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DRIVING AFRICA'S WEALTH THROUGH HEALTH

In August 2024, in an unprecedented initiative, 14 African countries, alongside numerous partners, pledged over USD 45 million to the World Health Organization (WHO). According to **Dr. Tedros Adhanom Ghebreyesus**, Director-General of the WHO, *this has been a crucial act to ensure flexible resources over the next four years to carry out the needed core work towards building strong and resilient healthcare systems across Africa.*

The world's youngest continent faces a rapidly increasing population and urbanization and registers rising incomes, which drives a shift in healthcare needs. While communicable diseases like malaria and tuberculosis, along with the newly rising threats like mpox, remain major public health challenges, non-communicable diseases (NCDs), like cancer and diabetes, are also becoming more prevalent. This dual burden underscores the urgent need for a robust and adaptable healthcare system to meet the continent's evolving demands.

Approval, Access and Application: Fundamentals of Sustainable Healthcare

"Swift approval of innovative medicines, the implementation of robust access models, and the sustainable application of such innovative medicine, providing healthcare professionals with the necessary tools to ensure that the right patients receive the benefits of these advancements in a timely, convenient, effective, and safe manner.

This "AAA" model also empowers patients by raising awareness, incorporating their perspectives, and optimizing care plans. Investment in capabilities, embracing scientific advancements, and collaboration are essential for improving outcomes and sharing best practices." - **Ahmed El-Hofy**, GM, South Africa, Janssen Pharmaceutical Companies of Johnson & Johnson



Clear actions like the collaborative WHO initiative show that Africa's healthcare systems are at a crucial turning point. While in a global context geopolitics and medical inflation keep creating challenges, they also present opportunities for innovation, regional cooperation, and strategic investment in Africa to change the continent's international role in health.



Access all conversations and digital report.



Dahlia Khalifa, Director, Central and Anglophone West Africa of IFC (International Finance Corporation), states: *"Investing in Africa's healthcare sector presents a valuable opportunity for global investors to address critical needs while tapping into significant growth potential. However, success requires adopting nuanced and adaptable strategies that reflect the unique characteristics of each country. Partnerships with businesses and organizations like IFC are essential for understanding and navigating these local nuances. IFC's approach emphasizes tailored engagement, strategic alliances, and collaborations to unlock the potential in each market. In conclusion, investing in Africa's healthcare is not just about capitalizing on an emerging market; it is about making a meaningful impact on millions of lives while contributing to sustainable development.*

Aware of this momentum, the following report gathers insights from key voices across Africa's regional healthcare sector to explore how the continent can seize new opportunities to create sustainable healthcare systems. We examine how investing in robust healthcare infrastructure can unlock long-term wealth creation through health, enhancing social and economic resilience for Africa's future.



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AFRICA 4 AFRICA HEALTH INVESTMENT FORWARD



"The first wealth is health.' On the continent, governments are realizing that health is not just an expense but a crucial investment and a significant driver of economic activity."
Skhumbuzo Ngozwana, President & CEO, South Africa, Kiara Health



Building resilient healthcare systems in Africa requires external support and internal reforms, such as increased local production, improved infrastructure, and strategic partnerships. Recent moves to boost domestic vaccine production and investments from China, the U.S., and Europe mark progress. The African Continental Free Trade Area (AfCFTA), launched in 2021, seeks to reduce dependence on imports by fostering collaboration within the continent.



BUSA, South Africa's main business association, supports policies for growth and investment. CEO **Cas Coovadia** says, "We're taking a more active role in coordinating African business to ensure the Continental Free Trade Agreement boosts intra-African investment and trade. Geopolitics has shifted, and businesses must adapt to these changes."

Meanwhile, from the public sphere, efforts are made to enhance overall access to quality healthcare through public funding and purchasing healthcare services, medicines, and health-related products.

One clear example of these improved healthcare frameworks is South Africa's National Health Insurance Act (NHI), signed into law in May 2024. **Prof. Nicholas Crisp**, Deputy Director-General of South Africa's National Department of Health, knows: "Sharing resources more equitably can help build a stronger, more inclusive economy. In healthcare, this means reallocating funds within the existing 8.5% of GDP to ensure that everyone has access to quality care, regardless of their economic status. The government has three critical responsibilities it cannot abdicate: health, basic education, and security."



