

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.

MAGAZINE CHANNEL FORMAT – PRINT ISSUES

AIRCRAFT COMMERCE is produced in a print format. The editorial for the print copy is the same for all recipients.

FIELD SERVED

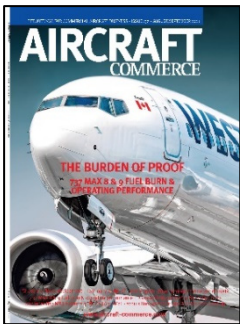
AIRCRAFT COMMERCE serves airline, aircraft operator, air cargo, airline technical and maintenance; aviation finance, leasing, consultant, law firm; manufacturer, independent MRO, parts supplier, aviation services (including Aviation Organisations, Aviation Training Centres, Research) , IT solutions and others allied to the 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, Principal or Owner; Deputy/Assistant/Acting/Vice Chairman/MD, etc.) MAIN BOARD (including: Director, Senior V.P., Executive V.P., Executive Director) MANAGEMENT PLANNING (including: V.P., General Manager, Manager, Chief Pilot, Chief Engineer, Consultant, Head of Department(s), Chief, Senior, Controller, Advisor, Deputy/Assistant Directors/Managers/VP etc.) OTHER PERSONNEL (including: Captain, Pilot, Engineer, Executive, Officer, Associate, Analyst, Administrator, Assistant, Auditor, Dispatcher, Planner/Planning, Sales/Marketing, Specialist, Technical/ Technician, Training and others).

CHANNELS

**AIRCRAFT
COMMERCE
PRINT
MAGAZINE**



EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
AIRCRAFT COMMERCE PRINT MAGAZINE (3 issues in the period)	9,715	317	10,032

(See Paragraph 3b for Source)

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	183
Allocated for Trade Shows and Conventions	-
All Other	535
TOTAL	718

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	10,023	99.9	9,708	96.8	315	3.1
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	9	0.1	7	0.1	2	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,032	100.0	9,715	96.9	317	3.1

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

Issue	Total Qualified
2021/2022 Issue	
August/September	10,034
October/November	10,034
December/January	10,029

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2021/JANUARY 2022
This issue is -% or 5 copies below the average of the other 2 issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total
Airline, Aircraft Operator, Air Cargo, Airline Technical and Maintenance	8,673	86.5
Aviation Finance, Leasing, Consultant, Law Firm	834	8.3
Manufacture	74	0.7
Independent MRO, Parts Supplier	244	2.4
Aviation Services (Note 1)	14	0.2
IT Solutions	89	0.9
Others	101	1.0
TOTAL QUALIFIED CIRCULATION	10,029	100.0
PERCENT	100.0	

Note 1: This classification includes Aviation Organisations; Aviation Training Centres; Research.

Job Title	Total Qualified	Percent of Total	Industry Sector	
			Airlines (Note 1)	Non-Airlines
Corporate Officer (Note 2)	1,268	12.6	937	331
Main Board (Note 3)	1,886	18.8	1,574	312
Management Planning (Note 4)	5,712	57.0	5,202	510
Other Personnel (Note 5)	1,163	11.6	960	203
TOTAL QUALIFIED CIRCULATION	10,029	100.0	8,673	1,356

Note 1: Includes Airline, Aircraft Operator, Air Cargo, Airline Technical and Maintenance.

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

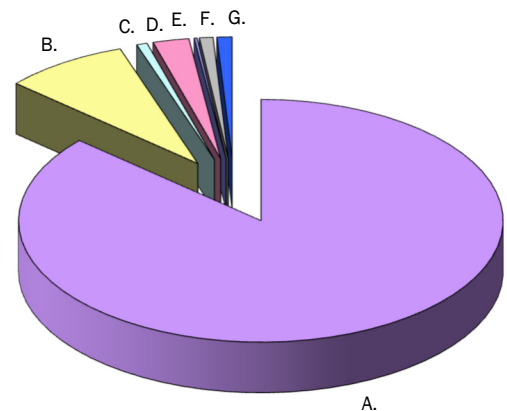
Note 3: This classification includes: Director, Senior V.P., Executive V.P., Executive Director.

