

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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BIOPROCESS INTERNATIONAL is a B2B brand intended for individuals in the field of biological/biopharmaceutical manufacturing and pharmaceutical companies (with biotech focus); biological/biodiagnostic/biopharmaceutical process and development; biotechnology/biopharmaceutical research; biagnostics delivery, Cell/Gene Therapy and devices and others allied to the field.

BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

CHANNELS

BIOPROCESS INTERNATIONAL MAGAZINE



5 Issues in the period
30,010 average circulation

BIOPROCESS INTERNATIONAL E-NEWSLETTER



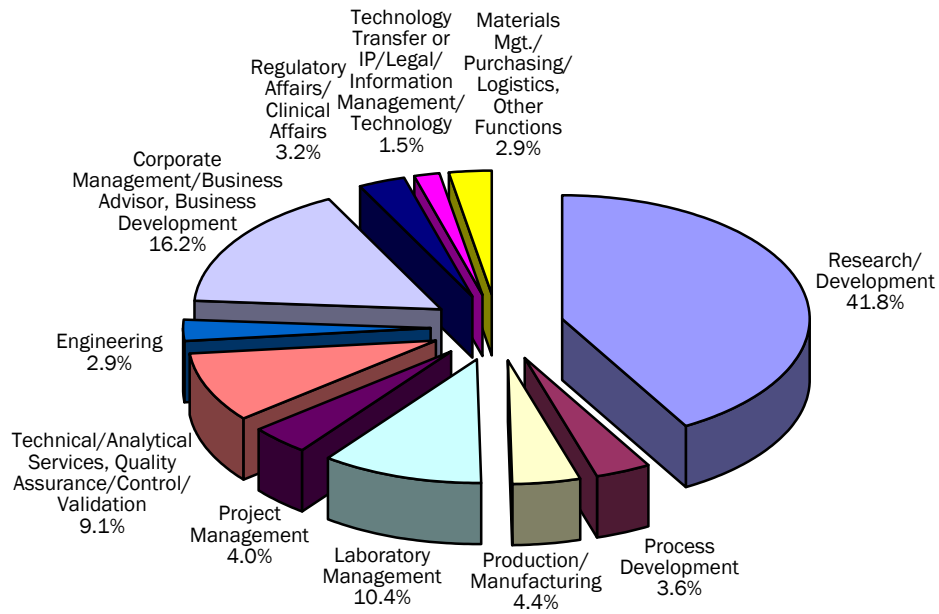
BioProcess International Digital Edition Alert
6 Issued in the period
13,401 average per occurrence

EXECUTIVE SUMMARY

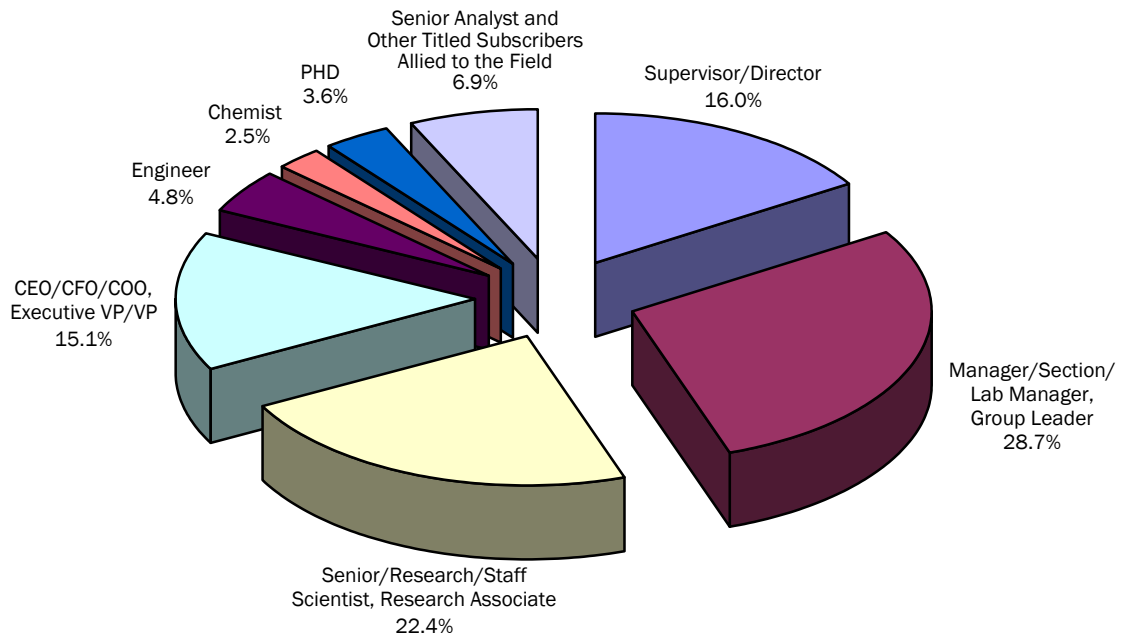
Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
BIOPROCESS INTERNATIONAL MAGAZINE (5 issues in the period)	30,010	-	30,010
a. Print	28,736	-	28,736
b. Digital	1,274	-	1,274
1. Requested	1,274	-	1,274
2. Non Requested	-	-	-
E-NEWSLETTER: BIOPROCESS INTERNATIONAL DIGITAL EDITION ALERT (5 issued in the period)	13,401	-	13,401

