

21 April – 30 June 2022 | Online Event

# Virtual Expo Connect Post Show Report 2022



**2,252**  
Exhibiting  
companies



**6,432**  
International  
User Registration



**573**  
Hosted  
Buyers



**118**  
Countries in  
Attendance



**10**  
New Content  
Programme

## Networking

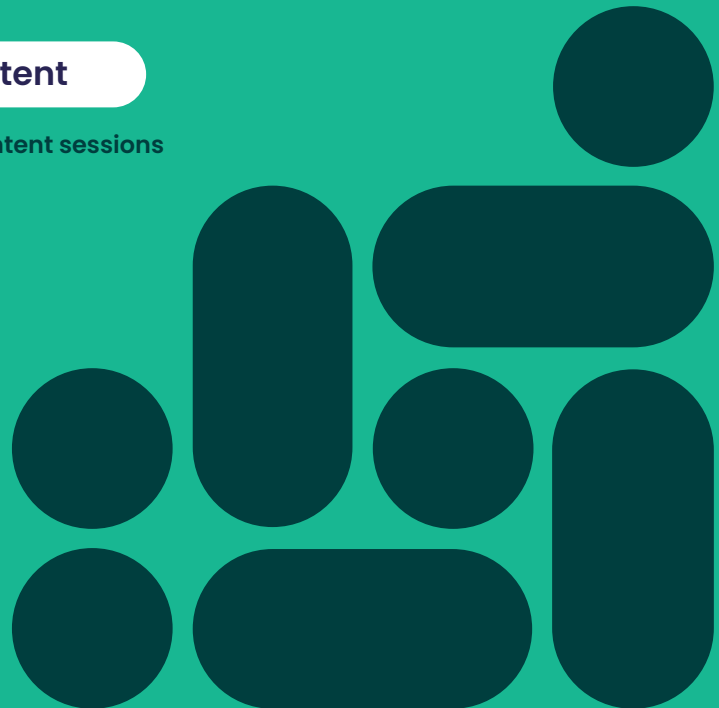
- Online Matchmaking
- Hosted Buyer Programme

## Content

- Online content sessions
- Podcasts

## Asia's premier pharmaceutical event

CPHI & PMEC China continues with its online event, Virtual Expo Connect, adding valued services and infinite opportunities for both domestic and international clients to connect, learn, trade and grow.

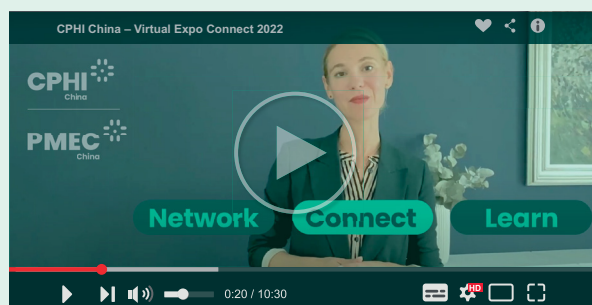


**It has been an unusual couple of years for everyone in every industry – including pharma.**

**CPHI & PMEC China adapted to the realities while still offering a platform to meet, connect, and drive business forward.**

We achieved this in part by developing and enhancing our online solutions and taking the in-person events over to our online space with the introduction of our online event platform, Virtual Expo Connect.

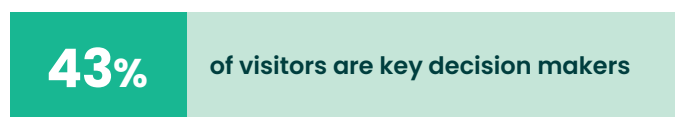
Take a look at the event highlights:



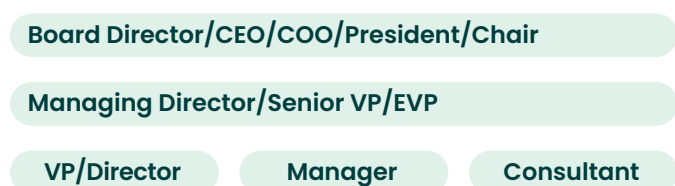
**Join us for the next edition**

# Visitors Facts & Figures 2022

## Top 10 visiting countries



## Top 5 visiting job titles



## Top 10 attendees' departments



## Companies in attendance include:

- Daiichi Sankyo
- ONRRIC biotech
- Leawell International
- Yersin medicare
- Novartis
- Orange Medipharma
- Jaconson Pharma
- Radiant Pharmaceuticals
- Aesica Pharmaceuticals
- Johnson & Johnson

