

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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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
10,036 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)	9,676	360	10,036

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	138
Allocated for Trade Shows and Conventions	-
All Other	659
TOTAL	797

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	9,978	99.4	9,623	95.9	355	3.5
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	58	0.6	53	0.5	5	0.1
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,036	100.0	9,676	96.4	360	3.6

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2019 Issue	Total Qualified
February/March	10,034
April/May	10,039
June/July	10,035

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2019
This issue is -% or 4 copies 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	8,560	85.3
Aircraft Finance, Leasing, Consulting Organizations, Law Firms	463	4.6
Manufacturers	88	0.9
Independent Maintenance, Modification, Repair and Overhaul Organizations, Parts Suppliers	653	6.5
Aviation Services (Note 1)	7	0.1
IT Systems - Inc: Systems For MRO, Operations, Revenues, IFE	176	1.7
Others	92	0.9
TOTAL QUALIFIED CIRCULATION	10,039	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)	1,551	15.4	1,204	347
Main Board (Note 3)	1,767	17.6	1,477	290
Management Planning (Note 4)	5,016	50.0	4,393	623
Other Personnel	1,705	17.0	1,486	219
TOTAL QUALIFIED CIRCULATION	10,039	100.0	8,560	1,479

Note 1: includes Airline Technical & Maintenance

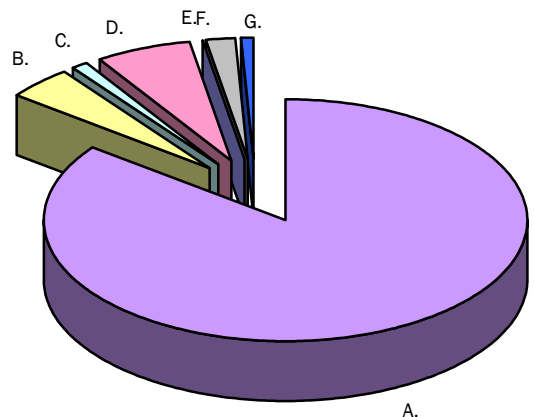
Note 2: This classification includes: Chairman, C.E.O, C.F.O., C.O.O., Managing Director, President, Director General, Accountable Manager/Director, Principal or Owner, Founder, Partner - exc. law firms; Deputy/Assistant/Acting/Vice Chairman, etc

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	8,560	85.3
B Aircraft Finance, Leasing, Consulting Organizations, Law Firms	463	4.6
C Manufacturers	88	0.9
D Independent Maintenance, Modification, Repair and Overhaul Organizations, Parts Suppliers	653	6.5
E Aviation Services	7	0.1
F IT Systems - Inc: Systems For MRO, Operations, Revenues, IFE	176	1.7
G Others	92	0.9



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2019

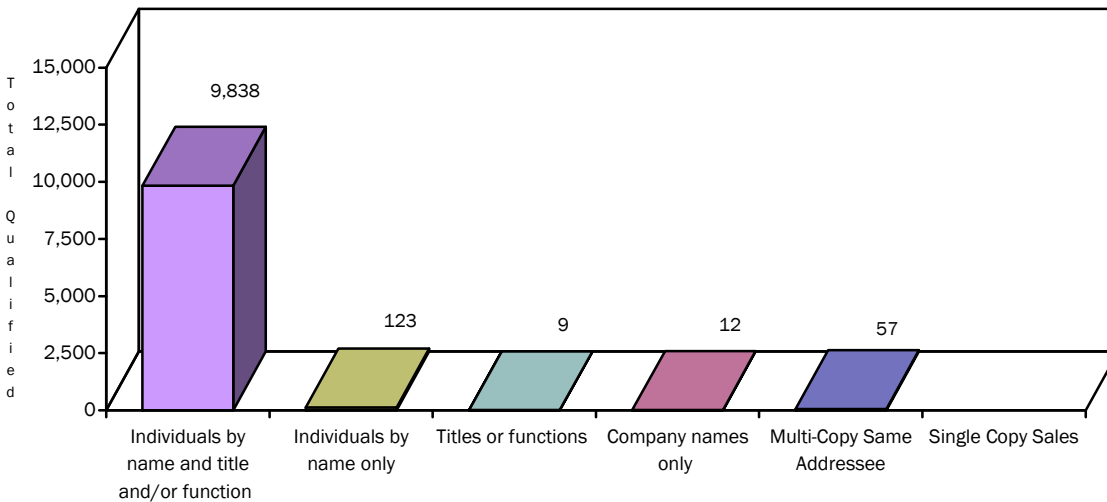
Qualification Source	Qualified Within			Total Qualified	Percent
	1 year	2 year	3+ year		
I. TOTAL – Direct Request:	719	504	253	1,476	14.7
a. Written	337	211	68	616	6.1
b. Telecommunication	-	-	-	-	-
c. Electronic	382	293	185	860	8.6
II. TOTAL – Request from recipient’s company:	128	173	80	381	3.8
a. 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):	1,305	4,469	2,296	8,070	80.4
*Association rosters and directories	-	296	102	398	4.0
*Business directories	586	3,724	547	4,857	48.4
Manufacturer’s, distributor’s and wholesaler’s lists	-	-	-	-	-
*Other sources	719	449	1,647	2,815	28.0
VI. TOTAL – Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	2,211	5,185	2,643	10,039	100.0
PERCENT	22.0	51.7	26.3	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2019

