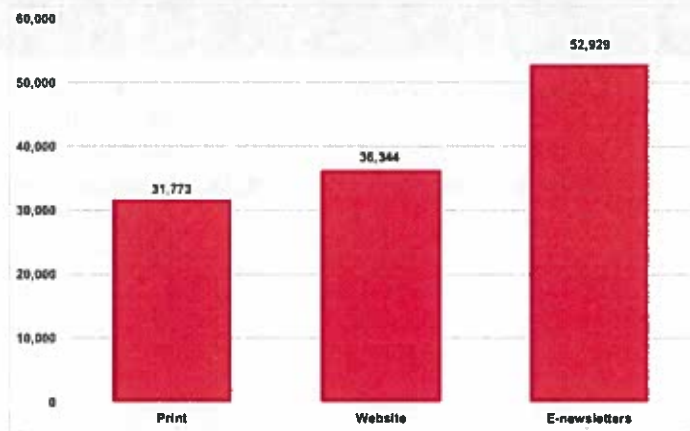


**CONSOLIDATED MEDIA REPORT**  
Business Publication  
6 months ended June 30, 2017

**TOTAL GROSS CONTACTS: 121,046\***



**EXECUTIVE SUMMARY**

PRODUCT	CONTACTS	PERIOD
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**Biopharm International-Print:**  
(See pages 2 - 9)

Qualified Paid & Nonpaid: **31,773** 6 months ended June 30, 2017  
*Subject to Audit*

**Website** (See page 10)  
www.biopharminternational.com

Page Impressions: **89,545** 6 months ended June 30, 2017  
Visits: **47,003** *Subject to Audit*  
Unique Browsers: **36,344**

\*Total Gross Contacts include Qualified Paid and Nonpaid Circulation, Unique Browsers, and E-newsletters Average Issue Net Distribution. Gross data are contained in this Consolidated Media Report. There was no attempt made to eliminate any duplication that may exist.





**CONSOLIDATED  
MEDIA REPORT  
Business Publication  
6 months ended June 30, 2017**



**EXECUTIVE SUMMARY (Continued)**

PRODUCT	CONTACTS	PERIOD
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**E-newsletter** (See page 10)  
Science and Business Bulletin

Average Issue Net Distribution:

29,616

6 months ended June 30, 2017  
(issues in period 20)  
*Subject to Audit*

**E-newsletter** (See page 10)  
Biop Knowledge Resources

Average Issue Net Distribution:

23,313

6 months ended June 30, 2017  
(issues in period 6)  
*Subject to Audit*

**CONSOLIDATED  
MEDIA REPORT**  
Business Publication  
6 months ended June 30, 2017

**CHANNEL PROFILES**



**Field Served:** Biopharmaceutical technology including biopharmaceutical manufacturing, biologics manufacturing, classical pharmaceutical manufacturing, biodiagnostic manufacturing, biopharmaceutical and biologics process development, biodiagnostic process development, biotherapeutic discovery and development, biopharmaceutical formulation and delivery, transgenic therapeutic productions, biotechnology research and biopharmaceutical research. BIOPHARM INTERNATIONAL also serves specialty or bulk chemical manufacturing, architecture, engineering, construction, contract research and analytical services, government, universities, colleges, and research institutes, business, investment, and legal services, and others allied to the field.

Published by: UBM  
Frequency: 12 times/year

**TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 31,773**

**1A AVERAGE QUALIFIED PAID CIRCULATION**

Individual .....	31	
Multi-Copy Same Addressee, See Explanatory .....	1	
<b>Total Average Qualified Paid Circulation .....</b>		<b>32</b>

**1B AVERAGE QUALIFIED NONPAID CIRCULATION**

Print Only, See Explanatory .....	23,018	
Digital Only, See Explanatory .....	8,723	
<b>Total Individual .....</b>	<b>31,741</b>	
<b>Total Average Qualified Nonpaid Circulation .....</b>		<b>31,741</b>

**1C AVERAGE NONQUALIFIED CIRCULATION**

Allocated For Shows & Conventions .....	368	
Miscellaneous, Including Staff Copies, See Explanatory .....	469	
<b>Total Average Nonqualified Circulation .....</b>		<b>837</b>

