

5 REASONS FOR GROWTH IN THE PHARMACEUTICAL & MEDICAL DEVICE INDUSTRIES



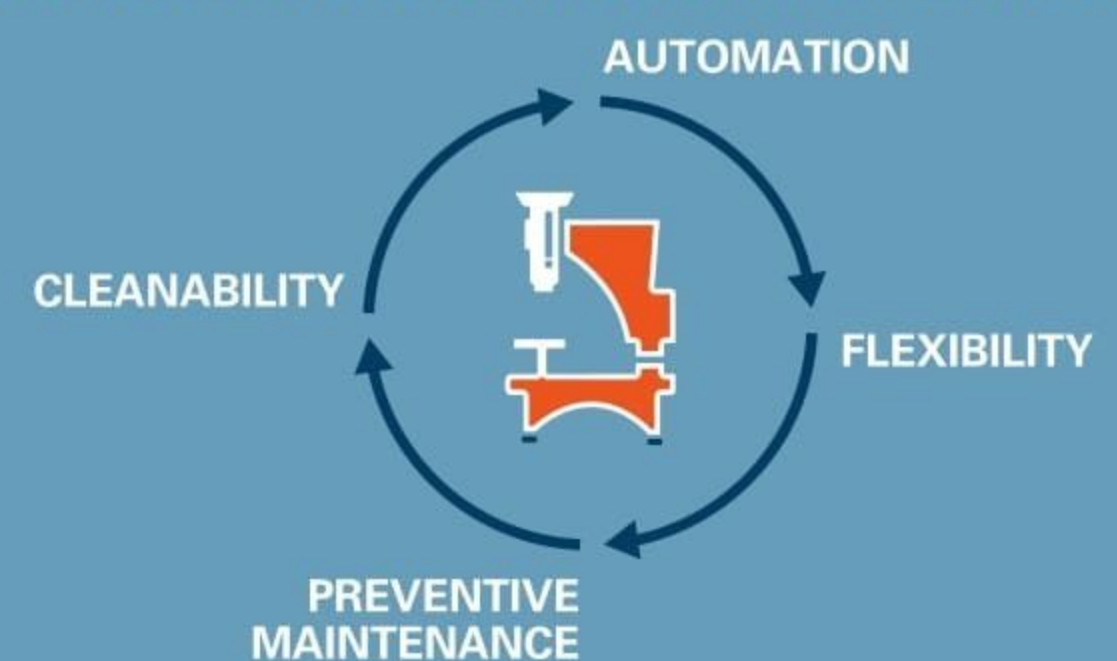
1 INCREASING GOVERNMENT REGULATIONS



49% of companies are greater than 50% compliant-ready to meet regulations.¹

By early 2019, more than 75 percent of the world's prescription medications will be protected by legislation.

Government track and trace, serialization regulations, and Unique Device Identification (UDI) requirements for medical device makers mean manufacturers need to obtain new machinery. When evaluating new machinery, manufacturers report they are most concerned with:



2 RISING CONSUMER DEMAND



The demand for pharmaceutical and medical devices is growing, driven by:

- ↑ INCREASED INSURANCE COVERAGE RATES IN THE U.S.
- AN AGING WORLD POPULATION
- IMPROVED HEALTHCARE AVAILABILITY IN EMERGING MARKETS

Companies can keep up with increased demand through automation, but 2/5 companies are not yet integrating their manufacturing lines, but plan to in the future.



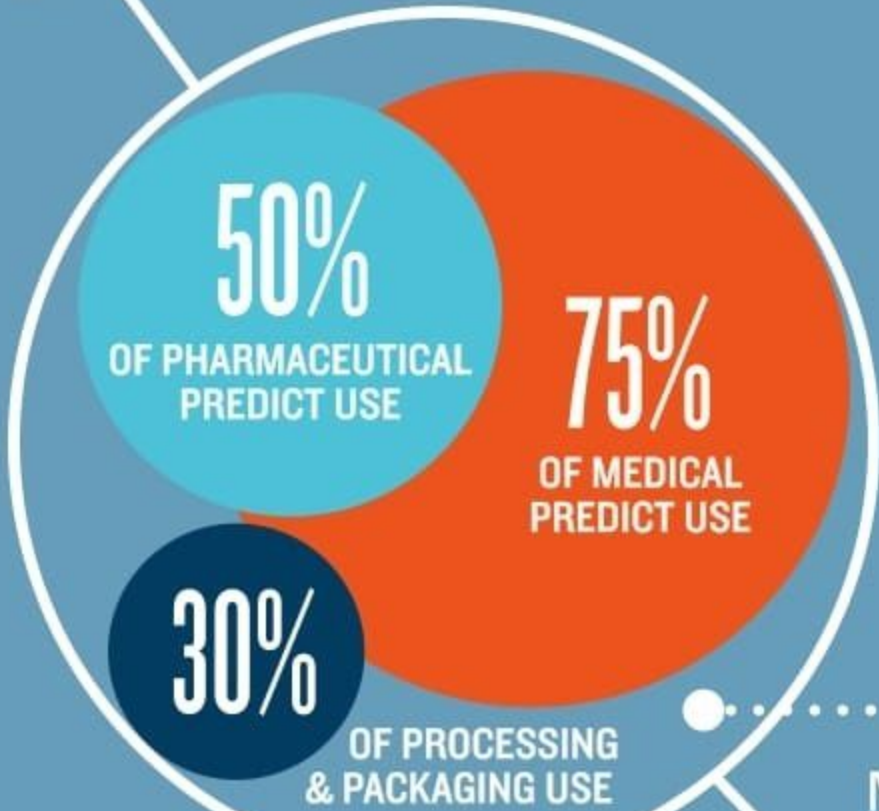
3 PERSONALIZED CARE



Manufacturers have pivoted to operational solutions more suited to personalized care, concentrated around:

- FASTER PRODUCTION CHANGES
- SHORTER BATCH RUNS
- SPECIALIZED PACKAGING
- HIGH-VALUE ITEMS

4 INCREASED USE OF OUTSIDE CONTRACTING SERVICES



About 30% of all processing and packaging in the pharmaceutical and medical device industries currently use contract manufacturers (CMOs) and contract packagers (CPOs).¹

Over half of pharmaceutical companies and 3/4 medical device companies predict increasing use of contract services in the future.

Manufacturers utilize contractors to:

- REDUCE CAPITAL SPENDING
- MEET INCREASING DEMAND
- RUN SMALLER BATCHES

5 COLLABORATION BETWEEN MEDICAL DEVICE AND PHARMACEUTICAL MANUFACTURERS



2/3 of companies predict spending more on capital equipment in the next 12-24 months.¹

Manufacturers are exploring new technologies that:

- ENABLE BETTER PATIENT COMPLIANCE
- UTILIZE UNIQUE DRUG DELIVERY METHODS
- IMPROVE PACKAGE INTEGRITY
- INCREASE PRODUCT SAFETY



April 16-18, 2018
Philadelphia, PA USA

Visit pmmi.org/research to access the whitepaper and other industry intelligence.

Industry professionals can find the latest pharmaceutical and medical packaging solutions at PACK EXPO East (April 16-18, 2018, Pennsylvania Convention Center, Philadelphia).

To register and learn more, visit packexpoeast.com.

¹ <https://pmmiprod3ebiz.personifycloud.com/PersonifyEbusiness/Store/Pharmaceutical-Medical-Devices-Trends-and-Opportunities-in-Packaging-Operations/ProductDetail/21108061>