



PHARMTECH & INGREDIENTS —
24TH INTERNATIONAL EXHIBITION
OF EQUIPMENT, RAW MATERIALS
AND TECHNOLOGIES FOR PHARMACEUTICAL
PRODUCTION

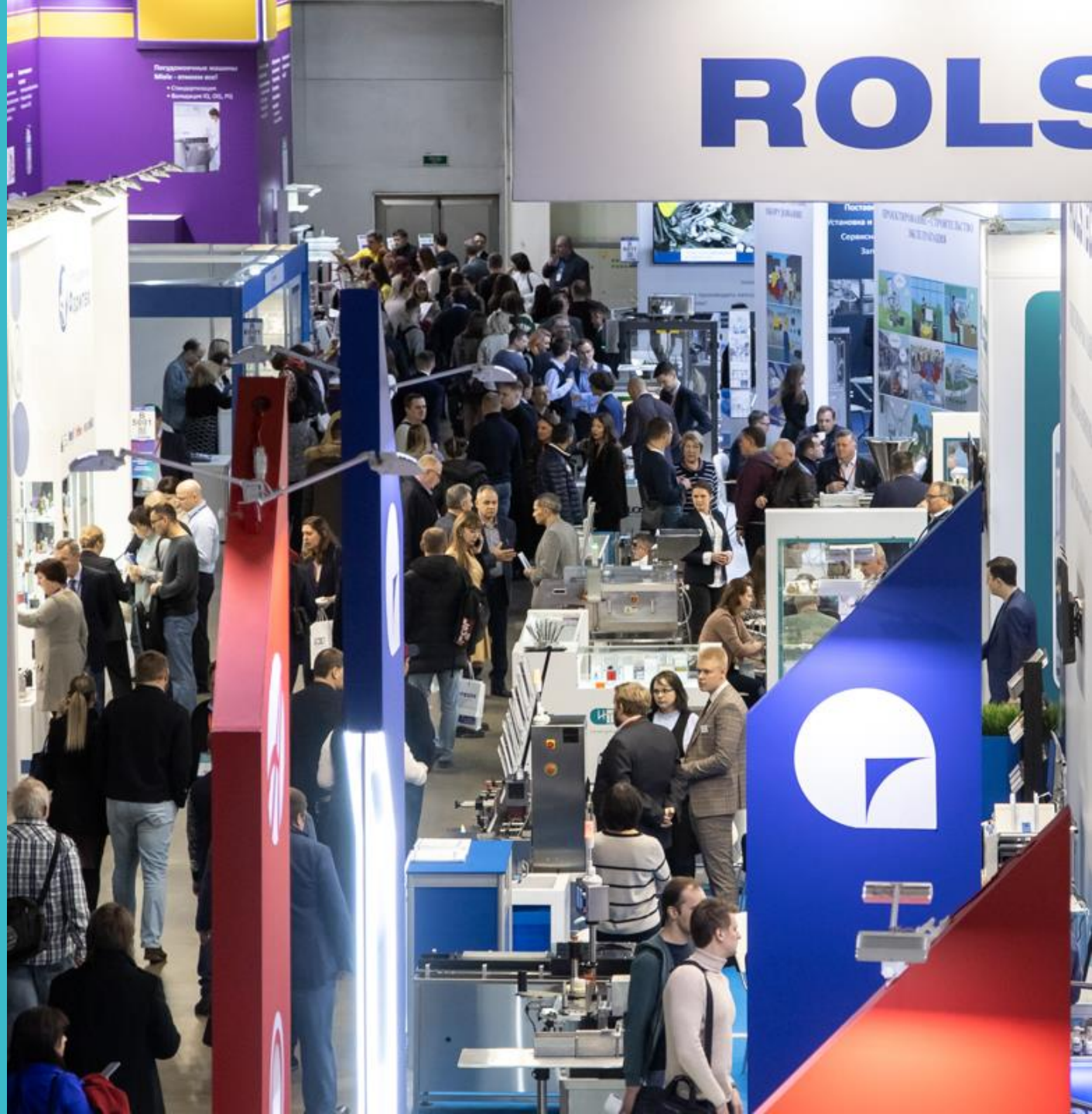
22 – 25
November
2022

Crocus Expo,
Moscow, Russia

POST SHOW
REPORT



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ABOUT EXHIBITION

Pharmtech & Ingredients — is the largest international exhibition in Russia and the EEC countries presenting equipment, raw materials and technologies for manufacturing pharmaceutical products, nutritional supplements, blood products and cosmetics.

