



19 – 22 NOVEMBER 2024
MOSCOW, RUSSIA

Your Gateway to Russia's
Pharma Manufacturing Market

Post Show Report 2024

expopharmtech.com

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About Pharmtech & Ingredients

The 26th Pharmtech & Ingredients, held from 19–22 November 2024 at Crocus Expo, Moscow, was the largest edition in its history. Pharmtech & Ingredients is the leading event in Russia focused on the entire pharmaceutical manufacturing chain, bringing together top manufacturers, suppliers, and innovators in pharmaceuticals, ingredients, and packaging solutions

The event provided an unparalleled platform for businesses to showcase cutting-edge technologies, forge strategic partnerships, and access the expansive pharmaceutical markets of Russia and the CIS, driving growth and innovation across the industry.



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568 EXHIBITORS
13 EXHIBITING COUNTRIES

10,345
VISITORS



27
VISITING COUNTRIES

71
RUSSIAN REGIONS



88
SPEAKERS

69%
ATTENDEES ARE
DECISION MAKERS



Exhibitor Overview

568

EXHIBITORS

13

COUNTRIES



Visitor Overview

10,345

VISITORS

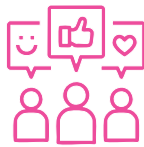
27

COUNTRIES

71

RUSSIAN
REGIONS

Exhibitor Success Highlights



Customer Engagement

80% of exhibitors successfully met or sold to their current customers, reinforcing existing relationships.



Brand Awareness

48% stated that they have increased their brand(s) or product(s) awareness.



Partnership Development

10% found distributors or expanded dealer networks, improving market reach.



Brand Strengthening

66% maintained or enhanced their company's image and brand presence within the market.



Product Launches

29% used the platform to launch a new product or service, showcasing innovation.



Market Entry

3% entered new markets, exploring fresh opportunities for growth.



Client Acquisition

62% found new clients, expanding their customer base and driving business growth.



Product Testing

24% tested the marketing of a new product, gaining valuable market insights.



Other Achievements

3% reported additional unique outcomes specific to their business objectives.

13 Exhibiting Countries, Including:



Belarus



China



Germany



Hungary



India



Iran



Italy



Russia



Turkey

Visitor Products of Interest

55%

Manufacturing and general equipment

42%

Laboratory equipment and reagents

39%

Packaging and packaging equipment

38%

Raw materials and ingredients for manufacturing medicines, BAS, or veterinary products

