



INTERPHEX

EXHIBITOR

PROSPECTUS

WHAT IS INTERPHEX?

For 42 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. Pharma 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

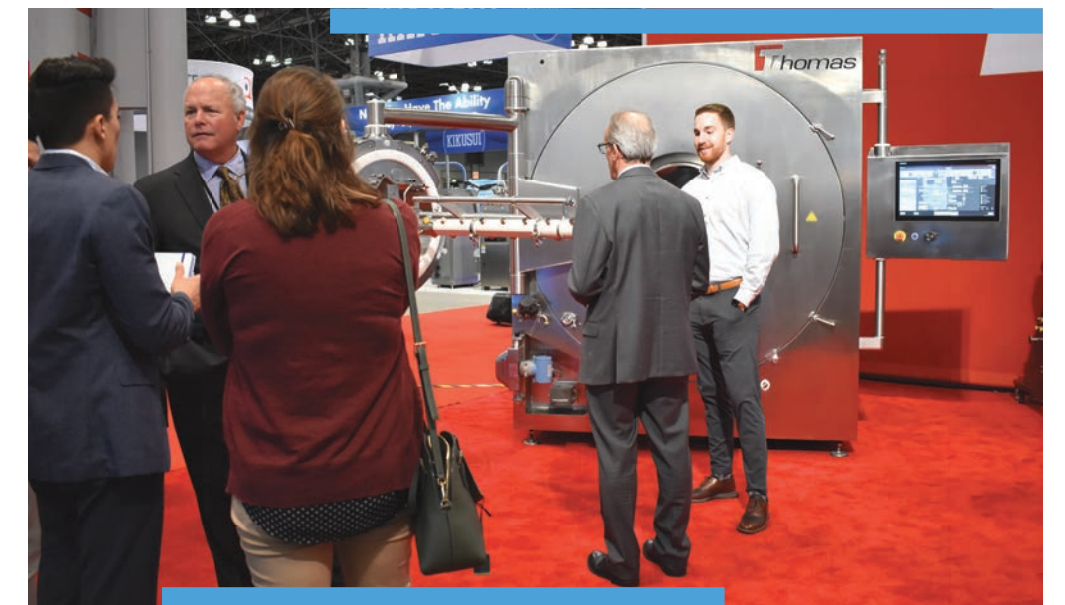
EXCITING

“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 wide-angle photograph of a busy exhibition hall. In the foreground, a large crowd of people, mostly men in business casual attire, are walking through the aisles. Some are looking at displays, while others are talking. In the background, there are various exhibition booths. One booth on the left has a sign for "NJM DARA NFL FOR RTU IN NEST BOOTH #2353". Another booth in the center has a sign for "INTERPHEX" and "60 YEARS". To the right, there is a large blue and white cylindrical structure with the word "INTERPHEX" and "DOOR MAP" visible. The hall has a high ceiling with a complex metal truss system and large windows that let in bright sunlight. The overall atmosphere is one of a large-scale professional event.

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

TOP 25 SOURCING INTERESTS

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

WHO ATTENDS INTERPHEX?