Pharmtech & Ingredients gives companies — producers and suppliers a unique opportunity to present modern production and packaging equipment, laboratory equipment, projects and technological solutions for turnkey pharmaceutical manufacturing, for cleanrooms and for clinical trials conduction.

12,926_{m2}
exhibition area



EXHIBITORS

EXHIBITOR PROFILE

Russian and foreign manufacturers and suppliers of the following products / services:

- Equipment and technologies for pharmaceutical production
- Packaging equipment and materials
- Laboratory equipment and reagents
- Cleanrooms
- Turnkey projects/ Engineering
- Equipment for manufacturing APIs
- APIs, pharmaceutical substances, raw materials, ingredients and excipients
- Services and technologies for optimization of logistics processes
- Contract services



296
companies

from 23
countries

AMONG EXHIBITORS

Pharmtech: IMA, Sartorius, Marchesini Group, Artlife Techno, Rolstech, Klimaoprema, Solid Pharma, SEA Vision, Sinopharmtech, OMAG, ECI PACKAGING LTD, Solid Pharma, Gerresheimer, Tofflon, BAUSCH Advanced Technology Group and others.

Ingredients: Capsugel, Catrosa, IMCoPharma, Bright Way Group, BIOGRUND, Rettenmaier, ACTICOMP, FrymaKoruma, FarmVILAR, VIDYA RUS and others.

More than 80 newcomers: Kexing Biopharm, Harbin Pharm Tech, Line-Link Purification, Tica Pro, EXITON ANALYTIC, OLIL, Chemical Line, Xelicon, Endofar ilac, Zhejiang Bastone Technology, SIBUR, AFAQ Pharma, Actover Group, Iran's API, Chemical and Pharmaceutical Packaging syndicate, Equitron medica, Sainor, Humble Healthcare, Prism Pharma and many others.

Representative offices of the largest manufacturers from: Italy, Austria, Belgium, Czech Republic, China, Iran, India, Turkey and others.



