



## Profile Certificate of Attendance

The dates of the event were 13 October 2009 to 15 October 2009

Trade  
Exhibition

## CPhI Worldwide/ICSE/PMEC/BIOPH 2009



### Contents

2	Analysis of Attendance
2	Event Details
2	Event Sponsors
2	Organiser's Association Membership
2	Organiser's Description (not verified by ABC)
3	Geographic Analysis
4	Analysis by Industry/Business/Sector
5	Analysis by Job Title/Function
6	Analysis by No. of Employees
7	Analysis by Department
8	Analysis by Show

### The Primary Market Sector for this event is:

Medicine & Health

This certificate expires on 31 January 2011 unless ABC has issued a new certificate before that date.

#### Issued by

ABC  
Saxon House, 211 High Street  
Berkhamsted  
Hertfordshire HP4 1AD  
United Kingdom

Tel: +44 (0) 1442 870800  
Fax: +44 (0) 1442 200700  
Email: abcpost@abc.org.uk  
Web: www.abc.org.uk  
ABC Ref: A21914/16334658

#### Certification Statement

This certificate was issued on . The data included is derived from a return of attendance prepared by the organiser: UBM International.

The Organiser has certified that the data has been reported in accordance with ABC reporting standards. If an audit or inspection reveals a material difference ABC will revise and re-issue the certificate together with an audit/inspection report detailing the changes. For details of audit reports issued or the reporting standards and procedures, please contact ABC.

ABC cannot accept responsibility for mistakes or omissions although every care is taken to ensure that the information is correct. This certificate is the **copyright** property of the Organiser and ABC.

#### Published by

UBMi BV  
De Entree 73  
Toren A  
1101BH Amsterdam

Tel: +31 (0)20 40 99 544  
Fax: +31 (0)20 36 32 616  
Web: www.cphi.com



**CPhI Worldwide/ICSE/PMEC/BioPh 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

<b>Total Unique Attendance</b>	<b>25,147</b>
<b>Visitor Attendance</b>	<b>14,421</b>
<b>Exhibitor Attendance</b>	<b>10,726</b>

**Event Details**

Event Dates:	Tuesday, 13 October, 2009 to Thursday, 15 October, 2009
Event Venue:	Feria de Madrid
Stand Space Occupied (square metres):	49,724
Number of Stands:	1,821
Year Event Established:	1990
Event Frequency:	Annual
Next Event Dates:	Tuesday, 5 October, 2010 to Thursday, 7 October, 2010
Next Event Venue:	Villepinte, Paris

**Event Sponsors**

Aschimfarma  
 CPA (Chemical Pharmaceutical Generic Association)  
 Sicos

**Organiser's Association Membership**

UFI (Union des foire internationales)

**Organiser's Descriptions (not verified by ABC)****Main product Groups/Services Exhibited:**

CPhI: Manufacturers of active pharmaceutical ingredients, intermediates, excipients and natural extracts, as well as experts in custom manufacturing and marketing services. ICSE: A range of products and services from packaging services and pharmaceutical software to clinical research and drug manufacturing. PMEC: Producers of pharmaceutical machinery and equipment. BIOPH: bio-solutions for pharma.

**Target Audience:**

Decision makers and executives from business development, clinical trials, consultancy, contracting, drug development, export, general management, IT solutions, logistics/distribution, medical affairs, pre-clinical development, marketing and sales production, purchasing, quality control, regulatory affairs research and development and supply chain management throughout the fine chemicals and pharmaceutical industry, from original molecule designers, generic producers, OTC producers, intermediates producers, custom synthesis producers, cosmetic producers, engineering companies, research institutions, regulatory institutions, government, educational institutions.

