



BRAND REPORT

FOR THE 6 MONTH PERIOD ENDED JUNE 2020



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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TCT MAGAZINE is home to three publications in the form of the North American Edition, Europe Edition and German Language Edition. TCT Magazine is part of TCT Group, whose mission is to accelerate the adoption of technologies that power innovation in the design-to-manufacturing process chain. Enabling companies across the complete spectrum of industry to achieve the goal of world-class design and manufacturing functions within their organisations.

Through print, digital and social media TCT Magazine delivers business-critical insights, intelligence and inspiration across Europe and North America on 3D printing, additive manufacturing, CAD/CAM/CAE, metrology, inspection and materials as well as highlighting the latest developments in conventional manufacturing processes such as moulding, casting and CNC machining.

TCT Magazine provides recipients in aerospace, automotive, healthcare, consumer goods, industrial products, jewellery and more with access to thought leadership, super-user applications and cutting-edge research.

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

TCT MAGAZINE



See below for issues in the period
17,053 average circulation

TCT MAGAZINE WEBSITE



30,653 average users

TCT MAGAZINE SOCIAL MEDIA



See below for Social Media figures

EXECUTIVE SUMMARY

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

| | Non-Paid | Paid | Average |
|---|-----------|------|-----------|
| TCT MAGAZINE COMBINED* | 17,053 | - | 17,053 |
| TCT Magazine European Edition (2 Issues in the period) | 12,023 | - | 12,023 |
| TCT Magazine North American Edition (3 Issues in the period) | 5,030 | - | 5,030 |
| TCT MAGAZINE WEBSITE (Monthly Users with 58,568 average Pageviews) | 30,653 | - | 30,653 |
| TCT MAGAZINE SOCIAL MEDIA | | | |
| a. Twitter followers | | | |
| 1. www.twitter.com/thetctmagazine | **10,134 | - | **10,134 |
| 2. http://twitter.com/thetctgroup | **8,461 | - | **8,461 |
| 3. http://twitter.com/TCT3Sixty | **6,417 | - | **6,417 |
| b. Facebook likes | | | |
| | **1,644 | - | **1,644 |
| c. LinkedIn group members | | | |
| | **4,347 | - | **4,347 |
| d. YouTube views | | | |
| | **827,454 | - | **827,454 |
| e. YouTube subscribers | | | |
| | **2,160 | - | **2,160 |

*Due to the coronavirus (COVID-19) pandemic only two issues of the European Edition were produced. Therefore the 6month averages have been calculated based on the frequency for each edition and the combined editions.

**Social Media claims are cumulative figures, not averages.

FIELD SERVED

TCT Magazine European and North American editions serve companies in the following fields: Aerospace, Electronics, Energy & Power, Industrial Products & Components, Jewellery, Art and High Value Creative Goods, Industrial Machinery and Equipment, Materials Manufacturer, Compounder or Distributor, Metal Production and Supply, Media, TV and Film, Medical, Dental, Pharma, Bio Pharma, Architecture, Planning and Building, Military & Defence, Packaging, Software Manufacturer, Contract Manufacturing & Services, Research and Testing, Design & Branding, Toolmaking and Moulding, Toys, Leisure and Entertainment, Automotive, Marine and Rail, Automation & Robotics, Chemicals and Allied Products, FMCG, Apparel, Agriculture, NGO & Charity, Banking, Finance, Law and Intellectual Property, Clinical Diagnostics, Printing, Coating & Labelling, Plastics Production and Supply, Medical Device, Computer/IT/Telecommunications, Consumer Products, Consultancy & Business Services, Education and Other businesses allied to the field as reported in Paragraph 3a herein.

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients are involved in 3D Printing, Product Management, Sales and Business Development, Project Management, Procurement & Purchasing, Quality Assurance, Research & Development, Toolmaking, Training & Development, Regulatory/Legal Affairs, Human Resources, Finance, Additive Manufacturing, Technical Management, Production & Process Control, Machine Operations, Printing, Marking & Packaging, Sterilisation, Sustainability, IT Systems, Testing & Analysis, CAD/CAM/CAE Operations, Consulting C-Suite/Corporate Management, Design Engineering/Engineering, Manufacturing, Marketing, Product Design & Development and Other functions in the above fields.