27%

Cleanrooms

25%

Equipment for biotechnology manufacturing

18%

Turnkey projects

15%

Contract manufacturing services

15%

Equipment and raw materials for cosmetics manufacturing

13%

IT services and products, software

12%

Warehouse and logistics

9%

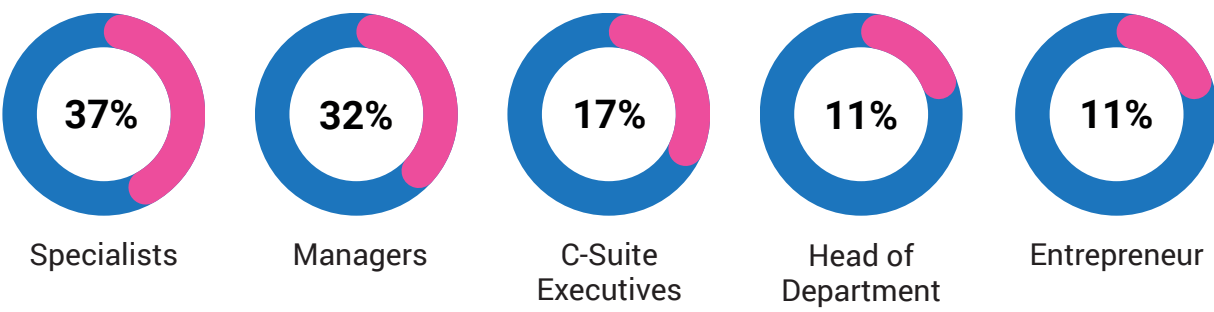
Recycle and waste management

2%

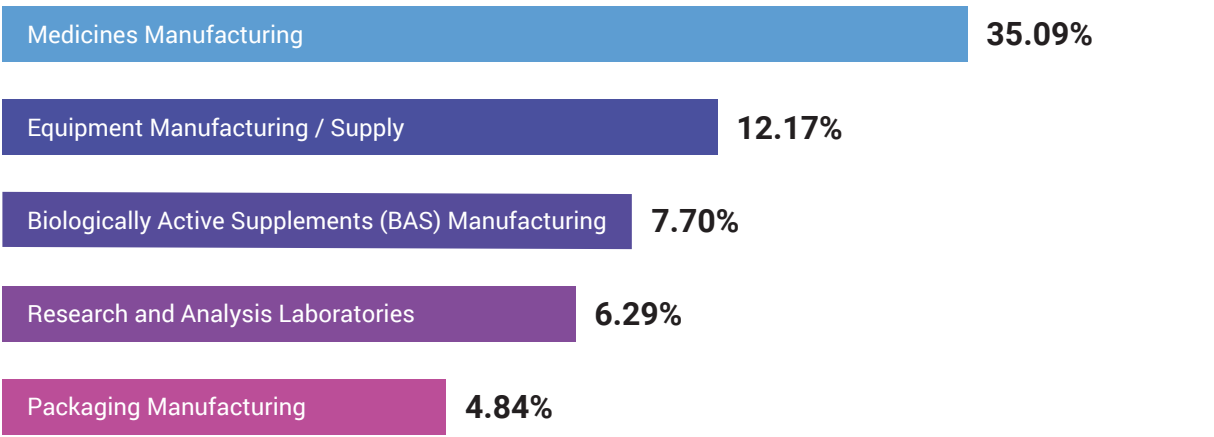
Other

Visitor Seniority Level

Pharmtech & Ingredients 2024 attracted a highly influential audience, with key decision-makers such as Directors, Heads of Departments, and C-Level leaders made up a significant share of attendees, solidifying the event's reputation as a strategic platform for industry leadership and decision-making.