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	9,838	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	57	0.6
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	10,039	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	Audited Data	Circulation Claim
	July – December 2016	January – June 2017	July – December 2017	January – June 2018	July – December 2018	January – June 2019*
Total Audit Average Qualified:	10,035	10,033	10,032	10,031	10,034	10,036
Qualified Non-Paid:	9,584	9,585	9,572	9,603	9,659	9,676
Qualified Paid:	451	448	460	428	375	360
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

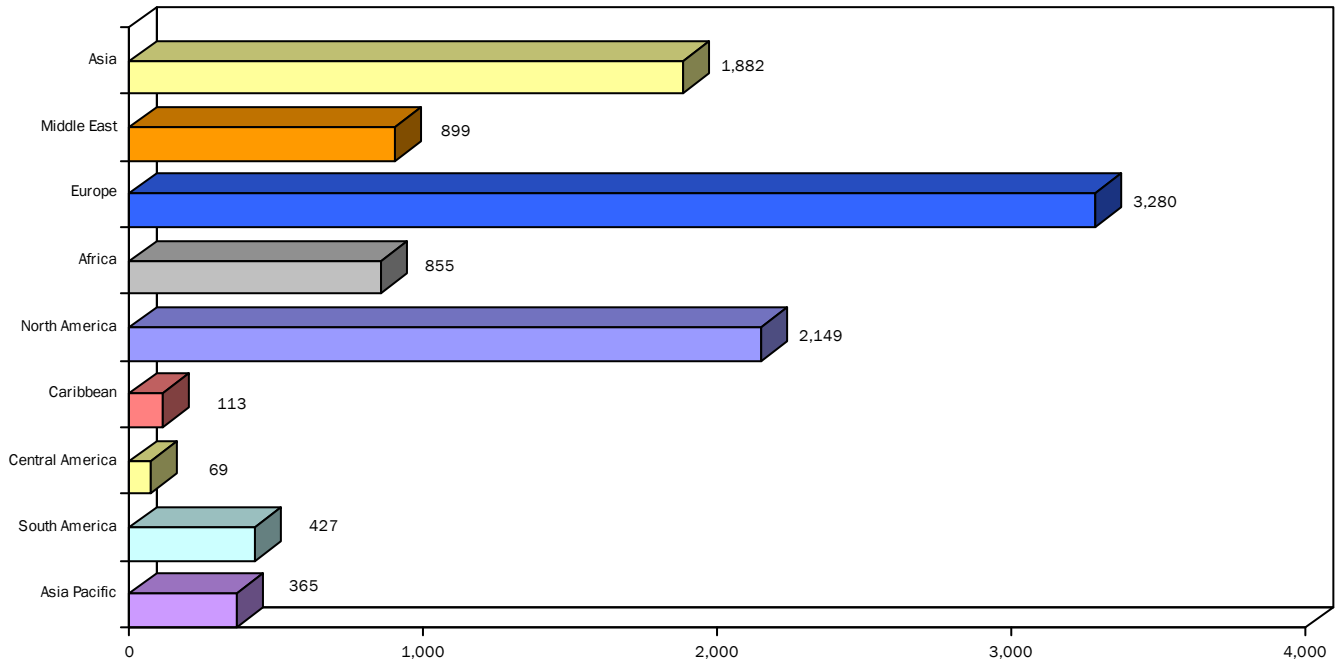
*NOTE: January – June 2019 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF APRIL/MAY 2019

