

19-21 April 2023 In-Person Event, Tokyo Big Sight, Tokyo 15 March-28 April 2023 Online Matchmaking



# Post Show Report 2023

CPHI Japan returned to pre-pandemic levels with visitors from all around the world. The 20th edition was a tremendous success as the number of international attendees exceeded pre-pandemic levels. We invited the global pharma community to convene under one roof across three days of networking to forge important alliances and propel the pharma sector forward.

> Multi-Scale Mo. Sestbility to meet your

#### Contact

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Join us in 2024:





Make the most of the thriving pharmaceutical market in Japan! The online and in-person edition of CPHI Japan 2023 were met with great anticipation by visitors and exhibitors alike. On March 15th, we opened the Online Matchmaking Platform, a digital platform designed to facilitate networking and connecting in the lead-up to our in-person event.







**16,711** Unique Visitors

**24,295** Visits



**434** Exhibiting Companies







48+ Countries represented

#### **Co-located shows:**





**JAPAN LIFE SCIENCE WEEK 2023** 

"It is one of the major events for entering into a highly regulated market."

Dr. CP.Shastry, Pharma Synergies

#### **Confirmed pavilions:**

- China Pavilion
- Italy Pavilion
- Korea Pavilion
- Japan Bulk Pharmaceutical Manufacturers Association
- International Pharmaceutical Excipients Council Japan

"The event helps you to meet all your Japanese customers and suppliers at one place, under one roof." Amit Pimpale, Indoco

## **Visitor Facts and Figures**

# 1. Japan6. USA11. Kazakhstan2. China7. Thailand12. Singapore3. South Korea13. Rhilippines13. Philippines4. India9. Mongolia14. Spain5. Taiwan<br/>(Region of China)15. Germany

Top 15 visitor countries & regions:

8%

**C-suite executives** 

#### **Job Positions:**

Research /Development	41%
Purchasing and Procurement	26%
Production	11%
Quality Control/Assurance	3%
Management	4%
Engineer	1%
Marketing / Public Relations	2%
Sales	7%
Chemical Development	1%
Regulatory	1%
Biometrics	1%
Clinical Development	1%
Others	4%

#### Visitor Purchasing Power:

64%	all attendees have purchasing power
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#### **Primary Purpose of attending**

(Pharmaceutical Manufacturing Visitors):

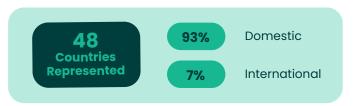
1 Find new suppliers	16%
2 Find new partners for future collaboration	15%
3 Collect market information	12%
4 Meet existing contacts	10%
5 Attend Content Sessions	9%
6 Network with industry peers	5%
7 Source new products	4%
8 Use matchmaking feature/Meet new connections	1%
9 Others	27%

#### Visitor facts:

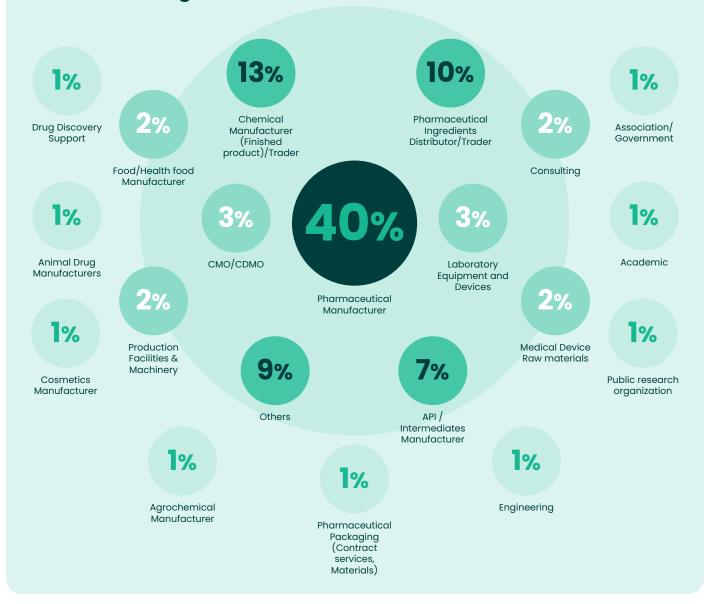
63%	of visitors were satisfied with their experience
71%	of visitors agree that it is important for their business to attend the show



#### **Regional Visitor Breakdown:**



#### **Business categories:**



#### **Highlights of CPHI Japan 2023**

• Percentage of pharmaceutical companies coming to the show has returned to 2019 levels.