## CPhI Worldwide/ICSE/PMEC 2009

Certificate of attendance for the event between 13 October 2009 and 15 October 2009

## Geographical Analysis

Total Circulation	14,421	Total Analysed	14,421	Total Not Analysed	-
<b>Europe - Total</b>	<b>9,124</b>				
Albania	21	Guatemala	21	Macau	1
Andorra	-	Guiana, French	1	Malaysia	23
Austria	118	Guyana	-	Philippines	18
Azores	-	Haiti	-	Singapore	18
Balearic Islands	-	Honduras	3	Taiwan	70
Belarus (Belorussia)	11	Jamaica	6	Thailand	20
Belgium	296	Martinique	-	Vietnam	42
Bosnia & Herzegovina	8	Montserrat	-	Other	-
Bulgaria	48	Nicaragua	3		
Canary Islands	-	Panama	7	<b>Africa - Total</b>	<b>124</b>
Corsica	-	Paraguay	10	Angola	-
Croatia	41	Peru	48	Ascension Island	-
Cyprus	16	Puerto Rico	4	Benin	2
Czech Republic	110	Saint Kitts & Nevis	-	Botswana	4
Denmark	148	Saint Lucia	-	Burundi	2
Estonia	8	St. Vincent & The Grenadines	-	Burkina Faso	-
Faroe Islands	-	Surinam	1	Cameroon	1
Finland	60	Trinidad & Tobago	2	Cape Verde Islands	-
France	791	Turks & Caicos Islands	-	Central African Republic	-
Germany	1,210	Uruguay	28	Chad	-
Gibraltar	1	Venezuela	54	The Comoros	-
Greece	131	Virgin Islands, British	-	Congo	-
Greenland	-	Virgin Islands, US	-	Cote D'Ivoire (Ivory Coast)	1
Hungary	90	Other	-	Djibouti	-
Iceland	13			Equatorial Guinea	-
Italy	675	<b>Australasia &amp; Pacific Rim - Total</b>	<b>58</b>	Eritrea	-
Latvia	27	Australia	47	Ethiopia	2
Liechtenstein	-	Belau (Caroline Islands)	-	Gabon	-
Lithuania	33	Christmas Island (Indian Ocean)	-	Gambia	-
Luxembourg	7	Cocos (Keeling Islands)	-	Ghana	5
Macedonia	17	Fiji	-	Guinea	-
Madeira	2	French Polynesia	-	Guinea-Bissau	-
Malta	13	Guam	-	Kenya	6
Moldova (Moldavia)	-	Kiribati (Gilbert Is)	-	Lesotho	-
Monaco	9	Marshall Islands	-	Liberia	2
Netherlands	368	Micronesia, Federated States Of	-	Madagascar	1
Norway	33	Nauru	-	Malawi	1
Poland	189	New Caledonia	-	Mali	-
Portugal	228	New Zealand	11	Mauritania	-
Republic of Ireland	133	N Z Island Territories	-	Mauritius	1
Romania	58	Norfolk Island	-	Mayotte	1
Russia	174	Northern Mariana Is (Marianas)	-	Mozambique	-
San Marino	2	Papua New Guinea	-	Namibia	-
Serbia	40	Pitcairn Island	-	Niger	-
Slovakia	33	Samoa, American	-	Nigeria	5
Slovenia	60	Samoa, Western	-	Reunion	1
Spain	2,100	Solomon Islands	-	Rwanda	-
Spitzbergen	-	Tonga	-	Saint Helena	-
Sweden	106	Tuvalu	-	Sao Tome & Principe	-
Switzerland	470	Vanuatu ( New Hebrides)	-	Senegal	-
Turkey	198	Wake Island	-	Seychelles	-
Ukraine	73	Wallis & Futuna	-	Sierra Leone	-
United Kingdom	951	Other	-	Somalia	-
Vatican City State	-			South Africa	75
Other	4	<b>Asia - Total</b>	<b>1,129</b>	Sudan	7
		Afghanistan	-	Swaziland	1
<b>North America - Total</b>	<b>1,155</b>	Armenia	3	Tanzania	-
Canada	143	Azerbaijan	16	Togo	-
Mexico	176	Bangladesh	39	Tristan Da Cunha	-
Saint Pierre & Miquelon	-	Bhutan	-	Uganda	3
USA	834	British Indian Ocean Territories	-	West Sahara	-
Other	2	Georgia	9	Zaire	-
		India	973	Zambia	-
<b>Central &amp; S. America - Total</b>	<b>648</b>	Kazakhstan	7	Zimbabwe	1
Anguilla	-	Kyrgyzstan	-	Other	2
Antigua & Barbuda	-	Maldives	-		
Antilles, Netherlands	-	Mongolia	-	<b>Middle East &amp; N. Africa - Total</b>	<b>918</b>
Argentina	128	Myanmar (Burma)	-	Algeria	70
Aruba	-	Nepal	3	Bahrain	-
Bahamas	-	Pakistan	73	Egypt	127
Barbados	-	Sri Lanka	2	Emirates, United Arab	21
Belize	-	Tajikistan	-	Gaza & Khan Yunis	-
Bermuda	-	Tibet	-	Iran	219
Bolivia	1	Turkmenistan	-	Iraq	5
Brazil	178	Uzbekistan	2	Israel	129
Cayman Islands	-	Other	2	Jordan	80
Chile	35	<b>South East Asia - Total</b>	<b>1,265</b>	Kuwait	5
Columbia	82	Brunei	-	Lebanon	32
Costa Rica	7	Cambodia (Kampuchea)	-	Libya	-
Cuba	3	China, Peoples Republic of	436	Morocco	51
Dominica	-	East Timor	-	Oman	2
Dominican Republic	12	Hong Kong	41	Qatar	1
Ecuador	8	Indonesia	72	Saudi Arabia	31
El Salvador	6	Japan	250	Spanish North Africa	-
Falkland Islands	-	Korea, Democratic People's Rep	-	Syria	-
Grenada	-	Korea, Republic of	274	Tunisia	58
Guadeloupe	-	Laos	-	Yemen	16
				Other	71

