



17 - 28 May 2021



# Post-Event Report

## Attendance Overview



**3,934**

Total  
attendance



**16,420**

Connections  
made



**173**

Exhibiting  
Companies

## Our Digital Footprint

**147,506**

Website visits



Followers: 1,871



Followers: 11,371



Followers: 35,429

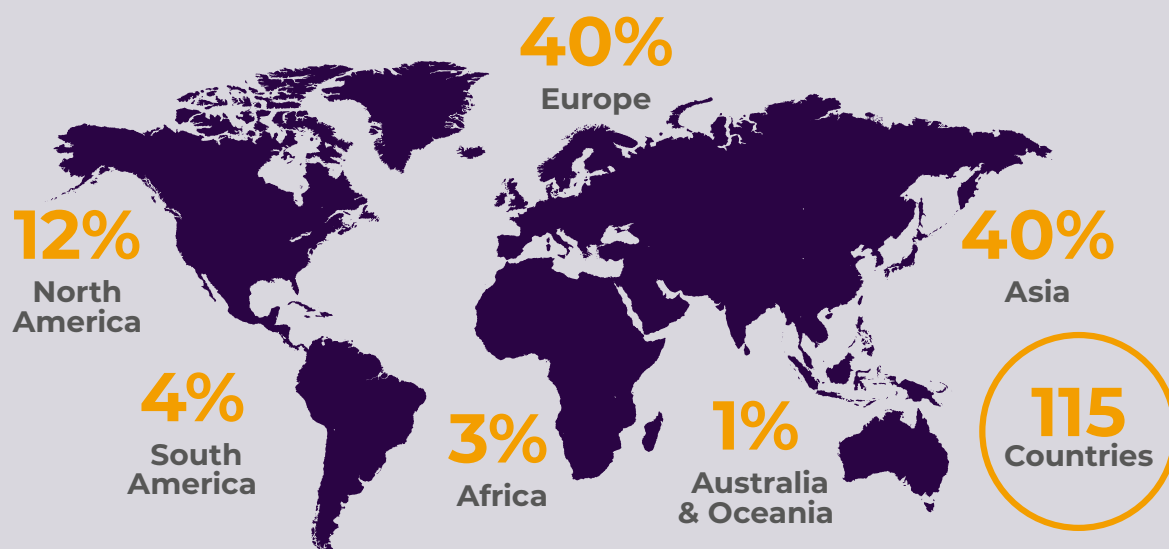


Video views: 120,110



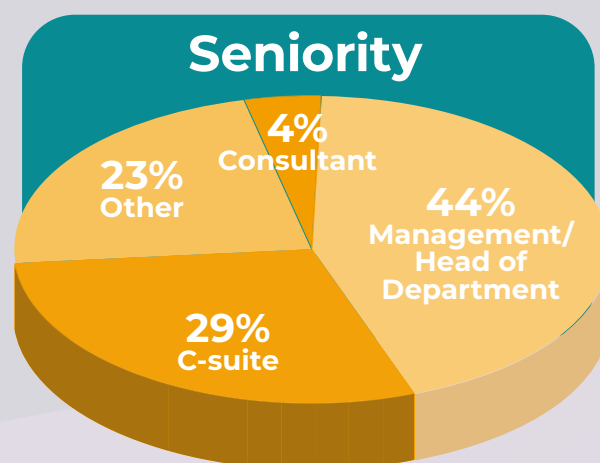
Followers: 11.400

# Attendee Profile

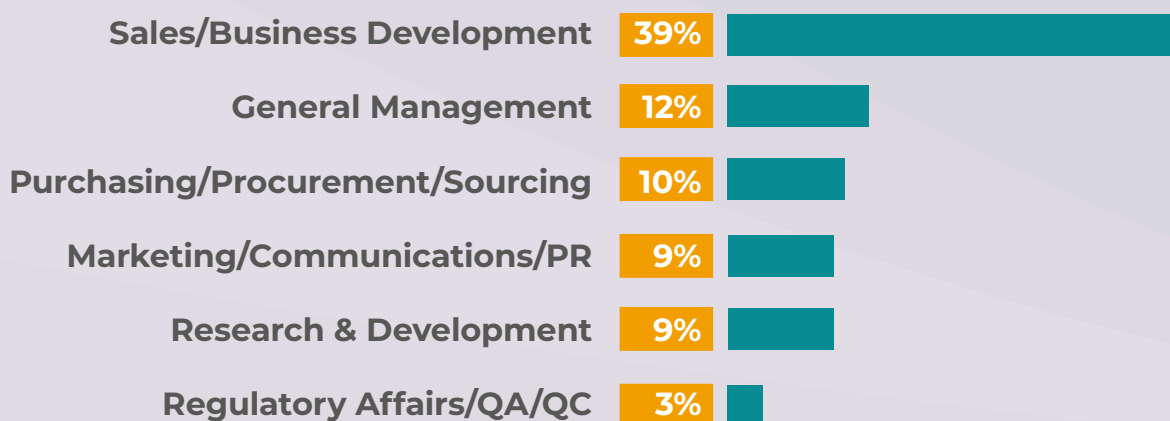


**69%** Purchasing Responsibility

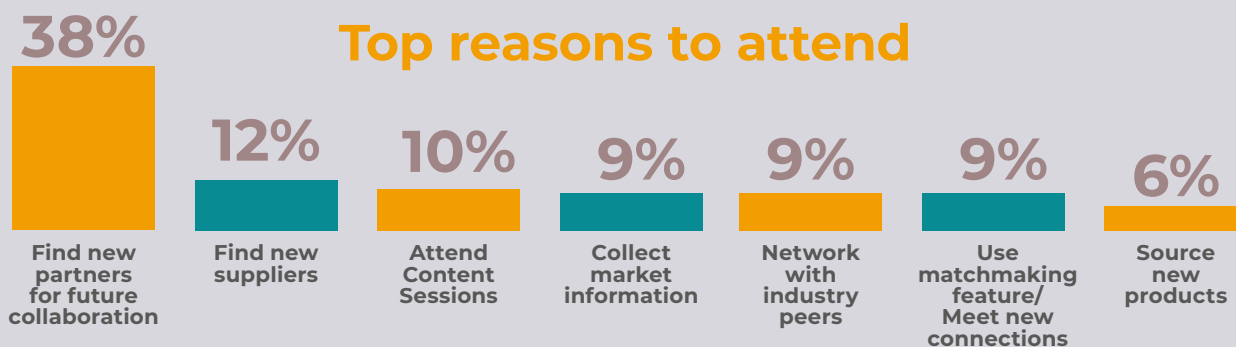
**75%** New attendance compared to CPhI Festival of Pharma 2020



## Top Attendees Department



# Attendee Profile



## Attendee Areas of Interest

Finished Dosage Forms	27%
APIs / Generic APIs	17%
Contract Services	10%
Biopharmaceuticals	9%
Custom Manufacturing	8%
Pharmaceutical Packaging	7%
Pharmaceutical Products / ATC	6%
Pharmaceutical Machinery & Technology	5%
Excipients	3%
Intermediates, Fine and Specialty Chemicals	3%
Natural Extracts	3%
Laboratory and Analytical Equipment	1%

## What our attendees had to say

"CPhI Discover is a great platform to meet with the entire pharma industry. It helps us to renew and expand our business all over the world."

**Manuel de la Cruz, Business Development, Biokarmed**

"I really appreciated the support provided by the matchmaking programme team at CPhI Discover, who had organised a set of meetings with potential customers."

**Andre Olivier, General Manager, Secoya Technologies**

"CPhI Discover has been an amazing platform for anyone in the pharmaceutical industry who have been constrained by the ongoing pandemic. This one platform provided ample opportunities for engaging with suppliers, peers and customers. Thank you."

**Ambuj Mathur, Managing Partner, Indite Ventures LLP**

"CPhI Discover has been the best digital event I've attended. It's easy to communicate with exhibitors and exchange information. An excellent business platform! Thank you!"

