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CPhI Pharma Awards and Gala
Your CPhI Experience
CPhI Sustainability Report
Towards sustainable future
Global Angels

CPhI Global Events
See you in Frankfurt
5 events in 1 location

CPhI Worldwide

The world’s leading pharmaceutical platform that brings together pharma ingredients manufacturers, suppliers and buyers in the following product zones

ICSE

Connects the pharmaceutical community with outsourcing solution providers and gathers them in the following zones

P-MEC

Showcases innovative pharmaceutical equipment, machinery and technology.

InnoPack

Brings the latest innovations in packaging and drug delivery systems to pharmaceutical buyers.

Zones

APIs
Biopharmaceuticals
Custom Manufacturing
Excipients
Fine Chemicals & Intermediates
Integrated Pharma
Natural Extracts
North American Pavilion

Zones

General Floor
Logistics & Cold Chain
Analytical & Lab Services
New Exhibitor
North American Pavilion
CRO & (Pre) Clinical Trials

Zones

LABWorld is a dedicated product zone located within P-MEC, focusing on laboratory, analytical & biotechnology, instruments and equipment.

Clean Room Technology

Dedicated zone

Labelling

Labelling is a dedicated zone located within InnoPack, introducing the latest labelling solutions in the packaging industry.

NEW for 2017

APIs
Biopharmaceuticals
Custom Manufacturing
Excipients
Fine Chemicals & Intermediates
Integrated Pharma
Natural Extracts
North American Pavilion

NEW for 2017

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NEW for 2017

APIs
Biopharmaceuticals
Custom Manufacturing
Excipients
Fine Chemicals & Intermediates
Integrated Pharma
Natural Extracts
North American Pavilion

FDF

FDF is the latest co-located event in CPhI Worldwide’s portfolio, bringing together every aspect of the finished dosage supply chain, from Big Pharma and CMO to in/out-licensing and dossier specialists.
“CPhI is the place where the entire pharmaceutical industry from around the world gathers, so obviously everybody who is linked to the pharmaceutical industry has to be here.”

Farhan Anis, Vice President, Ecommerce Gateway Pakistan (Pvt) Ltd

“When attending CPhI, we can find out about the latest trends & new products which are coming to the market. If you want to be a big player in the industry, you have to be here!”

Cosmas Mukaratirwa, Managing Director, Cospharm

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**Attendance growth**

Year on year attendance growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>Madrid</td>
<td>304,133</td>
</tr>
<tr>
<td>2013</td>
<td>Frankfurt</td>
<td>339,691</td>
</tr>
<tr>
<td>2014</td>
<td>Paris</td>
<td>364,136</td>
</tr>
<tr>
<td>2015</td>
<td>Madrid</td>
<td>368,368</td>
</tr>
</tbody>
</table>

- 2012: 12% increase
- 2013: 7% increase
- 2014: 0% increase
- 2015: 18% increase

**Record Breaking Year**

Barcelona

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**Analysis by product categories**

CPhI Worldwide, ICSE, InnoPack, P-MEC & FDF 2016

- **Active Pharmaceutical Ingredients (APIs)**: 33%
- **Finished Formulations**: 30%
- **Contract Services***: 24%
- **Generic APIs**: 21%
- **Custom Manufacturing**: 20%
- **Pharmaceutical Packaging**: 19%
- **Excipients/Formulation**: 18%
- **Fine Chemicals and Intermediates**: 16%
- **Biopharmaceuticals**: 15%
- **Pharmaceutical Technology, Laboratory and Analytical Equipment**: 15%
- **Natural Extracts**: 13%

* 2016 CPhI attendees numbers are subject to ABC audit.

* Contract Services - Contract Services (12%), Analytical & Lab Services (5%), Pre-Clinical Trials, Clinical Trial Stages 1-4, CRO, Clinical Data (4%), Bio Services (3%)

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Click here to see 2016 show highlights.
Visitors: 2016 Facts & Figures

Top 5 visitors' job titles
- 38% Management
- 10% Non-management
- 5% Consultant
- 47% CEO/Vice President/ Director/GM

Top 10 objectives for visiting
1. Meet existing suppliers / partners 88%
2. Find new partners for future collaboration 73%
3. Find / Source new suppliers 51%
4. Meet existing customers 47%
5. Learn about the latest market trends 41%
6. Find / Source new products 37%
7. Obtain the latest industry information 32%
8. Network with industry peers 31%
9. Find solutions to the challenges you face 22%
10. Attend the conferences / seminars 15%
11. Place orders with suppliers 14%

Top 10 primary business activities*
- Pharmaceutical Company (generic finished products) 17%
- API Producer 4%
- Pharmaceutical Company (innovator finished products) 12%
- Finished Formulation Products Distributor/Buyer 3%
- Contract Manufacturing 9%
- Ingredients Distributor/Buyer 3%
- Consultancy 4%
- Packaging materials 4%
- Finished Formulation 3%
- Fine Chemical Company 2%
- Contract Manufacturing 4%