SAMPLING OF ATTENDEE COMPANIES

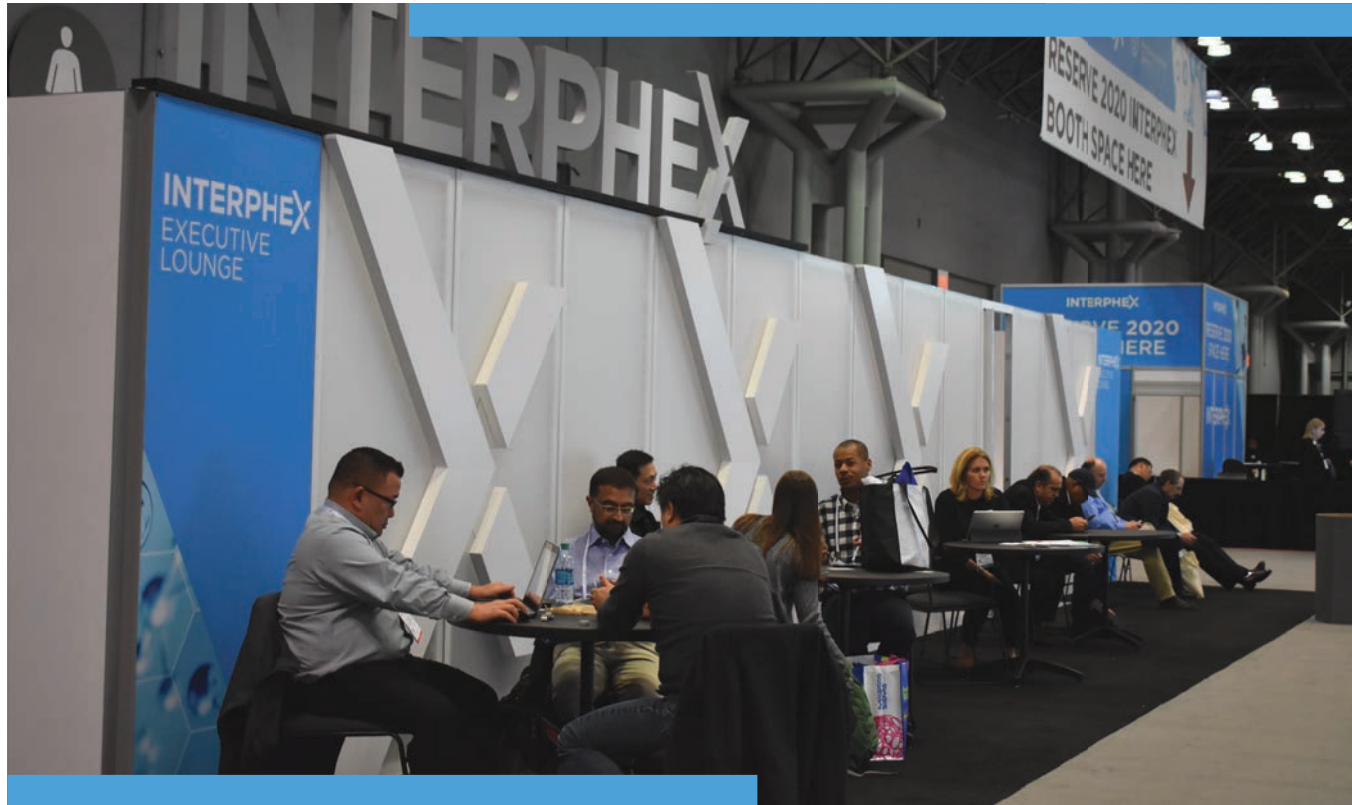
A&Z Pharmaceutical | Abbvie | Actavis | Adaptimmune | Aji Bio-Pharma | Ajinomoto Bio-Pharma Akorn | Alcami Corporation
Alkermes | Allergan | Amgen | Amicus Therapeutics | Amneal Antares Vision | Apex Pharmaceuticals Aprelia Pharmaceuticals
Baxter Healthcare | Bayer Biogen | Boehringer Ingelheim | Bristol-Myers Squibb | Cambrex | Celgene Colorcon | Dr. Reddy's
Laboratories | DSM | Emergent Biosolutions | Endo Pharmaceuticals | Enteris Biopharma | Estee Lauder | Ferring | Gilead
Sciences | GlaxoSmithKline | Glenmark Pharmaceuticals | Hemispherx Biopharma Invatech Pharma J&J | Klus Pharma | Lonza
Biologics | Merck Nature's Way | Novartis Pharmaceuticals | Novo Nordisk | Par Pharmaceuticals | Parsons | Pfizer Puracap
Purdue | Ranx Pharma | Raritan Pharmaceuticals | Renaissance Rovant Pharmaceuticals | Sanofi Genzyme | Sanofi Pasteur
Sun Pharma | Tergus Pharma Teva Pharmaceuticals United Therapeutics | West Pharmaceutical | Wuxi Apptec



