

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.

Nimrod Publications Ltd.
Westpoint, 2nd Floor
Springfield Road, Horsham
West Sussex, United Kingdom
RH12 2PD
Tel. No.: +44 1403 230 700
FAX No.: +44 1403 230 525
www.aircraft-commerce.com
anne@aircraft-commerce.com

AIRCRAFT COMMERCE is a commercial aircraft magazine covering Airline Fleet Planning, Leasing, Airframe Maintenance Costs and more. It is also the most cost effective, independent, commercial aircraft research tool on the web today.

FIELD SERVED

AIRCRAFT COMMERCE serves airlines, aircraft operator, air cargo; aircraft finance/leasing/consultancy organizations; manufacturers/maintenance/repair/modifications and overhaul companies, IT System providers for MRO, Operations & Revenues and others allied to the aviation field.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are CORPORATE OFFICER (including: Chairman, C.E.O, C.F.O., C.O.O., Managing Director, President, Director General, Accountable Manager/Director, Principal or Owner, Founder, Partner - exc. law firms; Deputy/Assistant/Acting/Vice Chairman, etc), MAIN BOARD (including: Director, Senior V.P., Executive V.P., Executive Director/Officer, Board Member), MANAGEMENT PLANNING (including: V.P., General Manager, Manager, Chief, Chief Commercial Officer, Chief Pilot, Chief Engineer, Partner - law firms, Head of Department, Consultant, Legal Counsel, Flight Operations Coordinator, Public/Media Relations, Controller, Deputy/Assistant Director/Manager/Chief/VP etc, Advisor Business/IT/Government, Colonel, Commander Responsible, Treasurer, Superintendent, Senior, Supervisor, Coordinator, Foreman, Leader, Postholder), OTHER PERSONNEL (including Administrator, Analyst, Architect, Assistant, Associate, Auditor, Business Development/Marketing, Buyer, Captain, Dispatcher, Documentation/Publication, Engineer/Engineering, Estimator, Executive, Expert, Marketing; Accounts, Inspector, Instructor, Lecturer, Librarian, Mechanic, Member, Minister, Officer, Pilot, Planner/Planning, Sales, Scheduler, Shareholder, Specialist, Surveyor, Technical/Technician, Training and others).

CHANNELS

AIRCRAFT COMMERCE MAGAZINE



3 issues in the period
10,034 average circulation

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
AIRCRAFT COMMERCE MAGAZINE (3 issues in the period)	9,659	375	10,034

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	122
Allocated for Trade Shows and Conventions	-
All Other	827
TOTAL	949

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	9,971	99.4	9,606	95.8	365	3.6
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	63	0.6	53	0.5	10	0.1
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,034	100.0	9,659	96.3	375	3.7

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2018 Issue	Total Qualified
August/September	10,034
October/November	10,035
December/January	10,034

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2018
This issue is -% or 1 copy above the average of the other 2 issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total
Airline, Aircraft Operator, Air Cargo, Aircraft Technical and Maintenance	8,562	85.3
Aircraft Finance, Leasing, Consulting Organizations, Law Firms	509	5.1
Manufacturers	121	1.2
Independent Maintenance, Modification, Repair and Overhaul Organizations, Parts Suppliers	472	4.7
Aviation Services (Note 1)	17	0.2
IT Systems - Inc: Systems For MRO, Operations, Revenues, IFE	264	2.6
Others	90	0.9
TOTAL QUALIFIED CIRCULATION	10,035	100.0
PERCENT	100.0	

Note 1: This Classification includes Aviation Authorities & Aviation Training Centres.

Job Title	Total Qualified	Percent of Total	Industry Sector	
			Airlines (Note 1)	Non-Airlines
Corporate Officer (Note 2)	1,490	14.8	1,207	283
Main Board (Note 3)	1,757	17.5	1,470	287
Management Planning (Note 4)	5,094	50.8	4,434	660
Other Personnel	1,694	16.9	1,451	243
TOTAL QUALIFIED CIRCULATION	10,035	100.0	8,562	1,473

