# DU/OUR

# **BRAND REPORT**

#### FOR THE 6 MONTH PERIOD ENDED JUNE 2016



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.

DuJour Media Group, LLC 530 7th Avenue, M1 New York, NY 10018 Tel. No.: 212-683-5687 Web Site: www.dujour.com Email: info@dujour.com **Dujour** is the go-to luxury guide for art, fashion, entertainment, travel and more. The insider perspective and access from DuJour's list of editors, writers, stylists and photographers deliver a mix of edge and elegance. Each issue showcases a robust blend of people, places and products that are on the verge of discovery with insightful features from thought leaders and investigative journalists that keep readers captivated and in-the-know.

#### **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**

## DuJour Magazine



2 Issues in the period 3,638,830 average circulation

### DuJour App



8,167 cumulative downloads

#### DuJour Website



309,663 average unique browsers

#### DuJour Social Media





25,055 Twitter followers 48,534 Facebook likes

# **EXECUTIVE SUMMARY**

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

	Paid	Non-Paid	Average
<b>DuJour Magazine</b> (2 issues in period)	312	3,638,518	3,638,830
a. Print	312	147,340	147,652
b. Digital	-	3,491,178	3,491,178
1. Requested	-	-	-
2. Non-Requested	-	3,491,178	3,491,178
DuJour App (Cumulative Downloads)	-	*8,167	*8,167
<b>DuJour Website</b> (Monthly Unique Browsers with 2,802,125 average Page Impressions)	-	309,663	309,663
DuJour Social Media			
a. Twitter followers	-	*25,055	*25,055
b. Facebook likes	-	*48,534	*48,534

<sup>\*</sup>App downloads and Social Media claims are cumulative figures, not averages.

#### **MARKET SERVED**

**DuJour** is the luxury lifestyle magazine that covers high-end fashion, beauty, travel, home design and culture for the affluent consumer in the nation's top markets. The recipients have been selected based on high-net-worth criteria.

PRICE AND	FREQUENCY
**NC	Average Annual Subscription Order Price for the Period Reported(Excluding Sponsored Subscriptions)
4	Issues Per Year
\$7.00	All Single-Copy Sales Prices for the Period
**NC = Nor	ne Claimed

otal Qualified	3,638,830
Average Rate Base	**NC
Variance +/-	**NC
Percent +/-	**NC
Qualified Paid	312
Subscriptions	-
Sponsored	-
Single-Copy Sales	312
Qualified Non-Paid	3,638,518

	Qualified Paid		Qualified I	Qualified Non-Paid		ualified
	Copies	Percent	Copies	Percent	Copies	Percent
Individuals	-	-	3,622,217	99.5	3,622,217	99.5
Delivered Unlabeled Single Copies	-	-	10,000	0.3	10,000	0.3
Membership Benefits	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	6,301	0.2	6,301	0.2
Sponsored Individually Addressed	-	-	-	-	-	-
Sponsored Multi-Copy Same Addressee	-	-	-	-	-	-
Sub-Total Subscriptions	-	-	3,638,518	100.0	3,638,518	100.0
Single Copy Sales	312	-	-	-	312	-
Sponsored Single Copy Sales	-	-	-	-	-	-
TOTAL	312	-	3,638,518	100.0	3,638,830	100.0

2. QUALIFIED CIRCULATION BY ISSUES FOR PERIOD						
2016 Issue	Print	Digital	Total Qualified			
Spring	147,572	3,448,166	3,595,738			
Summer	147,732	3,534,190	3,681,922			

# 3. BREAKOUT OF QUALIFIED CIRCULATION TO THE CONSUMER MARKET FOR ISSUE OF SUMMER 2016 This issue is 2.4% or 86,184 copies above the other issue reported in Paragraph 2.

