

An International exhibition
on COMPLETE pharma manufacturing

East **AFRICA** PHARMA EXPO | East **AFRICA** LAB EXPO

KICC Nairobi KENYA



**POST
SHOW REPORT
2025**

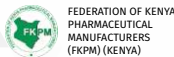
Organized by:



Under patronage of:



Supported by:



KAPI - INDUSTRY ALLIANCE
OF HEALTH PRODUCTS
AND TECHNOLOGIES
(KENYA)



Concurrent Event:

CONFERENCE

THEME:

Anchorage of local pharma mfg. industry to AI and
regulatory compliance in achieving enhanced
National Universal Health

EXHIBITION ADVISORY BOARD

PATRON



DR. FRED SIYOI
CEO
PHARMACY AND POISONS
BOARD (PPB) (KENYA)



DR. VIMAL PATEL
CHAIRMAN
FEDERATION OF KENYA
PHARMACEUTICAL
MANUFACTURERS
(FKPM) (KENYA)



DR. NIHAL SHAH
VICE CHAIRMAN
FEDERATION OF KENYA
PHARMACEUTICAL
MANUFACTURERS
(FKPM) (KENYA)



DR. IVY RATEMO
CEO
PHARMACEUTICAL
SOCIETY OF KENYA
(PSK) (KENYA)



DR. JAMES MOKORO
CHAIRPERSON
KAPI - INDUSTRY ALLIANCE OF
HEALTH PRODUCTS AND
TECHNOLOGIES (KENYA)



ERIC GICHANE
HON. SECRETARY GENERAL
KENYA PHARMACEUTICAL
ASSOCIATION (KPA) (KENYA)



DR. RISHI VADODARIA
CHAIRMAN
UGANDA PHARMACEUTICAL
MANUFACTURERS' ASSOCIATION
(UPMA) (UGANDA)



MANESH PATEL
CHAIRMAN
LAB & ALLIED LTD
(KENYA)



**DR. WILBERFORCE
O. WANYANGA**
CHAIRMAN
PHARMAQ LTD, KENYA
CHAIRMAN
CONFERENCE COMMITTEE



PARESH JHURMARVALA
FOUNDER & CEO
GPE EXPO PVT LTD
(INDIA)

ABOUT EAST AFRICA PHARMA EXPO 2025: A Regional Platform Driving Growth and Collaboration

The 8th East Africa Pharma Expo & East Africa Lab Expo 2025, held on 16–17 September at KICC Nairobi, brought together 100+ exhibiting companies from over 10 countries and reaffirmed its status as the premier B2B platform for the pharmaceutical and life sciences sector in East Africa.

Exhibitors showcased a wide spectrum of solutions, including pharma raw materials & APIs, formulation and contract manufacturing, packaging materials & machinery, manufacturing machinery, analytical and laboratory technologies, cleanroom & HVAC systems, water treatment, automation, and turnkey consultancy. The Expo served as a dynamic hub for B2B meetings and regional networking, strengthening Kenya's role as a hub for pharmaceutical innovation and local production.

The event was inaugurated in the presence of dignitaries from key regulatory and industry bodies such as the Pharmacy and Poisons Board (PPB), Federation of Kenya Pharmaceutical Manufacturers (FKPM), Pharmaceutical Society of Kenya (PSK), Kenya Association of Pharmaceutical Industry (KAPI), Kenya Pharmaceutical Association (KPA), and Uganda Pharmaceutical Manufacturers Association (UPMA). A notable highlight was the participation of a delegation of senior QA/QC officers from the Tanzania Medicines & Medical Devices Authority (TMDA), underscoring cross-border collaboration.