Note 1: includes Airline Technical & Maintenance

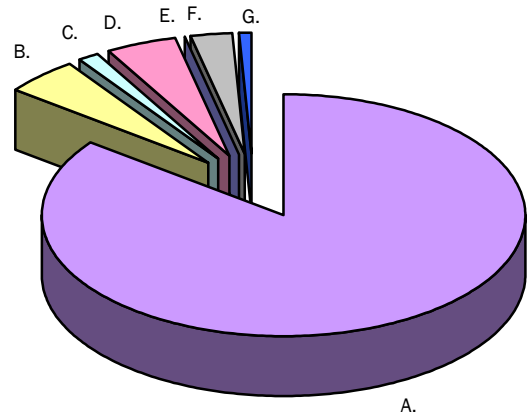
Note 2: This classification includes: Chairman, C.E.O, C.F.O., C.O.O., Managing Director, President, Director General, Accountable Manager/Director, Principal or Owner, Founder, Partner - exc. law firms; Deputy/Assistant/Acting/Vice Chairman, etc

Note 3: This classification includes: Director, Senior V.P., Executive V.P., Executive Director/Officer, Board Member

Note 4: This classification includes: Advisor, Chief, Chief Commercial Officer, Chief Engineer, Chief Pilot, Colonel, Commander, Consultant, Controller, Coordinator, Flight Operations Coordinator, Foreman, General Manager, Head of Department, Leader, Legal Counsel, Manager, Partner (law firms), Postholder, Principal, Public/Media Relations, Senior, Supervisor, Team Leader, Responsible, Treasurer, VP; Assistant/Deputy Director/Manager/Chief/VP etc.

3a. Breakout of Qualified Circulation by Business and Industry

Business and Industry	Total Qualified	Percent of Total
A Airline, Aircraft Operator, Air Cargo, Aircraft Technical and Maintenance	8,562	85.3
B Aircraft Finance, Leasing, Consulting Organizations, Law Firms	509	5.1
C Manufacturers	121	1.2
D Independent Maintenance, Modification, Repair and Overhaul Organizations, Parts Suppliers	472	4.7
E Aviation Services	17	0.2
F IT Systems - Inc: Systems For MRO, Operations, RevenueS, IFE	264	2.6
G Others	90	0.9



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2018

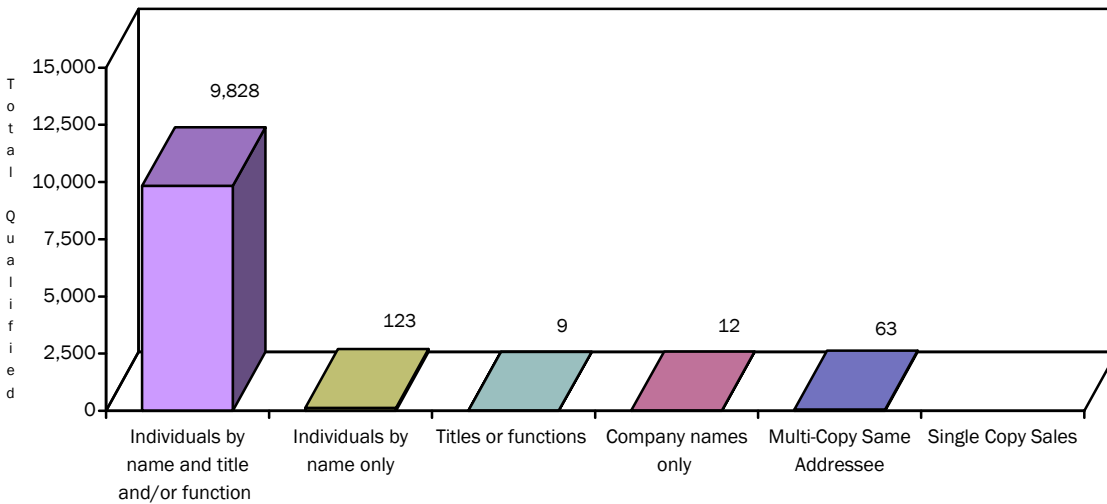
Qualification Source	Qualified Within			Total Qualified	Percent
	1 year	2 year	3+ year		
I. TOTAL – Direct Request:	718	504	253	1,475	14.7
a. Written	337	211	68	616	6.1
b. Telecommunication	-	-	-	-	-
c. Electronic	381	293	185	859	8.6
II. TOTAL – Request from recipient’s company:	128	173	80	381	3.8
a. Written	15	44	9	68	0.7
b. Telecommunication	-	-	-	-	-
c. Electronic	113	129	71	313	3.1
III. TOTAL – Membership Benefit:	-	-	-	-	-
a. Individual	-	-	-	-	-
b. Organizational	-	-	-	-	-
IV. TOTAL – Communication from recipient or recipient’s company (other than request):	59	39	14	112	1.1
a. Written	-	-	-	-	-
b. Telecommunication	-	-	-	-	-
c. Electronic	59	39	14	112	1.1
V. TOTAL – Sources other than above (listed alphabetically):	1,304	4,468	2,295	8,067	80.4
*Association rosters and directories	-	296	102	398	4.0
*Business directories	586	3,723	547	4,856	48.4
Manufacturer’s, distributor’s and wholesaler’s lists	-	-	-	-	-
*Other sources	718	449	1,646	2,813	28.0
VI. TOTAL – Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	2,209	5,184	2,642	10,035	100.0
PERCENT	22.0	51.7	26.3	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2018

