# Redefining the healthcare & medical laboratory landscape in Africa

africahealthexhibition.com





Cape Town International Convention Centre, South Africa



### **2023** Event overview

The 13th edition of Africa Health, co-located with Medlab Africa, took place at the Gallagher Convention Centre in Johannesburg, South Africa from 17 to 19 October 2023.

Over three days, attendees explored:

- Cutting-edge technologies: Our exhibition showcased medical equipment and devices sourced from 40 countries
- In-depth learning: A comprehensive congress program featuring 15 CPD-accredited conference tracks
- Interactive experiences: Engaging features like the Transformation Talks, and the Innov8 Start-up Competition
- Business opportunities: A dedicated SME area connected healthcare providers with small-medium scale solution providers
- Hosted Buyer Program: Targeted business matchmaking



8,132 professional visits

**3,735** visitors

1,950 delegates

400+ exhibitors

250+ speakers



77 countries represented

**40** exhibiting countries

13 country pavilions



\$131.1 million\*\* total value of business generated on the show floor

### Digital audience



**343,527** website views



14,000 followers



3,515 followers



2,838 followers



2,023 followers

### Ministerial representatives from 9 countries







Egypt



Kenya



Mozambique



Namibia



South Africa

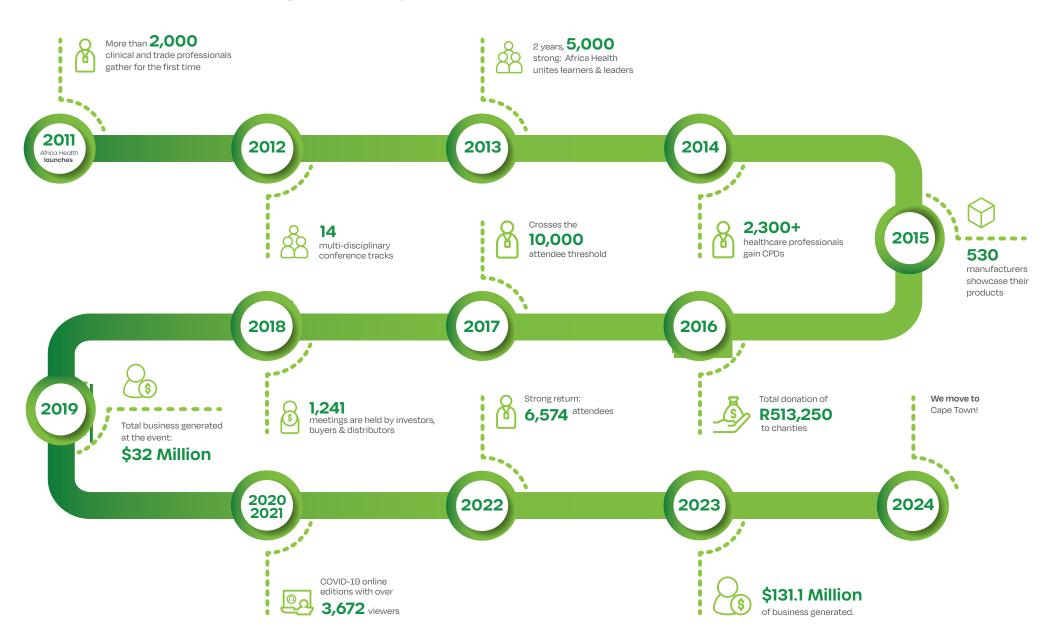


Zambia



Zimbabwe

# Africa Health's journey



2024 \_\_\_\_\_\_ 3

### We're moving to Cape Town!

For the first time ever, Africa Health co-located with Medlab Africa, will be hosted in the Mother City, Cape Town, South Africa.



#### **Venue**

The CTICC boasts state-of-the-art technology & infrastructure - Africa Health will leverage this world-class venue to complement the event's stature fostering an environment for healthcare professionals to connect, learn and propel the industry forward.



# Stunning natural beauty & activities

Turn your Africa Health experience into a lasting memory. Explore Cape Town – hike Table mountain, savour local cuisine, explore Stellenbosch vineyards, or visit the playful penguins at Boulders Beach.



