



## Profile Certificate of Attendance

The dates of the event were 30 September 2008 to 2 October 2008

Trade  
Exhibition

## CPhI Worldwide/ICSE/PMEC 2008



### Contents

2	Analysis of Attendance
2	Event Details
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	My department is best described as:
7	No of employees:

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

Medicine & Health

This certificate expires on 31 January 2010 unless ABC has issued a new certificate before that date.

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#### Certification Statement

This certificate was issued on 28 February 2009. 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.

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**CPhI Worldwide/ICSE/PMEC 2008**

Certificate of Attendance for the event between 30 September 2008 and 2 October 2008

<b>Total Attendance</b>	<b>25,753</b>
<b>Total Visitor Attendance</b>	<b>13,419</b>
Free Attendance	13,419
Individual Registration	13,419
Multiple Registration	-
Auto Registration	-
Paid Attendance	-
Transfer Attendance	-
<b>Other Attendance</b>	<b>12,334</b>
Exhibitor Personnel	11,837
Non-Registered Attendance	497

**Event Details**

Event Dates:	Tuesday, 30 September, 2008 to Thursday, 2 October, 2008
Event Venue:	Messe, Frankfurt
Stand Space Occupied (square metres):	54,790
Number of Stands:	970
Year Event Established:	1990
Event Frequency:	Annual
Next Event Dates:	Tuesday, 13 October, 2009 to Thursday, 15 October, 2009
Next Event Venue:	Feria de Madrid,

**Organiser's Association Membership**

UFI Member/Approved Event

**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. P-MEC: Producers of pharmaceutical machinery and equipment.

**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 & Sales, Purchasing, Production, Quality Control, Regulatory Affairs, Research & Development and Supply Chain Management throughout the fine chemical and pharmaceutical industry: from Original Molecule Designers, Generic Producers, OTC Producers, Intermediate Producers, Custom Synthesis Producers, Cosmetic Producers, Engineering Companies, Research Institutions, Regulatory Institutions, Government, Educational Institutions.