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Burundi	1	
Afghanistan	25		Cameroon	18	
Armenia	2		Cape Verde	13	
Azerbaijan	21		Central African Republic	1	
Bangladesh	25		Congo	17	
Bhutan	11		Cote D'Ivoire	5	
Brunei Darussalam	17		Egypt	98	
Cambodia	16		Equatorial Guinea	5	
China	190		Eritrea	5	
Georgia	20		Ethiopia	84	
Hong Kong - SAR	188		Gabon	2	
India	207		Ghana	14	
Indonesia	122		Kenya	96	
Japan	152		Libyan Arab Jamahiriya	1	
Kazakhstan	78		Madagascar	6	
Korea, Republic Of	63		Malawi	6	
Kyrgyzstan	9		Mauritania	2	
Laos	11		Mauritius	77	
Macao	12		Morocco	23	
Malaysia	78		Mozambique	9	
Maldives	17		Namibia	10	
Mongolia	20		Niger	1	
Myanmar	20		Nigeria	46	
Nepal	17		Reunion	7	
Pakistan	67		Rwanda	6	
Philippines	63		Seychelles	15	
Singapore	117		South Africa	92	
Sri Lanka	22		Sudan	23	
Taiwan	49		Tanzania	16	
Tajikistan	5		Togo	5	
Thailand	175		Tunisia	31	
Turkmenistan	4		Uganda	4	
Uzbekistan	19		Zambia	12	
Vietnam	40		Zimbabwe	10	
Subtotal	1,882	18.7	unspecified Africa	3	
MIDDLE EAST			Subtotal	855	8.5
Bahrain	74		NORTH AMERICA		
Iran	123		Canada	315	
Iraq	6		Mexico	129	
Israel	75		United States	1,705	
Jordan	53		Subtotal	2,149	21.4
Kuwait	30		CARIBBEAN		
Lebanon	38		Antigua and Barbuda	11	
Oman	61		Aruba	4	
Qatar	41		Bahamas	11	
Saudi Arabia	30		Cayman Islands	12	
United Arab Emirates	360		Cuba	13	
unspecified Middle East	8		Dominican Republic	4	
Subtotal	899	9.0	Guadeloupe	7	
EUROPE			Haiti	2	
Albania	1		Jamaica	5	
Austria	54		Trinidad and Tobago	37	
Belarus	24		Virgin Islands, U.S.	1	
Belgium	78		unspecified Caribbean	6	
Bulgaria	40		Subtotal	113	1.1
Croatia	23		CENTRAL AMERICA		
Cyprus	11		Costa Rica	2	
Czech Republic	59		El Salvador	23	
Denmark	52		Guatemala	6	
Estonia	8		Honduras	4	
Faroe Islands	8		Nicaragua	4	
Finland	62		Panama	30	
France	209		Subtotal	69	0.7
Germany	260		SOUTH AMERICA		
Greece	72		Argentina	69	
Greenland	13		Bolivia	3	
Hungary	48		Brazil	122	
Iceland	89		Chile	63	
Ireland	207		Colombia	79	
Italy	82		Ecuador	14	
Latvia	32		Paraguay	2	
Lithuania	32		Peru	24	
Luxembourg	60		Suriname	5	
Malta	38		Uruguay	3	
Moldova	16		Venezuela	40	
Monaco	1		unspecified South	3	
Montenegro	9		Subtotal	427	4.3
Netherlands	143		ASIA PACIFIC		
Norway	47		American Samoa	3	
Poland	75		Australia	193	
Portugal	81		Cook Islands	4	
Romania	42		Fiji	39	
Russian Federation	227		French Polynesia	18	
Serbia	16		Guam	2	
Slovakia	23		Kiribati	1	
Slovenia	26		New Caledonia	14	
Spain	154		New Zealand	23	
Sweden	80		Papua New Guinea	59	
Switzerland	64		Solomon Islands	2	
Turkey	167		Tonga	6	
Ukraine	58		Vanuatu	1	
United Kingdom	489		Subtotal	365	3.6
Subtotal	3,280	32.7	TOTAL QUALIFIED CIRCULATION		
AFRICA				10,039	100.0
Algeria	60				
Angola	25				
Botswana	5				
Burkina Faso	1				

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

PARAGRAPH 3b:

Association roster 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 4,095 copies or 40.8%, including ACAS/Fleets Analyzer.

Other sources include 3 sources of circulation for quantities of 8 copies or 0.1% to 1,690 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.

Ed Haskey, General Manager

Anne Ahier, Circulation 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 August 19, 2019

Country United Kingdom

City Horsham

Received by BPA Worldwide August 19, 2019

Type BD

ID Number A313B0J9

About BPA Worldwide

A not-for-profit organization since 1931 and headquartered in Shelton, Connecticut, USA, BPA has a global membership, spanning more than 20 countries. The organization conducts 2,500+ audits for media brands in print, online/digital and live events. In addition, the BPA-iCompli division verifies compliance to defined industry standards, provides technology assurance, and certifies organization's sustainability practices and reporting. BPA is supported by 4,000+ advertiser and agency members. The latest innovation to move the industry forward is the BPA Media Exchange, a brand-safe and audited cooperative marketplace which offers automated solutions for the buying and selling of digital advertising.