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	9,828	98.0
Individuals by name only	123	1.2
Titles or functions only	9	0.1
Company names only	12	0.1
Multi-Copy Same Addressee copies	63	0.6
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	10,035	100.0

3c. MAILING ADDRESS BREAKOUT



AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	January – June 2016	July – December 2016	January – June 2017	July – December 2017	January – June 2018*	July – December 2018*
Total Audit Average Qualified:	10,031	10,035	10,033	10,032	10,031	10,034
Qualified Non-Paid:	9,573	9,584	9,585	9,572	9,603	9,659
Qualified Paid:	458	451	448	460	428	375
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

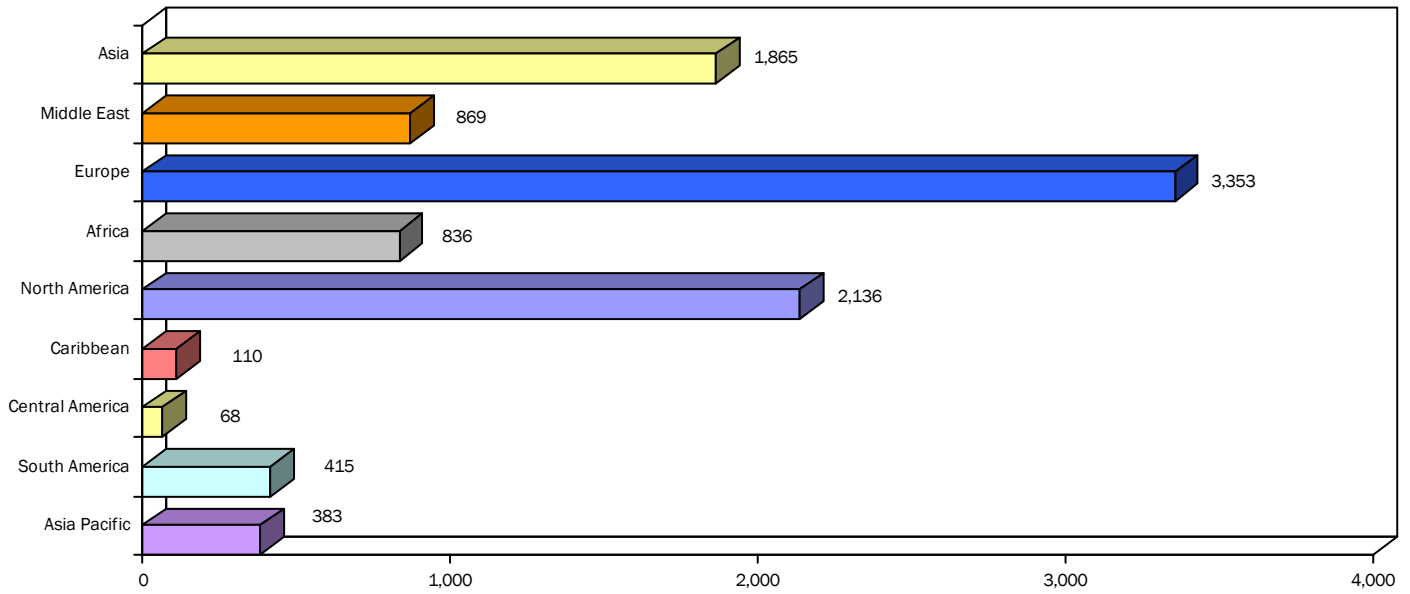
*NOTE: January – December 2018 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2018

