



## Standard Certificate of Circulation

For the 12 issues distributed between 1st July 2002 and 30th June 2003

**Business  
Magazines**

### International Investment

# International investment

THE PREMIER PUBLICATION FOR INTERNATIONAL ADVISERS

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This certificate expires on 30th September 2004 unless ABC has issued a new certificate before that date.

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# International Investment

Certificate of Average Net Circulation for the 12 issues distributed between 1st July 2002 and 30th June 2003

	Net Total	United Kingdom	Other Countries
<b>Total Average Net Circulation Per Issue</b>	<b>13,607</b>	<b>8,494</b>	<b>5,113</b>
<b>Total Average Net Newstrade Sales Per Issue</b>	-	-	-

## Analysis for the Audit Issue cover dated May 2003 and distributed on 12th May 2003

<b>TOTAL NET CIRCULATION</b>		<b>14,261</b>	<b>7,439</b>	<b>6,822</b>
<b>Newstrade and other Single Copy Sales</b>	<b>TOTAL</b>	-	-	-
At Full Cover Price/NTT		-	-	-
At a Lower Rate		-	-	-
<b>Paid and Controlled</b>	<b>TOTAL</b>	-	-	-
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Single Copy Subscription Sales</b>	<b>TOTAL</b>	<b>173</b>	<b>83</b>	<b>90</b>
At Full Rate		90	55	35
At between 50% and 100% of Full Rate		82	27	55
At less than 50% of Full Rate		1	1	-
<b>Multiple Copy Subscription Sales</b>	<b>TOTAL</b>	<b>5</b>	<b>5</b>	<b>-</b>
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		5	5	-
At less than 50% of Full Rate		-	-	-
<b>Bulk Sales</b>	<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>-</b>
At Full Rate		-	-	-
At between 50% and 100% of Full Rate		-	-	-
At less than 50% of Full Rate		-	-	-
<b>Society/Association/Organisation Circulation</b>	<b>TOTAL</b>	<b>1,000</b>	<b>-</b>	<b>1,000</b>
Paid optional single copies		-	-	-
Unpaid single copies requested in writing		-	-	-
Unpaid single copies requested by internet		-	-	-
Unpaid single copies requested by telephone		-	-	-
Non-optional single copies		1,000	-	1,000
<b>Controlled Free Circulation</b>	<b>TOTAL</b>	<b>13,083</b>	<b>7,351</b>	<b>5,732</b>
see terms of control on page 3. Sources for all addressees are less than 3 years old.				
Individually requested in writing		3,479	2,163	1,316
Individually requested by internet		423	213	210
Individually requested by telephone		7,375	4,975	2,400
Company requested in writing		-	-	-
Company requested by internet		-	-	-
Company requested by telephone		-	-	-
Non-requested by name		1,806	-	1,806
Non-requested by job title / function		-	-	-
<b>Non-Controlled Free Circulation</b>	<b>TOTAL</b>	<b>-</b>	<b>-</b>	<b>-</b>
By Name		-	-	-
Not by name		-	-	-

**Duplication:** The level of duplication on the mailing list for the audit issue was: 0%

### Miscellaneous data:

The cover price for the audit issue was Not Applicable

The annual United Kingdom subscription rate for the audit issue was: £80.00

The range of annual other countries subscription rates for the audit issue was: £95.00

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## Society / Association / Organisation Circulation

This is the official journal of ABSA (Trialpha)

For the audit issue, there were: 1,000 individual members  
no company / corporate members

## Controlled Circulation - Terms of Control in audit period

Independent Financial Advisers/Intermediaries, Stockbrokers, Accountants, Solicitors, Consulting Actuaries, Members of Internal Best Advice Teams, Discretionary Portfolio Managers, Private Bankers, Fund Managers and Investment Directors.

## Age of Requests - based on the documentation for the issue distributed on 12th May 2003

	Quantity	%
TOTAL	11,277	100.0
1 to 12 months	4,678	41.5
13 to 24 months	2,848	25.3
25 to 36 months	3,751	33.3

## 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	Variance %	Bulk %	Cover Date/ID	Distribution Date	Variance %	Bulk %
July 2002	08-Jul-2002	-	-				
August 2002	03-Aug-2002	-	-				
September 2002	31-Aug-2002	-	-				
October 2002	30-Sep-2002	-	-				
November 2002	04-Nov-2002	-	-				
December 2002	02-Dec-2002	-	-				
January 2003	06-Jan-2003	-	-				
February 2003	17-Feb-2003	-	-				
March 2003	10-Mar-2003	-	-				
April 2003	07-Apr-2003	-	-				
May 2003	12-May-2003	-	-				
June 2003	09-Jun-2003	-	-				

**Exhibitions / Conferences** to which bulk free copies are supplied. Please note, these copies are NOT included in the circulation of any issue

None