



SOUTH AFRICAN ANALGESICS INDUSTRY INSIGHTS REPORTS 2025

PUBLISHED: MAY 2025

COMPANY OVERVIEW



Insight Survey is a boutique South African market research agency with over 15 years of experience, specialising in Business-to-Business (B2B) and Industry research to ensure smarter, more-profitable business decisions are made with reduced investment risk.

We offer **B2B market research solutions** to help you to successfully improve or expand your business, enter new markets, launch new products or better understand your internal and external environment.

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QUESTIONS WE HELP ANSWER

- What is the current and future market size?
- What are the latest global and local trends impacting on the market?
- Who are your key competitors and what is their offering in terms of products, services, pricing and branding?



OUR RESEARCH SOLUTIONS



Competitor pricing research



Store visits and store checks



Competitor interviews



Customer interviews



Company website analysis



Governmental held records

HEALTHCARE INDUSTRY REPORT CLIENTS

We are a proudly South African company that have provided market research solutions and Intelligence reports to local and global brands. We have worked with some of the greatest companies and brands in their industries.



REPORT OVERVIEW

The **South African Analgesics Industry Landscape Report (100 pages)** provides a dynamic synthesis of industry research, examining the local and global **Analgesics industry** from a uniquely holistic perspective, with detailed insights into the entire value chain – market size, industry trends, innovation and technology, industry drivers and challenges, manufacturer/distributor overview, retail and pricing analysis.

SOME KEY QUESTIONS THE REPORT WILL HELP YOU TO ANSWER:

For the Global Analgesics Industry Section:

- What are the current market dynamics of the Global Analgesics industry?
- Which are the key markets within the Global Analgesics industry?
- What are the latest Global Analgesics industry trends, innovation and technology, drivers, and challenges?

For the South African Analgesics Industry Section:

- What are the current market dynamics (market size, market value, market volumes): 2019-2024 Actual, 2025-2029 Forecasts, and distribution channels?
- What are the latest South African Analgesics industry trends, innovation and technology, drivers and challenges?

For the South African Analgesics Manufacturer & Distributor Section:

- Which are the key manufacturing and distributor players in the South African Analgesics industry?
- For each key player, what is the latest company news in terms of products, services, new launches, and marketing initiatives?
- Which popular Analgesic brands and products do the respective companies manufacture/distribute?

For the South African Analgesics Retail and Pricing Analysis Section:

- Which are the brand and products among key retail players (retail pharmacies) in the South African Analgesics industry?
- What are the prices of popular Analgesic brands and products across South African pharmacies and retail outlets?

SCREENSHOTS FROM REPORT

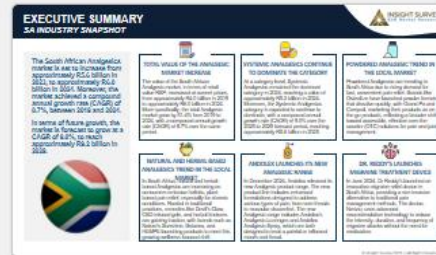
100-page report filled with detailed charts, graphs, and insights



