



25<sup>YEARS</sup> pharmtech  
& ingredients

PHARMTECH & INGREDIENTS —  
25<sup>TH</sup> INTERNATIONAL EXHIBITION  
OF EQUIPMENT, RAW MATERIALS  
AND TECHNOLOGIES FOR PHARMACEUTICAL  
PRODUCTION

21 – 24  
November  
2023

Crocus Expo,  
Moscow, Russia

POST SHOW  
REPORT

ABOUT EXHIBITION	3
EXHIBITORS	4
VISITORS	5
BUSINESS PROGRAMME	10
PHARMTECH TUTOR	11
AWARDS	12
OFFICIAL SUPPORT AND PARTNERS	13
END	14





## ABOUT EXHIBITION

**Pharmtech & Ingredients** — is the largest international exhibition in Russia and the EEC countries presenting equipment, raw materials and technologies for manufacturing pharmaceutical products, nutritional supplements, blood products and cosmetics.

**Pharmtech & Ingredients** provides companies — producers and suppliers a unique opportunity to present modern production and packaging equipment, laboratory equipment, projects and technological solutions for turnkey pharmaceutical manufacturing, for cleanrooms and for clinical trials conduction.

18,795<sub>m2</sub>  
exhibition area



## EXHIBITORS

### EXHIBITOR PROFILE

Russian and foreign manufacturers and suppliers of the following products / services:

- Equipment and technologies for pharmaceutical production
- Packaging equipment and materials
- Laboratory equipment and reagents
- Cleanrooms
- Turnkey projects/ Engineering
- Equipment for manufacturing APIs
- APIs, pharmaceutical substances, raw materials, ingredients and excipients
- Low tonnage chemistry
- Services and technologies for optimization of logistics processes
- IT products and services
- Recycle and waste management
- Contract services

**472**  
companies

from **14**  
countries





## AMONG EXHIBITORS

**Pharmtech:** IMA, Marchesini Group, Artlife Techno, Rolstech, Klimaoprema, Sinopharmtech, OMAG, Peter Binder, ECI PACKAGING LTD, Romaco Holding, AVRORA plant, Tofflon, Truking, FrymaKoruma, PADANA Cleanroom, Charles Ischi and others.

**Ingredients:** Capsugel | Lonza, Catrosa, IMCoPharma, Bright Way Group, BIOGRUND, REATORG, Rettenmaier, ACTICOMP, FarmVILAR, VIDYA RUS, Hetero and others.

**More than 200 newcomers:** OPM Biosciences (China), ETORCH (China), FROZER (Russia), AI Sedanah Jordan CO LLC (Jordan), UNOPEX (Turkey), VIKING Lab (Russia), Westlab (Belarus), ANUH PHARMA (India), GREEN CROSS EXPORT (India), KAMA (Russia), HLE GLASCOAT LIMITED (India), Cleantech (Russia), Membrane Solutions (United States) and many others.

**Indian pavilion and representative offices of the largest manufacturers from:** Italy, Germany, Belgium, China, Turkey, Switzerland, Spain and others.