# Visitors Facts & Figures 2022 continued

## Top 10 visitor primary activity

- 1 Pharma Company
- 2 Distributor
- 3 Academic
- 4 Pharma Manufacturing
- 5 API Producer
- 6 Import/Export
- 7 Consultancy
- 8 Pharmacy
- 9 Animal Health
- 10 Biopharmaceutical

**"I received a great service from this program. It's a very valuable resource specially now with the pandemic restrictions."**

**Manager**  
Omni Pack SAS

**"It was a nice experience. I am looking forward for other deals as well."**

**Quality Operation Head**  
Amarant Pharma Pvt. Limited

**CPHI**  
China exhibitors include:

A grid of 15 exhibitor logos for CPHI China, arranged in 5 rows and 3 columns. The logos include: DFE pharma, euroAPI, 丽珠医药 LIVZON, MERCK, Pfizer CentreOne, Lonza Capsules & Health Ingredients, SPH 上海医药 SHANGHAI PHARMA, 华北制药, 华海药业 HUAHAI PHARMACEUTICAL, PharmaBlock, FOSUN PHARMA 复星医药, 恒瑞 HENG RUI PHARMACEUTICALS, Sundia, Gan & Lee, CSPC 石药集团, HVBIO 翰宇药业, PORTON, and QILU PHARMACEUTICAL 齐鲁制药.

**PMEC**  
China exhibitors include:

A grid of 15 exhibitor logos for PMEC China, arranged in 5 rows and 3 columns. The logos include: West "By your side for a healthier world", TRUKING, Aptar pharma, BD "Advancing the world of health", 瀚广 HAN GUANG, CORNING, DECKWEILER "connecting flow to purity", Tofflon, Kromasil, ROMMELAG, SG Stevanato Group, WAB, 威高普瑞 WEGO PREFILLS, 创志 HANSE, GUSU, SHINVA 新华医疗, and 真德力 Saideli.

# Online Content Programme

## Top 3 online sessions

- China-EU Biotech & Medtech Market Access Webinar
- Risk Assessment on Materials Used in Pharmaceutical Manufacture
- Generic Drug Application Procedures in China

Watch now >

## Expert-led speakers include:



**Dr. Ahmed Bouzidi**  
CEO of TRINOMAB EU



**Sy Chyi Yeoh**  
BD Director of PLG



**L. Xia**  
RA Manager, BaiPharm



**Bree Wang**  
Sr. Regulatory Specialist, Merck Life Science

# Hosted Buyer Programme

This **exclusive programme** is open to **qualified buyers** who have purchase needs in China's pharma industry. Each application will be reviewed before being accepted as a **Hosted Buyer**.



**2,500+**  
Suppliers  
Data Pool



**Unlimited**  
Sourcing  
Request



**1-to-1**  
Professional Service



**Online-2-Offline**  
Precise  
Matchmaking



**Zero**  
Limitation  
of Location

## How it Works for a Buyer

**1** Submit your purchasing requests and choose at least 3 suppliers to meet

**2** Customer service will review the requests and reply within 3 working days for further details

**3** Meeting schedules will be arranged for you and exhibitors within 15 working days

**4** Join the video meetings online and grow your business with potential partners

## How it Works for a Supplier

**1** Update and complete your company and products profile online

**2** We will contact you if your products are matched with the sourcing requests

**3** Meeting schedules will be arranged for you to meet buyers online on Zoom

**4** Join the video meetings online and grow your business with potential partners

# Hosted Buyer Programme continued

**90%**

Int'l buyers are satisfied with the suppliers that precisely matched

**95%**

Int'l buyers have continued the business relationship after the video meeting

## Hear what buyers said:



**"I think it's a good event to meet different suppliers at the same time and get a chance to face to face negotiation."**

BPC



**"It was a really valuable opportunity to have an online video conference with many potential partners towards future. Thanks again for your nice arrangement."**