Lastly, "the growth of economies and the expanding middle class are key drivers of consumer demand for healthcare, rather than government or donor spending", as **Dr. Iain Barton**, Founding Principal, Health 4 Development, South Africa, explains. Out-of-pocket expenditure is increasing with the growing middle class, and "this new group of consumers demands different products, services, engagement models, interaction styles, and various price points. This shift represents a major market opportunity, especially with a focus on the self-funding market."



Can Africa's private healthcare sector drive inclusive development?



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INVESTING RIGHT



“When approaching Africa, we need to focus on the right priorities and geographies, choosing suitable partners to create mutually beneficial relationships. This includes investment and meaningful market development activities in those regions.” - Erik Antos, VP of EMEA Emerging Markets, Zimmer Biomet



Agreeing on the importance of affordability and efficient use of funds, numerous opportunities for development and investment in the health-care sector emerge across the continent:

+ Incentives for Local Manufacturing

“Establishing African free trade zones would make local manufacturing more feasible in the long run, as medicine production relies heavily on demand volume. A major challenge is the high capital cost of importing equipment, as there are few locally made machines. If Africa could open up more quickly, it would help as an incentive to increase local production.” - Vivian Frittelli, CEO, GBMSA.



+ Increasing Investments in Diagnostics

“The WHO Resolution on Strengthening Diagnostics Capacity, passed last year, has led countries to develop national diagnostic strategies with sustainable funding models that will lead to more early and accurate disease testing.” - Dr. Allan Pamba, Executive Vice-President Diagnostics, Africa, Roche Diagnostics



“West and Central Africa’s growing healthcare market offers significant opportunities due to rising demand for advanced solutions. We focus on addressing unmet needs and filling critical diagnostic gaps. In many parts of Africa, patients lack access to necessary pre-surgery tests, our screening solution helps reduce these risks and ensures safer surgical outcomes.” - Eric Osei, Area Head, Sysmex West and Central Africa



+ Investment in Local Research & Start-Up Ecosystems

“From leading research on poverty and infections to pioneering work on HIV and tuberculosis, South African scientists consistently achieve groundbreaking results despite significant challenges. This resilience, combined with our diversity and collaborative capabilities, highlights South Africa as a hub for health research and innovation.” - Prof. Ntobeko Ntusi, President and CEO, SAMRC, South Africa



“South Africa has limited infrastructure and legislation for artificial intelligence. Identifying key sites where trust relationships are established could facilitate adoption. Partnerships with local startup companies specializing in AI platforms could enhance success.” - Mia de Lange, GM Guerbet South Africa



“Roche has been actively involved in genomics R&D in Africa. We are working to catalyze the creation of an open, equitable federation of large-scale clinical, genomics, and outcomes biobanks led by Africans and hosted in Africa. We are revolutionizing data collection, enabling scientific discovery across Africa.” - Maturin Tchoumi, Pharma International Area Head, Roche Africa



+ Coherent Pricing Strategies

“It is crucial to avoid applying first-world pricing in a third-world economic environment. We must understand the needs and financial constraints of our patients to provide solutions that are accessible and affordable. This patient-centric approach helped us to balance global considerations with local realities.” - Dr. Abrie Hanekom, MD and Country Head, Accord Healthcare.



“One of our priorities is developing alternative reimbursement models (ARMS) to enable differentiated pricing, rather than the single exit price currently used in private healthcare. This would make medicines more affordable for specific groups, increasing access for patients. We are advocating for the government to allow this approach to better serve different segments of the population.” - Bada Pharasi, CEO, IPASA



+ Promoting Access to Innovation

“As a team, we are committed to addressing the healthcare challenges and ensuring access to innovation for all patients. This will be achieved through collaboration with stakeholders to act on capability building and drive an enhanced patient care pathway. Whether it be through our current portfolio, newly launched molecules, or upcoming future innovation, we are prioritizing the patients who are waiting.” - Ahmed El-Hofy, GM, Janssen Pharmaceutical Companies of Johnson & Johnson, South Africa.