## VISITORS STATISTICS

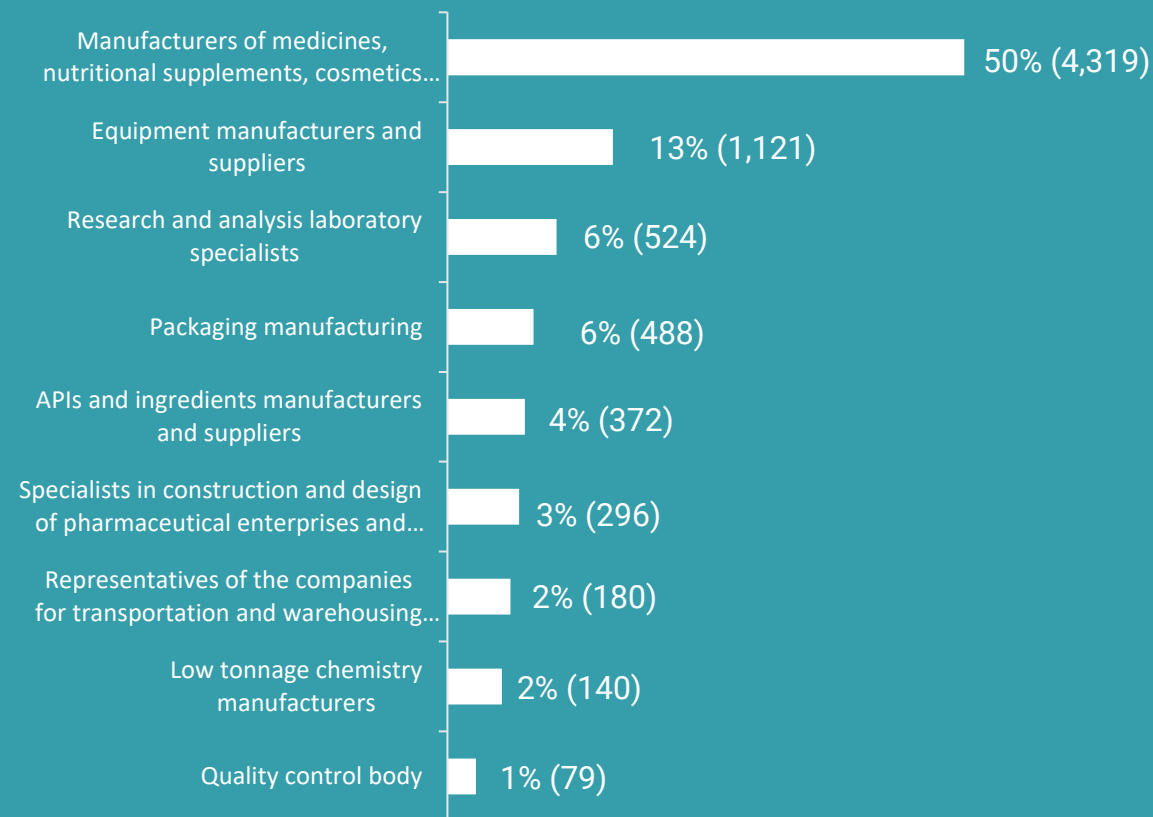
**10,011** (+25% vs LY)  
specialists

**64** (+5 regions)  
Russian regions

**38** (+12 countries)  
countries

The exhibition was attended by representatives of all EAEU Member States (Belarus, Armenia, Kyrgyzstan, Kazakhstan)