JOB FUNCTION



JOB TITLE



CLASSIFICATION BY TITLE	Total Qualified	Percent of Total
Supervisor/Director	4,792	16.0
Manager/Section/Lab Manager, Group Leader	8,622	28.7
Senior/Research/Staff Scientist, Research Associate	6,715	22.4
CEO/CFO/COO, Executive VP/VP	4,534	15.1
Engineer	1,428	4.8
Chemist	736	2.5
PHD	1,075	3.6
Senior Analyst and Other Titled Subscribers Allied to the Field	2,108	6.9
TOTAL QUALIFIED CIRCULATION	30,010	100.0

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016

QUALIFICATION SOURCE	Qualified Within					Total Qualified	Percent
	1 Year	2 Years	3 Years	Print	Digital		
I. Direct Request:	27,000	3,010	-	27,795	2,215	30,010	100.0
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	-	-	-	-	-	-	-
V. TOTAL – Sources other than above (listed alphabetically):	-	-	-	-	-	-	-
Association rosters and directories	-	-	-	-	-	-	-
Business directories	-	-	-	-	-	-	-
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
Other sources	-	-	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	27,000	3,010	-	27,795	2,215	30,010	100.0
PERCENT	90.0	10.0	-	92.6	7.4	100.0	

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016

MAILING ADDRESS	Print	Digital	Total Qualified	Percent
Individuals by name and title and/or function	27,795	2,215	30,010	100.0
Individuals by name only	-	-	-	-
Titles or functions only	-	-	-	-
Company names only	-	-	-	-
Multi-Copy Same Addressee copies	-	-	-	-
Single Copy Sales	-	-	-	-
TOTAL QUALIFIED CIRCULATION	27,795	2,215	30,010	100.0

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
	January – June 2014	July – December 2014	January – June 2015	July – December 2015	January – June 2016	July – December 2016*
Total Audit Average Qualified:	30,009	30,010	30,010	30,010	30,010	30,010
Qualified Non-Paid:	30,009	30,010	30,010	30,010	30,010	30,010
Print:	30,009	30,010	30,010	30,010	30,010	28,736
Digital:	-	-	-	-	-	1,274
Qualified Paid:	-	-	-	-	-	-
Print:	-	-	-	-	-	-
Digital:	-	-	-	-	-	-
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: July – December 2016 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 NOVEMBER 2016*

State	Print	Digital	Total Qualified	Percent	State	Print	Digital	Total Qualified	Percent
Maine	68	-	68		Kentucky	255	-	255	
New Hampshire	93	-	93		Tennessee	383	-	383	
Vermont	31	-	31		Alabama	287	-	287	
Massachusetts	1,305	1	1,306		Mississippi	189	-	189	
Rhode Island	95	-	95		EAST SO. CENTRAL	1,114	-	1,114	3.7
Connecticut	306	-	306		Arkansas	196	-	196	
NEW ENGLAND	1,898	1	1,899	6.3	Louisiana	312	-	312	
New York	1,445	-	1,445		Oklahoma	214	-	214	
New Jersey	938	-	938		Texas	1,347	-	1,347	
Pennsylvania	1,201	2	1,203		WEST SO. CENTRAL	2,069	-	2,069	6.9
MIDDLE ATLANTIC	3,584	2	3,586	11.9	Montana	78	-	78	
Ohio	768	-	768		Idaho	78	-	78	
Indiana	524	-	524		Wyoming	37	-	37	
Illinois	961	-	961		Colorado	292	-	292	
Michigan	580	-	580		New Mexico	101	-	101	
Wisconsin	492	-	492		Arizona	228	-	228	
EAST NO. CENTRAL	3,325	-	3,325	11.1	Utah	216	-	216	
Minnesota	471	-	471		Nevada	66	-	66	
Iowa	311	-	311		MOUNTAIN	1,096	-	1,096	3.7
Missouri	600	-	600		Alaska	1	-	1	
North Dakota	63	-	63		Washington	317	-	317	
South Dakota	48	-	48		Oregon	143	-	143	
Nebraska	197	-	197		California	2,577	3	2,580	
Kansas	206	-	206		Hawaii	9	-	9	
WEST NO. CENTRAL	1,896	-	1,896	6.3	PACIFIC	3,047	3	3,050	10.2
Delaware	106	-	106		UNITED STATES	22,186	7	22,193	74.0
Maryland	1,086	-	1,086		U.S. Territories	65	-	65	
Washington, DC	152	-	152		Canada	453	-	453	
Virginia	411	-	411		Mexico	-	-	-	
West Virginia	145	-	145		Other International	5,091	2,208	7,299	
North Carolina	781	-	781		APO/FPO	-	-	-	
South Carolina	222	-	222		TOTAL QUALIFIED CIRCULATION	27,795	2,215	30,010	100.0
Georgia	514	-	514						
Florida	740	1	741						
SOUTH ATLANTIC	4,157	1	4,158	13.9					