AVERAGE NON-QUALIFIED CIRCULATION

| Non-Qualified Not Included Elsewhere | Copies |
|--|--------------|
| Other Paid Circulation | - |
| Advertiser and Agency | 1,514 |
| *Allocated for Trade Shows and Conventions | 217 |
| All Other | 333 |
| TOTAL | 2,064 |

*See Additional Data

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR THE PERIOD*

| Qualified Circulation | Total Qualified | | Qualified Non-Paid | | Qualified Paid | |
|------------------------------------|-----------------|--------------|--------------------|--------------|----------------|----------|
| | Copies | Percent | Copies | Percent | Copies | Percent |
| Individual | 17,053 | 100.0 | 17,053 | 100.0 | - | - |
| Sponsored Individually Addressed | - | - | - | - | - | - |
| Membership Benefit | - | - | - | - | - | - |
| Multi-Copy Same Addressee | - | - | - | - | - | - |
| Single Copy Sales | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 17,053 | 100.0 | 17,053 | 100.0 | - | - |

*Due to the coronavirus (COVID-19) pandemic only two issues of the European Edition were produced. Therefore the 6month averages have been calculated based on the frequency for each edition and the combined editions.

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

| 2020 Issue | Total Qualified | Qualified Circulation by Edition | |
|-------------------------------------|-----------------|----------------------------------|------------------------|
| | | European Edition | North American Edition |
| Volume 6 Issue 1 | 5,020 | - | 5,020 |
| Volume 28 Issue 1/ Volume 6 Issue 2 | 17,040 | 12,020 | 5,020 |
| Volume 28 Issue 2/ Volume 6 Issue 3 | 17,076 | 12,025 | 5,051 |

AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED BRAND REPORTS

| | Audited Data | | Audited Data | | Circulation Claim | |
|---|-----------------|----------------|-----------------|----------------|-------------------|----------------|
| | July – December | January – June | July – December | January – June | July – December | January – June |
| 6-Month Period Ended: | 2017 | 2018 | 2018 | 2019 | 2019* | 2020* |
| Total Audit Average Qualified: | 15,492 | 17,063 | 17,110 | 17,096 | 17,061 | 17,053 |
| Qualified Non-Paid: | 15,485 | 17,063 | 17,110 | 17,096 | 17,061 | 17,053 |
| Qualified Paid: | 7 | - | - | - | - | - |
| 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: July 2019 – June 2020 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 VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020*

| State | Total Qualified | Percent | Qualified Circulation by Edition | | State | Total Qualified | Percent | Qualified Circulation by Edition | |
|------------------|-----------------|---------|----------------------------------|----------------|------------------------------------|-----------------|--------------|----------------------------------|----------------|
| | | | European | North American | | | | European | North American |
| Maine | 9 | | - | 9 | Kentucky | 38 | | - | 38 |
| New Hampshire | 31 | | - | 31 | Tennessee | 45 | | - | 45 |
| Vermont | 7 | | - | 7 | Alabama | 28 | | - | 28 |
| Massachusetts | 182 | | - | 182 | Mississippi | 5 | | - | 5 |
| Rhode Island | 13 | | - | 13 | EAST SO. CENTRAL | 116 | 0.7 | - | 116 |
| Connecticut | 96 | | - | 96 | Arkansas | 6 | | - | 6 |
| NEW ENGLAND | 338 | 2.0 | - | 338 | Louisiana | 13 | | - | 13 |
| New York | 240 | | - | 240 | Oklahoma | 27 | | - | 27 |
| New Jersey | 145 | | - | 145 | Texas | 280 | | - | 280 |
| Pennsylvania | 300 | | - | 300 | WEST SO. CENTRAL | 326 | 1.9 | - | 326 |
| MIDDLE ATLANTIC | 685 | 4.0 | - | 685 | Montana | 4 | | - | 4 |
| Ohio | 317 | | - | 317 | Idaho | 8 | | - | 8 |
| Indiana | 94 | | - | 94 | Wyoming | 3 | | - | 3 |
| Illinois | 214 | | - | 214 | Colorado | 78 | | - | 78 |
| Michigan | 507 | | - | 507 | New Mexico | 24 | | - | 24 |
| Wisconsin | 103 | | - | 103 | Arizona | 72 | | - | 72 |
| EAST NO. CENTRAL | 1,235 | 7.2 | - | 1,235 | Utah | 24 | | - | 24 |
| Minnesota | 144 | | - | 144 | Nevada | 38 | | - | 38 |
| Iowa | 34 | | - | 34 | MOUNTAIN | 251 | 1.5 | - | 251 |
| Missouri | 52 | | - | 52 | Alaska | 1 | | - | 1 |
| North Dakota | 7 | | - | 7 | Washington | 88 | | - | 88 |
| South Dakota | 13 | | - | 13 | Oregon | 65 | | - | 65 |
| Nebraska | 15 | | - | 15 | California | 675 | | - | 675 |
| Kansas | 13 | | - | 13 | Hawaii | 3 | | - | 3 |
| WEST NO. CENTRAL | 278 | 1.6 | - | 278 | PACIFIC | 832 | 4.9 | - | 832 |
| Delaware | 14 | | - | 14 | UNITED STATES | 4,642 | 27.2 | - | 4,642 |
| Maryland | 60 | | - | 60 | U.S. Territories | 3 | | - | 3 |
| Washington, DC | 14 | | - | 14 | Canada | 361 | | - | 361 |
| Virginia | 70 | | - | 70 | Mexico | 45 | | - | 45 |
| West Virginia | 10 | | - | 10 | Other International | 12,025 | | 12,025 | - |
| North Carolina | 100 | | - | 100 | APO/FPO | - | | - | - |
| South Carolina | 52 | | - | 52 | | | | | |
| Georgia | 72 | | - | 72 | | | | | |
| Florida | 189 | | - | 189 | | | | | |
| SOUTH ATLANTIC | 581 | 3.4 | - | 581 | | | | | |
| | | | | | TOTAL QUALIFIED CIRCULATION | 17,076 | 100.0 | 12,025 | 5,051 |