## VISITORS PROFILE



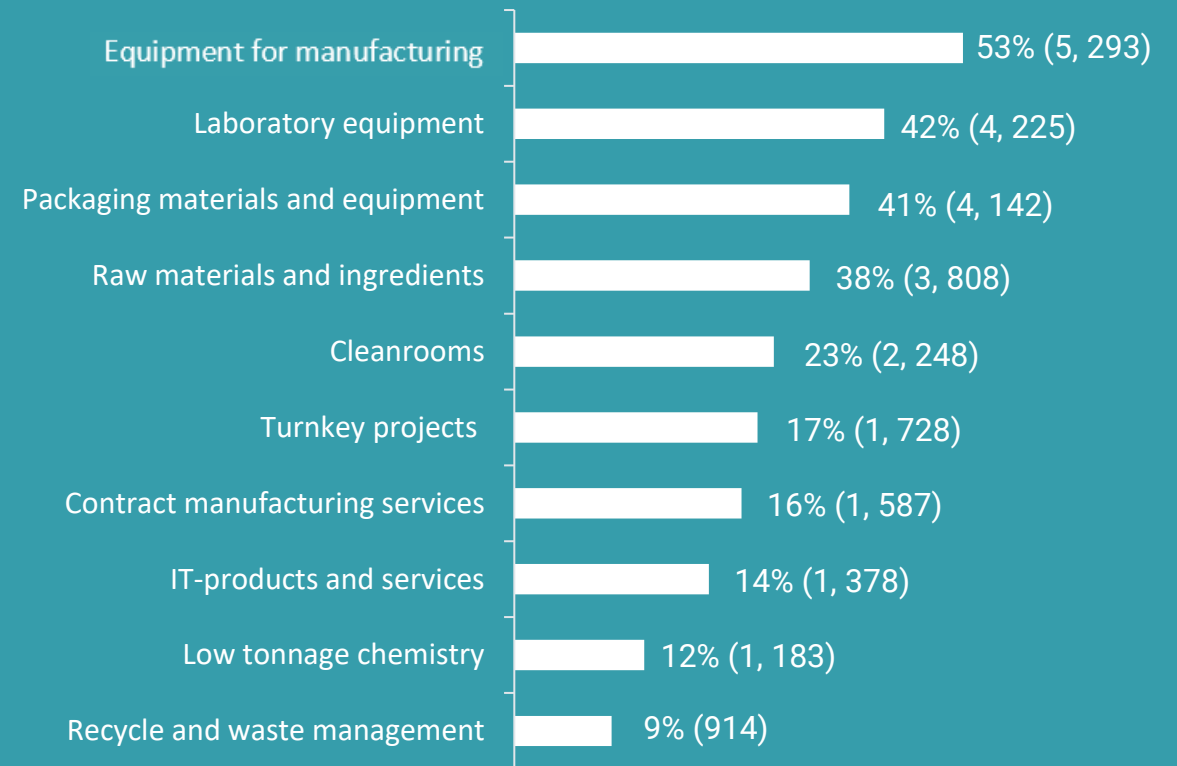
## BREAKDOWN OF VISITORS BY TYPE OF COMPANY COMPARED WITH 2022 AND 2019

	2023	2022	2019
	Number of visitors	Number of visitors	Number of visitors
Medicines manufacturing	3 031 (35%)	2 496 (36%)	2 370 (34%)
Biologically active supplements (BAS) manufacturing	691 (8%)	516 (7%)	391 (6%)
Research and analysis laboratory	524 (6%)	422 (6%)	382 (5%)
APIs and ingredients manufacturers and suppliers	372 (4%)	312 (5%)	283 (4%)
Cosmetics and grooming products manufacturing	331 (4%)	303 (4%)	298 (4%)
Veterinary products manufacturing	284 (3%)	251 (4%)	271 (4%)
Low tonnage chemistry manufacturers	140 (2%)	n/a	n/a
Quality control body	79 (1%)	61 (1%)	69 (1%)

## PRODUCTS OF INTEREST TO VISITORS

The majority of visitors at Pharmtech & Ingredients 2023 were interested in equipment for manufacturing medicines – 5,293 (53%), laboratory equipment – 4,225 (42%), packaging materials and equipment – 4,142 (41%) and raw materials and ingredients for pharmaceutical production – 3,808 (38%).

## THE NUMBER OF VISITORS INTERESTED IN CERTAIN TYPES OF PRODUCTS





## QUALITY OF VISITORS

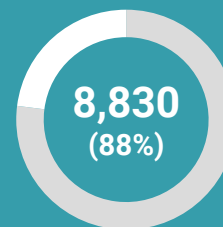
The number of visitors in the four days of exhibition totaled **10,011** professionals (vs. 7,982 in 2022) from **69** regions of Russia (vs. 64 in 2022) and **38** countries (vs. 26 in 2022), including representatives of all EAEU Member States (Belarus, Armenia, Kyrgyzstan, Kazakhstan). It is **25 %** up on the past year and a record-breaking figure in the history of the exhibition.

The total number of companies visiting the exhibition amounted to **6,236** enterprises, which is also 25 % more vs. 2022. New visitors accounted for 55 % of all visitors: **5,454** professionals did not visit Pharmtech & Ingredients a year before.

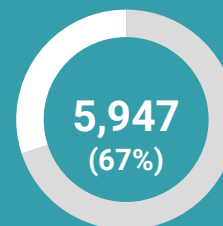
The qualitative composition of 2023 exposition visitors remained consistently high. The share of key visitors was 88 % or **8,830** professionals (vs. 88 % or 6,993 in 2022), with **4,174** (42 %) of the specialists visiting the exhibition in search for products and services for their business purposes (vs. 41 % in 2022). Decision-makers accounted for 67 % (vs. 68 % in 2022) and totaled **5,947** professionals. Over **2,460** visitors represented companies with procurement budgets from RUB 20 mln to more than RUB 50 mln.

### Among visitors:

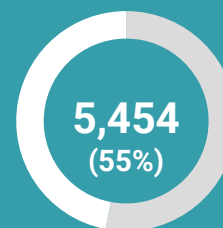
The exhibition was attended by representatives of the largest pharmaceutical manufacturers, including Stada, Sotex, Akrikhin, Biocad, Berlin Pharma, Biosintez, Biotech, Binnopharm Group, Valenta Pharm, Veropharm, Generium, Geropharm, Gedeon Richter-Rus, Canonpharma production, Scientific Production Association Microgen, Nanolek, Scientific Production Association Petrovax Pharm, Scientific and Technological Pharmaceutical Company Polysan, R-Pharm, Belmedpreparaty, SkopinFarm, Tathimpharm Preparations, Pharmasyntez-Nord, Pharmstandard, Evalar and many others..



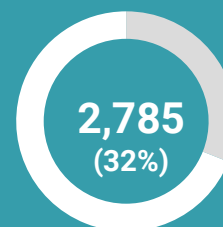
proportion of trade visitors



influence on purchasing decisions



new visitors



are the heads and their deputies

## BUSINESS PROGRAMME

**3** **14** **71** **1087** (+16% vs LY)  
days events speakers visitors

### KEY BUSINESS PROGRAMME EVENTS

- Plenary session: Regulatory system and innovations. How to ensure the development of the innovative potential of the Russian pharmaceutical industry
- Round Table: Full cycle of API production. Road map
- Presentation of innovative projects in the field of quality of the finalists of the "GxP-PROFI 2023" contest
- Round table: Mandatory labeling, import reduction, STM trend: the new reality of the dietary supplements market
- Round table: The Eastern vector in the technical support of pharmaceutical industries
- Pharmtechprom Forum: Technologies, equipment, auxiliary processes and products for pharmaceutical production
- Pharmtechprom Forum: Raw materials and pharmaceutical ingredients
- Pharmtechprom Forum: Packaging equipment and materials for pharmaceutical production

To take part in the events of the business programme, please contact: [pharmtech@ite.group](mailto:pharmtech@ite.group)





## PHARMTECH TUTOR

**Pharmtech Tutor** - is a unique project that seeks to demonstrate to last-year students the variety of options for their future careers in the pharmaceutical industry. The project has been bringing together higher educational institutions and the industry for more than 10 years now. Considering the great need for skilled personnel in pharmaceutical production today, the role of this project is difficult to overestimate.