**1D AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS**  
None

**2 QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES**

2017 Issue	Total	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Jan	31,687	30	23,515	8,142		31,657
Feb	31,678	33	23,445	8,200		31,645
Mar	32,118	29	23,516	8,573		32,089
Apr	31,935	33	23,510	8,392		31,902
May	31,745	31	22,155	9,559		31,714
Jun	31,472	33	21,967	9,472		31,439



**CONSOLIDATED MEDIA REPORT**

Business Publication  
6 months ended June 30, 2017

**CHANNEL PROFILES**

**PRINT**



The Science & Business of Biopharmaceuticals

THE INFORMATION IN PARAGRAPHS 3A, 3B, 3C AND 4 IS FROM AN ANALYSIS OF THE MAY 2017 ISSUE IN WHICH:  
 • QUALIFIED PAID CIRCULATION WAS 3.1% LESS THAN THE PERIOD AVERAGE  
 • QUALIFIED NONPAID CIRCULATION WAS 0.1% LESS THAN THE PERIOD AVERAGE

**3A BUSINESS/OCCUPATIONAL ANALYSIS**

Classification by Business & Industry	Total	%	Paid	Qualified Nonpaid		Total Qualified Nonpaid	Classification by Title, Occupation and/or Function											
				Print Only	Digital Only (Multiplatform)		A	B	C	D	E	F	G	H	I	J	K	L
1. Biopharmaceutical, Biologics Manufacturing	7,878	24.8	5,488	2,390	7,878	1,069	1,059	547	1,806	1,062	950	591	267	175	209	58	42	43
2. Classical Pharmaceutical Manufacturing	6,408	20.2	4,550	1,858	6,408	1,166	1,139	199	816	1,540	254	488	200	223	219	29	95	40
3. Biopharmaceutical, Biologics, Biodiagnostic Process Development	1,325	4.2	749	576	1,325	374	89	232	107	215	82	82	51	32	31	16	2	12
4. Biotechnology, Biopharmaceutical Research	2,355	7.4	1,640	715	2,355	932	92	221	167	246	121	316	128	43	33	27	13	16
5. Research Institutes, Universities, Colleges	4,747	15.0	3,457	1,290	4,747	2,881	117	74	78	401	254	638	108	53	61	19	22	41
6. Contract Research, Analytical Services	2,440	7.7	1,696	743	2,439	357	249	33	114	834	201	213	136	81	82	88	25	27
7. Biotherapeutic Discovery, Development, Transgenic Therapeutic Productions	147	0.5	73	74	147	39	11	13	14	23	14	10	12	7	9	3		
8. Biodiagnostic Manufacturing	377	1.2	234	143	377	67	38	21	59	74	35	24	20	7	9	14	7	2
9. Biopharmaceutical Formulation, Delivery	575	1.8	389	186	575	107	74	17	39	170	32	40	23	6	32	5	28	2
10. Specialty or Bulk Chemical Manufacturing, Bulk Products and Raw Materials Producers	1,840	5.8	1,233	606	1,839	355	269	64	277	350	108	154	50	27	101	15	62	8
11. Architecture, Engineering, Construction	671	2.1	424	247	671	39	31	25	73	127	33	18	94	3	208	6	8	6
12. Business, Investment, Legal Services	1,224	3.9	1,007	217	1,224	61	458	41	194	178	48	44	26	32	38	58	36	10
13. Government	1,573	5.0	1,128	445	1,573	477	152	25	40	120	170	300	39	179	34	7	20	10
14. Others Allied to the Field	156	0.5	87	69	156	14	15	6	9	39	13	6	8	3	8	1		
Other Paid Circulation	29	0.1	29															
Subscriptions																		
Single Copy Sales																		
<b>Total Qualified Circulation</b>	<b>31,745</b>	<b>100.0</b>	<b>31</b>	<b>22,155</b>	<b>9,559</b>	<b>31,714</b>	<b>7,938</b>	<b>3,793</b>	<b>1,518</b>	<b>3,793</b>	<b>5,379</b>	<b>2,924</b>	<b>1,162</b>	<b>872</b>	<b>1,057</b>	<b>353</b>	<b>361</b>	<b>280</b>

Key to Classification by Title, Occupation and/or Function:

- A. Research & Development
- B. Quality Control, Assurance, Validation
- C. Process Development
- D. Production Manufacturing
- E. Corporate Management
- F. Technology Transfer, Technical Services, Analytical Development, Support
- G. Lab Management
- H. Project Management
- I. Regulatory Affairs, Clinical Affairs
- J. Plant Engineering, Facility Design
- K. Business Advisor
- L. Materials Management, Purchasing Procurement
- M. Other

**CONSOLIDATED MEDIA REPORT**  
Business Publication  
6 months ended June 30, 2017

**CHANNEL PROFILES**

**PRINT**

**3B AGE OF SOURCE DATA ANALYSIS**



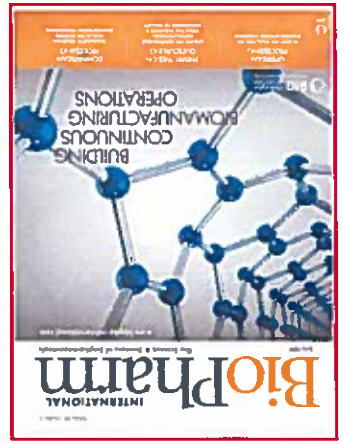
Source	Print Only	Digital Only	Print & Digital (Unduplicated)	Qualified Within			Total	%
				1 Year	2 Years	3 Years		
<b>Qualified Paid and Nonpaid Circulation:</b>								
Total Direct request from recipient:	16,723	8,832		19,955	5,600		25,555	80.5
Written .....	122	20		58	84		142	0.5
Telecommunication .....	14,181	5,852		15,300	4,733		20,033	63.1
Internet and E-mail .....	2,420	2,960		4,597	783		5,380	16.9
Total Direct request from recipient's company:								
Written .....								
Telecommunication .....								
Internet and E-mail .....								
Total Communication other than request:	3,671	727		4,398			4,398	13.9
Written .....	45	2		47			47	0.2
Telecommunication .....	2,504	186		2,690			2,690	8.5
Internet and E-mail .....	1,122	539		1,661			1,661	5.2
Association .....								
Business Directories, See Explanatory .....	1,792			1,792			1,792	5.6
Lists .....								
Acquired Circulation .....								
Other Sources .....								
<b>Total Qualified Paid and Nonpaid Circulation</b> .....	<b>22,186</b>	<b>9,559</b>		<b>26,145</b>	<b>5,600</b>		<b>31,745</b>	<b>100.0</b>
<b>Percent</b> .....	<b>69.9</b>	<b>30.1</b>		<b>82.4</b>	<b>17.6</b>		<b>100.0</b>	
Single Copy Sales .....								
<b>Total Qualified Circulation</b> .....							<b>31,745</b>	

The figures qualified within 1 year, 2 years and 3 years are based on percentages established for the November 2016 issue and projected against the totals for the May 2017 issue.

**3C MAILING ADDRESS ANALYSIS** Reporting not required

**CONSOLIDATED  
MEDIA REPORT**  
 Business Publication  
 6 months ended June 30, 2017

**CHANNEL PROFILES**



4

**GEOGRAPHIC ANALYSIS**

State	Qualified Nonpaid Print Only	Qualified Nonpaid Print & Digital (Induplicated)	Qualified Nonpaid Total	Circulation Total
-------	------------------------------	--	-------------------------	-------------------

