

1 Print / Circulation control:



2 Print / Circulation analysis:

Copies per issue on average
(1. July 2016 to 30. June 2017)

Distributed circulation: 10,977 copies

| Print run | 10,000 | | |
|-----------------------------------|--------|-----------------------|-----|
| Distributed circulation | 9,678 | thereof abroad* | 271 |
| Paid edition | 927 | thereof abroad* | 223 |
| Subscribed copies | 840 | thereof member copies | 0 |
| Retail sale | 0 | | |
| Other sales | 88 | | |
| Free copies | 8,750 | | |
| Rest, archive and specimen copies | 322 | | |

* including to door shipment abroad

E-Paper*

| | | | |
|-------------------------|-------|--|--|
| Distributed circulation | 1,299 | | |
|-------------------------|-------|--|--|

* Publisher information: average September 2017

Summary of the data collecting method

| | | |
|---|--|--------------------------------|
| 1. Method: | Receiver structure analysis by file analysis - total data collection | |
| 2. Survey population: | Domestic Not included in the study | 9,422 = 100.0 % 251 = 2.6 % |
| 3. Random sample: | Total collection | |
| 4. Target persons of the survey: | The personal recipients collected in the file in institutions | |
| 5. Time period of the survey: | 01. July 2016 to 30. June 2017 | |
| 6. Survey performance: | Vereinigter Fachverlage GmbH The detailed survey methodology can be found at www.en.vereinigte-fachverlage.info | |

3 Print / Geographical breakdown:

| Economic Area | in % | copies |
|--------------------------------|--------------|--------------|
| National | 97.4 | 9,422 |
| Abroad | 2.6 | 256 |
| Rounding difference | 0 | 0 |
| Distributed circulation | 100.0 | 9,678 |

3.1 Print / Breakdown to the federal states:

| Federal state | % | Copies |
|--------------------------------|--------------|--------------|
| Schleswig-Holstein, Hamburg | 3.1 | 304 |
| Lower Saxony, Bremen | 6.4 | 620 |
| North Rhine-Westphalia | 21.5 | 2,085 |
| Hesse | 6.9 | 669 |
| Rhineland-Palatinate | 3.7 | 354 |
| Saarland | 1.4 | 133 |
| Baden-Wuerttemberg | 25.0 | 2,415 |
| Bavaria | 17.0 | 1,642 |
| Berlin | 1.4 | 131 |
| Brandenburg | 0.4 | 42 |
| Mecklenburg-Vorpommern | 0.4 | 38 |
| Saxony-Anhalt | 0.9 | 89 |
| Saxony | 4.6 | 444 |
| Thuringia | 2.0 | 198 |
| Abroad | 2.6 | 256 |
| Other** | 2.7 | 258 |
| Rounding difference | 0.0 | 0 |
| Distributed circulation | 100.0 | 9,678 |

** Circulation not analyzed; e.g. trade fair and congress copies, book trade copies, etc.

1.1 Print / Branches and economic sectors:

| Department / Group / Class | Recipient groups | | |
|----------------------------|--|--------------|--------------|
| Economic sector 2008 | (According to classification of economic activities) | % | Copies |
| 07, 08 | Mining, civil engineering, mineral mining | 0.3 | 28 |
| 15, 17, 19, 20-23 | Chemicals, mineral oil | 7.0 | 677 |
| 24, 25, 27, 31, 32 | Metal, MCT- technology, production of other products | 16.5 | 1,599 |
| 26, 28, 29, 30 | Mechanical engineering, Automotive manufacture | 66.6 | 6,443 |
| 71, 72 | Technical consulting and research institutions | 3.6 | 347 |
| | Further qualified branches | 3.4 | 325 |
| | Other ** | 2.7 | 258 |
| | Rounding difference | 0.0 | 1 |
| | Distributed circulation | 100.0 | 9,678 |

** Circulation not analyzed; e.g. Trade fair and congress copies, book trade copies, etc.

“O+P Fluidtechnik“ is IVW-EDA certified!

Every recipient is qualified and checked according
the IVW-EDA requirements.

“We guarantee in this way that your advertisement
reaches the right target group.”


1.2 Print / Business unit size:

| Employees | % | Copies |
|--------------------------------|--------------|--------------|
| 1 - 49 | 18.2 | 1,765 |
| 50 - 99 | 15.1 | 1,461 |
| 100 - 199 | 16.3 | 1,581 |
| 200 - 499 | 18.7 | 1,811 |
| 500 - 999 | 10.1 | 974 |
| 1,000 and more | 14.4 | 1,395 |
| Unknown number of employees | 4.5 | 434 |
| Other ** | 2.7 | 258 |
| Rounding difference | 0.0 | -1 |
| Distributed circulation | 100.0 | 9,678 |

** Circulation not analyzed; e.g. trade fair and congress copies, book trade copies, etc.

2.1 Print / Job characteristics of responsibility areas:

| Job characteristics | % | Copies |
|--|--------------|--------------|
| Management | 17.7 | 1,711 |
| Construction, research | 62.4 | 6,037 |
| Production, preparation, planning, development | 10.7 | 1,031 |
| Purchasing, materials management, sales | 6.7 | 644 |
| Other** | 2.7 | 258 |
| Rounding difference | 0.0 | -3 |
| Distributed circulation | 100.0 | 9,678 |

2.1 Position characteristics
in the company

2.2 Socio-demographic
Vocational Age

} Not applicable because the use-value of this journal is independent of this

Summary of the data collecting method

- Method:** Receiver structure analysis by file analysis - total collection according to IVW-EDA guidelines
- Survey population:**

| | | | |
|---|-------|---|---------|
| Survey population (distributed circulation) | 9,678 | = | 100.0 % |
| The survey does not cover | 251 | = | 2.6 % |
- Random sample:** Total collection
- Target persons of the survey:** The personal recipients collected in the file in institutions
- Time period of the survey:** 01. July 2016 to 30. June 2017
- Survey performance:** Vereinigte Fachverlage GmbH

The details survey methodology can be found at www.en.vereinigte-fachverlage.info