

No attempt has been made to rank the information contained in this report in order of importance, since BPA Worldwide believes this is a judgment which must be made by the user of the report.

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**EUROPEAN PHARMACEUTICAL MANUFACTURER** covers the pharmaceutical manufacturing supply chain, providing insightful business intelligence on the formulation, development, manufacturing and supply of drugs and medicines. Through opinion, analysis and authoritative content the magazine features the latest industry news, market developments and technological advancements.

**FIELD SERVED**  
**EUROPEAN PHARMACEUTICAL MANUFACTURER** serves the companies in the following fields: Pharmaceutical Manufacturing, Contract Manufacturing, Intravenous Medical Devices Manufacturing, Validation, Testing, Clinical Trial Site, Materials Manufacturer, Compounder or Distributor, Biopharmaceutical Manufacturing, Clinical Diagnostic Manufacturing, Medical Device OEM and Other business allied to the field as reported in Paragraph 3a.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are involved in Corporate Management, Production/Manufacturing/Packaging, Marketing, Research & Development, Quality Assurance, Testing/Lab Management/Analysis, Purchasing, Project Management, Product Management & Sales, IT Systems and Other functions in the above fields as reported in Paragraph 3a.

**CHANNELS**

**EUROPEAN PHARMACEUTICAL MANUFACTURER MAGAZINE**



4 issues in the period  
5,910 average circulation

**EXECUTIVE SUMMARY**

Below are the average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
<b>EUROPEAN PHARMACEUTICAL MANUFACTURER MAGAZINE</b> (4 issues in the period)	5,905	5	5,910

### AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	440
*Allocated for Trade Shows and Conventions	388
All Other	95
<b>TOTAL</b>	<b>923</b>

\*See Additional Data

### 1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	5,910	100.0	5,905	99.9	5	0.1
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>5,910</b>	<b>100.0</b>	<b>5,905</b>	<b>99.9</b>	<b>5</b>	<b>0.1</b>

### 2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Total Qualified
January/February	5,900
March/April	5,920
May	5,920
June	5,900

### 3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2018

This issue is 0.2% or 13 copies below the average of the other 3 issues reported in Paragraph 2.

Business & Industry	Total Qualified	Percent of Total	Corporate Management	Production/Manufacturing/Packaging	Marketing	Research & Development	Quality Assurance	Testing/Lab Management/Analysis	Purchasing	Project Management	Product Management & Sales	IT Systems	Other
Pharmaceutical Manufacturing	940	15.9	139	86	100	121	117	14	36	76	177	31	43
Contract Manufacturing	374	6.3	124	19	23	28	33	2	22	22	52	2	47
Intravenous Medical Devices Manufacturing	52	0.9	8	4	8	7	3	-	1	2	16	1	2
Validation, Testing, Clinical Trial Site	573	9.7	105	26	58	54	61	8	11	116	95	15	24
Materials Manufacturer, Compounder or Distributor	1,465	24.8	422	48	103	105	78	9	46	52	405	23	174
Biopharmaceutical Manufacturing	217	3.7	53	25	19	26	13	2	1	25	32	7	14
Clinical Diagnostic Manufacturing	204	3.5	36	12	29	21	22	3	3	16	48	4	10
Medical Device OEM	1,425	24.2	572	1	3	162	96	1	69	2	178	-	341
Other	650	11.0	108	33	112	91	25	3	7	74	58	5	134
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>5,900</b>	<b>100.0</b>	<b>1,567</b>	<b>254</b>	<b>455</b>	<b>615</b>	<b>448</b>	<b>42</b>	<b>196</b>	<b>385</b>	<b>1,061</b>	<b>88</b>	<b>789</b>
<b>PERCENT</b>	<b>100.0</b>		<b>26.6</b>	<b>4.3</b>	<b>7.7</b>	<b>10.4</b>	<b>7.6</b>	<b>0.7</b>	<b>3.3</b>	<b>6.5</b>	<b>18.0</b>	<b>1.5</b>	<b>13.4</b>

### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2018

Qualification Source	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	<b>786</b>	<b>337</b>	<b>277</b>	<b>1,400</b>	<b>23.7</b>
II. Request from recipient's company:	<b>3</b>	<b>14</b>	<b>28</b>	<b>45</b>	<b>0.8</b>
III. Membership Benefit:	-	-	-	-	-
IV. *Communication from recipient or recipient's company (other than request):	<b>1,379</b>	<b>916</b>	<b>89</b>	<b>2,384</b>	<b>40.4</b>
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	<b>72</b>	-	<b>1,999</b>	<b>2,071</b>	<b>35.1</b>
Association rosters and directories	-	-	-	-	-
Business directories	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
*Other sources	72	-	1,999	2,071	35.1
VI. Single Copy Sales:	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>2,240</b>	<b>1,267</b>	<b>2,393</b>	<b>5,900</b>	<b>100.0</b>
<b>PERCENT</b>	<b>38.0</b>	<b>21.5</b>	<b>40.5</b>	<b>100.0</b>	

\*See Additional Data

### 3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2018

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	5,759	97.6
Individuals by name only	141	2.4
Titles or functions only	-	-
Company names only	-	-
Multi-Copy Same Addressee copies	-	-
Single Copy Sales	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>5,900</b>	<b>100.0</b>

### AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim
	July – December 2015	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018*
Total Audit Average Qualified:	5,902	5,901	5,908	5,918	5,932	5,910
Qualified Non-Paid:	5,902	5,901	5,908	5,918	5,932	5,905
Qualified Paid:	-	-	-	-	-	5
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

\*NOTE: January – June 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

\*\*NC = None Claimed.

### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2018

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
<b>EUROPE</b>			Luxembourg	2	
Albania	1		Macedonia	3	
Andorra	1		Malta	7	
Austria	75		Monaco	1	
Belarus	1		Netherlands	325	
Belgium	335		Norway	10	
Bosnia and Herzegovina	1		Poland	27	
Bulgaria	3		Portugal	34	
Croatia	4		Romania	10	
Cyprus	2		Russian Federation	4	
Czech Republic	249		Serbia	6	
Denmark	174		Slovenia	20	
Estonia	2		Spain	235	
Finland	25		Sweden	260	
France	416		Switzerland	113	
Germany	655		Turkey	27	
Greece	18		Ukraine	3	
Hungary	12		United Kingdom	2,249	
Ireland	390		Subtotal	5,900	100.0
Italy	194		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>5,900</b>	<b>100.0</b>
Latvia	1				
Lithuania	5				

**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF JUNE 2018**

Region	Total Qualified	Percent	Region	Total Qualified	Percent
Channel Islands	5		Cheshire	73	
Cornwall	2		Isle of Man	-	
Devon	38		Lancashire	114	
Dorset	19		Merseyside	31	
Gloucestershire	49		<b>North West</b>	<b>218</b>	<b>3.7</b>
Isles of Scilly	2		Cleveland	12	
Somerset	37		Cumbria	3	
Wiltshire	40		Durham	24	
<b>South West</b>	<b>192</b>	<b>3.3</b>	Northumberland	7	
Bedfordshire	28		Tyne & Wear	31	
Berkshire	65		<b>Northern</b>	<b>77</b>	<b>1.3</b>
Buckinghamshire	59		London	146	2.5
East Sussex	22		<b>Total England Circulation</b>	<b>2,003</b>	<b>34.0</b>
Essex	62		Antrim	16	
Hampshire	75		Armagh	5	
Hertfordshire	76		County Down	-	
Isle of Wight	-		County Tyrone	-	
Kent	62		Fermanagh	-	
Middlesex	38		Londonderry	5	
Oxfordshire	78		<b>Northern Ireland</b>	<b>26</b>	<b>0.4</b>
Surrey	72		Clwyd	22	
West Sussex	59		Dyfed	7	
<b>South East</b>	<b>696</b>	<b>11.8</b>	Gwent	38	
Cambridgeshire	59		Gwynedd	2	
Norfolk	25		Mid Glamorgan	29	
Suffolk	25		Powys	6	
<b>East Anglia</b>	<b>109</b>	<b>1.8</b>	Glamorgan	23	
Herefordshire & Worcestershire	29		West Glamorgan	15	
Shropshire	14		<b>Wales</b>	<b>142</b>	<b>2.4</b>
Staffordshire	38		Borders	3	
Warwickshire	23		Central	4	
West Midlands	101		Dumfries & Galloway	1	
<b>Midlands</b>	<b>205</b>	<b>3.5</b>	Fife	9	
Derbyshire	41		Grampian	4	
Leicestershire	39		Highlands & Islands	6	
Lincolnshire	12		Lothian	17	
Northamptonshire	28		Strathclyde	33	
Nottinghamshire	80		Tayside	1	
<b>East Midlands</b>	<b>200</b>	<b>3.4</b>	<b>Scotland</b>	<b>78</b>	<b>1.3</b>
East Yorkshire	13		<b>Total UK Circulation</b>	<b>2,249</b>	<b>38.1</b>
North Yorkshire	23		Other Europe	3,651	61.9
South Yorkshire	44		International	-	-
West Yorkshire	80		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>5,900</b>	<b>100.0</b>
<b>Yorkshire</b>	<b>160</b>	<b>2.7</b>			

**ADDITIONAL DATA**
**AVERAGE NON-QUALIFIED CIRCULATION:**

Allocated for Trade Show and Conventions:

Issue	Copies	Date	Show	Location
January/February	200	7-8 February 2018	Pharmapack	Paris, France
March/April	250	17-19 April 2018	Interphex Show	New York, USA
March/April	250	24-26 April 2018	CPhI North America	Philadelphia, USA
March/April	200	24-25 April 2018	Making Pharmaceuticals UK	Coventry, UK
May	500	11-15 June 2018	ACHEMA	Frankfurt, Germany

**PARAGRAPH 3b:**

Communication from recipient or recipient's company (other than request) includes 1 source of circulation for a quantity of 2,384 copies or 40.4%, including requests for Medical Plastics News.

Other sources include 2 sources of circulation for quantities of 72 copies or 1.2% to 1,999 copies or 33.9%, including EPM Research.

**PUBLISHER'S AFFIDAVIT**

We hereby make oath and say that all data set forth in this statement are true.

Jennifer Beresford, Audit Consultant

Jane Palfi, Audience Development Manager

(At least one of the above signatures must be that of an officer of the publishing company or its authorized representative.)

**IMPORTANT NOTE:**

This unaudited brand report has been checked against the previous audit report.

It will be included in the annual audit made by BPA Worldwide.

Date signed	July 13, 2018
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**About BPA Worldwide:**

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