

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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(See Additional Data)  
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**DEFENSE NEWS & DEFENSE NEWS INTERNATIONAL** are B2B brands intended for individuals with broad-based interests in defense industries. The brand content and editorial scope of the publication includes news and industry comment, in-depth technical articles, industry round-up and special features. The content of every issue is also available to subscribers globally via the online digital version.

### BRAND REPORT PURPOSE

The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

## CHANNELS

### DEFENSE NEWS



25 Issues in the period  
26,641 average circulation

### DEFENSE NEWS INTERNATIONAL



13 Issues in the period  
13,284 average circulation

### DEFENSE NEWS E-NEWSLETTERS



3 E-Newsletters in the period  
281 total issued in the period  
9,780 average per occurrence  
67,989 average per occurrence  
40,169 average per occurrence

### DEFENSE NEWS WEBSITE



www.defensenews.com  
482,733 average  
unique browsers

### DEFENSE NEWS SOCIAL MEDIA



75,900 Twitter followers

## EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
<b>DEFENSE NEWS</b> (22 issues in the period)	25,029	1,612	26,641
a. Print	20,525	1,484	22,009
b. Digital	4,504	128	4,632
1. Requested	2,995	128	3,123
2. Non-Requested	1,509	-	1,509
<b>DEFENSE NEWS INTERNATIONAL</b> (13 issues in the period)	12,754	530	13,284
a. Print	7,867	505	8,372
b. Digital	4,887	25	4,912
1. Requested	2,196	25	2,221
2. Non-Requested	2,691	-	2,691
<b>DEFENSE NEWS E-NEWSLETTERS</b>			
a. Daily News Roundup (126 issued in the period)	9,780	-	9,780
b. Early Bird Brief (125 issued in the period)	67,989	-	67,989
c. Breaking News (30 issued in the period)	40,169	-	40,169
<b>DEFENSE NEWS WEBSITE</b>			
a. Defense News (Monthly Unique Browsers with 2,371,668 Average Page Impressions)	482,733	-	482,733
<b>DEFENSE NEWS SOCIAL MEDIA</b>			
a. Twitter followers	*75,900	-	*75,900

\*Social Media claims are cumulative figures, not an average.

### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - US

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	<b>12,809</b>	<b>5,168</b>	<b>2,468</b>	<b>17,488</b>	<b>2,957</b>	<b>20,445</b>	<b>75.8</b>
II. Request from recipient's company:	<b>60</b>	<b>5</b>	<b>2</b>	<b>66</b>	<b>1</b>	<b>67</b>	<b>0.3</b>
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	<b>1,095</b>	<b>109</b>	<b>33</b>	<b>1,184</b>	<b>53</b>	<b>1,237</b>	<b>4.6</b>
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	<b>2,709</b>	<b>2,509</b>	<b>-</b>	<b>3,310</b>	<b>1,908</b>	<b>5,218</b>	<b>19.3</b>
Association rosters and directories	-	-	-	-	-	-	-
*Business directories	2,704	1,503	-	2,826	1,381	4,207	15.6
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	5	1,006	-	484	527	1,011	3.7
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>16,673</b>	<b>7,791</b>	<b>2,503</b>	<b>22,048</b>	<b>4,919</b>	<b>26,967</b>	<b>100.0</b>
<b>PERCENT</b>	<b>61.8</b>	<b>28.9</b>	<b>9.3</b>	<b>81.8</b>	<b>18.2</b>	<b>100.0</b>	

\*See Additional Data

### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - INTERNATIONAL

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	<b>2,810</b>	<b>1,494</b>	<b>1,122</b>	<b>3,295</b>	<b>2,131</b>	<b>5,426</b>	<b>40.4</b>
II. Request from recipient's company:	<b>100</b>	<b>69</b>	<b>16</b>	<b>181</b>	<b>4</b>	<b>185</b>	<b>1.4</b>
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	<b>233</b>	<b>269</b>	<b>249</b>	<b>527</b>	<b>224</b>	<b>751</b>	<b>5.6</b>
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	<b>3,343</b>	<b>1,825</b>	<b>1,900</b>	<b>4,980</b>	<b>2,088</b>	<b>7,068</b>	<b>52.6</b>
Association rosters and directories	-	-	-	-	-	-	-
*Business directories	2,888	1,174	1,899	4,523	1,438	5,961	44.4
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
*Other sources	455	651	1	457	650	1,107	8.2
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>6,486</b>	<b>3,657</b>	<b>3,287</b>	<b>8,983</b>	<b>4,447</b>	<b>13,430</b>	<b>100.0</b>
<b>PERCENT</b>	<b>48.3</b>	<b>27.2</b>	<b>24.5</b>	<b>66.9</b>	<b>33.1</b>	<b>100.0</b>	

\*See Additional Data

### 3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - TOTAL

QUALIFICATION SOURCE	Qualified Within			Print	Digital	Total Qualified	Percent
	1 Year	2 Years	3 Years				
I. Direct Request:	<b>15,619</b>	<b>6,662</b>	<b>3,590</b>	<b>20,783</b>	<b>5,088</b>	<b>25,871</b>	<b>64.1</b>
II. Request from recipient's company:	<b>160</b>	<b>74</b>	<b>18</b>	<b>247</b>	<b>5</b>	<b>252</b>	<b>0.6</b>
III. Membership Benefit:	-	-	-	-	-	-	-
IV. Communication from recipient or recipient's company (other than request):	<b>1,328</b>	<b>378</b>	<b>282</b>	<b>1,711</b>	<b>277</b>	<b>1,988</b>	<b>4.9</b>
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	<b>6,052</b>	<b>4,334</b>	<b>1,900</b>	<b>8,290</b>	<b>3,996</b>	<b>12,286</b>	<b>30.4</b>
Association rosters and directories	-	-	-	-	-	-	-
Business directories	5,592	2,677	1,899	7,349	2,819	10,168	25.2
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-	-	-
Other sources	460	1,657	1	941	1,177	2,118	5.2
VI. Single Copy Sales:	-	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>23,159</b>	<b>11,448</b>	<b>5,790</b>	<b>31,031</b>	<b>9,366</b>	<b>40,397</b>	<b>100.0</b>
<b>PERCENT</b>	<b>57.3</b>	<b>28.4</b>	<b>14.3</b>	<b>76.8</b>	<b>23.2</b>	<b>100.0</b>	



**GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015\* - INTERNATIONAL**

Region/Country	Print	Digital	Total Qualified	Percent	Region/Country	Print	Digital	Total Qualified	Percent
<b>ASIA</b>					<b>AFRICA</b>				
Afghanistan	9	1	10		Algeria	7	-	7	
Armenia	3	-	3		Angola	4	1	5	
Bangladesh	17	-	17		Benin	3	-	3	
Bhutan	2	-	2		Botswana	4	-	4	
Brunei	62	1	63		Cameroon	34	-	34	
Cambodia	1	-	1		Cape Verde	2	-	2	
China	168	67	235		Central African Republic	3	-	3	
Georgia	21	-	21		Chad	14	-	14	
Hong Kong	42	6	48		Congo	6	-	6	
India	159	67	226		Egypt	93	6	99	
Indonesia	176	22	198		Equatorial Guinea	14	-	14	
Japan	347	60	407		Eritrea	4	-	4	
Kazakhstan	5	-	5		Gabon	2	-	2	
Korea - South	104	35	139		Ghana	8	-	8	
Kyrgyzstan	3	-	3		Kenya	15	-	15	
Laos	2	-	2		Lesotho	3	-	3	
Macau	8	-	8		Liberia	4	-	4	
Malaysia	51	30	81		Madagascar	1	-	1	
Myanmar (Burma)	9	-	9		Malawi	63	-	63	
Nepal	11	-	11		Mali	-	1	1	
Pakistan	208	42	250		Mauritania	6	-	6	
Philippines	217	42	259		Morocco	16	12	28	
Singapore	456	223	679		Mozambique	5	-	5	
Sri Lanka	33	-	33		Namibia	11	-	11	
Taiwan	142	42	184		Nigeria	28	1	29	
Thailand	187	73	260		Rwanda	7	-	7	
Uzbekistan	2	-	2		Senegal	4	-	4	
Vietnam	23	4	27		Sierra Leone	4	-	4	
Subtotal	2,468	715	3,183	23.7	Somalia	6	-	6	
<b>MIDDLE EAST</b>					Republic Of South Africa	70	117	187	
Bahrain	46	33	79		Sudan	13	1	14	
Iran	-	1	1		Tanzania	3	-	3	
Israel	187	83	270		Togo	2	-	2	
Jordan	164	23	187		Tunisia	5	1	6	
Kuwait	53	13	66		Uganda	5	-	5	
Lebanon	44	31	75		Zambia	4	-	4	
Oman	84	26	110		Subtotal	473	140	613	4.6
Qatar	80	13	93		<b>NORTH AMERICA</b>				
Saudi Arabia	153	14	167		Canada	281	185	466	
Syria	2	-	2		United States Of America	15	15	30	
United Arab Emirates	111	95	206		Mexico	34	1	35	
Yemen	29	-	29		Subtotal	330	201	531	3.9
Subtotal	953	332	1,285	9.6	<b>CARIBBEAN</b>				
<b>EUROPE</b>					Antigua And Barbuda	1	-	1	
Albania	11	1	12		Barbados	8	-	8	
Austria	50	50	100		Bermuda	4	-	4	
Belgium	233	192	425		Cuba	3	-	3	
Boznia-Herzegovina	7	-	7		Dominican Republic	5	-	5	
Bulgaria	35	31	66		Grenada	1	-	1	
Croatia	17	108	125		Jamaica	16	-	16	
Cyprus	1	3	4		The Bahamas	15	-	15	
Czech Republic	67	79	146		Trinidad And Tobago	2	-	2	
Denmark	61	67	128		Subtotal	55	-	55	0.4
Estonia	30	1	31		<b>CENTRAL AMERICA</b>				
Faroe Islands	1	-	1		El Salvador	9	-	9	
Finland	43	24	67		Guatemala	17	-	17	
France	392	100	492		Honduras	7	-	7	
Germany	398	218	616		Nicaragua	6	-	6	
Greece	146	37	183		Panama	-	1	1	
Hungary	90	27	117		Subtotal	39	1	40	0.3
Iceland	7	1	8		<b>SOUTH AMERICA</b>				
Italy	234	76	310		Argentina	122	127	249	
Latvia	26	-	26		Bolivia	12	-	12	
Lithuania	17	-	17		Brazil	71	143	214	
Luxembourg	5	37	42		Chile	59	201	260	
Moldova	10	-	10		Colombia	58	53	111	
Monaco	11	-	11		Ecuador	19	-	19	
Netherlands	96	129	225		Guyana	8	-	8	
Norway	103	21	124		Paraguay	18	-	18	
Poland	386	122	508		Peru	36	1	37	
Portugal	33	18	51		Suriname	4	-	4	
Republic Of Ireland	17	1	18		Uruguay	31	34	65	
Romania	38	31	69		Subtotal	438	559	997	7.4
Russian Federation	6	19	25		<b>ASIA PACIFIC</b>				
Serbia Montenegro	5	2	7		Australia	427	316	743	
Slovakia	7	16	23		Fiji	4	-	4	
Slovenia	10	-	10		New Zealand	25	24	49	
Spain	58	177	235		Tonga	4	-	4	
Sweden	106	69	175		Subtotal	460	340	800	6.0
Switzerland	54	27	81		<b>TOTAL QUALIFIED CIRCULATION</b>	<b>8,983</b>	<b>4,447</b>	<b>13,430</b>	<b>100.0</b>
Turkey	470	188	658						
Ukraine	15	9	24						
United Kingdom	471	278	749						
Subtotal	3,767	2,159	5,926	44.1					

