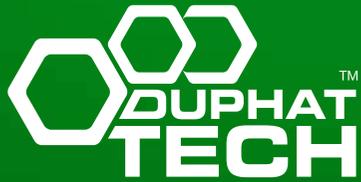




DUPHAT

DUBAI INTERNATIONAL PHARMACEUTICAL
& TECHNOLOGY CONFERENCE & EXHIBITION



09-11 JANUARY 2024

Dubai World Trade Centre, UAE



“Committed to Complete Solutions in Pharmaceuticals”

duphat.ae



Dr. Ali Al Sayed Hussain

Chairman - DUPHAT

Pharmacy is an evolving science and pharmacists have always ensured to meet the challenges and expectations of patients even in diverse and dramatic circumstances. Therefore, it is essential that we re-align, re-engineer and re-invent continuously. Continuing professional development is a vital determinant in these objectives and helps implement a progressive and sustained approach in the upgradation of the profession.

DUPHAT conferences from its nascent beginning in 1995 has become an internationally recognized pharmaceutical conference all over the world. Professionals, academicians and experts have contributed significantly to DUPHAT's stature and presence in the global scenario. International organizations ASHP, EUFEPS, ESCP, SHPA, ISPE, ESOP, IATDMCT, ACPE among others have been patronizing the conference all these years to ensure greater collaboration and cooperation. The constant support of Dubai Health Authority has helped DUPHAT emerge as the premier conference in the region. As in previous editions DUPHAT 2024 shall feature prominent speakers from USA, Canada, Europe, Australia and the Middle East region.

They shall present their latest perspectives on pharmaceutical science in an intensive 3 day program with a wide variety of topics that includes medicine safety, quality use of medicines, drug counterfeiting, personalized management of pain, pharmacy based vaccination, impacts of healthcare inefficiency, credentialing and privileging, optimizing patient care, pharmacoepidemiology with real world evidence and life cycle of drug development, access to medicines, role of pharmacist in deep phenotyping, challenges in oral chemotherapy apart from many other topics of importance.

DUPHAT 2024 shall feature an exclusive session of lectures as well as workshop by ASHP our premier patronizing organization. There are many interesting workshops included along with parallel presentations from the regional pharmacy organizations as well as universities. In addition there will be pharmacy student, school student and professional faculty presenting posters. The Pharmacy as well as School students will compete for the awards.

DUPHAT will also showcase the latest pharmaceutical technologies with innovative and interactive platforms involving AI and CGI. DUPHAT envisages to be the most ideal platform for pharmacists, industry professionals, marketing professionals, academicians, researchers, scientists, students as well as associated healthcare professionals to interact and share their knowledge and expertise.

I look forward to inviting you to DUPHAT 2024.

DUPHAT IS THE GATEWAY TO THE MIDDLE EAST & AFRICA'S PHARMACEUTICAL INDUSTRY

Research shows that pharmaceutical companies are increasingly looking at the United Arab Emirates as a "Regional Hub" for managing regional commercial operations, and localizing several functions across the region.

Pharmaceutical expenditure in the UAE is expected to reach at AED 20.6+ Bn (\$5.60+Bn) in 2027 projecting +82.3% growth from 2018, thanks to the driving elements of growth in the industry's sector; adoption of innovation, improved disease awareness, treatment of lifestyle diseases and comprehensive health insurance.

Drug distribution offers a key role for international trade in the country in which it serves as a Logistics Hub for international companies that accounts to 80% of dedicated regional hub shipped to up to 41 countries reached by some these distribution hubs since 2018.

Although, it is estimated that it is still about 80% of the pharmaceutical products are being imported, there has been a heavy investment to boost the local producing to offer cheaper medicines and sustainability of steady supply. As of 2021, there were more than 2,500 medicines were produced locally and steadily increasing based on the positive demand and consistent population growth. It is planned to grow the export market to up about \$300 Mn by 2025, showing 15% increase from 2021.

Sources: MOHAP, BMI Report



"Every year we have been attending DUPHAT. As one of the largest pharmaceutical manufacturing companies in the Middle East and the first pharmaceutical company in the UAE, it is very important for us to be with the event and be among with the manufacturers, the distributors and among all new latest technologies available in the industry".

MR. MOHAMED SIAM
Country Director
JULPHAR
UAE

"The organisation of DUPHAT always has been top quality and we have been very happy with the number of visitors that we had in our stand. There has been a growing interest with the growing number of exhibitors also that has taken part in this very popular annual event DUPHAT".

MR. MUKUND KUMAR
Sales Manager
Gulfdrug
UAE

"We specialise in Food Supplements and Dermo cosmetic products. Honestly, we had less expectation when participate but we got lots of potential customers that is why we are very thrilled to be here and look forward to be here again next year".

