

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

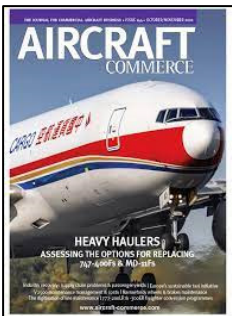
AIRCRAFT COMMERCE serves airline, aircraft operator, air cargo, airline technical and maintenance; aviation finance, leasing, consultant, law firm; manufacturer, independent MRO, parts supplier, aviation services (including Aviation Training Centres, Research) , IT solutions and others allied to the 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 (2 issues in the period)	9,785	247	10,032

(See Paragraph 3b for Source)

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	-
Advertiser and Agency	163
Allocated for Trade Shows and Conventions	-
All Other	430
TOTAL	593

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	10,018	99.8	9,777	97.4	241	2.4
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	14	0.2	8	0.1	6	0.1
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	10,032	100.0	9,785	97.5	247	2.5

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2022/2023 Issues	Total Qualified
October/November	10,029
December/January	10,035

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2022 This issue is 0.1% or 6 copies below the other issue reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total
Airline, Aircraft Operator, Air Cargo, Airline Technical and Maintenance	8,793	87.7
Aviation Finance, Leasing, Consultant, Law Firm	730	7.3
Manufacture	68	0.7
Independent MRO, Parts Supplier	249	2.5
Aviation Services (Note 1)	15	0.1
IT Solutions	76	0.7
Others	98	1.0
TOTAL QUALIFIED CIRCULATION	10,029	100.0
PERCENT	100.0	

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

Job Title	Total Qualified	Percent of Total	Industry Sector	
			Airlines (Note 1)	Non-Airlines
Corporate Officer (Note 2)	1,408	14.0	1,073	335
Main Board (Note 3)	1,882	18.8	1,613	269
Management Planning (Note 4)	5,981	59.6	5,530	451
Other Personnel (Note 5)	758	7.6	577	181
TOTAL QUALIFIED CIRCULATION	10,029	100.0	8,793	1,236

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.

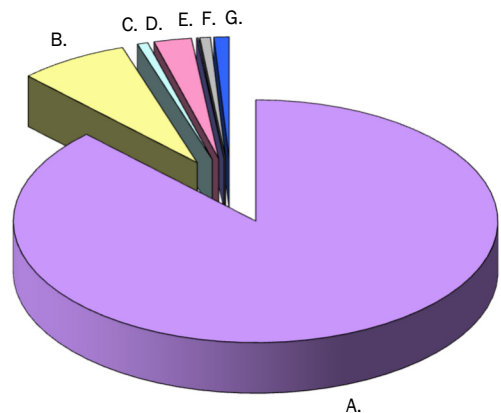
Note 3: This classification includes: Director, Senior V.P., Executive V.P., Executive Director.

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	8,793	87.7
B Aviation Finance, Leasing, Consultant, Law Firm	730	7.3
C Manufacture	68	0.7
D Independent MRO, Parts Supplier	249	2.5
E Aviation Services	15	0.1
F IT Solutions	76	0.7
G Others	98	1.0