MARKET SERVED	TOTAL QUALIFIED	PERCENT OF TOTAL	Print	Digital
Individual subscribers	3,654,320	99.3	120,130	3,534,190
Multi-Copy Same Addressee	27,301	0.7	27,301	-
Single Copy Sales	301	-	301	-
TOTAL QUALIFIED CIRCULATION	3,681,922	100.0	147,732	3,534,190

4. QUALIFICATION SOURCE BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF SUMMER 2016	
Qualified Within	_

	Qualified Within						
QUALIFICATION SOURCE	1 Year	2 Years	3 Years	Print	Digital	Total Qualified	Percent
I. Direct Request:	-	-	-	-	-	-	-
II. Request from recipient's company:	-	-	-	-	-	-	-
III. Membership Benefit:	-	-	-	-	-	-	-
<ul><li>IV. Communication from recipient or recipient's company (other than request):</li></ul>	-	-	-	-	-	-	-
V. <b>TOTAL</b> – Sources other than above (listed alphabetically):	3,681,621	-	-	147,431	3,534,190	3,681,621	100.0
Rosters and Directories	-	-	-	-	-	-	-
Manufacturer's, distributor's and wholesaler's lists	-	-	-	-	-	-	-
Delivered Unlabeled Single Copies	20,000	-	-	20,000	-	20,000	0.5
*Other sources	3,661,621	-	-	127,431	3,534,190	3,661,621	99.5
VI. Single Copy Sales:	301	-	-	301	-	301	-
TOTAL QUALIFIED CIRCULATION	3,681,922	-	-	147,732	3,534,190	3,681,922	100.0
PERCENT	100.0	-	-	4.0	96.0	100.0	

#### \*See Additional Data

#### AVERAGE ANNUAL AUDITED QUALIFIED CIRCULATION AND CURRENT UNAUDITED CIRCULATION STATEMENTS

	Audited Data	Audited Data	Audited Data	Audited Data	Audited Data	Circulation Claim	
6-Month Period Ended:	October – December 2013	January – June 2014	July – December 2014	January – June 2015	July – December 2015	January – June 2016*	
Total Audit Average Qualified:	3,321,978	3,321,978	3,116,962	3,321,978	3,161,462	3,638,830	
Rate Base (if any):	**NC	**NC	**NC	**NC	**NC	**NC	
Rate Base +/-:	**NC	**NC	**NC	**NC	**NC	**NC	
Percent +/-:	**NC	**NC	**NC	**NC	**NC	**NC	
Qualified Paid :	-	-	-	-	1,406	312	
Subscriptions	-	-	-	-	-	-	
Sponsored	-	-	-	-	-	-	
Single-Copy Sales	-	-	-	-	1,406	312	
Qualified Non-Paid:	3,321,978	3,321,978	3,116,962	3,321,978	3,160,056	3,638,518	
Post Expire Copies included in Total Qualified Circulation:	**NC	**NC	**NC	**NC	**NC	**NC	
Average Annual Order Price:	**NC	**NC	**NC	**NC	**NC	**NC	

<sup>\*</sup>NOTE: January - June 2016 data is unaudited. With each successive period, new data will be added until six 6-month periods are displayed.

No attempt has been made to identify or eliminate duplication that may exist <u>across</u> media channels.

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<sup>\*\*</sup>NC = None Claimed.

