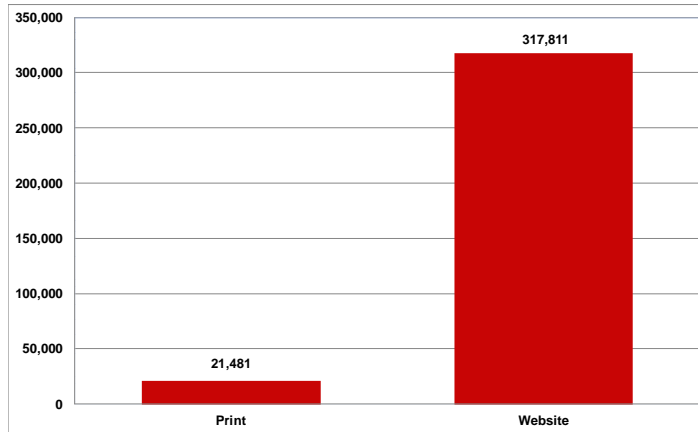


**CONSOLIDATED MEDIA
AUDIT REPORT**

Business Publication

12 months ended June 30, 2017

TOTAL GROSS CONTACTS: 339,292*



EXECUTIVE SUMMARY

PRODUCT	CONTACTS	PERIOD
The Maritime Executive-Print: (See pages 2 - 7)	Qualified Paid & Nonpaid: 21,481	12 months ended June 30, 2017
Website[^] (See page 8) www.maritime-executive.com	Page Impressions: 616,729 Visits: 441,954 Unique Browsers: 317,811	For the month of March 2017
Social Media (See page 8)	Facebook Likes: 30,363 Twitter Followers (Total): 38,362 LinkedIn Followers: 66,074	As of August 15, 2017

*Total Gross Contacts include Qualified Paid and Nonpaid Circulation and Unique Browsers.

Gross data are contained in this Consolidated Media Report. There was no attempt made to eliminate any duplication that may exist.

[^]SOURCE: AAM Digital Audit



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CHANNEL PROFILES

PRINT



Field Served: THE MARITIME EXECUTIVE serves the maritime industry including offshore oil & gas, offshore services, energy transportation, container shipping, passenger vessels, salvage, maritime training & education, ship management, shipbuilding and ship repair, government agencies, navies, maritime security, admiralty law, ports and logistics, subsea mining, offshore construction, marine technology and other industries as reported in Par. 3A.

Published by: The Maritime Executive
Frequency: Bi-monthly

TOTAL AVERAGE QUALIFIED PAID & NONPAID CIRCULATION 21,481

1A	AVERAGE QUALIFIED PAID CIRCULATION		
	Print Only, See Explanatory	2	
	Print & Digital (Unduplicated), See Explanatory	8	
	Total Individual	<u>10</u>	
	Total Average Qualified Paid Circulation		10

1B	AVERAGE QUALIFIED NONPAID CIRCULATION		
	Print Only, See Explanatory	5,149	
	Digital Only, See Explanatory	8,954	
	Print & Digital (Unduplicated), See Explanatory	<u>7,368</u>	
	Total Individual	<u>21,471</u>	
	Total Average Qualified Nonpaid Circulation		21,471

1C	AVERAGE NONQUALIFIED CIRCULATION		
	Noncontinuous Market Coverage Copies	6,043	
	Allocated For Shows & Conventions	1,125	
	Miscellaneous, Including Staff Copies, See Explanatory	<u>1,078</u>	
	Total Average Nonqualified Circulation	8,246	

1D	AVERAGE QUALIFIED PAID & NONPAID CIRCULATION OF REGIONAL AND DEMOGRAPHIC EDITIONS		
	None of record		

AUDIT STATEMENT

The difference shown in average qualified paid and nonpaid circulation in comparing this report with the Publisher's Statements for the period audited is 449 copies per issue deduction.

**CONSOLIDATED MEDIA
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CHANNEL PROFILES

PRINT

2

QUALIFIED PAID & NONPAID CIRCULATION BY ISSUES



2016 Issue	Total	Paid Print Only	Paid Digital Only	Paid Print & Digital (Unduplicated)	Total Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Jul/Aug	22,802	4		12	16	5,174	10,039	7,573	22,786
Sep/Oct	22,274	5		14	19	5,193	9,468	7,594	22,255
Nov/Dec	21,081	2		5	7	5,108	8,704	7,262	21,074
2017 Issue									
Jan/Feb	20,922	1		5	6	5,140	8,502	7,274	20,916
Mar/Apr	21,350	1		5	6	5,158	8,867	7,319	21,344
May/Jun	20,451	1		5	6	5,119	8,142	7,184	20,445