**Ksenija Sokol, Director of Representation Division, Oktal Pharma**

# Meetings & Interactions

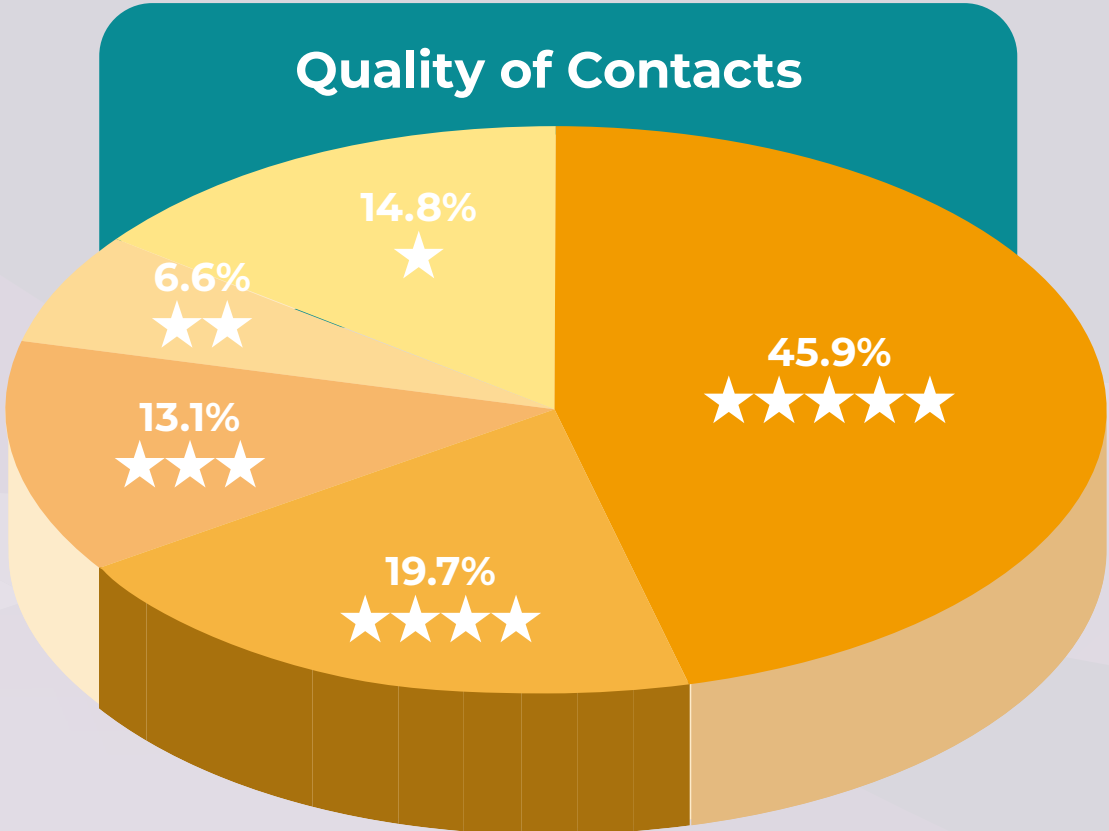
**16,420**  
Connections made

**11,435**  
Meeting requests

**2,421**  
Qualified meetings

 **36,443**  
Conversations Created

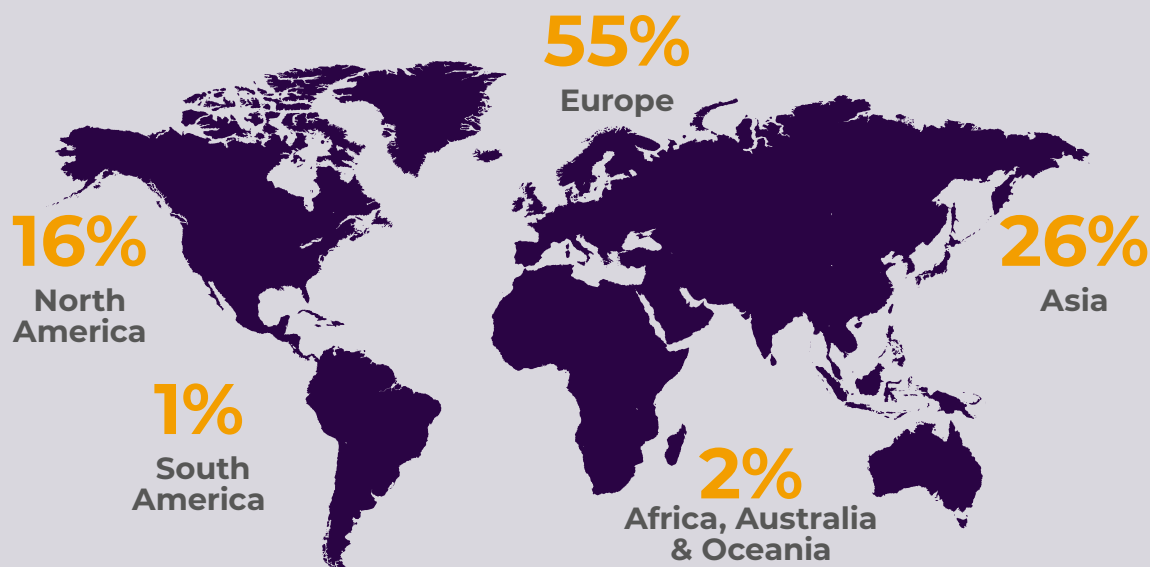
**14** Average number  
of meetings per  
exhibiting company



**3.8/5** Average  
Score

# Exhibitor Profile

## Geo location by continent - Exhibitors (company)



### Top reasons to attend

Find buyers	67%
Find partners	33%
Project management	17%
Manage customer relationships	17%
Increase brand awareness	8%
Product development	8%
Source new innovative products	8%
Networking	8%
Source Marketers	8%
Find investors	8%

### Exhibitor Areas of interest

Contract Services	25.7%
Custom Manufacturing	14%
Finished Dosage Forms	12.7%
APIs / Generic APIs	12.3%
Biopharmaceuticals	11.1%
Pharmaceutical Packaging	8.4%
Pharmaceutical Machinery & Technology	5%
Natural Extracts	4.9%
Intermediates, Fine and Specialty Chemicals	4.7%
Excipients	2%
Pharmaceutical Products / ATC coding	1.6%
Laboratory and Analytical Equipment	0.2%

