

P.I.R. Hospitality Business

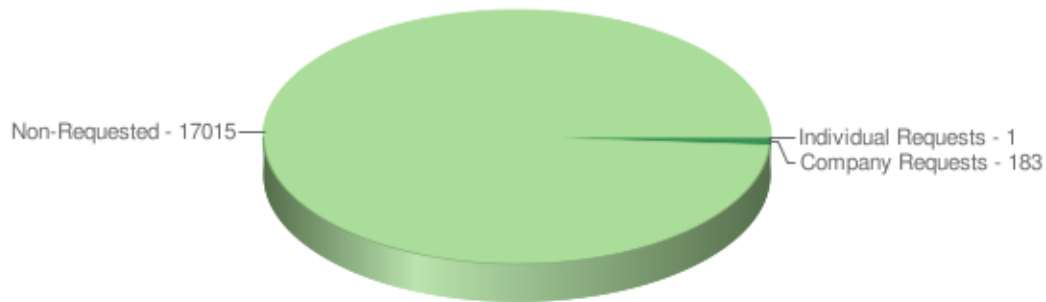
Certificate of Average Net Circulation for the 5 issues distributed between 1 July 2008 and 30 June 2009

	Net Total	United Kingdom	Other Countries
TOTAL AVERAGE NET CIRCULATION PER ISSUE	17,470	17,470	-
Total Average Net Newstrade Sales Per Issue	-	-	-

Analysis for the Audit issue cover dated Hosp Bus 55 and distributed on 3 June 2009

Total Net Circulation	17,199	17,199	-
Newstrade & Other Single Copy Sales	-	-	-
Paid and Controlled	-	-	-
Single Copy Subscription Sales	-	-	-
Multiple Copy Subscription Sales	-	-	-
Bulk Sales	-	-	-
Society/Association/Organisation Circulation	-	-	-
Controlled Free Circulation	17,199	17,199	-
see terms of control on page 3. Sources for all addressees are less than 3 years old.			
Individual Written Requests	1	1	-
Individual Electronic Requests	-	-	-
Individual Telephone Requests	-	-	-
Company Written Requests	156	156	-
Company Electronic Requests	25	25	-
Company Telephone Requests	2	2	-
Non-requested by name	17,015	17,015	-
Non-requested by job title / function	-	-	-
Non-Controlled Free Circulation	-	-	-

Duplication: The level of duplication on the mailing list for the audit issue was: 1%



SUPPORTING DATA

Basic Cover Price & Subscription Rates

The Basic Cover Price for the audit issue was: £1.00

The United Kingdom Basic Annual Rates for Subscriptions for the audit issue were: £10.00

The Annual Other Countries Subscription Rates for the audit issue were: £10.00

Controlled Circulation - Terms of Control in audit period

Owners, Chairmen, Managers, General Managers, Directors, Buyers, Administrators, Sales, Supervisors, Licensees, Facilities Managers, Caterers, Partners within Hotels and HQ's, Pubs, Bars and Inns, Restaurants, Sports Clubs, Health and Fitness, Clubs, Leisure centres, Nightclubs, Carehomes, Prisons and police leisure facilities.

Controlled Circulation - Age of Source Data for the Audit Issue or Age of Source Data Projected from Previous Mandatory Certificate

	Total		0-1 Year		1-2 Years		2-3 Years	
	Qty	%	Qty	%	Qty	%	Qty	%
Total	184	100.0	-	-	184	100.0	-	-
Individual Requests	1	.5	-	-	1	0.5	-	-
Company Requests	183	99.5	-	-	183	99.5	-	-

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Actual Distribution Dates for issues distributed during the audit period

Variations for issues with a variance of more than 10% above (+) or below (-) the average net circulation

Bulk Sales for issues with Bulk Sales representing 10% or above of the circulation for that issue

Cover Date / ID	Distribution Date	Net Circ.	Variance %	Bulk Qty	Cover Date / ID	Distribution Date	Net Circ.	Variance %	Bulk Qty
Hosp Bus 51	07-Aug-2008	18,039	-	-					
Hosp Bus 52	07-Oct-2008	20,093	+15.0	-					
Hosp Bus 53	05-Dec-2008	15,020	-14.0	-					
Hosp Bus 54	09-Mar-2009	17,000	-	-					
Hosp Bus 55	03-Jun-2009	17,199	-	-					

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GLOSSARY

THE DISTRIBUTION PERIOD. This is the time period covered by the ABC certificate.