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PRINT

THE INFORMATION IN PARAGRAPHS 3A, 3B, 3C AND 4 IS FROM AN ANALYSIS OF THE MARCH/APRIL 2017 ISSUE IN WHICH:
 • QUALIFIED PAID CIRCULATION WAS 40.0% LESS THAN THE PERIOD AVERAGE
 • QUALIFIED NONPAID CIRCULATION WAS 0.6% LESS THAN THE PERIOD AVERAGE



3A BUSINESS/OCCUPATIONAL ANALYSIS

Classification by Business & Industry	Total	%	Paid Print Only	Paid Digital Only	Paid Print & Digital (Unduplicated)	Total Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Chartering	214	1.0					17	171	26	214
Consultants/Surveyors	769	3.6					80	548	141	769
Cruise Ship Operations	2	0.0							2	2
Deep Sea Domestic Transportation of Freight	12	0.1						7	5	12
Deep Sea Foreign Transportation of Freight	88	0.4						66	22	88
Deep Sea Transportation of Passengers, Except by Ferry	85	0.4						73	12	85
Finance, Insurance	637	3.0					117	364	156	637
Healthcare	72	0.3					8	49	15	72
IT/Telecommunications/Software Design/Navigation	616	2.9					98	310	208	616
Legal Services	387	1.8					73	191	123	387
Logistics	671	3.1					69	493	109	671
Manufacturing/Distribution	2,199	10.3					746	536	917	2,199
Marinas	5	0.0						2	3	5
Maritime Education/Training/Research	856	4.0			1	1	159	506	190	855
Maritime Industry	3,281	15.4			2	2	1842	389	1,048	3,279
Maritime Security Defense	390	1.8					46	231	113	390
Military/Government	675	3.2					176	348	151	675
Naval Architecture	273	1.3					72	119	82	273
Oil/Gas/Energy	1,069	5.0					178	656	235	1,069
Port Authority/Port Operators	721	3.4					86	343	292	721
PR/Marketing/Media/Publishing	543	2.5			1	1	146	206	190	542
Recruitment/Staffing	148	0.7					14	103	31	148
Salvage/Spill/Response	225	1.1					55	72	98	225
Ship Broker	117	0.5					9	88	20	117
Ship Classification Society	170	0.8					27	102	41	170
Ship Managers	338	1.6					29	263	46	338
Ship Owners/Operators	3,403	15.9			1	1	527	942	1,933	3,402
Ship Registry	47	0.2					11	18	18	47
Shipbuilding/Repair	1,327	6.2					241	463	623	1,327
Towing and Tugboat Services	43	0.2							43	43
Trade Org./Unions/Professional Org.	209	1.0					47	114	48	209
Travel Agencies	4	0.0						2	2	4
Water Transportation, not classified elsewhere	37	0.2						2	35	37
Other Maritime Industry	1,706	8.0	1			1	280	1,085	340	1,705
Other Classification	11	0.1					5	5	1	11
Other Paid Circulation										
Subscriptions										
Single Copy Sales										
Total Qualified Circulation	21,350	100.0	1		5	6	5,158	8,867	7,319	21,344

**CONSOLIDATED MEDIA
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CHANNEL PROFILES

PRINT



3B AGE OF SOURCE DATA ANALYSIS

Source	Print Only	Digital Only	Print & Digital (Unduplicated)	Qualified Within				Total	%
				1 Year	2 Years	3 Years			
Qualified Paid & Nonpaid Circulation:									
Direct request from recipient	767	7,900	1,335	2,235	2,035	5,789	10,059	47.1	
Direct request from recipient's company									
Communication other than request	2,957	392	283	108	282	3,185	3,575	16.8	
Association									
Business Directories									
Lists, See Explanatory	1,434	575	5,701	5	8	7,697	7,710	36.1	
Acquired Circulation									
Other Sources									
Total Qualified Paid & Nonpaid Circulation	5,158	8,867	7,319	2,348	2,325	16,671	21,344	100.0	
Percent	24.2	41.5	34.3	11.0	10.9	78.1	100.0	6	
Paid Subscription Circulation									
Paid Acquired Circulation									
Single Copy Sales									
Total Qualified Circulation							21,350		

