharmaceutical sector. These included co-creating digital and data-driven solutions to improve supply chain visibility, traceability, and operational efficiency; identifying and mobilizing sustainable financing mechanisms including public-private partnerships, venture capital, and blended investment models to accelerate technology adoption and bolster local manufacturing capacity; and harmonizing regulatory frameworks to foster an environment conducive to innovation while safeguarding product quality, safety, and efficacy. Beyond these technical objectives, the session placed strong emphasis on locally-led, context-sensitive approaches, recognizing that solutions must be adaptable to diverse healthcare systems, responsive to regional variations, and capable of scaling across multiple African markets to ensure equitable access and sustainable impact.

Bringing together pharmaceutical executives, investors, regulators, technology innovators, and policy makers, the panel provided a platform to foster cross-sector partnerships and knowledge exchange. The discussions emphasized the importance of public-private collaboration to strengthen operational capacity, build regulatory confidence, and integrate emerging technologies into sustainable, continent-wide pharmaceutical ecosystems. By creating a shared vision, stakeholders were able to identify levers for coordinated action that extend beyond isolated interventions or pilot programs.

The session concluded with a focus on actionable strategies to accelerate Africa's pharmaceutical transformation. These included scaling digital supply chains, increasing local manufacturing capabilities, leveraging investment to support innovation adoption, and implementing adaptive regulatory frameworks. By aligning technology, capital, and policy, stakeholders can create a resilient, equitable, and technology-enabled pharmaceutical sector capable of improving medicine access, strengthening health systems, and advancing health equity across the continent.



The Session

The ABCHealth Panel Session at the A.H.E.A.D Africa HealthTech Conference 2025, themed ‘Navigating Digital Pathways for Pharma Growth in Africa: Harnessing Technology, Capital and Regulatory Frameworks to Transform Pharma Access and Delivery Systems for Healthcare,’ was a technically rich and highly engaging discourse that explored how digital innovation, strategic investment, and regulatory frameworks can collectively transform Africa’s pharmaceutical ecosystem. The session convened senior stakeholders from across the private and public sectors, including pharmaceutical executives, technology innovators, and health investors, to exchange insights, co-create practical solutions, and define actionable strategies for advancing equitable access to medicines across the continent.

The session began with opening remarks from Dr. Mories Atoki, CEO of ABCHealth, who highlighted the Coalition’s mission to drive sustainable health impact through private sector engagement and cross-industry collaboration. She emphasized the need to bridge technological innovation, financing, and regulatory oversight, stressing that a coordinated approach can enable scalable, data-driven solutions to strengthen pharmaceutical operations, traceability, and patient access.

The keynote presentation was delivered by Dr. Mojisola Christianah Adeyeye, Director-General of NAFDAC, ably represented by Dr. John Olushola Kayode, Assistant Director, Regulatory Innovation Unit, NAFDAC. The address centered on digital transformation in the pharmaceutical sector, emphasizing the critical role of pharmaceutical traceability, digital market authorization, and the integration of AI-driven technologies to enhance regulatory oversight and operational efficiency. Dr. John Olushola’s insights highlighted how robust digital systems can improve supply chain integrity, accelerate approvals, reduce counterfeit products, and enable predictive decision-making for both regulators and industry players. This keynote provided a regulatory perspective on how technology, when paired with strategic policy, can serve as a catalyst for sector-wide transformation.

Following the keynote, a high-level panel discussion convened to explore practical pathways for leveraging technology, capital, and regulatory frameworks to strengthen pharmaceutical access and delivery. Panelists included:

- Mr. Kareem Adeniji, MD/CEO, Tabade Pharmaceuticals
- Pharm. Abimbola Adebakin, CEO, Advantage Health Africa
- Ms. Adeola Ayoola, Co-Founder/CEO, Famasi Africa
- Ms. Ayomipo Olajube, Pharmacy Operations Lead, Famasi Africa
- Mr. Frank Muonemeh, Executive Secretary, Pharmaceutical Manufacturers Group (PMG-MAN)
- Pharm. Eramoh Julius, Senior Marketing Manager, CHI Pharmaceuticals Limited
- Mr. Adeyemi Olutoye, CEO/Co-Founder, Drugstore.ng

Moderator:

- Adekunle Dalton-Oke – Communications Lead, ABCHealth

Welcome Address

A photograph of Dr. Mories Atoki, a woman wearing a white headwrap and a dark blue blazer, speaking at a podium with a microphone. The background is dark with a blue and green gradient.