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

REPRESENTING COMPANIES SUCH AS

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

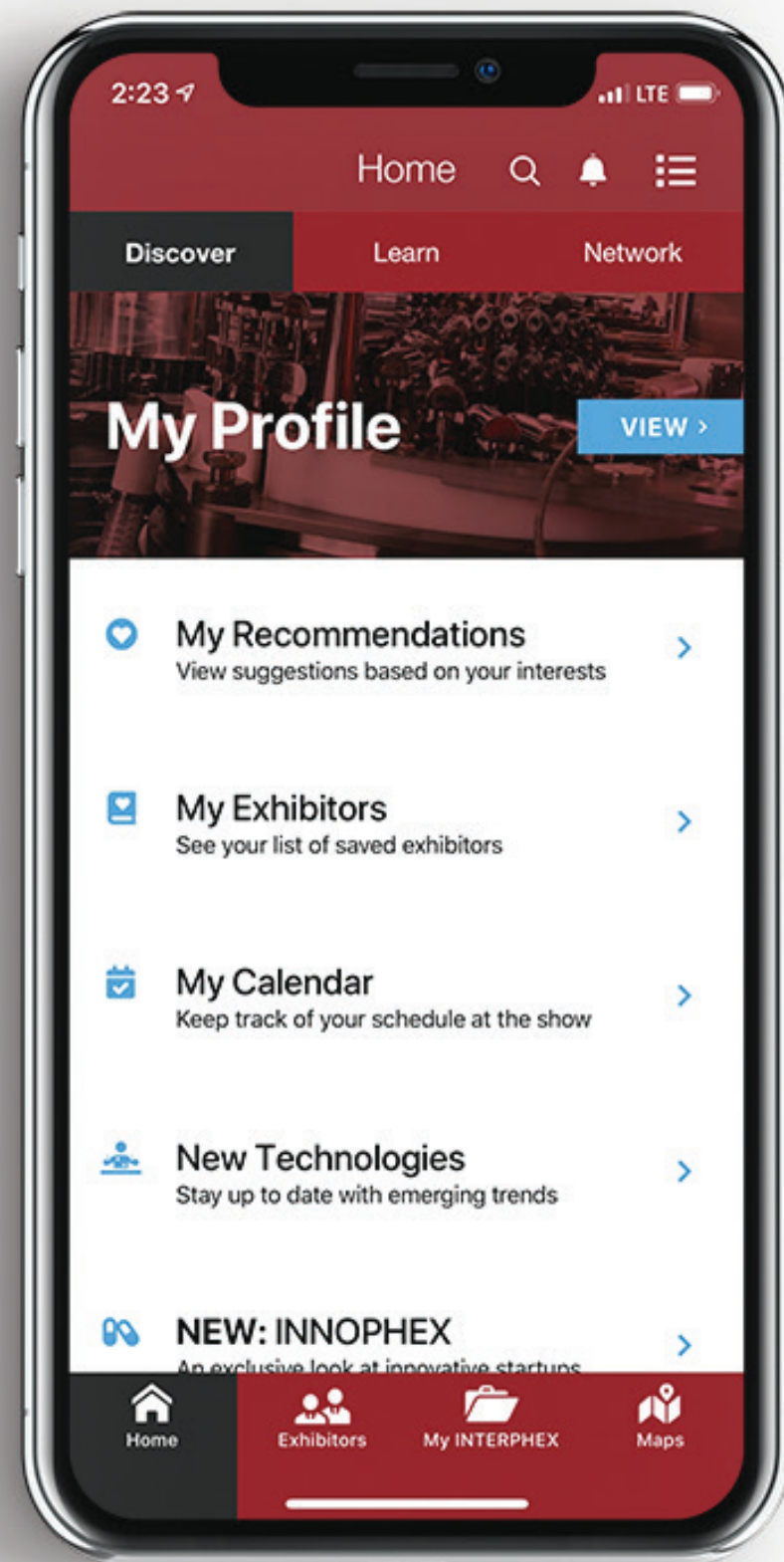
Industry VIPs with Current or Upcoming Capital and/or Maintenance Projects

- 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



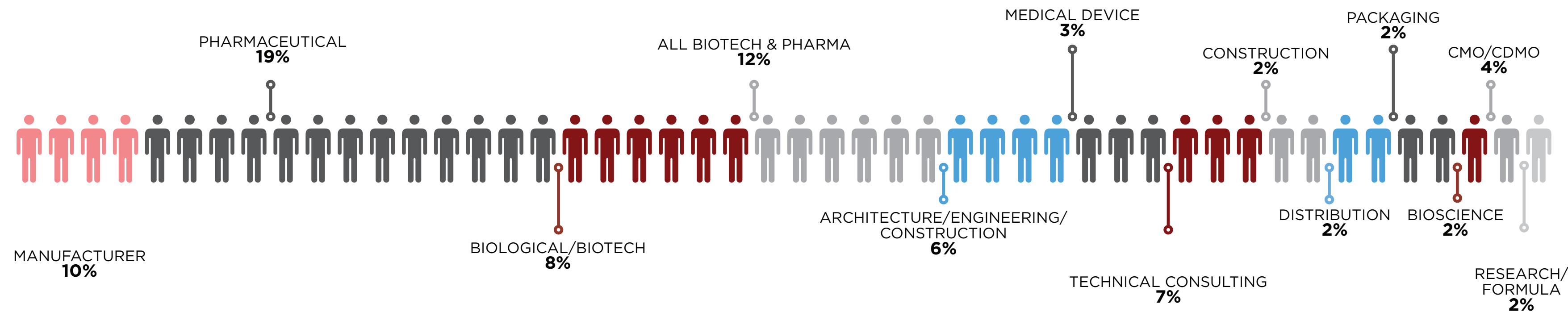
Over the last five years, we've invested in cutting-edge technologies to help exhibitors get the most meetings with sourcing professionals.

