9900/1414911 شماره: 14.1/11/1. تاريخ: 18:3:50 زمان: دفتر نمایندگی وزارت امور خارجه در اسان خراسان رصوی - مثهد دارد پيوست:

خيلي فوري

بسمه تعالى

جناب آقای چمندی معاون محترم هماهنگی امور اقتصادی استانداری خراسان رضوی جناب آقای قنبری رئیس محترم سازمان جهاد کشاورزی استان خراسان رضوی جناب آقای دکتر کیانی رئیس محترم دانشگاه علوم پزشکی و خدمات بهداشتی درمانی مشهد جناب آقای رجبی رئیس محترم سازمان صنعت، معدن و تجارت استان خراسان رضوی جناب آقای شافعی رئیس محترم اتاق بازرگانی،صنایع، معادن و کشاورزی استان خراسان رضوی موضوع: برگزاری نمایشگاه های کشاورزی و پزشکی در غنا

باسلام

احتراماً؛ به پیوست تصویر نامه شماره ۱۴۸۰۹۹۰ مورخ ۸ / ۱۱ / ۱۴۰۱ اداره کل آفریقای وزارت متبوع این نمایندگی در خصوص برگزاری نمایشگاههای کشاورزی-جنگلداری و پزشکی-دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۲۱ انداره کی دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۲۱ انداره کی دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۲۱ انداندگی در خصوص برگزاری نمایشگاههای کشاورزی-جنگلداری و پزشکی-دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۲۱ اندازه کی دارویی به ترتیب در روزهای ۱۴۰۰ اندازه کی دارویی به ترتیب در روزهای ۲۴ / ۱۲ اندازه کی در خصوص برگزاری نمایشگاههای کشاورزی-جنگلداری و پزشکی-دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۲ اندازه کی در در مورف ۱۴۰۲ (برابر با ۳ می سال ۲۰۲۳) در شهر آکرا (غنا)، جهت ملاحظه، دستور هرگونه اقدام لازم و اعلام نتیجه به این نمایندگی، ایفاد می گردد.

محمد بهشتي منفرد

مشاور وزیر و رئیس نمایندگی

رونوشت :

جناب آقای شیردل رئیس محترم اتحادیه صادرکنندگان استان خراسان رضوی جناب آقای بابازاده خراسانی رئیس محترم اتحادیه صادرکنندگان خدمات فنی و مهندسی خراسان رضوی جناب آقای صیفی مدیرعامل محترم شرکت نمایشگاه های بین المللی مشهد جناب آقای محمدی نصرآبادی دستیار وزیر و مدیرکل محترم آفریقا جناب آقای چگنی مدیر کل محترم دفتر دیپلماسی اقتصاد مقاومتی جناب آقای رضائی رئیس محترم اداره سوم آفریقا آقای ابوترابی سرپرست محترم موقت سفارت جمهوری اسلامی ایران در واگادوگو جناب آقای زمانیان کوپائی مسئول محترم هماهنگی امور نمایندگی های داخل کشور



شماره: ۹۲۳/۱۴۸۰۹۹۰ تاریخ: ۱۴۰۱/۱۱/۰۸ زمان: ۱۶:۵۵:۵۳

پيوست: دارد

فورى

بسمه تعالى

جناب آقای قنادزاده مدیر کل محترم دفتر آفریقا سازمان توسعه تجارت ایران جناب آقای فتحی مدیر کل محترم دفتر امور بین الملل و سازمان های تخصصی وزارت جهاد کشاورزی جناب آقای دکتر نیکنام دستیار ویژه محترم وزیر و مدیرکل همکاریهای بینالملل وزارت بهداشت، درمان و آموزش پزشکی موضوع: اعلام تاریخ برگزاری نمایشگاه های کشاورزی و پزشکی در کشور غنا و دعوت از شرکت های ایرانی

با سلام و احترام؛ به پیوست تصویر نامه واصله از سفارت جمهوری اسلامی ایران در اکرا متضمن اطلاعرسانی درخصوص برگزاری نمایشگاههای کشاورزی-جنگلداری و پزشکی-دارویی به ترتیب در روزهای ۲۴ / ۱۲ / ۱۴۰۱(برابر با ۱۵ مارس سال ۲۰۲۳) و ۱۳ / ۰۲ / ۱۴۰۲ (برابر با ۳ می سال ۲۰۲۳) در شهر آکرا ( غنا ) جهت ملاحظه و اقدام لازم ارسال میگردد.