Catalyzing Africa's Pharmaceutical Transformation: Integrating Technology, Investment, and Regulatory Innovation

Dr. Mories Atoki

CEO, ABCHealth

Co-Host

The future of Africa's pharmaceutical industry is being written now. Rapid growth offers unprecedented opportunities, but longstanding structural challenges cannot be ignored. Turning this moment into lasting impact requires solutions that deliver medicines efficiently, safely, and equitably.

- **Market Growth Projection:** Africa's pharmaceutical market is expected to exceed \$110 billion by 2033, presenting unprecedented growth opportunities.
- **Access Deficits:** Over 70% of medicines are imported, and nearly half of Sub-Saharan populations lack essential medicines.
- **Rising Demand Pressures:** Population growth and a growing disease burden intensify the need for safe, high-quality medicines.
- **Structural Barriers:** Fragmented regulations, inefficient supply chains, infrastructure gaps, and underinvestment hinder sector progress.

Building on the sector's challenges, digital technologies offer a pathway to overcome long-standing inefficiencies and improve access, quality, and delivery of medicines.

- **Predictive Analytics:** AI-driven demand forecasting reduces stock-outs and improves supply chain responsiveness.
- **Traceability Systems:** Blockchain and serialization enhance visibility, prevent counterfeits, and strengthen regulatory oversight.
- **Remote Access Solutions:** E-pharmacy platforms and telemedicine extend healthcare to underserved and remote populations

System-wide transformation relies on cross-sector collaboration, locally-driven strategies, and integrated solutions that extend beyond pilot programs. Coordinated efforts ensure equitable access and strengthen Africa's pharmaceutical ecosystem.

- **Multi-Stakeholder Alignment:** Engage regulators, investors, manufacturers, and technology providers to co-create integrated systems.
- **Scalable, Locally-Led Approaches:** Context-specific solutions ensure medicines reach underserved communities efficiently.
- **Outcome-Oriented Transformation:** Harmonizing technology, capital, and regulation drives resilience, accessibility, and innovation.

Keynote Presenter

Building Trust and System Integrity through Digital Pharmaceutical Regulation

Dr. John Olusola Kayode

CEO, Assistant Director, Regulatory and Innovation
Unit, NAFDAC

Keynote Presenter

Africa's pharmaceutical regulatory landscape is growing more complex due to expanded supply chains, cross-border trade, and rising risks of substandard and falsified medicines, making digital transformation essential for strengthening regulatory efficiency, safety, and oversight across the system.

- **Mandate-Driven Oversight:** NAFDAC's statutory responsibility for medicine safety and distribution requires modern, technology-enabled regulatory tools.
- **Regulatory Efficiency:** Digital systems manage increasing regulatory volumes while ensuring quality, security, and consistent enforcement.
- **Data-Enabled Monitoring:** Real-time data supports proactive supervision, strengthens traceability, and enhances system-wide transparency

Building on the need for digital regulation, traceability and market authorization systems were presented as critical instruments for safeguarding medicine quality and strengthening supply chain integrity across Nigeria and the region.

- **National Traceability Infrastructure:** End-to-end visibility across pharmaceutical supply chains ensures authenticity and regulatory compliance.
- **Consumer-Level Verification:** The Scan2Verify app allows instant authentication of medicines at the point of use, empowering patients and providers.
- **Digital Market Authorization with AI Risk Detection:** The Dossier Management System digitizes submissions and, combined with AI tools, accelerates review while identifying regulatory risks such as Look-Alike, Sound-Alike products.

With foundational regulatory systems digitized, the strategic focus moves toward integrating digital tools across the pharmaceutical ecosystem. Aligning regulation, investment, and industrial development enhances transparency, builds stakeholder trust, and strengthens domestic manufacturing capacity, positioning the sector for sustainable growth and regional competitiveness.

