



P-mec

InnoPack

iCSE

FDF

bioLIVE



Post Show Report 2018

The world's largest pharmaceutical exhibition, CPhI Worldwide houses six individual pharma events covering all industry sectors



44,452

Pharmaceutical
Professionals



165+

Countries
Participating



2,500+

Exhibiting
Companies



70+

Onsite Conferences
& Activities

For more information contact:

salesoperations@ubm.com or visit gotocphi.com/europe

Organized by:



CPhI Worldwide 2018

CPhI Worldwide returned to IFEMA, Feria de Madrid, Madrid, Spain in 2018 for yet another record-breaking event, with the world's most prominent pharma executives gathering for three days of collaboration, information dissemination, and discussions that will help to define the future of the industry.

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2018 Facts & Figures
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Events Map

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“The gold standard for pharmaceutical exhibitions on a global scale. Nothing compares.”

**Asst. General Manager,
Fermenta Biotech Limited**

”



6 Events in 1 Location

The world's leading pharmaceutical platform, CPhI Worldwide 2018 unites pharma ingredients manufacturers, suppliers and buyers in the following product zones:

1 CPhI worldwide® The world's leading platform for pharmaceutical ingredients solution

Zones:



2 iCSE Gathers outsourcing providers, manufacturers & service experts

Zones:



3 Inno Pack Brings together pharmaceutical packaging & drug delivery systems

Zones:



4 Pmec Provides access to pharma machinery, technology & equipment

Zones:



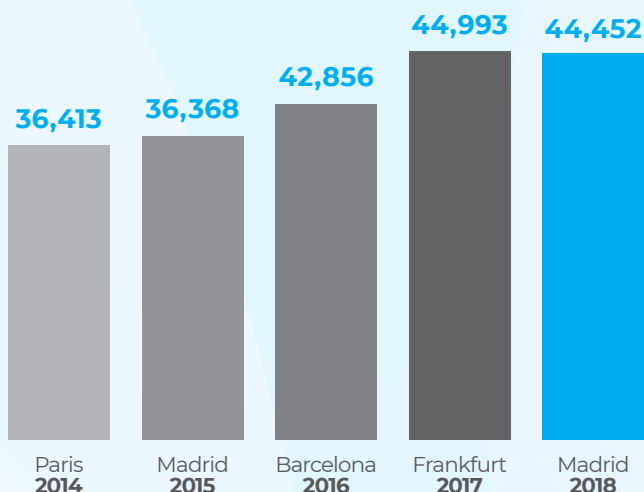
5 FDF FDF brings together every aspect of the finished dosage supply chain, from Big Pharma and CMO to in/out-licensing and dossier specialists

6 bioLIVE At the heart of business and innovation in Biopharma

Attendance Growth

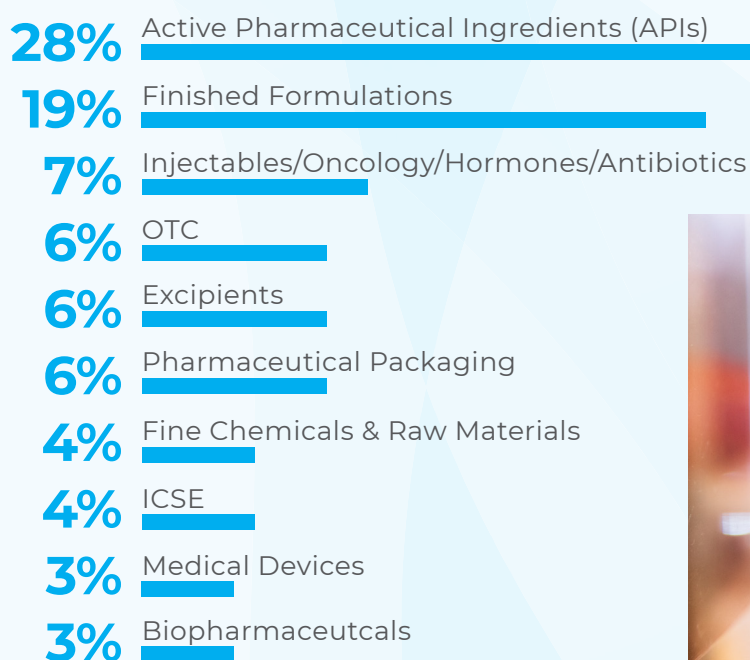
Record breaking year for Madrid

2018 CPhI attendees numbers are subject to ABC audit.



Product Category Interest

CPhI Worldwide, ICSE, InnoPack, P-MEC & FDF 2018



“We must be here, it's the most important event in the world for this industry.”

CEO, Procos S.p.a

“The quality of the visitors is exceptional, everybody here is seriously doing business, looking for business contacts and actively engaging.”

