

# Post Show Report 2023

Uniting the US's pharmaceutical pioneers, from development to delivery. Discover APIs, contract services, custom manufacturing, finished dosage, biopharmaceuticals, cutting-edge machinery, advanced technology, and impeccable pharmaceutical packaging.



**3,554** **33%** increase compared to 2022

Attendees



**332** **37%** increase compared to 2022

Exhibitors

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**Join us in 2024:**

[CPHInorthamerica.com](https://cpheinorthamerica.com)



# Attendee Facts & Figures 2023



**2,998**

Attendees  
(excluding exhibitors)



**78%**

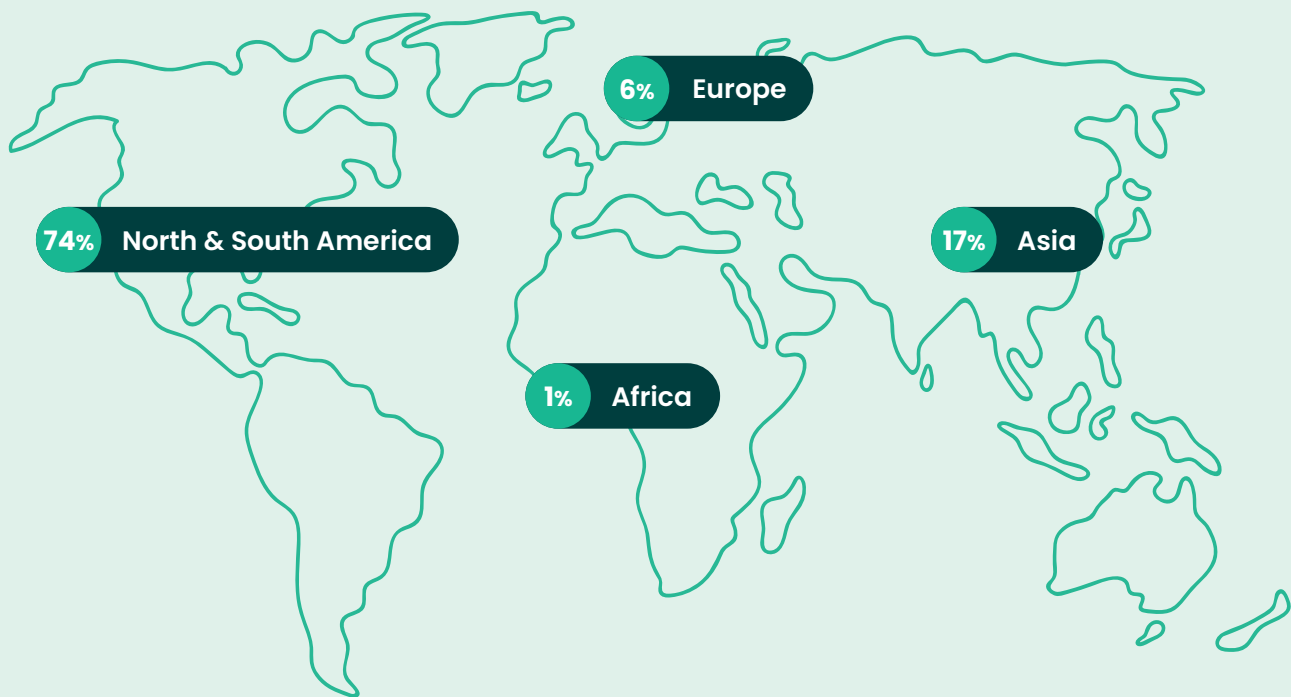
have purchasing  
responsibility

## Seniority

1	CEO / COO / President / Chairman	20.4%
2	VP / Director	17.5%
3	Manager without Staff	11.9%
4	Manager with Staff	11.4%
5	Head of Department	8.7%

## CPHI North America Attendee Profile

Attendance per continent



## Representatives from 101 countries. Top 10 countries:



1. USA



2. India



3. Canada



4. Pakistan



5. UK



6. China



7. Mexico



8. Uzbekistan



9. Germany



10. Turkey

## Attendee departments








1	Sales / Business Development	40.6%
2	General Management	15.32%
3	Research & Development	9.30%
4	Purchasing / Procurement / Sourcing	9.24%
5	Marketing / Communications / PR	5.47%
6	Chemical Development	4.12%
7	Production	3.67%
8	Investment	2.32%
9	Regulatory Affairs / QA / QC	2.32%
10	Engineering	1.63%