- **Digital Oversight:** PIDCARMS provides integrated clearance at ports and borders, ensuring supply chain integrity.
- **Transparency Tools:** The Green Book offers a public registry of approved products to support procurement and informed healthcare decisions.
- **Manufacturing and Continental Alignment:** Digital Good Manufacturing Practice (GMP) tools strengthen local production and investor confidence, aligned with the African Medicines Regulatory Harmonization (AMRH) initiative and the African Continental Free Trade Area (AfCFTA) frameworks.

A photograph of Mr. Adekunle Dalton-Oke, a Black man with short hair, wearing a dark suit and tie. He is standing at a podium, looking down at a microphone in his hand. The background is blurred, showing a green and blue light effect.

Moderator's Insights

Transforming Africa's Pharmaceutical Ecosystem Through Regulatory Innovation and Strategic Investment

Adekunle Dalton-Oke

Communications Lead, ABCHealth
Moderator

Mr. Adekunle Dalton-Oke in his remarks contextualized how digital innovation is transforming African pharmaceutical regulation, enabling agencies to ensure medicine quality, streamline compliance, and reduce delays in market authorization across a fragmented ecosystem.

Digital Tracking Systems: Implementing end-to-end digital solutions for supply chain monitoring ensures timely detection of substandard or falsified medicines.

- **Data-Driven Compliance:** Digital platforms enable real-time monitoring and risk analytics, improving regulatory responsiveness and decision-making.
- **Integrated Workflows:** Digitizing inspection, submission, and reporting processes reduces bureaucratic bottlenecks and enhances operational efficiency.

Aligned capital and adaptive regulatory approaches are essential to overcoming fragmented supply chains, limited local manufacturing, and scaling challenges, transforming these barriers into a more resilient and accessible pharmaceutical sector.

- **Investment-Driven Scaling:** Coordinated financing models and public-private partnerships enable rapid expansion of pharmaceutical services and solutions.
- **Regulatory Enablement:** Adaptive regulatory frameworks streamline approvals, reduce delays, and enhance compliance across markets.
- **Sustainable Ecosystem Development:** Aligned capital and regulation strengthen local manufacturing, build stakeholder confidence, and improve equitable access to essential medicines.

Transitioning into the panel session, the discussion focused on critical themes shaping Africa's pharmaceutical future. These areas were explored to identify strategies for building resilient, digitally enabled, and investment-ready ecosystems that expand access to quality medicines.

- **Regulatory Harmonization:** Streamlined policies and regional frameworks can accelerate approvals, reduce market fragmentation, and strengthen Africa's role in the global pharmaceutical value chain.
- **Digital Supply Chains and Local Manufacturing:** Technology such as AI, blockchain, and e-pharmacy platforms improves production efficiency, supply chain visibility, and regulatory compliance while supporting local manufacturing.
- **Financing and Collaboration:** Innovative investment models and multi-stakeholder partnerships enable scaling of digital solutions and integrated pharmaceutical ecosystems.

Panelist's Insights

Adaptive Regulatory Systems for Regional Scale in Africa's Pharmaceutical Manufacturing

Mr. Frank Muonemeh

Executive Secretary, Pharmaceutical Manufacturers Group,
Manufacturers Association of Nigeria (PMG-MAN)

Panelist

Mr. Frank Muonemeh, Executive Secretary of PMG-MAN, framed local pharmaceutical manufacturing within Africa's evolving regulatory and macroeconomic landscape, noting that as local producers now form a significant share of the value chain, regulatory strength is central to regional competitiveness, scale, and quality assurance.

- **Regulatory Strength as Industry Backbone:** The effectiveness of the pharmaceutical industry is directly linked to the robustness of regulatory institutions, underscoring the need for strong, adaptive oversight to support growth.
- **Shifting Manufacturing Landscape:** With local manufacturers now contributing roughly 40 percent of the pharmaceutical supply chain, regulation must evolve to reflect this structural transition.
- **Macroeconomic Alignment:** Outdated macroeconomic and regulatory approaches risk constraining industry growth, highlighting the need for frameworks aligned with current market realities.

Scaling local manufacturing beyond national borders requires governance models that support regional integration while safeguarding quality, safety, and compliance. He highlighted the importance of rethinking existing systems to enable contract manufacturing, exports, and cross-border operations.