#### GEOGRAPHICAL BREAKOUT OF QUALIFIED CIRCULATION FOR ISSUE OF SUMMER 2016\*

01-1-	Direct	District.	Total	D	01-1-	D. C.	District.	Total	D
State	Print	Digital	Qualified	Percent	State	Print	Digital	Qualified	Percen
Maine	20	4,713	4,733		Kentucky	48	17,366	17,414	
New Hampshire	35	7,386	7,421		Tennessee	105	32,633	32,738	
Vermont	14	3,311	3,325		Alabama	60	21,561	21,621	
Massachusetts	448	101,686	102,134		Mississippi	28	12,370	12,398	
Rhode Island	43	9,951	9,994		EAST SO. CENTRAL	241	83,930	84,171	2.3
Connecticut	716	42,514	43,230		Arkansas	46	9,362	9,408	
NEW ENGLAND	1,276	169,561	170,837	4.6	Louisiana	78	26,833	26,911	
New York	63,604	437,279	500,883		Oklahoma	47	14,296	14,343	
New Jersey	2,113	139,007	141,120		Texas	3,300	205,162	208,462	
Pennsylvania	486	94,164	94,650		WEST SO. CENTRAL	3,471	255,653	259,124	7.1
MIDDLE ATLANTIC	66,203	670,450	736,653	20.0	Montana	19	2,619	2,638	
Ohio	218	55,218	55,436		Idaho	19	3,776	3,795	
Indiana	83	24,559	24,642		Wyoming	12	1,582	1,594	
Illinois	17,122	135,975	153.097		Colorado	323	32,046	32,369	
Michigan	202	54,577	54,779		New Mexico	40	6,562	6,602	
Wisconsin	124	21,164	21,288		Arizona	185	32,995	33,180	
EAST NO. CENTRAL	17,749	291,493	309,242	8.4	Utah	52	11,472	11,524	
Minnesota	156	26,200	26,356	9	Nevada	943	14,970	15,913	2.9
Iowa	42	9,254	9,296		MOUNTAIN Alaska	1,593 14	106,022 2,292	107,615 2,306	2.9
Missouri	143	27,587	27,730		Washington	177	52,160	2,306 52,337	
North Dakota	5	2,263	2,268		Oregon	94	19,047	19,141	
South Dakota	10	1.779	1.789		California	32,264	460,687	492,951	
Nebraska	31	7,600	7,631		Hawaii	32,204	8,052	8.093	
Kansas	38	11,368	11,406		PACIFIC	32,590	542,238	574,828	15.6
WEST NO. CENTRAL	425	86,051	86,476	2.4	UNITED STATES	146,983	2,728,581	2,875,564	78.1
Delaware	23	7,276	7,299		U.S. Territories	140,383	5	15	70.1
Maryland	299	72,547	72,846		Canada	10	97,975	97.975	
Washington, DC	2,954	35,495	38,449		Mexico	3	37,373	7	
Virginia	665	74,441	75,106		Other International	435	-	435	
West Virginia	24	4,684	4,708		APO/FPO	-	2,070	2.070	
North Carolina	204	60,105	60,309		Single-Copy Sales	301	_,510	301	
South Carolina	73	23,314	23,387		Email Only	-	705,555	705.555	
Georgia	555	81,113	81,668		•				
Florida	18,638	164,208	182,846		TOTAL QUALIFIED	147,732	3,534,190	3.681.922	100.0
SOUTH ATLANTIC	23,435	523,183	546,618	14.8	CIRCULATION	141,132	5,554,150	J,UO1,322	100.0
See Additional Data	20, 100	320,100	3 10,010	11.0					

**APP CHANNEL** 

2016	Monthly Downloads	Cumulative Downloads
	Beginning Balance	7,220
January	191	7,411
February	218	7,629
March	170	7,799
April	149	7,948
May	113	8,061
June	106	8,167

Cumulative downloads represents the aggregate number of downloads of the DuJour App, not copies. Information regarding App deletion/removal is not available from third party vendors and have not been removed from these figures.

# **WEBSITE CHANNEL**

#### WWW.DUJOUR.COM/

2016	PAGE IMPRESSIONS	USER SESSIONS	UNIQUE BROWSERS	UNIQUE BROWSER FREQUENCY	PAGE DURATION	USER SESSION DURATION
January	3,147,416	384,972	329,904	1.17	00:11	01:23
February	3,428,677	459,612	399,425	1.15	00:15	01:35
March	4,124,649	391,104	330,910	1.18	00:08	01:21
April	2,727,384	317,985	269,616	1.18	00:10	01:15
May	1,756,503	300,242	256,071	1.17	00:14	01:08
June	1,628,124	318,874	272,053	1.17	00:15	01:03
AVERAGE:	2,802,125	362,131	309,663	1.17	00:12	01:17

January – June 2016 data was provided by Google Analytics. All website activity is audited by BPA Worldwide.

#### **WEBSITE GLOSSARY**

Page Impressions: A Page Impression 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.

User Sessions: A single continuous set of activity attributable to a cookied 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.

Unique Browsers: An identified and unduplicated cookied browser that accesses Internet content or advertising during a measurement period.

Unique Browser Frequency: Unique Browser Frequency represents the average number of times a Unique Browser visits a site during a reporting period. This is calculated by dividing the total number of User Sessions by the number of Unique Browsers.

Page Duration: The average time spent viewing any page on a web site.

User Session Duration: The average time visitors remain on a site per session.