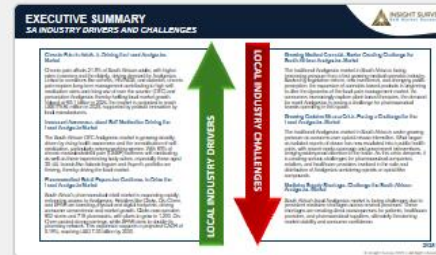
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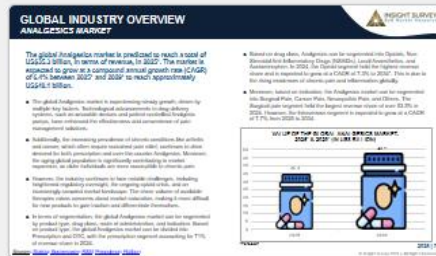
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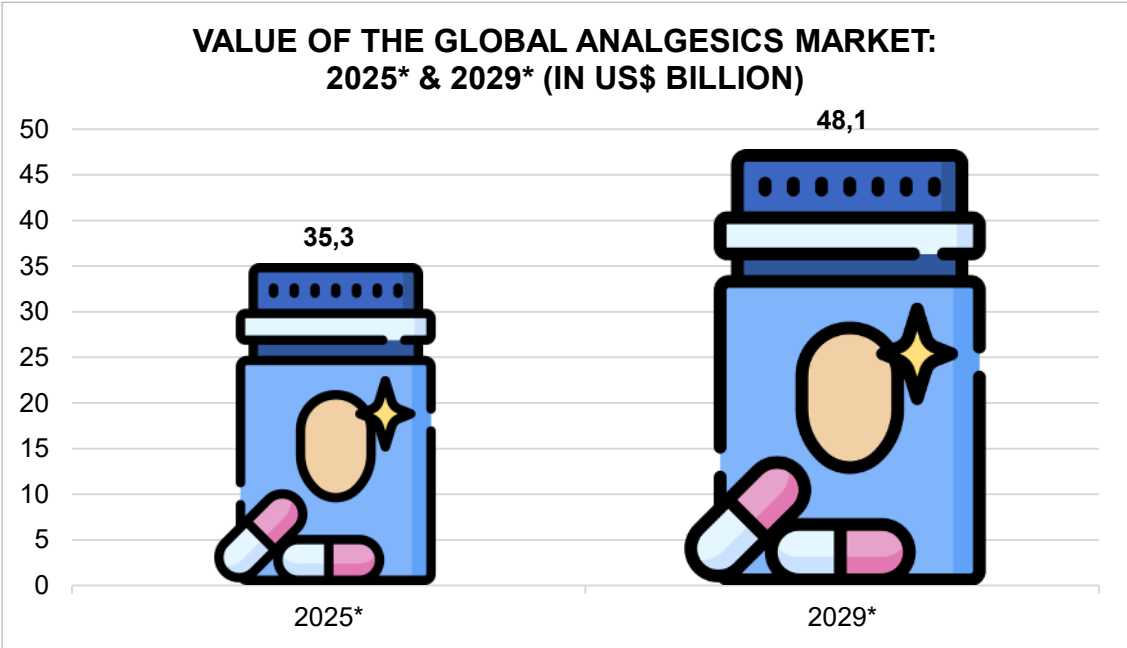


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The global Analgesics market is predicted to reach a total of US\$35.3 billion, in terms of revenue, in 2025*. The market is expected to grow at a compound annual growth rate (CAGR) of 6.4% between 2025* and 2029* to reach approximately US\$48.1 billion.

- The global Analgesics market is experiencing steady growth, driven by multiple key factors. Technological advancements in drug delivery systems, such as wearable devices and patient-controlled Analgesic pumps, have enhanced the effectiveness and convenience of pain management solutions.
- Additionally, the increasing prevalence of chronic conditions like arthritis and cancer, which often require sustained pain relief, continues to drive demand for both prescription and over-the-counter Analgesics. Moreover, the aging global population is significantly contributing to market expansion, as older individuals are more susceptible to chronic pain.
- However, the industry continues to face notable challenges, including heightened regulatory oversight, the ongoing opioid crisis, and an increasingly crowded market landscape. The sheer volume of available therapies raises concerns about market saturation, making it more difficult for new products to gain traction and differentiate themselves.
- In terms of segmentation, the global Analgesics market can be segmented by product type, drug class, route of administration, and indication. Based on product type, the global Analgesics market can be divided into Prescription and OTC, with the prescription segment accounting for 71% of revenue share in 2024.

- Based on drug class, Analgesics can be segmented into Opioids, Non-Steroidal Anti-Inflammatory Drugs (NSAIDs), Local Anaesthetics, and Acetaminophen. In 2024, the Opioid segment held the highest revenue share and is expected to grow at a CAGR of 7.3% to 2034*. This is due to the rising incidences of chronic pain and inflammation globally.
- Moreover, based on indication, the Analgesics market can be segmented into Surgical Pain, Cancer Pain, Neuropathic Pain, and Others. The Surgical pain segment held the largest revenue share of over 53.5% in 2024. However, the Intravenous segment is expected to grow at a CAGR of 7.7% from 2025 to 2034.



*Forecast

Natural and Herbal Based Analgesics Trend in the Local Market

- In South Africa, there is a growing consumer shift towards natural and herbal-based Analgesics, driven by increased awareness of holistic and plant-based approaches to pain relief. This trend reflects a broader move toward wellness centred healthcare and is particularly prevalent among consumers seeking alternatives to conventional pharmaceutical Analgesics, especially for the management of chronic conditions.
- More specifically, the use of herbal medicine is rooted in the traditions of many Bantu ethnic groups in South Africa, where whole-plant remedies are often preferred for their complex interactions and broader therapeutic effects. These traditional remedies are gaining renewed popularity, not only due to cultural familiarity but also due to the current consumer shift towards holistic health and wellness. In response, local players have launched products that cater to this growing demand.
- As an illustration, Nature's Sunshine recently introduced ART-A with Devil's Claw, a herbal supplement formulated to relieve joint pain associated with osteoarthritis and rheumatoid arthritis. Devil's Claw, a well-known anti-inflammatory herb widely used in African traditional medicine, is central to the formulation, with the product commercially available across South Africa.
- Additionally, Botanex, a local botanical wellness brand, launched its Arthritis Herbal Tincture, aimed at alleviating joint pain. The tincture adds to Botanex's expanding natural remedies range and responds directly to consumer demand for herbal, plant-based pain management options.