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020*

| Region | Total Qualified | Percent | Qualified Circulation by Edition | | Region | Total Qualified | Percent | Qualified Circulation by Edition | |
|--------------------------------|-----------------|---------|----------------------------------|----------------|------------------------------------|-----------------|--------------|----------------------------------|----------------|
| | | | European | North American | | | | European | North American |
| Channel Islands | 4 | | 4 | - | Cheshire | 213 | | 213 | - |
| Cornwall | 18 | | 18 | - | Isle of Man | 2 | | 2 | - |
| Devon | 95 | | 95 | - | Lancashire | 352 | | 352 | - |
| Dorset | 75 | | 75 | - | Merseyside | 92 | | 92 | - |
| Gloucestershire | 185 | | 185 | - | North West | 659 | 3.9 | 659 | - |
| Isles of Scilly | 17 | | 17 | - | Cleveland | 39 | | 39 | - |
| Somerset | 261 | | 261 | - | Cumbria | 55 | | 55 | - |
| Wiltshire | 120 | | 120 | - | Durham | 30 | | 30 | - |
| South West | 775 | 4.5 | 775 | - | Northumberland | 11 | | 11 | - |
| Bedfordshire | 103 | | 103 | - | Tyne & Wear | 56 | | 56 | - |
| Berkshire | 175 | | 175 | - | Northern | 191 | 1.1 | 191 | - |
| Buckinghamshire | 180 | | 180 | - | London | 531 | 3.1 | 531 | - |
| East Sussex | 101 | | 101 | - | Total England Circulation | 7,249 | 42.5 | 7,249 | - |
| Essex | 138 | | 138 | - | Antrim | 37 | | 37 | - |
| Hampshire | 214 | | 214 | - | Armagh | 3 | | 3 | - |
| Hertfordshire | 198 | | 198 | - | County Down | 12 | | 12 | - |
| Isle of Wight | 11 | | 11 | - | County Tyrone | 7 | | 7 | - |
| Kent | 155 | | 155 | - | Fermanagh | 1 | | 1 | - |
| Middlesex | 131 | | 131 | - | Londonderry | 19 | | 19 | - |
| Oxfordshire | 201 | | 201 | - | Northern Ireland | 79 | 0.5 | 79 | - |
| Surrey | 183 | | 183 | - | Clwyd | 68 | | 68 | - |
| West Sussex | 86 | | 86 | - | Dyfed | 19 | | 19 | - |
| South East | 1,876 | 11.0 | 1,876 | - | Gwent | 48 | | 48 | - |
| Cambridgeshire | 213 | | 213 | - | Gwynedd | 26 | | 26 | - |
| Norfolk | 48 | | 48 | - | Mid Glamorgan | 48 | | 48 | - |
| Suffolk | 67 | | 67 | - | Powys | 16 | | 16 | - |
| East Anglia | 328 | 1.9 | 328 | - | Glamorgan | 55 | | 55 | - |
| Herefordshire & Worcestershire | 181 | | 181 | - | West Glamorgan | 46 | | 46 | - |
| Shropshire | 118 | | 118 | - | Wales | 326 | 1.8 | 326 | - |
| Staffordshire | 218 | | 218 | - | Borders | 4 | | 4 | - |
| Warwickshire | 186 | | 186 | - | Central | 13 | | 13 | - |
| West Midlands | 768 | | 768 | - | Dumfries & Galloway | 3 | | 3 | - |
| Midlands | 1,471 | 8.7 | 1,471 | - | Fife | 10 | | 10 | - |
| Derbyshire | 215 | | 215 | - | Grampian | 27 | | 27 | - |
| Leicestershire | 275 | | 275 | - | Highlands & Islands | 4 | | 4 | - |
| Lincolnshire | 60 | | 60 | - | Lothian | 28 | | 28 | - |
| Northamptonshire | 155 | | 155 | - | Strathclyde | 72 | | 72 | - |
| Nottinghamshire | 186 | | 186 | - | Tayside | 17 | | 17 | - |
| East Midlands | 891 | 5.2 | 891 | - | Scotland | 178 | 1.1 | 178 | - |
| East Yorkshire | 34 | | 34 | - | Total UK Circulation | 7,832 | 45.9 | 7,832 | - |
| North Yorkshire | 54 | | 54 | - | Europe | 4,193 | 24.5 | 4,193 | - |
| South Yorkshire | 216 | | 216 | - | International | 5,051 | 29.6 | - | 5,051 |
| West Yorkshire | 223 | | 223 | - | TOTAL QUALIFIED CIRCULATION | 17,076 | 100.0 | 12,025 | 5,051 |
| Yorkshire | 527 | 3.1 | 527 | - | | | | | |