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## Geographical Analysis

Total Circulation	25,753	Total Analysed	25,753	Total Not Analysed	-
<b>Europe - Total</b>	<b>16,560</b>				
Albania	18	Guatemala	14	Macau	2
Andorra	-	Guiana, French	1	Malaysia	34
Austria	274	Guyana	-	Philippines	18
Azores	-	Haiti	-	Singapore	31
Balearic Islands	-	Honduras	-	Taiwan	124
Belarus (Belorussia)	15	Jamaica	-	Thailand	72
Belgium	556	Martinique	-	Vietnam	41
Bosnia & Herzegovina	11	Montserrat	-	Other	-
Bulgaria	56	Nicaragua	1		
Canary Islands	-	Panama	2	<b>Africa - Total</b>	<b>117</b>
Corsica	-	Paraguay	5	Angola	-
Croatia	65	Peru	23	Ascension Island	-
Cyprus	15	Puerto Rico	5	Benin	3
Czech Republic	232	Saint Kitts & Nevis	-	Botswana	3
Denmark	260	Saint Lucia	-	Burundi	-
Estonia	10	St. Vincent & The Grenadines	-	Burkina Faso	-
Faroe Islands	-	Surinam	1	Cameroon	3
Finland	134	Trinidad & Tobago	4	Cape Verde Islands	-
France	1,460	Turks & Caicos Islands	-	Central African Republic	-
Germany	5,387	Uruguay	19	Chad	-
Gibraltar	-	Venezuela	35	The Comoros	-
Greece	223	Virgin Islands, British	-	Congo	-
Greenland	-	Virgin Islands, US	-	Cote D'Ivoire (Ivory Coast)	1
Hungary	138	Other	-	Djibouti	-
Iceland	81			Equatorial Guinea	-
Italy	1,398	<b>Australasia &amp; Pacific Rim - Total</b>	<b>69</b>	Eritrea	-
Latvia	33	Australia	59	Ethiopia	5
Liechtenstein	1	Belau (Caroline Islands)	-	Gabon	-
Lithuania	39	Christmas Island (Indian Ocean)	1	Gambia	-
Luxembourg	7	Cocos (Keeling Islands)	-	Ghana	1
Macedonia	13	Fiji	-	Guinea	-
Madeira	-	French Polynesia	-	Guinea-Bissau	-
Malta	12	Guam	-	Kenya	7
Moldova (Moldavia)	7	Kiribati (Gilbert Is)	-	Lesotho	-
Monaco	11	Marshall Islands	-	Liberia	-
Netherlands	835	Micronesia, Federated States Of	-	Madagascar	1
Norway	39	Nauru	-	Malawi	-
Poland	320	New Caledonia	-	Mali	-
Portugal	156	New Zealand	9	Mauritania	-
Republic of Ireland	171	N Z Island Territories	-	Mauritius	-
Romania	83	Norfolk Island	-	Mayotte	-
Russia	125	Northern Mariana Is (Marianas)	-	Mozambique	-
San Marino	-	Papua New Guinea	-	Namibia	-
Serbia	54	Pitcairn Island	-	Niger	-
Slovakia	36	Samoa, American	-	Nigeria	10
Slovenia	79	Samoa, Western	-	Reunion	1
Spain	903	Solomon Islands	-	Rwanda	-
Spitzbergen	-	Tonga	-	Saint Helena	-
Sweden	186	Tuvalu	-	Sao Tome & Principe	-
Switzerland	1,139	Vanuatu ( New Hebrides)	-	Senegal	-
Turkey	203	Wake Island	-	Seychelles	-
Ukraine	96	Wallis & Futuna	-	Sierra Leone	-
United Kingdom	1,679	Other	-	Somalia	-
Vatican City State	-			South Africa	73
Other	-	<b>Asia - Total</b>	<b>2,606</b>	Sudan	4
		Afghanistan	1	Swaziland	-
<b>North America - Total</b>	<b>1,744</b>	Armenia	1	Tanzania	2
Canada	215	Azerbaijan	11	Togo	1
Mexico	124	Bangladesh	27	Tristan Da Cunha	-
Saint Pierre & Miquelon	-	Bhutan	-	Uganda	2
USA	1,405	British Indian Ocean Territories	-	West Sahara	-
Other	-	Georgia	8	Zaire	-
		India	2,497	Zambia	-
		Kazakhstan	3	Zimbabwe	-
		Kyrgyzstan	-	Other	-
		Maldives	-		
<b>Central &amp; S. America - Total</b>	<b>591</b>	Mongolia	2	<b>Middle East &amp; N. Africa - Total</b>	<b>719</b>
Anguilla	-	Myanmar (Burma)	-	Algeria	34
Antigua & Barbuda	-	Nepal	6	Bahrain	-
Antilles, Netherlands	-	Pakistan	48	Egypt	101
Argentina	130	Sri Lanka	2	Emirates, United Arab	31
Aruba	-	Tajikistan	-	Gaza & Khan Yunis	-
Bahamas	2	Tibet	-	Iran	213
Barbados	-	Turkmenistan	-	Iraq	7
Belize	-	Uzbekistan	-	Israel	100
Bermuda	-	Other	-	Jordan	55
Bolivia	-			Kuwait	4
Brazil	226	<b>South East Asia - Total</b>	<b>3,347</b>	Lebanon	25
Cayman Islands	-	Brunei	-	Libya	4
Chile	21	Cambodia (Kampuchea)	-	Morocco	36
Columbia	81	China, Peoples Republic of	1,913	Oman	17
Costa Rica	8	East Timor	-	Qatar	-
Cuba	1	Hong Kong	48	Saudi Arabia	14
Dominica	-	Indonesia	77	Spanish North Africa	-
Dominican Republic	6	Japan	572	Syria	41
Ecuador	5	Korea, Democratic People's Rep	-	Tunisia	27
El Salvador	1	Korea, Republic of	415	Yemen	10
Falkland Islands	-	Laos	-	Other	-
Grenada	-				
Guadeloupe	-				

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## Analysis by: Industry/Business/Sector

