



Organiser's Statement - Subject to Audit

Profile Certificate of Attendance

The dates of the Exhibition were: 2nd October 2007 to 4th October 2007

Trade Exhibition

CPhI Worldwide/ICSE/PMEC 2007

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The Primary Market Sector for this exhibition is:

Medicine & Health

Title Change

Before 1st January 2005 this exhibition was known as:
CPhI Worldwide and ICSE

This certificate expires on 31st January 2009 unless ABC has issued a new certificate before that date.

Issued by
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All data carried in this certificate is derived from a Return of Attendance approved by ABC on: 5th March 2008 on behalf of the Organiser: CMP Information Ltd
The Organiser has certified that the data has been reported in accordance with ABC rules. This data is currently unaudited. ABC will audit the data and if any material difference is found, the

certificate will be reissued together with an audit report detailing the change(s). For details of audit reports issued or the rules and procedures, please contact ABC. The ABC cannot accept responsibility for mistakes or omissions although every care is taken to ensure that the information is correct.
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CPhI Worldwide/ICSE/PMEC**2007**

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Total Attendance	24, 635
Total Visitor Attendance (Registered)	13, 468
Other Attendance	11, 167

Next Event Date

The next Exhibition is scheduled to be held on: 30th September 2008 to 2nd October 2008

Event Venue

The Exhibition was held at: Fiera Milano Rho, Milan

The next Exhibition will be held at: Messe, Frankfurt, Germany

Event Data

Show Frequency: Annual

Year Show Established: 1990

Stand Space Occupied (Square Metres) 55,572

Number of Stands 1,374

Exhibition Sponsors

Aschimfarma

CPA (Chemical Pharmaceutical Generic Association)

Sicos

Organisers Association Membership

UFI - Union des Foire Internationales

Organisers Statements - Which have not been verified by ABC:**Main Product Groups/Services Exhibited:**

Manufacturers of active pharmaceutical ingredients, intermediates, excipients and natural extracts, experts in custom manufacturing, marketing services, as well as suppliers of pharmaceutical machinery.

Target Audience:

Decision makers and executives from Marketing & Sales, Purchasing, Production, Quality Control, Engineering, R & D and general management departments from the fine chemical and pharmaceutical industry: original molecule designers, cosmetic producers, generic producers, engineering companies, me-too producers, research institutions, OTC producers, regulatory

institutions, intermediates producers, government, custom syntheses producers, educational institutions.

ABC Statement:

The Total Visitor Attendance (Registered) is the number of individuals who registered for and attended the exhibition as a visitor. Other attendance is the number of individuals who attended the exhibition but did not register as a visitor which can include press, exhibitor personnel, exhibitor staff or non registered attendance.

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Total Attendance	24,635
Total Visitor Attendance (Registered)	13,468
Registered Free	13,468
Individual Registration	13,468
Multiple Registration	-
Auto Registration	-
Registered Paid	-
Transfer Attendance	-
Other Attendance	11,167
Exhibitor Personnel	11,167
Non-Registered Attendance	-

Transfer Attendance Breakdown

Not Applicable

Repeat Attendance - Repeat visits are NOT included in the Total Attendance figure	-
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Geographical Analysis:

	Total	%
Total Attendance	24,635	100.00
Total United Kingdom	1,603	6.51
East Anglia	31	0.13
East Midlands	70	0.28
London	248	1.01
Midlands	42	0.17
Northern	74	0.30
North West	198	0.80
South East	637	2.59
South West	86	0.35
Yorkshire	105	0.43
Scotland	52	0.21
Wales	25	0.10
Northern Ireland	35	0.14
Total Other Countries	23,032	93.49
Europe (excluding the United Kingdom)	14,379	58.37
Asia	2,260	9.17
Australasia & The Pacific	84	0.34
Central & South America	663	2.69
Middle East & North Africa	734	2.98
North America	1,643	6.67
South/Central Africa	111	0.45
South East Asia	3,158	12.82

CPhI Worldwide/ICSE/PMEC**2007**

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: Industry/Business/Sector

	Total	%
Total Breakdown of Registered Attendance	13,468	100.00
Unspecified	99	0.74
Specified	13,369	99.26
Breakdown of Responses		
CPhI	-	-
Pharmaceutical Company	5,038	37.41
Biotechnology Company	305	2.26
Fine Chemicals Company	790	5.87
Pharmaceutical Manufacturing	1,098	8.15
Fine Chemicals Manufacturing	583	4.33
Academic Research	58	0.43
Marketing	610	4.53
Consulting	570	4.23
Venture Capital	30	0.22
Distribution	1,039	7.71
Import/Export	956	7.10
Other	871	6.47
-	-	-
ICSE	-	-
Pharmaceutical Company	505	3.75
Biotechnology Company	38	0.28
Fine Chemicals Company	55	0.41
Academic Research	8	0.06
Marketing	34	0.25
Consulting	46	0.34
Venture Capital	4	-
Distribution	59	0.44
Import/Export	46	0.34
Clinical Research Company	23	0.17
Drug Discovery Company	9	0.07
IT Company/Services	7	0.05
Contract Packaging	28	0.21
Regulatory Services	8	0.06
Laboratory Services	17	0.13
Logistics	13	0.10
Other	129	0.96
-	-	-
PMEC	-	-
Pharmaceutical Company	122	0.91
Biotechnology Company	16	0.12
Fine Chemicals Company	18	0.13
Pharmaceutical Manufacturing	33	0.25
Fine Chemical Manufacturing	9	0.07
Academic Research	5	-

