Growth opportunities and new connections guided PMMI’s success in 2016. PACK EXPO International broke records as the world’s largest and most comprehensive processing and packaging show in 2016. We reaffirmed PMMI as the global resource for the processing and packaging supply chain by updating our by-laws and growing our membership to keep pace with an ever-evolving marketplace. We had record attendance at our member meetings. The PMMI Media Group launched new brands like ProFood World to meet the needs of our expanding audience. And we made strides in bolstering the processing and packaging workforce with the launch of new initiatives like our NextGEN Networking event that connected students and employers, and the overwhelmingly successful Packaging & Processing Women’s Leadership Network breakfast that brought together nearly 600 women in the industry. We reached a major social media milestone with 10,000 twitter followers. Our financials are stronger than ever with the highest surplus from operations in PMMI’s history. Read on to learn more about this year’s most significant achievements.
Everything we do is to help our members succeed

2016 Executive Committee:

CHAIRMAN OF THE BOARD
Paul Irvine
CEO
Plexpack Corp.

VICE CHAIRMAN
Mark Anderson
President and CEO
Pro Mach, Inc.

IMMEDIATE PAST CHAIRMAN
Bill Crist
Kliklok-Woodman/Bosch
Packaging Technology

PRESIDENT AND CEO
Charles Yuska
PMMI

2016 Board of Directors:

Rick Allegretti
ARPAC

Ole Rygh
Ryson International Inc.

Dale Andersen
Delkor Systems, Inc.

Gary Saunders
Magnum Systems, Inc.

Emmanuel Cerf
Polypack, Inc.

Alan Shuaibar
BellatRx Inc.

Wayne Goldberg
Econocorp, Inc.

Gary Tantimonic
PDC International Corporation

Ed Howe
Enfield Technologies

Jonathon Titterton
Coesia Group

Matt Lerner
Automated Packaging Systems, Inc.

Mike Wagner
Rockwell Automation

David Navin
Spee-Dee Packaging Machinery, Inc.

Nancy Wilson
Morrison Container Handling Solutions

Martin Prakken
BluePrint Automation (BPA)

2016 Committees:

Business Intelligence Committee
Education & Workforce Development Committee
Emerging Leaders Committee
Global Marketing Committee

Industry Relations Committee
Membership Committee
Show Committee
Strategic Planning Committee

UNITES
The PACK EXPO Portfolio of Trade Shows unites the world of processing and packaging to advance industries.

CONNECTS
PMMI Media Group connects manufacturers to the latest solutions, trends and innovations in processing and packaging year-round.

EQUIPS
PMMI Business Drivers equip the makers of processing and packaging technologies to succeed in a competitive global marketplace.

PMMI’S STRENGTH COMES FROM OUR GROWING NUMBER OF ENGAGED MEMBERS.

49
new member companies in 2016, for a total of 761 members

53%
of member companies downloaded at least one business intelligence product in 2016

160
member company representatives served on committees in 2016

453
member company representatives attended the Annual Meeting and Executive Leadership Conference in 2016
PACK EXPO International and Pharma EXPO 2016 was our largest display of machinery to date making it the largest processing and packaging show in the world in 2016.

- 46,000 attendees
- 2,512 exhibiting companies
- PACK gives BACK™ raised significant funds to benefit No Greater Sacrifice
- 40+ vertical markets represented

EXPO PACK México 2016 was the largest show in its history, growing seven percent from last year. The new venue accommodated:

- Nearly 23,000 attendees
- 1,000 exhibitors
- 208,000 net square feet of exhibit space.

“PACK EXPO International is a fantastic show. Our senior management has been talking this year’s show up for months and, with lots of self-driven planning and promotions, it was one of the best we’ve ever had. We’ve secured an average of 200 organic leads per day in addition to hosting 350 customers and channel partners for pre-scheduled meetings. We also had the opportunity to host a large group of our investment and market analyst community in our booth.”

Jenn Grabenstetter, executive director of Global Communications – Product Care, Sealed Air
PMMI Media Group reaches new audiences

A record 809 companies advertised in PMMI Media Group products in 2016.