Sales Director North America, Nemera

Visitors: Facts & Figures 2018

Top 5 visitors' job titles

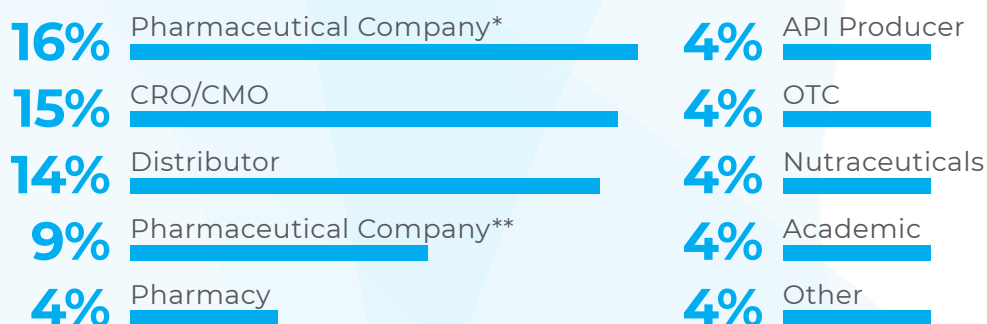
- 1 Manager with staff **24%**
- 2 CEO/COO/President/Chairman **18%**
- 3 Manager without staff **15%**
- 4 Managing Director/ Sr. VP/ EVP **10%**
- 5 VP/Director **10%**

Top 10 visitor countries

165+ countries represented

- | | |
|---------------------|--------------------------|
| 1 Spain 13% | 6 Italy 5% |
| 2 India 8% | 7 France 5% |
| 3 Germany 7% | 8 Switzerland 4% |
| 4 UK 6% | 9 China 3% |
| 5 U.S. 6% | 10 Netherlands 2% |

Top 10 primary business activities



*generic finished products
**innovator finished products

Top 10 objectives for visiting



Exhibitors: Facts & Figures 2018

Top 10 objectives for exhibiting

- 72%** Maintain relations with existing clients
- 47%** Generate new sales leads
- 42%** Showcase existing brands/products
- 42%** To raise awareness of company/brand
- 35%** To further your international reach
- 31%** Network with other exhibitors
- 25%** Meet new suppliers
- 23%** Find new distributors/agents
- 22%** To be seen as a thought leader
- 19%** Collect competitor intelligence

Top 10 exhibitor countries

- | | |
|----------------------------|--------------------------------|
| 1 India 15% | 6 China 7% |
| 2 Spain 11% | 7 U.S. 4% |
| 3 Italy 11% | 8 UK 3% |
| 4 Germany 8% | 9 Switzerland 3% |
| 5 France 5% | 10 Belgium 3% |

“

“It is the must-attend event in the
pharma calendar each year.”

**Marketing Communications Manager,
Sharp**

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Your CPhI Experience

Customer Experience

A free complimentary service to be enjoyed by both visitors and exhibitors. This includes VIP & exhibitor parties, massage areas and shoe shine services.

Mobile App

Event information at visitor's fingertips.

Pharma Insight Briefings

A series of in-depth seminars on specialist topics and regional updates.

Charity

CPhI partnered with International Medical Corps UK. A stand and signage onsite were used to engage with visitors & exhibitors.

Innovation Gallery

Located in the Pharma Forum, the Innovation Gallery presented three eye catching segments.

Supplier finder

An interactive floor plan to find your existing business partners or meet new suppliers.

Bus Shuttle Service

Complimentary & convenient bus shuttles to transport attendees to various halls across the venue.

Pharma Discovery Lounge

Open for the three days of the event, visitors and exhibitors join the discussion and share thoughts on their overall CPhI Experience.

Innovation Tours

Discover the latest industry trends and innovations, guided by industry experts.

CPhI TV

Highlights and activities of CPhI Worldwide broadcasted across screens through CPhI TV.

Live Pharma Connect

Live Pharma Connect is open to visitors and exhibitors, allowing both parties to make pre-arranged pharma specific, mutually beneficial meetings during the event.

“

“Excellent opportunity to meet so many relevant exhibitors engaged in a range of therapeutic areas and to see the latest innovative products and technology being showcased under one roof.”

Offering Manager, IQVIA

“The show is very important for the pharmaceutical industry, I advise all people working in the field to visit CPhI Worldwide for the development of their activities.”

