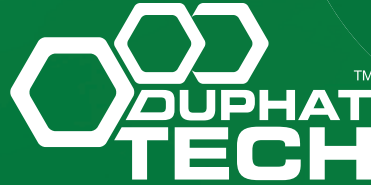


Under the patronage of His Highness Sheikh
Hamdan bin Rashid Al Maktoum
Deputy Ruler of Dubai, Minister of Finance and President of the Dubai Health Authority



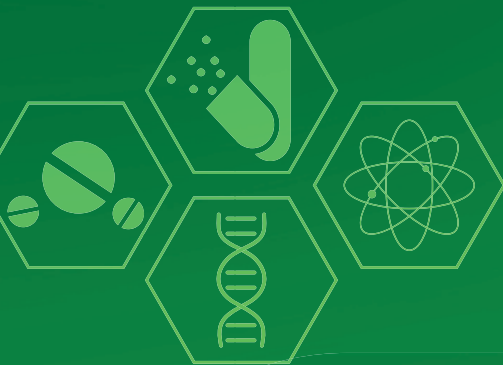
DUPHAT

DUBAI INTERNATIONAL PHARMACEUTICALS &
TECHNOLOGIES CONFERENCE & EXHIBITION



9 - 11 MARCH 2021

Dubai International Convention & Exhibition Centre, UAE



Organized by



duphat.ae

DUPHAT

Committed to Complete Solutions in Pharmaceuticals.



duphat.ae

DUPHAT was conceptualized to support the pharmaceutical industry of the local market. In the last 25 years, DUPHAT has become a brand that is recognized as the largest pharmaceutical event in Middle East and Africa.

The event has been an instrumental platform for all pharmaceutical stakeholders to launch new products, learn about new technologies and developments, acquire scientific knowledge, as well as a famous rich ground for networking. DUPHAT is marked in the calendars of every C-level Executive and pharmacists of the pharmaceutical industry.

DUPHAT exhibition spans the entire value chain of the industry from drugs manufacturing of medicine, OTC and retail products distribution within the pharmacy network. The growing population, the improvement of healthcare system together combined with the regional affluent lifestyle make the pharmaceutical segment a lucrative industry.

The recent developments in the region are reflected at DUPHAT and this is highlighted by focusing on both - the upstream and downstream segments of the entire pharma industry in Middle East and Africa.

DUPHAT SUPPORTERS



AMONG 2020 EXHIBITORS



Dubai, the **right place** to **meet** the **growing MEA pharmaceutical market**...

- The commitment of the governments in the region to develop the healthcare infrastructure is a key driver of growth within the healthcare market.
- The MENA Region's pharmaceutical and healthcare markets were forecasted USD 182.43 Billion in 2018 to reach up to USD 213.1 Billion by 2021.
- The UAE sector growth valued from USD 16.96 Billion in 2017 to USD 17.88 Billion in 2018, to reach up to USD 21.27 billion in 2021.
- MENA expenditure in the pharmaceutical market in 2018 was valued in USD 33.5 Billion with forecasted +3.5% y-o-y.
- The rapid population growth has a rising demand in medicine that indicates a long-term supply of medicines.
- With the region's high burden of lifestyle diseases, such as diabetes, cardiovascular diseases and cancer projects, long-term treatments continue to stimulate demand for generic and innovative pharma manufacturers.
- Cheaper and affordable medicine is being implemented and initiated by MENA governments, therefore, local and direct manufacturing production is highly encouraged in the region.



In line with the industry needs, DUPHAT is committed to providing complete solutions to the pharmaceutical industry by representing the entire pharma value chain in one place with its distinct focus areas:

- DUPHAT TECH brings in upstream and midstream manufacturers and suppliers from pharmaceutical ingredients, processing and packaging solutions, lab equipment and quality control to logistics and supply chain.
- DUPHAT showcases downstream activities from finished formulations of patented & generic drugs and DUPHAT OTC showcases the OTC medicines, nutraceuticals, dermocosmetics and other retail products sold through pharmacies.

Sources: DHA, Ministry of Finance, IQVIA, BMI

DUPHAT 2020 FACTS AND FIGURES



DUPHAT which started as a regional initiative has become a global one, which can be seen through the participation of attendees from all over the world. This is the only forum where we can meet distributors and pharmacists of attendees who are very critical to our healthcare system.

Mohamed Fawzy, Country Manager, Pfizer



As the market is expanding all over the world, participating in DUPHAT is a great opportunity for us. It has been a successful experience and has added a lot to us. We are conducting few activities like sampling, branding, skin test analysis, testing BMI etc. Just as our slogan, "Caring with passion", we really care for the customers and clients visiting us. Through DUPHAT we are able to spread this message even more...