> رونوشت : جناب آقای ضیغمی معاون محترم اقتصادی و امور بینالملل اتاق تعاون ایران جناب آقای یاوری معاون محترم امور بین الملل اتاق بازرگانی،صنایع ، معادن و کشاورزی ایران جناب آقای گرامی نازکسرا سفیر محترم جمهوری اسلامی ایران در اکرا جناب آقای سالاریان رئیس محترم نمایندگی وزارت امور خارجه در استان اصفهان- اصفهان جناب آقای بهشتی منفرد رئیس محترم نمایندگی وزارت امور خارجه در استان خراسان رضوی – مشهد جناب آقای نجف زاده سرپرست محترم نمایندگی وزارت امور خارجه در استان خراسان رضوی – مشهد جناب آقای بهرامی رئیس محترم نمایندگی وزارت امور خارجه در استان خراسان رضوی – مشهد جناب آقای بهرامی رئیس محترم نمایندگی وزارت امور خارجه – تبریز

## WEST AFRICA PHARMA & HEALTHCARE

## 27–29 APRIL 2022 Accra International Conference Centre Accra Ghana

**BY THE TEAM** 



**ABOUT THE SHOW** 

WAPHC Show is an International Medical Pharmaceutical & Healthcare Industry trade fair in Ghana. The event will bring together the manufacturers, wholesalers, dealers and distributors of the medical diagnostic pharmaceutical industry, hospitals and influential decision-makers in the West African region in Ghana.

As the first ever health business event/forum that bringing together the key decision makers and captains of the health industry, the exhibition must attend global event in the healthcare calendar and offers an ideal environment for companies to showcase their products in one of the fastest growing and most lucrative healthcare markets in the world.





5000+ Visitors





10+ Participating Countries



conferences & prefixed meeitngs



medical & healthcare seminars



## **EXHIBITOR PROFILE**

## MEDICAL

Orthopaedic, Surgical Equipment & Products, OT & ICU Equipment, Lab & Analytical Equipment & Products, maging & Laboratory, OT Lights, Disposables & Consumables, Infusion Pumps, Ventilators, Medical Devices, Medical Gas,Rehab & Physiotherapy, Drapes, Modular OT, Dental Equipment's etc.

### PHARMACEUTICAL

API & Bulk Drugs, Pharma Machinery & Engineering, Pharma Packaging & Labelling, Herbal & Ayurveda Medicines, Nutraceuticals/ Dietary Supplements, Bio-pharmaceuticals, Pharmaceutical Formulations, etc.

## HOSPITAL

Hospitals, Super Specialty Services, Cosmetic Surgery Center, Eye & Dental Clinic, Ayurveda & Unani Hospitals, Spa Centers, Medical Insurance Companies, Medical Tourism Companies, Fitness & Wellness Centers, Hospital Furniture & Garments, Hospital Management Software etc.

## PHARMA INGREDIENTS AND TECHNOLOGY

Equipment and technologies for pharmaceutical production, Packaging equipment and materials, Labelling, Turnkey projects/ Engineering, Equipment for manufacturing APIs, Pharmaceutical substances, raw materials, ingredients and excipients, Services and technologies for optimization of logistics processes.



## WHY EXHIBIT IN WAPHC SHOW?

## **GENERATE NEW CONNECTS & DO MORE BUSINESS**

WAPHC show attracts over 5000 visitors from a wide horizon ensuring you meet new & existing customers for better & stronger business relation.

## **INCREASE BRAND EXPOSURE**

Get yourself significantly visible on WAPHC digital and printed media reach and get priority attention through out the year

### LAUNCH NEW PRODUCTS & SERVICES

If you are planning to launch new products or brands or services in West Africa, then WAPHC is your perfect venue to tell the most targeted audience of the industry what new you have to offer them and hear from them too.



### **INCREASE YOUR REGIONAL PRESENCE**

Meet the key people, decision makers, business partners, distributors dealers and clients in the West African region visiting the show in just 3 days and showcase your products



### **UNDERSTAND WHERE YOU ARE?**

Exhibiting at WAPHC show can help you realize what your & your competitors are offering & how your targets is taking – this would help you devise your strategy for marketing, sales and after sales.



### **STAY UP-TO-DATE & COMPETITIVE**

Stay tuned and updated to what's happening in the industry including latest trends & innovations and to be ahead of competition in the most unexplored but huge healthcare pharm market.