“Healthcare logistics is vital to economic growth and aligns with DP World’s mission. We have rapidly shifted from 85% generics to a diverse portfolio, now including biologicals, biosimilars, emergency medicines, and medical devices. Generics now make up just 25%, allowing us to deliver more impactful medicines.” - Chris Oosthuizen, MD Market Access Healthcare South Africa, DP World



+ Upskilling Talent for Better Healthcare **OLYMPUS**

“Africa offers significant growth potential both in terms of products and market. However, it is not just about commercial opportunity; we also



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have a responsibility. Through the Olympus Continuum program, we offer comprehensive training initiatives that cover the latest advancements in medical technology, best practices in patient care, and effective use of Olympus products. By investing in the professional education and development of HCPs, we help ensure they are equipped to deliver high-quality care and maximize the benefits of advanced medical technologies.” - **Tarek Choucair**, Head of Sales, META, Olympus Medical Systems EMEA



“By educating healthcare providers and advocating for a better understanding of diagnostic costs, we help hospitals manage their budgets effectively and recognize the value diagnostics bring to healthcare sustainability. We train an average of 1,500 healthcare professionals each year in this region to create a pipeline of skilled professionals who can effectively use our advanced diagnostic tools. We also support distributors through the Sysmex Academy to fulfill our vision of ‘together for better healthcare.’” - **Eric Osei**, Area Head, Sysmex West and Central Africa



“We’re deeply invested in education due to a clear market gap, as evidenced by our fully booked training programs for the year. Our training extends beyond cardiologists to include allied professionals like Cath lab staff, nurses, and clinical technologists, ensuring the entire team is well-prepared.” - **Robbie Nel**, General Manager, BIOTRONIK South Africa



Driving Healthcare Efficiency through Data

“Data serves as the intelligence behind our operations, driving efficiencies and transforming the healthcare industry,” says **Gerald Van Wyk**, Group CEO at AfroCentric Group. “By systematically analyzing data from managing 15 medical schemes and processing over 12.5 million claim lines monthly, we are driving efficiency and cost-effectiveness in healthcare delivery. Our value-based care model focuses on five key pillars - access



to care, cost of care, health quality outcomes, patient experience, and provider experience.”

Room For New Insurance Models

“Health insurance penetration in African countries is low and varies between 1-3%. We want to change that. Our products focus on employer groups, and we interact with companies that understand the positive impact of health insurance on their employees. Providing this benefit improves productivity, reduces absenteeism, and is advantageous for both the company and the individual.” - **Emma Knox**, CEO Africa, Vitality Health International



“In Africa, a common point across markets is the strong demand for health services. The challenge is ensuring this demand through affordability. In some areas, the primary need might not be comprehensive health coverage; instead, targeted micro-insurance, such as malaria coverage for a few cents, could make a significant difference.” - **Meryem Chami**, CEO, Africa – AXA



Four Key Focus Areas for Advancing Healthcare



1. A health policy that emphasizes health as an investment, not a cost.
2. Streamlining regulatory frameworks through all 54 African countries
3. Supporting local manufacturing through regional centers of excellence, rather than individual efforts in each country, for greater efficiency.
4. Empowering women in health and leadership, ensuring they have the confidence to make decisions about their health without constraints.” - **Racey Muchilwa**, President and Head, Novartis Sub-Saharan Africa

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HEALTH ON TWO FRONTS: STRATEGIES FOR NCD'S & INFECTIOUS DISEASES



"We recognize that our African continent has a high burden of communicable diseases such as HIV, tuberculosis, and malaria. Meanwhile, we are also sitting on a volcano of NCDs as increasing incidences of cancer, diabetes, chronic kidney disease, and asthma are growing at a high pace. Shifting the agenda from treatment to prevention, emphasizing early screening at public health centers, and building the capacity and capability of primary care physicians will help prevent complications and reduce hospitalizations." - Deepak Arora, Country President, AFRICAN Cluster, AstraZeneca

Commitments to challenge the growing burden of diseases in Africa are found all across the healthcare ecosystem:

Vaccines: Pushing Local Production and Health Autonomy

Local vaccine production empowers nations to control their healthcare responses, reduce reliance on external factors, and build a resilient healthcare system capable of withstanding future health challenges.

In this, and other aspects *"Pfizer remains at the forefront of the national health agenda in contributing to the development of a strong healthcare system, as well as contributing to the economic and social transformation of the country,"* explains



Rhulani Nhlani, Cluster Lead, Sub-Saharan Africa. *"Initiatives like the Public-Private Partnership Pfizer and Biovac initiated in 2014 for the local manufacturing and supply of the pneu-*

mococcal conjugate vaccine, aim to enhance vaccine accessibility and support public health initiatives in the region."