- **Regulatory Reset Where Necessary:** In fast-transitioning markets, there may be a need to redesign or replace legacy regulatory systems that no longer support industry scale or innovation.
- **Regional Scalability Frameworks:** Harmonized governance models can enable local manufacturers to participate in regional value chains through contract manufacturing and export pathways.
- **Compliance-Led Expansion:** Strengthening regulatory clarity and consistency ensures that growth does not compromise product quality or patient safety.

As pharmaceutical production becomes increasingly localized, digital regulatory systems must evolve in parallel. He advocated for the opportunity for technology-enabled regulation that is locally developed, context-aware, and responsive to rapid industry change.

- **Locally Developed Digital Frameworks:** Homegrown digital regulatory tools can better reflect local manufacturing realities and reduce dependence on imported systems.
- **Technology Supporting Transition:** Digital platforms can enhance regulatory efficiency and oversight as the industry shifts toward local production and regional trade.
- **Future-Ready Ecosystem Design:** Aligning regulation, technology, and manufacturing capacity positions African pharmaceutical industries for sustainable regional competitiveness.

Panelist's Insights

Strengthening Governance, Capacity, and Technology in Africa's Pharmaceutical and Health Ecosystems

Pharm. Abimbola Adebakin

CEO, Advantage Health Africa

Panelist

Pharm. Abimbola Adebakin, CEO, Advantage Health Africa, emphasized the importance of robust governance frameworks for responsibly managing patient data while enabling a connected digital health ecosystem across Africa.

- **National Data Framework Certification:** Using Advantage Health Africa as an example, securing certification under Nigeria's national data framework demonstrates how compliance can standardize data practices and build trust.
- **Mandatory Compliance Across Pharmacies:** Ensuring all pharmacists adhere to national standards promotes uniformity and safeguards patient information.
- **Scaling Governance Implementation:** Implementing these standards across all states ensures equitable protection and provides a model for broader adoption.

Digital health solutions achieve meaningful impact only when underpinned by strong human and operational infrastructure. Building pharmacist capacity, functional inventory systems, and state-level networks ensures that technology adoption translates into measurable improvements in healthcare access, equity, and operational efficiency.

- **Building Pharmacist Networks:** Establishing connections with pharmacists across all states creates the human backbone required for a sustainable and scalable digital health ecosystem.
- **Inventory and Operational Readiness:** Deploying robust inventory systems ensures technology adoption leads to tangible improvements in medicine availability, distribution, and patient care.
- **Equity in Access:** Prioritizing rural and underserved areas ensures digital tools expand inclusion and prevent disparities from widening in healthcare delivery.

In her concluding remarks, she affirmed that technology's true value lies in augmenting human capacity and operational systems, highlighting how digital integration across pharmacists and logistics networks drives scalable, resilient, and equitable health operations

- **Tech-Enabled Operations:** Collaborating with partners like NIPOST and leveraging digital tools improves reach and operational efficiency.
- **Scalable Ecosystem Development:** Coordinating with thousands of pharmacists shows how technology combined with human networks creates sustainable systems.
- **Sustainable Digital Adoption:** Embedding technology on top of strong operational and human foundations ensures connected, resilient, and equitable healthcare delivery.

Panelist's Insights

Driving Efficient and Resilient Pharmaceutical and Health Systems Through Digital Platforms and Strategic Integration

Pharm. Kareem Adeniji

MD/CEO, Tabade Pharmaceuticals

Panelist

Mr. Kareem Adeniji, MD/CEO, Tabade Pharmaceuticals highlighted how integrating digital platforms are critical for addressing supply chain fragmentation, ensuring that essential medicines reach hospitals, pharmacies, and end users efficiently.

- **Real-Time Order Tracking:** Implementing end-to-end tracking systems can help all pharmaceutical companies monitor products from importation to delivery, improving accountability in the health sector
- **Inventory Management via Mobile Tools:** Mobile applications allow retailers, hospitals, and end users to monitor stock levels and manage inventory, enhancing efficiency across the sector.
- **Goal-Oriented System Design:** Establishing clear objectives when deploying digital systems ensures solutions are aligned with operational and strategic priorities, a principle applicable to any pharmaceutical business.

E-commerce platforms, he stressed, helps to expand access to medicines and health products while improving transparency across distribution networks. These solutions connect manufacturers, healthcare providers, and patients, enabling broader reach and more efficient delivery of essential products.