\*See Additional Data

2015	Daily News Roundup		Early Bird Brief		Breaking News	2015	Daily News Roundup		Early Bird Brief		Breaking News
	Daily Delivery	Weekly Average	Daily Delivery	Weekly Average			Daily Delivery	Weekly Average	Daily Delivery	Weekly Average	
<b>JANUARY</b>						<b>APRIL</b>					
January 2	9,709	9,729	-	-	-	April 1	8,256	-	66,840	-	41,659
January 5	9,729	-	65,577	65,661	-	April 2	10,459	9,597	66,889	66,986	-
January 6	9,737	-	65,685	-	-	April 3	10,464	-	66,965	-	-
January 7	9,739	-	65,721	-	-	April 6	8,274	-	66,970	-	-
January 8	9,745	9,788	65,787	65,892	-	April 7	10,484	-	67,029	-	-
January 9	9,765	-	-	-	-	April 8	8,304	-	67,076	-	41,567
January 12	9,798	-	65,982	-	-	April 9	10,508	9,659	67,021	67,578	-
January 13	9,811	-	65,782	-	-	April 10	10,517	-	67,636	-	-
January 14	9,823	-	66,018	-	-	April 13	8,342	-	67,686	-	-
January 15	9,842	9,859	66,102	66,094	-	April 14	8,359	-	67,743	-	-
January 16	9,853	-	66,101	-	-	April 15	10,571	-	67,803	-	-
January 19	9,862	-	66,237	-	-	April 16	8,383	8,841	67,828	67,918	-
January 20	9,867	-	65,992	-	-	April 17	10,584	-	67,882	-	-
January 21	9,871	-	66,037	-	-	April 20	8,401	-	67,906	-	-
January 22	9,886	9,900	66,320	66,407	-	April 21	8,408	-	67,960	-	41,383
January 23	9,882	-	66,363	-	-	April 22	8,428	-	68,015	-	-
January 26	9,902	-	66,425	-	-	April 23	10,629	9,774	68,100	68,094	-
January 27	9,910	-	66,412	-	-	April 24	10,636	-	68,138	-	-
January 28	9,921	-	66,516	-	-	April 27	8,457	-	67,849	-	41,260
January 29	9,866	9,916	66,584	66,683	-	April 28	8,471	-	68,159	-	41,237
January 30	9,924	-	66,657	-	-	April 29	10,679	-	68,223	-	-
<b>FEBRUARY</b>						<b>MAY</b>					
February 2	9,938	-	66,709	-	-	May 1	10,703	-	68,278	-	-
February 3	9,890	-	66,714	-	-	May 4	8,521	-	68,285	-	-
February 4	9,961	-	66,753	-	-	May 5	8,529	-	68,317	-	41,124
February 5	9,906	9,960	66,774	66,810	-	May 6	10,729	-	68,324	-	-
February 6	-	-	66,853	-	-	May 7	10,753	10,355	68,368	68,420	41,066
February 9	9,967	-	66,941	-	-	May 8	10,770	-	68,403	-	-
February 10	9,973	-	66,986	-	-	May 9	-	-	-	-	40,831
February 11	9,992	-	66,496	-	-	May 11	8,611	-	68,404	-	-
February 12	7,798	8,757	66,541	66,762	10,241	May 12	10,819	-	68,453	-	-
February 13	10,150	-	66,823	-	-	May 13	10,822	-	68,473	-	40,973
February 16	7,818	-	66,544	-	-	May 14	10,845	10,427	68,496	68,505	-
February 17	10,179	-	66,946	-	-	May 15	10,850	-	68,539	-	-
February 18	7,838	-	66,954	-	-	May 18	8,684	-	68,312	-	-
February 19	10,207	9,736	66,987	67,079	-	May 19	10,878	-	68,594	-	-
February 20	10,170	-	67,073	-	-	May 20	10,877	-	68,584	-	40,862
February 21	-	-	-	-	42,194	May 21	10,876	10,894	68,597	68,645	-
February 23	7,861	-	67,092	-	-	May 22	10,882	-	68,652	-	40,833
February 24	10,214	-	67,085	-	42,176	May 26	10,901	-	68,661	-	-
February 25	10,229	-	67,158	-	-	May 27	10,915	-	68,669	-	40,802
February 26	10,245	8,835	67,232	67,281	-	May 28	8,751	10,079	68,654	68,713	-
February 27	10,248	-	67,292	-	-	May 29	10,929	-	68,717	-	-
<b>MARCH</b>						<b>JUNE</b>					
March 2	7,894	-	67,289	-	-	June 1	8,756	-	68,716	-	-
March 3	7,887	-	67,161	-	-	June 2	10,972	-	68,711	-	40,736
March 4	7,901	-	67,431	-	-	June 3	10,989	-	68,766	-	-
March 5	10,264	9,825	67,471	67,541	-	June 4	10,997	11,116	90,764	73,259	40,690
March 6	10,278	-	67,539	-	42,067	June 5	10,994	-	68,877	-	-
March 9	10,305	-	67,625	-	-	June 8	11,032	-	68,785	-	40,639
March 10	10,315	-	67,432	-	-	June 9	11,273	-	68,927	-	-
March 11	7,961	-	67,640	-	-	June 10	11,283	-	68,941	-	40,601
March 12	7,971	8,015	67,674	66,446	41,945	June 11	11,292	11,302	68,972	71,206	-
March 13	7,977	-	66,078	-	-	June 12	11,291	-	69,014	-	-
March 16	8,007	-	66,071	-	-	June 15	11,296	-	68,993	-	-
March 17	8,055	-	66,159	-	-	June 16	11,312	-	74,533	-	-
March 18	8,067	-	66,246	-	-	June 17	11,321	-	74,520	-	-
March 19	8,105	8,570	66,265	66,406	41,861	June 18	11,335	10,911	74,551	74,426	40,549
March 20	8,112	-	66,382	-	-	June 19	11,342	-	73,824	-	-
March 23	8,138	-	66,419	-	-	June 22	9,155	-	74,557	-	40,479
March 24	8,146	-	66,437	-	-	*June 23	11,360	-	74,598	-	40,460
March 25	10,351	-	66,529	-	41,781	June 24	11,362	-	74,600	-	-
March 26	8,172	8,217	43,531	62,080	41,748	June 25	11,369	11,388	74,623	74,634	-
March 27	8,196	-	66,657	-	-	June 26	11,379	-	74,614	-	-
March 30	8,220	-	66,671	-	-	June 29	11,399	-	74,640	-	-
March 31	8,240	-	66,702	-	41,671	June 30	11,406	-	74,657	-	-
						<b>AVERAGE:</b>	<b>9,780</b>		<b>67,989</b>		<b>40,159</b>

