

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.

Gardner Business Media, Inc.
6915 Valley Avenue
Cincinnati, OH 45244-3029
Tel.: (513) 527-8800
Fax: (513) 527-8801
www.autobeatonline.com
JBall@gardnerweb.com

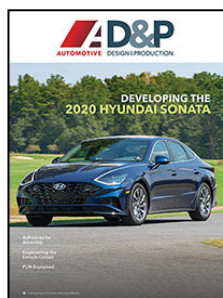
Automotive Design & Production is a business-to-business media brand that produces a print magazine, digital media, research and live events for automotive industry professionals involved in the design, manufacture and management of vehicles and vehicle components. Automotive Design & Production's editorial team and expert contributors produce information on new product technology, operational best practices, market intelligence and industry news.

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.

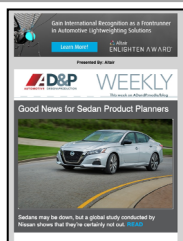
CHANNELS

AUTOMOTIVE DESIGN & PRODUCTION MAGAZINE



4 issues in the period
33,376 average circulation

AUTOMOTIVE DESIGN & PRODUCTION E-NEWSLETTERS



3 E-Newsletters in the period
34 total issued in the period
18,311 average per occurrence
18,803 average per occurrence
19,776 average per occurrence

AUTOMOTIVE DESIGN & PRODUCTION WEBSITE



17,248 average users

EXECUTIVE SUMMARY

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

	Non-Paid	Paid	Average
AUTOMOTIVE DESIGN & PRODUCTION MAGAZINE (4 issues in the period)	33,376	-	33,376
AUTOMOTIVE DESIGN & PRODUCTION E-NEWSLETTERS			
a. AD&P Weekly (26 issued in the period)	18,311	-	18,311
b. AD&P Monthly (6 issued in the period)	18,803	-	18,803
c. AD&P Digital (2 issued in the period)	19,776	-	19,776
AUTOMOTIVE DESIGN & PRODUCTION WEBSITE (Monthly Users with 28,249 average Pageviews)	17,248	-	17,248

FIELD SERVED

AUTOMOTIVE DESIGN & PRODUCTION serves the automotive industry, which includes automotive OEM's and supplier companies. These facilities are defined as those manufacturing products and/or components that are used in automobile, light trucks, other land-based vehicles, as well as other non-manufacturing industries. Also qualified are a limited number of engineering firms and federal government industries (transportation equipment).

DEFINITION OF RECIPIENT QUALIFICATION

Qualified recipients include corporate executives as well as company management, design/product engineering, process/manufacturing engineering, production, quality testing and research & development, purchasing, sales & marketing, company copies and other qualified personnel.

AVERAGE NON-QUALIFIED CIRCULATION

Non-Qualified Not Included Elsewhere	Copies
Other Paid Circulation	23
Advertiser and Agency	1,656
Allocated for Trade Shows and Conventions	275
All Other	910
TOTAL	2,864

1. AVERAGE QUALIFIED CIRCULATION BREAKOUT FOR PERIOD

Qualified Circulation	Total Qualified		Qualified Non-Paid		Qualified Paid	
	Copies	Percent	Copies	Percent	Copies	Percent
Individual	33,376	100.0	33,376	100.0	-	-
Sponsored Individually Addressed	-	-	-	-	-	-
Membership Benefit	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Single Copy Sales	-	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	33,376	100.0	33,376	100.0	-	-

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD

2019 Issue	Total Qualified
August	33,378
September	33,384
October	33,616
November	33,126

3a. BUSINESS/OCCUPATION BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2019

This issue is 1.0% or 333 copies below the average of the other 3 issues reported in Paragraph 2.

