



Visitor Interview

Jan Ramakers, Managing Director of Jan Ramakers Fine Chemical Consulting Group, shares his fruitful experience of the show and how it impacted his business.



Jan Ramakers,
Managing Director,
Jan Ramakers
Fine Chemical
Consulting Group

About Jan Ramakers Fine Chemical Consulting Group

Established in 1999, is focused on analysing and benchmarking the global fine chemical industry and its customer industries (pharma, agrochemicals, F&F, etc). We provide tailor-made confidential consultancy services including:

- Market, product, industry, competitor analysis
- Company strategy analysis
- M&A assistance / due diligence

With more than 30 years of experience in analysing the global fine chemicals and related businesses, Jan has undertaken confidential consultancy studies for many leading companies in the fine chemical and related industries around the world, as well as for Governments, start-ups, SME's, private equity companies and leading investment banks. Jan is also a CPhI Advisory Board Member.

Q: When did you first visit CPhI Worldwide?

A: I first visited CPhI Worldwide 30 years ago. It was the first ever CPhI, held in a hotel in Wiesbaden if I remember correctly. There were a handful of exhibitors and a few hundred visitors. Quite different from the current Worldwide event. I have never missed a single CPhI Worldwide.

Q: What's your favourite CPhI location?

A: My favourite CPhI Worldwide location is Madrid. I love the venue, the city, and the weather there in October/November.

Q: What do you most look forward to each year?

A: Having been involved in the industry for more than three decades I have a very substantial network in the fine chemical related industries. Many of them in pharma of course, and most if not all are at CPhI every year. In spite of the huge number of visitors I manage to meet many of them. So, the networking is one of the things I look forward to every year.

Networking with people I have known for a long time almost feels like a reunion, while networking and meeting with new people is always interesting. The networking often opens routes to new projects and business opportunities..

Q: Are you joining us in Frankfurt this year?

A: Yes, I will be joining you in Frankfurt – I've never missed an edition!

Q: What impact has CPhI had on you or your business?

A: Over the years attending CPhI, both as an exhibitor and as a visitor has helped me a lot in maintaining my network. The (many) meetings I normally have during CPhI have also brought me lots of projects and other business opportunities. It's been a very important event for my business.