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Burundi	1	
Afghanistan	23		Cameroon	10	
Armenia	2		Cape Verde	13	
Azerbaijan	22		Central African Republic	1	
Bangladesh	25		Congo	18	
Bhutan	11		Cote D'Ivoire	5	
Brunei Darussalam	19		Egypt	98	
Cambodia	17		Equatorial Guinea	6	
China	183		Eritrea	5	
Georgia	20		Ethiopia	84	
Hong Kong - SAR	192		Gabon	2	
India	194		Ghana	15	
Indonesia	119		Kenya	94	
Japan	146		Libyan Arab Jamahiriya	1	
Kazakhstan	76		Madagascar	6	
Korea, Democratic			Malawi	6	
People's Republic Of	1		Mauritania	2	
Korea, Republic Of	63		Mauritius	79	
Kyrgyzstan	9		Morocco	22	
Laos	11		Mozambique	9	
Macao	12		Namibia	10	
Malaysia	71		Niger	1	
Maldives	19		Nigeria	45	
Mongolia	19		Reunion	7	
Myanmar	20		Rwanda	6	
Nepal	18		Seychelles	14	
Pakistan	67		South Africa	92	
Philippines	65		Sudan	23	
Singapore	131		Tanzania	16	
Sri Lanka	23		Togo	5	
Taiwan	48		Tunisia	24	
Tajikistan	5		Uganda	4	
Thailand	175		Zambia	12	
Turkmenistan	4		Zimbabwe	8	
Uzbekistan	19		Unspecified Africa	3	
Vietnam	36		Subtotal	836	8.3
Subtotal	1,865	18.6	NORTH AMERICA		
MIDDLE EAST			Canada	334	
Bahrain	76		Mexico	128	
Iran	114		United States	1,674	
Iraq	6		Subtotal	2,136	21.3
Israel	71		CARIBBEAN		
Jordan	48		Antigua and Barbuda	11	
Kuwait	30		Aruba	4	
Lebanon	38		Bahamas	9	
Oman	57		Cayman Islands	12	
Qatar	38		Cuba	13	
Saudi Arabia	33		Dominican Republic	4	
United Arab Emirates	351		Guadeloupe	7	
unspecified Middle East	7		Haiti	2	
Subtotal	869	8.7	Jamaica	5	
EUROPE			Trinidad and Tobago	36	
Albania	1		Virgin Islands, U.S.	1	
Austria	54		unspecified Caribbean	6	
Belarus	24		Subtotal	110	1.1
Belgium	75		CENTRAL AMERICA		
Bulgaria	45		Costa Rica	3	
Croatia	22		El Salvador	23	
Cyprus	9		Guatemala	6	
Czech Republic	57		Honduras	4	
Denmark	53		Nicaragua	4	
Estonia	7		Panama	28	
Faroe Islands	8		Subtotal	68	0.7
Finland	62		SOUTH AMERICA		
France	209		Argentina	69	
Germany	275		Bolivia	3	
Greece	72		Brazil	118	
Greenland	12		Chile	62	
Hungary	47		Colombia	77	
Iceland	103		Ecuador	14	
Ireland	216		French Guiana	3	
Italy	84		Paraguay	1	
Latvia	32		Peru	23	
Lithuania	36		Suriname	5	
Luxembourg	59		Venezuela	40	
Malta	38		Subtotal	415	4.1
Moldova	16		ASIA PACIFIC		
Monaco	2		Australia	185	
Montenegro	9		Cook Islands	4	
Netherlands	137		Fiji	39	
Norway	49		French Polynesia	18	
Poland	68		Guam	2	
Portugal	75		Kiribati	1	
Romania	42		New Caledonia	10	
Russian Federation	224		New Zealand	53	
Serbia	16		Papua New Guinea	58	
Slovakia	24		Solomon Islands	3	
Slovenia	24		Tonga	6	
Spain	149		Vanuatu	1	
Sweden	82		Western Samoa	3	
Switzerland	79		Subtotal	383	3.8
Turkey	162		TOTAL QUALIFIED CIRCULATION		
Ukraine	59			10,035	100.0
United Kingdom	535				
unspecified Europe	1				
Subtotal	3,353	33.4			
AFRICA					
Algeria	58				
Angola	25				
Botswana	5				
Burkina Faso	1				

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

PARAGRAPH 3b:

Association rosters and directories include 1 source of circulation for a quantity of 398 copies or 4.0%.
Business directories include 2 sources of circulation for quantities of 762 copies or 7.6% to 4,094 copies or 40.8%, including ACAS/Fleets Analyzer.
Other sources include 3 sources of circulation for quantities of 8 copies or 0.1% to 1,689 copies or 16.8%, including company contacts and LinkedIn.

PUBLISHER'S AFFIDAVIT

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

Anne Ahier, Circulation Manager

Ed Haskey, General 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	February 19, 2019
Country	United Kingdom
City	Horsham
Received by BPA Worldwide	February 19, 2019
Type	BD
ID Number	A313B0D8

About BPA Worldwide:

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