In a local success story, Afrigen Biologics has developed the ability to produce vaccines from plasma DNA to final product release under GMP conditions for mRNA, a capability unique on the continent. The company's CEO, **Petro Terblanche**, states: *"Our overarching goal is to make mRNA accessible to low- and middle-income countries. We need to expand our capabilities to include platforms like viral vectors and attenuated vaccines and focus on collaboration across regions to maximize resources and efficiency. This will enable us to pool expertise and resources, ultimately leading to greater success in vaccine production and distribution on the continent."*



A promising outlook for more local manufacturing brings the Global Alliance for Vaccines and Immunization commitment to Africa. Ter-

blanche points out that *"Gavi has allocated over US\$1 billion over the next decade to incentivize and support local manufacturers which have WHO Prequalification status demonstrating the capabilities and quality standards to produce around 10 priority vaccines, primarily pediatric ones."*

Fighting Tropical Diseases

Eisai Pharmaceuticals has partnered with global organizations, including the World Health Organization (WHO) and the Bill and Melinda Gates Foundation, to combat neglected tropical diseases (NTDs) like lymphatic filariasis. We have manufactured and donated 2.36 billion diethylcarbamazine tablets, a lymphatic filariasis treatment, and conducted disease awareness campaigns. Additionally, we are committed to developing new treatments for other NTDs and malaria." - **Fatima de Castro**, Country Manager Africa, Eisai



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WOMEN'S HEALTH IS WEALTH

According to studies by the World Economic Forum, every \$1 invested in women's health can generate about \$3 in economic growth.



Jorge Levinson, Cluster Head for Pharmaceuticals in Sub-Saharan Africa for Bayer Pharmaceuticals, recognizes the crucial link between women's health and the prosperity of communities. He states, "As an innovative company, we offer a broad portfolio. However, in the Sub-Saharan region, we are focused on addressing the most urgent needs, and women's health is a priority we must tackle today." While the German giant is already an important partner in the region for contraception, the company is now introducing a novel product for menopause to improve women's quality of life and enhance their contributions to communities.



"Addressing women's health is critical," says **Mokgadi Mashishi**, Africa Access Markets Director at Organon. "Our portfolio focuses on diseases disproportionately affecting women, with a key priority on reducing unintended pregnancies. These pregnancies place a heavy burden on women, contribute significantly to maternal and infant mortality, and hinder women's economic participation. This creates a vicious cycle that must be broken—no woman should die giving life."

The American multinational BD proposes a 360° approach to improve the situation of women's health. "In rural Africa, women juggle multiple roles—working, caring for children, and looking after parents—making it challenging to access healthcare. To alleviate this, we partnered with the Kenyan Ministry of Health and the National Oncology Program to pilot rapid diagnostic centers that streamline the patient journey.



A woman visiting one of these centers can consult a nurse, get screened for cervical cancer using a self-collected HPV test, receive guidance on breast cancer self-examination, and potentially have a mammogram—all in one visit." **Ian Wakefield**, GM Africa at BD

The NGO Pink Drive has created its education trucks and mobile mammography units to generate awareness, educate, and provide services across all regions. "For awareness many cancer NGOs are working in similar spaces. If we could coordinate, share plans, and avoid duplicating efforts, we could spread our message even further." **Noelene Kotschan**, Founder and Director, PinkDrive.



Facing Africa's Cancer Challenge with AI

Cancer Care Africa (CCA) exemplifies a commitment to strengthening the cancer care ecosystem across the continent. "CCA demonstrates our commitment to building a stronger cancer care ecosystem in Africa alongside external partners, enhancing access to diagnostics and innovative treatments," explains **Deepak Arora** from AstraZeneca. "Launched in November 2022 at COP27 in Egypt, CCA supports countries in their fight against cancer through four key pillars: building capacity, improving screening and diagnostics, empowering patients, and enabling access to medicines."

