



### VISITOR JOB PROFILES

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



95%

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



82%

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



84%

are **satisfied with their experience** at Pharmapack 2019



83%

would **attend Pharmapack again** in the future

### TOP VISITING COMPANIES

INCLUDE:

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



### KEY OBJECTIVES

61%

come to Pharmapack to **contract new vendors or suppliers**

60%

have attended Pharmapack to **learn about the latest technologies and trends**

57%

attend the event to **continue existing relationships**



### TOP FIVE VISITING COUNTRIES



FRANCE  
47%



GERMANY  
10%



UK  
6%



SWITZERLAND  
5%



ITALY  
5%



### WHAT EXHIBITORS SAY:

*“Perfect place to meet several suppliers in one or two days.”*

*“Pharmapack 2019 was such a great event, packed with premium visitors from all over Europe, good conferences, great speakers, offering a good balance between business interactions and learning sessions. In short: Pharmapack 2019 ran perfectly thanks to a great team effort!”*

*“My experience is very good as all my targeted companies were present.”*



2019 IN  
NUMBERS:

ATTENDEES  
**5,495**

EXHIBITORS  
**400+**

DELEGATES  
**400+**

# Pharmapack

Drug Delivery & Packaging

INNOVATION • NETWORKING • EDUCATION

## 2019 EXHIBITOR STATISTICS



Exhibitors met an average of

**47** contacts  
**55%** were new



**87%**  
are likely to exhibit at  
Pharmapack 2020



**97%**  
consider Pharmapack an  
important event for their business

### EXHIBITING COMPANIES INCLUDE:

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



### KEY OBJECTIVES

**83%** make new contacts with potential clients or business partners

**76%** maintain contacts with existing clients

**55%** showcase their products / services

**46%** raise awareness of brand / product



### TOP FIVE EXHIBITING COUNTRIES

 **FRANCE**  
29.5%

 **GERMANY**  
21%

 **SWITZERLAND**  
8%

 **ITALY**  
6%

 **USA**  
4.5%

“

#### WHAT EXHIBITORS SAY:

*“It was nice to exhibit on the Pharmapack 2019. Our company takes huge advantages from this event. Thank you!”*

*“Pharmapack is a preferred event for our team, to keep our finger on the pulse of the pharmaceutical industry.”*

*“Pharmapack is THE networking show in this industry and despite its small footprint allows for getting brilliant opportunities to engage with almost all important players in this segment.”*

”

For further information, please contact [salesoperations@ubm.com](mailto:salesoperations@ubm.com)

[WWW.PHARMAPACKEUROPE.COM](http://WWW.PHARMAPACKEUROPE.COM)

 #PharmapackEU

**SAVE THE DATE**  
5-6 FEBRUARY 2020  
PARIS EXPO, PORTE DE  
VERSAILLES, HALL 7.2,  
FRANCE