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020*

| Region/Country | Total Qualified | Percent | Qualified Circulation by Edition | | Region/Country | Total Qualified | Percent | Qualified Circulation by Edition | |
|------------------------|-----------------|---------|----------------------------------|----------------|------------------------------------|-----------------|--------------|----------------------------------|----------------|
| | | | European | North American | | | | European | North American |
| EUROPE | | | | | Macedonia | 2 | | 2 | - |
| Albania | 3 | | 3 | - | Malta | 12 | | 12 | - |
| Andorra | 1 | | 1 | - | Netherlands | 248 | | 248 | - |
| Austria | 59 | | 59 | - | Norway | 42 | | 42 | - |
| Belarus | 7 | | 7 | - | Poland | 133 | | 133 | - |
| Belgium | 216 | | 216 | - | Portugal | 113 | | 113 | - |
| Bosnia and Herzegovina | 5 | | 5 | - | Romania | 41 | | 41 | - |
| Bulgaria | 33 | | 33 | - | Russian Federation | 124 | | 124 | - |
| Croatia | 14 | | 14 | - | Serbia | 21 | | 21 | - |
| Cyprus | 6 | | 6 | - | Slovakia | 20 | | 20 | - |
| Czech Republic | 57 | | 57 | - | Slovenia | 34 | | 34 | - |
| Denmark | 79 | | 79 | - | Spain | 269 | | 269 | - |
| Estonia | 5 | | 5 | - | Sweden | 112 | | 112 | - |
| Finland | 87 | | 87 | - | Switzerland | 92 | | 92 | - |
| France | 442 | | 442 | - | Turkey | 144 | | 144 | - |
| Germany | 1,007 | | 1,007 | - | Ukraine | 33 | | 33 | - |
| Greece | 60 | | 60 | - | United Kingdom | 7,832 | | 7,832 | - |
| Hungary | 55 | | 55 | - | Subtotal | 12,025 | 70.4 | 12,025 | - |
| Iceland | 5 | | 5 | - | NORTH AMERICA | | | | |
| Ireland | 227 | | 227 | - | Canada | 361 | | - | 361 |
| Italy | 335 | | 335 | - | Mexico | 45 | | - | 45 |
| Latvia | 13 | | 13 | - | United States | 4,645 | | - | 4,645 |
| Liechtenstein | 9 | | 9 | - | Subtotal | 5,051 | 29.6 | - | 5,051 |
| Lithuania | 17 | | 17 | - | TOTAL QUALIFIED CIRCULATION | 17,076 | 100.0 | 12,025 | 5,051 |
| Luxembourg | 11 | | 11 | - | | | | | |

*See Additional Data

WEBSITE CHANNEL

WWW.TCTMAGAZINE.COM

| 2020 | Pageviews | Sessions | Users | Average Session Duration |
|-----------------|---------------|---------------|---------------|--------------------------|
| January | 59,126 | 39,622 | 30,535 | 1:22 |
| February | 57,271 | 38,799 | 29,822 | 1:20 |
| March | 61,098 | 42,774 | 33,225 | 1:15 |
| April | 53,708 | 36,759 | 28,758 | 1:19 |
| May | 57,972 | 40,407 | 30,595 | 1:12 |
| June | 62,234 | 40,223 | 30,983 | 1:16 |
| AVERAGE: | 58,568 | 39,764 | 30,653 | 1:17 |

January - June 2020 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

WEBSITE GLOSSARY

Pageviews: A Pageview 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.