For info on how to obtain online ad campaign performance metrics across multiple sites, visit www.adicompli.com

# **SOCIAL MEDIA CHANNEL**

	DuJour Social Media		
	Twitter followers	Facebook likes	
2016	http://twitter.com/DuJourmedia	http://www.facebook.com/DuJourmedia	
Beginning Balance:	21,335	35,893	
January	22,105	36,319	
February	22,838	37,128	
March	23,496	37,991	
April	24,037	42,233	
May	24,568	46,739	
June	25,055	48,534	

# **ADDITIONAL DATA**

#### METHOD OF DISTRIBUTION:

Individual subscribers, hand distribution to homes and estates in the Hamptons and surrounding areas and copies are also placed on the newsstand for sale. Multi-copies are distributed to hotels, airline lounges, heliports and limousines. Multi-copy same addressee circulation is audited only to the point of distribution. An agreement not more than three years old has been obtained indicating that the recipient at the point of distribution agrees to accept the magazine for redistribution. All qualified circulation conforms to the market served as reported. Print copies are distributed via postal services or other carriers. Recipients of the digital version are notified via email when the version is available. Apps are downloaded to view enhanced versions of the print edition and are available as a single download or by subscription use on tablets, smartphones or other mobile devices.

#### STATEMENT OF CONTENT PLATFORM:

Editorial Replica - If a print brand existed first, editorial and design are unchanged from the original print edition. With a replica digital product, each issue's content and design are identical to the original edition. Apart from minor updates, the content cannot change once the issue is made available.

#### AVERAGE NON-QUALFIED CIRCULATION: 1,817 COPIES

Other Sources include 2 sources of circulation for quantities of 127,431 copies or 3.5% to 3,534,190 copies or 96.0%, including GILT registration list.

#### GEOGRAPHIC DISTRIBUTION:

Geographic data for App, Website and Social Media are not reported at the media owner's option

	Qualified Paid		Qualified Non-Paid		Total Qualified	
	Copies	Percent	Copies	Percent	Copies	Percent
Individuals	-	-	131,039	88.7	131,039	88.7
Delivered Unlabeled Single Copies	-	-	10,000	6.8	10,000	6.8
Membership Benefits	-	-	-	-	-	-
Multi-Copy Same Addressee	-	-	6,301	4.3	6,301	4.3
Sponsored Individually Addressed	-	-	-	-		-
Sponsored Multi-Copy Same Addressee	-	-	-	-	-	-
Sub-Total Subscriptions	-	-	147,340	99.8	147,340	99.8
Single Copy Sales	312	0.2	-	-	312	0.2
Sponsored Single Copy Sales	-	-	-	-	-	-
TOTAL	312	0.2	147,340	99.8	147.652	100.0

	Qualified Paid		Qualified Non-Paid		Total Qualified	
	Copies	Percent	Copies	Percent	Copies	Percent
Individuals	-	-	3,491,178	100.0	3,491,178	100.0
Delivered Unlabeled Single Copies	-	-	-	-	-	-
Membership Benefits	-	=	-	-	-	-
Multi-Copy Same Addressee	-	-	-	-	-	-
Sponsored Individually Addressed	-	=	-	-	-	-
Sponsored Multi-Copy Same Addressee	-	-	-	-	-	-
Sub-Total Subscriptions	-	-	3,491,178	100.0	3,491,178	100.0
Single Copy Sales	-	-	-	-	-	-
Sponsored Single Copy Sales	-		-	-	-	-
TOTAL	-		3,491,178	100.0	3,491,178	100.0

## **PUBLISHER'S AFFIDAVIT**

We hereby make oath and say that all data set forth in this statement are true.

Leslie Farrand, Chief Revenue Officer

Mark Rosen, Account Director

(At least one of the above signatures must be that of an officer of the publishing company or its

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 State County Received by BPA Worldwide September 1, 2016 New York New York September 1, 2016

Туре

**ID Number** 

CBD D234B0J6

Anot-for-profit organization since 1931, BPA Worldwide is governed by a tripartite board comprised of media owners, advertising agencies and advertisers. Headquartered in Shelton, Connecticut, USA, BPA has the largest membership of any media-auditing organization in the world, spanning more than 30 countries. Globally, BPA audits media properties including consumer magazines, newspapers, web sites, events, email newsletters, databases, wireless, social media and other advertiser-supported media—as well as advertiser and agency members. Visit www.bpaww.com for the latest audit reports, membership information and publishing and advertising industry news.