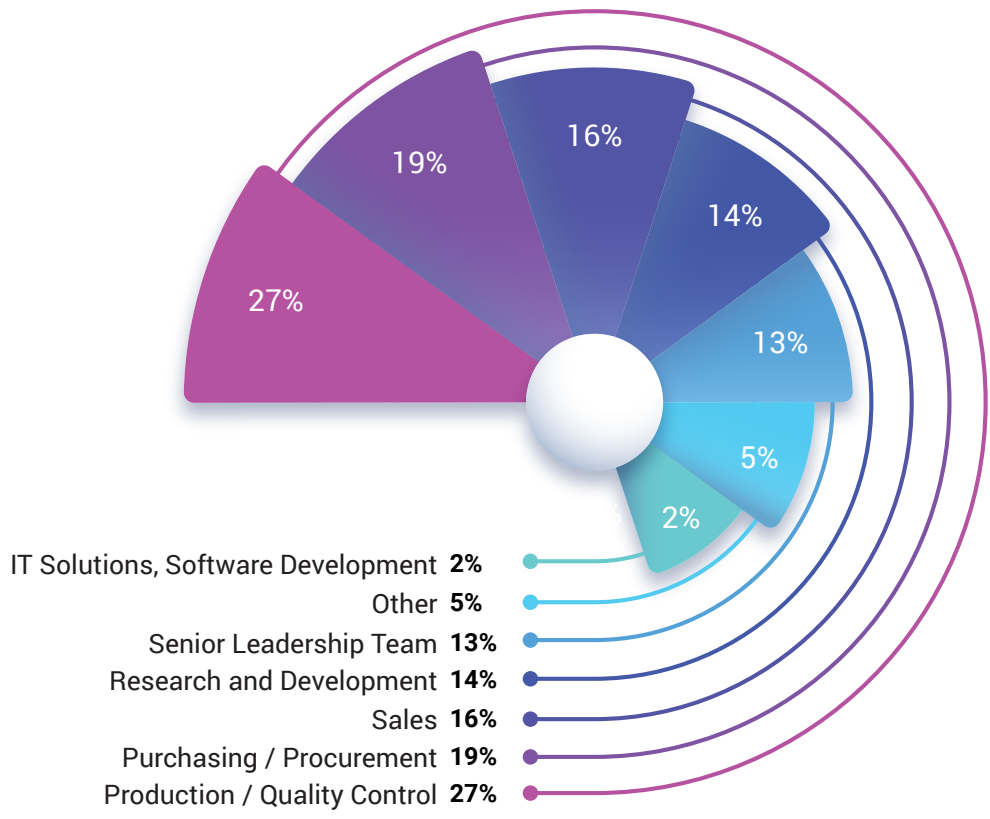


Top 5 Industries Represented by Visitors



Visitor Job Functions

The event showcased a diverse range of job functions, with 27% of visitors specializing in Production and Quality Control, reflecting the importance of operational excellence in pharmaceutical manufacturing. 19% were engaged in Purchasing and Procurement, highlighting active sourcing opportunities, while Sales, R&D, and Senior Leadership roles collectively underscored the event's role in driving innovation, partnerships, and commercial success.



Pharmtech

CONNECT

This year marked the launch of Pharmtech Connect, a groundbreaking community platform now embraced by the pharmaceutical manufacturing industry. It enables exhibitors and visitors to connect seamlessly and stay updated on products and market trends year-round. The impressive results highlight its success:

1,071 unique users utilised the Leadscanning feature.

15,648 badge scans were recorded during the event

899

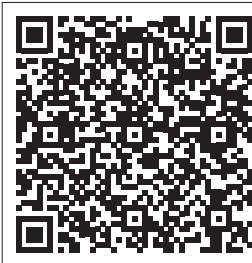
Exhibitors Employees
using Connect

377

from
companies actively engaged with
visitor badges

209

Exhibiting companies using
Connect



JOIN
CONNECT
TODAY



Leadscanning

New
Addition

The Pharmtech Connect app launched the “leadscanning” feature, allowing visitors and exhibitors to streamline networking by scanning barcodes on their badges. Users could also scan QR codes from company stands to view products. All connections are stores in the Pharmtech Connect account for up to a year, with options to export contracts.

“Easy access to your
event leads”

Matchmaking

New
Addition

Another new exciting feature on the connect app, was the” Matchmaking” service, which recommends participants and visitors to each other based on their product interests. Exhibitors are automatically matched with companies and professionals that meets their ideal client profile looking to maximise their networking opportunities at the event.



Conference Programme

Topics Covered:

- **Pharma of the Future:** AI, digital technologies, and production innovations in pharmaceuticals.
- **API Production:** Localisation, import independence, and market growth drivers.
- **Quality Innovations:** Presentations from GxP-PROFI 2024 competition finalists.
- **Pharmtechprom Forum:** Latest technologies, equipment, and packaging solutions.
- **Dietary Supplements Market:** Trends, e-commerce growth, and GMP certification.
- **Veterinary Products:** Domestic production growth and crisis resilience.
- **Technical Customer Role:** Best practices in designing and commissioning facilities.
- **Foreign Economic Activity:** Legal, tax, and customs challenges in the industry.

Events Features Highlights

1080
DELEGATES

88
SPEAKERS

14
CONFERENCE
SESSIONS

Pharmtech Tutor Project

A unique initiative connecting final-year students with career opportunities in the pharmaceutical industry. In 2024, 44 students from seven prestigious institutions participated, supported by 28 companies.



Pharmtech Awards Winners

Celebrating excellence across seven categories


Best Debut


Effective Product
Demonstration


Best Russian
Exposition


Vivid
International
Presentation


High
Professionalism


Most Active
Participant


Loyalty and
Constancy

Pharmtech & Ingredients 2024 Highlights



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Get Involved

For Questions Regarding
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