Supply Chain Manager, GEOPHARM

”





P-mec

InnoPack

iCSE

FDF

BioProduction

5 - 7 November 2019 | Frankfurt, Germany

Uniting the Pharmaceutical Industry



45,000+

Pharmaceutical
Professionals



165+

Countries
Participating



2,500+

Exhibiting
Companies



70+

Onsite Conferences
& Activities

See you in Frankfurt...

at CPhI Worldwide 2019 –
the world's largest pharmaceutical exhibition

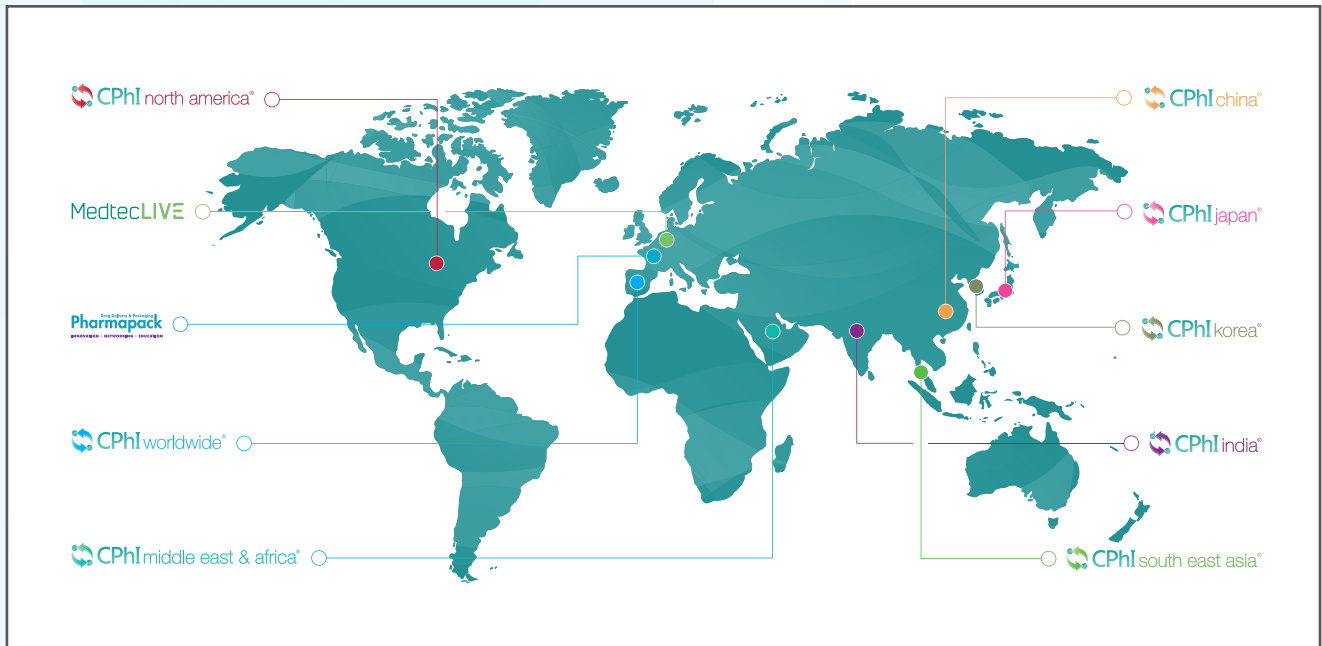
Book your stand at: cphi.com/europe

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Organized by:



Pharma Global Events



CPhI south east asia®

P-mec **ICSE** **Pharmapack** **LAB** **FDF**

cphi.com/sea
12 - 14 March 2019
QSNCC, Bangkok, Thailand

CPhI japan®

ICSE **P-mec** **BioPh** **Pharmapack** **FDF** **Pharm**

cphi.com/japan
18 - 20 March 2019
Tokyo, Japan

CPhI north america®

informa **ICSE** **FDF** **BioPh** **Pharmapack** **P-mec**

cphinorthamerica.com
30 April - 2 May 2019
Chicago, Illinois, USA

MedtecLIVE

medteclive.com
21 - 23 May 2019
Nuremberg, Germany

CPhI china®

P-mec

ICSE **BioPh** **next** **FDF** **Pharmapack** **LAB** **Pharm**

cphi.com/china
18 - 20 June 2019
SNIEC, Shanghai, China

CPhI korea®

ICSE **P-mec** **BioPh** **Hi** **Health Ingredients**

cphi.com/korea
21 - 23 August 2019
Hall D, COEX, Seoul, South Korea

CPhI middle east & africa®

ICSE **P-mec** **Pharmapack** **FDF**

cphi.com/mea
16 - 18 September 2019
ADNEC, Abu Dhabi, UAE

CPhI india®

P-mec

cphi.com/india
26 - 28 November 2019
Greater Noida, Delhi NCR, India

Pharmapack

INNOVATION · NETWORKING · EDUCATION

pharmapackeurope.com
5 - 6 February 2020
Paris, France

CPhI worldwide®

5 - 7 November 2019

Messe Frankfurt, Germany