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.

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

Average Session Duration: The time visitors remain on a site per session.

SOCIAL MEDIA CHANNEL

TCT Magazine Social Media*

| 2020 |  Twitter followers https://twitter.com/thetctmagazine |  Twitter followers https://twitter.com/thetctgroup |  Twitter followers https://twitter.com/TCT3Sixty |  Facebook likes https://www.facebook.com/thetctmagazine/ |  LinkedIn group members https://linkedin.com/groups/48133/profile |  YouTube views https://www.youtube.com/Views |  YouTube subscribers https://youtube.com/user/tctmagazine |
|--------------------|--|--|--|---|---|--|--|
| Beginning Balance: | 9,970 | 8,489 | 6,412 | 1,628 | 4,065 | 804,376 | 2,100 |
| January | 10,002 | 8,510 | 6,419 | 1,634 | 4,097 | 808,101 | 2,110 |
| February | 10,052 | 8,507 | 6,417 | 1,638 | 4,145 | 811,757 | 2,120 |
| March | 10,038 | 8,490 | 6,395 | 1,644 | 4,192 | 815,499 | 2,130 |
| April | 10,083 | 8,495 | 6,413 | 1,639 | 4,233 | 819,885 | 2,130 |
| May | 10,111 | 8,483 | 6,423 | 1,642 | 4,251 | 824,035 | 2,140 |
| June | 10,134 | 8,461 | 6,417 | 1,644 | 4,347 | 827,454 | 2,160 |

*Twitter account TCT Show suspended due to pandemic.

ADDITIONAL DATA

CHANGE IN FREQUENCY:

Effective with Volume 28, Issue 3, TCT EU will be changing its frequency from 6 to 5 issues per year.

AVERAGE NON-QUALIFIED CIRCULATION:

Allocated for Trade Shows and Conventions:

| Issue | Copies | Show | Date | Location |
|-------------------|--------|----------|---|-----------------|
| TCT North America | | | | |
| Volume 6 Issue 1 | 400 | AMUG | 22 - 26 March 2020 (Cancelled due to pandemic) | Chicago, USA |
| TCT European | | | | |
| Volume 28 Issue 1 | 50 | TCT Asia | 8 - 10 July 2020 (Cancelled due to pandemic) | Shanghai, China |

GEOGRAPHIC DISTRIBUTION:

Geographic data for 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.

Jane Palfi, Audience Development Manager
Jennifer Armstrong, Audit Consultant

(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 13, 2020

City

Chester

Country

United Kingdom

Received by BPA Worldwide

July 13, 2020

Type

BJ

ID Number

T326B0J0

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.

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF ISSUE VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020

