

# CPhI south east asia®

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## 2019 Post-Show Report

12 – 14 March 2019 | Bangkok, Thailand



**7,225**

unique attendees  
from 75 countries



**5,428**

visitors



**282**

exhibiting  
companies



**3,506.50**

m<sup>2</sup>

## CPhI South East Asia: A Business-Facilitating Event Supported by Regional Industry Associations

An intimate event with a niche focus on the South East Asian region, CPhI South East Asia gathers buyers and suppliers from the region's leading pharmaceutical companies under one roof in Bangkok. The event offers you the chance to do business in a booming and expanding market, meet the movers and shakers of the South East Asian pharma industry and keep up to date with trending news and topics. Being highly dependent on imports from countries outside the region, South East Asia is a market offering real opportunities for innovative API and finished formulation manufacturers.

**Join us in 2020:** [gotocphi.com/bookSEA\\_2020](https://gotocphi.com/bookSEA_2020)

For more information contact

**International Inquiries:** [salesoperations@ubm.com](mailto:salesoperations@ubm.com)

**Domestic & Asia-region Inquiries:** [aliridor.w@ubm.com](mailto:aliridor.w@ubm.com)



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## 6 events under one roof



Brings together buyers and suppliers of pharmaceutical ingredients



Showcases the newest Pharma machinery, equipment and technology



Connects the pharma community with outsourcing solution providers



Hosts the latest innovations in packaging and drug delivery systems



Provides laboratory equipment manufacturers with an international industry-leading platform



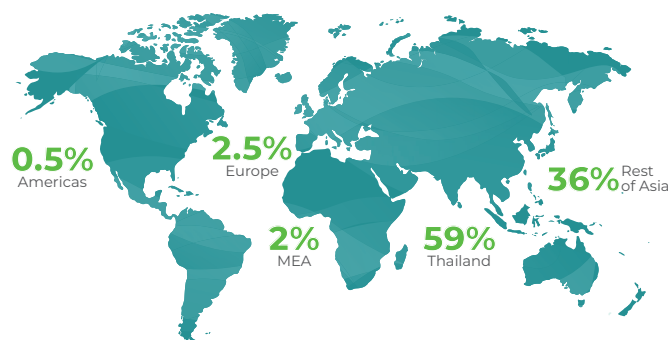
Brings every aspect of the finished dosage supply chain together

# Visitors Facts & Figures 2019

## Top 10 visitor countries

- |            |               |
|------------|---------------|
| 1 Thailand | 6 Indonesia   |
| 2 China    | 7 Philippines |
| 3 India    | 8 Singapore   |
| 4 Vietnam  | 9 Myanmar     |
| 5 Malaysia | 10 Bangladesh |

## Attendees by geographic regions



## Job positions



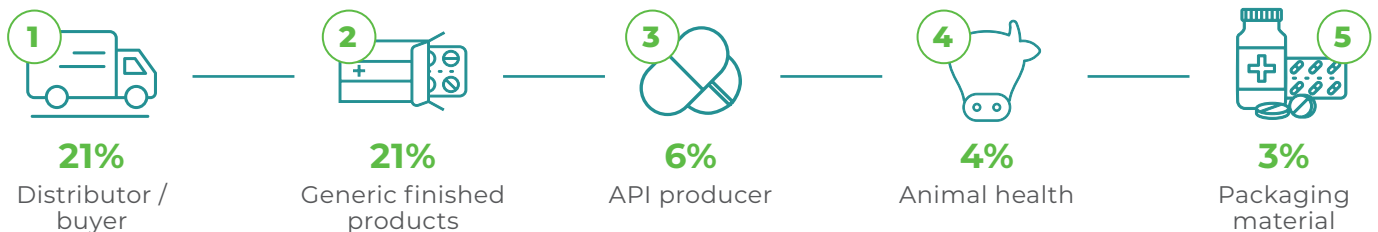
**38%**  
C-Suite



## Visitors' departments



## Top 5 Visitors' organisation primary activity



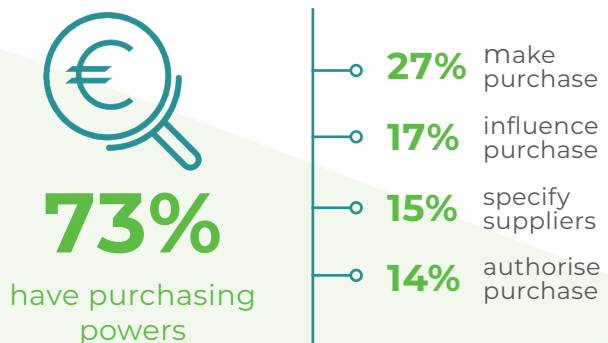
“

“I came from a pharmaceutical company in the United States. We manufacture medicines for the US market and Southeast Asian markets, including Thailand, Indonesia and Malaysia. That's why I spent 24 hours just to be here. Usually, manufacturers in Asia don't come to the United States and Europe but we want to expand here, so I came to meet companies face-to-face and create networks for our success. I've met some people from Australia and saw people from other parts of the world coming to CPhI to expand their business in ASEAN.”

