

# HERE TO STAY OR UP IN SMOKE?

A Look at the U.S. Cannabis Market



## BREAKING DOWN THE MARKET

MARIJUANA IS LEGALIZED AT SOME LEVEL IN 30 STATES



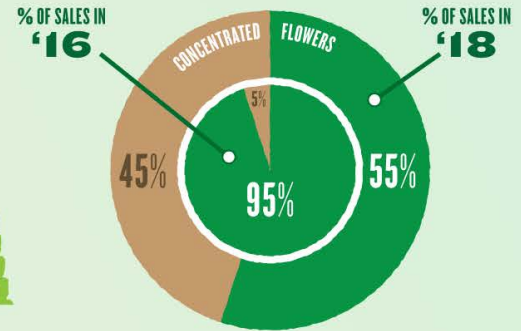
(PENDING IN 14 MORE)

THE INDUSTRY HAS GROWN BY MORE THAN

**200%**  
IN THE LAST 5 YEARS



CUSTOMERS INCREASINGLY PREFER CONCENTRATED, PROCESSED CANNABIS FORMATS OVER FLOWERS



## CHALLENGES IN CANNABIS PACKAGING



Separate RFID tags for the plant and packaged product are required



Financial institutions' resistance to work with cannabis companies



Strict FDA inspections

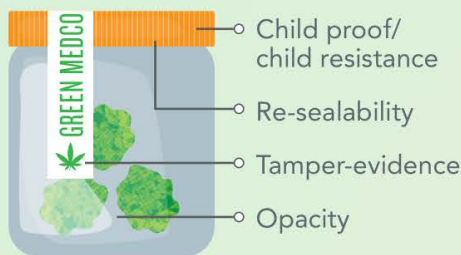


Differences between state and federal laws

## HOW IS CANNABIS PACKAGED?

Packaging is highly regulated.

Required features often include:



Packaging formats vary with the different forms of cannabis:



**CANNABIS FLOWER**

Glass jars  
Tubes



**CANNABIS CONCENTRATES**

Heat-proof borosilicate glass containers  
Polystyrene containers



**CANNABIS EDIBLES**

Resealable, smell proof bags

Cannabis companies are looking for:



High-end packaging



Automation



CO<sub>2</sub> extraction equipment



Contamination detection and removal equipment



October 14-17, 2018  
Chicago, Illinois USA

Visit [pmmi.org/research](http://pmmi.org/research) to access the report and other industry intelligence.

Packaging industry professionals can find the latest solutions at PACK EXPO International and co-located Healthcare Packaging EXPO (Oct. 14-17, 2018; McCormick Place, Chicago).

To register and learn more, visit [packexpointernational.com](http://packexpointernational.com).