## What our exhibitors had to say

"CPHI Discover provided an excellent global pharma platform to anticipate on the digital transformation."

**Emre Akgol, Contract Manufacturing & Technology Transfer Engagement Manager, ONKO KOÇSEL İLAÇLARI**

"CPHI Discover has been a very positive experience. The platform provided useful features to meet with the right partners."

**Gennaro Schettini, Markets and Business Development, Esseti Farmaceutici Srl**

"CPHI Discover is the right meeting point for pharma opportunities!"

**Roberto Funes, Director EMA, Biosidus**

# Content Programme



**3,980**  
Session attendees

**91**

**Expert  
speakers**

**90**

**Average  
attendance  
per session**

**3 days of conference content | 40+ sessions | 3 tracks**

**APIs, Ingredients, and  
formulation**

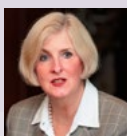
**Drug Delivery and  
Packaging**

**Manufacturing and  
Outsourcing**

## Key Speakers



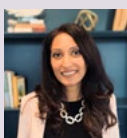
**Brandon Boyd**  
Director of Life Sciences Strategy  
**Clarivate**



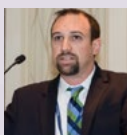
**Mary Bussell**  
Lead, The Vaccine Ecosystem Initiative  
**The Economist Group**