- **Expanded Market Reach:** Online platforms enable companies to reach hospitals, pharmacies, and patients more efficiently, especially in underserved areas.
- **Data-Driven Planning:** Consumption and order data captured via e-commerce supports forecasting, resource allocation, and operational planning.
- **Stakeholder Connectivity:** Digital platforms facilitate collaboration among manufacturers, distributors, and health facilities to improve access and coordination.

Strategically integrating digital platforms and operational planning strengthens resilience and scalability across pharmaceutical and health operations. Designing systems from the ground up ensures adaptability to changing market and health system needs.

- **Scalable Platform Design:** Systems built with scalability in mind can expand with business growth or increased health system demands.
- **Operational Integration Across Functions:** Digital tools unify procurement, inventory, and delivery processes to enhance efficiency beyond the supply chain.
- **Enhanced Service Delivery:** Strategic integration supports timely delivery of medicines and health products while improving accountability and stakeholder confidence.

Panelist's Insights

Strategic Compliance and Regulatory Alignment as Drivers of Sustainable Pharmaceutical Growth

Pharm. Eramoh Julius

Senior Marketing Manager, CHI Pharmaceuticals Limited

Panelist

Pharm. Eramoh Julius an industry leader in pharmaceutical commercialization, highlighted the need for companies to shift their perception of regulators from obstacles to strategic partners. By aligning compliance with operational and marketing strategies enhances market credibility, and supports sustainable business growth.

- **Compliance as Market Differentiator:** Viewing adherence to regulatory frameworks as a signal of quality allows companies to communicate traceability and safety from manufacturer to pharmacy, strengthening brand trust.
- **Strategic Investment in Compliance:** Allocating resources to regulatory readiness, staff training, and internal processes accelerates time-to-market and reduces business risk.
- **Collaborative Mindset with Regulators:** Engaging proactively with regulatory authorities fosters smoother approvals, aligns industry practices with policy, and promotes a more predictable operational environment.

In his remarks he emphasized that companies can integrate these regulatory shifts into marketing and distribution strategies to enhance transparency, traceability, and stakeholder confidence.

- **Traceability-Driven Marketing:** Demonstrating the ability to track medicines from factory to pharmacy provides tangible proof of quality and safety, reinforcing consumer confidence.
- **Integration with Digital Health Platforms:** Using regulatory-aligned digital tools improves supply chain visibility and strengthens marketing narratives around product reliability.
- **Informed Commercial Planning:** Anticipating regulatory trends allows firms to adjust product launches, inventory management, and distribution strategies proactively.

Successfully navigating evolving regulatory frameworks requires not only technological investment but also robust human and operational foundations. stressed that training teams in compliance and adapting internal processes ensures companies can scale efficiently while meeting regulatory expectations.

- **Workforce Regulatory Literacy:** Training staff on compliance requirements strengthens organizational capacity to respond to evolving regulations and reduces operational errors.
- **Process Alignment with Policy:** Integrating regulatory considerations into internal workflows ensures faster approvals, better coordination, and operational efficiency.
- **Sustainable Scaling Practices:** Combining trained teams, clear compliance protocols, and digital tools creates a resilient framework for scaling distribution and marketing across regions.

Panelist's Insights

Unlocking Cross-Border Digital Health for Scalable and Equitable Solutions in Africa

Ms. Ayomipo Olajube

Pharmacy Operations Lead, Famasi Africa

Panelist

Adeola Ayoola, Co-Founder and CEO of Famasi Africa, ably represented by, Ms. Ayomipo Olajube, accentuated that fragmented regulatory landscapes hinder the cross-border scaling of digital health solutions, emphasizing the need for harmonized frameworks to enhance efficiency, innovation, and regional integration.

- **Cross-Country Policy Alignment:** Developing interoperable regulations enables digital health solutions to operate seamlessly across multiple jurisdictions, reducing compliance complexity and fostering regional integration.
- **Standardized Prescription Practices:** Harmonized prescription methods across pharmacies improve patient safety, operational efficiency, and consistent service delivery.
- **Regulatory Collaboration Platforms:** Encouraging dialogue between regulators, startups, and industry stakeholders helps identify gaps, share best practices, and accelerate the adoption of consistent policies.