**CPhI Worldwide/ICSE/PMEC/BIOPH 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

**Analysis by: Industry/Business/Sector**

	Total	%
<b>Visitor Attendance</b>	14,421	100.00
<b>Specified</b>	13,299	92.22
<b>Unspecified</b>	1,122	7.78
<b>Breakdown of Responses</b>		
Pharmaceutical company	5,187	35.97
Biotechnology company	386	2.68
Fine Chemicals company	589	4.08
Pharmaceutical manufacturing	1,664	11.54
Fine Chemicals manufacturing	544	3.77
Academic	75	0.52
Marketing	647	4.49
Consulting	558	3.87
Venture capital	19	0.13
Press	59	0.41
Distribution	1,173	8.13
Import / Export	931	6.46
Clinical Research Company	90	0.62
Drug discovery company	52	0.36
IT company/services	34	0.24
Contract Packaging	39	0.27
Regulatory Services	79	0.55
Laboratory Services	153	1.06
Logistics	62	0.43
Packaging	228	1.58
Engineering	63	0.44
Machinery	72	0.50
Automation / Robotics	11	0.08
Other	584	4.05

**CPhI Worldwide/ICSE/PMEC/BIOPH 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

**Analysis by: Job Title/Function**

	Total	%
<b>Visitor Attendance</b>	14,421	100.00
<b>Specified</b>	13,300	92.23
<b>Unspecified</b>	1,121	7.77
<b>Breakdown of Responses</b>		
CEO/(Vice-)President/Director/GM	4,412	30.59
Manager /Project Manager/ Department hea	2,097	14.54
Business Development Manager	1,199	8.31
Purchasing / Procurement Manager	1,193	8.27
Technician / Engineer	320	2.22
Office employee	235	1.63
Sales / Marketing Manager	1,799	12.47
Logistics Manager	105	0.73
Quality Control Manager	88	0.61
R&D Manager	289	2.00
Sourcing Manager	183	1.27
Research scientist	133	0.92
Contract Manager	56	0.39
IT Specialist	14	0.10
Scientist / Chemist	127	0.88
Product Manager	203	1.41
Other	847	5.87