## **VISITOR PROFILE**

- Officials from Ministry of Health, Ministry of Gender & Sanitation, Ministry of Industry and Trade and other related Ministries
- Heads of medical Institution, Heads of regional health authorities, Pharmacists, Pharmacologists, Hospitals & Medical Collages
- Pharmaceutical companies, technologists, Pharma Machinery Importers Practicing physicians of different specialties, Regional dealers and distributors
- National Referral Hospitals, Central Medical Workshop, Regional Referral Hospitals, Private Health Practitioners
- > Laboratory heads and assistants, Diagnostic Centers
- Doctors, Nurses, paramedics, Head physicians
- Professors, Specialists, Experts, Doctors, Pharmacists, Nurses, Lab Technicians, Researchers... from Hospitals, Clinics, Sanatoriums, Healthcare Centres, Institutes, Laboratories...
- Manufacturers and businessmen to establish partnership, importers & exporters, trading companies, buyers, suppliers, distributors, wholesale and retail agents from across West Africa.

## WHO ATTENDS WAPHC SHOW

WAPHC attendees can be broadly divided to 3 – Hosted Buyers, Professional and Unique visitors; & Delegates.

## **HOSTED BUYERS**

WAPHC have special scheme and organise Hosted Buyers Program in which the representatives from Ministries of Health, major distributors, and prominent hospitals from West Africa is invited & hosted to network & connect exhibitors with pre-fixed meegings during the show.

## **PROFESSIONAL & UNIQUE VISITORS**

The show brings over 5,000 healthcare professionals, business partner, dealers and decisionmakers to do business, exchange ideas and let you know their expectations regarding requirement in the market..

## DELEGATES

WAPHC has included specialty conferences & seminars to discuss debate and understand the latest updates & innvoations in the medical field.

## WHY VISIT WAPHC?

- Engage & network with oover 150 Exhibitors from world over showcasing their products and specifications in the medical pharma healthcare sector.
- Discover and update new products innovations and happenings in healthcare sector, to gain new products and business and offer new things in your business.
- >> Discuss opportunities of partnership and sourcing for re-supply & employing in operations
- >> Understanding new prospects, demand-supply, investment sources and opportunities in the sector

## **KEY INFORMATIONS ABOUT WAPHC**

EXHIBITION NAME	West Africa Pharma & HealthCare Show
THEME	Hospital, Medical & Pharma Fair
DAYS & DATES	Wednesday, Thrusday & Friday 27–29 April, 2022
SIZE OF EXHIBITION	3000 SQM
NO. OF BOOTHS/ VISITOR	150 stalls/ 5,000+ Visitors
SUPPORTING PARTNERS	AGI, Ghana National Chamber of Commerce & Industry, Cedero, Ecowas, CCI France Ghana, African Chamber for Youth, Exprom, ITA, GMA, UKGCC, GHS, PHG, FOHA, PMAG, FAPMA and WAPMA
PARTICIPATING COUNTRIES	India, UK, Italy, Turkey, USA, Denmark, Ghana

## MARKET SCENARIO

- Shana has a population close to 29Mn in 2017, in which major population reside in Ashanti, Northern and Greater Accra region. According to World Bank report of 2017, the health status indicators of Ghanaian population are quite good and getting better over the last decade.
- As per WHO's Health Statistics 2015; although Ghana has a lower private per capita healthcare expenditure compared to African average, the government per capita expenditure is higher.
- There are close to 4200 healthcare facilities in Ghana, accounting all its regions, including hospital (267), midwife/ maternity care (328) etc. The largest in number is the private and small clinics that are more than 1000 in numbers.
- The total number of hospital beds in the country is less than 7100\$ with less than 1600 healthcare professionals. At the same time about 52% of the hospital beds are only occupied in 2016 and outpatient attendance in the country matches the population.
- On the other hand inpatient admissions touch 1.53Mn in 2016. The major causes of admission is Malaria, followed by Anaemia, hypertension, Pneumonia, UTI etc.
- This implies that a major percentage of the patients turning out and relying on private and foreign healthcare service is evident, with insufficient healthcare services in terms of facilities and manpower.
- Most of the Ghanaian patients that travel abroad choose India as their primary destination. Some of the reasons they do so is the low costs for medical care and the possibility to access said medical care through large health tourism companies.
- Most common treatments taken by Ghanaians in India are Orthopedic surgery (knee replacement mostly), Eye surgery, Chronic disease treatments.
- Ghana has very limited local production of pharmaceuticals and even less manufacturing of equipment and devices; the country relies on imports for approximately 80% of its total healthcare consumption.
- Shana has sought to introduce more private sector participation into the healthcare sector and the most dynamic growth and exciting opportunities found in privately invested hospitals and clinics and in the non-state controlled portion of the pharmaceutical sector.
- Medical equipment used in Ghana are entirely imported & demand is still rising with new and more health facilities coming up although less compared to the actual state of requirement. More importantly the import of medical equipment and devices are mostly exempted from duties.
- > Overall, Ghana has better healthcare & medical structure and facilities than the rest of Africa, particularly in the west, still the demand for the facilities, its usage and usage of foreign healthcare services, is growing with rising standards of living and healthcare expenditure as a % of their GDP.