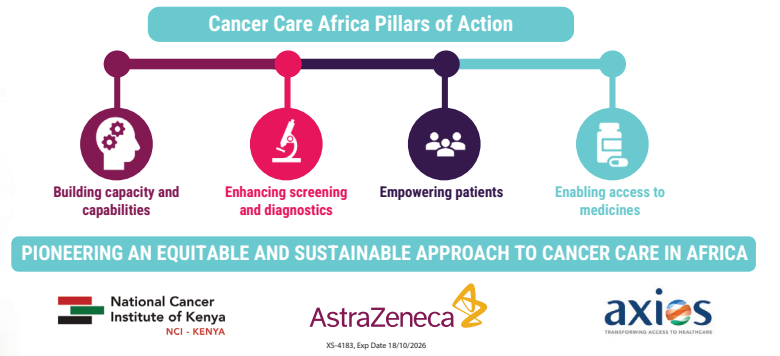


Meanwhile, digital and AI-based diagnostics are revolutionizing cancer detection. Health-tech innovations like MedSol AI Solutions are committed to making specialized cancer treatments and diagnostics more accessible. "We are opening breast cancer diagnostics to people who have never had access to it because it is 65% more affordable than what is already on the market. It is a huge game changer, allowing access to rural locations that have never had professionals on site," comments the company's Director, **Dr. Kathryn Malherbe**.



AstraZeneca's commitment to fighting cancer

To co-create a stronger cancer care ecosystem in Africa, together with external partners, enhancing access to diagnostics and innovative treatments.



Committed to Sustainable Health





DIABETES: ADDRESSING A GROWING HEALTH CRISIS

In 2021, an estimated 24 million people in Africa were living with diabetes, and the World Health Organization (WHO) predicts this number will soar to 55 million by 2045. The continent faces significant challenges in managing the diabetes epidemic, including access to care, treatment affordability, and the need for innovative solutions to tackle this growing health issue.

“Over 80% of medicines are imported to Africa, but the WHO aims for quality and affordable medications made locally. We're proud of our partnership with Aspen, through which we will be producing human insulin in South Africa, serving the continent. By 2026 our aim is that through this partnership we will be able to supply insulin to over 4 million patients across

Africa,” shares **Sara Norcross**, VP & GM at Novo Nordisk SA.

“Air Liquide supported the system's transition of Diabetes care from the hospital to the home,” explains **Samuel Chevalier**, Global Director of the company's Diabetes Program. “We worked with the healthcare authorities to create a way for people to receive remote support for their daily needs.” Its division VitalAire is addressing the affordability barrier in South Africa by sourcing more cost-effective diabetes products and exploring a value-based healthcare model. “Our vision is to deliver true value to patients and funders. Simply providing the device is not sufficient patients need the proper support to use it successfully,” comments **Imke Erasmus**, GM, VitalAire Diabetes South Africa. By offering comprehensive care management, including education and training, the company aims to improve diabetes outcomes and reduce long-term complications for patients.

South Africa, in particular, faces a high prevalence of type 2 diabetes, which often leads to complications such as retinal diseases. “The incidence of ophthalmology patients is very high in the region, and the system is not prepared to match the required diagnostics,” says



Jorge Levinson, Cluster Head for Pharmaceuticals in Sub-Saharan Africa for Bayer Pharmaceuticals, from Bayer. “We are partnering with the government, associations, and clinics to see how we can advance screening and provide the best available therapies for retinal diseases.”

Efforts to improve insulin access are also underway. Aspen Pharmacare has partnered with Novo Nordisk to manufacture human insulin. “This initiative is especially important because the number of patients using insulin is grossly understated given the increasing prevalence of diabetes across the continent,” explains **Stavros Nicolaou**, Senior Executive at Aspen Pharmacare. “The collaboration represents a significant opportunity to address the pressing need for insulin access, particularly in Africa.”

Looking ahead, “The market is increasingly tending towards personalized medicine and the integration of digital health technologies to enhance patient care and treatment outcomes,” says **Cesar Buendia**, GM, Eli Lilly and Company, South Africa & Sub-Saharan Africa. “Lilly remains at the forefront of diabetes treatment, extending its innovative essence to create new therapies that address every facet of the disease including chronic weight management.”



EMPOWERING DIABETES CARE THROUGH VALUE-BASED HEALTHCARE

A COMPREHENSIVE APPROACH TO DIABETES MANAGEMENT



Discover a revolutionary approach to diabetes care that focuses on delivering exceptional outcomes for people living with diabetes, healthcare providers and healthcare funders. Our Value-Based Healthcare model combines world-leading technology with personalised support, ensuring that every aspect of a personalised diabetes journey is optimised for success.