*See Additional Data

FIELD SERVED

BIOPROCESS INTERNATIONAL serves the field of biological/biopharmaceutical manufacturing and pharmaceutical companies (with biotech focus) and pharmaceutical companies; biological/biodiagnostic/ biopharmaceutical process development; biotechnology/biopharmaceutical research; biodiagnostics, delivery, and other devices; peptide therapeutics, oligos and other non-synthetic small molecules; biological vaccines, cell therapy; clinical research organizations; contract research/services; contract manufacturing/services; industrial/specialty chemicals; bulk products and raw materials; engineering; government/regulatory; business/investment/legal services/consulting; and others allied to the field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include individuals in research/development, process development, production/manufacturing, laboratory management, project management, technical/analytical services, quality assurance/control/validation, engineering, corporate management/business advisor, business development, regulatory affairs/clinical affairs, tech transfer or IP/legal/info management/technology, materials management/purchasing/logistics, and other functions.

AVERAGE NON-QUALIFIED CIRCULATION

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	627
Allocated for Trade Shows and Conventions	410
All Other	657
TOTAL	1,693

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual Sponsored Individually Addressed	30,010	100.0	30,010	100.0	-	-
Membership Benefit Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	30,010	100.0	30,010	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2016 Issue	2016 Issue		Total Qualified
	Print	Digital	
July/August	30,010	-	30,010
September	30,010	-	30,010
October	27,903	2,107	30,010
November	27,795	2,215	30,010
December	27,962	2,048	30,010

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2016
This issue is equal to the average of the other 4 issues reported in Paragraph 2.

BUSINESS AND INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	CLASSIFICATION BY JOB FUNCTION													
			Print	Digital	Research/ Development	Process Development	Production/ Manufacturing	Laboratory Management	Project Management	Technical/ Analytical Services, Quality Assurance/ Control/Validation	Engineering	Corporate Management/ Business Advisor, Business Development	Regulatory Affairs/ Clinical Affairs	Technology Transfer or IP/Legal/ Information Management/ Technology	Materials Mgt./Purchasing/ Logistics, Other Functions	
Biological/Biopharmaceutical Manufacturing and Pharmaceutical Companies with Biotech Focus	9,724	32.3	8,765	959	4,245	527	689	795	319	982	177	1,367	257	104	262	
Biological/Biodiagnostic/Biopharmaceutical Process Development	1,560	5.2	1,400	160	690	178	63	174	66	127	20	188	20	16	18	
Biotechnology/Biopharmaceutical Research	1,859	6.2	1,737	122	1,029	50	61	186	59	107	23	271	20	24	29	
Biodiagnostics, Delivery and Other Devices, Peptide Therapeutics, Oligos and Other- Nonsynthetic Small Molecules	799	2.7	742	57	257	10	33	158	32	116	9	147	24	6	7	
Biological Vaccines/Cell Therapy	351	1.2	310	41	143	46	16	42	18	29	4	36	6	4	7	
Clinical Research Organization/Contract Research and Services/Contract Manufacturing/Services	6,148	20.5	5,806	342	2,558	116	243	859	247	468	95	1,125	233	76	128	
Industrial/Specialty Chemicals/Bulk Products and Raw Materials	1,087	3.6	1,010	77	202	22	101	87	69	125	35	371	14	11	50	
Engineering	1,146	3.8	1,044	102	209	24	40	26	97	94	339	265	8	23	21	
Government/Regulatory	3,297	11.0	3,165	132	1,409	32	22	622	133	398	104	273	135	81	88	
Business/Investment/Legal Services/Consulting	2,206	7.4	2,062	144	563	29	61	139	154	213	67	747	105	85	43	
Others Allied To The Field	1,833	6.1	1,754	79	1,234	40	6	41	11	57	8	65	137	8	226	
Other Paid Circulation (Optional):	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
TOTAL QUALIFIED CIRCULATION	30,010	100.0	27,795	2,215	12,539	1,074	1,335	3,129	1,205	2,716	881	4,855	959	438	879	
PERCENT	100.0		92.6	7.4	41.8	3.6	4.4	10.4	4.0	9.1	2.9	16.2	3.2	1.5	2.9	