Running parallel, the Pharma Conference addressed the theme “Anchorage of Local Pharmaceutical Industry to AI and Regulatory Compliance in Achieving Enhanced National Universal Health.” Sessions explored AI in pharma and regulatory affairs, track-and-trace systems, compliance best practices, and sector-wide challenges and opportunities. The keynote by Mr. Ranjit Barshikar, CEO of QbD International and UN MPP Geneva Advisor, emphasized the need to embed Quality by Design (QbD), AI, and data integrity into East Africa's pharma manufacturing systems, drawing strong engagement from regulators, QA/QC professionals, and industry leaders.

With strong participation from stakeholders across Kenya, Uganda, Tanzania, Ethiopia, Rwanda, and Burundi, the two-day event successfully positioned itself as a catalyst for advancing local manufacturing, regulatory harmonization, and global partnerships within East Africa's pharmaceutical sector

East
AFRICA
PHARMA EXPO

East
AFRICA
LAB EXPO





**MORE ATTENDEES MADE
THE EVENT LARGEST
BUSINESS NETWORKING
PLATFORM AMONG THE
EAST AFRICAN COMMUNITY**

1,347

**TRADE PROFESSIONALS
ATTENDED**

EAST AFRICAN PHARMACEUTICAL INDUSTRY OVERVIEW

The pharmaceutical industry in East Africa is undergoing a period of rapid growth and transformation, driven by population growth, rising healthcare needs, and strong policy support for local manufacturing. Countries such as Kenya, Uganda, Tanzania, Ethiopia, Rwanda, Burundi, and the DRC are increasingly focusing on reducing dependency on imports by building regional production capacity.

Kenya remains the region's leading pharmaceutical hub, accounting for nearly 50% of the local manufacturing capacity in East Africa, while Tanzania, Uganda, and Ethiopia are expanding through public-private partnerships and incentives to attract investment. Across the region, the market is supported by government policies encouraging self-reliance, tax incentives, and regulatory reforms, particularly around Good Manufacturing Practice (GMP) compliance.

The East African pharmaceutical market was valued at USD 4–5 billion in 2023, with demand projected to double by 2030, fueled by a growing population, universal health coverage programs, and increasing prevalence of non-communicable diseases. Despite this growth, the region still imports over 70% of its medicines, highlighting significant opportunities for investment in APIs, formulation plants, packaging, contract manufacturing, and lab/QA/QC infrastructure.

KEY TRENDS SHAPING THE SECTOR INCLUDE

- Localization of production: Governments prioritizing essential medicines and vaccines.
- Regulatory harmonization: EAC countries moving toward aligned standards under the EAC Medicines Regulatory Harmonization program.
- Technology transfer & digitalization: Rising interest in automation, AI, and track-and-trace technologies to strengthen supply chains.
- Cross-border collaboration: Regional associations and regulators (e.g., PPB Kenya, TMDA Tanzania, UPMA Uganda) working together to enhance quality, safety, and competitiveness.

With strong international interest and regional policy momentum, East Africa is well-positioned to become a manufacturing hub for affordable, high-quality pharmaceutical products, serving both domestic and export markets.



OPENING CEREMONY INSIGHTS

The Opening Ceremony of the 8th East Africa Pharma Expo brought together government leaders, industry associations, regulators, and international partners to set the vision for East Africa's pharmaceutical future. The speakers highlighted the urgency of reducing import dependency, fostering innovation and investment, strengthening regulatory systems, and embracing global collaboration to deliver accessible and affordable healthcare across the region.



FRAZ NDULO AND CLETUS OTIENO KENYA PHARMACEUTICAL ASSOCIATION (KPA)

"The Kenya Pharmaceutical Association, representing more than 13,000 pharmaceutical technologists across the country, sees first-hand how global shocks and currency volatility are affecting medicine distribution and healthcare access.

To address these disruptions, we believe in three critical pillars. First, reducing the cost of healthcare by strengthening local pharmaceutical manufacturing. By producing locally, we can stabilize prices, ensure consistent quality, and improve access to medicines.

Second, investment in human capital is vital. Kenya already has highly trained healthcare professionals who ensure medicine access, regulatory compliance, and patient care. With more investment, we can expand specialized training, provide scholarships, and build career pathways for the future.