3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2022

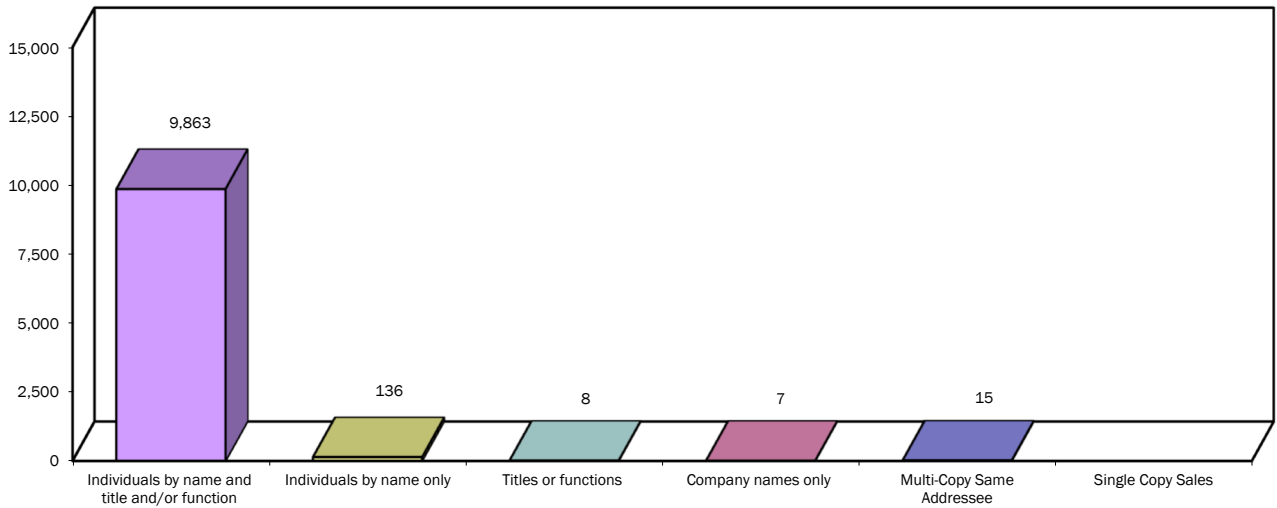
Qualification Source	Qualified Within			Total Qualified	Percent
	1 year	2 year	3 year		
I. TOTAL – Direct Request:	383	373	286	1,042	10.4
a. Written	186	88	18	292	2.9
b. Telecommunication	-	-	-	-	-
c. Electronic	197	285	268	750	7.5
II. TOTAL – Request from recipient’s company:	56	58	96	210	2.1
a. Written	13	1	3	17	0.2
b. Telecommunication	-	-	-	-	-
c. Electronic	43	57	93	193	1.9
III. TOTAL – Membership Benefit:	-	-	-	-	-
a. Individual	-	-	-	-	-
b. Organizational	-	-	-	-	-
IV. TOTAL – Communication (other than request):	147	5	15	167	1.7
a. Written	-	-	-	-	-
b. Telecommunication	-	-	-	-	-
c. Electronic	147	5	15	167	1.7
V. TOTAL – Sources other than above (listed alphabetically):	2,288	2,513	3,809	8,610	85.8
*Association rosters and directories	802	-	-	802	8.0
*Business directories	3	167	2,270	2,440	24.3
Manufacturer’s, distributor’s and wholesaler’s lists	-	-	-	-	-
*Other sources	1,483	2,346	1,539	5,368	53.5
VI. TOTAL – Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	2,874	2,949	4,206	10,029	100.0
PERCENT	28.7	29.4	41.9	100.0	

*See Additional Data

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2022

Mailing Address	Total Qualified	Percent
Individuals by name and title and/or function	9,863	98.3
Individuals by name only	136	1.4
Titles or functions only	8	0.1
Company names only	7	0.1
Multi-Copy Same Addressee copies	15	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 2020	July – December 2020	January – June 2021	July – December 2021	January – June 2022*	July – December 2022*
Total Audit Average Qualified:	10,037	10,027	10,038	10,032	10,030	10,032
Qualified Non-Paid:	9,692	9,697	9,697	9,715	9,753	9,785
Qualified Paid:	345	330	341	317	277	247
Post Expire Copies included in Total Qualified Circulation:	**NC	0.3%	0.2%	3.0%	0.4%	0.3%
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC

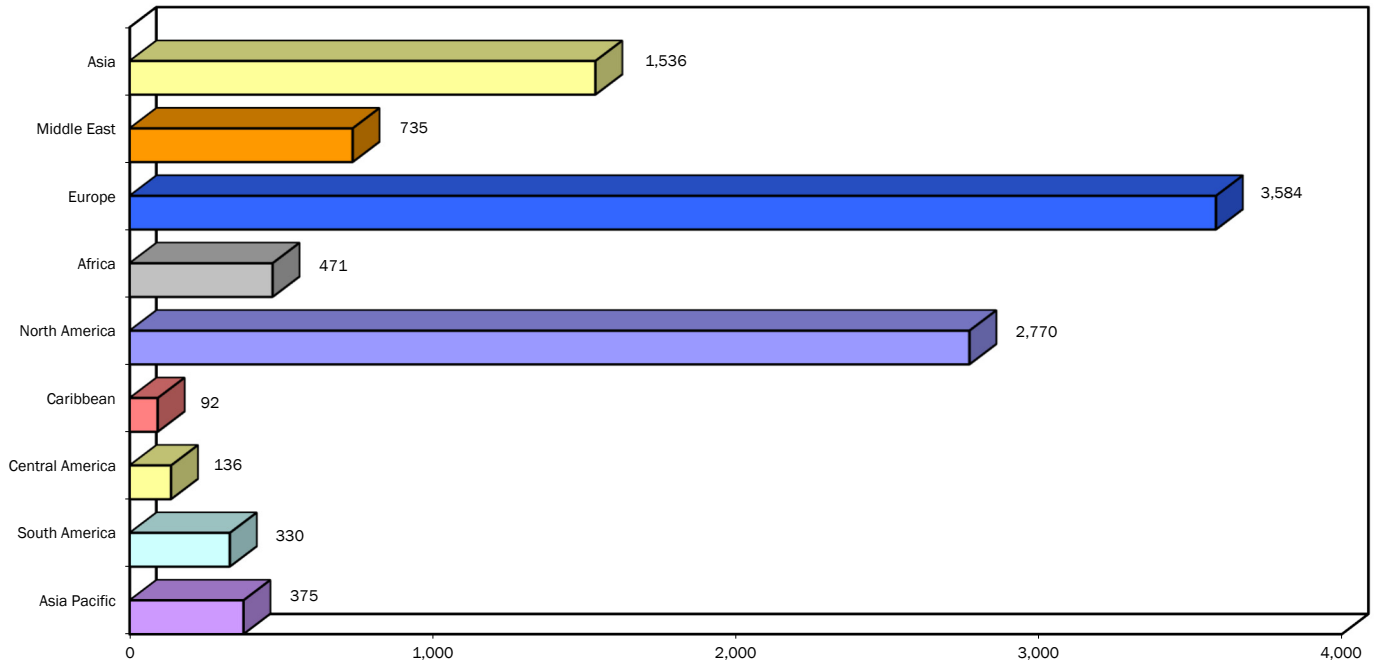
*NOTE: January – December 2022 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