Daily News Roundup (126 issued in the period)

Early Bird Brief (125 issued in the period)

Breaking News (30 issued in the period)

\*The E-Newsletter for June 23, 2015 of Breaking News includes the average of 2 unique E-Newsletters for that day.

# WEBSITE CHANNEL

WWW.DEFENSENEWS.COM

2015	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
January	2,616,986	977,589	572,196	1.71	02:34	06:53
February	2,438,286	869,799	535,038	1.63	02:39	07:28
March	2,485,387	807,474	499,674	1.62	02:44	08:26
April	2,310,479	737,217	456,243	1.62	02:47	08:44
May	2,215,229	712,725	434,101	1.64	02:48	08:43
June	2,163,640	679,721	399,147	1.70	02:49	08:58
<b>AVERAGE:</b>	<b>2,371,668</b>	<b>797,421</b>	<b>482,733</b>	<b>1.65</b>	<b>02:44</b>	<b>08:12</b>

January – June 2015 data was provided by Omniture. All website activity is audited by BPA Worldwide.

## WEBSITE GLOSSARY

**Page Impressions:** A Page Impression is recorded each time a page implanted with the JavaScript code (tag) is displayed in a browser window. This will occur whether the page is served directly from the web server, from a proxy, or from the browser's cache.

**User Sessions:** A single continuous set of activity attributable to a cookie browser resulting in one or more pulled text and/or graphics downloads from a site. A period of 30 minutes of inactivity will terminate the session.

**Unique Browsers:** An identified and unduplicated Cookie Browser that accesses Internet content or advertising during a measurement period.

**Unique Browser Frequency:** Unique Browser Frequency represents the average number of times a Unique Browser visits a site during a reporting period. This is calculated by dividing the total number of User Sessions by the number of Unique Browsers.

**Page Duration:** The average time spent viewing any page on a web site.

**User Session Duration:** The average time visitors remain on a site per session.

For info on how to obtain online ad campaign performance metrics across multiple sites, visit [www.adicompli.com](http://www.adicompli.com)

# SOCIAL MEDIA CHANNEL

Defense News & Defense News International Social Media



Twitter followers

[http://twitter.com/defense\\_news](http://twitter.com/defense_news)

2015

2015	Beginning Balance:	61,907
January		66,828
February		68,359
March		70,748
April		72,531
May		75,604
June		75,900

# ADDITIONAL DATA

## METHOD OF DISTRIBUTION:

All qualified circulation conforms to the field served and definition of recipient's qualification, as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available.

## STATEMENT OF CONTENT PLATFORM:

Editorial Replica – If a print edition exists, editorial and design are unchanged from the original print edition. Each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

## CHANGE IN COMPANY NAME:

Effective June 29, 2015, Gannett Government Media changes its name to Sightline Media Group.

## CHANGE IN FREQUENCY:

Effective January 1, 2015, Defense News changed its frequency from 48 to 44 issues.

## MAGAZINE:

Established:  
Defense News: 1986, Defense News International: 2013

## Issues per Year:

Defense News: 44, Defense News International: 20

## DEFENSE NEWS: PARAGRAPH 3b:

Business directories include 4 sources of circulation for quantities of 8 copies or -% to 2,615 copies or 9.7%. Other sources include 7 sources of circulation for quantities of 1 copy or -% to 464 or 2.2%

## DEFENSE NEWS INTERNATIONAL: PARAGRAPH 3b:

Business directories include 7 sources of circulation for quantities of 14 copies or 0.1% to 2,491 copies or 18.5%, including Api-PUBLISHING. Other sources include 3 sources of circulation for quantities of 2 copies or 0.7% to 1,029 copies or 7.7%.

## AVERAGE ANNUAL ORDER PRICE:

The Average Annual Order Price for Defense News is \$154.57.

## GEOGRAPHIC DISTRIBUTION:

Geographic data for E-Newsletters, Website and Social Media are not reported at the media owner's option.

## PUBLISHER'S AFFIDAVIT

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

Mark Flinn, President, Sightline Media Group

Katie Taplett, VP/GM, Defense News

(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

July 28, 2015

State

Virginia

County

Fairfax

Received by BPA Worldwide

July 28, 2015

Type

BJ

ID Number

D071B0J5

## About BPA Worldwide:

A not-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit [www.bpaww.com](http://www.bpaww.com) for the latest audit reports, membership information and publishing and advertising industry news.

