



# Post Show Report 2024

CPHI North America is the premier US platform to unite the global pharma supply chain each year at our traditional host city of Philadelphia. Hundreds of exhibitors, thousands of attendees and endless opportunity all combine to make CPHI North America an unmissable event. Our sparkling Gala and after hours drinks act as bonus spaces to connect and network in a more casual setting, while our connections program provides tailored meeting arrangements directly in exhibitor booths. Plus our content theaters and engagement zones on the show floor bring you the latest news and activities from the pharma world.

**May 7-9, 2024** | Philadelphia, U.S.



**3,925+**  
Attendees



**370+**  
Exhibitors



# Attendee Facts & Figures 2024



**2,435+**

Attendees  
(excluding exhibitors)



**71%**

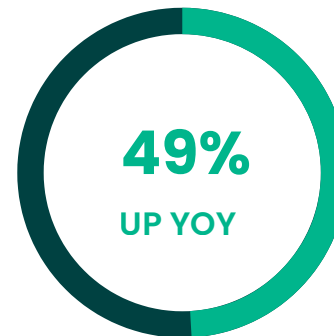
have purchasing  
responsibility



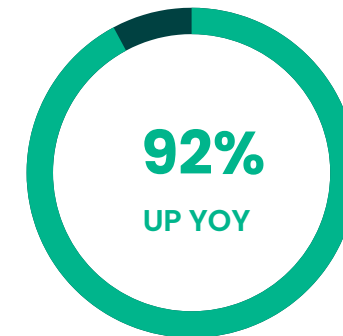
## Boosting audience quality with qualified registration

We heard the feedback shared last year that exhibitors wanted to see more of our attendees coming from procurement and R&D and introduced badge qualification. This helped to differentiate the attendee types and their focus on the show floor. This also allowed us to give preferential rates to our highly sought-after attendees to boost the quality of conversations.