| Business & Industry | Total Qualified | Percent of Total | Qualified Circulation by Edition | | Product Management, Sales and Business | | | | | | | | | | | | | | | | | | | | | | | | | | Other | |
|---|-----------------|------------------|----------------------------------|----------------|--|---------------------|--------------------|--------------------------|-------------------|------------------------|------------|------------------------|--------------------------|-----------------|---------------|------------------------|----------------------|------------------------------|-------------------|-------------------------------|---------------|----------------|------------|--------------------|------------------------|------------|------------------------------|----------------------------------|------------|------------------------------|--------------|--------------|
| | | | European | North American | 3D Printing | Product Development | Project Management | Procurement & Purchasing | Quality Assurance | Research & Development | Toolmaking | Training & Development | Regulatory/Legal Affairs | Human Resources | Finance (NEW) | Additive Manufacturing | Technical Management | Production & Process Control | Machine Operative | Printing, Marking & Packaging | Sterilisation | Sustainability | IT Systems | Testing & Analysis | CAD/CAM/CAE Operations | Consulting | C-Suite/Corporate Management | Design Engineering/Manufacturing | Marketing | Product Design & Development | | |
| Aerospace | 1,101 | 6.4 | 643 | 458 | 62 | 68 | 22 | 16 | 20 | 80 | 12 | 6 | - | - | 3 | 145 | 9 | 3 | - | 1 | 1 | 1 | 4 | 2 | 42 | 27 | 64 | 302 | 94 | 23 | 74 | 20 |
| Electronics | 444 | 2.6 | 319 | 125 | 41 | 37 | 9 | 8 | 3 | 29 | 5 | 3 | - | - | - | 8 | 4 | 3 | 1 | - | - | 1 | - | 8 | 9 | 31 | 106 | 29 | 13 | 83 | 13 | |
| Energy & Power | 266 | 1.6 | 181 | 85 | 9 | 9 | 9 | 4 | 3 | 31 | - | 1 | - | - | 23 | 5 | - | - | - | - | - | - | - | 8 | 6 | 20 | 89 | 20 | 1 | 25 | 3 | |
| Industrial Products & Components | 897 | 5.3 | 641 | 256 | 76 | 64 | 32 | 9 | 7 | 69 | 8 | 5 | 1 | - | 80 | 6 | 4 | - | - | - | - | 1 | - | 23 | 17 | 75 | 156 | 66 | 26 | 159 | 13 | |
| Jewellery, Art and High Value Creative Goods | 254 | 1.5 | 211 | 43 | 50 | 8 | 7 | 3 | 1 | 8 | 1 | 4 | - | - | 3 | 1 | - | - | - | - | - | 2 | - | 21 | 2 | 16 | 7 | 36 | 3 | 67 | 14 | |
| Industrial Machinery and Equipment | 1,236 | 7.2 | 852 | 384 | 111 | 147 | 22 | 9 | 8 | 80 | 7 | 5 | - | - | 134 | 12 | 3 | 3 | - | - | - | - | - | 34 | 12 | 120 | 215 | 68 | 89 | 135 | 21 | |
| Materials Manufacturer, Compounder or Distributor | 378 | 2.2 | 272 | 106 | 40 | 52 | 12 | 2 | 5 | 53 | 5 | - | - | - | 35 | - | - | - | - | - | - | - | - | 3 | 9 | 34 | 22 | 35 | 30 | 36 | 5 | |
| Metal Production and Supply | 82 | 0.5 | 46 | 36 | 2 | 16 | 1 | - | 1 | 4 | - | - | - | - | 7 | 5 | 1 | - | - | - | - | - | - | - | 1 | 8 | 14 | 13 | 3 | 1 | 4 | |
| Media, TV and Film | 206 | 1.2 | 146 | 60 | 27 | 15 | 5 | 2 | - | 7 | 2 | 3 | - | - | 2 | 2 | 1 | - | - | - | - | 1 | - | 4 | 6 | 15 | 11 | 6 | 47 | 17 | 33 | |
| Architecture, Planning and Building | 181 | 1.1 | 131 | 50 | 25 | 1 | 8 | 4 | - | 5 | - | 3 | - | 1 | 2 | 4 | 1 | 1 | 1 | - | - | 1 | - | 26 | 11 | 15 | 17 | 11 | 2 | 28 | 14 | |
| Military & Defence | 253 | 1.5 | 152 | 101 | 6 | 6 | 5 | 3 | 1 | 30 | 1 | 4 | - | - | 24 | 2 | 1 | - | - | - | - | - | 5 | 8 | 13 | 79 | 22 | 2 | 35 | 5 | | |
| Packaging | 150 | 0.9 | 137 | 13 | 7 | 7 | 8 | 4 | 2 | 14 | 4 | - | - | - | 1 | 1 | 1 | - | 3 | - | - | - | 2 | 4 | 11 | 17 | 10 | 5 | 47 | 2 | | |
| Software Manufacturer | 253 | 1.5 | 157 | 96 | 18 | 49 | 4 | 1 | 1 | 21 | - | - | 1 | - | 15 | 3 | - | - | - | - | - | - | - | 11 | 12 | 31 | 19 | 7 | 34 | 18 | 8 | |
| Contract Manufacturing & Services | 882 | 5.2 | 313 | 569 | 58 | 85 | 21 | 7 | 3 | 22 | 4 | 2 | - | 1 | 71 | 13 | 9 | 3 | 2 | 1 | 1 | - | 25 | 10 | 168 | 184 | 101 | 32 | 41 | 17 | | |