**FIELD SERVED**

**DEFENSE NEWS & DEFENSE NEWS INTERNATIONAL** serve the worldwide defense community. Areas include USA and non-USA military, USA and non-USA government, Homeland Security, the global defense industry and others allied to the field as reported in Paragraph 3a herein.

**DEFINITION OF RECIPIENT QUALIFICATION**

Qualified recipients are Senators, Representatives, Legislators/Aides/Legislative Assistants, Directors, Presidents, VP's, GS 15 & Above, Managers, Assistant Managers, Department Heads, GS 10-14, Program Managers, Project Managers, PEO's, Generals, Admirals, Flag Officers, Colonels, Commodores, Navy Captains, Lt. Colonels, Commanders, Majors, Captain, Lt. Commanders, Defense Attaches/Embassy Attaches, Engineers, Scientists, Technical/System Analyst, Financial Analysts, Educators, Librarians, Reporters, Editors, Journalists, and other titles and non-titled personnel allied to the field served.

**AVERAGE NON-QUALIFIED CIRCULATION - US**

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	4
Advertiser and Agency	731
Allocated for Trade Shows and Conventions	371
All Other	108
<b>TOTAL</b>	<b>1,214</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - US**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	25,840	97.0	24,270	91.1	1,570	5.9
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	802	3.0	759	2.8	43	0.2
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>26,642</b>	<b>100.0</b>	<b>25,029</b>	<b>93.9</b>	<b>1,613</b>	<b>6.1</b>

**AVERAGE NON-QUALIFIED CIRCULATION - INT'L**

NON-QUALIFIED Not Included Elsewhere	Copies
Other Paid Circulation	6
Advertiser and Agency	209
Allocated for Trade Shows and Conventions	459
All Other	51
<b>TOTAL</b>	<b>725</b>

**1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD - INTERNATIONAL**

QUALIFIED CIRCULATION	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	12,564	94.6	12,112	91.2	452	3.4
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	720	5.4	642	4.8	78	0.6
Single Copy Sales	-	-	-	-	-	-
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>13,284</b>	<b>100.0</b>	<b>12,754</b>	<b>96.0</b>	<b>530</b>	<b>4.0</b>

**2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD**

2015 Issue	US Print	US Digital	US Total Qualified	Int'l Print	Int'l Digital	Int'l Total Qualified
January 5	22,077	3,286	25,363	-	-	-
January 12	22,081	3,257	25,338	7,391	4,969	12,360
January 19	22,084	3,288	25,372	-	-	-
January 26	22,100	3,267	25,367	7,392	4,942	12,334
February 2	22,040	3,257	25,297	-	-	-
February 9	22,068	3,242	25,310	7,345	4,840	12,185
February 16	22,048	3,293	25,341	-	-	-
February 23	22,046	3,668	25,714	7,381	5,285	12,666
March 2	22,198	3,706	25,904	-	-	-
March 9	22,205	3,736	25,941	7,158	5,121	12,279
March 16	22,202	4,730	26,932	-	-	-
March 23	21,384	4,787	26,171	8,794	4,901	13,695
March 30	20,994	4,825	25,819	-	-	-
April 13	21,925	5,218	27,143	9,040	4,907	13,947
April 20	21,942	5,235	27,177	9,059	4,886	13,945
April 27	22,186	5,182	27,368	-	-	-
May 4	22,076	5,721	27,797	9,100	4,867	13,967
May 11	22,176	5,690	27,866	9,004	4,871	13,875
May 18	22,172	5,829	28,001	-	-	-
<b>*May 25</b>	<b>22,048</b>	<b>4,919</b>	<b>26,967</b>	<b>8,983</b>	<b>4,447</b>	<b>13,430</b>
June 1	22,077	5,864	27,941	-	-	-
June 8	22,049	5,850	27,899	-	-	-
June 15	22,033	5,830	27,863	9,194	4,967	14,161
June 22	22,019	6,644	28,663	8,994	4,850	13,844
June 29	22,003	5,489	27,492	-	-	-

\*Analyzed Issue

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - US**  
 This issue is 1.3% or 339 copies above the average of the other 24 issues reported in Paragraph 2.