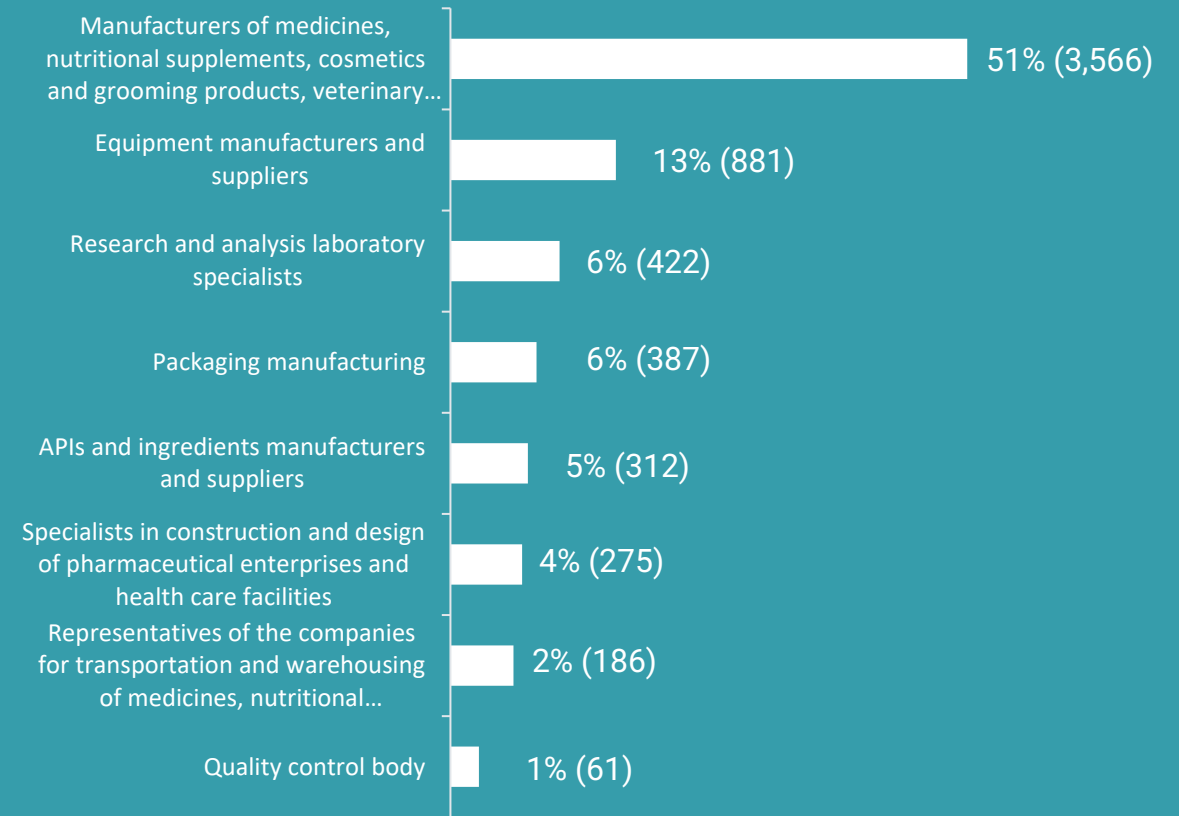
VISITORS STATISTICS

7,982
specialists

64
Russian regions

26
countries

VISITORS PROFILE



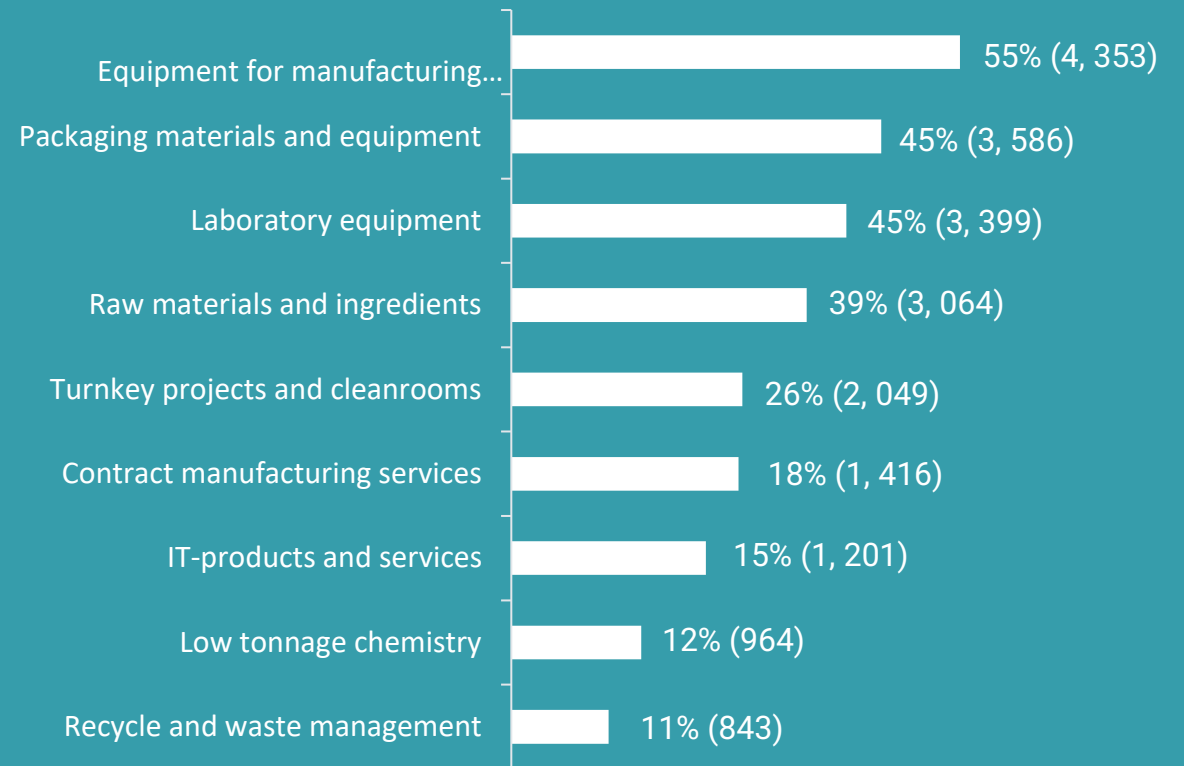
BREAKDOWN OF VISITORS BY TYPE OF COMPANY COMPARED WITH 2021 AND 2019

	2022	2021	2019
	Number of visitors	Number of visitors	Number of visitors
Medicines manufacturing	2 496 (36%)	1 569 (36%)	2 370 (34%)
Biologically active supplements (BAS) manufacturing	516 (7%)	291 (7%)	391 (6%)
Research and analysis laboratory	422 (6%)	258 (6%)	382 (5%)
APIs and ingredients manufacturers and suppliers	312 (5%)	201 (5%)	283 (4%)
Cosmetics and grooming products manufacturing	303 (4%)	220 (5%)	298 (4%)
Veterinary products manufacturing	251 (4%)	134 (3%)	271 (4%)
Quality control body	61 (1%)	36 (1%)	69 (1%)

PRODUCTS OF INTEREST TO VISITORS

The majority of visitors at Pharmtech & Ingredients 2022 were interested in equipment for manufacturing medicines –4,353 (55%), packaging materials and equipment –3,586 (45%), laboratory equipment – 3,399(45%, +3% yoy) and raw materials and ingredients for pharmaceutical production – 3,064 (39%, +2% yoy).

THE NUMBER OF VISITORS INTERESTED IN CERTAIN TYPES OF PRODUCTS



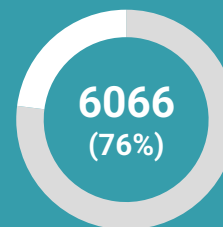
QUALITY OF VISITORS

Pharmtech & Ingredients 2022 exposition generated keen interest among pharmaceutical industry experts. A total of 7,982 unique industry experts attended the exposition (4,888 visitors in 2021, 2,811 in 2020, 8,231 in 2019, 8,069 in 2018) from 64 regions of Russia (60 in 2021, 57 in 2020, 57 in 2019) and 26 countries of the world, including representatives of all EAEU countries (Belarus, Armenia, Kyrgyzstan, Kazakhstan). Taking into account repeated visits, a total of 9,488 experts attended the exposition. The final visit rate was 32 visitors per exhibitor (19 in 2021, 16 in 2020, 22 in 2019).