Note 4: This classification includes: V.P., General Manager, Manager, Chief Pilot, Chief Engineer, Consultant, Head of Department(s), Chief, Senior, Controller, Advisor, Deputy/Assistant Directors/Managers/VP etc.

Note 5: This classification includes: Captain, Pilot, Engineer, Executive, Officer, Associate, Analyst, Administrator, Assistant, Auditor, Dispatcher, Planner/Planning, Sales/Marketing, Specialist, Technical/Technician, Training and others.

3a. Breakout of Qualified Circulation by Business and Industry

Business and Industry	Total Qualified	Percent of Total
A Airline, Aircraft Operator, Air Cargo, Airline Technical and Maintenance	8,673	86.5
B Aviation Finance, Leasing, Consultant, Law Firm	834	8.3
C Manufacture	74	0.7
D Independent MRO, Parts Supplier	244	2.4
E Aviation Services	14	0.2
F IT Solutions	89	0.9
G Others	101	1.0



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2021/JANUARY 2022

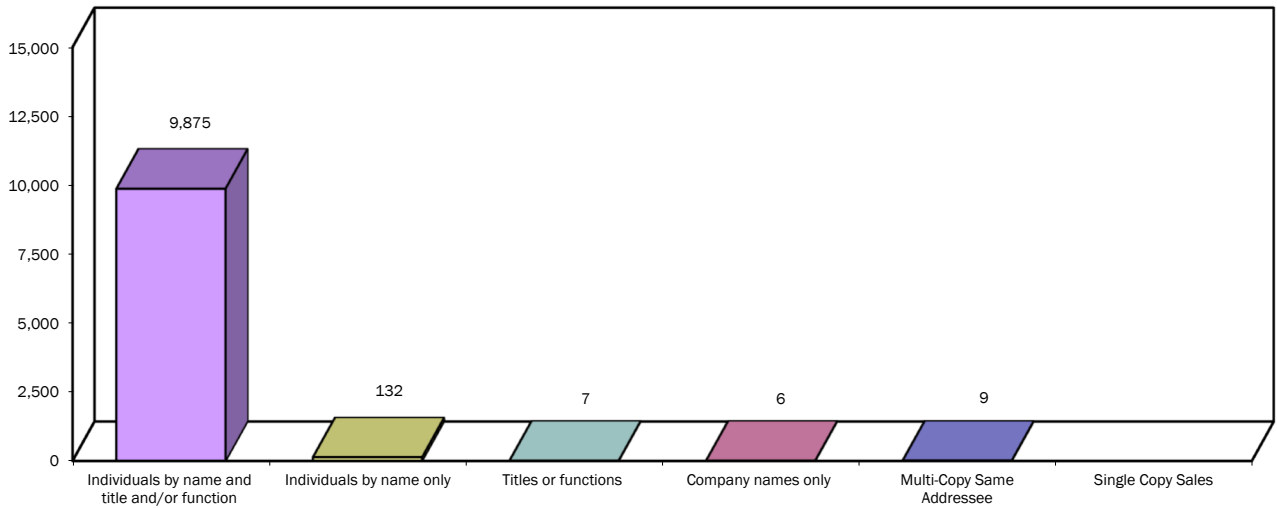
Qualification Source	Qualified Within			Total Qualified	Percent
	1 year	2 year	3 year		
I. TOTAL – Direct Request:	582	338	214	1,134	11.3
a. Written	272	48	12	332	3.3
b. Telecommunication	-	-	-	-	-
c. Electronic	310	290	202	802	8.0
II. TOTAL – Request from recipient's company:	66	102	83	251	2.5
a. Written	6	5	3	14	0.1
b. Telecommunication	-	-	-	-	-
c. Electronic	60	97	80	237	2.4
III. TOTAL – Membership Benefit:	-	-	-	-	-
a. Individual	-	-	-	-	-
b. Organizational	-	-	-	-	-
IV. TOTAL – Communication (other than request):	4	20	17	41	0.4
a. Written	-	-	-	-	-
b. Telecommunication	-	-	-	-	-
c. Electronic	4	20	17	41	0.4
V. TOTAL – Sources other than above (listed alphabetically):	2,695	2,936	2,972	8,603	85.8
*Association rosters and directories	-	-	804	804	8.0
*Business directories	129	544	1,798	2,471	24.7
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-
*Other sources	2,566	2,392	370	5,328	53.1
VI. TOTAL – Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	3,347	3,396	3,286	10,029	100.0
PERCENT	33.4	33.8	32.8	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2021/JANUARY 2022