Alabama	174	172	346	174
Arizona	144	50	194	109
Arkansas	88	21	109	132
California	2,346	783	3,129	3,132
Colorado	206	70	276	276
Connecticut	286	90	376	376
Delaware	123	48	171	171
District of Columbia	63	29	92	92
Florida	682	193	875	875
Georgia	323	112	435	435
Iahno	34	12	46	46
Illinois	788	333	1,121	1,121
Indiana	387	133	520	520
Iowa	110	53	163	163
Kansas	167	69	236	236
Kentucky	126	43	169	169
Louisiana	129	30	159	159
Maine	41	8	49	49
Maryland	609	306	915	916
Massachusetts	1,079	412	1,491	1,491
Michigan	376	149	525	525
Minnesota	284	100	384	384
Mississippi	63	21	84	84
Missouri	395	153	548	548
Montana	39	12	51	51
Nebraska	104	43	147	147
Nevada	58	12	70	70
New Hampshire	71	36	107	107
New Jersey	1,456	564	2,020	2,021
New Mexico	53	15	68	68
New York	1,068	405	1,473	1,474
North Carolina	643	258	901	901
North Dakota	27	11	38	38
Ohio	630	170	800	800
Oklahoma	104	35	139	140
Oregon	118	27	145	145
Pennsylvania	1,133	509	1,642	1,644
Rhode Island	66	22	88	88
South Carolina	174	62	236	236
South Dakota	29	7	36	36
Tennessee	226	75	301	301
Texas	838	249	1,087	1,087
Utah	140	43	183	184
Vermont	18	9	27	27
Virginia	265	93	358	358
Washington	269	88	349	349
West Virginia	79	25	104	104
Wisconsin	325	111	436	437
Wyoming	17	3	20	20
<b>TOTAL 48 CONTIGUOUS STATES</b>	<b>16,935</b>	<b>6,129</b>	<b>23,064</b>	<b>23,079</b>
Alaska	9	3	12	12
Hawaii	17	6	23	23
<b>TOTAL ALASKA &amp; HAWAII</b>	<b>26</b>	<b>9</b>	<b>35</b>	<b>35</b>
U.S. Unclassified	16,961	6,138	22,099	23,114
TOTAL UNITED STATES	17,172	6,147	23,319	23,450
Pos. & Other Areas	172	164	336	336
U.S. & POSS., etc.	17,344	6,311	23,655	23,450
Canada	706	141	847	849
International	4,316	3,116	7,432	7,446
Military or Civilian Personnel Overseas				
Other International				
<b>TOTAL INTERNATIONAL</b>	<b>5,022</b>	<b>3,257</b>	<b>8,279</b>	<b>8,295</b>
E-Mail Address Only				
Other Unclassified				
<b>GRAND TOTAL</b>	<b>22,155</b>	<b>9,559</b>	<b>31,714</b>	<b>31,745</b>

**CONSOLIDATED MEDIA REPORT**  
Business Publication  
6 months ended June 30, 2017

**CHANNEL PROFILES**



**PRINT**

**4A INTERNATIONAL ANALYSIS**

Country	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid	Total Circulation
<b>AFRICA</b>						
Algeria			3		3	3
Egypt			7		7	7
Libya			1		1	1
Morocco		1			1	1
Nigeria			4		4	4
Seychelles Islands			1		1	1
Sudan			1		1	1
Tunisia			1		1	1
South Africa			2		2	2
Zimbabwe			1		1	1
<b>TOTAL AFRICA</b>		<b>1</b>	<b>21</b>		<b>22</b>	<b>22</b>
<b>ASIA &amp; PACIFIC</b>						
Australia		1	29		30	30
Armenia		1	1		2	2
China		5	29		34	34
Hong Kong			6		6	6
Indonesia			8		8	8
India	3	15	131		146	149
Japan	1	1	25		26	27
South Korea		6	33		39	39
Maldives Islands			1		1	1
Malaysia		2	8		10	10
Mongolian Republic			1		1	1
New Zealand		1	1		2	2
North Korea			1		1	1
Pakistan		1	3		4	4
Singapore		3	28		31	31
Sri Lanka			1		1	1
Taiwan		1	27		28	28
Thailand			7		7	7
Vietnam			1		1	1
<b>TOTAL ASIA &amp; PACIFIC</b>	<b>4</b>	<b>37</b>	<b>341</b>		<b>378</b>	<b>382</b>
<b>MIDDLE EAST</b>						
United Arab Emirates			5		5	5
Iran		1	11		12	12
Iraq			1		1	1
Israel		3	10		13	13
Jordan			2		2	2
Lebanon			1		1	1
Qatar			1		1	1
Saudi Arabia			2		2	2
Syria			1		1	1
Yemen			1		1	1
<b>TOTAL MIDDLE EAST</b>		<b>4</b>	<b>35</b>		<b>39</b>	<b>39</b>
<b>EUROPE</b>						
Aland Islands		1			1	1
Albania		1	1		2	2
Austria		66	33		99	99
Belgium	1	369	234		603	604
Bulgaria		12	4		16	16
Belarus		4			4	4
Bosnia		3			3	3
Cyprus		10	2		12	12
Czech Republic		51	27		78	78
Germany	3	382	263		645	648
Denmark		81	64		145	145
England	1	11	6		17	18
Estonia		11	3		14	14
Finland	1	31	23		54	55
France		519	305		824	824