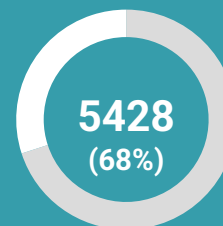
The qualitative composition of 2022 exposition visitors remains consistently high. The share of key visitors was 76% or 6,066 experts (3,764 (77%) in 2021, 2,080 (74%) in 2020, 5,926 (72%) in 2019), including more than 3,200 (40%) guests visiting the exhibition in search for products and services for their business purposes (2,004 (41%) in 2021, 1,068 (38%) in 2020, 2,963 (36%) in 2019). The share of decision makers was 68% or 5,428 experts (3,421 (70%) in 2021, 1,883 (67%) in 2020, 5,185 (63%) in 2019). Over 3,250 visitors represented companies with procurement budgets from RUB 20 mln to more than RUB 50 mln. Their share has increased by 41% as compared to previous years (1,955 (40%) in 2021, 1,011 (36%) in 2020 and 2,963 (2019)).

Among visitors:

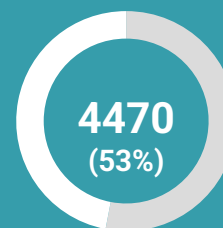
The exposition was attended by representatives of the largest pharmaceutical manufacturing companies: Bayer, Stada, Sotex, Akrikhin, Biocad, Berlin Pharma, Biotech, Binnopharm Group, Valenta Pharm, Veropharm, Generium, Geropharm, Gedeon Richter-Rus, Scientific Production Association Microgen, Nanolek, Scientific Production Association Petrovax Pharm, Scientific and Technological Pharmaceutical Company, Polysan, R Pharm, Synthesis, SkopinFarm, Tathimpharm Preparations, Pharmasynthesis, Pharmstandard, Evalar and others.