## Attendee interests

1	APIs	43.9%
2	Custom Manufacturing	34.3%
3	Biopharmaceuticals	30.5%
4	Finished Dosage Forms	29%
5	Contract Services	28.4%
6	Generic APIs	23.7%
7	Intermediates	21.1%
8	Fine and Speciality Chemicals	20.5%
9	Pharmaceutical Packaging	20.5%
10	Contract Services – Analytical & Lab Services	19.1%

# Exhibitors Facts & Figures 2023

Representatives from over 30 countries. Top 10 countries:

 1. USA	 2. China	 3. India	 4. Italy	 5. UK
 6. Canada	 7. Germany	 8. France	 9. Switzerland	 10. Netherlands

## Online Event Platform

The online event platform helps our exhibitors maximize their networking opportunities by booking meetings, viewing the attendee list, and bookmarking content sessions.

385	Confirmed meetings
471	Incoming / Pending meetings
2,174	Total meeting interactions
572	Total message /chat interactions

## Top exhibitors

- Curia
- Pfizer Centre One
- Cambrex
- Sterling Pharma Solutions
- Grand River Aseptic Manufacturing
- Procaps SA
- Embocaps
- Biophore
- Dec Group

## Connections Program

**The very successful buyer-led Connections Program returned for 2023!**  
This powerful program helped to make high quality connections between senior Pharma professionals and exhibitors, who match their requirements, by meeting face-to-face during the show.

30	Visitors on the program with a buying need
162	Meetings confirmed
39	Exhibitors on the program

# Conference Program

861 Total Visits



**759**

In-person Attendees

**102**

On-demand  
Session Views



**38**

In-person  
Speakers

## Most popular sessions:

- *Considerations for a Successful and Prolonged Partnership with your CDMO*
- *The Road to Quality: Eliminating Supply Chain Blind Spots*
- *Understanding Current Drivers in Drug Pricing and what this means for the Industry*
- *Redesigning the Supply Chain – The Road to Increased Resilience*
- *Understanding Current Quality Challenges in Cell and Gene Therapy and How to Resolve Them*

## Key Speakers



**James Manser**

Executive Director, Government  
& External Affairs  
**Endo Pharmaceuticals**



**Sanobar Syed**  
Associate Director  
**Beigene**



**Sheila Iyer**  
Executive Director  
Global Supply Planning  
**Amgen**



**David McCarthy**

Senior Director/TL – Supply Assurance  
and Risk Management  
**Pfizer**



**Bridget Ferrari**  
Director,  
Supply Sustainability  
**Takeda**



**Angela Osborne**  
Member  
**AMC**



**Alain Bindels**  
Technology and  
Innovation Leader  
**Roche**



**Michael G. Mahoney**  
Environmental  
Compliance Lead  
**Teva Pharmaceuticals**



**Jessica R. Riggelman**  
Sr. Director, Clinical  
and Regulatory Affairs  
**Mydecine Innovations Group**



# Sustainable Solutions: Making A Global Impact

CPHI knows that small local actions can have a big global impact. By reducing waste and embracing sustainability in our events, we're not only benefiting the environment but also creating a better experience for everyone involved.

## Local Actions, Global Reach

We analyze how we plan our events, identify opportunities for improvement, and take action towards an overall more sustainable business model. At CPHI North America, our immediate goals are waste reduction, eliminating single-use plastic, and fostering connections with the local community.

## Achieving Sustainability Goals

- At CPHI North America 2023, we completed the following sustainability focused actions:
- We redistributed untouched food to those in need, providing lunches to the community nearby.
- We ensured our printed show signage was reusable by avoiding dates and information that would change year over year.

- Water coolers were provided throughout the hall and conference space to reduce plastic usage, with attendees and suppliers encouraged to bring reusable bottles.
- For every survey completed during and post event, we've donated \$5 to iPraxis, totaling \$2500!
- Utilizing digital alternatives to printing, we replaced printed maps with touchscreen signs, and utilized additional digital signs throughout the show floor.

We are committed to improving and expanding our sustainable solutions along with driving your business forward in a responsible and eco-friendly manner.

CPHI North America has already achieved success in reducing, reusing, and recycling, along with creating stronger ties with the local pharma community ensuring a more thoughtful and eco-conscious event experience.





# Philadelphia: The Birthplace of American Pharma

Philadelphia is the ultimate destination for hosting a pharma event, supported by **over 100 pharmaceutical companies**, employing **over 50,000 professionals**, and contributing to a staggering **\$10 billion** in economic output, making it a thriving hub for the industry.