K.K. Jupiter bioscience



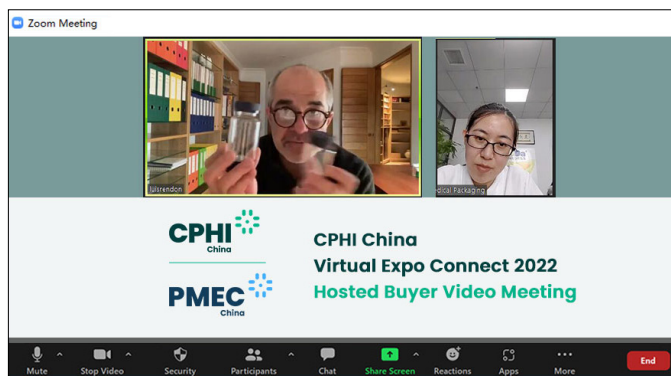
**"Good experience! We will surely consider to join the event again with our purchasing requests in future."**

CROM S.P.A.



**"Thank you! As we are planning to expend our partner in China, we really appreciate this arrangement."**

A&LS PHARMA CORP.



## Matchmaking service

We asked attendees and exhibitors who used our matchmakings service the following post show questions and here are the results of that survey:

What is the likelihood that you will partner with the matched buyer(s) in the next six months?

**7/10**

average result

What is the likelihood you will keep in contact with the matched buyer(s) within the next six months following the first meeting?

**8.5/10**

average result



**We are pleased to announce that we will host the in-person event for CPHI and PMEC China in Shanghai from 20-22 December 2022.**

For international clients who are not able to attend physically, we will still offer digital alternative – Virtual Expo Connect – for the pharma industry to connect, learn.

CPHI & PMEC China is organised in a comfortable, compliant, safe, and accessible way with our AllSecure standards. If you're unable to join us in China (we hope you can!) we have plenty of opportunities for you to join us online and still benefit from ample learning and networking opportunities.

**“Very helpful event to find a partner, thank you CPHI China team (Ellie) for helping with the partner search! It was really useful!”**  
 Chief BD Manager, Geropharm

**“Great help to meet new suppliers, would be glad to meet more accurate to the demand of the buyer.”**  
 Managing Director, Fast Pharma Private Ltd.

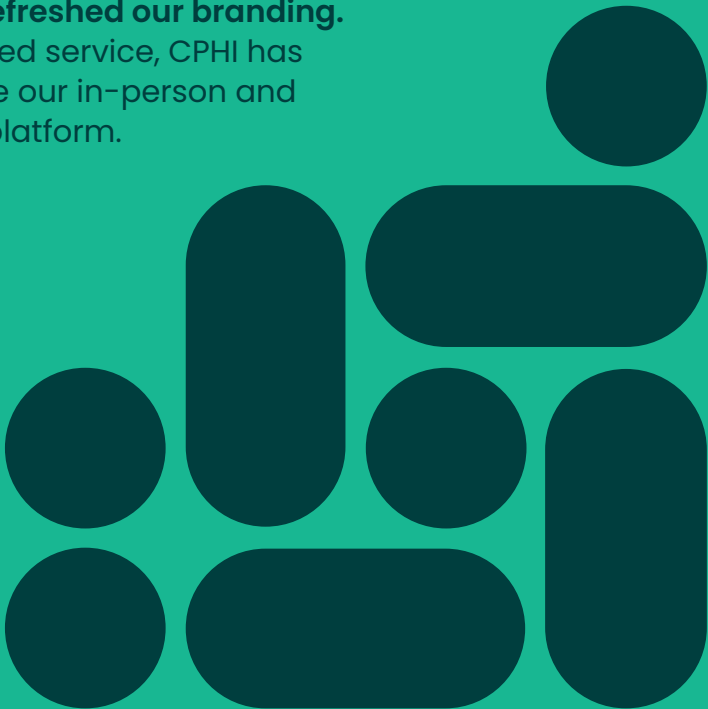
# New look!

You may have noticed that since hosting the last edition of Virtual Expo Connect, we have refreshed our branding. To give you a clearer more integrated service, CPHI has evolved the brand structure to unite our in-person and online events into one continuous platform.

Hosting large pharma in-person events that empower you to connect with suppliers and source new products, is still at the core of our business. Only now, you'll be able to carry on these conversations and develop opportunities online long after the floor show has ended. The new branding can be experienced on our website and in-person events.

**To learn more, visit our website:**

[vec.pharmasources.com](http://vec.pharmasources.com)



**Contact our sales team for more information:**

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