



INTERPHEX

**EXHIBITOR
PROSPECTUS**

WHAT IS INTERPHEX?

For 40 years, INTERPHEX has been THE event in bringing together inspired professionals with key industry leaders to share knowledge and best practices, as well as see the latest cutting-edge technologies needed to cost-effectively develop and manufacture quality product.

It's the premier pharmaceutical, biotechnology and device development and manufacturing event where attendees and exhibitors can ***experience science through commercialization.***



WHAT EXHIBITORS SAY ABOUT INTERPHEX

LEADING

“INTERPHEX is our Super Bowl. Each year, we come here to be a part of the biggest opportunities in pharma. Our team had so many exciting conversations at the show this year about the many opportunities for implementing our intelligent technology in the pharma world.”

Angelo Stracquatano
CEO & Co-Founder
Apprentice.io

REFRESHING

“Each year, the Show and conference are fresh and vibrant, and i always discover new things. It’s always to see old friends and colleagues and make new acquaintances. Pharam is a big business, but it’s a “small world” for those who work in it.”

Edward Novit
Business Development
Manager
Freund-Vector Corp.

ENGAGING

“Each year the INTERPHEX team delivers an event where exhibitors and attendees can connect with industry customers, partners, and affiliates in an easy to navigate environment. As this industry continues to evolve at a more rapid pace, we find great value in being able to directly engage with these critical contacts, as well as being able to communicate our own advances on a wider platform”

Morgan Norris
Vice President of Marketing
MG America

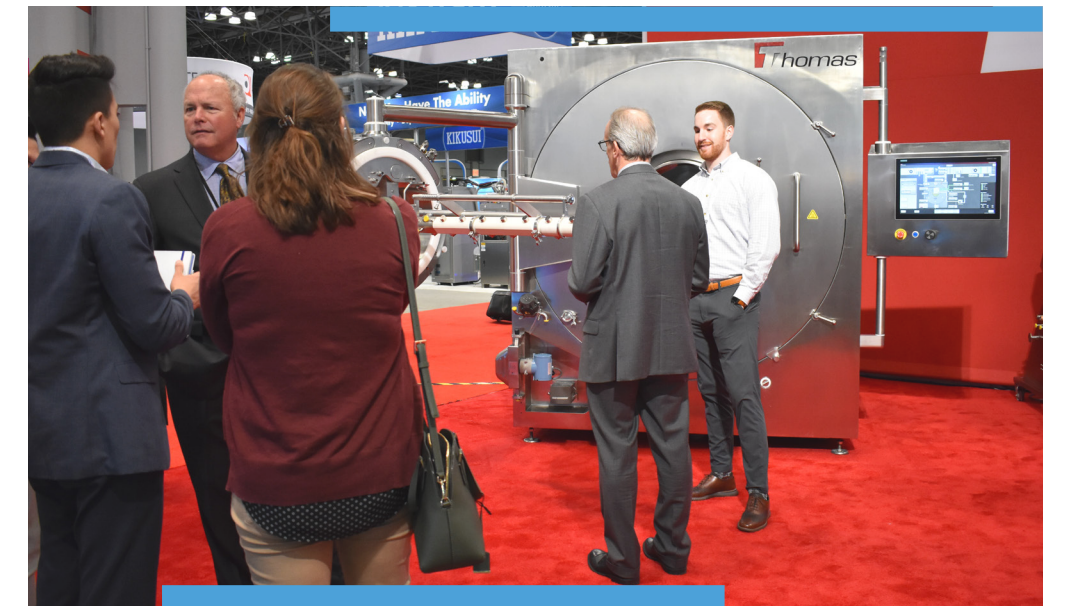
EXCITING

“INTERPHEX 2019 was once again a great exhibit for SKAN. We were surprised and excited to learn our new SKANFOG SPECTRA Isolator won Best in Show. Our booth traffic was heavy all three days, and we now have many new leads to follow up on, as well. We also heard from many of our strategic partners that they experienced solid booth traffic during INTERPHEX 2019.”