Third, we must create space for small-scale innovators. Kenya is full of innovation, yet many struggle to scale because sustainable business models are lacking. Supporting these players will enable more efficient service delivery.

Above all, we firmly believe that quality healthcare is non-negotiable - it must remain accessible and affordable for every Kenyan."



DR. STELLA KIPKANUI KENYA ASSOCIATION OF PHARMACEUTICAL INDUSTRIES (KAPI)

"At the Kenya Association of Pharmaceutical Industries (KAPI), our commitment is clear: to ensure safe, equitable, and affordable access to healthcare products for all.

We are advancing this mission by promoting the use of safe and effective medicines, eliminating counterfeit products, and intensifying the fight against illicit trade. These efforts are central to protecting patients and strengthening the credibility of our healthcare system.

By working together, we can create an environment where every Kenyan has access to the medicines they need - without fear of falsified or unsafe products."



DR. VIMAL PATEL CHAIRMAN, FEDERATION OF KENYA PHARMACEUTICAL MANUFACTURERS (FKPM)

"Africa has the potential to become the next India or China in pharmaceutical manufacturing, provided all stakeholders align to promote local production. Yet, we face a lack of policies and laws that would encourage and motivate manufacturers to invest and expand.

Manufacturing is not only about economics - it is about sovereignty. A strong local industry shields us from global shocks, creates jobs, generates tax revenues, and ensures quick and easy access to medicines.

But above all, quality is not defined by the tests conducted at the end, but by the integrity of the process itself. We must produce medicines that we would trust to use ourselves."



**DR. WAIRIMU MBOGO
PRESIDENT, PHARMACEUTICAL
SOCIETY OF KENYA (PSK)**

"This is more than an exhibition - it is a call to action. We hope it translates into stronger responsibility from every healthcare worker to guarantee accessible, affordable, and reliable healthcare, ensuring all citizens receive the highest possible standard of care."

Today, Kenya imports 70% of its medicines, but our vision is to reduce this to 30% within the next four to five years. Revamping local manufacturing is key to ensuring essential medicines are readily available and to making our healthcare systems more sustainable."

At PSK, we are guided by four pillars: Policy and Investments, Quality and Compliance, Technology and Innovation, and Human Capital Development. Through the EPIC strategy - Education, Policy, Innovations, and Collaborations - we aim to move Kenya from being a consumer of innovations to becoming a global pioneer in healthcare best practices."



**OFFICIAL OPENING SPEECH:
DR. JOHN MUNYU, CHAIRMAN
PHARMACY AND POISONS BOARD (PPB)**

"The Government of Kenya is deeply committed to creating a robust, reliable, and sustainable pharmaceutical manufacturing sector - one that not only supports East Africa, but contributes to global healthcare systems. We welcome foreign investors to explore the many opportunities available to strengthen local manufacturing."

The East Africa Pharma Expo provides a platform to share innovations, promote regulatory compliance, and foster collaborations between local and international stakeholders. Kenya stands as a hub for the pharmaceutical industry in East Africa, and through collective efforts, we aim to become a global model for reliable healthcare delivery."

Promoting local manufacturing is also central to achieving Universal Healthcare Coverage. At PPB, we are embracing AI to strengthen our regulatory capacity and aiming for ML3 status under WHO standards, to position Kenya as a beacon of regulatory excellence in Africa."

Our vision is to be a regulatory body that listens, supports, and ensures the highest quality standards, while providing a conducive environment for industry growth. Together with all stakeholders, we will make Kenya a leading contributor to the global pharmaceutical industry."

With this, I am proud to declare the 8th East Africa Pharma Expo officially open."



**OPENING PRESENTATION:
RANJIT BARSHIKAR
CEO, QBD INTERNATIONAL
UNITED NATIONS ADVISOR, GENEVA**

"The world is changing, and with it, the standards for quality healthcare are rising. Artificial Intelligence (AI) offers a unique opportunity to overcome the challenges that have long slowed pharmaceutical manufacturing - from lengthy R&D timelines and delayed product launches to rising costs and quality concerns."

