

The life sciences and chemical sectors are very strongly represented in Switzerland and constitute a key pillar of the economy. Within this market, companies are currently starting to move their focus back to Switzerland again. Production is returning to Switzerland, and companies that are established here are investing in their home location to a greater extent once more. The Basel conurbation is one of Europe's biggest life sciences regions. Almost two thirds of those employed in the Swiss pharmaceutical industry work in this cluster. In addition, a major portion of the Swiss added value chain is generated in Basel and its surroundings. Around one third of all Swiss exports and a fifth of all Swiss imports are attributable to pharmaceutical products. Global sales of the top ten Swiss chemical and pharmaceutical companies totalled CHF 147 thousand million in 2017.

Since 1959, ILMAC has been the sole Swiss industry fair for chemicals and life sciences that depicts all the industrial applications in process and laboratory technology. As a user-oriented trade fair, ILMAC is geared to experts in pharmaceuticals, chemicals, biotechnology, food, drinks, cosmetics and others (see illustration below). Despite this wide range of sectors, ILMAC is still of **particularly manageable proportions** (it can be visited in a single day), **is close to hand** (staged in the midst of the pharmaceutical and chemical industries) and depicts the Swiss market **in its entirety**.

## Networked variety for your visitors

ILMAC is Switzerland's leading trade fair for experts from more than **20 different branches of industry**.

- Researchers and developers
- Laboratory and project managers
- Service providers and consultants
- Laboratory assistants
- Buyers
- Graduates of traditional universities and universities of applied sciences
- Plant designers and constructors
- Engineering staff
- Production and skilled staff
- Plant, production, disposal and maintenance officers
- Graduates of traditional universities and universities of applied sciences

### Visitor facts ILMAC 2016



**12,031**  
professional visitors

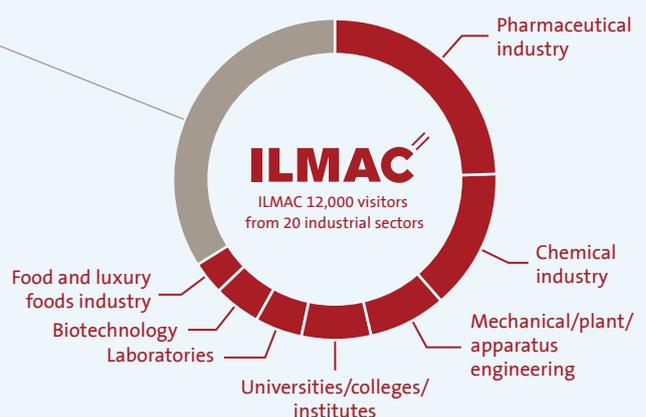
**32 %**  
share of foreign visitors

**47 %**  
decision-makers

**62 %**  
intending to come again  
(definitely or probably)

### Visitors from other industries:

- Agrochemicals
- Public authorities/institutions
- Retail trade
- Service providers/consultancies
- Specialised traders (wholesale trade)
- Skilled crafts/trades
- Cosmetics industry
- Plastics industry
- Metal and metalworking industry
- Organisation/association
- Pupils, students, non-gainfully-employed persons
- Other industries
- Speciality chemistry
- Environmental protection/technology companies



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## Enhanced exhibitor presence

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Laboratory technology and process technology are being presented together instead of separately. At ILMAC 2019, you can showcase your competences and solutions as an overall package. ILMAC is now being staged on a single floor. You will thus attract greater attention from the growing number of professional visitors who plan and implement their company processes holistically rather than separately.

- Suppliers and manufacturers of solutions for
- laboratory equipment; installations, implements, consumables
  - analytics; analytical devices and processes
  - semi-finished products, laboratory chemicals
  - biotechnology
  - information technology
  - design and implementation, engineering, management
  - plant: process engineering devices and systems
  - process and environmental engineering
  - pharmaceutical packaging:  
primary and secondary packaging systems
  - quality control and validation
  - environmentally compatible disposal

### Exhibitor facts ILMAC 2016



**435**

exhibitors (60% Laboratory and 40% Process)

**33%**

share of foreign companies

**78%**

rated visitor quality as good

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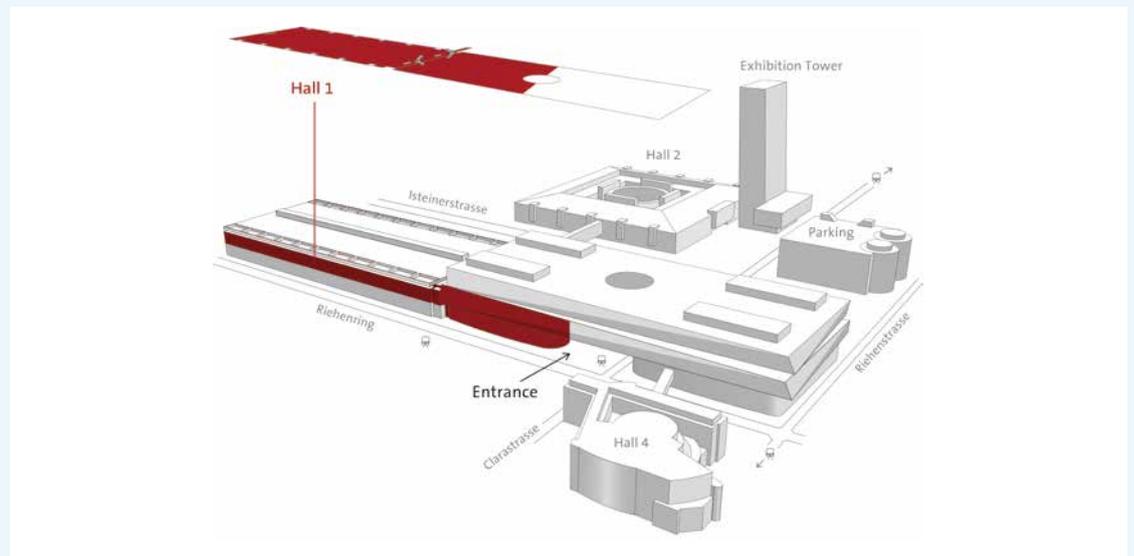
### Compact and efficient visitor experience

ILMAC is now being staged on just a single floor. Visitors will be able to gain a clear overview of the entire fair at a glance.

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### Competence and solution platform

The ILMAC Forum will be taking different perspectives on two focal topics during the fair.



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### Foreign representations

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You will find our foreign representations at: [www.ilmac.ch/international](http://www.ilmac.ch/international)