**CHANNEL PROFILES**



**INTERNATIONAL ANALYSIS (Continued)**

Country	Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Digital (Unduplicated)	Total Qualified Nonpaid	Total Circulation
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United Kingdom	950	497	33	95	1,447	1,448
Greece	62	33	33	95	95	95
Croatia	18	27	18	45	45	45
Hungary	68	34	34	102	102	103
Ireland	220	159	4	379	379	379
Iceland	6	4	4	10	10	10
Italy	230	140	140	370	370	370
Latvia	6	2	2	8	8	8
Lithuania	1	1	1	1	1	1
Luxembourg	5	3	3	8	8	8
Monaco	2	1	1	2	2	2
Moldova	2	2	2	2	2	2
Macedonia	5	2	2	7	7	7
Malta	33	17	17	50	50	50
Netherlands	284	144	144	368	368	368
Norway	29	17	17	46	46	46
Poland	75	34	34	109	109	109
Portugal	86	70	70	156	156	156
Romania	44	30	30	74	74	74
Russia	20	15	15	35	35	35
Scotland	2	2	2	2	2	2
Spain	311	233	233	544	544	544
Selva	19	6	6	25	25	25
Slovakia	8	2	2	10	10	10
Slovenia	20	21	21	41	41	41
Sweden	72	53	53	125	125	126
Switzerland	154	135	135	289	289	290
Turkey	23	12	12	35	35	35
Ukraine	6	7	7	13	13	13
<b>TOTAL EUROPE</b>	<b>4,261</b>	<b>2,654</b>	<b>2,654</b>	<b>6,915</b>	<b>6,925</b>	<b>6,925</b>
<b>CARIBBEAN</b>	<b>1</b>	<b>13</b>	<b>13</b>	<b>19</b>	<b>19</b>	<b>19</b>
Bahamas	1	1	1	1	1	1
Cuba	6	6	6	19	19	19
Mexico	6	7	7	13	13	13
<b>TOTAL MEXICO/CENTRAL AMERICA/CARIBBEAN</b>	<b>13</b>	<b>20</b>	<b>20</b>	<b>33</b>	<b>33</b>	<b>33</b>
<b>SOUTH AMERICA</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>14</b>
Argentina	14	14	14	14	14	14
Bolivia	1	1	1	1	1	1
Brazil	14	14	14	14	14	14
Chile	3	3	3	3	3	3
Colombia	4	4	4	4	4	4
Ecuador	2	2	2	2	2	2
Paraguay	1	1	1	1	1	1
Peru	4	4	4	4	4	4
Uruguay	1	1	1	1	1	1
Venezuela	1	1	1	1	1	1
<b>TOTAL SOUTH AMERICA</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>45</b>	<b>45</b>
<b>International</b>	<b>2</b>	<b>141</b>	<b>141</b>	<b>847</b>	<b>849</b>	<b>849</b>
Canada	2	141	141	847	849	849
Military or Personnel Overseas	16	3,257	3,257	8,279	8,295	8,295
<b>TOTAL INTERNATIONAL</b>	<b>16</b>	<b>5,022</b>	<b>5,022</b>	<b>8,279</b>	<b>8,295</b>	<b>8,295</b>



## CHANNEL PROFILES

**PRINT**



**ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS**  
Sold During 6 Month Period Ended June 30, 2017

### **5** PRICE DATA

Basic Prices: Subscriptions: U.S. & Possessions, 1 yr. \$79.00; 2 yrs. \$140.00. Canada and Mexico, 1 yr. \$107.00; 2 yrs. \$163.00. International, 1 yr. \$152.00; 2 yrs. \$281.00. Digital, International, 1 yr. \$115.00. Single Copy: None