| Research and Testing | 652 | 3.8 | 462 | 190 | 46 | 13 | 15 | 1 | 2 | 231 | - | 7 | 1 | 2 | 104 | 7 | - | - | - | - | - | 2 | 9 | 15 | 26 | 86 | 11 | 12 | 46 | 15 | | |
| Design & Branding | 171 | 1.0 | 126 | 45 | 16 | 6 | - | - | 1 | 8 | - | 1 | - | - | 4 | 1 | 2 | - | 4 | - | - | - | 3 | 9 | 16 | 26 | 12 | 3 | 56 | 3 | | |
| Toolmaking and Moulding | 64 | 0.4 | 51 | 13 | 4 | 9 | 3 | 1 | - | 1 | 9 | - | - | - | 5 | 2 | 2 | - | - | - | - | - | 5 | 2 | 2 | 10 | 1 | 1 | 6 | 1 | | |
| Toys, Leisure and Entertainment | 70 | 0.4 | 68 | 2 | 19 | 2 | 1 | 1 | - | 2 | - | - | - | - | 5 | 2 | 2 | - | - | - | - | 3 | 2 | 3 | 2 | 3 | 8 | 1 | 12 | 2 | | |
| Printing, Coating & Labelling | 112 | 0.7 | 47 | 65 | 17 | 20 | - | - | - | 3 | - | - | - | - | 3 | 3 | 1 | - | 3 | - | - | 2 | - | 1 | 2 | 26 | 18 | 2 | 5 | 3 | 3 | |
| Automotive, Marine and Rail | 1,163 | 6.8 | 846 | 317 | 77 | 48 | 43 | 27 | 24 | 73 | 11 | 3 | - | 3 | 90 | 11 | 3 | 1 | - | - | - | 1 | 1 | 60 | 34 | 53 | 305 | 90 | 28 | 157 | 20 | |
| Automation & Robotics | 122 | 0.7 | 63 | 59 | 7 | 13 | 3 | 1 | 1 | 5 | - | 1 | - | 1 | 9 | 3 | - | 1 | - | - | - | 1 | 3 | 2 | 9 | 43 | 7 | 3 | 6 | 2 | | |
| Chemicals and Allied Products | 83 | 0.5 | 39 | 44 | 6 | 16 | - | 1 | - | 16 | - | - | - | - | 4 | 3 | - | - | - | - | - | - | 2 | 1 | 4 | 8 | 5 | 3 | 8 | 4 | 1 | |
| FMCG | 18 | 0.1 | 17 | 1 | 1 | - | - | 1 | - | 2 | - | 1 | - | - | 1 | 1 | 1 | - | 1 | - | - | - | - | - | - | 1 | 3 | 1 | - | 4 | - | |
| Apparel | 16 | 0.1 | 14 | 2 | 2 | 1 | - | - | - | - | - | - | - | - | - | 1 | - | - | 1 | - | - | - | 2 | - | 1 | 2 | 4 | - | 2 | - | - | |
| Agriculture | 21 | 0.1 | 16 | 5 | 3 | - | - | - | - | 2 | - | 1 | - | - | 1 | - | - | - | 1 | - | - | - | 1 | 1 | 2 | 2 | 2 | 2 | 1 | 4 | - | |
| NGO & Charity | 4 | - | 4 | - | 1 | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | 1 | - | - | 2 | |
| Banking, Finance, Law and Intellectual Property | 108 | 0.6 | 61 | 47 | 6 | 8 | 1 | - | - | 8 | - | - | 6 | - | 9 | 1 | - | 1 | - | - | - | - | 2 | 6 | 18 | 6 | 1 | 4 | - | 31 | - | |
| Clinical Diagnostics | 10 | 0.1 | 5 | 5 | 1 | 2 | - | - | - | - | - | - | - | - | - | - | 1 | - | - | - | - | - | - | - | - | 3 | 1 | - | - | 1 | 1 | |
| Plastics Production and Supply | 113 | 0.7 | 77 | 36 | 7 | 19 | 4 | - | 1 | 14 | 1 | - | - | - | 9 | 3 | 2 | - | 1 | - | 1 | - | 2 | 2 | 8 | 12 | 8 | 4 | 13 | 1 | | |
| Medical Device | 903 | 5.3 | 491 | 412 | 63 | 43 | 25 | 13 | 11 | 99 | 6 | 13 | - | - | 45 | 5 | 4 | - | - | - | - | 1 | - | 19 | 40 | 94 | 166 | 61 | 17 | 157 | 21 | |
| Computer/IT/Telecommunications | 328 | 1.9 | 227 | 101 | 44 | 38 | 8 | 3 | 2 | 22 | - | 1 | - | 1 | 5 | 6 | - | - | - | - | - | 9 | - | 13 | 36 | 44 | 44 | 7 | 10 | 31 | 4 | |
| Consumer Products | 793 | 4.6 | 575 | 218 | 124 | 39 | 14 | 10 | 4 | 62 | 5 | 1 | - | - | 26 | 1 | 2 | - | 1 | - | - | 1 | 17 | 13 | 37 | 101 | 58 | 16 | 250 | 11 | | |
| Consultancy & Business Services | 806 | 4.7 | 570 | 236 | 40 | 40 | 13 | 5 | 4 | 29 | 3 | 10 | 1 | 3 | 36 | 4 | 1 | - | - | - | - | 2 | - | 18 | 268 | 91 | 93 | 10 | 41 | 75 | 16 | |
| Medical, Dental, Pharma, Bio Phrma | 240 | 1.4 | 175 | 65 | 47 | 20 | 7 | 3 | 5 | 24 | - | 7 | - | - | 8 | 2 | - | - | - | - | - | - | 1 | 18 | 4 | 14 | 22 | 14 | 8 | 24 | 12 | |
| Education | 1,016 | 5.9 | 776 | 240 | 114 | 13 | 20 | 7 | - | 158 | 2 | 192 | - | - | 103 | 9 | - | 1 | - | - | 2 | 2 | 37 | 15 | 19 | 128 | 33 | 9 | 69 | 82 | | |
| Other | 3,680 | 21.5 | 3,114 | 566 | 157 | 110 | 117 | 53 | 19 | 425 | 9 | 12 | 2 | 1 | 90 | 7 | 91 | 1 | - | - | - | 16 | - | 35 | 35 | 381 | 194 | 103 | 114 | 168 | 1,930 | |
| TOTAL QUALIFIED CIRCULATION | 17,076 | 100.0 | 12,025 | 5,051 | 1,334 | 1,024 | 439 | 199 | 129 | 1,637 | 95 | 286 | 12 | 10 | 35 | 1,100 | 135 | 140 | 12 | 18 | 2 | 6 | 46 | 14 | 460 | 625 | 1,476 | 2,508 | 955 | 595 | 1,854 | 1,930 |
| PERCENT | 100.0 | | 70.4 | 29.6 | 7.8 | 6.0 | 2.6 | 1.2 | 0.7 | 9.6 | 0.5 | 1.7 | 0.1 | - | 0.2 | 6.4 | 0.8 | 0.8 | 0.1 | 0.1 | - | - | 0.3 | 0.1 | 2.7 | 3.6 | 8.6 | 14.7 | 5.6 | 3.5 | 10.9 | 11.3 |