*By harnessing data-driven decision-making and predictive analytics, AI can accelerate **drug discovery, design, clinical trials, QA/QC, marketing, and supply chain tracking**. Already, AI has contributed to discoveries such as Halicin, a new antibiotic effective against drug-resistant bacteria."*

While AI brings efficiency, reduced costs, and improved patient safety, we must also address ethical concerns and fears of replacing human knowledge. Used responsibly, AI will not replace expertise, but enhance it - ensuring continuous improvement in quality and building a more resilient pharma sector."



DR. NANCY NJERU
DIRECTORATE OF HEALTH PRODUCTS AND
TECHNOLOGIES, MINISTRY OF HEALTH

"During the Ministry's 2023 Expo, we made a firm commitment: by 2026, drugs on the essential drug list must be produced locally. Since then, the Ministry has carried out a comprehensive assessment of the local manufacturing landscape to develop a practical strategy for achieving this goal.

We have also evaluated mission-led industries for capacity building, ensuring they are positioned to play their role in improving access and availability. Importantly, this strategy integrates insights from both local and international stakeholders, making it inclusive and forward-looking.

Between April and June 2025, the strategy was finalized, and it will be circulated for review and recommendations between July and September 2025."



VOTE OF THANKS
PARESH JHURMARVALA
CEO, GPE EXPO PVT LTD, INDIA

"The vision of making Kenya the pharmaceutical manufacturing hub of East Africa is alive and stronger than ever. We are deeply grateful to the government, industry leaders, associations, exhibitors, and international partners who have joined hands to make this Expo possible.

On behalf of the organizers, I extend my sincere appreciation to all the distinguished guests and speakers who have contributed their insights and support. Together, we will continue working towards strengthening East Africa's role as a center of pharmaceutical excellence."



RISHABH KUMAR REWAR
SECOND SECRETARY (COMMERCE & PRESS) /
SPECIAL ASSISTANT TO THE HIGH
COMMISSIONER, HIGH COMMISSION OF
INDIA

"India has brought more than 75 pharmaceutical manufacturers with advanced technologies to this Expo, to build strong partnerships with East African counterparts.

Our vision is to support East Africa in becoming a key hub for pharmaceutical manufacturing in the region, fostering collaboration, technology transfer, and sustainable growth."



CONCLUSION

The Opening Ceremony established a clear direction for the Expo: collaboration, innovation, and investment in local capacity will be the driving forces behind East Africa's pharmaceutical transformation. From harnessing AI for innovation, to advancing regulatory excellence, to building partnerships across borders, the insights shared by leaders highlighted a shared determination to make quality healthcare accessible, affordable, and sustainable for the region and beyond.



CONFERENCE

2 DAYS CONFERENCE

20 SPEAKERS

PANEL SESSIONS

SEMINARS

THEME: Anchorage of local pharma mfg. industry to AI and regulatory compliance in achieving enhanced National Universal Health

DAY-1 HIGHLIGHTS

Day 1 of the Conference focused on the regulatory and operational enablers for local pharmaceutical manufacturing in East Africa. Regulators from Kenya and Tanzania, together with industry associations, emphasized the need to align policies with international GMP standards, incentivize local production, and build strong capacity through training and collaboration. Key discussions centered on reducing the high cost of imported raw materials, strengthening post-market surveillance to combat falsified medicines, and establishing a regional API manufacturing hub. KEMSA's presentation outlined challenges in procurement and equipment maintenance, while further panels explored the importance of compliance, innovation, and skills development. The discussions highlighted the critical role of regulatory harmonization and industry-regulator collaboration in achieving self-sufficiency.

