

Remarks by Amb. Abhishek Singh, High Commissioner of India to Nigeria on India-Nigeria Bi-Monthly Trade Webinar Series-3 (15.07.2026)

Good morning to all the Indian pharma exporters, and Nigerian importers, distributors, hospital chains, and manufacturers. You are the people who move medicines from lab to patient. And today, we are here to make that journey faster, easier, and more profitable for both sides.

India and Nigeria are not new partners in health. Nigeria imports over 70% of its pharmaceutical needs. Nigeria's healthcare market is projected to exceed \$30 billion by 2030. At the same time, India is the "Pharmacy of the World" — we supply 1 in 3 generic medicines globally, and 60% of vaccines used by UN agencies. Demand is rising for generics, oncology drugs, anti-diabetics, antibiotics, medical devices, and hospital equipment. NAFDAC's push for quality and local manufacturing also opens space for credible Joint Venture partners. Nigeria offers a gateway to 400M+ consumers via ECOWAS.

Indian companies already have trust here — especially in anti-malarials, ARVs, TB medicines and vaccines. The next growth is in NCDs, surgicals, diagnostics, and contract manufacturing. The numbers match. The need matches. Now we need to match businesses.

As exporters, here's what Indian companies bring to the table: Quality + Affordability: Competitive pricing without compromising quality. Generics, biosimilars, APIs, formulations, herbal/Ayush, surgical instruments, hospital furniture, diagnostics, and telemedicine platforms. Opportunity for Joint Ventures for local manufacturing, tech transfer, toll manufacturing, skill training for pharmacists and QA teams, and after-sales for med-tech. Many Indian firms already have Nigerian partners. I would like to share that recently SAM Pharmaceuticals have already set up a local manufacturing plant in Lagos. Congratulations to Mr. Amit Bhojwani of SAM Pharmaceuticals. I hope to see more such initiatives in the future. I would also like to commend the stellar work of Indian Pharmaceutical Manufacturers and Importers in Nigeria (IPMIN) and its President, Chief Mr. Verkey Verghese. IPMIN has been fully supported by the Indian High Commission in its various initiatives which also transcends into socially relevant activities like free health screening camp.

On the other hand Nigeria provide access to 230M+ population, rising health insurance, and ECOWAS access through Nigeria. It offers licensed importers, PMG-MAN members, hospital groups, and PSNs who understand regulatory pathways and cold-chain logistics. Nigerian partners are actively seeking Joint Ventures to produce under license and reduce forex exposure. NAFDAC has clear guidelines for this.

India is also one of the favoured destinations for medical treatment by Nigerians given the affordable and super specialty hospitals that provide the best treatment. A large number of Nigerian patients travel to India annually. That creates trust for Indian hospital brands and equipment suppliers. India also offers a variety of traditional systems of medicine including Ayurveda, Siddha and Unani. I would like to share that given the increasing inclination towards alternative sources of healing, the traditional medicine market offers new avenues of business in Nigeria. Out of the US\$ 30 billion investments by over 200 Indian-owned or Indian run companies, US\$ 6 billion are in pharmaceutical sector for manufacturing products in Nigeria.

I assure that the High Commission is here to provide support to both sides. **For Indian Exporters** we can provide a verified Buyer List, a list of NAFDAC-licensed Nigerian importers, distributors, and manufacturers. B2B Matchmaking opportunity for a one-to-one meetings with serious buyers during this webinar and follow-ups. We can also facilitate guidance on NAFDAC, import documentation, and participation in local Pharma events. **For Nigerian Importers:** Vetted Exporters, curated list of Indian USFDA/WHO-GMP companies, with product catalogues. Introductions to EXIM Bank of India, ECGC, and freight forwarders experienced in pharma lanes. Facilitation of interactions with Indian regulators and QA teams to ease dossier queries.

Let me assure that this webinar is not the end. It is the beginning of the first discussion, the first chance to showcase your product and first face to face interaction. My request to you: Be specific today. Share your HS codes, capacities, areas of expertise and timelines in the chat.

India brings quality, affordability, and partnership. Nigeria brings market, ambition, and a vision for health sovereignty. Together, we can make “Made in India, Made for Nigeria” a reality. Let’s build health and build trade.

Thank you. I wish all of you fruitful ideals.
