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# 6-8 September 2023

Hall 102-104, BITEC, Bangkok, Thailand

# Sales Kit 2023

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The Integration of Technology and Innovation Platform for Laboratory, Life Sciences and Chemical Industry in Asia Pacific Region

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# WELCOME



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THE INTEGRATION OF TECHNOLOGY AND INNOVATION **PLATFORM FOR LABORATORY, LIFE SCIENCES AND CHEMICAL INDUSTRY IN ASIA PACIFIC REGION** 



Bio Tech is the broad area of biology, involving living systems and organisms to develop or to make products or any technological application that uses biological systems, living organisms, or derivatives thereof, to produce, modify products or other processes for specific use.

#### Biotechnology Agrotechnology Functional Food Food Safety Biochemicals

- Biomaterial & Bioenergy
- Others

Med Tech covers any technology that can be used in a care setting. Med Tech accounts for all devices which a patient can be diagnosed or treated: in diagnostics, a medical device is typically used in or on the patient, whereas in vitro diagnostics (IVD) devices are used in laboratories.



#### In Vitro Diagnostics Medical Equipment & Devices

- Imaging & Diagnostics Orthopaedics
- Tissue Engineering
- Neuroscience
- Clinical & Molecular Diagnostics
- Others

Digital Health is the convergence of digital technologies with health, healthcare and living, focusing on hardware & software solutions and services to enhance the efficiency of healthcare

- Health Apps Robotics Health Informatics Big Data & Al Telemedicine Health Devices Bioinformatics
- IOT Sensors
- Smart Hospitals
- Medical Tourism Services Healthcare IT
- Others

Precision Medicine comprises solutions and technologies which are unlocking the power of the genome to fuel advancements in life sciences, oncology, reproductive health, genetic disease, agriculture, microbiology, and other emerging segments.



- Genetic Engineering Next-Generation Genomics
- Pharmacogenomics
- Cell & Gene Therapy
- Regenerative Medicine
- Others

Biopharma are pharmaceutical drug products manufactured in, extracted or semi-synthesized from biological sources such as vaccines, blood, blood components, allergenics, somatic cells, gene therapies, tissues, recombinant therapeutic protein and living cells used in cell therapy.

 Pharmaceutical Ingredients & Substances Biopharmaceuticals • CRO/ CMO Immunotherapy Others



is one of the leading laboratory exhibitions in Asia, showcasing all laboratory equipment and INTERNATIONAL instrument covering areas of Analytical & Testing, Calibration

& Metrology, Clinical & Diagnostic, Environmental & Safety, and Research & Development. Variety of conferences & seminars are conducted to update industry news and knowledge. Business networking activities, business matching, buyer privilege program will be held along with the exhibition.

LAB Tech focuses on laboratory technology for analysis, diagnostics, calibration and testing in diverse industries. Lab Tech can be applied in a variety of fields such as medicine, biology, chemistry, electronics, geology and the environment.



- Analytical Instruments
- General Laboratory Equipment
- Testing & Calibration Instruments
- Laboratory Testing Services
- Consumables & Disposables

LAB Chem provides wide a range of organic and inorganic chemicals, reagents, lab glass ware and plastic labware covering both academic & research labs and industrial labs.

Others

- Analytical Chemistry
- Analytical Reagents & Solvents
- Chemical Synthesis
- Physical & Chemical Standard
- Fine & Specialty Chemicals
- Organic & Inorganic Standard Lab Glassware
- Others



LAB Safety focuses on a certain safety precaution to prevent common laboratory injuries, including burns, lacerations, and chemical irritation and inhalation. Laboratory settings come with certain safety risks.

- Safety Instruments
- Cleanroom
- Laboratory Furnitures
- Personal Protective Equipment
- Chemical Fume Hoods Ventilation System
- Safety Showers & Wash Station

- Safety Cabinet
- First Aid Kits
- Others

LAB Automation provides a new technology of automation systems to improve laboratory management, comprising many different automated laboratory instruments, devices, software algorithms, and methodologies to enable and increase the efficiency and effectiveness of scientific research and testing in laboratories.



- Lab Automation Incubators
- Lab Automation Software
- Automated Liquid Handling & Dispensing
- Sample Storage & Handling Equipment
- Lab Automation Configurators
- Automated Applications Solutions
- Others

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Med Tech covers any technology that can be used in laboratory setting. Medical technology is a broad field where innovation plays a crucial role in sustaining health. It encompasses a wide range of healthcare technology & products. It used to treat diseases and medical conditions affecting humans. This technology will be used in laboratory setting. Med Tech accounts for all devices which patients can be diagnosed. In diagnostics, medical devices are typically used in or on patients, whereas In Vitro Diagnostics (IVD) devices are used in laboratories.