## **About the Organiser**



WegVoraus is a Business Promoter & Exhibition Organizer Headquartered in New Delhi, India. We work for prospect industrysectors to help them reach out to the right target audience as well as deliver business expansion solutions. We host 1000+ exhibitors annually since its inception with 4 flagship events and 30+ represented events globally. To know more visit us @ www.wegvoraus.com

Venue: Accra International Conference Center AICC is one of the most preferred destinations for hosting large scale business events and conferences, especially due to its attractive location being near to International Airport and also being close to a number of luxury accommodation options in the city

## **UNDER THE AUSPICIOUS OF**



For international queries, please contact Mr. Praveen Kumar Singh Project Director Mob: +91 95600 37594 Email: projects@wegvoraus.com

## Mark your calendar!!

27-29 April, 2022 @ AICC Accra

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India sales, please contact for paticipation

Mr. Danish Ali Sheikh Project Manager Mob: +91 87003 46876 Email: expo@wegvoraus.com

( +91 11 4950 8264



23-25 March, 2022

Accra International Conference Centre Accra, Ghana

Global Agriculture Technology Suppliers Meeting West African Agro Business Community In Ghana



# **WHY AGRITECH WEST AFRICA?**

## Agriculture backbone of West Africa

With Agriculture - the major economic activity in the region and over 60% population dependent on it for livelihood, as also in Ghana -AGRITECH WEST AFRICA is the show substantiating the mechanical and value adding requirement of the sector.

## **Capturing Agri-Tech Advancement**

West Africa advancing for food self sufficiency through mechanisation in Agriculture, & Ghana becoming regional hub with programs like Planting for Food, Job and Exports, AGRITECH helps you to reach out and demonstrate innovations in Agri mechanisation.

## **Dedicated Visitors and Hosted Partners**

Dedicated B2B matchmaking with prefixed meetings for Exhibitors with Professional & dedicated industry visitors from Ghana and West Africa. The program for hosting buvers/partners. would offer exhibitor chance to nominate the buyer whom they wish to meet.

## Know How Agriculture Transforming

Rising food demand requires innovation in agriculture practise leading need for adopting new technology, crop protection. irrigation facilities, warehousing the production etc. Hence, visitors will experience practise of innovations & advancement in AGRITECH

# Why Exhibit Agritech?

- Connect and establish partnership with business counterparts in Ghana & its neighbouring countries.
- Showcase your technology & products to the Ghanaian & West Africa agriculture community.
- Opportunity for real time demonstration & sharing your innovation & ideas with clients and prospects.
- Seminars & discussion on adoption of new technologies and agriculture practices.
- Opportunity to meet with research institutes, agriculturists, researchers farmers, associations and other partners in one go.

# **KNOW THE SHOW:**



6000+ Visitors 200 Hosted **Buyers/ Partners** 









**Dedicated B2B** with prefixed meetinas



Seminars on key topics & investers meeting



special session vouch ur innovation to speak & hear back about ideas





## ENTIRE WORLD OF AGRICULTURAL MACHINERY MEETS HERE

TRACTORS & AGRICULTURAL EQUIPMENT – Wheel loaders & front loaders, transport vehicles, conveyors, Tires, Spare parts & Tools

**IRRIGATION** – Pipe Systems, Pumps, Motors, Water Treatment, Pipes, fittings, Drip irrigation items, solar based products.

**CROP CARE** – Machinery & equipment for crop protection, Organic Agriculture, Fertilizers, Agrochemicals, Pesticides, Insecticides, rodenticides etc.

FARM INPUTS – Seeds, Implements, Rotovators, fuels & lubricants, tools and equipment's, Tillage equipment, drills & planters, Plant Propagation Material

FORESTRY – Forestry equipment, municipal equipment, equipment for landscape management, Floriculture, Horticulture

LIVESTOCK – Dairy, Poultry, Animal Husbandry, Veterinary care and medicines, Fisheries and Equipment's, Aquaculture 161









Solutions for smart metering & Sewer flooding

Energy, Biotechnology

WATER RECYCLING - Water Treatment,

Waste Water Recycling, Machines and

STORAGE & WAREHOUSING - Conditioning

& storage solutions, Warehousing,

Agricultural Building Contractors

**OTHERS** – Associations, Agricultural

Consortiums etc.