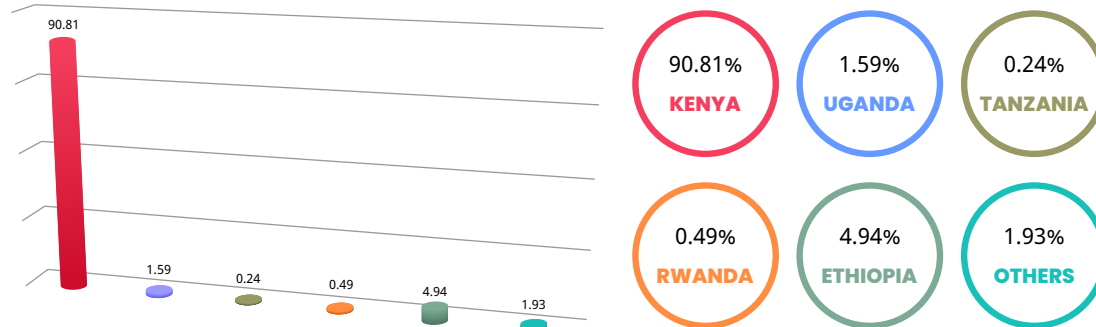
DAY-2 HIGHLIGHTS

Day 2 placed a spotlight on the transformative role of Artificial Intelligence (AI) in the pharmaceutical industry and regulation. Speakers demonstrated how AI is revolutionizing drug discovery, clinical trials, quality control, and manufacturing through predictive analytics and automation. Case studies such as Sanofi's "Factory of the Future" illustrated the possibilities of smart, automated pharma plants. The Pharmacy and Poisons Board (PPB) shared its roadmap for becoming a regional leader in regulatory AI adoption through a phased rollout up to 2032. The Q&A sessions raised critical issues around AI's ethical use, training needs, accountability in clinical trials, and even its carbon footprint. Overall, Day 2 highlighted that AI is not just a technological upgrade but a strategic imperative for efficiency, compliance, and patient safety.

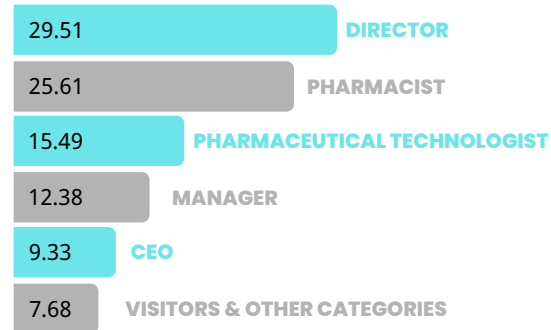


VISITOR DATA ANALYSIS

TOP COUNTRIES (BY % OF TOTAL VISITORS)



TOP DESIGNATIONS (BY % OF TOTAL VISITORS)





EXHIBITORS



82 EXHIBITORS



5 COUNTRIES

GEOGRAPHY OF EAST AFRICA PHARMA EXPO 2025 EXHIBITORS



CHINA



GERMANY



INDIA



KENYA



UK

EXHIBITORS CATEGORY

- ANALYTICAL PRODUCTS & SERVICES
- API, BULK ACTIVES / DRUGS, ADDITIVES, EXCIPIENTS
- CAPSULATION UNIT
- CONTRACT RESEARCH
- CREAM / OINTMENT UNIT
- FILTER AND FILTRATION EQUIPMENT
- HVAC AND CLEANROOM MANUFACTURING
- INFORMATION RESOURCES
- INJECTABLE / STERILE UNIT
- LIQUID PLANT
- LOGISTICS & COMMUNICATIONS
- PACKAGING EQUIPMENTS
- PACKAGING MATERIALS
- PHARMA CONTRACT MANUFACTURING
- PHARMA FORMULATIONS MANUFACTURING
- PHARMA PRODUCT STORAGE SYSTEM
- PLANT / MACHINERY FOR API
- POWDER / DRY SYRUP UNIT
- PROFESSIONAL / BUSINESS SERVICES
- PROJECT MANAGEMENT / CONSULTANTS
- TABLETING UNIT
- WATER DISTRIBUTION SYSTEM