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	9,875	98.5
Individuals by name only	132	1.3
Titles or functions only	7	0.1
Company names only	6	-
Multi-Copy Same Addressee copies	9	0.1
Single Copy Sales	-	-
TOTAL QUALIFIED CIRCULATION	10,029	100.0

3c. MAILING ADDRESS BREAKOUT



AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION

6-Month Period Ended:	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	Circulation Claim
	January – June 2019	July – December 2019	January – June 2020	July – December 2020	January – June 2021*	July – December 2021*
Total Audit Average Qualified:	10,036	10,040	10,037	10,027	10,038	10,032
Qualified Non-Paid:	9,676	9,671	9,692	9,697	9,697	9,715
Qualified Paid:	360	369	345	330	341	317
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	0.3%	0.2%	3.0%
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

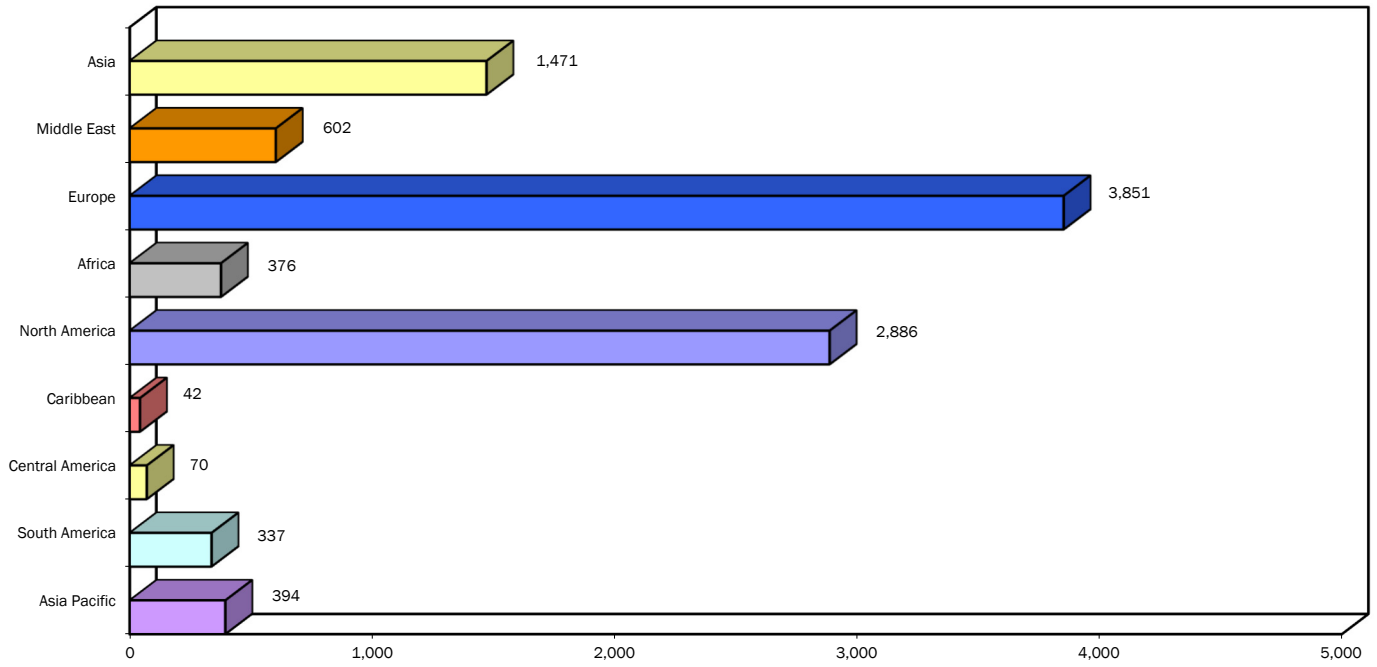
*NOTE: January – December 2021 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF DECEMBER 2021/JANUARY 2022