MR. ALP ESEN
Sales and Marketing Manager
Hex Hec
Turkey

3 DAY EXCLUSIVE GATHERING OF PHARMACEUTICAL INDUSTRY UNDER ONE ROOF AT DUPHAT



36,591
Square Meters



1,147
Brand and Exhibiting
Companies



26,400
Total number of visits



58 CME
Points Provided



5 main Conferences
Running in Parallel



140
Speakers



112
Scientific Lectures



330 Scientific
Presented Posters



Top Countries Visiting DUPHAT



UAE



Saudi Arabia



Egypt



Kuwait



Oman



Bahrain



Iraq



Jordan



Iran



India

90%

Sponsors and exhibitors
satisfied & will return
in 2024 coming back in
2024

82%

of Exhibitors and
Sponsors validated
DUPHAT as the best
platform to showcase
new products

80%

of Suppliers claimed
to have successfully
strengthened their
brands' awareness

70%

of Participants
have purchasing
responsibility within
their organization



Featured Exhibitors



Visitors Profile

- Drug and Generics Manufacturers
- Nutraceutical Manufacturers
- Contract Manufacturers
- Distributors of
 - o Pharma Machinery
 - o Packaging Products and Solutions
 - o APIs and Raw Materials
 - o Lab Equipment

C-Level, Directors, Procurement and Purchasing Managers, Facilities and Plant managers, Managers of Production and Regulatory Affairs, Information Technology, Marketing and Business Development Professionals

Showcase your Products and Solutions:

- IT, Software Products & Data Management
- Raw Materials:
 - o Chemicals and APIs
 - o Excipients
- Pharma Processing Equipment
- Packaging Machinery
- Packaging Materials
- Drug Delivery Solutions
- Pharma Laboratory Equipment and Quality Control
- Clean room systems
- Contract Manufacturing/CMO/OEM
- Logistics and Supply Chain

"We are doing CRM applications, distributor management applications, AI based forecasting applications for pharmaceutical companies.

The event is flowless, perfect operations and very well organized. The facilities are incredible. Overall, we are very stratified on the turnout; a high-quality exhibition".

EMRE KABAS
Managing Partner
Idesse
Turkey

"We are a Turkish manufacturing company. We are in the market for almost 23 years and the one of the fastest growing companies in Turkish market and dominating the hospital market. The event is very well organized and the good thing about DUPHAT is 100% dedicated to pharmaceutical sector. We are already considering in coming to DUPHAT with a bigger booth next year".

ERKUT BURMA
Export Manager
VEM Ilac
Turkey

MEET AND DEVELOP A SALES NETWORK WITH LEADING PHARMACEUTICAL, NUTRITIONAL AND HEALTHCARE DISTRIBUTORS, PHARMACY PROCUREMENT, AND INFLUENTIAL PHARMACISTS IN THE REGION

DUPHAT OTC

77% Generated New Sales Leads

75% Entered New Markets

70% Renewed Client Relationship

EXHIBITOR PROFILE:

Finished Formulations:

- Generic Pharmaceuticals
- Non-Prescribed medicines:
 - Digestive Remedies
 - Cough, Cold, Flu Remedies
 - Allergy Remedies
- Nutrition/Supplements:
 - Vitamins
 - Herbal and Dietary Supplements
 - Wellbeing Products

Other OTC products:

- Hygiene and Personal Care
- Dermo-cosmetics and Skin Care
- Oral Healthcare
- Hair, Eye, Wound Care
- Mother and Baby Products
- Medical Devices
- Pharmacy Equipment



" We have been joining DUPHAT for more than a decade and since the beginning and we are pleased to be here in this environment and meet with different pharma companies, region's pharmacists, the authorities, so it is a key event for us to make different collaborations and sharing and networking as well as reaching our key stakeholder groups which are the pharmacists for sure".

DR. GIZEM AKALIN

Vice President and General Manager

GSK Gulf
UAE

" We specialized in developing microbiome modulating solution based mostly on bacteria, yeast enzymes combined synergistically to address different type of health issues. We were very pleased with the number of visitors who are really interested in our portfolio, in our innovative products. Also, quite a number of distributors have also expressed interest to carry our products in the region and in different countries which is interesting. That is why it is efficient to come here and get to meet our colleagues in the industry in one place".

GERALD DARD

Managing Director

AB Biotek Human Nutrition and Health
UK

PREARRANGE B2B QUALIFIED MEETINGS WITH THE TOP EXECUTIVES AT DUPHAT



The **Pharma Business Hub** is an exclusive program for exhibitors and sponsors to pre-arrange meetings and discuss business with handpicked buyers of the industry.

Our dedicated team of experts starts from identifying and qualifying buyers based on matching products and services portfolio. With the help of the Easy-to-Use Matchmaking

Platform, the exhibitors will be assisted to secure and plan their meeting agenda with the buyers in advanced.



Pre - arranged
More than **1,000**
meetings in 2023



Direct Engagement
with **Decision
Makers** and
Purchasing
Top Executives



**Free access for
Exhibitors**



Increase ROI
and secure
meeting Agenda
in advance

91%

of Participants rated
Quality meetings added
Values to their business

90%

of Hosted Buyers are
considering to come
back for next edition

90%

of Exhibitors participated
in the program are
recommending to
colleagues in the
industry



**5 Conferences
Tracks run in
parallel**



**112 Plenary
Sessions by
International
Speakers**



**4 Regional
Conference
Sessions**



15 Workshops

Engage & learn from thought leaders in the rapidly changing pharmaceutical sector on a global and regional scale.

The **7,500** pharmacists who attend the DUPHAT conference each year get together to share medical knowledge through workshops and a carefully planned conference schedule.

The conference topics center on current pharma trends, innovations to address medical problems, and the future of healthcare. Professionals from around the world are invited to exchange information and talk about best practices in pharmacy.



92%

Satisfied with quality
conference content

90%

Excellent Speakers

89%

Well-presented
Sessions



SUPPORTERS AND FEATURED EXHIBITORS

Scientific Partner



Strategic Partner



Supported by



Country Pavilions



Duphat Tech Manufacturing Partner



SAVE THE DATE



09 - 11 JANUARY 2024
DUBAI WORLD TRADE CENTRE
DUBAI, UNITED ARAB EMIRATES

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