R&D



Purchasing, Procurement and Sourcing



> **RECAP:** CPHI North America 2024

# Attendee Facts & Figures 2024

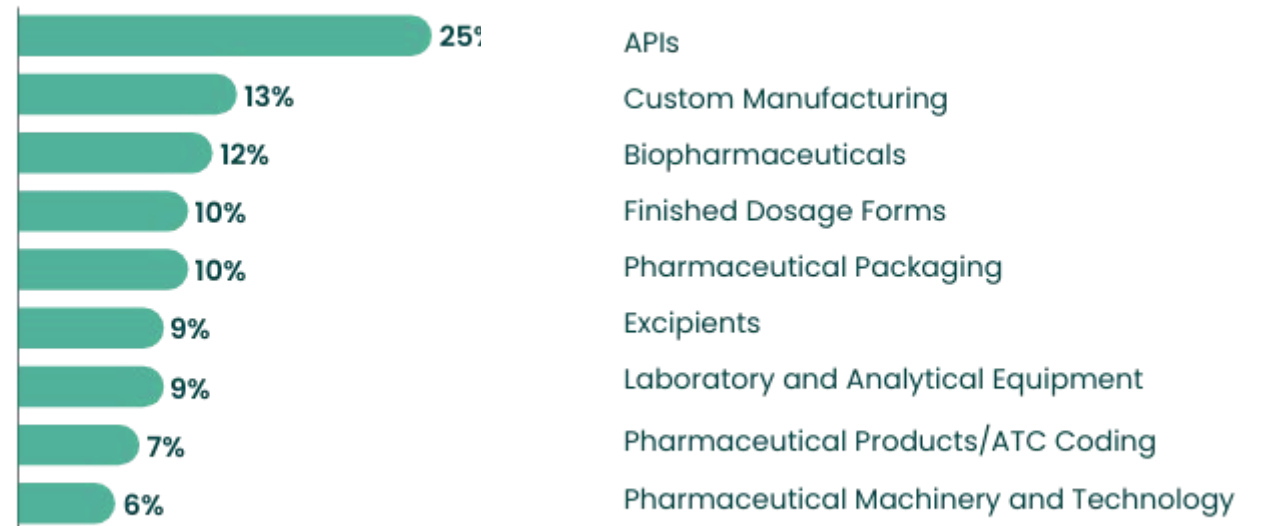


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## Top attending companies



## Attendee interests



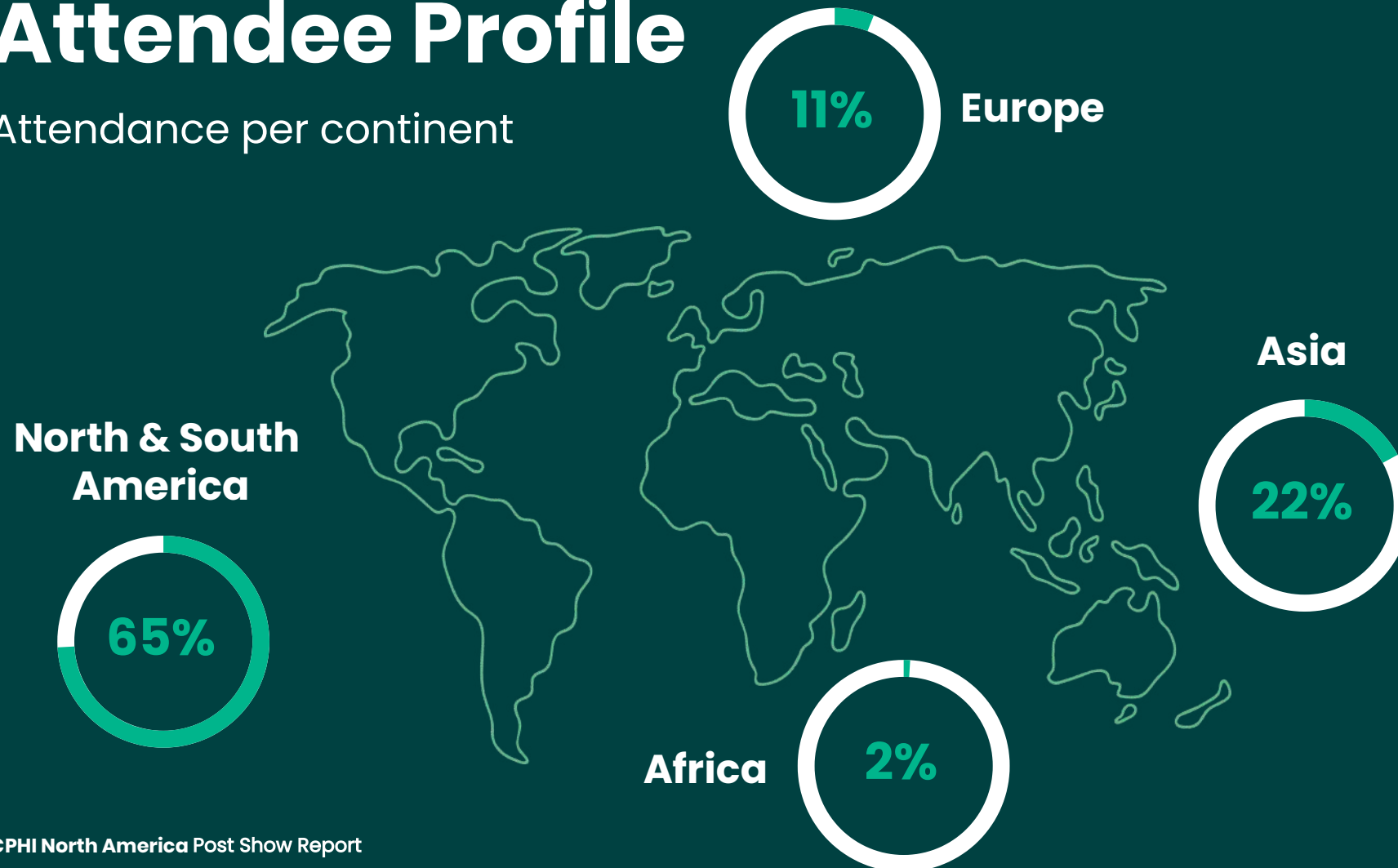
> **RECAP:** CPHI North America 2024

Attendee countries represented

**108**

# CPHI North America Attendee Profile

Attendance per continent



Top 10 countries for attendees:

-  1. United States
-  2. China
-  3. India
-  4. Canada
-  5. UK
-  6. Germany
-  7. Italy
-  8. Pakistan
-  9. Mexico
-  10. Switzerland

# Exhibitor Facts & Figures 2024

Exhibitor countries represented

**25**

## Top exhibitors



## Online event platform

The online event platform helps our exhibitors maximize their networking opportunities by booking meetings, viewing the attendee list, and bookmarking content sessions.