EXPIRY DATE. Date at which the certificate is no longer valid-all Business Publications must issue an ABC certificate at least annually and on a continuous basis when they are in ABC membership.

TOTAL AVERAGE CIRCULATION PER ISSUE. This is commonly known as the headline ABC figure and is the average of the circulation of all the issues distributed over the distribution period covered by the certificate.

AUDIT ISSUE. A detailed analysis of the circulation is conducted on one issue specified by ABC this is called the audit issue.

CATEGORIES OF CIRCULATION. Publishers can show the detail of their circulation in various categories as specified below and governed by ABC rules.

NEWSTRADE & SINGLE COPY SALES. Copies purchased from recognised retail outlets or individually direct from the publisher. Most newstrade sales are made on a 'sale or return' basis and only the sale of copies can be claimed. The numbers that are sold on discounted terms are also shown.

PAID AND CONTROLLED. Paid subscription copies sent individually addressed to an individual name or job title. The individual or job title meets the publishers 'Terms of Control' for the title. There is a further breakdown based on the subscription price paid.

SINGLE COPY SUBSCRIPTIONS. Paid copies, distributed individually addressed to a company or individual. There is a further breakdown based on the subscription rate paid.

MULTIPLE COPY SUBSCRIPTIONS. Sale of 2 or more copies that have been purchased but for whom detail on the final recipients is not available. These copies must be distributed to the same group of individuals for the life of the subscription. Most commonly they are copies that have been purchased from the publisher on behalf of a group of final recipients. This category may also include copies where the final recipient cannot be identified, but the subscription has been purchased by a third party at less than 10% of the full rate.

BULK SALES. These are copies purchased in bulk by a third party. Under B2B rules the purchase is not on an every issue basis and the final recipient is not identified.

SOCIETY / ASSOCIATION / ORGANISATION CIRCULATION. Circulation to members of a particular society/association for which the publication is the official journal is shown in this category with the following detail:

- ~ Paid Optional – members who have chosen to pay an additional sum to receive the magazine.
- ~ Unpaid Requested – in writing, by telephone or via web to a current member.
- ~ Non Optional – to current members of the society and association.

CONTROLLED FREE CIRCULATION. Copies sent free to individuals who can be proven to meet the 'Terms of Control' set by the publisher.

TERMS OF CONTROL. This is the criteria, set by the publisher, used to decide if an individual qualifies for a free copy.

Controlled free circulation is broken down into three further categories:

- ~ Individually Requested Copies – copies requested by the individual themselves
- ~ Company Requested Copies – copies requested for an individual by someone else from within their company
- ~ Non-Requested Copies by Name/Job Title – copies that have not been requested. The publisher is able to provide independent proof that the individuals 'fit' the target group specified.

AGE OF REQUESTS. If the Controlled Circulation is requested then the age of those requests is shown- broken down by 1, 2 and 3 years. All controlled circulation must be re-verified within three years

NON-CONTROLLED FREE CIRCULATION. This category is for free copies that are sent either to a person by name, or a company or a job title (not by name). Whilst it is known to whom the copies are being sent, no other information about the addressee is audited.

DUPLICATION LEVEL. This is the duplication that exists on the mailing list for the audit issue and is shown as a percentage. Duplicates are not removed from the circulation figures but represented by this percentage .

OTHER BULK SALES. These copies are supplied in bulk for free. This is either on an every issue or irregular basis (eg. airlines, hotels, businesses, exhibitions/conferences). The figure will not count towards the Average Net Circulation.