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Slovenia	12	
Afghanistan	5		Spain	217	
Armenia	1		Sweden	117	
Azerbaijan	22		Switzerland	151	
Bangladesh	3		Turkey	238	
Bhutan	1		Ukraine	41	
Brunei Darussalam	4		United Kingdom	510	
Cambodia	1		Subtotal	3,851	38.4
China	83		AFRICA		
Georgia	1		Algeria	30	
Hong Kong - SAR	224		Angola	1	
India	209		Botswana	1	
Indonesia	74		Cameroon	17	
Japan	149		Congo	1	
Kazakhstan	45		Cote D'Ivoire	1	
Korea, Republic Of	50		Egypt	66	
Macao	19		Eritrea	3	
Malaysia	123		Ethiopia	82	
Maldives	3		Kenya	48	
Mongolia	4		Madagascar	4	
Myanmar	5		Mauritius	57	
Nepal	7		Mozambique	1	
Pakistan	11		Nigeria	6	
Philippines	87		Reunion	11	
Singapore	180		Rwanda	1	
Sri Lanka	27		Senegal	2	
Taiwan	34		Seychelles	12	
Tajikistan	1		South Africa	7	
Thailand	73		Sudan	1	
Uzbekistan	2		Tanzania	2	
Vietnam	23		Togo	1	
Subtotal	1,471	14.7	Tunisia	13	
MIDDLE EAST			Uganda	1	
Bahrain	68		Zimbabwe	7	
Iran	23		Subtotal	376	3.7
Israel	64		NORTH AMERICA		
Jordan	10		Canada	424	
Kuwait	6		Mexico	147	
Lebanon	7		United States	2,315	
Oman	54		Subtotal	2,886	28.8
Qatar	139		CARIBBEAN		
Saudi Arabia	48		Bahamas	2	
United Arab Emirates	183		Cayman Islands	6	
Subtotal	602	6.0	Cuba	1	
EUROPE			Dominican Republic	2	
Albania	1		Guadeloupe	10	
Austria	81		Jamaica	1	
Belarus	17		Puerto Rico	4	
Belgium	65		Trinidad and Tobago	15	
Bosnia and Herzegovina	3		unspecified Caribbean	1	
Bulgaria	24		Subtotal	42	0.4
Croatia	16		CENTRAL AMERICA		
Cyprus	8		Costa Rica	3	
Czech Republic	56		El Salvador	4	
Denmark	40		Guatemala	1	
Estonia	9		Panama	62	
Finland	60		Subtotal	70	0.7
France	246		SOUTH AMERICA		
Germany	263		Argentina	88	
Greece	74		Brazil	134	
Greenland	6		Chile	23	
Hungary	67		Colombia	82	
Iceland	125		Ecuador	1	
Ireland	363		Peru	3	
Italy	33		Suriname	2	
Latvia	53		Uruguay	3	
Lithuania	30		Venezuela	1	
Luxembourg	103		Subtotal	337	3.4
Malta	62		ASIA PACIFIC		
Moldova	15		Australia	277	
Monaco	5		Cook Islands	1	
Montenegro	13		Fiji	46	
Netherlands	141		French Polynesia	5	
Norway	95		Guam	2	
Poland	83		New Caledonia	1	
Portugal	140		New Zealand	42	
Romania	65		Papua New Guinea	19	
Russian Federation	169		Solomon Islands	1	
Serbia	30		Subtotal	394	3.9
Slovakia	4		TOTAL QUALIFIED CIRCULATION	10,029	100.0

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

PARAGRAPH 3b:

Association rosters and directories include 1 source of circulation for a quantity of 804 copies or 8.0%.
Business directories include 2 sources of circulation for quantities of 535 copies or 5.4% to 1,936 copies or 19.3%, including CIRIUM.
Other sources include 3 sources of circulation for quantities of 8 copies or -% to 4,994 copies or 49.8%, including LinkedIn.

PUBLISHER'S AFFIDAVIT

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

Anne Ahier, Subscription and 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 March 10, 2022

Country United Kingdom

City Horsham

Received by BPA Worldwide March 10, 2022

Type BD

ID Number A313B0D1

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.