### **6** TERM DATA Reporting not required

### **7** SALES CHANNELS Reporting not required

### **8** PREMIUM USAGE Reporting not required

## ADDITIONAL CIRCULATION INFORMATION

### **9** POST EXPIRATION COPIES INCLUDED IN PAID CIRCULATION

Reporting not required

### **10** RENEWAL ANALYSIS OF PAID CIRCULATION

Reporting not required

## CHANNEL PROFILES

### WEBSITE

6 MONTHS ENDED JUNE 30, 2017			
Unique Browsers	Visits	Page Impressions	
33,577	42,730	84,852	January
35,207	44,488	84,320	February
41,232	52,387	99,648	March
36,858	47,516	91,483	April
38,371	51,161	95,191	May
32,818	43,737	81,773	June

www.biopharminternational.com

### E-NEWSLETTERS

E-NEWSLETTER		
Average Issue Net Distribution	Number of Issues	
30,042	4	January 2017
30,390	3	February 2017
30,246	3	March 2017
29,277	3	April 2017
29,075	4	May 2017
28,702	3	June 2017

E-NEWSLETTER		
Average Issue Net Distribution	Number of Issues	
24,070	1	January 2017
24,065	1	February 2017
22,507	1	March 2017
22,263	1	April 2017
24,017	1	May 2017
22,956	1	June 2017



**CONSOLIDATED  
MEDIA REPORT**  
Business Publication  
6 months ended June 30, 2017

**BioPharm** INTERNATIONAL

The Science & Business of Biopharmaceuticals

## EXPLANATORY

**Publication:**

Audit Cycle: December Ending

- (a) Print Only Individual subscriptions, averaging 23,018 copies per issue, represent copies served to individuals receiving the print version only of BIOPHARM INTERNATIONAL.
- (b) Digital Only Individual subscriptions, averaging 8,723 copies per issue, represent copies served to individuals receiving the digital version only. The digital version of BIOPHARM INTERNATIONAL is made available to subscribers wherein an e-mail notice is sent to recipients notifying them of the availability of each issue.
- (c) Multi-Copy Same Addressee subscriptions, averaging 1 copy per issue, represent copies sold in quantities of 2 or more to individuals and media departments at basic prices. Copies were mailed to the purchaser for redistribution.
- (d) Miscellaneous includes checking and promotion copies, averaging 466 copies per issue, served to advertisers and agencies.
- (e) Business Directories represent copies served to subscribers obtained from recognized directories.

**Definition of Recipient Qualification:**

Qualified recipients are: Personnel engaged in the job functions of production, manufacturing, process development, lab management, research, research and development, project management, technical services, analytical development or support, quality assurance, quality control, validation, plant engineering, plant design, project engineering, facility engineering, regulatory affairs, clinical affairs, corporate management, and business advisor, as well as other functions allied to the field, including technology transfer, materials management, and purchasing.



**CONSOLIDATED  
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Business Publication  
6 months ended June 30, 2017**



**EXPLANATORY (Continued)**

Website: AAM Digital Services Definitions: [www.biopharminternational.com](http://www.biopharminternational.com).

This site uses the cookie-based method to measure unique browsers. If cookies are not accepted, then the IP address & user-agent in combination based method is used to measure unique browsers.

Note: The total number of unique browsers is adjusted to remove duplicate visits by the same browser. In other words, regardless of the number of times that an identified browser visited the site, they were considered a single unique browser for the period.

Website Usage Definitions  
Page Impressions: The combination of one or more files presented to a browser as a single document as a result of a single request received by the server, and that is recorded at a point as late as possible in the process of delivery of the content to the user's browser, therefore closest to the actual opportunity to see the content by the user in effect, one request by a browser should result in one page impression being reported. The counted page impression may not necessarily be in focus or visible in the user's browser.

Unique Browser: A measurement of unduplicated cookie based browsers that accessed the digital content of a site during the measurement period reported. In the absence of a cookie, the combination of the IP address and user-agent string may be used to measure a unique browser. For numerous reasons, a unique browser does not represent a unique individual.  
Visit: A series of interactions with a site by a unique browser or user (if registration-based or a panel participant) without 30 minutes of inactivity.

E-newsletters: The number of e-newsletters for a given mailing that reached the subscriber's email delivery server with a positive status code response received in return. Net distribution is calculated by subtracting undelivered messages from sent messages.

We certify that to the best of our knowledge all data set forth in this Publisher's Statement are true and report circulation in accordance with Alliance for Audited Media's Bylaws and Rules.

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