**2,482**

Incoming/  
requested meetings



**9,166**

Total meeting  
interactions

## Top 10 countries for exhibitors:



1. United States



2. China



3. India



4. Canada



5. UK



6. Germany



7. France



8. Italy



9. Switzerland



10. Netherlands

➤ **RECAP: CPHI North America 2024**

# Content Facts & Figures

Total scanned badges

**1,565**

Total views in Silent Theaters

**3,973**

## Most popular sessions:

1. Panel: Reshoring US Pharma: The Realities
2. Key Elements to Building a More Resilient Supply Chain
3. Keynote – Sustainability: Accelerating the Path to Net Zero
4. CDMO Roundtable: Outsourcing Trends
5. Lightning Round: Revolutionizing Manufacturing: The Impact of New Technologies and AI Challenges

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## Speakers

In-person speakers

**82**



**James Massey**  
Chief Sustainability Officer,  
Zai Laboratory



**Jean-Marie Geoffroy**  
VP Sterile Injectables Design,  
Pfizer



**Laura Bray**  
Chief Change Maker,  
Angels for Change



**Andrew Gonce** VP  
Commercial & Strategy,  
Mallinckrodt Specialty Generics



**Joanne Chan**  
Head of State Legal Affairs, Pharmaceutical Research and Manufacturers of America (PhRMA)



**Christina Smolke**  
CEO and co-founder,  
Antheia



**Kevin Webb**  
Chief Operating Officer,  
API Innovation Center



**Anthony Puleo**  
Associate Director,  
Supply Chain Data Science,  
AstraZeneca



**Bridget Ferrari**  
CoCompany Director,  
Supply Sustainability,  
Takeda

> Start-Ups at CPHI North America

# Start-Up Market

Showcasing Innovation  
and Driving Collaboration

The debut of the Start-Up Market at CPHI North America was a resounding success. The Start-Up Market celebrates innovation and collaboration; it is a platform for fresh ideas, disruptive technologies, and the place to forge meaningful connections to propel start-up businesses forward.

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16

Start-Up  
companies  
exhibiting



14

Start-Up  
pitch  
presentations



## Testimonial



**SAVENDOR**

*'As a young company CPHI North America was a fantastic way to meet with many of our partners and potential customers in a couple days. We left the event with dozens of new leads and a wide network of support service contacts to help my business grow. CPHI is a must-attend event'*

**Jack Stine, CEO and Founder,  
Savendor**

> **Connections Program**

# Connections Program

**The very successful buyer-led Connections Program returned for 2024!**

This powerful program helped to make high-quality connections between senior Pharma professionals and exhibitors, who match their requirements, by meeting face-to-face during the show. This program was well received, with exhibitors expressing that it was a great time-saving and effective initiative.

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**93**

Exhibitors participated in meetings



**181**

Meetings completed at the show



**\$10 million**

4 confirmed deals up to \$5M each



## Top exhibitors in the program

- Pfizer Centre One
- Daicel Life Sciences
- Actylis
- Chemspec-API
- Recipharm
- KD Pharma







Networking

# Incredible networking opportunities

## CPHI North America Gala

We experienced an unforgettable gala at The Franklin Institute, with a night of networking, great food, and delectable cocktails on the first day of our event.

A spectacular gala at The College of Physicians of Philadelphia is being planned for 2025, so don't miss your chance next to mingle in style!

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## Wednesday "Wine" Down

CPHI hosted a happy hour networking event immediately after the show floor closed on day 2 in the Grand Hall. Serving refreshing drinks, entertainment, and the chance to forge valuable connections.