Maya Majadalani, Medicina Pharmacy



DUPHAT brings the top 100 global brands of the Pharma Industry Together...



The size of the MEA over the counter drugs market is projected to reach USD 7.40 million by 2024.

DUPHAT Exhibition and DUPHAT OTC offers a vital channel to connect with all the pharmacists within the region for both drugs and OTC- Retail pharmacy products. DUPHAT strong distributors' network offers new opportunities to increase your market reach.

Who Should Exhibit?

Manufacturers and distributors of:

- Patented Pharmaceuticals
- Generic Pharmaceuticals
- Non-Prescribed medicines (i.e. Digestive Remedies, Cough, Cold, Flu relief, Allergy Remedies...)
- Nutrition (i.e. Herbal Supplements, Vitamins & Dietary Supplements, Wellbeing Products)
- Dermo-Cosmetic Products – skin care products
- Mother & Baby Products (i.e. breast-feeding essentials, pregnancy testers, milk formula...)
- Oral Healthcare (i.e. Breath Whitening, Orthodontic care, Tooth brush...)
- Hair Care
- Medical Devices (i.e. Blood pressure monitors, Glucose meters and test strips, Thermometers...)
- Wound Care (i.e first aid products, bandages...)
- Smoking Cessation Aids (i.e gum, patches, lozenges)
- Toiletries (i.e. Hair & Nails Accessories...)
- Sleep Aids
- Consultancy Services
- Pharmacy Equipment & Furniture for Pharmacy
- Software Products & Data Management

Why Exhibit?

- Engage & influence pharmacists who sell your products (Drugs + OTC.)
- Develop your business and strengthen your brand visibility
- Seize the opportunity to meet with new & potential customers directly
- Develop your distribution network across the entire region
- Strengthen Relationships and Credibility with your clients
- Pre-book appointments with potential buyers and key decision makers of the pharmaceutical industry

The Exhibitors' evaluation of their experience during DUPHAT

89% Validated DUPHAT as their best platform to launch new products

88% Successfully strengthened their brand awareness

78% Generated new leads

77% Entered new markets

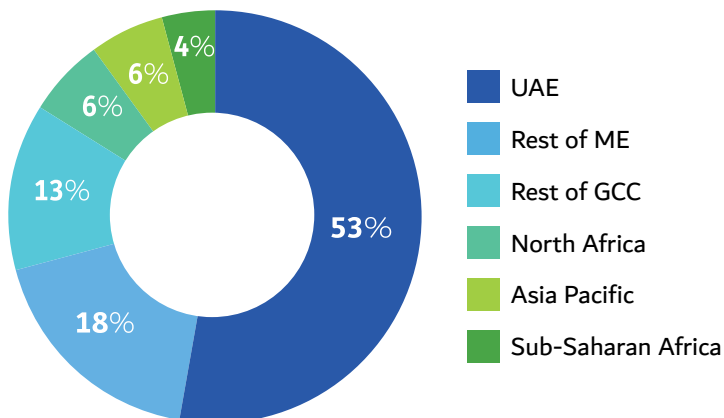
72% Met their existing customers



Who will Visit?

- | | | |
|---|---|---|
| <ul style="list-style-type: none"> ■ Pharmacies ■ Chief Pharmacists ■ Pharmacy Chains ■ Hospitals ■ Independent Pharmacies | } | Owners, Managers, Chief Pharmacists |
| <ul style="list-style-type: none"> ● Government / Regulatory Authorities ● Healthcare ● Allied Health Care ● Universities | } | Heads of Pharmaceutical Services & Regulatory)
Physicians / GP, Family Medicine Practitioners)
Paramedics, Nurses
Professors, Students |

Visitors by Countries



DUPHAT is a perfect platform for us to meet new manufacturers, pharmacists and end users of our products face to face as well as establish new partnership and expand our business. We are also able to meet new suppliers from near and far countries; in fact, we met a supplier coming all the way from Canada who were looking forward to establish their partnership with a new distribution agreement. This is what we look forward to every year and the main reason for our participation for DUPHAT.

Mukund Kumar, Sales Manager, **Gulf Drug**



DUPHAT 2020 Attendees:

- Distributors of:
 - Pharmaceuticals – Patented and Genetics **54%**
 - Nutraceuticals and Supplements **47%**
 - OTC Medicines **45%**
- Pharmacies: **39%**
- Other OTC Products **37%**
- Health Authorities (government) **15%**
- Wholesalers **12%**



As regular exhibitors, we think is an amazing platform for us to showcase what we are doing, to meet existing and new business partners as well as with the stakeholders in the pharmaceutical industry. UAE is a very sophisticated market for regional standards. There are a lot of innovations coming up here both in terms of healthcare as well as technological advancements in the healthcare industry. For us, this is a very good platform and our home market but we also wish to expand to the rest of the GCC markets.