- In Vitro Diagnostics
- Laboratory Equipment & Devices
- Clinical & Molecular
- Diagnostics
- Others



Life Sciences concern with the new technologies and applications for scientific study of living organisms to improve quality and standard of life, involving many industries and various stages of research & development, technology transfer and commercialization.

- Biotechnology Pharmaceuticals Cosmeceuticals Food Sciences Food processing Biomedical Technologies Animal Sciences Agrotechnology Biology Genetics and Genomics Others
  - is the new leading conference and exhibition platform for Biotechnology, Life Sciences and Smart Health in Asia Pacific, Bio ASIA PACIFIC Asia Pacific is focusing on innovative therapeutics and healthcare

services blending 21st century Life Sciences with latest in technology. Experience thought leadership and cutting-edge products in Life Sciences, Bio Tech, Med Tech, Digital Health, Precision Medicine, Biopharma and Smart Health Services in an inspiring event format.



**Preventive Health** focuses on the prevention of illness by using the recognized proactive health screenings, counseling and maintenance to prevent future illness or decrease associated risk factors.



is the new platform for conference and exhibition focusing on innovative solutions for the Chemical Industry. This

new concept show is collocated with Thailand LAB INTERNATIONAL. It emphasizes on raw materials, chemical engineering technology, processing technology and innovative chemical technology focusing on petrochemical, food and supplement, pharmaceutical and cosmetic industry in the initial stage.

Petrochemical Chemical products derived from petroleum, coal or natural gas and used to manufacture thousands of different products that people use daily, including plastics, cosmetics, furniture, appliances, electronics and etc.

- Ethylene
- Propylene
- Polyethylene
- Polyurethanes
- Acrylonitrile
- Methyl methacrylate
- Polyvinyl chloride
- Polyethylene terephthalate
- Polycarbonate
- Others

Cosmetic a substance constituted from a mixture of chemical compounds derived from either natural sources or synthetically created that are used to clean, improve or change the complexion, skin, hair, nails or teeth. Cosmetics include beauty preparations and grooming aids.



- Water
- Emulsifiers
- Preservatives
- Thickeners
- Emollients
- Moisturisers
- Colours/Pigments
- Fragrances
- pH Stabilisers
- Others

Food & Supplement Specially developed for the Food & Beverage industry with a complete portfolio of food process chemicals to improve your daily operations.

- Feed Additives
- Feed Ingredients
- Food Additives
- Food Ingredients
- Nutrition
- Biosciences
- Natural base
- Others

Pharmaceutical a substance used in the diagnosis, treatment, or prevention of disease and for restoring, correcting, or modifying organic functions. Focused on quality aspects of medicines and pharmaceuticals.



- Active Ingredients
- Solvent
- Diluents
- Excipients
- Binders and Adhesives
- Disintegrant and Superdisintegrant
- Others

## **Visitors Overview Top Visited Countries** (pax)

Medical Devices / Equipment (2.81%)

Agribusiness / Agrochemical (2.08%)

Electrical / Electronics (1.93%)

Life Sciences Industry (1.85%)

Feed & Additives (2.44%)

Medical Sciences (2.29%)

Construction (1.50%)

• Others (23.05%)

Distributors of Instrumental Analysis Equipment (2.74%)

Government Agencies / Public Institutions (1.56%)

Environmental Protection / Technology (1.32%)

7,427

Visitors by Industries

Food and Beverage (12.38%)

Testing / Lab Services (5.58%)

Chemicals (8.75%)

Universities (4.84%)

Cosmetics (3.78%)

Biotechnology (4.75%)

Pharmaceuticals (4.57%)

Medical Laboratories (4.39%)

Healthcare and Medicine (3.30%)

Medical Technology (4.09%)



## 2022 **Key Statistics**

24





8,834 Trade Visitors from **28** Countries

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37

45

64 Conference Sessions 51 Academic 13 Technical

23



**11** Countries

2,116 Onsite Conference Delegates 1,690 Online Conference Delegates



14,058 Sq.m.