**Secure your 2025 sponsorships for these opportunities!**



# Making a global impact

CPHI knows that small local actions can have a big global impact.

By reducing waste and embracing sustainability in our events, we're not only benefiting the environment but also creating a better experience for everyone involved.



## Our charity partner

*The Skills Initiative* has solidified its role as one of the highest-performing workforce intermediaries in the country, by building customized talent solutions that bridge the divide between unemployed Philadelphians seeking opportunity and employers seeking talent. This charity provides training models that harness the hiring power of our area's major employers with our local talent.

## Achieving sustainability goals

### CPHI North America's sustainability-focused actions:

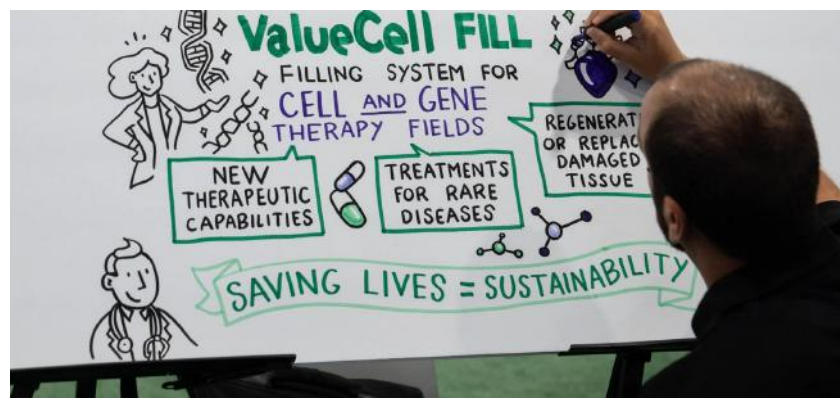
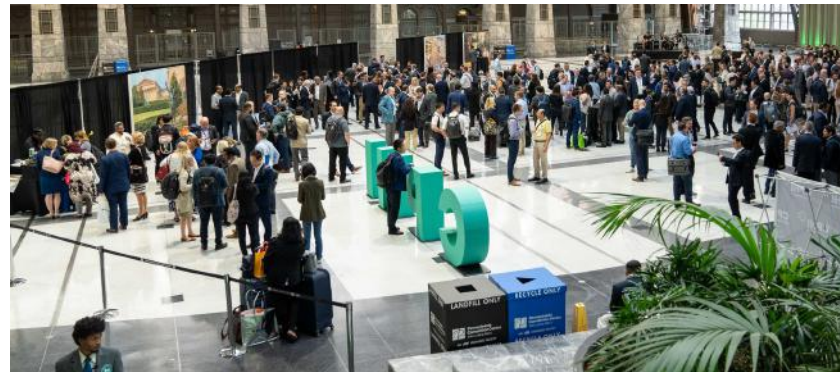
1. Provided local hotels to visitors that were all within walking distance to reduce extra travel throughout the city.
2. Engaged people in the dedicated sustainability area on the show floor where people shared their sustainability pledges.
3. The Growth & Development zone encourages people to think about their own development and encouraged career discussions.



CPHI North America 2024

# A recap of the 2024 show

Dive into our recap video to relive the show highlights.



# Thank you to our sponsors



Sustainability



Navigation



Golf Simulator



Sustainability Track



Gala



Manufacturing Track

## Honorable mentions:



Onsite Branding & Breakfast Session



Onsite Branding



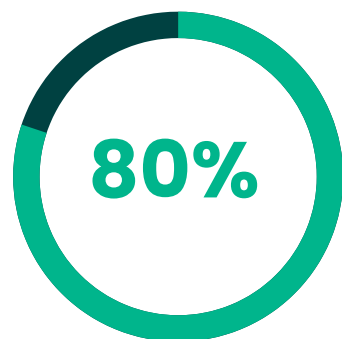
Breakfast Session

> Philadelphia

# The birthplace of American pharma

Philadelphia is the ultimate destination for hosting a pharma event, supported by over **300 pharmaceutical companies**, employing over **50,000 professionals**, and contributing to a staggering **\$10 billion in economic output**, making it a thriving hub for the industry.