Stephan Stauffer, General Manager, **Arabian Ethicals**



The Middle East and Africa is a promising market to invest in pharma manufacturers. There is a strong preference in the region to reduce imports and increase domestic production in both generics & branded drugs, thus making it a lucrative market for pharmaceutical companies.

The governments' commitments in accelerating the healthcare infrastructure is a current priority introduced to encourage the drug makers. Therefore, the region is forecasted to show high growth in direct production and DUPHAT TECH is supporting this increasing demand for local manufacturing in the region.

Who Should Exhibit?

Manufacturers and distributors of:

Pharma Manufacturing and Processing

- Capsule equipment
- Polishing and Sorting equipment
- Tablet pressers
- Capsule and tablet printers and coaters
- Blowers, boilers and heat exchangers
- Homogenizers
- Machines for Inspection and detection
- Sifters, Mixers, Dedusters, Pulverizers and Cone Milling Machines

Packaging Machinery

- Blister packaging machines
- Bottling and filling machines
- Capping Machines
- Corrugated Boxing
- Sealing & Packing
- Labeling equipment

Pharmaceutical Ingredients

- Active Ingredients
- Fine and Specialty Chemicals
- Excipients

Packaging Material providers

Pharmaceutical Logistics and Supply Chain

Contract Manufacturers

Pharma Laboratory Equipment

Clean Room

Software and IT

AI & Robotics

Medicine Dispensing Machines

Why Exhibit?

- Showcase your products and services to drug and generic companies manufacturing in the region.
- Meet with regional distributors to carry your products across the entire region
- Develop your business in a fast-growing market
- Seize the opportunity to meet with brands recently manufacturing in the region.
- Get an exclusive pre-arranged connection with the manufacturers' decision makers and buyers through the Pharma Business Hub



It is our first time participating in DUPHAT Tech. Overall it was a good experience and so far, met our expectations. We are into Clean Room systems and have few clients in the market already and we wanted to have more awareness in our services and we think the event helped us on that.

Mario Strati, Sales Manager and
Igor Perazzo, Project Manager, **Delta 2000 Srl**, Italy



Good Platform for networking with pharma suppliers. We shall be back next year as well.

Yahya Yakub, Purchasing Coordinator,
Aghakan University Hospital, Kenya



Who will Visit?

- Manufacturers/Brands of Drugs
- Manufacturers/Plants of Generics
- Contract Manufacturers
- Distributors of:
Manufacturing Machinery
Packaging Machinery
Packaging
APIs

CEOs, Directors, Purchasing and facilities, Plant Managers, Managers of Production and Regulatory Affairs, Quality control, Information Technology, Marketing and Business Development Executives.



We have a good experience with DUPHAT and DUPHAT Tech this year. We can see that there is a good demand in our products of Active Ingredients and Disinfectants that we showcased. In fact, we were able to close 2 deals onsite and very happy about it. We will explore more on the potential for Middle East and African region through this event.

**Surabhi Agrawal, Manager Digital Marketing,
Dishman Group, India**



Fruitful discussions with Decision makers were highly beneficial.

**Amresh Kumar,
Themis Medicare Limited, India**



Survey results show what visitors are looking forward to meet in the upcoming edition.

47% Packaging materials

44% Contract manufacturer / OEM

42% Processing machinery

41% Packaging machinery

36% Lab equipment and quality control machines

29% Software and IT

28% Chemicals, APIs and Excipients

23% Logistics and Supply Chain

The visitors' evaluation of their experience with DUPHAT.

87% Validated DUPHAT as the best platform to source new and innovative products

81% Met with supplier's decision makers directly

79% Discovered new products

76% Evaluated in finalizing the purchase shortly after the event

66% Met with existing partners



We are dedicated to the manufacturing of inspection machines in order to ensure the quality of the product during the primary and secondary packaging. In pharmaceutical manufacturing, the guidelines are getting stricter so that's why we have to respond to the demands of the market. The GCC countries are getting more important and they are aware about the demand of being independent from import which is why we are targeting this market as well. We have a lot of customers and enquiries in this market and that's the reason why we are presenting our machine here.

Samuel Razzak, Heuft System Technik, Germany



PHARMA BUSINESS HUB

An **exclusive “Hosted Buyers Program”** to secure your **ROI**

The Pharma Business Hub is a special program launched by DUPHAT that allows exhibitors to pre-arrange one-to-one meetings with key decision-makers of the Pharma industry.