New media brand *ProFood World* launched in **August** with a website and e-newsletters for food and beverage processing professionals. *ProFood World* also supports the new ProFood Tech show, with content provided by well-known journalist Joyce Fassl. *ProFood World* Publisher Patrick Young brings his food industry experience and relationships to the new brand, which adds a print component in 2017.

**Game Plan** debuted this fall, using attendee registration choices to match end users with exhibitors via personalized walking guides to the show. Success is in the numbers:

- 86 percent of attendee recipients used **Game Plan** to discover or visit exhibitors they didn’t know or to see specific products at exhibitors they did know
- 70 percent plan to keep **Game Plan** as a personalized reference guide
- 154 exhibitors participated

**Automation Conference & Expo**
Our 2016 event welcomed 360 registrants to a sold-out venue, bringing together OEMs, CPGs and solution providers including many PMMI members and OpX Leadership Network participants.

**Packaging World’s PACK EXPO International Showcase** enjoyed a 17 percent increase in participating exhibitors, with 182 companies advertising.

**Automation World** gross revenue grew to $5,324,000 – a four percent increase.

**Healthcare Packaging** gross revenue grew to $1.2 million.

41 exhibitors participated in the **EXPO PACK México Showcase**, up from a dozen in 2015.

**Beyond Advertising**
Our customer educational series attracted over 200 registrants in five cities. PMMI Media Group presented ideas and strategies for exhibit marketing, content marketing best practices and new tools for planning and executing a marketing campaign.
PMMI Business Drivers move the industry forward

BUSINESS INTELLIGENCE

Members Benefit from the Power of PMMI Business Intelligence

PMMI produced five industry analyses and market research reports in 2016:

- Food Packaging Trend and Advances
- State of the Industry – US Packaging Machinery
- FSMA Update
- Brand Protection and Product Traceability
- Pharmaceutical & Medical Devices

PMMI also released:

- Sales and Marketing Best Practices Survey
- Quarterly Purchasing Index Reports
- How’s Business Quarterly Reports
- Quarterly Economic Indicator Report
- 12 Quickie Surveys

399 member companies accessed PMMI’s Business Intelligence

4,668 report downloads

92 articles in industry magazines (digital and hard copy) featured PMMI’s research

EDUCATION & WORKFORCE DEVELOPMENT

New Direction for PMMI U

PMMI’s Board of Directors affirmed the need for more focused training to bolster the shortage of qualified, industry-specific employees. The following programs were approved:

- PMMI U Core Skills Connection: A path to acquire skills at local providers
- PMMI U Connection: Matching qualified students with employers
- PMMI U On the Road: Industry-specific curriculum delivered by subject matter experts

NextGEN Networking Fair

At PACK EXPO International, PMMI U hosted the NextGEN Networking Fair, sponsored by B&R Industrial Automation. The event brought employers face-to-face with 200 plus job-seeking students.

Certified Trainer Program

Implemented new Senior Certified Trainer and Master Certification levels to recognize experienced trainers.

PMMI and Risk Assessment

The updated ANSI/PMMI B155.1-2016 Safety Requirements for Packaging and Processing Machinery standard was approved. This standard guides processing and packaging machinery suppliers and users through a risk assessment process to improve safety.

PMMI U conducted three Risk Assessment Workshops in 2016.

“The Brand Protection/Product Traceability Report does an excellent job of identifying the extent of the problem facing CPGs as well as the range of overt and covert technologies companies are considering to address the issue.”

Rick Fox, president and CEO, Fox IV Technologies
GLOBAL MARKETING

PMMI’s Global Marketing Helps Members Compete Internationally

• PMMI produced individual reports for Brazil, Thailand, Mexico, China, Indonesia and India. A total of 1,069 downloads from 237 member companies.

• Provided access to over 1,800 qualified agents from 70 countries, in addition to over 100 experienced export mentors.

• Hosted a Trade Mission to Mexico for 11 member companies.

• Granted $6,500 to 13 companies exhibiting at five international trade shows, as part of the PMMI Trade Show Assistance Program.

• 123 member stands in PMMI international pavilions.

• Five market presentations and five webinars for members at international pavilions.

“During final negotiations with a European pharmaceutical company we were asked to provide a bank guarantee to secure an order. I reached out to PMMI Global Marketing for advice and was connected with two member companies with export experience. We received the order thanks to the guidance and resources provided.”