	Total	%
<b>Total of Free and Paid Attendance</b>	13,419	100.00
<b>Specified</b>	13,419	100.00
<b>Unspecified</b>	0	0.00
<b>Breakdown of Responses</b>		
Pharmaceutical company	5,700	42.48
Biotechnology company	384	2.86
Fine Chemicals company	706	5.26
Pharmaceutical manufacturing	1,284	9.57
Fine Chemicals manufacturing	638	4.75
Academic research	75	0.56
Marketing	588	4.38
Consulting	666	4.96
Venture capital	19	0.14
Press	9	0.07
Distribution	1,066	7.94
Import / Export	1,049	7.82
Clinical Research Company	43	0.32
Drug discovery company	6	0.04
IT company/services	16	0.12
Contract Packaging	41	0.31
Regulatory Services	16	0.12
Laboratory Services	44	0.33
Logistics	44	0.33
Packaging	64	0.48
Engineering	22	0.16
Machinery	48	0.36
Automation / Robotics	5	0.04
Other, please specify	886	6.60

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**Analysis by: Job Title/Function**

	Total	%
<b>Total of Free and Paid Attendance</b>	13,419	100.00
<b>Specified</b>	13,307	99.17
<b>Unspecified</b>	112	0.83
<b>Breakdown of Responses</b>		
CEO/President/Director/GM	4,542	33.85
Manager /Project Manager/ Department head	2,544	18.96
Business Development Manager	1,085	8.09
Purchasing / Procurement Manager	1,360	10.13
Technician / Engineer	294	2.19
Office employee	427	3.18
Sales / Marketing Manager	1,785	13.30
Logistics Manager	11	0.08
Quality Control Manager	18	0.13
R&D Manager	65	0.48
Sourcing Manager	34	0.25
Research scientist	18	0.13
Contract Manager	44	0.33
IT Specialist	5	0.04
Scientist / Chemist	33	0.25
Product Manager	73	0.54
Other, please specify	969	7.22

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**Analysis by: My department is best described as:**

	Total	%
<b>Total Breakdown of Free and Paid Attendance</b>	13,419	100.00
<b>Specified</b>	13,299	99.11
<b>Unspecified</b>	120	0.89
<b>Breakdown of Responses</b>		
01 Chemical development	474	3.53
02 Toxicology	31	0.23
03 Biometrics	19	0.14
04 Pharmaceutical development	1,003	7.47
05 Clinical development	52	0.39
06 Regulatory affairs/QA/QC	517	3.85
07 Marketing / Sales	3,463	25.81
08 Purchasing	1,798	13.40
09 Production	443	3.30
10 General Management	1,973	14.70
12 Research & Development	685	5.10
11 Business Development	1,916	14.28
13 Consultancy	48	0.36
14 Contract manufacturing	64	0.48
15 Contract packaging	14	0.10
16 Sourcing department	33	0.25
17 Operations / Logistics	29	0.22
18 Engineering	32	0.24
19 Packaging	46	0.34
20 Machinery	32	0.24
21 Laboratory	12	0.09
99 Other, please specify	615	4.58

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**Analysis by: No of employees:**

	Total	%
<b>Total Breakdown of Free and Paid Attendance</b>	13,419	100.00
<b>Specified</b>	13,390	99.78
<b>Unspecified</b>	29	0.22
<b>Breakdown of Responses</b>		
0 - 10	2,861	21.32
11-50	2,649	19.74
51 - 200	2,959	22.05
201 - 500	1,423	10.60
more than 500	3,498	26.07

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## 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 Visitor Attendance:

The Total Visitor Attendance is the number of individuals who registered for and attended the event as a visitor, or transferred from an event running concurrently at the same venue.

### Other Attendance:

Other attendance is the number of individuals who attended the event but did not register as a visitor, including press, exhibitor personnel or non registered attendance.

### Transfer Attendance Breakdown:

Where transfer attendance has been claimed, a list of the transfer events and the number of attendees from each are shown.

### 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.

**Total Breakdown of Free and Paid attendance:** This is the total number of 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.