• Substantial increase in the number of visitors from purchasing and procurement departments.

• Highest ever number of visiting countries, significantly higher compared to the pre-pandemic show in 2019.

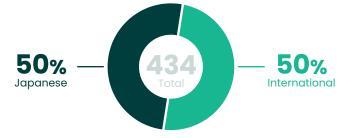
#### Companies in attendance include:

Canon Inc. Fujitsu limted Merck Ltd. Nipro corporation SPERA PHARMA, Inc. Astellas Pharma Inc. Aragen Life Sciences Kojin Teva api Japan LTD. API Corporation Parexel International AstraZeneca KK Toray Medical Co.Ltd Taisho Pharmaceutical Co, Ltd. Fuji Pharma Co,Ltd. Dailchi Sankyo Co., Ltd. Taiho pharmaceutical Tosoh Corporation Takeda Pharmaceutical co Itd Novartis Pharma K.K. Juzen Chemical Corporation Abbott Medical Japan LLC MANAC Incorporated MARUZEN PHARMACEUTICALS CO., LTD. Hetero Biopharma Ltd

"It is a great opportunity to get in touch with the current state of medical development in the world, especially the efforts of China, India, and other countries." Yutaka Kawarabayasi

# **Exhibitor profile**

#### International vs Domestic Exhibitors:



#### Top 15 exhibitor countries & regions:





"The quality of visitors matched our needs." 2023 exhibitor



#### **Exhibitors include:**

- Almac Group
- Concord Biotech
- DKSH
- DR Reddy's Laboratories
- FUJIFILM
- Lonza
- MANAC Incorporated
- Merck
- PCI Pharma services
- Teva API

#### **Exhibitor facts:**

85%	of exhibitors are satisfied with their experience
83%	are likely to exhibit at CPHI Japan again
75%	of exhibitors agree that attending CPHI Japan is important for their business
35%	of exhibitors are very likely to recommend CPHI Japan
+15	NPS Exhibitors

#### Key objectives for exhibiting:

Pharmaceutical Manufacturer **40%** Chemical Manufacturer (Finished product)/Trader **13%** Pharmaceutical Ingredients Distributor/Trader **10%** API/Intermediates Manufacturer **7%** Laboratory Equipment and Devices **3%** 

### **Event Features**





20th Anniversary Wall







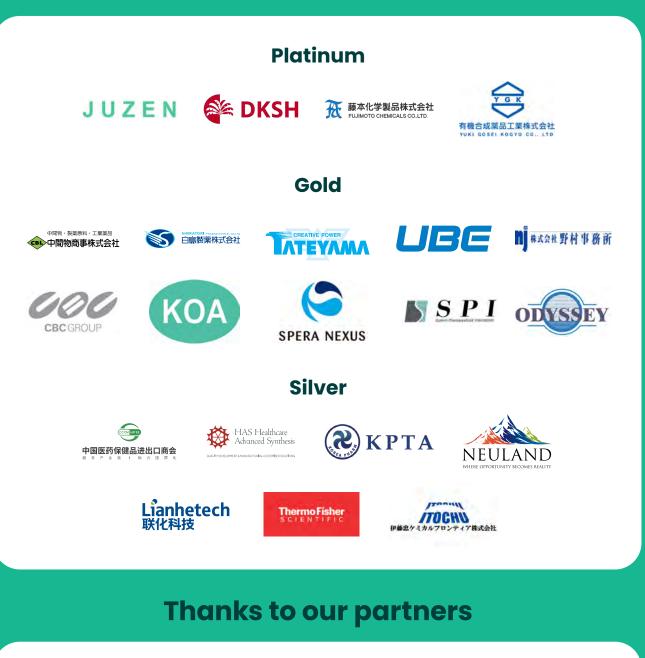








#### **Platinum, Gold and Silver Exhibitors**





CPHI Japan will return to Tokyo on 17-19 April 2024