

BUSINESS AIR NEWS

Magazine readership and circulation statement

JANUARY 2023 - NORTH AMERICAN EDITION

Business Air News is the world's leading magazine for business aircraft owners, and is published monthly in printed and digital formats.

Its unique blend of North American business aviation news is published via web and email throughout the year, and the North America printed edition is published four times a year. It is distributed to our own proprietary and exclusive database of owners and operators or business jets, turboprops, cabin-class twins and twin turbine helicopters throughout the region, as well as other leading business aviation professionals.

We also publish eight editions a year for Europe, the Middle East and Africa, and statements for these issues can be downloaded from www.businessairnews.com.

Our meticulous attention to detail in ensuring that we research owners and operators of every aircraft ensures market-leading impact and value-for-money for our advertisers.



SUMMARY

Qualified recipients	37,444
Other recipients	5,722
FBO copies	230
Exhibition copies	0
Total copies	43,396
Total readership	71,576

Total readership figure is based on:

Readers per printed copy	5.8
Readers per digital/exhibition copy	1.0
Readers per bulk copy	15.0

The number of readers per printed copy is based on reader questionnaire feedback during the most recent three years. Casual visitors viewing the Digital edition on the web site are not included in these figures at all.

BUSINESS/OCCUPATION BREAKOUT

	Qualified Printed	Qualified Digital	Non-qualified Printed	Non-qualified Digital	Total	Per cent
Owners/operators of business aircraft	4,805	23,543	0	0	28,348	65.6
Other business aviation professionals	395	8,701	0	4,593	13,689	31.7
Other recipients	0	0	0	1,129	1,129	2.6
Total	5,200	32,244	0	5,722	43,166	

Note: Throughout this report there is no duplication between the Printed and Digital copy recipient figures. Those receiving a printed copy may also receive the Digital edition, but are not included in the Digital totals. Other recipients comprise mainly direct requests for the Digital edition.

Stansted News Ltd
134 South Street, Bishop's Stortford
Hertfordshire, CM23 3BQ
United Kingdom
Tel: +44 (0)1279 714505
www.businessairnews.com

Advertising Manager
Brad Wright
Tel: +44 (0)1279 714521
Email: brad@businessairnews.com

Circulation/Subscriptions
Janet Edwards
Tel: +44 (0)1279 714515
Email: janet@businessairnews.com

QUALIFIED SOURCE/AGE BREAKOUT

	One Year Printed	One Year Digital	Two Years Printed	Two Years Digital	Three Years Printed	Three Years Digital	Total
Direct Personal Requests	641	198	109	170	65	196	1,379
Company Requests	116	691	50	232	0	59	1,148
Aircraft Registries & Directories	2,864	26,861	1,350	3,728	5	109	34,917
Total	3,621	27,750	1,509	4,130	70	364	37,444

QUALIFIED MAILING ADDRESS BREAKOUT

	Count	Per cent
Individuals by name and job title	34,882	93.1
Individuals by name only	1,520	4.0
Individuals by job title only	1,041	2.7
Individuals by company name only	1	0.0
Total	37,444	

AIRCRAFT FLEET DATA: Shown below are the numbers of aircraft registered in each country, the owners and operators of which we aim to include within our printed circulation. Note that we also distribute to those responsible for aircraft based in this region but registered elsewhere.

GEOGRAPHIC DISTRIBUTION

	Printed	Digital	FBO/Exhib	Total	Readership	Jets	Turboprops	Twins	Helicopters	Fleet
AFRICA										
Total	2	430	0	432	442					
ASIA										
Total	6	853	0	859	888					
CENTRAL AMERICA										
Total	2	215	0	217	227					
EUROPE										
Total	203	4,792	12	5,007	6,149					
MIDDLE EAST										
Total	14	345	0	359	426					
NORTH AMERICA										
Canada	245	2,634	56	2,935	4,895	617	1,108	228	1,848	3,801
Mexico	183	1,015	30	1,228	2,526	765	285	59	546	1,655
Saint Pierre and Miquelon (France)	0	1	0	1	1	0	0	0	0	0
U.S.A.	4,538	25,706	132	30,376	54,006	16,360	9,402	4,003	6,628	36,393
Total	4,966	29,356	218	34,540	61,429					
OCEANIA										
Total	1	402	0	403	408					
SOUTH AMERICA										
Total	6	435	0	441	470					
Unknown location	0	1,129	0	1,129	1,129					
TOTAL	5,200	37,957	230	43,387	71,567					

Publisher's affidavit

We hereby declare and confirm that all data set forth in this statement are true.

David Wright, Managing Director

Date: 06/01/2023

Janet Edwards, Database Manager

Bishop's Stortford, U.K.