Scaling digital health solutions requires addressing both operational and regulatory heterogeneity. stressed that startups must proactively design models that accommodate diverse compliance requirements while maintaining service quality and equity across markets.

- **Adaptive Compliance Models:** Structuring digital health platforms to meet local regulatory nuances ensures legal adherence while facilitating rapid scaling.
- **Operational Readiness Across Regions:** Establishing local partnerships with pharmacies and health facilities strengthens distribution networks and ensures consistent patient access.
- **Evidence-Based Policy Input:** Startups can provide practical insights on cross-border operations to inform more responsive, flexible regulatory approaches.

Policymakers, she referenced plays a pivotal role in unlocking the potential of cross-border digital health solutions. In conclusion she advocated for regulatory frameworks that reduce fragmentation, foster collaboration, and provide clarity for innovators while maintaining patient safety and data integrity.

- **Frameworks for Digital Scalability:** Implementing harmonized, interoperable regulations across countries encourages the regional growth of digital health solutions.
- **Incentivizing Collaboration:** Policies that promote multi-stakeholder partnerships between startups, regulators, and health providers enhance operational efficiency and ecosystem cohesion.
- **Regulatory Support Mechanisms:** Providing clear guidance, compliance toolkits, and shared standards accelerates adoption and ensures equitable access to digital health services.

Panelist's Insights

Advancing Scalable and Sustainable Pharmaceutical Growth Through Digital Integration

Mr. Adeyemi Olutoye

CEO/Co-Founder, DrugStore.ng

Panelist

Mr. Adeyemi Olutoye in his remarks emphasized that digitizing paper-based processes enhances operational efficiency, streamlines inventory management, and strengthens logistics, providing a foundation for scalable and financially sustainable pharmaceutical operations across Africa.

- **Inventory Digitization:** Implementing digital inventory management systems streamlines stock tracking, reduces errors, and allows timely replenishment, supporting efficiency at scale.
- **Operational Streamlining:** Moving from paper-based workflows to digital processes enhances transparency and accountability, enabling consistent performance as companies expand.
- **Logistics Integration:** Partnering with logistics providers and linking them to digital systems ensures reliable last-mile delivery, strengthening access and supply chain resilience.

Rapid expansion in the pharmaceutical sector requires strategies that align operational capacity with financial discipline. The panelist emphasized that deliberate operational choices, investment in technology, and systematic planning are critical to maintaining economic viability while scaling services across multiple markets.

- **Cost-Effective Operations:** Leveraging technology reduces overhead costs, increases process efficiency, and supports sustainable growth without compromising service quality.
- **Data-Driven Decision Making:** Digital platforms provide actionable insights for inventory, demand forecasting, and resource allocation, informing financially sound operational decisions.
- **Scalable Business Models:** Designing workflows and systems for scalability ensures that growth does not outpace financial or operational capacity, mitigating risk.

The integration of digital platforms, inventory software, and logistics partnerships demonstrates how technology can enable sustainable and resilient pharmaceutical delivery systems. These practices not only support business growth but also enhance sector-wide efficiency and service reliability.

- **Enhanced Service Delivery:** Digital tools facilitate faster, more accurate fulfillment of prescriptions, improving patient access to medicines.
- **Operational Resilience:** Online systems allow rapid adaptation to market changes, ensuring continuity of operations and consistent supply.
- **Ecosystem Coordination:** Linking digital platforms across suppliers, logistics, and pharmacies fosters collaboration and strengthens the broader pharmaceutical value chain.

Pull Quotes



Mr. John Kayode Olushola

Digital transformation in regulation strengthens safety, ensures transparency, and builds trust across Africa's pharmaceutical ecosystem.



Dr. Mories Atoki

Technology, investment, and regulation must converge to create an accessible, resilient African pharmaceutical ecosystem.



Mr. Adekunle Dalton-Oke

By aligning technology, capital, and adaptive regulation, Africa can build a pharmaceutical ecosystem that is efficient, resilient, and fit for scale.