**Marie-Liesse Le Corfec**  
Head of Portfolio Marketing  
**BD Medical - Pharmaceutical  
Systems Global**



**Reenal Gandhi**  
Global Business Development Director  
**Aptar Pharma**



**Douglas Hausner**  
Senior Manager  
**Thermo Fisher Scientific**



**Christian Jones**  
Chief Commercial Officer  
**Nanoform**



**Jianguo Ma**  
CEO  
**Zhejiang Langhua Pharmaceutical  
Co., Ltd.**



**Angela McFarlane**  
Senior Market Development Director  
**IQVIA**



**Gbenga Olatunji**  
Director  
**Strategy & part of the PwC network**



**Louise Proud**  
Vice President  
**Global Environment Health & Safety,  
Pfizer Inc**



**Julie Suman**  
President  
**Next Breath, an Aptar Pharma  
company**



**Kevin Sharp**  
Head of Alliance Management  
**Samsung Biologics**



Thank you to our

## Platinum Partners



## Content Sponsors





# On-Demand Content

Continue the CPhI Discover journey on CPhI Online. The entire content programme is available to watch on-demand at your convenience.

**To access on-demand content follow these steps:**

1

Locate the content piece you are interested in on the [agenda page](#)

2

Click on the 'Watch Now' button

**WATCH NOW**

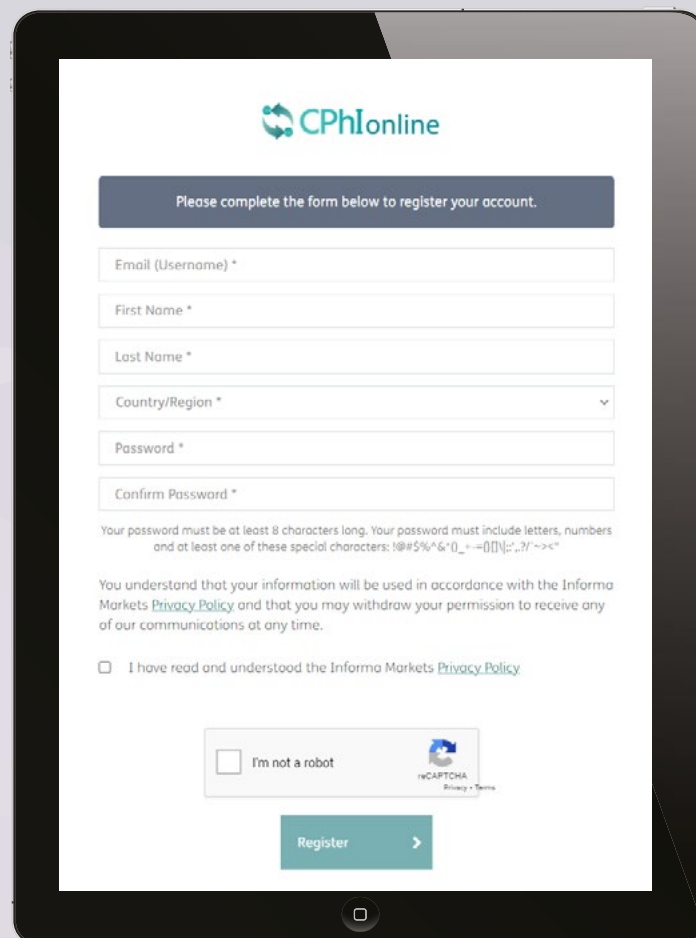
3

**If you are registered for CPhI Discover**

Simply click on 'log in now' and follow the steps to watch the content

**Not registered?**

Click on the 'Register & Watch' button to create a free CPhI Online profile to access the content.



The image shows a tablet displaying the CPhI Online registration form. The form is titled "Please complete the form below to register your account." and includes the following fields:

- Email (Username) \*
- First Name \*
- Last Name \*
- Country/Region \* (dropdown menu)
- Password \*
- Confirm Password \*

Below the fields, there is a note: "Your password must be at least 8 characters long. Your password must include letters, numbers and at least one of these special characters: !@#\$%^&\*()\_+-=[]{}|;:,./'~<>".

There is also a statement: "You understand that your information will be used in accordance with the Informa Markets [Privacy Policy](#) and that you may withdraw your permission to receive any of our communications at any time."

A checkbox is present with the text: "I have read and understood the Informa Markets [Privacy Policy](#)".

At the bottom, there is a reCAPTCHA widget with the text "I'm not a robot" and a "Register" button with a right arrow.