Larry Cabeceiras
President
SKAN US

WHO EXHIBITS AT INTERPHEX?

Leading suppliers from around the world, representing the full product development life cycle



A large crowd of people is gathered in a modern exhibition hall with a prominent glass and steel structure. The scene is bright and busy, with many attendees walking through the aisles. In the background, a large glass wall reflects the outdoor environment. To the right, a large blue and white cylindrical structure is visible, featuring the word 'PHENIX' and a 'DOOR MAP'. The overall atmosphere is one of a major international trade show.

INTERPHEX

FACTS AND FIGURES

SHOW PROFILE

IN 2019...

16%

MORE VIP
ATTENDEES AND
AN INCREASE
IN OVERALL
ATTENDANCE

**7% INCREASE
IN ATTENDING
ENGINEERS**

32%

UP IN CONFERENCE
ATTENDANCE YOY

89

**NEW EXHIBITING
COMPANIES**

150+

LEADING SUPPLIERS
LAUNCHED **NEW** TECHNOLOGY


WHO ATTENDS INTERPHEX?

TOP 25 JOB TITLES

ENGINEER	BIOPROCESS DIRECTOR/MANAGER
MANUFACTURER/MANUFACTURING	FACILITIES
CEO/ CTO, CIO, CMO, CFO	OWNER
PROJECT MANAGEMENT	PRODUCTION, MANUFACTURING
EXECUTIVE MANAGEMENT	QA/QC
BIOMANUFACTURING/BIOPROCESSING	GENERAL MANAGEMENT
SCIENTIST	CONSTRUCTION PROFESSIONAL
PRODUCT DEVELOPMENT	FORMULATION/DEVELOPMENT
PURCHASING/PROCUREMENT	COMPLIANCE/REGULATORY
PROCESS DEVELOPMENT	
AUTOMATION	