**NC = None Claimed.

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF OCTOBER/NOVEMBER 2022

Region/Country	Total Qualified	Percent	Region/Country	Total Qualified	Percent
ASIA			Switzerland	131	
Armenia	1		Turkey	228	
Azerbaijan	16		United Kingdom	471	
Bangladesh	2		Subtotal	3,584	35.7
Bhutan	3		AFRICA		
Brunei Darussalam	5		Algeria	29	
Cambodia	9		Angola	19	
China	97		Botswana	1	
Georgia	8		Cameroon	15	
Hong Kong - SAR	213		Cape Verde	1	
India	204		Congo	12	
Indonesia	121		Cote D'Ivoire	1	
Japan	159		Egypt	72	
Kazakhstan	33		Eritrea	3	
Korea, Republic Of	49		Ethiopia	79	
Laos	7		Gambia	3	
Macao	18		Kenya	53	
Malaysia	98		Madagascar	2	
Maldives	4		Mauritius	48	
Mongolia	14		Morocco	4	
Myanmar	6		Mozambique	1	
Nepal	19		Namibia	1	
Pakistan	23		Nigeria	9	
Philippines	80		Reunion	10	
Singapore	166		Rwanda	4	
Sri Lanka	28		Senegal	2	
Taiwan	28		Seychelles	29	
Tajikistan	4		South Africa	39	
Thailand	76		Sudan	10	
Uzbekistan	1		Tanzania	5	
Vietnam	44		Togo	1	
Subtotal	1,536	15.3	Tunisia	11	
MIDDLE EAST			Uganda	1	
Bahrain	70		Zimbabwe	6	
Iran	27		Subtotal	471	4.7
Israel	66		NORTH AMERICA		
Jordan	9		Canada	348	
Kuwait	5		Mexico	171	
Lebanon	7		United States	2,251	
Oman	51		Subtotal	2,770	27.6
Qatar	125		CARIBBEAN		
Saudi Arabia	59		Antigua and Barbuda	8	
United Arab Emirates	316		Bahamas	9	
Subtotal	735	7.3	Cayman Islands	9	
EUROPE			Cuba	1	
Albania	1		Dominican Republic	1	
Austria	51		Guadeloupe	10	
Belarus	18		Haiti	1	
Belgium	69		Jamaica	1	
Bosnia and Herzegovina	1		Puerto Rico	4	
Bulgaria	19		Trinidad and Tobago	48	
Croatia	45		Subtotal	92	0.9
Cyprus	9		CENTRAL AMERICA		
Czech Republic	9		Costa Rica	2	
Denmark	44		El Salvador	13	
Estonia	7		Guatemala	3	
Finland	48		Panama	118	
France	250		Subtotal	136	1.4
Germany	279		SOUTH AMERICA		
Greece	53		Argentina	84	
Greenland	14		Bolivia	2	
Hungary	66		Brazil	139	
Iceland	129		Chile	22	
Ireland	325		Colombia	73	
Italy	34		Ecuador	1	
Latvia	39		Paraguay	1	
Lithuania	27		Peru	2	
Luxembourg	89		Suriname	2	
Malta	28		Uruguay	1	
Moldova	8		Venezuela	3	
Monaco	1		Subtotal	330	3.3
Montenegro	4		ASIA PACIFIC		
Netherlands	128		American Samoa	3	
Norway	73		Australia	241	
Poland	85		Cook Islands	1	
Portugal	128		Fiji	53	
Romania	62		French Polynesia	4	
Russian Federation	127		Guam	2	
San Marino	3		New Caledonia	1	
Serbia	19		New Zealand	48	
Slovakia	9		Papua New Guinea	18	
Slovenia	12		Solomon Islands	4	
Spain	330		Subtotal	375	3.8
Sweden	111		TOTAL QUALIFIED CIRCULATION	10,029	100.0

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION



ADDITIONAL DATA

CHANGE IN FREQUENCY:

Effective with the October/November 2022 issue, Aircraft Commerce changed its frequency from 6 to 5 issues for 2022 only.

PARAGRAPH 3b:

Association rosters and directories include 1 source of circulation for a quantity of 802 copies or 8.0%.
Business directories include 2 sources of circulation for quantities of 495 copies or 4.9% to 1,945 copies or 19.4%, including CIRIUM.
Other sources include 3 sources of circulation for quantities of 13 copies or 0.1% to 5,296 copies or 52.8%, including 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, Subscription and 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	February 14, 2023
Country	United Kingdom
City	Horsham
Received by BPA Worldwide	February 14, 2023
Type	BD
ID Number	A313BRD22

About BPA Worldwide

BPA Worldwide is in the business of providing assurance. For 80+ years as a not-for-profit assurance service provider, BPA was originally created by advertisers, advertising agencies and the media industry to audit audience claims used in the buying and selling of advertising. Performing nearly 1,000 annual audits of media channels in 19 countries, BPA is a trusted resource for compliance and assurance services.