500+ Global Brands 200+ Exhibitors



- Laboratory Equipment & Devices (8.03%) Health (2.37%)
- Analytical Instruments (8.02%)
- Analytical Chemistry (7.95%)
- Laboratory Testing Services (4.76%)
- Biotechnology (4.34%)
- Food Safety (3.66%)
- General Laboratory Equipment (3.41%)
- Biochemicals (3.12%)
- Analytical Reagents & Solvents (2.42%)
- Micro Bio (2.42%)

## Visitors by Job Functions

Analytical Chemist/ Analyst (12.69%) Quality Control / Quality Assurance Officer (12.43%) Laboratory Manager (9.35%) Sales Representative/ Sales Manager (8.09%) Business Development (6.56%) Medical Technologist (6.32%) University Researcher & Development (5.93%) Top Management (CEO, MD, GM, Owner) (5.39%) Industrial Research & Development (5.07%) Engineer / Technical Specialist (4.37%) Others (23.81%) 0 5 10 15 20 25

## **Exhibitor Profiles**

- Laboratory Equipment & Devices (8.38%) General Laboratory Equipment (8.20%) Analytical Instruments (6.92%)
- Biotechnology (6.01%)
- Pharmaceuticals (5.46%)
- Consumables & Disposables (4.01%)
- Food Sciences (3.83%)

30

25

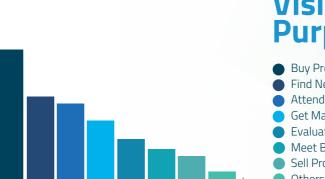
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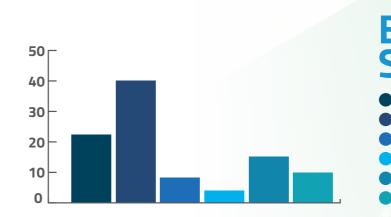
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- Analytical Chemistry (3.64%)
- Testing & Calibration Instruments (3.64%)
- Biomedical Technologies (3.10%)
- Laboratory Testing Services (2.91%)
- Clinical & Molecular Diagnostics (2.73%)
- Analytical Reagents & Solvents (2.55%)
- Safety Cabinet (2.37%) Biology (2.19%) Agrotechnology (2.00%) Animal Sciences (2.00%) Cleanroom (2.00%)
- Food processing (2.00%)
- Genetics and Genomics (2.00%) Safety Instruments (2.00%)
- Chemical Fume Hoods (1.82%)
- Cosmeceuticals (1.82%)
- In Vitro Diagnostics (1.82%) Fine & Specialty Chemicals (1.64%)
- Others (14.94%)







Visitors by Interests

Testing & Calibration Instruments (2.10%)

Medical Equipment & Devices (1.71%)

Food Supplement (2.36%)

Agrotechnology (1.92%)

Lab Glassware (1.82%)

Big Data & AI (1.78%)

Diagnostics (1.59%)

• Others (32.43%)

Chemical Synthesis (2.12%)

Cell & Gene Therapy (1.67%)



### **Visitors by Purposes**

Buy Products and Services (28.41%) Find New Business Partners / Innovations (18.28%) Attend Seminar / Conference (16.73%) Get Market Overview (13.02%) Evaluate Show for Future Participation (9.05%) Meet Business Partner (6.93%) Sell Products and Services (5.42%) Others (2.16%)

## **Business** Sectors

- Dealer / Distributor / Trader (22.46%)
- Manufacturer (40.08%)
- Government / Government Agency (8.30%)
- Association (4.06%)
- University / Research Institutes (15.10%)
- Others (10.00%)

Final Decision Maker (23.00%)

/ Significant nfluencer (28.00%

## **Visitors by** Decision Levels

# Booth Packages



### **Standard Package**

- Fascia board with company name
- 1 Reception desk
- 2 Folding chairs
- 2 Spotlights
- 1 Power socket (5 amp.)
- 1 Wastebasket
- 1 Carpet



### **Premium Package**

- 1 Logo & company name on fascia
- 1 Information counter
- 4 Folding chairs
- 2 Spotlights
- 1 Power socket (5 amp.)
- 1 Wastebasket
- 1 Round table
- 1 Carpet
- 2 Wallpapers

**Raw Space** 

Booth Package	Early Bird Rate Before April 30, 2023	Regular Rate After May 1, 2023
Raw Space Package	460 USD / m <sup>2</sup>	540 USD / m <sup>2</sup>
Standard Package	500 USD / m <sup>2</sup>	600 USD / m <sup>2</sup>
Premium Package	580 USD / m <sup>2</sup>	670 USD / m <sup>2</sup>

Remarks:

- Corner Charge 500 USD/Corner
- Multi-Storey Surcharge 120 USD/m<sup>2</sup>
- Co-exhibitors 500 USD/Company