TOP 25 SOURCING INTERESTS

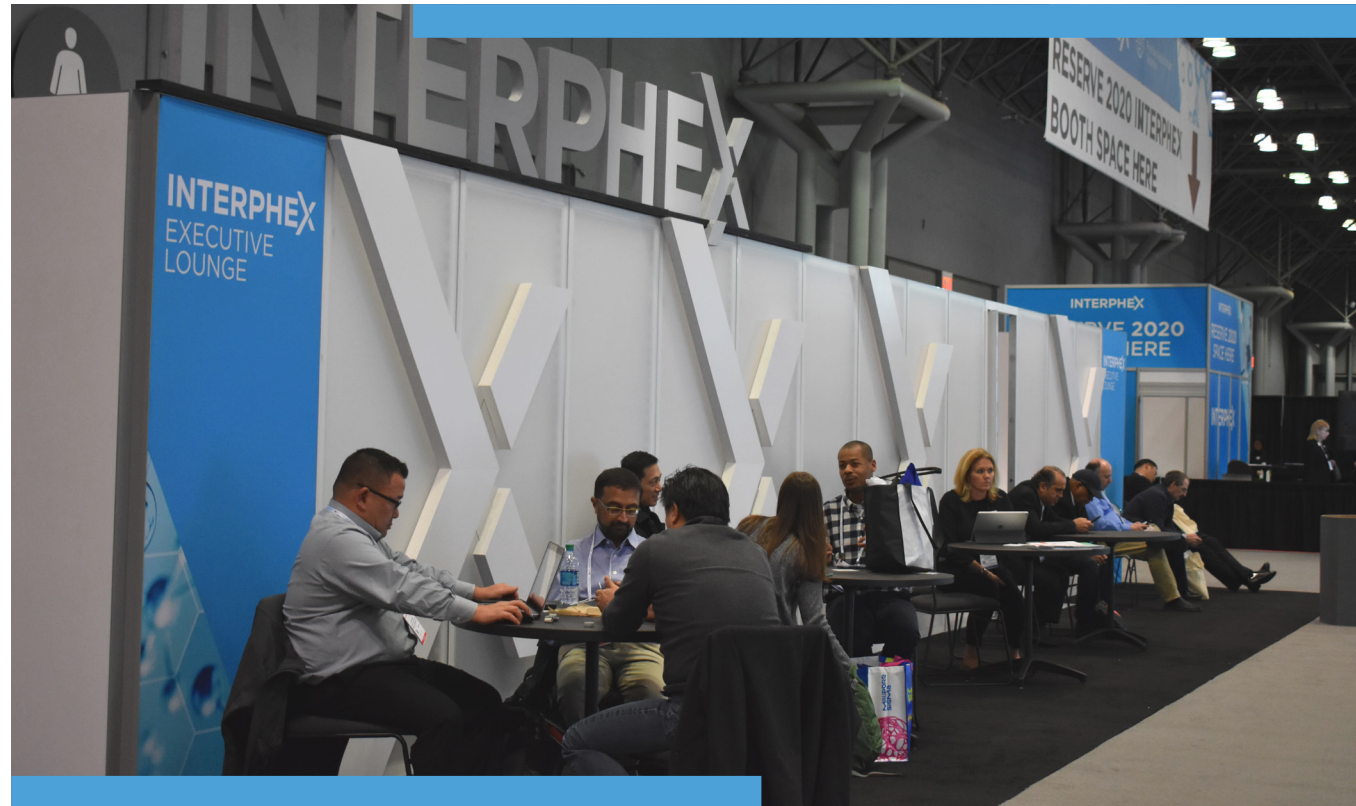
MANUFACTURING, EQUIPMENT	INSTRUMENTATION
ALL: BIOTECH AND PHARMA	MEDICAL DEVICE/COMBINATION PRODUCT
PHARMA	TABLETS/CAPSULES
MANUFACTURING, TECHNOLOGY	PROJECT MANAGEMENT
BIOMANUFACTURING	3D/BIOPRINTING
AUTOMATION	ARCHITECTURE, E NGINEERING,
ENGINEERING	CONSTRUCTION
PACKAGING/INSPECTION	CONSTRUCTION
BIOLOGICS/BIOTECH	CLEANING
LAB EQUIPMENT	CHEMICAL
CMO/CDMO	LAB AUTOMATION SYSTEMS
VACCINES/STERILE	CONSULTING, TECHNOLOGY
R&D	ANALYTICAL/BIOANALYTICAL TESTING



88%

**OF ATTENDEES IN 2019
WERE KEY DECISION
MAKERS AND SOURCING
FOR CAPITAL PROJECTS**

HIGH PROFILE DECISION MAKERS



The Executive Club Program

at INTERPHEX provides a platform for high-profile, VIP attendees to stand out for exhibitors to connect with.



1,000+

Executive Club VIP
Attendees

“The Executive Lounge is a great place to take a break and connect with colleagues!”

Leo Bedard
Capital Project Manager
Sanofi

EXECUTIVE CLUB PROFILE

Example of job titles held by 2019 pre-registered VIPs

DIRECTOR, GLOBAL PROCUREMENT	ACTING HEAD, PV & PLM
DIRECTOR, MANUFACTURING	PACKAGING ENGINEER DIRECTOR
PRINCIPAL ENGINEER	REGIONAL QA AMERICAS
SENIOR PROJECT MANAGER	ASSOCIATE DIRECTOR DRUG PRODUCT
PRINCIPAL SCIENTIST	DIRECTOR GTS
ASSOCIATE DIRECTOR, VALIDATION	EXECUTIVE VP & ENGINEER
DIRECTOR, FACILITIES MANAGEMENT	DIRECTOR PRODUCTION
SENIOR DIRECTOR/TEAM LEADER	VICE PRESIDENT MANUFACTURING
TECHNOLOGY TRANSFER MANAGER	DIRECTOR OF ENGINEERING
PROJECT DIRECTOR	PRODUCT LEADER