- Moreover, this shift is further supported by the increasing popularity of cannabidiol (CBD) based topical solutions. For example, HEMPE introduced its HOT & ICE Gels, CBD infused topical solutions for muscle soreness and joint pain. These gels are formulated to provide a dual action sensation, heat for muscular relaxation and cold for numbing pain, making them a popular option for active individuals and those seeking fast acting, non-pharmaceutical solutions.
- Therefore, natural and herbal-based Analgesics are becoming a significant part of South Africa's evolving pain relief market. As more products enter the market and consumer trust in natural solutions grows, this trend is expected to continue expanding across the country.

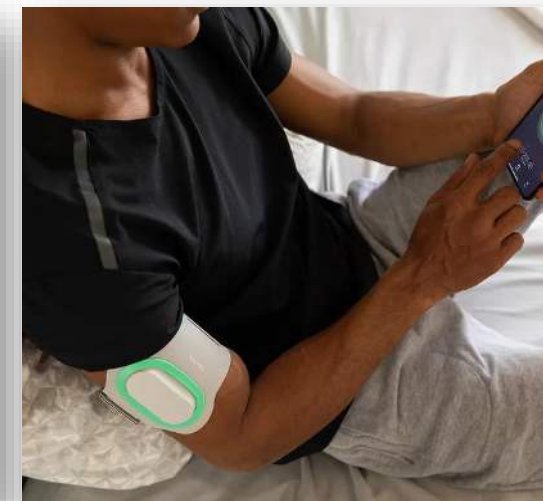


SAMPLE FROM REPORT

SA INDUSTRY INNOVATION AND TECHNOLOGY

Dr. Reddy's Launches Medication Free Migraine Treatment Device in South Africa

- In June 2024, Dr Reddy's launched an innovative migraine relief device in South Africa, providing a non-invasive alternative to traditional pain management methods. The device, Nerivio, uses advanced neurostimulation technology to reduce the intensity, duration, and frequency of migraine attacks without the need for medication.
- More specifically, Nerivio uses Remote Electrical Neuromodulation (REN) to prevent and treat acute migraines. By delivering targeted electrical impulses to key nerves associated with migraines, the device blocks pain signals before they reach the brain.
- This new technology is particularly beneficial for individuals seeking an effective solution without the side effects associated with pharmaceutical treatments. Nerivio is compact and easy to use, and is worn on the upper arm, using non-painful REN to stimulate nerves that carry pain signals to the brain. Additionally, an accompanying Nerivio mobile application is available to track symptoms and reactions to the device.
- Following successful launches in India, Germany, and Spain, the device was introduced in South Africa at the Neurological Association of South Africa (NASA) convention.
- Dr. Reddy's South Africa country head, Dr. Rashem Mothilal, outlined the device's efficacy for treating pain and other symptoms associated with migraines, such as nausea and vomiting, and highlighted that it presents an effective and safe alternative to traditional Analgesic medications.



SAMPLE FROM REPORT

CIPLA MEDPRO: COMPANY NEWS



Cipla Medpro Expresses Gratitude for Support of 'Miles for Smiles' Initiative

In March 2025, Cipla Medpro South Africa extended its gratitude to consumers for supporting the 'Miles for Smiles' initiative during the Cape Town Cycle Tour. The event successfully raised R11,770, enough to fund at least two corrective surgeries for children with cleft lip or palate. Moreover, the campaign was proudly promoted under the hashtag '#MilesForSmiles'. *(13 March 2025)*



Cipla Medpro South Africa Secures R900 Million Investment

In February 2025, Cipla Medpro South Africa Proprietary Limited (CMSA), announced that it had secured an investment of approximately ZAR 900 million from its parent company, Cipla Limited. In particular, this investment was finalised to reduce inter-company debt and reinforce the financial stability of CMSA and its subsidiaries. *(19 February 2025)*



Cipla Medpro South Africa Hosts the 'Cipla Africa Elevate Summit 2024'

In December 2024, Cipla Medpro South Africa hosted the 'Cipla Africa Elevate Summit 2024' awards to recognise and celebrate employees' dedication and exceptional performance. This event provided a platform to honour excellence across various categories, including leadership such as Chief Executive Officer (CEO), amongst others. *(17 December 2024)*