**CPhI Worldwide/ICSE/PMEC/BioPh 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

**Analysis by: Analysis by No. of Employees**

	Total	%
<b>Visitor Attendance</b>	14,421	100.00
<b>Specified</b>	13,298	92.21
<b>Unspecified</b>	1,123	7.79
<b>Breakdown of Responses</b>		
0-10	2,707	18.77
11-50	3,218	22.31
51-200	2,666	18.49
201-500	1,359	9.42
Over 500	3,348	23.22

**CPhI Worldwide/ICSE/PMEC/BioPh 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

**Analysis by: Analysis by Department**

	Total	%
<b>Visitor Attendance</b>	14,421	100.00
<b>Specified</b>	13,296	92.20
<b>Unspecified</b>	1,125	7.80
<b>Breakdown of Responses</b>		
Chemical development	354	2.45
Toxicology	21	0.15
Biometrics	39	0.27
Pharmaceutical development	1,317	9.13
Clinical development	79	0.55
Regulatory affairs/QA/QC	443	3.07
Marketing/Sales	3,446	23.90
Purchasing	1,781	12.35
Production	350	2.43
General management	1,964	13.62
Business development	1,827	12.67
Research & Development	621	4.31
Engineering	72	0.50
Packaging	94	0.65
Machinery	35	0.24
Laboratory	95	0.66
Operations/logistics	300	2.08
Other	458	3.18

**CPhI Worldwide/ICSE/PMEC/BioPh 2009**

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

**Analysis by: Analysis by Show**

	Total	%
<b>Visitor Attendance</b>	14,421	100.00
<b>Specified</b>	13,320	92.37
<b>Unspecified</b>	1,101	7.63
<b>Breakdown of Responses</b>		
BioPh	853	5.91
CPhI	9,987	69.25
ICSE	1,878	13.02
P-MEC	602	4.17

# CPhI Worldwide/ICSE/PMEC/BioPh 2009

Certificate of Attendance for the event between 13 October 2009 and 15 October 2009

---

## Glossary of Terms

### Audit Status:

There are three possible stages of certification:

**Organiser's Statement - Subject to Audit** - The organiser has provided event data which has been prepared in accordance with ABC rules but not yet been audited by ABC.

**Audit Complete** - ABC have audited the Organiser's Statement and reported no changes to the data.

**Audit Report - Audit Complete** - this is a statement issued by ABC when problems found at audit show that there were material errors in the organiser's original return submission and subsequent certificate. A revised certificate is issued with the audit report entered on the front page of the certificate.

The audit status is shown at the top of each page of the certificate.

### Total Unique Attendance:

The Total Unique Attendance is the number of individuals who attended the event.

### Event Details:

Details of the current and next scheduled event, including:

Year Established: The year in which the event was first held .

Event Sponsors: If claimed, a list of any sponsors will be shown .

Organiser's Association Membership: If claimed, a list of any associations to which the event is registered/affiliated.

### Organiser's Descriptions:

A free text area on the certificate is available for the organiser to describe the main products & services exhibited and the target audience. Neither of the descriptions are audited by ABC.

### Further Analyses:

Industry/Business/Sector, Job Title/Function and Geographic Analysis are mandatory analyses. Further analyses can appear on the certificate and share the same format as the mandatory analyses.

**Visitor Attendance:** This is the total number of visitor attendees that the subsequent breakdowns are relevant to.

**Specified:** The number of attendees that provided a response on the registration document.

**Unspecified:** The number of attendees that did not provide a response on the registration document.

**Total Responses:** This total is included where multiple responses are allowed for a question.