CLASSIFICATION BY BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital	Senator/ Representative/ Legislator/ Aide/ Legislative Assistant	Director, President, V.P., GS 15 & Above	Manager, Asst. Mgr., Department Head, GS 10-14	General, Admiral, Flag Officer	Colonel, Commodore, Navy Captain	Lt. Colonel, Commander	Major, Captain, Lt. Cdr.	Defense Attache/ Embassy Attache	Engineer, Scientist, Technical/ Systems Analyst	Financial Analyst	Educator, Librarian	Reporter, Editor, Journalist	Program Mgr., Project Mgr., PEO	Other Titled & Non-Titled Personnel Including Other Allied to the field
<b>U.S. MILITARY</b>																		
Dept. US Air Force	4,585	17.0	3,760	825	11	267	406	304	1,401	760	619	-	192	32	41	8	203	341
Dept. US Navy	3,724	13.8	3,183	541	11	353	420	141	787	642	479	-	321	25	32	5	223	285
Dept. US Army	5,728	21.3	4,434	1,294	16	350	574	477	1,504	816	861	-	334	47	53	15	185	496
US Marine Corps	1,052	3.9	884	168	8	56	87	62	294	184	188	-	32	7	10	-	35	89
US Coast Guard	495	1.8	337	158	4	7	17	39	168	195	29	-	6	2	2	-	12	14
US National Guard	599	2.2	514	85	2	21	35	87	149	118	97	-	13	2	3	2	9	61
Sub-Total U.S. Military	16,183	60.0	13,112	3,071	52	1,054	1,539	1,110	4,303	2,715	2,273	-	898	115	141	30	667	1,286
<b>U.S. GOVERNMENT</b>																		
US Congress/Legislative Branch	2,418	9.0	1,598	820	1,888	185	81	3	2	11	14	-	31	11	8	19	14	151
Executive Branch/DOD Civilian	4,300	15.9	3,805	495	329	1,052	613	171	394	179	267	-	389	60	65	3	371	407
Dept. of Homeland Security	483	1.8	445	38	6	199	94	3	8	17	11	-	49	2	9	-	39	46
Sub-Total U.S. Government	7,201	26.7	5,848	1,353	2,223	1,436	788	177	404	207	292	-	469	73	82	22	424	604
Sub-Total U.S. Military/Government	23,384	86.7	18,960	4,424	2,275	2,490	2,327	1,287	4,707	2,922	2,565	-	1,367	188	223	52	1,091	1,890
<b>NON-U.S. MILITARY</b>																		
Non-US Air Force	121	0.5	102	19	-	7	6	12	30	25	27	-	1	-	2	-	5	6
Non-US Navy	66	0.2	44	22	-	1	2	8	13	12	19	-	4	1	-	1	2	3
Non-US Army	121	0.4	100	21	1	3	9	12	27	20	25	-	7	-	-	-	2	15
Non-US Other Military	81	0.3	75	6	5	5	2	12	4	8	23	-	1	1	2	-	-	18
Sub-Total Non-U.S. Military	389	1.4	321	68	6	16	19	44	74	65	94	-	13	2	4	1	9	42
<b>NON-U.S. GOVERNMENT</b>																		
Non-US Government Defense Department	209	0.8	179	30	7	23	16	15	26	23	49	-	12	1	3	-	9	25
Non-US Other Government	242	0.9	220	22	14	11	14	16	57	15	45	-	10	2	1	3	7	47
Sub-Total Non-U.S. Government	451	1.7	399	52	21	34	30	31	83	38	94	-	22	3	4	3	16	72
Sub-Total Non-U.S. Military/Government	840	3.1	720	120	27	50	49	75	157	103	188	-	35	5	8	4	25	114
Total Military/Government	24,224	89.8	19,680	4,544	2,302	2,540	2,376	1,362	4,864	3,025	2,753	-	1,402	193	231	56	1,116	2,004
<b>DEFENSE INDUSTRIES</b>	1,398	5.2	1,147	251	32	648	184	10	37	17	11	-	130	6	22	1	67	233
<b>OTHER RELATED INDUSTRIES</b>																		
Financial, Trading Firms, Export/Import Services	118	0.4	109	9	2	44	10	3	5	-	1	-	4	22	3	-	3	21
Related Industries	1,227	4.6	1,112	115	11	224	73	20	42	20	17	-	41	9	121	24	33	592
Sub-Total Other Related Industries	1,345	5.0	1,221	124	13	268	83	23	47	20	18	-	45	31	124	24	36	613
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>26,967</b>	<b>100.0</b>	<b>22,048</b>	<b>4,919</b>	<b>2,347</b>	<b>3,456</b>	<b>2,643</b>	<b>1,395</b>	<b>4,948</b>	<b>3,062</b>	<b>2,782</b>	-	<b>1,577</b>	<b>230</b>	<b>377</b>	<b>81</b>	<b>1,219</b>	<b>2,850</b>

Defense Industries include: Missiles & Missile Systems, Engines/Power/Propulsion, Electronic Warfare Systems, Command, Control & Communications, Avionics/Guidance & Navigation, Computers & Software, Other Weapon Systems/Components/Materials, Simulation/Training, Small Arms/Personnel Equipment, Research & Development, System Integration, Engineering Services, Consulting Firms, Aircraft-Fixed Wing, Aircraft-Helicopter/Vertical Flight, Naval-Surface Vessels, Naval Submarines & ASW, Tanks, Armored Vehicles & Artillery, Trucks & Land Transport Systems.  
 Related Industries include: Universities & Libraries, Media, Association & Interest Groups and others allied to the field

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - INTERNATIONAL**  
 This issue is 1.2% or 158 copies above the average of the other 12 issues reported in Paragraph 2.