#### **World-Class Infrastructure**

Planning your Africa Health experience is simple with Cape Town's excellent infrastructure. A wide range of accommodation options ensures a comfortable stay, while the easily accessible airport and reliable transportation network minimise travel time.



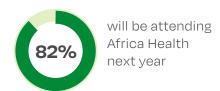
# Vibrant culture and entertainment

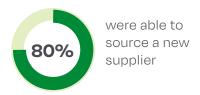
Network with colleagues over delicious meals. Cape Town's renowned culinary scene offers endless options for post-conference gatherings and exploring local flavours

### **Visitor** overview









### Seniority

| Owner/Board Director                        | 33% |
|---|-----|
| Senior Manager/Manager                      | 22% |
| Junior Manager/Executive                    | 20% |
| Director/Head of Department/General Manager | 11% |
| Managing Director/Vice President            | 8%  |
| Executive Secretary/Company Secretary       | 3%  |
| Senior Government Official                  | 2%  |
| C-Level/President/Chairman                  | 1%  |

"My experience at Africa Health was exceedingly positive, offering valuable insights into the latest technologies and emerging trends in healthcare."

Erna Roos | Clinical Quality Specialist Mediclinic Southern Africa

"This event serves as the ideal platform to connect with both international and local suppliers, manufacturers, and endusers, all conveniently gathered under one roof for seamless networking and collaboration."

Michael James | General Manager Ashru Medical

"I strongly recommend that all industry professionals consider attending the upcoming expo. It offers the ideal platform for networking and engaging with manufacturers, making it a valuable opportunity to enhance your professional relationships."

Sydney Ramulwela | Director Phophi medical supplies

Survey results are provided by grs explori

### **Discover solutions**

### at the Africa Health Exhibition

The continent's largest healthcare exhibition annually connects 400+ exhibitors with 8,100+ attendees from 40+ countries.

Explore medical tech, diagnostics, and more alongside co-located with Medlab Africa.

Make time to visit the exhibition and connect with industry leaders shaping your practice or specialty.

### **Product categories**



Medical equipment & devices



Healthcare & general services



IT systems & solutions



Preventive & post-diagnostic treatments



Disposables & consumer goods



Imaging & diagnostics



Healthcare infrastructure & assets



Orthopaedics & physiotherapy/rehabilitation

### **Stand Packages**

| Space Only Stands   | Cost Per m2<br>(Circle As Applicable) |             |             |  |
|---|---------------------------------------|-------------|-------------|--|
| (Minimum 21m2)  | Gold Zone                             | Silver Zone | Bronze Zone |  |
| Space Only Exhibitor Provides Their Own Stand, Furniture And Fittings.  | US\$ 630                              | US\$ 620    | US\$ 600    |  |
| Stand Build Packages  | Cost Per m2<br>(Circle As Applicable) |             |             |  |
| (Minimum 9m2)   | Gold Zone                             | Silver Zone | Bronze Zone |  |
| Shell Scheme Package<br>Includes Rear & Side Walls, Fascia,<br>Electrics, Wall Security And Lighting.                   | US\$ 715                              | US\$ 700    | US\$ 690    |  |
| Corner Pricing<br>(Applicable To All Packages)  | Standard Cost Per Corner              |             |             |  |
| Charge Per Corner Charges applicable depending on how many corners each stand has on a block. 1 full block = 4 corners. | US\$ 250                              |             |             |  |

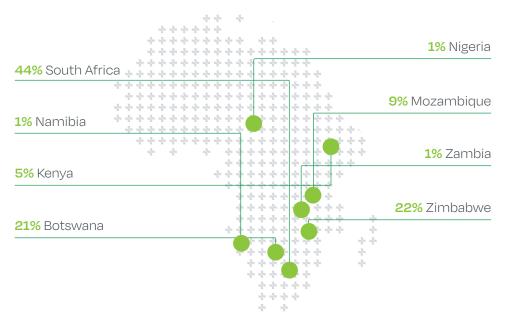
# **Africa Health** Hosted Buyers programme

The Hosted Buyers initiative is a business matchmaking program specially designed for exhibitors who met the criteria based on their business profiles. This entailed meetings being scheduled with specific buyers from across Africa for the sole purpose of business trade during the 3 show days.