## Incredible Networking Opportunities

We celebrated CPHI's 5th year in Philadelphia at the Art of Pharma Anniversary Ball, where **Pharma met the arts!** We experienced an unforgettable night of networking, fine dining, and delectable cocktails. Another spectacular event is being planned for 2024, so don't miss your chance next to mingle with Pharma's top titans in style! Save the date – May 7th 2024, location TBD.



We also hosted a **happy hour networking event** immediately after the show floor closed on Wednesday in the Grand Hall. Serving refreshing drinks, entertainment, and the chance to forge valuable connections. Join us again in 2024 for another opportunity to connect after the show floor closes on May 8th!



80%

of U.S. Pharmaceutical and Biotech Companies Have a Presence in the Region.

## What is coming in 2024?

We look forward to your valuable contribution to the event in 2024. So be sure to beat the competition for the best booths by reserving your place for next year.

**2024 is going to be bigger and better than ever. Here's what's in store for you:**

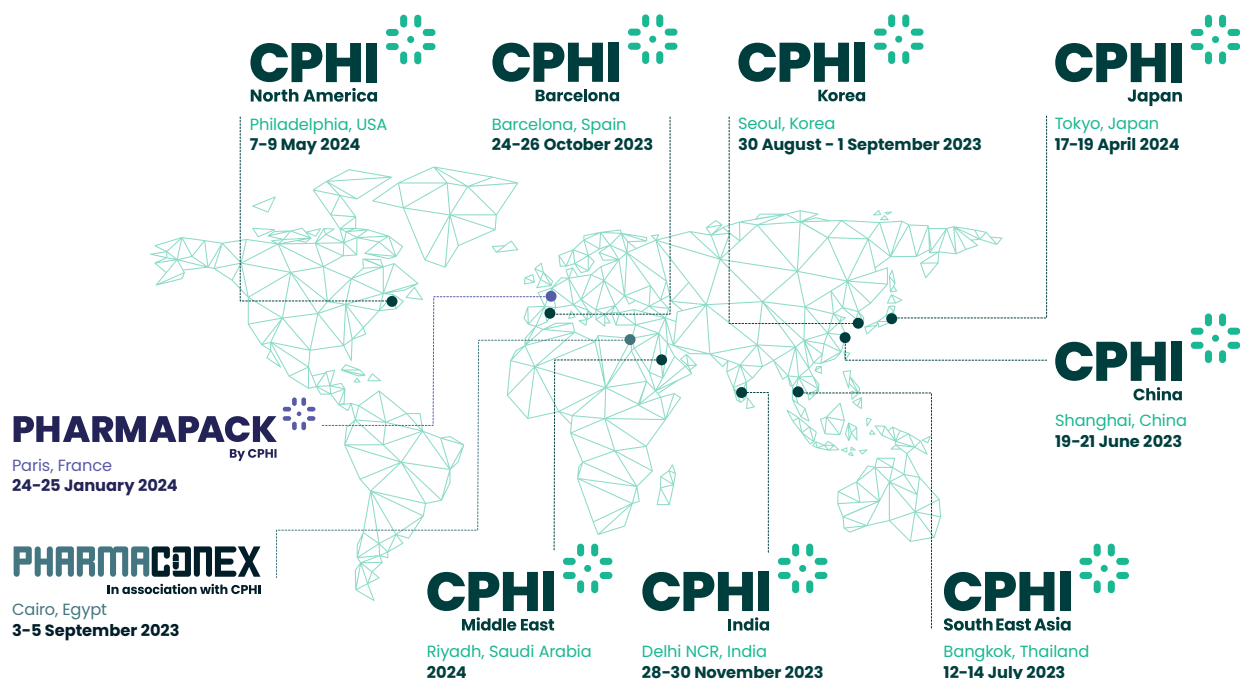
- An additional **90,000 gross square feet** of exhibition space
- A new **Center Stage** hosting even more relevant content and Exhibitor Spotlights right on the show floor!
- **Four new feature areas** to further ignite your creativity and show floor experience
- Another unforgettable **Welcome Reception** with even more to talk about the next morning!

**Secure Your Spot**



# We reach qualified industry professionals via:

Alignment across a global pharma portfolio with 30+ years of experience



**CPHI**  
North America

May 7-9, 2024  
Philadelphia, USA

Meet, share ideas &  
drive new business  
at CPHI North America



Book your booth for 2024: [CPHInorthamerica.com](https://www.cphinorthamerica.com)