Mr. Frank Muonemeh

As access to medicines becomes increasingly local, the technology we implement must also be homegrown to serve communities effectively



Pharm. Abimbola Adebakin

True equity in digital pharma growth means medicines reach the last mile, and regulatory bodies act as designers, not just gatekeepers



Pharm. Kareem Adenji

When capital and investment move in harmony, Africa's pharmaceutical sector can thrive and deliver health solutions that truly meet local needs.



Pharm. Eramoh Julius

Regulatory compliance should be leveraged as a strategic tool, to enhance market credibility, and scale pharmaceutical operations responsibly across Africa



Ms. Ayomipo Olajube

Digital healthcare is here to stay, and pharmacy must harness technology, drawing on fintech's innovations to drive growth and scalable impact



Mr. Adeyemi Olutoye

Strategic collaboration is essential to scale pharmaceutical operations sustainably, and strengthen the resilience of Africa's health systems



A.H.E.A.D Hackathon

From Thought Leadership to Applied Innovation: ABCHealth's Role in Advancing HealthTech Talent at the A.H.E.A.D Africa Healthtech Conference

Beyond convening high-level policy and industry conversations, the A.H.E.A.D Africa Healthtech Conference also served as a practical demonstration of how innovation, talent development, and applied technology can converge to deliver real-world impact. A defining highlight of the conference was the successful hosting of the A.H.E.A.D Hackathon 2025, culminating in a landmark win by Apex Healthtech, a startup founded by Habeeb Akinsola, a student of the ABCHealth Academy for Health Entrepreneurs.

The A.H.E.A.D Hackathon 2025 was positioned as one of Africa's most ambitious health innovation challenges, designed to move beyond ideation into execution. It brought together developers, designers, founders, and problem-solvers with a shared mandate: to build scalable digital solutions capable of addressing structural gaps in Africa's healthcare delivery systems. The hackathon framework deliberately emphasized applied problem-solving, interoperability, and system-level thinking, key requirements for sustainable HealthTech innovation on the continent.

Powered by the Dorra EMR API and a Pharmacovigilance API, the hackathon exposed participants to production-grade digital infrastructure, enabling them to design solutions that integrate clinical data, medicine safety, and health system workflows. This technical foundation ensured that innovations were not theoretical, but aligned with real operational environments, regulatory expectations, and patient safety considerations. Hosting by DrugStoc, with support from The Nest Innovation Technology Park and Co-Creation Hub, further strengthened the ecosystem approach by combining pharmaceutical supply chain expertise, innovation infrastructure, and startup incubation capacity.

Among a strong field of competitors, Apex Healthtech emerged as the winning startup of the A.H.E.A.D Hackathon 2025. Founded by Habeeb Akinsola, a student of the ABCHealth Academy for Health Entrepreneurs, Apex Healthtech distinguished itself through a solution that demonstrated technical robustness, contextual relevance, and a clear pathway to scale. The solution reflected a deep understanding of healthcare delivery constraints in African settings, particularly the need for interoperable digital systems capable of operating effectively within resource-limited environments while supporting patient safety and continuity of care.



Further reinforcing the strength and consistency of the venture, Apex Healthtech also emerged as Second Runner-Up (Third Place) at the ABCHealth Xcelerator Pitch Event held during the World Health Expo (WHX Lagos) in June 2025. This recognition, achieved within a highly competitive pitching environment, highlighted the startup's growing market readiness, clarity of its business model, and ability to articulate its value proposition to investors, policymakers, and industry leaders. The consecutive recognitions across two major platforms underscored the venture's momentum and its capacity to translate technical innovation into commercially and operationally viable solutions.

The significance of this win extends beyond the hackathon itself. Apex Healthtech's success represents a tangible outcome of ABCHealth's long-term investment in capacity building, entrepreneurship, and ecosystem development through the ABCHealth Academy for Health Entrepreneurs. It validates the Academy's model of equipping emerging innovators not only with technical skills, but also with policy awareness, health system insight, and market readiness. In this sense, the hackathon served as both a proving ground for innovation and a pipeline for future-ready HealthTech ventures.

From a broader perspective, the A.H.E.A.D Hackathon 2025 reinforced the role of structured innovation challenges in accelerating Africa's digital health agenda. By connecting young innovators to APIs, industry partners, and real use cases, the hackathon bridged the gap between learning, experimentation, and deployable solutions. It also highlighted the importance of nurturing local talent to drive Africa's HealthTech future, rather than relying solely on imported technologies.