**CPhI Worldwide/ICSE/PMEC
2007**

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: Industry/Business/Sector

/...Continued

	Total	%
Breakdown of Responses		
Marketing	10	0.00
Consulting	10	0.00
Distribution	24	0.00
Import/Export	16	0.00
IT/Company/Services	7	0.00
Laboratory Services	6	0.00
Packaging	7	0.00
Engineering	13	0.00
Machinery	44	0.00
Automation/Robots	5	0.00
Other	47	0.00

CPhI Worldwide/ICSE/PMEC

2007

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: Job Title/Function

	Total	%
Total Breakdown of Registered Attendance	13,468	100.00
Unspecified	63	0.47
Specified	13,405	99.53
Breakdown of Responses		
CPHI	-	-
CEO/President/Director/GM	4,059	30.14
Manager/Project Manager/Department Head	2,547	18.91
Business Development Manager	983	7.30
Purchasing/Procurement Manager	1,045	7.76
Technician/Engineer	445	3.30
Office Employee	460	3.42
Sales/Marketing Manager	1,494	11.09
Other	949	7.05
-	-	-
ICSE	-	-
CEO/President/Director/GM	285	2.12
Manager/Project Manager/Department Head	222	1.65
Business Development Manager	88	0.65
Purchasing/Procurement Manager	52	0.39
Technician/Engineer	40	0.30
Office Employee	26	0.19
Sales/Marketing Manager	120	0.89
Logistics Manager	14	0.10
Quality Control Manager	11	0.08
R&D Manager	29	0.22
Sourcing Manager	24	0.18
Research Scientist	27	0.20
Contract Manager	13	0.10
IT Specialist	2	-
Other	77	0.57
-	-	-
PMEC	-	-
CEO/President/Director/GM	97	0.72
Manager/Project Manager/Department Head	85	0.63
Business Development Manager	18	0.13
Purchasing/Procurement Manager	18	0.13
Technician/Engineer	29	0.22
Office Employee	15	0.11
Sales/Marketing Manager	67	0.50
Logistics Manager	3	-
Quality Control Manager	3	-
R&D Manager	10	0.07
Contract Manager	1	-
IT Specialist	1	-

**CPhI Worldwide/ICSE/PMEC
2007**

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: Job Title/Function

/...Continued

	Total	%
Breakdown of Responses		
Scientist/Chemist	13	0.10
Product Manager	10	0.07
Other	23	0.00

CPhI Worldwide/ICSE/PMEC**2007**

Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: My Department Is Best Described As

	Total	%
Total Breakdown of Registered Attendance	13,468	100.00
Unspecified	68	0.50
Specified	13,400	99.50
Breakdown of Responses		
CPhI	-	-
Chemical Development	693	5.15
Toxicology	33	0.25
Biometrics	29	0.22
Pharmaceutical Development	1,365	10.14
Clinical Development	50	0.37
Regulatory Affairs/QA/QC	444	3.30
Marketing and Sales	3,268	24.26
Purchasing	1,559	11.58
Production	467	3.47
General Management	1,350	10.02
Research & Development	613	4.55
Business Development	1,401	10.40
Other	709	5.26
-	-	-
ICSE	-	-
Chemical Development	78	0.58
Toxicology	6	-
Biometrics	4	-
Pharmaceutical Development	138	1.02
Clinical Development	12	0.09
Regulatory Affairs/QA/QC	32	0.24
Marketing and Sales	215	1.60
Purchasing	65	0.48
Production	36	0.27
General Management	76	0.56
Research & Development	63	0.47
Business Development	79	0.59
Consultancy	31	0.23
Contract Manufacturing	56	0.42
Contract Packaging	14	0.10
Sourcing Department	18	0.13
Operations/Logistics	26	0.19
Other	78	0.58
-	-	-
PMEC	-	-
Chemical Development	33	0.25
Biometrics	3	-
Pharmaceutical Development	59	0.44
Clinical Development	5	-

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Certificate of Attendance for the exhibition held between 2nd October 2007 and 4th October 2007

Analysis by: My Department is Best Described As:

/...Continued

	Total	%
Total		
Specified		
Unspecified		
Total Responses		
<u>Breakdown of Responses</u>		
Regulatory Affairs/QA/QC	8	0.06
Marketing and Sales	76	0.56
Purchasing	18	0.13
Production	29	0.22
General Management	43	0.32
Research & Development	15	0.11
Business Development	24	0.18
Engineering	31	0.23
Packaging	6	0.04
Machinery	15	0.11
Laboratory	6	0.04
Other	21	0.16

CPhI Worldwide/ICSE/PMEC

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Analysis by: Number of Employees

	Total	%
Total Breakdown of Registered Attendance	13,468	100.00
Unspecified	85	0.63
Specified	13,383	99.37
Breakdown of Responses		
0-10	3,153	23.41
11-50	3,010	22.35
51-200	2,654	19.71
201-500	1,418	10.53
500+	3,148	23.37