SOME OF THE EXHIBITING COMPANIES AT EAST AFRICA PHARMA EXPO 2025

- ACCUPACK ENGINEERING PVT LTD - INDIA
- ALCOHOLS LTD - UK
- ALKEMIA EAST AFRICA - KENYA
- AMBIKA STEEL FURNITURE - INDIA
- AMICRON CLEANTECT (INDIA) PVT LTD - INDIA
- AMR PRINT & PACK - INDIA
- ANISH PHARMA EQUIP PVT LTD - INDIA
- APELOA PHARMACEUTICAL CO LTD - CHINA
- APPLE AIRCON PVT LTD - INDIA
- APURVA WATER MANAGEMENT SYSTEMS PVT LTD - INDIA
- ARNITA CONSULTANTS PVT LTD - INDIA
- ASHUT ENGINEERS LTD - KENYA
- ASOJ SOFT CAPS PVT LTD - INDIA
- ATHENA INSTRUMENTS PVT LTD - INDIA
- AVANT GARDE CLEANROOM & ENGG SOLUTIONS PVT LTD - INDIA
- BECTOCHEM LOEDIGE PROCESS TECHNOLOGY PVT LTD - INDIA
- BEIJING HANLIN HANGYU TECHNOLOGY DEVELOPMENT INC - CHINA
- BIO-CAPS INDIA LTD - INDIA
- BROTHERS PHARMAMACH INDIA PVT LTD - INDIA
- BRY-AIR - INDIA
- CADMACH MACHINERY CO PVT LTD - INDIA



"The East Africa Pharma Expo 2025 provided a valuable opportunity to connect with key decision-makers from across the region. We were able to showcase our solutions, build relationships with potential partners, and explore new opportunities in a well-organized setting. The quality of attendees and the level of discussion exceeded our expectations, making it a rewarding experience"

PARASHAR VACHHRAJANI
SENIOR VICE PRESIDENT
CADMACH MACHINERY, INDIA



"East Africa Pharma Expo 2025 provided us a great opportunity to connect and engage with the tremendously developing pharmaceutical market of Kenya. We have been regularly participating in the expo, and have been getting good exposure to the African market. I wish the organizing team all the very best for successful conclusion of the show, and for the upcoming editions as well."

ARUN SHUKLA & ANKITA SHUKLA
MANAGING PARTNER & HEAD-MARKETING
VISHWAKARMA ENGINEERING, INDIA



"Participating in East Africa Pharma Expo 2025 reinforced our confidence in the region's potential. The event allowed us to engage with a broad audience - from seasoned industry professionals to up-and-coming entrepreneurs -and to share knowledge about best practices in manufacturing and compliance."

RITESH INDULKAR
HEAD - MARKETING & COMMUNICATIONS
JEKSON VISION PVT LTD, INDIA



SOME OF THE EXHIBITING COMPANIES AT EAST AFRICA PHARMA EXPO 2025

- CONCEPT ENGG CO & SINGHANIA INDUSTRIES - INDIA
- CUVKAR GENETIC MEDICINES PVT LTD - INDIA
- DIGSS ENGINEERING SOLUTIONS - INDIA
- EMEISHAN HONGSEN BIOPHARMACEUTICAL CO LTD - CHINA
- FABTECH TECHNOLOGIES LTD - INDIA
- FEDERATION OF KENYA PHARMA MANUFACTURERS (FKPM) - KENYA
- FETTE COMPACTING MACHINERY INDIA PVT LTD - INDIA
- FLUIDPACK - INDIA
- FUTURISTIC PACKAGING PVT LTD - INDIA
- GALAXY SIVTEK PVT LTD - INDIA
- GALLEON INSTRU-TECH PVT LTD - INDIA
- GMP MACHINERIES & PACKAGING - INDIA
- HELIOS CONCREW PVT LTD / BLISTER KING - INDIA
- HVAX TECHNOLOGIES LTD - INDIA
- HYDROPURE SYSTEM PVT LTD - INDIA
- ICETON AIR PVT LTD - INDIA
- IMPACT LABS PVT LTD - INDIA
- INNOVATIVE ENGINEERS HVAC PVT LTD - INDIA
- JAGAT INDUSTRIES - INDIA
- JBM PRISPAC SOLUTION INDIA PVT LTD - INDIA
- JEKSON VISION PVT LTD - INDIA