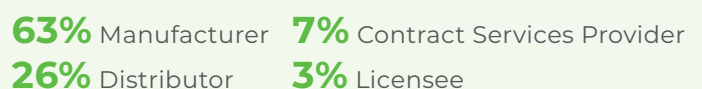
**Prabo Wijetunge**  
PhD, Executive Director (USA),  
CMC at Oyster Point Pharma

”

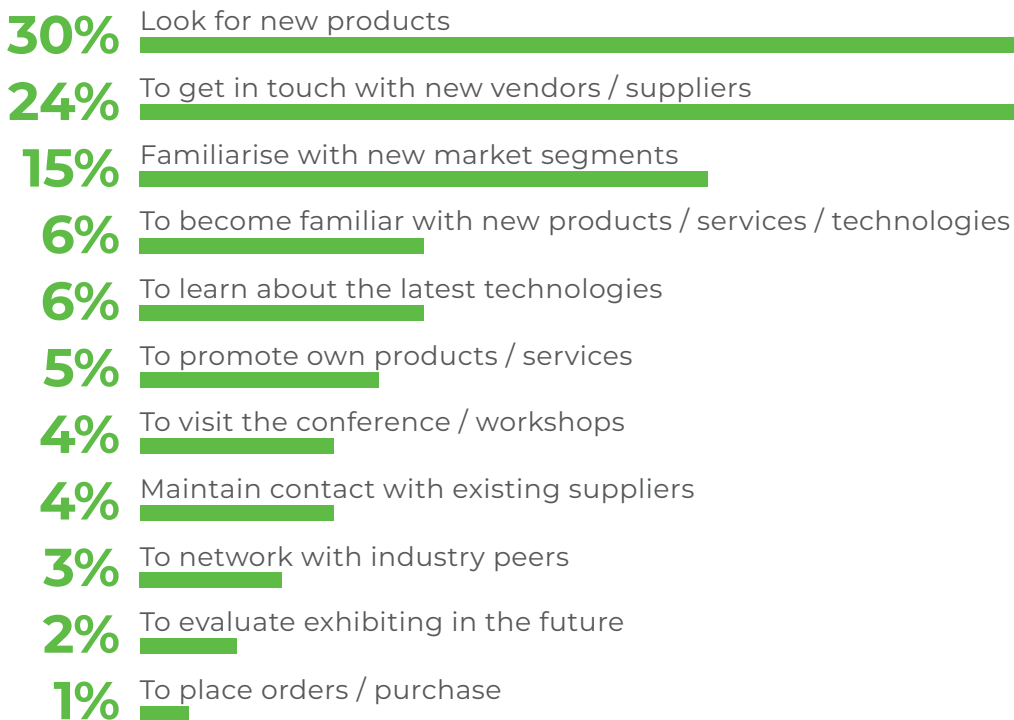
## Visitor's role in procurement



## Visitors were interested to meet



## Main reason for attending CPhI South East Asia



## Visiting companies



## Top 10 products looked for



1. APIs



2. Finished Dosage Forms



3. Pharmaceutical Technology



4. Pharmaceutical Packaging



5. Natural Extracts



6. Generic APIs



7. Excipients



8. Pharmaceutical products / ATC coding



9. Intermediates, Fine and Specialty Chemicals



10. Custom Manufacturing



# Exhibitors

## Facts & Figures 2019

### Top 10 exhibitor countries

- |             |             |
|-------------|-------------|
| 1 China     | 6 Latvia    |
| 2 Thailand  | 7 Korea     |
| 3 India     | 8 Indonesia |
| 4 Singapore | 9 Malaysia  |
| 5 Italy     | 10 Spain    |



“We are here in the hope of expanding our reach in this area: in Thailand and other countries in ASEAN. CPhI is a very important show, developing the pharmaceutical market and providing opportunities to manufacturers. Attending this exhibition is a wonderful occasion for us. Thanks to this event we will be able to supply our products to Thailand, which is our main focus.”

**Samuele Blissola,**  
**Technical Sales Manager, F.P.S. Foods and Pharma Systems S.r.l.**



# Conference Topics:

A highlight of the show was the Conference Programme with presentations from leading local and international speakers. The programme covered a range of topics regarding market access, M&A and regulations and compliance within the industry in the region.



- **Plenary sessions** – Thai Pharmaceutical Industry
- **Research and development** on innovative herbal products
- **Investment opportunity**
- **ASEAN Pharmaceutical Association Discussion**
- **Training on ACTD** for beginners
- **Global Force on Pharmaceutical Serialization Track & Traceability**
- **Moving towards Pharma 4.0**
- **ASEAN Regulatory Framework**
- **Antimicrobial Resistance Situation**
- **Cannabis** for Medical Application in Thailand
- **FDA Framework and requirement** on importing API to Thailand
- **Technical seminars** by exhibitors

## Onsite Features

- **Conferences** – Conference attendees: 1,869 pax
- **Showcasing Gallery** – Showcasing the most innovative and revolutionary products within the pharma market
- **Business Matchmaking Programme** – The Business Matchmaking programme is a complimentary service for all attendees to pre-arrange meetings with buyers and suppliers. It helped visitors and exhibitors to find companies that matched with their business needs. **389 Confirmed Meetings**





“

“CPhI Southeast Asia is a great show and this year, CPhI is coming to Thailand for the first time, a lot of visitors are coming from many different countries, making it a great international event.”

**Mr. Sudhir Toraskar,**  
Business Director, Asia South, Health  
Care, Evonik India Pvt, Ltd

“I’m looking for business partners to export our products and Thailand is an attractive country in terms of market access. The show is a good opportunity for our company to find business partners around Thailand, Malaysia, Indonesia and Singapore.”

**Chae Hankook, Sr. Executive Vice  
President, AJU Pharm**

”

## 2019 Partners

Officially supported by



Supporting Associations



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CHEMICALS  
MAGAZINE



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**IQVIA**

**APBN**  
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亚太生物技术通讯

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THE MEDICAL NEWS  
Dmsiwan

# CPhI south east asia<sup>®</sup>

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natural extracts

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**See you next year!**

4 – 6 March 2020 | IMPACT, Bangkok



**Book your stand** [gotocphi.com/bookSEA\\_2020](http://gotocphi.com/bookSEA_2020)

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