Business and Industry	Total Qualified	Percent of Total	Company Management & Corporate Executive (B)	Design/ Product Engineering, R&D, Quality Testing (H,I,J,V,T,P,Q)	Process/ Manufacturing Engineering, Production (C,D,E,F,G,R,S)	Sales & Marketing (X,Z)	Purchasing (L)	Other Qual, N.E.C. (A,N,U)
OEM: Vehicle Assembly, Powertrain/Engine, Components, Design & Engineering	14,095	42.6	6,628	3,880	2,931	267	302	87
SUPPLIER								
1. Parts, Components, Assemblies	11,713	35.3	6,073	2,453	2,561	304	264	58
2. Materials, Plant Equipment, Services	7,042	21.3	3,777	1,374	1,404	317	115	55
Subtotal: Suppliers	18,755	56.6	9,850	3,827	3,965	621	379	113
Others allied to the field	276	0.8	188	21	21	6	1	39
TOTAL QUALIFIED CIRCULATION	33,126	100.0	16,666	7,728	6,917	894	682	239
PERCENT	100.0		50.3	23.3	20.9	2.7	2.1	0.7

(B) COMPANY MANAGEMENT & CORP EXECUTIVE: Titles include President, Chairman, Owner, CEO, CFO, Partner, Vice President, General Manager, and other related qualified titles.

(H,I,J,V,T,P,Q) DESIGN/PRODUCT ENGINEERING; R&D, QUALITY TESTING: Titles include Director of Design Engineering, Manager of Product Engineering, Director of Research, Engineering Manager, Senior Project Engineer, Engineering Vice Pres, Engineering Director, Quality Control Director, Chief of Quality Engineering, and other related qualified titles.

(C,D,E,F,G,R,S) PROCESS/MANUFACTURING ENGINEERING, PRODUCTION: Titles include Director Process Engineering, Process Engineer, Foreman, Department Supervisor, Manufacturing Supervisor, Master Mechanic, Plant Supervisor, Production Supervisor, Manager of Systems Design, CNC Programmer, Factory Manager, Machine Shop Manager, Manufacturing Manager, Manufacturing Production Manager, Factory Automation Manager, Chief Factory Automation Engineer, and other related qualified titles.

(X,Z) SALES & MARKETING: Titles include Regional Sales Director, National Sales Director, National Accounts Manager, Marketing Director, PR Director and other related qualified titles.

(L) PURCHASING: Titles include Buyer, Procurement Chief and Purchasing Manager and other related qualified titles.

(A,N,U) Other N.E.C. includes titles not elsewhere classified.

3b. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2019

Qualification Source	Qualified Within			Total Qualified	Percent
	1 Year	2 Years	3 Years		
I. Direct Request:	18,095	8,181	-	26,276	79.3
II. Request from recipient's company:	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-
IV. *Communication from recipient or recipient's company (other than request):	3,267	-	-	3,267	9.9
V. TOTAL - Sources other than above (listed alphabetically):	3,583	-	-	3,583	10.8
Association rosters and directories	-	-	-	-	-
*Business directories	3,583	-	-	3,583	10.8
Manufacturer's, distributor's, and wholesaler's lists	-	-	-	-	-
Other sources	-	-	-	-	-
VI. Single Copy Sales:	-	-	-	-	-
TOTAL QUALIFIED CIRCULATION	24,945	8,181	-	33,126	100.0
PERCENT	75.3	24.7	-	100.0	