- JICON TECHNOLOGIES PVT LTD - INDIA
- K+S MINERALS AND AGRICULTURE GMBH - GERMANY
- KAHAN PHARMACEUTICALS - INDIA
- KAMBERT MACHINERY CO PVT LTD - INDIA
- KENYA PHARMACEUTICAL ASSOCIATION (KPA) - KENYA
- KONARK MACHINE TOOLS - INDIA
- LAXMI PHARMA PACK - UNITY FOILS - INDIA
- LOTUS TECHNICALS PVT LTD - INDIA
- MARUSH OVERSEAS PVT LTD - INDIA
- MECHZEAL INTERPHASING PVT LTD - INDIA
- MEDICLAVE INDUSTRIES PVT LTD - INDIA
- MEGGLE GMBH & CO. KG - MEGGLE EXCIPIENTS - GERMANY
- MICROBIOTECH / KALP STERI SOLUTION - INDIA
- MIKHAIL CORPORATION - INDIA
- NANJING SINO PHARMACEUTICAL LTD - CHINA
- NICOMAC TAIKISHA CLEAN ROOMS PVT LTD - INDIA
- PANGLOBAL MACHINERIES PVT LTD - INDIA
- PANKAJ INDUSTRIES - INDIA
- PATEL SCIENTIFIC INSTRUMENTS PVT LTD - INDIA
- PHARMACEUTICAL SOCIETY OF KENYA (PSK) - KENYA
- PHARMALAB INDIA PVT LTD - INDIA

- PROMPTECH PHARMA EQUIPMENTS INDIA PVT LTD - INDIA
- RAJA TRADELINKS PVT LTD - INDIA
- REDACHEM EAST AFRICA LTD - KENYA
- S K PHARMA MACHINERY PVT LTD - INDIA
- S S PRINT TO PACK PVT LTD - INDIA
- SAAN ENGINEERS AND ISOSAAN CONTAINMENT SOLUTIONS - INDIA
- SALLMEQ GROUP - INDIA
- SHUBHAM PHARMACHEM PVT LTD - INDIA
- SNEHAL TURNKEY SOLUTIONS PVT LTD - INDIA
- SPECTRUM PHARMATECH CONSULTANTS PVT LTD - INDIA
- SSPM SYSTEMS & ENGINEERS PVT LTD - INDIA
- SUN TEKNOVATION PVT LTD - INDIA
- SUPREEM PHARMACEUTICALS MYSORE PVT LTD - INDIA
- SWATHI CLEANROOMS - INDIA
- TOFFLON - CHINA
- UPHILL ENGINEERING & INNOVATIONS PVT LTD - INDIA
- VISHWAKARMA ENGINEERING - INDIA
- WATERMASS SYSTEMS PVT LTD - INDIA
- ZHEJIANG ALIGNED TECHNOLOGY CO LTD - CHINA



SEE YOU IN 2027

Nairobi KENYA

East

AFRiCA
PHARMA EXPO

East

AFRiCA
LAB EXPO

An International exhibition on **COMPLETE**
pharma manufacturing

Concurrent Event:

PHARMA CONFERENCE

Organized by:



GPE EXPO PVT. LTD.

Mobile: +91.89801.63333 • **WhatsApp:** +91.80004.81114

Email: mail@AfricaPharmaExpo.com