Representing companies such as

ALK	DSM	JOHNSON MATTHEY
ALTHEA	DUPONT	LUPLEN
ALVOOGEN	ELI LILLY	MERCK
ARROYAL	ENTERIS	MYLAN
APEX	FERRING	PFIZER
ASCENT	FRESENIUS KABI	PURACAP
ASTRAZENECA	GREENTECH	SHIRE
BI	GLAS	SHIRE MGT
BMS	INTEGRA LIFE	SUN
DALICHI SANKYO	JANSSEN	TEVA
DPT	JOHNSON & JOHNSON	WEST-WARD

THE RIGHT PEOPLE: TARGETING ATTENDEES

Focus on Innovation: Attendees asking for More Emerging Technology Companies

- Cell Processing and Gene Therapy and Car-T
- Expand Contract Sourcing & Services: CMO/CDMO
- Packaging
- Disruptors: AI, 3D/Bio Printing, AR/VR, Digitalization

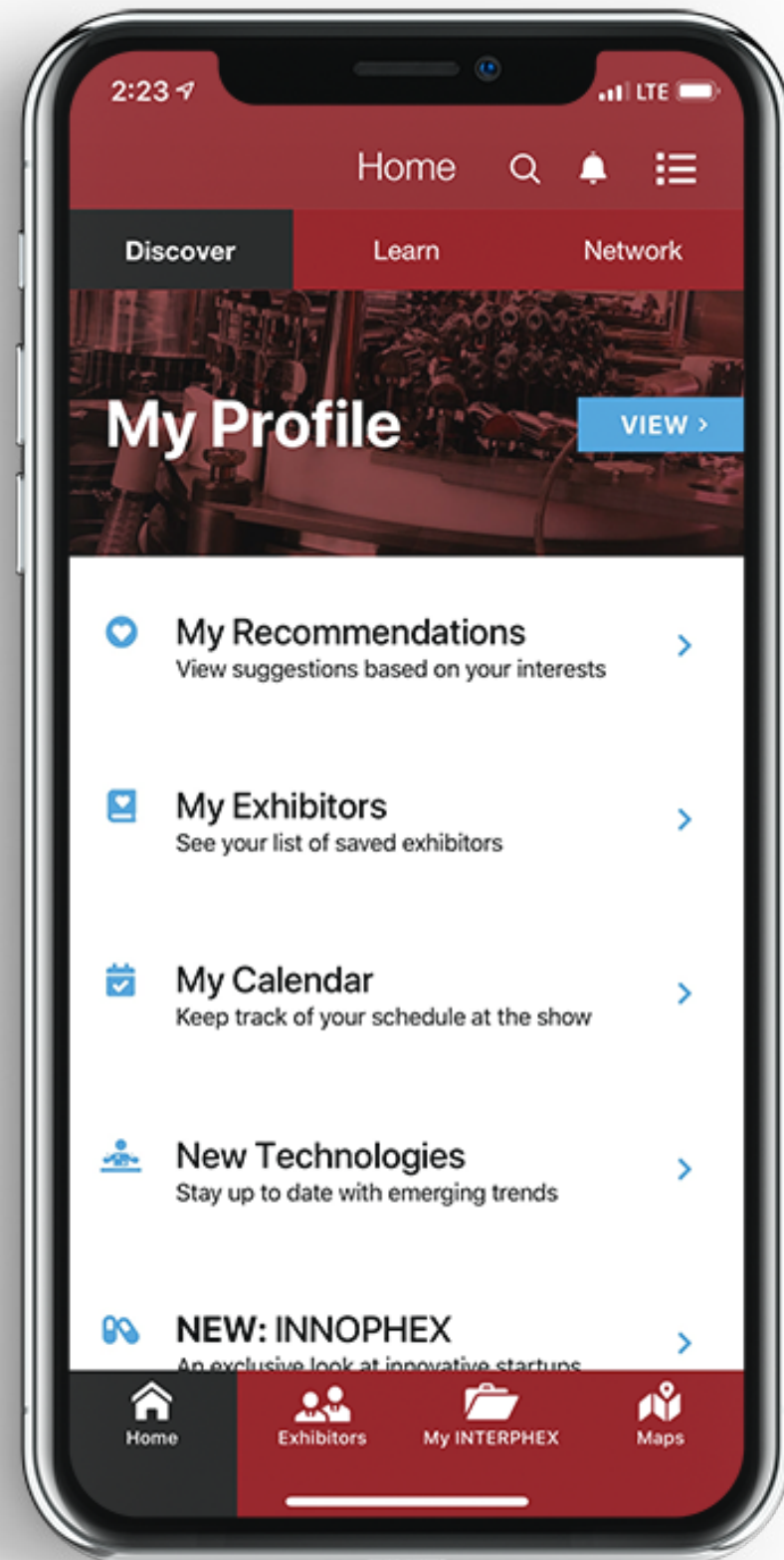
Industry VIPs with Current or Upcoming Capital and/or Maintenance Projects