- 100+ exhibitors participated in the 2023 programme
- 300 hosted buyers from across Africa attended the 2023 edition
- 963 matchmaking meetings were conducted

All participants were given online access to the Business Matchmaking™ Program to view, search and select who they wanted to meet.

### **Hosted Buyers by Countries**





# **Partnership & Recognition**

Exhibitors that invest above a certain amount are eligible for partner status and can benefit from additional complimentary exposure.

| Partner Tier Benefits   |                                    |                              |                          | Silver partner<br>\$10,000 |
|---|------------------------------------|------------------------------|--------------------------|----------------------------|
| Branding  | Exclusive partner tier<br>\$30,000 | Platinum partner<br>\$20,000 | Gold partner<br>\$15,000 |                            |
| Online  | <b>430/000</b>                     | <b>Q_0,000</b>               | <b>Q.5/55</b>            | <b>4.0,555</b>             |
| Logo on the website's homepage  |                                    |                              |                          |                            |
| Logo on all Africa Health online platforms (website, mobile app, online event event platform, pre-show planner) |                                    |                              | •                        |                            |
| Logo and company description on Africa Health's dedicated partners page   |                                    |                              | r                        |                            |
| Logo inclusion in social media posts  |                                    |                              | •                        |                            |
| Logo on visitor promotional campaign  |                                    |                              |                          |                            |
| Logo in Post-Event Report   |                                    |                              |                          |                            |
| Logo in "thank you to our partners" post show campaign  |                                    |                              |                          |                            |
| Featured exhibitor  |                                    |                              |                          |                            |
| Deluxe profile  |                                    |                              |                          |                            |
| Featured product  |                                    |                              |                          |                            |
| Advert in Pre-Show Planner  | Full page                          | Full page                    | Half page                | Half page                  |
| Banner ad in Visitor Registration Confirmation email  |                                    |                              |                          |                            |
| 1 x Dedicated social media post   |                                    |                              |                          |                            |
| Onsite  |                                    |                              |                          |                            |
| Logo exposure in Event Guide  |                                    |                              |                          |                            |
| Logo inclusion on sponsor's signage   |                                    |                              |                          |                            |
| Logo inclusion on thank you board   |                                    |                              |                          |                            |
| Hanging banner above your stand   |                                    |                              |                          |                            |
| Advert in Event Guide   |                                    |                              |                          |                            |
| Venue branding assets   | up to \$15,000                     | up to \$8,000                | up to \$3,000            |                            |
| Networking Section 1997   |                                    |                              |                          |                            |
| Access to Hosted Buyers Lounge  |                                    |                              |                          |                            |
| Access to Investors Lounge  |                                    |                              |                          |                            |
| Access to Exclusive Meetings with Hosted Buyers   |                                    |                              |                          |                            |
| VIP Treatment   |                                    |                              |                          |                            |
| White glove customer service  |                                    |                              |                          |                            |
| Priority list on exclusive stand location and launch of exclusive opportunities                                 |                                    |                              |                          |                            |
| Content   |                                    |                              |                          |                            |
| Africa Health TV  | Premium package                    | Standard package             | Standard package         |                            |
| Product Showcase at your stand  |                                    |                              |                          |                            |
| CEO Interview on show website with "In the spotlight" feature on the homepage                                   |                                    |                              |                          |                            |
| Opportunity to nominate a speaker at Transformation Talks   |                                    |                              |                          |                            |
| Indaba Conference Partnership   | Headline                           | Associate                    |                          |                            |
| Opportunity to sponsor a conference track - Exclusive   |                                    |                              |                          |                            |