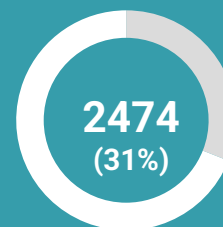
proportion of trade visitors



influence on purchasing decisions



new visitors



are the heads and their deputies

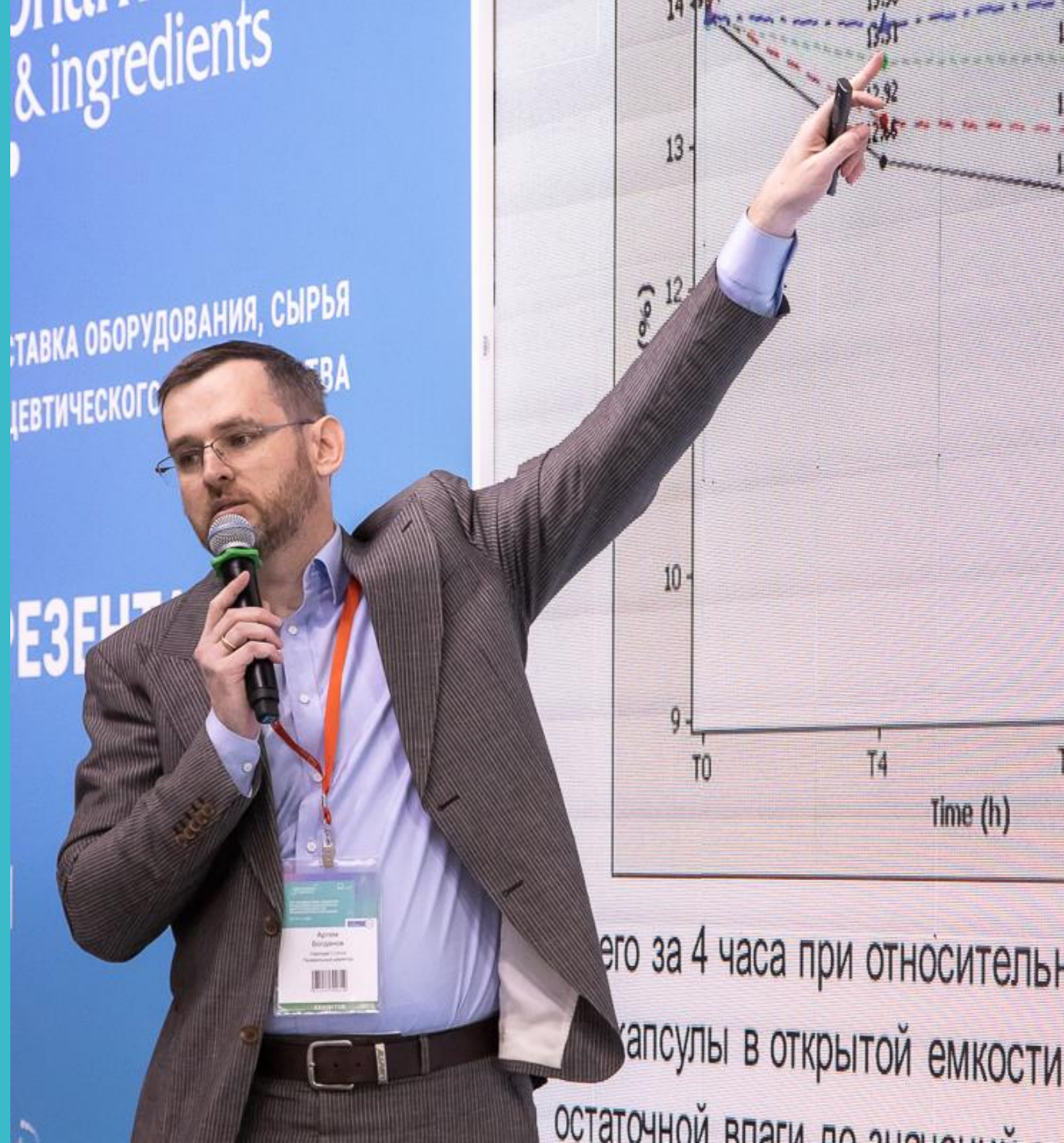
BUSINESS PROGRAMME

3 days **10** events **76** speakers **939** visitors

KEY BUSINESS PROGRAMME EVENTS

- Plenary session: Foreign economic activity of Russian pharmaceutical industry in the current geopolitical situation
- Round Table: API production - business or state necessity
- Round table: Cooperation of the pharmaceutical and chemical industry: how to make a project effective
- Round table: The dietary supplement market in the new economic reality: the path from production to the final buyer. Safety improvement factors
- Round table: Pharmaceutical Production construction management: the role of a technical customer
- Discussion session: Development of the personnel potential of the industry in the context of geopolitical challenges
- Presentation of innovative projects in the field of quality of the finalists of the "GxP-PROFI 2022" contest
- Technologies, equipment, auxiliary processes and products for pharmaceutical production
- Raw materials and pharmaceutical ingredients
- Packaging equipment and materials for pharmaceutical production

To take part in the events of the business programme, please contact:
Daria Bocharova Head of the business programme
Daria.Bocharova@ite.group



AWARDS

PHARMTECH & INGREDIENTS 2022:

For more than two decades, the Pharmtech & Ingredients exhibition has been growing and developing together with key players in the Russian pharmaceutical industry, reflecting and celebrating the achievements of the industry. An integral part of the event is the awarding ceremony of the exhibition participants - a good reason to sum up and celebrate the results of the work.

- For high professionalism - Klimaoprema (Croatia)
- For loyalty and faithfulness - FarmVILAR (Russia)
- The best use of technology - AURORA factory (Russia)
- The best Russian display - FPT (Russia)
- Best Newcomer – NEOPRINT LLC (Russia)



OFFICIAL SUPPORT