CLASSIFICATION BY BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital	Senator/ Representative/ Legislator/ Aide/ Legislative Assistant	Director, President, V.P., GS 15 & Above	Manager, Asst. Mgr., Department Head, GS 10-14	General, Admiral, Flag Officer	Colonel, Commodore, Navy Captain	Lt. Colonel, Commander	Major, Captain, Lt. Cdr.	Defense Attache/ Embassy Attache	Engineer, Scientist, Technical/ Systems Analyst	Financial Analyst	Educator, Librarian	Reporter, Editor, Journalist	Program Mgr., Project Mgr., PEO	Other Titled & Non-Titled Personnel Including Other Allied to the field
<b>U.S. MILITARY</b>																		
Dept. US Air Force	32	0.2	19	13	-	1	3	3	3	6	11	-	-	-	-	-	2	3
Dept. US Navy	9	0.1	7	2	-	-	-	2	2	-	5	-	-	-	-	-	-	-
Dept. US Army	34	0.3	27	7	-	1	4	2	7	1	7	-	1	-	-	-	1	9
US Marine Corps	3	-	2	1	-	-	-	-	-	1	1	-	-	-	-	-	-	1
US Coast Guard	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
US National Guard	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total U.S. Military	78	0.6	55	23	-	2	7	7	12	8	24	-	1	-	1	-	3	13
<b>U.S. GOVERNMENT</b>																		
US Congress/Legislative Branch	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Executive Branch/DOD Civilian	21	0.2	17	4	1	2	1	1	1	-	5	-	2	-	2	-	2	4
Dept. of Homeland Security	1	-	-	1	-	1	-	-	-	-	-	-	-	-	-	-	-	-
Sub-Total U.S. Government	22	0.2	17	5	1	3	1	1	1	-	5	-	2	-	2	-	2	4
Sub-Total U.S. Military/Government	100	0.8	72	28	1	5	8	8	13	8	29	-	3	-	3	-	5	17
<b>NON-U.S. MILITARY</b>																		
Non-US Air Force	1,498	11.1	1,156	342	131	109	72	303	205	239	239	-	62	1	27	2	15	93
Non-US Navy	1,141	8.5	1,020	121	4	34	115	342	163	172	119	-	48	8	8	1	7	120
Non-US Army	1,489	11.1	1,204	285	16	61	44	540	282	209	225	-	25	3	10	2	14	58
Non-US Other Military	768	5.7	665	103	41	70	35	159	108	109	83	-	30	2	15	3	11	102
Sub-Total Non-U.S. Military	4,896	36.4	4,045	851	192	274	266	1,344	758	729	666	-	165	14	60	8	47	373
<b>NON-U.S. GOVERNMENT</b>																		
Non-US Government Defense Department	2,346	17.5	1,576	770	474	557	164	330	143	114	93	-	159	15	51	3	96	147
Non-US Other Government	2,847	21.2	1,812	1,035	851	998	177	189	37	20	90	-	128	10	39	16	29	263
Sub-Total Non-U.S. Government	5,193	38.7	3,388	1,805	1,325	1,555	341	519	180	134	183	-	287	25	90	19	125	410
Sub-Total Non-U.S. Military/Government	10,089	75.1	7,433	2,656	1,517	1,829	607	1,863	938	863	849	-	452	39	150	27	172	783
Total Military/Government	10,189	75.9	7,505	2,684	1,518	1,834	615	1,871	951	871	878	-	455	39	153	27	177	800
<b>DEFENSE INDUSTRIES</b>	1,771	13.2	1,447	324	7	686	371	16	46	19	41	-	228	23	22	2	81	229
<b>OTHER RELATED INDUSTRIES</b>																		
Financial, Trading Firms, Export/Import Services	216	1.6	122	94	2	63	43	2	1	2	1	-	6	62	1	1	2	30
Related Industries	1,254	9.3	580	674	21	340	136	7	15	14	16	-	49	9	95	35	12	505
Sub-Total Other Related Industries	1,470	10.9	702	768	23	403	179	9	16	16	17	-	55	71	96	36	14	535
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>13,430</b>	<b>100.0</b>	<b>8,983</b>	<b>4,447</b>	<b>1,548</b>	<b>2,923</b>	<b>1,165</b>	<b>1,896</b>	<b>1,013</b>	<b>906</b>	<b>936</b>	-	<b>738</b>	<b>133</b>	<b>271</b>	<b>65</b>	<b>272</b>	<b>1,564</b>

Defense Industries include: Missiles & Missile Systems, Engines/Power/Propulsion, Electronic Warfare Systems, Command, Control & Communications, Avionics/Guidance & Navigation, Computers & Software, Other Weapon Systems/Components/Materials, Simulation/Training, Small Arms/Personnel Equipment, Research & Development, System Integration, Engineering Services, Consulting Firms, Aircraft-Fixed Wing, Aircraft-Helicopter/Vertical Flight, Naval-Surface Vessels, Naval Submarines & ASW, Tanks, Armored Vehicles & Artillery, Trucks & Land Transport Systems.  
 Related Industries include: Universities & Libraries, Media, Association & Interest Groups and others allied to the field