# **Exclusive opportunities** at an additional cost

| Venue advertising                         | Download the brochure |
|---|-----------------------|
| Badge Assistance Desk sponsor             | \$10,000              |
| Floor tile                                | \$3,000               |
| Badge sponsor                             | \$10,000              |
| Lanyard sponsor                           | \$10,000              |
| Visitor Bags Sponsor                      | \$10,000              |
| Meeting Room Hire                         | \$2,000               |
| Workshops                                 | \$5,000               |
| Social events                             | \$5,000               |
| Product Showcase at your exhibition stand | \$3,500               |
| Host a dinner with speakers               | \$10,000              |
| Dedicated email campaign                  | \$5,000               |
| Banner ad - show website                  | \$3,000               |
| Investors Networking Reception sponsor    | \$10,000              |



# **Community engagement**

As part of Informa Market's CSR efforts, Africa Health has proudly donated over R4 million ZAR to healthcare-related charities within South Africa. This ongoing investment reflects our dedication to improving the lives and well-being of the communities we serve.

2023



A Johannesburg-based non-profit organisation dedicated to the upliftment of rural communities across South Africa 2022



A team of passionate, creative, tech-savvy and courageous individuals committed to ending youth unemployment and HIV across Africa in our lifetime 2019



An initiative that encourages children to use their dreams to fight life-threatening illnesses and try, as far as possible, to make their dreams come true

2018



An organisation that provides adequate and appropriate training of South Africans to meet the needs for healthcare professionals in underserved rural areas

2017



To provide equal employment opportunities irrespective of race, colour, religion, sex, disability, national origin, age, marital status, sexual preference or orientation, etc.



Run by a small group of Paediatric Surgeons, and ordinary people, passionate about uplifting the lives of less fortunate children needing life changing surgery

2016



Established in 1979 as a support group to parents of children with cancer, by parents of children with cancer



A national and regional non-profit organisation and social enterprise working for the eradication of clubfoot as a disability in Southern and East Africa



### What's new in 2024?

- A flexible congress schedule that empowers you to customise your learning and move between sessions that align with your interests.

  Sessions will incorporate CPD and non-CPD sessions.
- EmpowHER conference brings together established and emerging women leaders from across the healthcare ecosystem for community building, personal and professional growth and empowerment
- The Healthcare Investment in Africa agenda connects visionary healthcare leaders with engaged investors, fueling Africa's healthcare revolution.
- Cre8 Student competition taps into South Africa's young, bright minds to encourage students to think critically about real-world problems, come up with innovative solutions, and learn how to present and implement their ideas.
- The Hosted Buyer Programme offers pre-qualified buyers an opportunity to meet with and do business with relevant suppliers at our exhibition.
- **New partnerships** with leading organisations to strengthen industry ties