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of U.S. Pharmaceutical and Biotech companies have a presence in the region



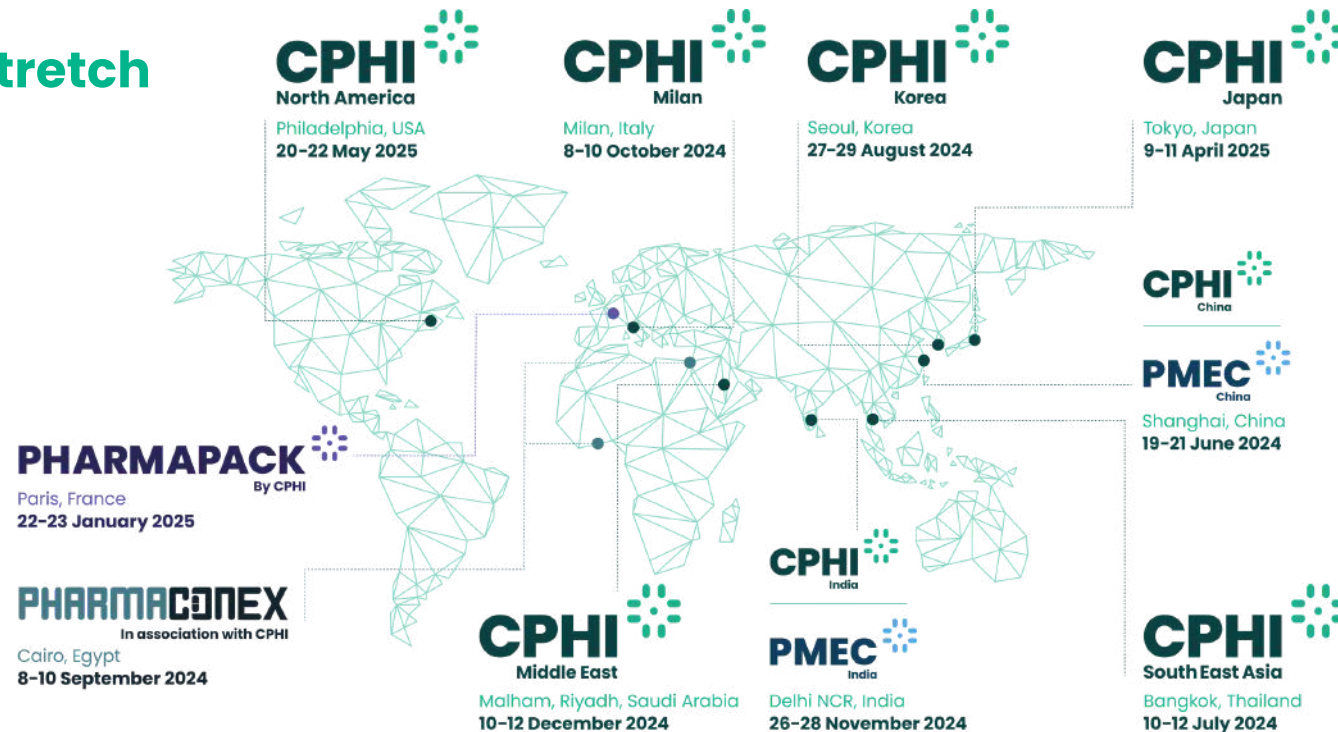
> Global Pharma Portfolio

# We reach qualified industry professionals via...

...alignment across a global pharma portfolio with 30+ years of experience

## Our CPHI events stretch across the globe

As part of Informa's Pharmaceutical business, CPHI is the leading global community for pharmaceutical professionals, hosting a portfolio of digital and in-person connection opportunities across the whole pharma supply chain on a scale like no other.



10

Events worldwide



500,000+

Community of pharma professionals globally



35

Years



365

Days a year Digital Solutions



CPHI North America 2025

**CPHI**  
North America

May 20–22, 2025  
Philadelphia, U.S.

See you next year  
at CPHI North  
America 2025

Book your booth for 2025 >