3C MAILING ADDRESS ANALYSIS

	Total	%	Paid Print Only	Paid Digital Only	Paid Print & Digital (Unduplicated)	Total Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid
Individual by name and title and/or occupation	21,322	99.9	1		5	6	5,156	8,850	7,310	21,316
Individual by name only										
Title or occupation only	28	0.1					2	17	9	28
Company name only										
Multi-Copy Same Addressee										
Total Qualified Paid Subscription & Nonpaid Circulation	21,350	100.0	1		5	6	5,158	8,867	7,319	21,344
Single Copy Sales										
Total Qualified Circulation	21,350									

CONSOLIDATED MEDIA

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CHANNEL PROFILES

PRINT



4 GEOGRAPHIC ANALYSIS

State	Paid Print Only	Paid Digital Only	Paid Print & Digital (Unduplicated)	Total Paid	Qualified Nonpaid Print Only	Qualified Nonpaid Digital Only	Qualified Nonpaid Print & Digital (Unduplicated)	Total Qualified Nonpaid	Total Circulation
Alabama					90	53	115	258	258
Arizona					17	22	32	71	71
Arkansas					8	3	10	21	21
California					440	292	557	1,289	1,289
Colorado					34	12	37	83	83
Connecticut					87	67	172	326	326
Delaware					11	5	15	31	31
District of Columbia					129	79	73	281	281
Florida			1	1	641	667	1,038	2,346	2,347
Georgia					75	49	95	219	219
Idaho					4	3	14	21	21
Illinois			1	1	114	57	139	310	311
Indiana					51	15	58	124	124
Iowa					17		20	37	37
Kansas					13	7	14	34	34
Kentucky					34	13	51	98	98
Louisiana					403	149	541	1,093	1,093
Maine					25	31	48	104	104
Maryland					189	100	160	449	449
Massachusetts					121	109	221	451	451
Michigan					86	37	95	218	218
Minnesota					46	13	31	90	90
Mississippi					47	14	50	111	111
Missouri					47	13	41	101	101
Montana						2	5	7	7
Nebraska					4	1	4	9	9
Nevada					11	15	9	35	35
New Hampshire					29	16	33	78	78
New Jersey					179	147	287	613	613
New Mexico					1	5	4	10	10
New York			2	2	251	162	450	863	865
North Carolina					65	53	104	222	222
North Dakota					3		4	7	7
Ohio					119	32	124	275	275
Oklahoma					23	5	21	49	49
Oregon					53	36	87	176	176
Pennsylvania					131	51	137	319	319
Rhode Island					33	24	66	123	123
South Carolina					49	33	55	137	137
South Dakota					1	1	2	4	4
Tennessee					48	23	48	119	119
Texas					596	483	834	1,913	1,913
Utah	1			1	5	2	17	24	25
Vermont					1	1	4	6	6
Virginia					272	161	344	777	777
Washington					298	199	355	852	852
West Virginia					11	3	11	25	25
Wisconsin					65	23	61	149	149
Wyoming						1	2	3	3
TOTAL 48 CONTERMINOUS STATES	1		4	5	4,977	3,289	6,695	14,961	14,966
Alaska					25	39	62	126	126
Hawaii					15	12	50	77	77
TOTAL ALASKA & HAWAII					40	51	112	203	203
Single Copy Sales									
U.S. Unclassified			1	1	6	84	12	102	103
TOTAL UNITED STATES	1		5	6	5,023	3,424	6,819	15,266	15,272
Poss. & Other Areas					1	14	7	22	22
U.S. & POSS., etc.	1		5	6	5,024	3,438	6,826	15,288	15,294
Canada					20	307	39	366	366
International					114	5,105	452	5,671	5,671
Military or Civilian Personnel Overseas						17	2	19	19
Other International									
TOTAL INTERNATIONAL					134	5,429	493	6,056	6,056
E-Mail Address Only									
Other Unclassified									
GRAND TOTAL	1		5	6	5,158	8,867	7,319	21,344	21,350

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CHANNEL PROFILES

PRINT

ANALYSIS OF THE SALES OF TOTAL NEW AND RENEWAL SUBSCRIPTIONS
Sold During 12 Month Period Ended June 30, 2017



- 5** **PRICE DATA** Reporting not required
- 6** **TERM DATA** Reporting not required
- 7** **SALES CHANNELS** Reporting not required
- 8** **PREMIUM USAGE** Reporting not required

ADDITIONAL CIRCULATION INFORMATION

9 **POST EXPIRATION COPIES INCLUDED IN PAID CIRCULATION**
Reporting not required

10 **RENEWAL ANALYSIS OF PAID CIRCULATION**
Reporting not required

**CONSOLIDATED MEDIA
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CHANNEL PROFILES

www.maritime-executive.com

WEBSITE

MONTH	Page Impressions	Visits	Unique Browsers
March 2017	616,729	441,954	317,811

Social Media As of August 15, 2017

See Explanatory

Facebook Likes

30,363

Twitter Followers (Total)