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020

| Qualification Source | Qualified Within | | | Qualified Circulation by Edition | | | |
|---|------------------|--------------|--------------|----------------------------------|----------------|-----------------|--------------|
| | 1 Year | 2 Years | 3 Years | European | North American | Total Qualified | Percent |
| I. Direct Request: | 8,577 | 4,849 | 3,650 | 12,025 | 5,051 | 17,076 | 100.0 |
| II. Request from recipient's company: | - | - | - | - | - | - | - |
| III. Membership Benefit: | - | - | - | - | - | - | - |
| IV. Communication (other than request): | - | - | - | - | - | - | - |
| V. Sources other than above, including: Association rosters and directories; Business directories; Manufacturer's, distributor's and wholesaler's lists; and Other sources: | - | - | - | - | - | - | - |
| VI. Single Copy Sales: | - | - | - | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 8,577 | 4,849 | 3,650 | 12,025 | 5,051 | 17,076 | 100.0 |
| PERCENT | 50.2 | 28.4 | 21.4 | 70.4 | 29.6 | 100.0 | |

3c. MAILING ADDRESS BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE VOLUME 28 ISSUE 2/VOLUME 6 ISSUE 3 2020

| Mailing Address | Qualified Circulation by Edition | | Total Qualified | Percent |
|---|----------------------------------|----------------|-----------------|--------------|
| | European | North American | | |
| Individuals by name and title and/or function | 9,879 | 4,792 | 14,671 | 85.9 |
| Individuals by name only | 2,146 | 259 | 2,405 | 14.1 |
| Titles or functions only | - | - | - | - |
| Company names only | - | - | - | - |
| Multi-Copy Same Addressee copies | - | - | - | - |
| Single Copy Sales | - | - | - | - |
| TOTAL QUALIFIED CIRCULATION | 12,025 | 5,051 | 17,076 | 100.0 |