The successful development of the Russian pharmaceutical industry, which belongs to the high-tech sector of the economy, is a driver of economic growth, one of the priorities of the social policy of our state, a guarantee of the health of citizens and future generations. The Pharmtech & Ingredients exhibition promotes the effective solution of key goals for the pharmaceutical industry and promotes the introduction of new technologies and equipment and increases the competitiveness of domestic medicines.

Director of the Pharmaceutical Development Department and the medical industry D.S. Galkin

Today, Russia has to cope with difficult tasks, ensuring a proper function of the economy under unprecedented sanctions from unfriendly countries. It is all the more pleasant to see here professionals from many regions of the world who adhere to the principles of good-neighbourliness and mutually beneficial cooperation and who are ready to work together in pharmaceutical production, exchange experience and scientific knowledge, high technology and state-of-the-art developments. Indeed, the business program that includes discussion of relevant aspects of today's pharmaceutical market, will present a lot of opportunities for new business relationships, strengthening of fruitful cooperation and conclusion of mutually beneficial contracts.

General manager Associations of Russian Pharmaceutical Manufacturers V.A. Dmitriev

Официальная поддержка Official support

Министерство
промышленности
и торговли Российской
Федерации



Ministry of Industry
and Trade of Russia

Ассоциация Российских
фармацевтических
производителей



Association of Russian
Pharmaceutical Manufacturers

Ассоциация фармацевтических
производителей Евразийского
экономического союза



Association of pharmaceutical
manufacturers of the Eurasian
economic union

Союз Профессиональных
Фармацевтических
Организаций



Society of Professional
Pharmaceutical Organisations

Ассоциация
производителей лекарств
Республики Армения



Association of Manufacturers
of Pharmaceuticals
of the Republic of Armenia

Партнеры деловой программы Business programme partners



Саморегулируемая организация
Союз производителей БАД к пище



Генеральный
информационный партнер
General information partner



Отраслевой
информационный партнер
Industry information partner





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21 – 24
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Crocus Expo,
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More about exhibition:

pharmtech-expo.ru