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

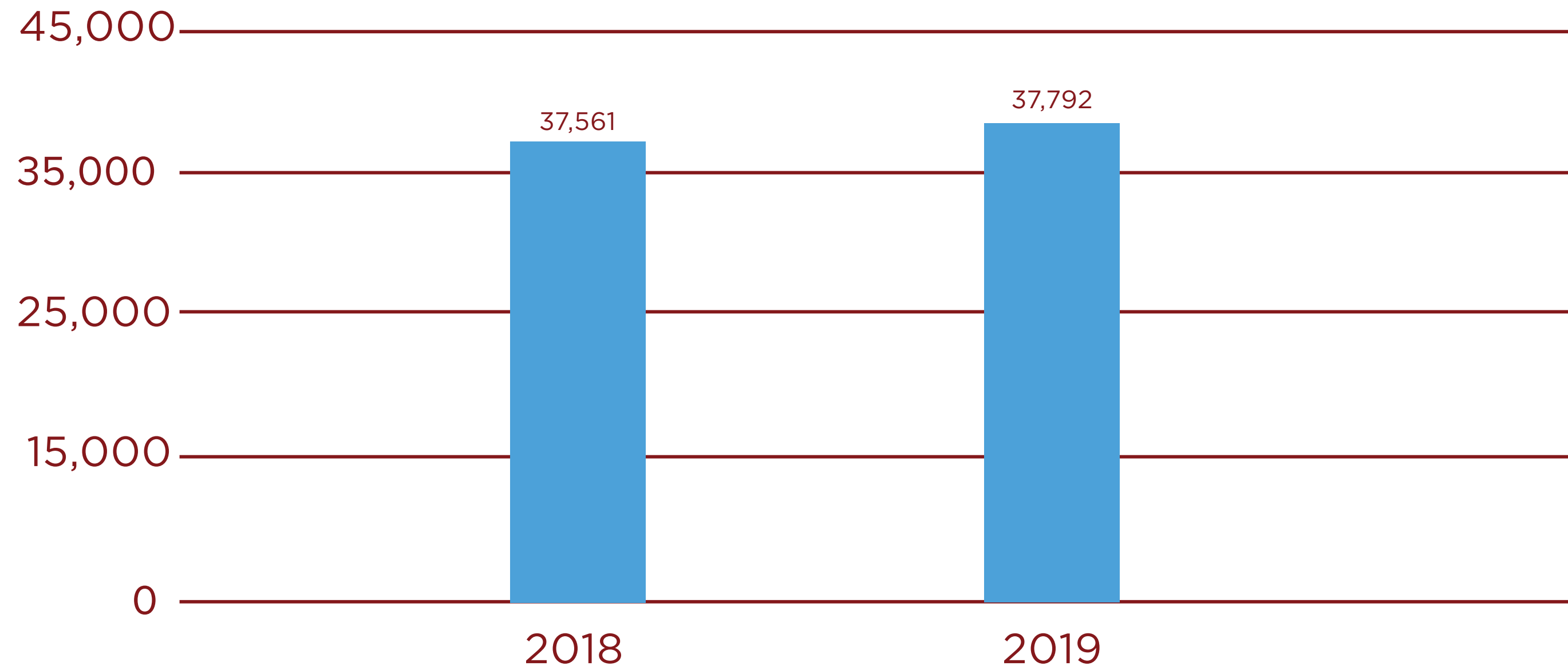
TOP FACILITY TYPES



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**
- **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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