



# POST SHOW REPORT

20-22  
SEPTEMBER  
2023

DIECC (Kohpich),  
Phnom Penh, Cambodia

Organizer



Supported by



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[www.pharmed-asia.com](http://www.pharmed-asia.com)

# OVERVIEW

Considered as one of the leading major trade shows in Cambodia with approvals and support from **Ministry of Commerce, Ministry of Health of Cambodia** and related industry associations: **Cambodian Pharmaceutical Distributor Association (CPDA), Association For Medical Laboratory, Cambodia Business Association, Bavarian Ministry of Economic Affairs, Regional Development and Energy, BAYERN INTERNATIONAL - Bavarian Bureau for International Business Relations, IHK-Chambers of Industry and Commerce in Bavaria, Sri Lanka Export Development Board, Sri Lanka Pharmaceutical Manufacturers' Association.**

The 6th International Exhibition & Conference on Pharmaceutical, Medical, Laboratory and Dental Industry in Cambodia – PHAR-MED | LAB CAMBODIA 2023 continue take a step further in bringing value to participants than its previous edition with full of exciting activities.



**2,135**

Trade Visitors



**60**

Exhibitors

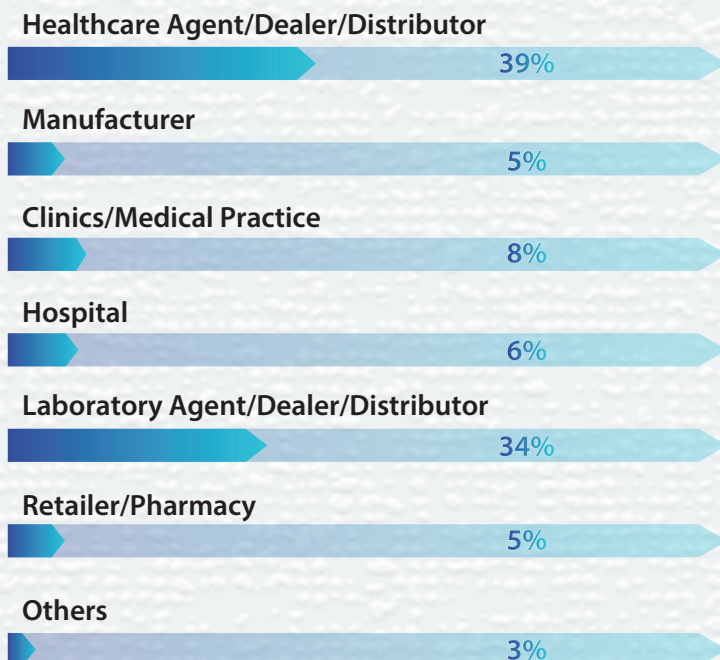


**3**

National Pavilions  
(Sri Lanka, Germany, Vietnam)

## VISITOR PROFILE

### Visitors by sectors (%)



**85%**

Local Visitors



**15%**

International Visitors



**11**

Visitors by countries





# HIGHLIGHT ACTIVITIES

## Opening Ceremony



### • VIP Tour



### • B2B Matchmaking



### • MOU Signing Ceremony

Cambodian Pharmaceutical Distributors Association (CPDA)  
Sri Lanka Pharmaceutical Manufacturers Association (SLPMA)



### • Seminar Program

**20th September 2023**

**Pharmaceutical Product, Medical Equipment & Devices, Cosmetics Registration Process with Cambodia FDA**  
*Ph. Siv Vouch, Chief of Registration Bureau, Department of Drugs and Food, Ministry of Health of Cambodia*

**Medical device, Lab instrument supply and demands in Cambodia**  
*Ph. Reg Sovanna, Department of Drugs and Food, Ministry of Health of Cambodia*

**Sri Lanka Pharmaceutical Manufacturing Industry**  
*Mr. Kalana Hewamallika, President - Sri Lanka Pharmaceutical Manufacturers Association (SLPMA), Chairman - Gamma Interpharm (Private) Limited*

**Emergen Life Sciences (Private) Limited - Company Presentation**  
*Mr. Nalin Kannangara, Vice President - Sri Lanka Pharmaceutical Manufacturers Association (SLPMA), Managing Director - Emergen Life Sciences (Private) Limited*

**Company Profile & Current Status - Astron Ltd**  
*Mr. Roshan Karunathilake, Assistant General Manager - Sales, Astron Limited*

**MOU Signing Ceremony: Sri Lanka Pharmaceutical Manufacturers Association (SLPMA) with Cambodian Pharmaceutical Distributors Association (CPDA)**

**21st September 2023**

**Strengthening quality control laboratories in Cambodia**  
*Ph. Tey Sovanarith, Deputy Director, National Center of Drug Quality Control, Ministry of Health of Cambodia*

**Hospital equipment and growth of hospital network in Cambodia**  
*Dr. Sok Srun, Department of Hospital Service, Ministry of Health of Cambodia*