38,362

LinkedIn Followers

66,074



<https://www.facebook.com/MarExMag>



https://twitter.com/Mar_Ex



<http://www.linkedin.com/company/the-maritime-executive>

**CONSOLIDATED MEDIA
AUDIT REPORT**
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EXPLANATORY

Publication:

- (a) Print Only Individual subscriptions, averaging 2 paid copies per issue and 5,149 qualified nonpaid copies per issue, represent copies served to individuals receiving the print version only of THE MARITIME EXECUTIVE.
- (b) Digital Only Individual subscriptions, averaging 8,954 nonpaid copies per issue, represent copies served to individuals receiving the digital version only. The digital version of THE MARITIME EXECUTIVE is made available to subscribers through an e-mail notice sent to recipients notifying them of the availability of each issue.
- (c) Print and Digital (Unduplicated) Individual subscriptions, averaging 8 paid copies per issue and 7,368 qualified nonpaid copies per issue, represent copies served to individuals receiving the print and digital version of THE MARITIME EXECUTIVE. The digital version of THE MARITIME EXECUTIVE is made available to subscribers through an e-mail notice sent to recipients notifying them of the availability of each issue.
- (d) Miscellaneous includes checking and promotional copies, averaging 84 copies per issue, served to advertisers and agencies.
- (e) Lists represent copies served to subscribers obtained from recognized lists.

Definition of Recipient Qualification:

Qualified recipients are: maritime industry professionals - owners, corporate managers, operational managers, financial managers, sales/marketing managers, purchasing managers, naval architects/engineers, consultants/surveyors, education, lawyers/attorneys, mariners, military/government personnel and those allied to the industry.

Website:

AAM Digital Services Definitions:

Domains included in web site traffic: www.maritime-executive.com.

This site uses the cookie-based method to measure unique browsers. If cookies are not accepted, then the IP address & user-agent in combination based method is used to measure unique browsers.

Note: The total number of unique browsers is adjusted to remove duplicate visits by the same browser. In other words, regardless of the number of times that an identified browser visited the site, they were considered a single unique browser for the period.

Page Impressions: The combination of one or more files presented to a browser as a single document as a result of a single request received by the server, and that is recorded at a point as late as possible in the process of delivery of the content to the user's browser, therefore closest to the actual opportunity to see the content by the user. In effect, one request by a browser should result in one page impression being reported. The counted page impression may not necessarily be in focus or visible in the user's browser.

Unique Browser: A measurement of unduplicated cookie-based browsers that accessed the digital content of a site during the measurement period reported. In the absence of a cookie, the combination of the IP address and user-agent string may be used to measure a unique browser. For numerous reasons, a unique browser does not represent a unique individual.

Visit: A series of interactions with a site by a unique browser or user (if registration-based or a panel participant) without 30 minutes of inactivity.

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EXPLANATORY (Continued)

Social Media:

Facebook Likes:

Facebook is a social networking website. A like represents the number of times that a registered user clicks on the Like button on a Facebook page controlled by a Publisher. A Facebook Like may not equate to an individual person.

Twitter Followers:

Twitter is a real-time short messaging service that works over multiple networks and devices. Followers are registered users of Twitter who "follow" the "tweets" of another registered user. A tweet consists of a text message of 140 characters or less. The number of Twitter Followers represents the total followers of the tweets and may contain followers that subscribe to multiple feeds. A Twitter Follower may not equate to an individual person.

LinkedIn Members:

LinkedIn is a social networking site designed specifically for the business community. With LinkedIn publishers have the ability to have a "company page." LinkedIn users may follow a company page, and are therefore considered "members." A LinkedIn member may not equate to an individual person.

To Members of the Alliance for Audited Media:

We have examined the circulation records and other data presented by this publication for the period covered by this report. Our examination was made in accordance with AAM's Bylaws and Rules, and included such tests and other audit procedures as we considered necessary under the circumstances.

In our opinion, the total average circulation for the period shown is fairly stated in this report, and the other data contained in this report are fairly stated in all respects material to average circulation.

Alliance for Audited Media

06-0740-5	Analyzed Issue Date	03-04/01/17
	Analyzed Issue Text (for double month issue date)	
	Single Copy Price	
	Association Subscription Price	
	U.S. Subscription Price	
	Canadian Subscription Price	
	International Subscription Price	