**3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF MAY 25, 2015 - TOTAL**

CLASSIFICATION BY BUSINESS & INDUSTRY	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital	Senator/ Representative/ Legislator/ Aide/ Legislative Assistant	Director, President, V.P., GS 15 & Above	Manager, Asst. Mgr., Department Head, GS 10-14	General, Admiral, Flag Officer	Colonel, Commodore, Navy Captain	Lt. Colonel, Commander	Major, Captain, Lt. Cdr.	Defense Attache/ Embassy Attache	Engineer, Scientist, Technical/ Systems Analyst	Financial Analyst	Educator, Librarian	Reporter, Editor, Journalist	Program Mgr., Project Mgr., PEO	Other Titled & Non-Titled Personnel Including Other Allied to the field
<b>U.S. MILITARY</b>																		
Dept. US Air Force	4,617	11.4	3,779	838	11	268	409	307	1,404	766	630	-	192	32	41	8	205	344
Dept. US Navy	3,733	9.2	3,190	543	11	353	420	143	789	642	484	-	321	25	32	5	223	285
Dept. US Army	5,762	14.3	4,461	1,301	16	351	578	479	1,511	817	868	-	335	47	54	15	186	505
US Marine Corps	1,055	2.6	886	169	8	56	87	62	294	185	189	-	32	7	10	-	35	90
US Coast Guard	495	1.2	337	158	4	7	17	39	168	195	29	-	6	2	2	-	12	14
US National Guard	599	1.5	514	85	2	21	35	87	149	118	97	-	13	2	3	2	9	61
Sub-Total U.S. Military	16,261	40.2	13,167	3,094	52	1,056	1,546	1,117	4,315	2,723	2,297	-	899	115	142	30	670	1,299
<b>U.S. GOVERNMENT</b>																		
US Congress/Legislative Branch	2,418	6.0	1,598	820	1,888	185	81	3	2	11	14	-	31	11	8	19	14	151
Executive Branch/DOD Civilian	4,321	10.7	3,822	499	330	1,054	614	172	395	179	272	-	391	60	67	3	373	411
Dept. of Homeland Security	484	1.2	445	39	6	200	94	3	8	17	11	-	49	2	9	-	39	46
Sub-Total U.S. Government	7,223	17.9	5,865	1,358	2,224	1,439	789	178	405	207	297	-	471	73	84	22	426	608
Sub-Total U.S. Military/Government	23,484	58.1	19,032	4,452	2,276	2,495	2,335	1,295	4,720	2,930	2,594	-	1,370	188	226	52	1,096	1,907
<b>NON-U.S. MILITARY</b>																		
Non-US Air Force	1,619	4.0	1,258	361	131	116	78	315	235	264	266	-	63	1	29	2	20	99
Non-US Navy	1,207	3.0	1,064	143	4	35	117	350	176	184	138	-	52	9	8	2	9	123
Non-US Army	1,610	4.0	1,304	306	17	64	53	552	309	229	250	-	32	3	10	2	16	73
Non-US Other Military	849	2.1	740	109	46	75	37	171	112	117	106	-	31	3	17	3	11	120
Sub-Total Non-U.S. Military	5,285	13.1	4,366	919	198	290	285	1,388	832	794	760	-	178	16	64	9	56	415
<b>NON-U.S. GOVERNMENT</b>																		
Non-US Government Defense Department	2,555	6.3	1,755	800	481	580	180	345	169	137	142	-	171	16	54	3	105	172
Non-US Other Government	3,089	7.7	2,032	1,057	865	1,009	191	205	94	35	135	-	138	12	40	19	36	310
Sub-Total Non-U.S. Government	5,644	14.0	3,787	1,857	1,346	1,589	371	550	263	172	277	-	309	28	94	22	141	482
Sub-Total Non-U.S. Military/Government	10,929	27.1	8,153	2,776	1,544	1,879	656	1,938	1,095	966	1,037	-	487	44	158	31	197	897
Total Military/Government	34,413	85.2	27,185	7,228	3,820	4,374	2,991	3,233	5,815	3,896	3,631	-	1,857	232	384	83	1,293	2,804
<b>DEFENSE INDUSTRIES</b>	3,169	7.9	1,923	1,246	39	1,334	555	26	83	36	52	-	358	29	44	3	148	462
<b>OTHER RELATED INDUSTRIES</b>																		
Financial, Trading Firms, Export/Import Services	334	0.8	231	103	4	107	53	5	6	2	2	-	10	84	4	1	5	51
Related Industries	2,481	6.1	1,692	789	32	564	209	27	57	34	33	-	90	18	216	59	45	1,097
Sub-Total Other Related Industries	2,815	6.9	1,923	892	36	671	262	32	63	36	35	-	100	102	220	60	50	1,148
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>40,397</b>	<b>100.0</b>	<b>31,031</b>	<b>9,366</b>	<b>3,895</b>	<b>6,379</b>	<b>3,808</b>	<b>3,291</b>	<b>5,961</b>	<b>3,968</b>	<b>3,718</b>	<b>-</b>	<b>2,315</b>	<b>363</b>	<b>648</b>	<b>146</b>	<b>1,491</b>	<b>4,414</b>

Defense Industries include: Missiles & Missile Systems, Engines/Power/Propulsion, Electronic Warfare Systems, Command, Control & Communications, Avionics/Guidance & Navigation, Computers & Software, Other Weapon Systems/Components/Materials, Simulation/Training, Small Arms/Personnel Equipment, Research & Development, System Integration, Engineering Services, Consulting Firms, Aircraft-Fixed Wing, Aircraft-Helicopter/Vertical Flight, Naval-Surface Vessels, Naval Submarines & ASW, Tanks, Armored Vehicles & Artillery, Trucks & Land Transport Systems  
 Related Industries include: Universities & Libraries, Media, Association & Interest Groups and others allied to the field

**ADDITIONAL DATA - INTERNATIONAL**

International Regional Breakout	TOTAL QUALIFIED	PERCENT OF TOTAL	Senator/ Representative/ Legislator/ Aide/ Legislative Assistant	Director, President, V.P., GS 15 & Above	Manager, Asst. Mgr., Department Head, GS 10-14	General, Admiral, Flag Officer	Colonel, Commodore, Navy Captain	Lt. Colonel, Commander	Major, Captain, Lt. Cdr.	Defense Attache/ Embassy Attache	Engineer, Scientist, Technical/Systems Analyst	Financial Analyst	Educator, Librarian	Reporter, Editor, Journalist	Program Mgr., Project Mgr., PEO	Other Titled & Non-Titled Personnel Including Other Allied to the field
Europe	5,926	44.1	480	999	525	825	521	484	497	-	362	89	131	37	144	832
Africa	610	4.5	116	118	45	206	25	14	15	-	10	5	3	4	4	45
United States	30	0.2	1	4	4	1	1	4	3	-	1	-	3	-	1	7
Middle East	1,285	9.6	178	477	163	95	25	40	28	-	55	13	23	8	13	167
Asia	3,183	23.7	452	841	220	409	223	183	229	-	151	16	54	11	63	331
Asia Pacific	997	7.4	258	193	59	195	109	54	57	-	28	2	6	-	6	30
South America	800	6.0	41	182	99	70	56	81	51	-	87	4	18	3	22	86
Canada/Mexico/Central America	599	4.5	22	109	50	95	53	46	56	-	44	4	33	2	19	66
<b>TOTAL</b>	<b>13,430</b>	<b>100.0</b>	<b>1,548</b>	<b>2,923</b>	<b>1,165</b>	<b>1,896</b>	<b>1,013</b>	<b>906</b>	<b>936</b>	<b>-</b>	<b>738</b>	<b>133</b>	<b>271</b>	<b>65</b>	<b>272</b>	<b>1,564</b>