**In 2023, the project involved over 40 students from:**

- I. M. Sechenov First Moscow State Medical University
- Mendeleev University of Chemical Technology of Russia
- Kazan State Medical University
- Yaroslavl State Medical University
- Yaroslavl State Technical University
- P. G. Demidov Yaroslavl State University
- Yaroslavl Industrial and Economic College
- Yaroslavl State Pedagogical University named after K. D. Ushinsky

**Pharmtech Tutor 2023 was supported by over 20 companies**, including PharmVILAR, Rettenmaier Rus, EAPACK, Capsugel | Lonza, Acticomp, SINGHANIA TABLETING, Elis Cleanroom, Academlab, PHARMTECH Group, Artlife Techno, BIOGRUND, Aurora Plant, Solid Pharma, FPT, ABC, REATORG, OPM Biosciences, ProcessTechEngineering, HLE GIASCOAT LIMITED, Standard Group of Companies, Al Sedanah Jordan.





## AWARDS

### PHARMTECH & INGREDIENTS 2023:

Pharmtech & Ingredients has been growing and developing together with the pharma industry players for 25 years now. The awarding ceremony of the exposition participants is an essential part of the event providing a pleasant opportunity to summarize the achievements and acknowledge the results.

In 2023, five companies won the following nominations:

- "Best Newcomer" – OPM Biosciences (China)
- "Best Russian Display" – KAMA and Pharmstandard (Russia)
- "The Best Use Of Technology" – BWT (Russia)
- "For High Level of Professionalism" – PECHATNYA. Printing solutions (Russia)
- "For Loyalty and Faithfulness" – Dia-M (Russia);

Individual awards on the occasion of the 25th anniversary of Pharmtech & Ingredients were given to 6 companies for their special contribution to the development of the exhibition:

- IMA SpA
- Marchesini Group S.p.A.
- ECI PACKAGIND LTD.
- Artlife Techno
- Erecton
- PHARMTECH GROUP OF COMPANIES



## OFFICIAL SUPPORT

Implementation of the strategy for the development of the pharmaceutical industry of the Russian Federation for the period up to 2030 (approved by the Decree of the Government of the Russian Federation of 7 June 2023, #1495-p) promotes the creation, introduction, and use of medicinal products; accelerates the scientific and technological development of the pharmaceutical industry in Russia; and expands the number of organizations that use cutting-edge technologies. It also improves the competitiveness of domestic producers of medicines, which is particularly important in the current market environment to ensure technological sovereignty.

Against all of this, Pharmtech & Ingredients has served as the industry platform, representing the leading domestic technical equipment, contributing to the introduction of modern technologies, the increase in competitiveness of the pharmaceutical industry, and the expansion of public private partnerships. The agenda allows industry professionals to discuss acute issues in the pharmaceutical industry and elaborate on necessary solutions

Deputy Minister of Industry and Trade of Russia,  
E.G. Priyezheva

### Официальная поддержка Official support

Министерство  
промышленности  
и торговли Российской  
Федерации

МИНПРОМТОРГ  
РОССИИ

Ministry of Industry  
and Trade of Russia

Ассоциация Российских  
фармацевтических  
производителей



Association of Russian  
Pharmaceutical Manufacturers

Ассоциация фармацевтических  
производителей Евразийского  
экономического союза



Association of pharmaceutical  
manufacturers of the Eurasian  
economic union

Союз Профессиональных  
Фармацевтических  
Организаций



Society of Professional  
Pharmaceutical Organisations

Ассоциация  
производителей лекарств  
Республики Армения



Association of Manufacturers  
of Pharmaceuticals  
of the Republic of Armenia

### Партнеры Partners



### Партнеры деловой программы Business programme partners



Генеральный  
информационный партнер  
General information partner



Отраслевой  
информационный партнер  
Industry information partner





PHARMTECH & INGREDIENTS —  
26<sup>TH</sup> INTERNATIONAL EXHIBITION  
OF EQUIPMENT, RAW MATERIALS  
AND TECHNOLOGIES FOR PHARMACEUTICAL  
PRODUCTION

19 – 22  
November  
2024

Crocus Expo,  
Moscow, Russia

**Tell: +7(495) 799-55-85**

E-mail: [pharmtech@ite.group](mailto:pharmtech@ite.group)

More about exhibition:

[pharmtech-expo.ru](http://pharmtech-expo.ru)