## **Sponsorship Packages**

Package Information	Gold Package USD 3,000	Silver Package USD 2,400	Full Day Conference Package USD 2,300	Half Day Conference Package <b>USD 1,600</b>	Webinar Package USD 1,900
Droduct Llighlight on Wahrita		030 2,400	•	030 1,000	030 1,900
Product Highlight on Website	<b>√</b>	$\checkmark$	✓	✓	<b>√</b>
A5 Advertising in E-Show Directory	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Pillar Advertising	$\checkmark$	$\checkmark$			
Product Highlight in Show Guide	$\checkmark$	$\checkmark$			
Website Banner	$\checkmark$	$\checkmark$			
Company logo as on Website	$\checkmark$				
Company logo on J-Flag	$\checkmark$				
Company logo on Show Directory Board	$\checkmark$				
Company logo on Visitor Pre-registered E-mail	$\checkmark$				
Promote Conference Highlight on EDM (1 Time)			$\checkmark$	$\checkmark$	
3 Logos on the Backdrop with 2 lines of Conference Topic			$\checkmark$	$\checkmark$	
Logo on Conference Website Homepage			$\checkmark$	$\checkmark$	
Logos & Background on the Webinar Backdrop					$\checkmark$

#### Contact

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Thailand LAB INTERNATIONAL, together with Bio Asia Pacific and FutureCHEM INTERNATIONAL will create "The Integration of Technology and Innovation Platform for Laboratory, Life Sciences and Chemical Industry in Asia Pacific Region". Both shows will cover the full range of Laboratory Technology, Biotechnology, Medical Technology, Digital Health, Precision Medicine, Biopharma and Smart Health Services.

**CHEM SQUARE** 

#### Legend

THAILAND LAB INTERNATIONAL **BIO ASIA PACIFIC** LAB & BIO SQUARE VIP & BUYER LOUNGE SPEAKER LUNCH AREA CONFERENCE ROOM **FUTURECHEM** 

LAB & BIO SOUARE

### Testimonials



#### **DR.ANAN JONGKAEWWATTANA** Director of the agency's Veterinary Health Innovation and Management **Research Group Unit, BIOTECH**

CONFERENCE

"I think it is a good opportunity to upgrade their knowledge to learn more and get to know more people in the same area."

#### **DR.RITA JUNEJA** Ph.D., Communications & External Affairs Director, Novartis (Thailand) Ltd.

"I think the exhibition is great. It's very impactful and really well organized. It's a platform where we get to meet, connect, engage and also learn about new innovative treatments and the advancement in terms of life science in Thailand and other countries."



### **TIFFANY TAN** Head of Sales, South East Asia, SCIEX

"We have a lot of fun in the event because we able to interact with the customer and also to share with the customer. During the face-to-face interaction we are able to talk to our customers and to share more details on our product and also our solution. So, we really have a great time after the past 2 years due to covid-19, we were not able to do that. So, we are really happy and excited to be here again."

## Why Thailand LAB INTERNATIONAL?

- and experts from both local and overseas.
- Technology, Healthcare and Chemicals under "One Roof".
- The Promising Opportunity for Laboratory and Bio-businesses with an tial business partners both local and overseas via the user-friendly matching platform.
- studies, knowledge and experiences.



### DR.CHANIPHUN BUTRYEE Associate Professor from the Institute of Nutrition, Mahidol University.

"I've visited many booths in the exhibition area to update the trend, experience and knowledge. In the toxicology area, we focus on the toxicity testing by using the laboratory equipment. So, This exhibition can be the update in the scientific and innovation of the science and technology."

#### DAVID LOKE Senior Manager, Market Development Southeast Asia & Taiwan, **Thermo Fisher Scientific**

"So the 3 words that I will give you for this edition is 3E. The first one is "Energy". We see the energy that flows into this hall. The second is "Engagement". The interaction between the exhibitors and the visitors. The third will be the "Excitement" that I see on the faces of the people coming back for the face-to-face interaction."

#### MS.SUKOLAPA CHIARASUMRAN Veterinary, Thai Foods Group Company Limited

"In my point of view this is the greatest exhibition that specialize for laboratory. That's the reason why I regularly come here every year since before the pandemic. And I intend to come here again next year."

The Most Established Laboratory Platform in Thailand. Stimulating the growth of analytical laboratory, life sciences and biotechnology for more than 12 years. With deepen market knowledge, connections and networks which gather the industry leaders, buyers, investors

The One-Stop Solution for Laboratory, Life sciences & Biotechnology and Chemicals Related. Showcasing all innovative research and technologies, products and services covering all industries, especially for Laboratory, Life Sciences and Biotechnology, Medical

**Ecosystem Partners.** Connecting with the entire laboratory industries and ecosystem including researchers, manufacturers, traders, buyers and investors. Exploring new poten-

The Knowledge Hub for All Laboratory Related Industries. Variety and Informative. Conferences and Seminars are conducted by industry's expert, government agencies, academic institutions, key associations and leading manufacturers to share new innovative research,



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**VIU** ASIA PACIFIC

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