COLLABORATION

TAILORED SOLUTIONS

IMPROVED OUTCOMES





MEDICAL-TECHNOLOGY STRIDES IN HEALTHCARE



While pharmaceuticals often take center stage in addressing disease burdens, diagnostics, prevention, and surgery are equally vital. Advances in medical technology have revolutionized surgery, offering innovative tools that improve precision and patient outcomes. Here's a look at some key developments:

"Boston Scientific offers the most advanced portfolio in cardiac electrophysiology (EP) and has just launched a groundbreaking minimally invasive treatment for atrial fibrillation, which prevents clots and strokes by using catheter-based ablation." - **Tarek El Rahbani**, Sr Regional Director Middle East and Africa.



"In sports medicine, biologics are becoming more common, enhancing the effectiveness of surgeries by adding biological agents to repair tendons and ligaments." - **Basel Aboujalela**, SVP of Emerging Markets, Smith+Nephew



"We are focused on digital transformation, particularly in AI and surgical technologies, to help our healthcare partners excel and improve patient outcomes. Our recent acquisition of Asensus Surgical supports our push into advanced technologies like augmented reality and performance-guided surgery." - **Ara Sarkissian** - Senior VP Commercial Operations APAC, CIS, MEA, KARL STORZ.



"Recent progress goes beyond robotic-assisted surgery, with innovations like smart implants. Zimmer Biomet introduced the world's first smart knee implant, featuring a GPS chip that provides real-time data on mobility, recovery, and activity levels. This helps surgeons tailor procedures more precisely to each patient, improving outcomes and timing." - **Erik Antos**, VP of EMEA Emerging Markets, Zimmer Biomet.



"South Africa recently approved the MEDTECH Master Plan, with the objective to establish a framework for collaboration between the public and private sector to put the sector on a growth trajectory.

"We must ensure access to quality and effective medtech for patients across Africa while avoiding barriers to access. Thus, bilateral and multilateral government interactions between South Africa and other countries are essential to realizing the MEDTECH Master Plan." - **Tanya Vogt**, Executive Officer, SAMED



South Africa's Southern Implants founder **Graham Blackbeard** shares: "South Africa's robust infrastructure supports advanced manufacturing needs. Our academic institutions contribute significantly to the skilled workforce, especially in fields like bioengineering and metallurgy, our area of expertise"



"It is satisfying to see that our commitment to research and development is paying off with the launch of our new MRI product. Guerbet is proud to be among the first to introduce such an innovative MRI imaging product since the late '90s (1999). We're also regaining traction in the X-ray field and building a robust platform

for artificial intelligence." - **Mia de Lange**, GM of Guerbet South Africa
South Africa's Department of Trade, Industry, and Competition, alongside labor and industry stakeholders, introduced the MEDTECH Master Plan to advance the country's medical technology sector through strategic public-private collaboration. The plan envisions South Africa as a producer of safe, high-quality, and affordable medical technologies for both domestic use and export by 2035.

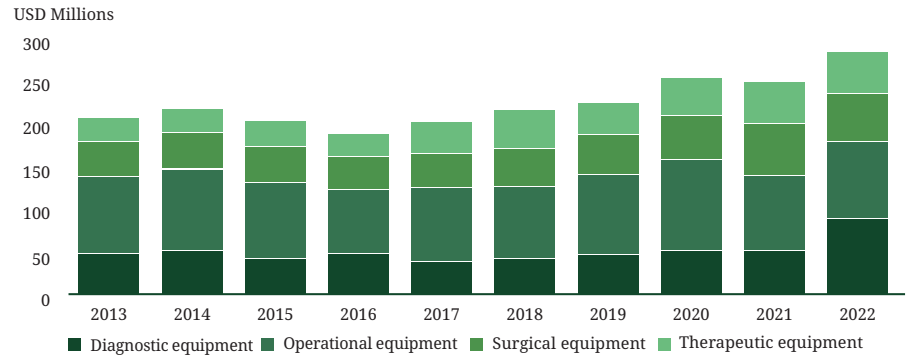


The strong growth in therapeutic and operational equipment exports aligns well with the needs of African and other emerging markets. South Africa could leverage this demand by developing competitive capabilities in these segments

"In South Africa, currently, less than 20% of the 60 million population can access our therapies and this reality drives us forward," shares **Tarek El Rahbani**, Sr. Regional Director Middle East and Africa (GEM-South), Boston Scientific.