*See Additional Data

GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF NOVEMBER 2019*

State	Total Qualified	Percent	State	Total Qualified	Percent
Maine	95		Kentucky	501	
New Hampshire	159		Tennessee	725	
Vermont	57		Alabama	369	
Massachusetts	530		Mississippi	155	
Rhode Island	110		EAST SO. CENTRAL	1,750	5.3
Connecticut	440		Arkansas	193	
NEW ENGLAND	1,391	4.2	Louisiana	143	
New York	1,058		Oklahoma	312	
New Jersey	570		Texas	1,527	
Pennsylvania	1,412		WEST SO. CENTRAL	2,175	6.6
MIDDLE ATLANTIC	3,040	9.2	Montana	68	
Ohio	2,617		Idaho	131	
Indiana	1,508		Wyoming	40	
Illinois	2,156		Colorado	273	
Michigan	4,068		New Mexico	87	
Wisconsin	1,349		Arizona	424	
EAST NO. CENTRAL	11,698	35.3	Utah	205	
Minnesota	832		Nevada	142	
Iowa	451		MOUNTAIN	1,370	4.1
Missouri	680		Alaska	23	
North Dakota	101		Washington	417	
South Dakota	118		Oregon	343	
Nebraska	231		California	2,660	
Kansas	365		Hawaii	22	
WEST NO. CENTRAL	2,778	8.4	PACIFIC	3,465	10.4
Delaware	39		UNITED STATES	31,304	94.5
Maryland	217		U.S. Territories	9	
Washington, DC	9		Canada	1,703	
Virginia	370		Mexico	110	
West Virginia	91		Other International	-	
North Carolina	882		APO/FPO	-	
South Carolina	428				
Georgia	599				
Florida	1,002				
SOUTH ATLANTIC	3,637	11.0			
			TOTAL QUALIFIED CIRCULATION	33,126	100.0

*See Additional Data

E-NEWSLETTER CHANNEL

2019	AD&P Weekly	AD&P Monthly	AD&P Digital
JULY			
July 5	19,389	-	-
July 11	-	-	19,670
July 12	19,422	-	-
July 16	-	19,823	-
July 19	19,310	-	-
July 26	19,334	-	-
AUGUST			
August 2	19,354	-	-
August 9	19,259	-	-
August 16	19,229	-	-
August 21	-	19,791	-
August 23	19,259	-	-
August 30	19,297	-	-
SEPTEMBER			
September 6	13,798	-	-
September 13	13,764	-	-
September 17	-	14,234	-
September 20	13,729	-	-
September 27	14,642	-	-
OCTOBER			
October 4	19,163	-	-
October 11	17,534	-	-
October 15	-	19,711	-
October 18	19,179	-	-
October 25	19,172	-	-
NOVEMBER			
November 1	19,141	-	-
November 8	19,103	-	-
November 15	19,083	-	-
November 19	-	19,684	-
November 22	19,050	-	-
November 29	19,028	-	-
DECEMBER			
December 6	19,005	-	-
December 12	-	-	19,882
December 13	18,969	-	-
December 17	-	19,575	-
December 20	18,947	-	-
December 27	18,934	-	-
AVERAGE:	18,311	18,803	19,776

AD&P Weekly (26 issued in the period)
AD&P Monthly (6 issued in the period)
AD&P Digital (2 issued in the period)

WEBSITE CHANNEL

WWW.ADANDP.MEDIA

2019	Pageviews	Sessions	Users	Average Session Duration
July	28,598	19,770	16,549	1:04
August	27,934	19,566	16,625	0:58
September	25,645	18,793	15,931	0:52
October	31,493	23,276	20,085	0:49
November	30,882	22,312	18,995	1:06
December	24,944	18,090	15,307	0:59
AVERAGE:	28,249	20,301	17,248	0:58

July– December 2019 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.

ADDITIONAL DATA

MAGAZINE:

CHANGE IN FREQUENCY:

Effective with the January 2019 issue, AUTOMOTIVE DESIGN & PRODUCTION changed its frequency from 9 to 10 issues per year.

PARAGRAPH 3b:

Communication from recipient or recipient's company (other than request) includes 7 sources of circulation for quantities of 138 copies or 0.4% to 1,486 copies or 4.5%. Business directories include 1 source of circulation for a quantity of 3,583 copies or 10.8%, including D&B Hoovers.

GEOGRAPHIC DISTRIBUTION:

Geographic data for E-Newsletters and Website 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.

Richard G. Kline, Jr., Publisher

Julie Ball, Audience Development 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

January 13, 2020

State

Ohio

County

Hamilton

Received by BPA Worldwide

January 13, 2020

Type

BD

ID Number

A246B0D9

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.