Jake Garvey, director of OEM Sales, Midwest Regional Sales Manager, Garvey Corporation

Competing teams in the Amazing Packaging Race at PACK EXPO International and Pharma EXPO 2016.
Dynamic Communities Benefit Our Industry

The OpX Leadership Network grew to almost 200 participating CPG companies and OEMs. Leveraging the convening strength of PMMI, the OpX Leadership Network brings together a dynamic community of manufacturing, engineering and operations professionals to identify and solve common operational challenges.

The OpX Leadership Network started new solutions groups focused on Worker Safety and Clean-in-Place (CIP) issues and released two solutions – a Spotlight on Baking guide and an Allergen Cleaning Validation Checklist.

The Emerging Leaders Network grew to more than 250 members in 2016. They connect through a LinkedIn Group and networking events. At PACK EXPO International, the Emerging Leaders Network hosted a reception for 85 members and their customers. Geared towards emerging leaders, the PMMI Leadership Development Program enrolled 21 representatives from PMMI member companies.

The Packaging & Processing Women’s Leadership Network, a new group convened by PMMI, serves to recruit, retain and advance women’s careers in processing and packaging. Close to 600 women attended its inaugural networking event at PACK EXPO International.

“PMMI’s Leadership Development program has changed me profoundly. No matter how self-aware you think you are, this helps you uncover and better leverage the hidden strengths that only others can see.”

Joanna Barros, director of Strategic Planning, Cozzoli Machine Company
MEETINGS

PMMI Meetings Marked Record Attendance in 2016

<table>
<thead>
<tr>
<th>2016 ANNUAL MEETING</th>
<th>RECORD TURN-OUT FOR 2016 EXECUTIVE LEADERSHIP CONFERENCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>290 member company</td>
<td>163 member company representatives</td>
</tr>
<tr>
<td>representatives</td>
<td>representatives</td>
</tr>
<tr>
<td>152 member companies</td>
<td>88 member companies</td>
</tr>
</tbody>
</table>

New By-laws Spotlight PMMI’s Globalization

PMMI redefined its by-laws, reaffirming its vision as the global resource for the processing and packaging supply chain and positioning PMMI to keep pace with an ever-evolving marketplace through its inclusion of more industry contributors.

General membership now welcomes all qualified companies that manufacture or assemble in North America, while firms with a non-manufacturing presence in North America can join as Associate Members. An affiliated supplier category has also been added, including suppliers to the packaging and processing industry that do not supply components for the building of machinery.

PMMI Social Media Milestones

@PMMIorg Twitter handle gained more than 1,500 followers and reached a major milestone: 10,000 followers!

@packexposhow gained nearly 2,000 new followers for a grand total of more than 6,300.

Total engagement (retweets, likes, replies) on both handles was more than 15,000.

Posts on the PMMI official Facebook Page reached 53,019 people.

The PACK EXPO Facebook Page gained 1,064 new Likes for a total of 4,429, and 49,684 engagements and clicks. PACK EXPO’s Facebook posts reached 957,439 people.
PMMI reached a financial milestone in 2016

Thanks to the growing strength of PACK EXPO International and the tremendous support from PMMI’s Media Group advertising offerings, 2016 was the highest surplus from operations in PMMI’s history. Combined with 2015, the 2015–2016 financial results will be the best financial two-year budget cycle from operations in PMMI’s history.

PACK EXPO International and Pharma EXPO 2016 brought over 46,000 attendees face-to-face with 2,512 exhibiting companies.

<table>
<thead>
<tr>
<th>2016 PMMI Financials</th>
<th>Actual* (unaudited)</th>
<th>Budgeted</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>$47,627,862</td>
<td>$46,893,403</td>
<td>$726,459</td>
</tr>
<tr>
<td>Expenses</td>
<td>$41,737,862</td>
<td>$42,300,800</td>
<td>($570,938)</td>
</tr>
<tr>
<td>Change in net assets from operations</td>
<td>$5,890,000</td>
<td>$4,592,603</td>
<td>$1,297,397</td>
</tr>
</tbody>
</table>

*Actual results pending audit

You can easily manage the information PMMI sends you, so you receive only the messages that are relevant to you.

Visit the PMMI Preference Center to choose your topics, along with the frequency and method of communication you desire.