# 2024 Congress & features schedule

Thought leadership Diagnostics Clinical Administrative Technical Competition

|         |                     | Auditorium 2  | <b>Meeting Room</b><br>1.41 - 1.44  | <b>Meeting Room</b><br>2.41 - 2.46  | <b>Meeting Room</b><br>2.61 - 2.66  | <b>Show floor</b><br>Medlab  | Exhibition Hall  |  |
|---------|---------------------|---|---|---|---|--|--|--|
| October | 9:00<br>-<br>12:00  | Healthcare Indaba: Global Health A multidisciplinary approach to tackle emerging health challenges, eliminate disparities, and bridge the gap between prevention and individual care!  Target audience C-suite Executives, Clinical Care Leaders; Business Leaders; Policymakers; Strategists; Technologists; Entrepreneurs; Visionaries & Academia | Healthcare Infrastructure Deep dive into the latest innovations for building healthcare facilities, featuring real-world examples from across the continent.  Target audience Health Planners; Architects; Developers; Biomedical Engineers; Clinical Engineers; Health Infrastructure Experts; Investors, Hospital CEOs; Medical Directors; Regulators & Policy Makers | Imaging & Diagnostics Dive into the latest radiological advancements that are transforming patient care.  Target audience Radiology Chiefs, Heads, Directors, Consultants and Radiographers; Nuclear Medicine Physician; Sonographers & Technician/ Technologists; Radiology Nurses | Hospital Administration & Management Examine strategies for improving operational efficiency and addressing financial challenges for holistic improvement.  Target Audience Hospital C-Suite; Clinical Care Leaders; Hospital Directors/ Managers; Medical Directors; Nurse Leaders; HoDs & Administrators  | Medlab Laboratory & Quality Management This one day conference focuses on topics on lab best practices, quality management systems, quality management systems, quality assurance and control, emerging technologies, accreditation, data management and staff management  Target audience Heads of Lab, Lab Managers & Supervisors, Pathologists, Lab Technologists, Lab Technicians, Lab Scientists, Lab Researchers | Healthcare Investment in Africa Discover the hottest healthcare trends, investment opportunities, and success secrets for startups in the dynamic African market. Don't miss this chance to gain insights that propel your investment decisions and empower innovative healthcare solutions.  Traget audience Investors, Healthcare Entrpreneurs; Start-Ups, Founders, Funders |  |
| 22      | 12:00<br>-<br>14:00 | Take time to network with peers and visit the exhibition  |   |   |   |  |  |  |
| Tuesday | 14:00<br>-<br>17:00 | Healthcare Indaba:<br>Global Health continues   | Medical Equipment Planning Explore the challenges and trends currently facing the healthcare design industry, and dives into cutting-edge medical equipment planning practices and future possibilities.  Target audience Medical Equipment Planners; Biomedical Engineers; Clinical Engineers; Health Infrastructure Expert; Medical Directors & Academia              | Imaging & Diagnostics continues   | Healthcare ESG Discover how hospitals are putting ESG (environmental, social, and governance) principles into action, uncovering their impact on healthcare strategies.  Target audience Hospital C-Suite; Sustainability Heads/ Managers; Impact Managers/ Directors; Clinical Care Leaders; Hospital Directors/ Managers; Medical Directors; Nurse Leaders; HoDs & Administrators | Laboratory & Quality Management continues  | Innov8 Start-up Competition Where innovation meets ambition - featuring Africa's most promising start- ups, each on a mission to outshine the rest, impress the judges, and secure the grand prize.  Free entry  |  |

These sessions will be a mix of CPD & non-CPD content.

2024 \_\_\_

# 2024 Congress & features schedule

Thought leadership Diagnostics Clinical Administrative Technical Competition

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|---------------------|--|---|---|--|---|---|--|
| 9:00<br>-<br>12:00  | Healthcare Indaba: AI & Digital Health Develop a strategic response to the new digital possibilities and align your organisation for effective strategy execution.  Target audience C-suite Executives, Clinical Care Leaders; Business Leaders; Policymakers; Strategists; Technologists; Entrepreneurs; Visionaries & Academia | Emergency Medicine Workshop  Target audience Emergency Medicine Physicians/ Consultants; Emergency; Care Practitioners/ Technicians; Emergency Medicine Registrars; Academia; Emergency Service Providers (ESPs) & Nurses   | Imaging & Diagnostics Dive into the latest radiological advancements that are transforming patient care.  Target audience Radiology Chiefs, Heads, Directors, Consultants and Radiographers; Nuclear Medicine Physician; Sonographers & Technician/ Technologists; Radiology Nurses | Quality Management & Patient Safety Optimizing quality management practices and implementing innovative patient safety strategies to enhance efficiency, reduce errors, and improve patient outcomes through risk mitigation and proactive prevention.  Target audience Quality Professionals, Heads of Nursing; Nursing Directors; Nurse Managers; Clinicians & Hospital Administrators | Medlab Clinical Pathology - Day 1 This track focuses on Clinical Microbiology, infectious diseases diagnostics, antimicrobial resistance, emerging pathogens, vaccines  Target audience Lab Managers & Supervisors, Pathologists, Lab Technologists, Lab Technicians, Lab Scientists, Lab Researchers, Clinical Microbiologists | Transformation Talks Healthcare visionaries from across the continent come together to spark innovation! Witness game-changing ideas and bold predictions shaping the future of healthcare.  Free entry         |  |
| 13:00<br>-<br>16:00 | Take time to network with peers and visit the exhibition   |   |   |  |   |   |  |
| 14:00<br>-<br>17:00 | Healthcare Indaba:<br>AI & continues   | Infection Control & Prevention Discover solutions to prevent infection and improve healthcare in everyday practice by navigating evidence-based best practices, key issues, and recent advances in the field.  Target audience IPC Professionals; Internal Medicine Physicians; Nurse Practitioners & Public Health Officers. | Imaging & Diagnostics continues   | Nurse Leadership & Management Proven strategies and best practices in nurse management, offering insights on how to enhance patient care, staff satisfaction, and organizational outcomes.  Target audience Heads of Nursing; Nursing Directors; Nurse Managers; Nurses & Nurse Educators  | Clinical Pathology<br>continues   | Innov8 Start-up Competition Where innovation meets ambition - featuring Africa's most promising start- ups, each on a mission to outshine the rest, impress the judges, and secure the grand prize.  Free entry |  |

