



VISITOR JOB PROFILES

CEO, MD, DIRECTOR | PURCHASING, SOURCING, PROCUREMENT | INNOVATION MANAGER | PACKAGING DEVELOPMENT | R&D



96%

consider Pharmapack an **important event to attend** for their business



96%

will **recommend Pharmapack** to a colleague in the industry



95%

are **satisfied with their experience** at Pharmapack 2018



92%

would **attend Pharmapack again** in the future

VISITING COMPANIES INCLUDE:

BAYER PHARMA
BOEHRINGER
JOHNSON & JOHNSON
MERCK
NOVARTIS
PFIZER
ROCHE
SANOFI-AVENTIS



KEY OBJECTIVES

90%

came to Pharmapack to **network and continue existing relationships**

77%

have attended Pharmapack to **learn about new products and regulations**

64%

have attended the event to **get in touch with new partners and to request quotations**



TOP FIVE VISITING COUNTRIES



FRANCE
41%



GERMANY
11.5%



UK
5%



SWITZERLAND
5%



ITALY
4.5%



WHAT VISITORS SAY:

"This is a great event to get exposed to the latest innovations, get to know materials and manufacturing processes and contact potential suppliers."

"The only event with a specific focus on drug packaging."

"Large and impressive exhibition area with small and big exhibitors from across the pharmaceutical packaging and drug delivery industry. This event is a great opportunity to network with industry peers. Thank you Pharmapack team!"

"Great opportunity to network and see the latest developments in the industry."



EXPECTED
IN 2019:

m² OF EXHIBITION

5,700

ATTENDEES

5,300

EXHIBITORS

421

DELEGATES

400+

Pharmapack

Drug Delivery & Packaging

INNOVATION • NETWORKING • EDUCATION

2018 EXHIBITOR STATISTICS



Exhibitors met an average of

56 contacts
60% were new



81%
are likely to exhibit at
Pharmapack 2019



96%
consider Pharmapack an
important event for their business

EXHIBITING COMPANIES INCLUDE:

APTAR PHARMA
BD MEDICAL
BORMIOLO PHARMA
DATWYLER
GERRESHEIMER
HARRO HOEFLIGER
IMA MEDTECH
LGR



KEY OBJECTIVES

89% make new contacts with potential clients / business partners

73% maintain contacts with existing clients

60% showcase their products / services

48% raise awareness of brand / product



TOP FIVE EXHIBITING COUNTRIES

 **FRANCE**
29.5%

 **GERMANY**
21%

 **SWITZERLAND**
8%

 **ITALY**
6%

 **USA**
4.5%



EXHIBITOR INNOVATIONS

Patient safety and convenience
Onejet
by **BIOCORP**

Patient centricity and customisation
Nextaro
by **sfm medical devices**

Ease-of-use and patient compliance
SelfDose™ Patient-Controlled Injector
by **West Pharmaceutical Services**

HEALTH PRODUCTS

Patient hygiene and adherence
VOLTAREN "no mess" applicator
by **GSK Consumer Health**

Design based on patients insights
CIMZIA® pack of 2 AutoClicks® Prefilled Pens
by **UCB Pharma**

Safe and easy to use
All in one Contactless Multidose Delivery Cap
by **Labotatoires Virbac**



WHAT EXHIBITORS SAY:

"Due to its size and structure, Pharmapack is one of the best networking events."

"Pharmapack 2018 in Paris provided a fantastic place to meet our clients and to seek out new partners to collaborate with - creating new individual and organizational connections."

"Pharmapack is always an important trade fair which is obviously a must to visit."



SAVE THE DATE

6-7 FEBRUARY 2019
PARIS EXPO, PORTE DE
VERSAILLES, HALL 7.2,
FRANCE

For further information, please contact salesoperations@ubm.com

WWW.PHARMAPACKEUROPE.COM

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