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HEALTH SHIFT TOWARDS INTEGRATED CARE



“Collaboration with various stakeholders can enhance awareness and infrastructure, but the key differentiator in patient outcomes is high-quality service.” Vivek Kanade, MD MEA, Siemens Healthineers



Investments in health infrastructure and point of care service have been at the center of sustainable healthcare access strategies.



Peter Wharton-Hood, CEO of Life Healthcare Group, notes, “We are expanding services and growing our network, while also investing in nuclear medicine, PET-CT, and cyclotron delivery. This reflects our commitment to enhancing hospital services and diversifying revenue through non-acute centers.

Overall, we are witnessing a significant shift in how South African hospitals are managed, focusing on funder network expansion and revenue diversification.”

settings. Historically, patients visited doctors and underwent hospital procedures. Now, we observe an expansion of the patient care journey to include pharmacies, home environments, and other spaces. We are exploring and investing in this new model of care for the future.”

Supporting this evolution, **Mogologolo Phasha**, CEO of Kalapeng Pharmacies, explains their approach: “We have prioritized service excellence by reducing customer waiting times, ensuring quick access to medications and counselling. We also integrated telemedicine through ‘Hello Doctor,’ where clinic nurses connect patients to a doctor remotely for vitals review, diagnosis, or medication adjustment. This approach is part of our ‘light clinic’ services, covering minor ailments, immunizations, and wound care. We aim to expand further, especially in medication reviews, supported by specialized software integrated with our dispensing system to conduct thorough drug utilization reviews, particularly for patients with multiple prescriptions.”



This transformative shift encompasses diverse services and digital solutions. As **Greg van Wyk**, CEO of Mediclinic Southern Africa, explains, “Our vision of enhancing quality of life drives us to expand services and embrace digital health transformation. We’re piloting platforms for specialists to interact with patients through Mediclinic digital clinics. With a highly integrated Electronic Health Record (EHR) system, we aim to advance care integration and empower clinicians with the best data for decision-making.”

Lastly, **Rui Morais**, CEO of Dis-Chem South Africa, highlights a strategic shift: “Our focus has shifted from expanding a retail pharmacy chain to building a comprehensive healthcare ecosystem. By acquiring health-related financial services, we now manage product benefit design, track diagnostic outcomes, and improve overall health management, ultimately aiming to reduce healthcare costs for more South Africans.”



In line with this vision, **Amil Devchand**, CEO of Lenmed Group, adds, “Aligned with our goal to be a comprehensive healthcare provider, we are piloting a platform designed to streamline communication and information sharing between primary care clinics, GPs, specialists, and ancillary services like radiology and pathology. It also empowers patients with access to their clinical data.”

Following South Africa’s example, Africa as a whole can and is embracing innovation and affordable healthcare models tailored to diverse realities, turning health into an opportunity for wealth. By leveraging advancements across the health ecosystem, the continent is poised to transform its healthcare landscape and economic future.



The push for enhanced accessibility continues with **Dr. Richard Friedland**, Group CEO of Netcare, who shares, “We’ve launched a mobile-friendly solution that allows doctors to access patient records remotely, enabling prompt responses to emergencies. Completed in April, this system provides secure access via iPads. With over 13,000 iPad users and 29,000 overall users, we collect more than 41 gigabytes of clinical data daily, with over 4,100 people accessing records at any time.”

“We want to make healthcare more affordable and accessible for everyone. We will achieve this by exploring new care models, using technology wisely, and partnering with like-minded organizations. Bold moves and a willingness to look beyond traditional approaches will be crucial to our success.” **Gerald Van Wyk**, Group CEO, AfroCentric Group, South Africa.



Ian Wakefield of BD observes a broader trend: “We see a shift in healthcare delivery beyond traditional hospital

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Transforming Healthcare through Strategic Partnerships

At Kalapeng Pharmacies Group, we are not just retailing medicines – we are redefining healthcare. With 24 thriving locations across Gauteng, Limpopo, Mpumalanga, North West and 23 years of experience in the pharmaceutical industry, our expertise spans from Community Pharmacy, Courier Pharmacy and Pharmaceutical Wholesaling.

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