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2024 \_\_\_\_

# 2024 Congress & features schedule

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|--------------------|--|---|---|--|---|---|--|
| 9:00<br>-<br>12:00 | EmpowHER Conference Healthcare professionals interested in advancing Diversity, Equity and Inclusion while fostering professional development and celebrating female excellence  Target audience Professional women in the healthcare industry interested in advancing Diversity, Equity & Inclusion while fostering professional development and celebrating female excellence. | THRIVE- MD (Clinician Mental Health) Equipping physicians with the tools to practice self- care effectively, prevent burnout and compassion fatigue for a sustainable career and better overall well-being.  Target audience Hospital C-Suite; Clinical Care Leaders; Hospital Directors/ Managers; Medical Directors; Nurse Leaders & HoDs | Radiology Workshop<br>TBC  Target audience Radiology Chiefs, Heads, Directors, Consultants and Radiographers; Nuclear Medicine Physician; Sonographers & Technician/ Technologists & Radiology Nurses | AMREF: Africa Health<br>Policy Series<br>(Closed door session) | Medlab Clinical Pathology - Day 2 This track focuses on Molecular Diagnostics, genetic testing, cancer genomics, liquid biopsies  Target audience Lab Managers & Supervisors, Pathologists, Lab Technologists, Lab Technicians, Lab Scientists, Lab Researchers, Genetecists, Molecular Diagnostics Experts | Cre8 Student Competition South Africa's brightest young minds unite at Cre8! Students showcase innovative solutions to real- world problems, vying for recognition and a chance to win a prize.  Free entry     |  |
| 12:00              | Take time to network with peers and visit the exhibition   |   |   |  |   |   |  |
| 14:00<br>14:00     | EmpowHER Conference continues  | Medico-Legal & Ethics A platform to share insights into the complex risks involved in practicing healthcare in today's world.  Target audience Healthcare Legal professionals; Hospital Administrators; Ethics Committee Members; Regulatory & Compliance Professionals in Healthcare; Patient Advocates & Academics.                       | Radiology Workshop continues  | AMREF: Africa Health Policy<br>Series continues                | Clinical Pathology<br>continues   | Innov8 Start-up Competition Where innovation meets ambition - featuring Africa's most promising start- ups, each on a mission to outshine the rest, impress the judges, and secure the grand prize.  Free entry |  |

2024 \_\_\_\_\_

Thought leadership Diagnostics Clinical Administrative Technical Competition

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### Meet our 2023 partners

Financial partner



Platinum partners













Gold partners









Silver partners











ZOLL

Supporting associations































Powered by



Accreditation partner



Charity partner





Innov8 partner



Sustainability partner





Official editorial partner



Media partners













Professional development partner





Organised by



# Let's get talking

### Book a stand in the exhibition:



**Daniel Green**Exhibition Manager
daniel.green.ae@informa.com



Rowel Afante
Account Manager
rowel.afante.ae@informa.com



Be a sponsor:



**Joshua Jireh**Account Manager - Sponsorship
joshua.jireh@informa.com



### Be a speaker in the congress:



**Cynthia Makarutse**Conference Director - Healthcare
cynthia.makarutse@informa.com



### Register as a conference delegate:



**Jisha John**Head of Delegate Sales
jisha.john@informa.com