In summary, ABCHealth's presence at the A.H.E.A.D Africa Healthtech Conference was not limited to thought leadership and dialogue. The successful execution of the hackathon and the emergence of Apex Healthtech as the winning startup demonstrated how strategic convening, technical infrastructure, and talent development can translate into measurable outcomes. This moment marked a clear signal that Africa's next generation of HealthTech solutions is already taking shape—built by Africans, informed by local realities, and ready to scale.



Future Outlook

Africa's pharmaceutical future will be defined by how effectively digital pathways are integrated across technology, capital, and regulatory systems to expand access, improve efficiency, and strengthen healthcare delivery. As populations grow, disease burdens shift toward chronic and complex conditions, and supply chains face increasing pressure, digital transformation is no longer optional but foundational to sustainable pharma growth on the continent.

In the coming years, interoperable digital health infrastructure, data-driven supply chains, and mobile-enabled patient engagement platforms will fundamentally reshape how medicines are produced, distributed, prescribed, and monitored. Advanced analytics and artificial intelligence will enable more accurate demand forecasting, reduce stockouts and wastage, and strengthen pharmacovigilance, while digital platforms will extend pharma services beyond traditional facilities into underserved and remote communities. These technologies will support a transition from reactive, fragmented systems to proactive, demand-responsive pharma ecosystems.

Capital will act as a critical accelerator of this transformation. Blended finance, impact investment, venture capital, and public-private partnerships will increasingly converge to fund digital manufacturing, logistics, and distribution models. Innovative financing structures will lower risk, unlock local manufacturing capacity, and enable small and medium pharma operators to scale through access to credit, data, and digital tools. As confidence grows, capital will flow toward solutions that demonstrate both commercial viability and measurable health impact.

Regulatory frameworks will play a decisive enabling role. Greater regulatory convergence, digital-first oversight mechanisms, and harmonized standards will reduce barriers to market entry, improve quality assurance, and support cross-border scale. Digitized regulatory processes and stronger data governance will enhance transparency, protect patient data, and build trust across the pharma value chain, creating an environment where innovation can safely thrive.

Together, these forces point toward a future in which Africa's pharmaceutical systems are more resilient, inclusive, and efficient. By aligning digital innovation with sustainable financing and adaptive regulation, the continent can leapfrog structural constraints, strengthen health security, and ensure that quality medicines reach patients reliably and equitably. This convergence will not only transform pharma access and delivery but will position Africa as a dynamic growth frontier in the global pharmaceutical landscape.

Photo Album



Photo Album





Acknowledgements

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We offer our sincere appreciation to the distinguished panelists who contributed to the ABCHealth-hosted panel session at the A.H.E.A.D. Africa HealthTech Conference, themed "Navigating Digital Pathways for Pharma Growth in Africa: Harnessing Technology, Capital, and Regulatory Frameworks to Transform Pharma Access and Delivery Systems for Healthcare." Their expert contributions enriched the dialogue on regulatory modernization, digital transformation, operational sustainability, and ecosystem coordination, offering practical and policy-relevant insights into the future of Africa's pharmaceutical and broader health sectors.

ABCHealth further acknowledges its partner, the A.H.E.A.D. Africa HealthTech Conference conveners, Drugstoc and organizing partners for providing a high-level platform that brought together policymakers, regulators, industry leaders, innovators, and development partners to engage in forward-looking discussions on health system transformation. This collaboration reiterated the value of cross-sector convening in advancing interoperable digital systems, enabling regulatory alignment, and supporting scalable pharmaceutical innovation across African markets.

We also recognize the support of ABCHealth partners, member organizations, and technical collaborators whose continued engagement fuels the Coalition's work. Through strategic advocacy, innovative financing approaches, and multisector collaboration, they embody the collective effort required to build resilient and equitable healthcare systems in Africa.

This report documents the key insights and outcomes from the session while reaffirming ABCHealth's commitment to advancing evidence-informed policy dialogue and transformative partnerships. The perspectives captured herein reflect a shared ambition to unlock the full potential of digital innovation, regulation, and private sector engagement in delivering equitable, resilient, and sustainable healthcare systems for Africa.



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