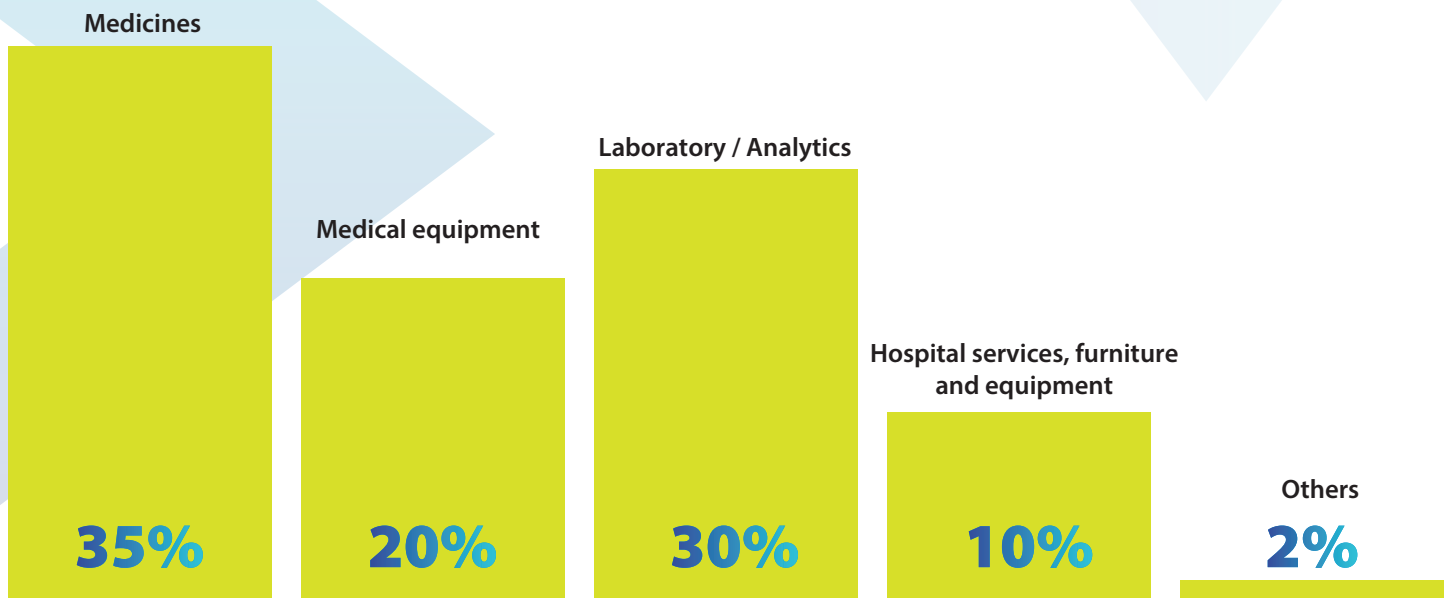
**How AI Robot can help to grow your business and ease your operation challenges?**  
*Aesthetics Marketing Asia (Singapore)*

**New Update of Acne Management on Sensitive Skin Type**  
*Dr. Un Solida, Dermatologist & Clinic Manager of Esthéderm Clinic*

# EXHIBITOR STATISTIC

## Exhibitor Profile

International participation from key countries with strong portfolio.



## Exhibitor survey

**85%**  
Exhibitors **satisfied**  
with the show

**57%**  
are **expected to return**  
for next year

**79%**  
awarded the trade fair  
the overall rating  
**good to excellent**

**70%**  
Exhibitors join for  
**the first time** and  
**appreciated** the show





# TESTIMONIALS



## **Ms. Nguyen Thi Khanh Nguyet - International Sales Manager**

DAVIPHARM

“ We’re from Davipharm in Vietnam and also the local manufacturer. This is the first time we join the Phar-Med Cambodia and it’s such a great opportunity for us to connect with the local distributors in Cambodia and expand our network. We’re really happy to join to the show and hope that we can expand our business connection more after this exhibition. ”



## **Mr. Bui Van Hai – Marketing**

BEPHARCO

“ We are very excited to accompany Phar-Med Cambodia 2023, having the opportunity to meet and promote trade with partners and business enterprises in the pharmaceutical industry in Cambodia. We look forward to continuing to participate in events like this in the future to cooperate and develop together, in addition to bringing Bepharco products to the markets of Cambodia and Southeast Asia. At this exhibition, we also connected with potential partners who are interested in our products and thank the organizers for this great opportunity. ”



## **Mr. Nalin Kannangara - Managing Director**

EMERGEN LIFE SCIENCES (PRIVATE) LIMITED

“ We represent Sri-Lanka Pharmaceutical Manufacturers Association (SLPMA) with three Sri-Lankan manufacturers. We had a very good experience here at the exhibition, first time in Cambodia, and got a good opportunity to understand the regulatory framework and to identify potential distributors to seek export opportunities to Cambodia. ”



## **Dr. Manuel Hertel**

PROJECT MANAGER, CHAMBER OF COMMERCE AND INDUSTRY, NUREMBERG

“ We’re from the State of Bavarian from Germany and we’re really proud to be here for the first time at this show. The medical sector in Cambodia is quite interesting for us, it has a high potential and this show is also a really good opportunity for us to meet our distributors who we’re looking for. ”



## **Representative**

KUANG HSIEN MEDICAL INSTRUMENT CO., LTD

“ We’re really happy to join the exhibition, we’ve met so many partners that are looking for the medical products and we can also meet our potential customers at the show as well. ”



The 6th International Exhibition & Conference on Pharmaceutical, Medical, Laboratory and Dental Industry in Cambodia



Organizer



**28-30/8/2024**

DIECC (Koh Pich), Phnom Penh, Cambodia

## Contact

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