Top 10 visitor countries
1. Spain 18.5%
2. Germany 7.2%
3. India 6.4%
4. United Kingdom 5.6%
5. United States 5.2%
6. France 4.9%
7. Italy 4.8%
8. Switzerland 3.2%
9. China 2.8%
10. Netherlands 2.4%

What our visitors said about the 2016 event*
- 86% consider CPhI Worldwide a very important show to visit
- 81% believe that CPhI Worldwide is the most important show on the pharmaceutical industry's calendar
- 80% rate CPhI Worldwide as the most important show for the pharmaceutical industry
- 81% rate CPhI Worldwide as the leading global gathering of the pharmaceutical industry
- 81% agree that CPhI Worldwide is cost effective to meet suppliers and clients under one roof

* Post show survey 2016
Top 10 exhibitor countries

1. China 17.6%
2. India 11.8%
3. Germany 10.1%
4. Spain 9.1%
5. Italy 7.1%
6. United States 5.6%
7. France 5.3%
8. Switzerland 3.8%
9. United Kingdom 3.5%
10. Republic of Korea 2.9%

Top 10 objectives for exhibiting

66% Establish new business relationships
41% Meet existing partners
16% Generating new sales leads
15% Maintain / Increase brand awareness
13% Find out what the competition is doing
10% Launch new products
5% Collect market intelligence / insights
4% Direct sales at the show
3% Other

What our exhibitors said about the 2016 event*

91% consider CPhI Worldwide a very important show to exhibit
84% say they will return to exhibit at CPhI Worldwide in 2017
75% believe CPhI Worldwide is a great show to find new business opportunities
60% agree that CPhI Worldwide is an excellent content-led platform

“Exhibiting at CPhI gives us the opportunity to meet with our customers and the whole pharma industry. This is the perfect opportunity for us to have that engagement in one location.”

Russell Tew, New Business Development Manager, Healthcare Borealis

* Post show survey 2016

Click here to see 2016 show highlights.
Show profile & summary

The Pharma Leaders’ destination; a one day Congress taking place the day before the CPhI Worldwide exhibition and covering the latest trends and developments in Pharma across a variety of sectors. A content rich programme featuring a series of thought provoking presentations, interactive panel discussions and dedicated networking opportunities, helping you to do better business in Pharma.

18 hours of content
48 speakers
220+ total attendees
3 hours dedicated networking time

“We see that women are breaking the glass ceiling, that is why it is so important for us.”

Samita Aiyer, MD, Somatico Pharmacal Pvt. Ltd.

“We Superb! Could really relate to the problems faced by women in Pharma, keep up the good work!”

2016 survey respondent

Register your interest for the 4th edition!

gotocphi.com/frankfurt
CPhI Online Supplier Finder

CPhI Online Supplier Finder – an interactive floor plan - which helped visitors to find and meet new suppliers onsite.

“Exhibitors, make sure you update your CPhI Online profile for 2017.”

Let’s go digital

Mobile App

CPhI Worldwide Mobile app is an advanced unique way to directly promote your company, products, services, network, arrange your meetings and more.

* Source: http://www.cphi-online.com/why-join-cphi-online-page000126.html
All the buzz on the show floor….

During the three day CPhI event in Barcelona, Eventbeat took control of all official CPhI social profiles. The objectives were to increase buzz, maximise engagement and encourage interaction with the CPhI brand the exhibitors and visitors.

Social Media Platform

- **YouTube**
  - 21,600+ likes
  - 10,000+ group members
  - 236,000+ views
- **Company**
  - 8,400+ followers
- **#CPhI**
  - 391 mentions
  - 1,346 mentions
- **#CPhI2016**
  - 744 mentions
- **#CPhIww**
  - 100,000+ social media impressions

Watch the 2016 show highlights:

The CPhI Pharma Awards provide recognition to pharmaceutical companies who turn inspiration into innovation and celebrate thinkers and creators breaking new ground in formulation, process development, packaging, technology and more. The awards are now amongst the most prestigious and eagerly anticipated in the pharma calendar, with a hugely respected panel of industry judges.