The program identifies and invites high potential purchasing executives of leading companies to meet with you through a match-making platform. The pre-arranged meetings with buyers will give you an opportunity to prepare your agenda in advance.

The **Pharma Business Hub** succeeded in hosting **1,106** pre-arranged **meetings** from buyers of **14** countries.

Your benefits from the Pharma Business Hub

- Exclusive access to handpicked top industry buyers
- Pre- arranged meetings with selected buyers of your choice
- Increase in ROI and secured agenda in advance
- Direct connection with decision makers with validated purchasing power



It was amazing being a part of business hub and meeting new business opportunities.

Samar Khraim, Jerash Pharma,
Research and Development,
Jordan



We have good number of interested companies in the UAE that we met. We also met potential buyers from Egypt, Saudi, Oman, India, Kenya and Nigeria. The B2B Pharma Business Hub and DUPHAT OTC was a good experience. Now, we just need to follow up with the potential partners after the event.

Iris Han, Manager of International Distribution Partners-Asia, Jeil Medix,
South Korea

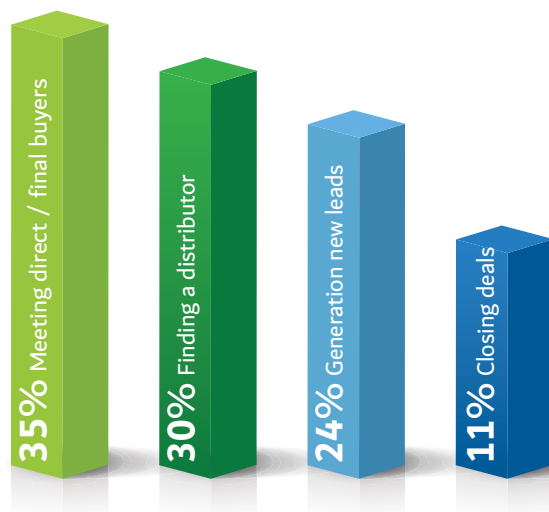


Buyers are considering coming back



Exhibitors considered the Pharma Business Hub added value to their participation

Exhibitors Satisfaction level



We were very pleased with the arrangements at DUPHAT, the B2B meeting program was excellent, the duration and location was perfect.

Ahmed El-Sherbini, Trans Peninsula LLC, Oman



DUPHAT CONFERENCES

An **Educational platform** addressed by **Internationally Acclaimed Experts** of the industry

The 3-day premier pharma event that features a number of key scientific sessions, workshops and highly specialized sessions which focuses on presenting the most up-to-date knowledge and advances in the drug manufacturing industry while also highlighting the latest policies and regulations governing the administration and efficacy of drugs in the region. The event also provides an opportunity to learn and share ideas that will enhance the future of the region's pharmaceutical and healthcare industry.

A special conference for "Regulatory & Manufacturing of the Pharma Sector Value Supply Chain" will be held to address new trends and developments in the Manufacturing and packaging segment

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Contact :
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6 track Conferences to cover :

- Regulatory & Manufacturing
- Management & Continuity of Pharmaceutical Care
Biopharmaceutical Perspectives & Challenges
- Pharmacoepidemiology Perspectives
- Pharmaceutical Innovation
- Patient Care and Governance
- Leadership & Critical Roles for Pharmacists



Delegates rated the Conference
Tracks to be Excellent and
exceeded expectations!



Rated the speakers as
Exceptional!



DUPHAT as a conference is a wonderful opportunity to interact with people from all over the world. In terms of being able to share knowledge and experience from different countries, particularly about the practices of pharmacy and the development of pharmaceuticals is incredible

Prof. Stuart Haines, Speaker, USA



I was lucky enough to participate in DUPHAT this year. It was such a wonderful experience in many aspects such as being able to present and gain experience from that, meeting new. Duphat is the perfect event to learn and gain a lot from. The experience I gained is going to help me later on in life. I hope I can participate in it again next year!

Isra Ali, Al Ain University



DUPHAT 2020 gave us this great opportunity to exchange valuable thoughts with the eminent participants. Our students also had a great chance to present their research work, earned experience through the conference, and won many excellence awards. DUPHAT has excellent reputation in the region and worldwide. Keep your great efforts up to continue the same success in the coming years.

Dr. Hanan S. Anbar, Assistant Professor of Pharmacology and Toxicology, Dubai Pharmacy College for Girls



SAVE THE DATES!

09 - 11 MARCH 2021

Exhibiting and Sponsorship Enquiries
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