Cipla Medpro South Africa Receives Two Prestigious Awards at '2024 UPD Awards'

In December 2024, Cipla Medpro South Africa received two prestigious awards at the '2024 UPD Awards' for Wholesale Highest Generics Sales Growth and the Managing Executive Award. With these awards, Cipla Medpro South Africa highlighted that this was a reflection of the company's collective commitment to excellence. *(5 December 2024)*



Cipla Medpro South Africa Receives Award for Outstanding Sustainability Efforts

In November 2024, Cipla Medpro South Africa announced that its Cipla Medpro Manufacturing (CMM) team won the Gold 5-Star Award for outstanding sustainability efforts at the '2024 Waste Management Awards'. The recognition, awarded by the Institution of Waste Management Southern Africa, highlights the company's commitment to sustainable practices. *(15 November 2024)*



Cipla Medpro South Africa Celebrates Partnership with Lehlohonolo Pre-School

In October 2024, Cipla Medpro celebrated a decade-long partnership with Lehlohonolo Pre-School, which has fostered education and community growth. In particular, the company highlighted Principal Martha Makhuru's dedication, which contributed to this journey, reaffirming its commitment to 'Caring for Life', and impacting families and the broader community. *(29 October 2024)*



Cipla Medpro South Africa Donates Surplus Food Supplies

In August 2024, Cipla Medpro South Africa's Kwa-Zulu Natal team donated essential food supplies to Philakade Care Home, which cares for people with disabilities, and supports vulnerable individuals within the community. This initiative arose from a surplus of groceries initially gathered to protect staff during uncertain times, ultimately allowing the team to give back. *(21 August 2024)*



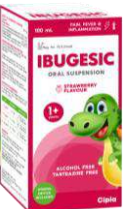
Cipla Medpro South Africa Hosts the '#CrownStraighteners' Competition

In August 2024, Cipla Medpro South Africa hosted the '#CrownStraighteners' competition in celebration of women's empowerment. In particular, participants were invited to tag an inspiring woman, share a message of appreciation, and comment on the post using the hashtag '#CrownStraighteners' for a chance to win a R1,000 Takealot voucher. *(20 August 2024)*

Cipla

SAMPLE FROM REPORT

CIPLA MEDPRO: ANALGESICS BRANDS/PRODUCTS

IMAGE	PRODUCT	DESCRIPTION	IMAGE	PRODUCT	DESCRIPTION
	Acurate	An Analgesic tablet used to provide pain relief, fever reduction, and allergic reaction reduction properties and is intended for mild to moderate pain associated with tension.		K-Fenak OTC	An Analgesic tablet used for emergency treatment of gout attacks and mild to moderate pain of inflammatory origin for a maximum period of 5 days.
	Ibugesic Forte	An Analgesic tablet used to provide relief of mild to moderate pain of inflammatory origin (due to swelling) with or without fever.		Rheugesic Gel	An Analgesic gel used to reduce inflammation, as well as pain in joints and muscles.
	Ibugesic Plus	An Analgesic tablet used to treat mild to moderate pain of inflammatory origin or non-inflammatory origin with or without fever.		Tensopyn	An Analgesic tablet used to provide relief of mild to moderate pain associated with tension.
	Ibugesic Oral Suspension	An Analgesic oral suspension used to treat mild to moderate pain, fever, post-traumatic (following injury) conditions, and acute attacks of gout.		Tensopyn Paediatric Syrup	An Analgesic syrup used to provide relief of mild to moderate pain and fever in children 6 months and older.

SAMPLE FROM REPORT
ANALGESICS PRICING ANALYSIS

BRAND AND SIZE						
Compral Pain Powders		10 Sachets	R28.99	R26.95	R24.99	R33.99
		24 Sachets	R60.99	R54.95	R54.99	R64.99
		38 Sachets	R83.99	R76.95	R74.99	R94.99
Compral Pain Tablets		24 Tablets	R29.99	R29.95	R29.99	R35.00
		50 Tablets	R53.99 (On Special)	R53.95	R54.99	R65.00
Deep Freeze Cold Gel		35g Gel	R37.99	R36.95	R44.99	R45.99
Deep Freeze Cold Spray		150ml Spray	R110.00	R109.99	R99.99	R114.99
Deep Freeze Pain Relief Cold Patch		1 Patch	R24.99	R82.99	R24.99	N/A
Deep Heat Arnica Massage Gel		50g Gel	R74.99	R75.95	R74.99	R79.99

This pricing analysis was conducted at retail stores and pharmacies during w/c 10 March 2025.

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– **Comparative Pricing at Clicks, Dis-Chem, Medirite, and Pharmacy at SPAR.**

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