Finance & Banking, Self Help Group,

Water & Wastewater Servies - Renewable

refrigeration, Freezing & cold storage,

Equipment's

## WHO IS VISITING?



## WHY EXPLORE GHANA & WEST AFRICA ?

Ghana is becoming the centre of Business and Agriculture transformation in the West Africa region emerging as a trading, manufacturing, logistic hub with better and conducive trade policies & duty structure

Agriculture Technology, undoubtedly the biggest demand and requirement in Ghana and WEST AFRICAN region after pharmaceuticals, is identified as key area to be worked for employment & development.

ST. 13

Government schemes like Planting for Food & Jobs and Planing for Exports co-located with 1District 1 Factory scheme expected to attain agriculture & food processing self sufficiency and exports.

Targeted double digit growth in crop production like maize(30%); rice (49%); soybean (25%); and sorghum(28%) from current levels & create 75,000 new jobs, directly & indirectly. Very low mechanisation in agriculture and food processing along with less than 2% irrigated land area dedicated for agriculture and shortage in storage facility are key need areas focussed to address to reach targeted goals

Pan

Ministry of Agriculture and Food in Ghana focusing on advancing the sector through mechanisation by procuring agritech & processing machineries and in turn distribute to small medium farmers and entrepreneurs

## **WHY VISIT?**

Connect with the technology suppliers showcasing their products and innovations

Discuss opportunities of partnership and sourcing for re-supply & employing in operations

Understand the innovations and new practises in agriculture and share your thoughts of requirement for solutions

Room for learning practises of sol conservation and practise of securing the production with sustainable solutions at cost effective manner

Know more about the government scheme for nurturing agriculture, agri mechanisation, value adding processing industries

Understanding new prospects, demandsupply, investment source-d opportunities in the sector

Meet for cross country partnership with business counterparts & tie ups

Ghana, with bilateral trade ties & agreements with its neighbours in West Africa and line of credits between Ghana and India & other countries, it is opportunistic to encash by supplying agriculture technology and requirements

With favourable climate for partnership and investment and smooth trade ties, its advantageous to establish technology/trade partnership in Ghana to supply technology requirements in agriculture & food processing in Ghana & West Africa

## **WEST AFRICAN & GHANAIAN AGRITECH IMPORTS IN 2020**



Product wise share in imports:



- Buldozers, Excavators Herbicides, Insecticides, **Fungicides** etc
- Pumps & Motor
- Trailers
- Machines for Moving, grading, levelling, scraping, excavating etc
- Others



Tractors

Fertilisers & other agrochemicals

Tractor Parts and accessories

**Tools & Machine Tools** 

Special purpose agrotech vehicles





Product wise share in imports:



- Herbicides, Insecticides,
- Fungicides etc Buldozers, Excavators
- Pumps & Motor
- Machines for Moving, grading,
- levelling, scraping, excavating etc Hand Tools
  - Others

Tractors

Trailers

Fertilisers & other agrochemicals

Tractor Parts and accessories

### Country wise share in imports:



VOUCH YOUR **INNOVATION** 

VUI is a special segment in the technical program of AGRITECH where in selected exhibiting companies would have the chance to speak & share about their innovation in technology & products they have bought, the knowledge-how, new ideas and hear back the feedback visitors.



## **Ghana Accounts for 50% share in West African Agritech Imports**

The only AGRICULTURE AND PROCESSING TECHNOLOGY exhibition in West Africa - a unique platform cum opportunity to let WEST AFRICA Agriculture and Food Business Community know and meet you.

## **About the Organiser**

WegVoraus

Venue: Accra International Conference Center WegVoraus is a Business Promoter & Exhibition Organizer Headquartered in New Delhi, India. We work for prospect industrysectors to help them reach out to the right target audience as well as deliver business expansion solutions. We host 1000+ exhibitors annually since its inception with 4 flagship events and 30+ represented events globally. To know more visit us @ www.wegvoraus.com

AICC is one of the most preferred destinations for hosting large scale business events and conferences, especially due to its attractive location being near to International Airport and also being close to a number of luxury accommodation options in the city

## Associate Sponsor



## **UNDER THE AUSPICIOUS OF**





HIGH COMMISSION OF

**GHANA INDIA** 

MINISTRY OF AGRICULTURE & FOOD, GHANA

To know more visit us @ www.wegvoraus.com

### **HEADQUARTERS:**

F-322A, ADARSH HOUSE LADO SARAI, NEW DELHI - 110030, INDIA

## SUPPORTING PARTNERS



## Mark your calendar!!

23-25 Mar 2022 @ AICC Accra

## The West African Agriculture Business Community looking forward to meet you!

🕖 +91 11 4950 8264 🖄 info@agritechwestafrica.com

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www.agritechwestafrica.com

Your Contact for Participation & Sponsorship

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