- With a need to source technologies/products/services at INTERPHEX
- Value of Capital/Maintenance Projects that we are targetng: \$5MM+

Focus on Quality AND Quantity

- Target attendees with upcoming capital/maintenance projects
- Draw decision makers from capital hot spots

RECOMMENDATIONS



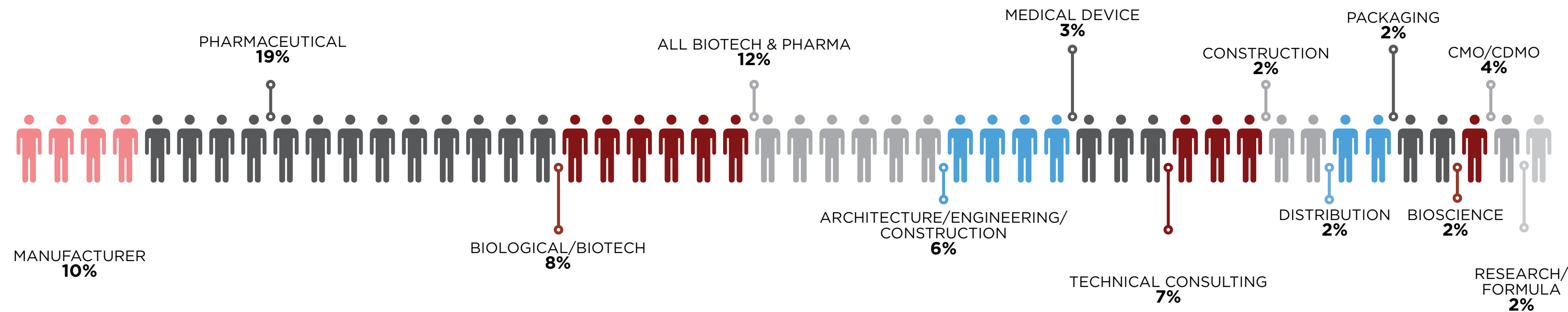
Over the last five years, we've invested in cutting-edge technologies to help exhibitors get the most meetings with sourcing professionals.

Our Recommendations Program leverages data gained from attendee registration, app behavior, and website preferences to recommend exhibitors like you.

FACT: Recommendations assisted **75%** in finding new exhibitors/technologies/services

