



www.pharmed-expo.com

CAMBODIA
PHARMED 2018

POST SHOW REPORT



THE 4TH INTERNATIONAL EXHIBITION ON PHARMACEUTICAL AND MEDICAL INDUSTRY

5 - 7 SEPTEMBER 2018

**PHNOM PENH,
CAMBODIA**

Organizer



Supporters



EXHIBITION SUMMARY

EXHIBITION FLOOR SPACE: 2,000M²

NUMBER OF EXHIBITORS: 50

EXHIBITING COUNTRIES: 9



90%

OF EXHIBITORS SATISFIED QUALITY OF VISITORS

86%

OF EXHIBITORS WOULD RECOMMEND EXHIBITION TO THEIR COLLEAGUES

CAMBODIA PHAR-MED EXPO 2018 brought together 50 leading global suppliers from 9 countries presenting the latest medical technology innovation and the most cutting-edge manufacturing technologies



EVENT GLIMPSE



OPENING CEREMONY

With the presence of Delegates from GOVERNMENT & ASSOCIATIONS, the attending of distinguished guests in the region's healthcare infrastructure, The Opening Ceremony of Cambodia Phar-Med 2018 had ended successfully and created a warm atmosphere that saved many precious moments.

CAMBODIA PHAR-MED 2018 PEAKED AGAIN THIS YEAR IN WHAT WAS A GREAT EVENT FOR THE PHARMACEUTICAL AND MEDICAL TECHNOLOGY INDUSTRY

With the showcase of over 1,000 new Product, Technology, Innovation

BOOTH ACTIVITIES

As Cambodia Phar-Med continues to increase the number of exhibitors and develop new country pavilions, its local and international visitor grows, bringing together a wealth of knowledge and experience from across the globe - establishing the event as the largest business platform in Cambodia for region healthcare community.



SEMINAR PROGRAM

EXCHANGING INFORMATION FROM INTERNATIONAL DELEGATES



VISITOR SUMMARY

40% DEALERS & DISTRIBUTORS

25% HOSPITALS

10% DOCTORS

10% MANUFACTURERS

10% POPULARITY INCREASE

1,250 VISITORS FOR 3 DAYS EVENT

DEALERS & DISTRIBUTORS

Coming in from across the region to source the latest products and equipment, dealers & distributors made up 40% of Cambodia Phar-Med visitors. To speed up the process of connecting dealers and distributors with manufacturers, we provide Business Matching Program. This is a platform where dealers & distributors can set up meeting with exhibitors directly onsite during the exhibition.



HOSPITALS & CLINICS

Key leaders and executive representatives from leading hospitals and clinics from around the region gathered at Cambodia Phar-Med to source the latest equipment for their facilities.

Royal Angkor International Hospital

International Chiropractic Clinic

Medical Analysis Laboratory

Institute Pasteur du Cambodge

91% Visitors intend to visit next edition

92% Visitors were successful in establishing new contacts and relations for future

CONFERENCES & DELEGATES

Alongside the exhibition, Ministry of Health of Cambodia hosted the exclusive conference for healthcare professionals, creating a chance to get over view of Medical & Health Care Sector Development in Cambodia and more.

Cambodian health sector challenges & Opportunities (Performance, Future plan)

DR. YANG DARAVUTH
DEPUTY DIRECTOR, DEPARTMENT OF DRUGS AND FOOD

Strengthening laboratory biosafety and biosecurity through legislation

DR. SAU SOKUNNA
DEPUTY DIRECTOR OF DEPARTMENT OF HOSPITAL SERVICES AND DIRECTOR OF NATIONAL BIOSAFETY COMMITTEE



DELEGATE FEEDBACK

91%

of delegates rated their overall conference experience as good or excellent

92%

of delegates rated the quality of speakers as good or excellent

Investment Laws & Practical Considerations to invest in Cambodia's Medical & Health Care Sectors. Pharmaceutical Product, Medical Equipment & Devices, Cosmetics Registration Process with Cambodia FDA

MS. NOV PHALLA
DEPUTY DIRECTOR, DEPARTMENT OF DRUGS AND FOOD

Network of Hospitals, Laborites' system, Clinic in Cambodia

DR. SOK SRUN
DIRECTOR OF DEPARTMENT OF HOSPITAL SERVICES



VOICE FROM EXHIBITORS



INCONTECH (SINGAPORE)

I think the exhibition is nicely done very professional and we are happy in Cambodia. In this event we are successful in finding right distributors. Therefore we definitely join Cambodia Pharm-med next year

ESCO MICRO (SINGAPORE)

Many people who love medical and lab equipment come to us so the result is quite good. This is our first time here and we are quite satisfied with this event so we hope to get more from next year



ICON PHARM (USA)

Good venue and the organizer support is very great. A lot of distributors come to us and we hope our business could go further in the future



KUANG HSIEN MEDICAL INSTRUMENT CO., LTD (CAMBODIA)

We participate in this event every year and the service here is good. We are a long-stated local company and just recent years ago we've decided to expand our business by joining in Exhibition. We're looking for clinic operators and students from the University