**CPhI Pharma Awards 2016 Winner are:**

- **API Development**
  - Novel Synthesis of Dronedrone Intermediate, Cambrex
- **Formulation and Excipients**
  - Parteck® SRP 80 Excipient, Merck KGaA [*]
  - Capsugel (Formulation)
- **Manufacturing Technology and Equipment**
  - The Future of Continuous Pharmaceutical Manufacturing: ConsiGma™, GEA Group
- **Bioprocessing**
  - BioSC® Lab: DSP Purification Breakthrough for the Biopharma Industry, Novasep
- **Analysis, Testing, and Quality Control**
  - NanoLIBS, B&W Tek
- **Drug Delivery Devices**
  - 3M® Intelligent Control Inhaler, 3M
- **Packaging**
  - PYCLEAR® PROTECTION: Patient Protection & Cost-Efficiency, Pylote
- **Supply Chain, Logistics, and Distribution**
  - MENA region, Raising Star with New Challenges, Pharma Venture Mena FZC
- **Contract Services and Outsourcing**
  - OptiForm Solution Suite and OptiForm Solution Suite Bio, Catalent Pharma Solutions
- **Regulatory Procedures and Compliance**
  - Emprove® Program, Merck KGaA®
- **Corporate Social Responsibility**
  - Centella asiatica Project in Madagascar, Indena S.p.A.
- **CEO of the Year**
  - Udit Batra, Ph.D., Member of the Executive Board of Merck and CEO, Merck KGaA [*]

“My think this gives you extra exposure, but also some recognition as a company for trying to bring innovations to the market.”

Pieter Verstee, TSK Laboratory

For more information about CPhI Pharma Awards, visit: http://awards.cphi.com
Get the most out of your CPhI Experience

Pharma Forum
CPhI’s go-to space to explore specialist niche areas, source new business, the latest trends, innovations, regulatory insights & more.

Pharma Insight Briefings
The Pharma Insight Briefings offer you the chance to add content to your show schedule and hear from leading organisations on diverse topics covering the breadth of the pharma supply chain, including: M&A, Regulatory Updates, Digital Healthcare, Natural Medicine, Serialisation, High Potency APIs and Quality by Design.

What does your company do for charity?
Give positive exposure to your charity and be recognised by the pharma industry and press.

Contact
Rhylie.luanweir@ubm.com
Senior Global Marketing Manager
0031627363930

Innovation Gallery
Located in the Pharma Forum, the Innovation Gallery is presented in three eye-catching segments: CPhI (ingredients), ICSE (Contract Services) and InnoPack (Packaging).

See the newest products to launch in the market in a special viewing area.

Exhibitor Showcases
The commercial platform to learn from leading Pharma companies about their products, innovations and services in 25 minutes.

Live Pharma Connect
A new 1-2-1 business meeting service. An automatic system which allows both exhibitors and visitors to plan mutually-agreed meetings pre-scheduled.

CPhI TV
“The most effective way to generate awareness and be seen, heard and remembered at the show!”

For more visit: www.cphi.com/cphi-tv

Showcase your innovative products at CPhI WW 2017 in Frankfurt! Get in touch cphi@ubm.com

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

Pharma Insight Lounge

Feedback surveys
700+
7
Focus Groups

70+
In-depth interview

Live market research

Industry evolution
This year’s winner of CPhI’s Sustainable Stand Award is Bachem AG. Bachem AG have taken great efforts to design their stand to ensure maximum customer experience while greatly reducing their environmental impact by choosing to use a system based stand.

**Sustainability award**

**Carbon Mitigation**
Reduced the carbon impact of our shell scheme lights by 80% by switching to LED bulbs.

**Material Use & Waste Management**
Reduced the carbon impact of our printing by 28% by using 100% recycled paper.

**Promoting sustainable stand design through CPhI’s Sustainability Stand Award**

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**Sustainability updates 2016**

**Carbon Mitigation**
Reduced the carbon impact of our shell scheme lights by 80% by switching to LED bulbs.

**Material Use & Waste Management**
Reduced the carbon impact of our printing by 28% by using 100% recycled paper.

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**CPhI Charity & Community Engagement**

- **UBM sponsorship contributions** from 2014-2016 of €15,000
- **Client donations** of €5,645
- **Two cleft lip operations** donations in partnership with CPhI’s sponsors
- **50 children for a year fed** at Sasyeni School, Kenya
- **150 solar lights** bought for community in Kenya
- **Stationary purchased for 400 students** in Kenya
- **CPhI show signage recycled into 400 backpacks and pencil cases** and shipped to Kenya free of charge by freight forward supplier
- **Over 377 clients join the CPhI Angels Charity Network**
Grow your presence in the world’s largest pharma market! Join CPhI North America today!

Get involved with the only show in North America that brings the complete pharma supply chain together!

The US Pharma market is expected to grow 3% - 6% CAGR between 2016 - 2020*

The total patient spending on medicines will be $1.4 trillion; an estimated increase of 29% - 32%

The US dominates the API manufacturing market with 40% - 45% of the global market share**
See you in Frankfurt
Messe Frankfurt, Germany
24 - 26 October 2017
Pre-Connect Congress
23rd October

Register your interest now
http://gotocphi.com/frankfurt

cphi.com/europe