ATTENDEE FACILITY REPRESENTATION

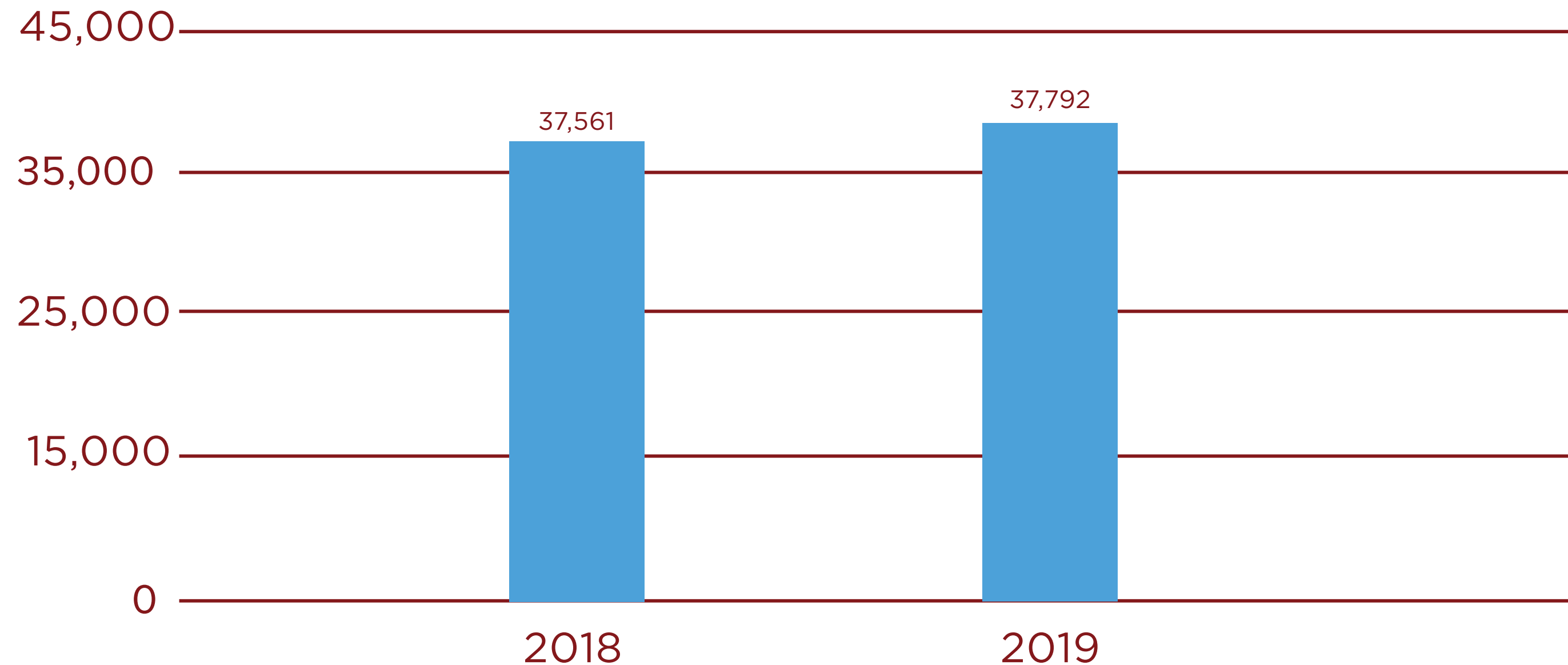
TOP FACILITY TYPES



THE INTERPHEX DIFFERENCE

QUALITY LEADS DELIVERED TO YOU

We continue to offer the latest in technology to delivery qualified leads YOY and to increase your ROI.



“We had strong booth traffic each day and solid leads for a range of machinery. From case packing and capsule filling to tube filling and inspection technologies, INTERPHEX delivered the audience we needed.”

Fabio Trippodo,
President, MG America

BECAUSE YOU NEED TO EXHIBIT...

EXHIBIT

INTERPHEX offers a variety of booth options, sizes, and packages, to provide solutions for every budget and every goal. What area is best for you?

- **Contract Zone**
- **INNOPHEX**
- **Chemspec USA - NEW for 2020**
- **New Exhibitor Deals**

Let us help you decide!

SPONSOR

Plan Ahead and Maximize Your ROI. All INTERPHEX exhibitors have the incredible opportunity to work with the INTERPHEX Sales Team to design comprehensive promotion and thought leadership campaigns that fit your budget and help make sure the show exceeds your expectations.

Options Include:

- **Completely custom & unique Brand Activations** *(ask your rep for details)*
- **Speaking Engagements**
- **Detailed Digital products**
- **Print Advertising**
- **At Show Signage**
- **Key Sponsorship Opportunities**

“INTERPHEX provides a great opportunity to connect with customers and industry leaders to discuss the latest industry trends and technologies.” [David Radspinner, Americas Commercial Leader, BioProcess, GE Healthcare Life Sciences](#)

FOR MORE INFORMATION EXHIBITING AND SPONSORSHIP OPPORTUNITIES, VISIT OUR WEBSITE HERE ►

LET'S TALK!



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