

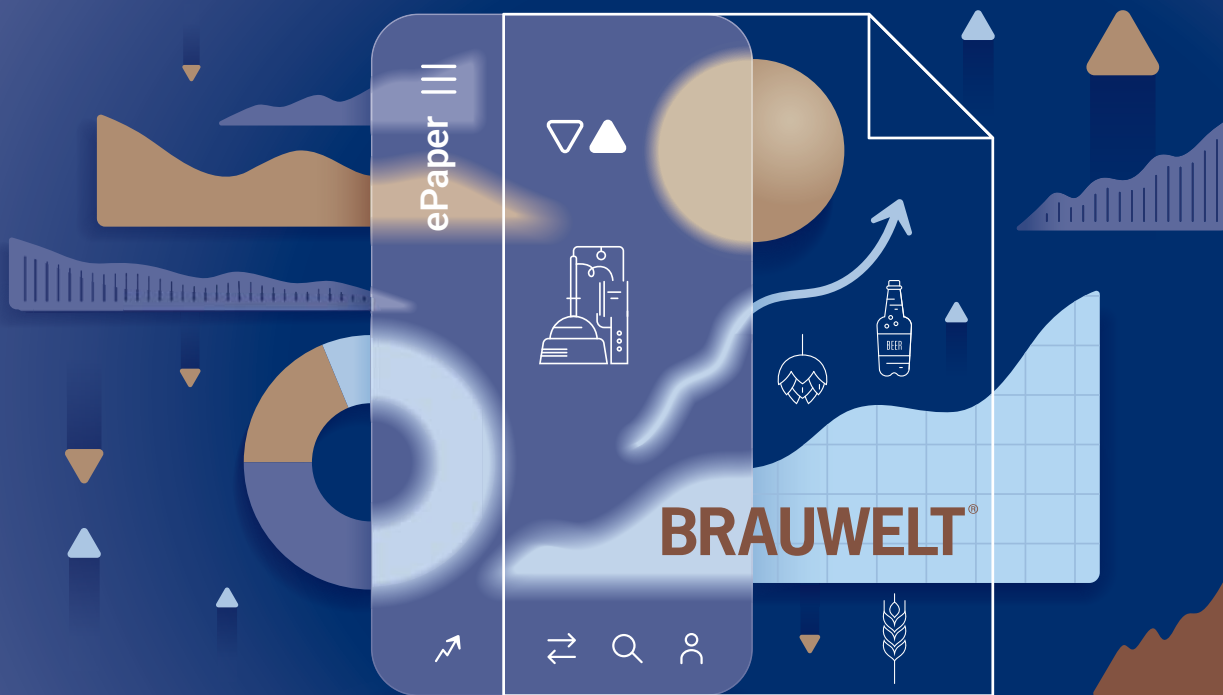
# BRAUWELT®

MEDIA-  
INFORMATION  
Print | ePaper

2023

FACHVERLAG HANS CARL GmbH

Price list from 1-Jan-2023



**BRAUWELT®**

**BRAUWELT**  
INTERNATIONAL

**BRAUWELT**  
EN ESPAÑOL

-> BRAUWELT

-> BRAUWELT International

-> BRAUWELT En Español



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[www.facebook.com/brauwelt.fachzeitschrift](http://www.facebook.com/brauwelt.fachzeitschrift)



[www.linkedin.com/showcase/brauwelt](http://www.linkedin.com/showcase/brauwelt)  
[www.linkedin.com/showcase/brauwelt-international](http://www.linkedin.com/showcase/brauwelt-international)  
[www.linkedin.com/company/fachverlag-hans-carl-gmbh](http://www.linkedin.com/company/fachverlag-hans-carl-gmbh)

-> BRAUWELT

-> BRAUWELT International

-> BRAUWELT En Español

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## BRAUWELT®



### BRAUWELT®

Volume 163

Frequency: 3 times /month

( = 36 issues /year)

Circulation: 2.681

The printed edition of **BRAUWELT**, the international, independent journal for the entire beverage sector, is published three times a month and offers latest news, reports and articles from the entire brewing and beverage world.

In addition to the printed version, **BRAUWELT** can also be obtained as an ePaper.

**BRAUWELT** covers the latest technical and technological developments, from raw materials, brewhouses, fermenting rooms, storage cellars, filling and packaging to quality management, energy, water and environmental issues and logistics. It features case studies, company portraits, interviews, marketing and sales strategies, reports on congresses, workshops and courses, fair previews and reviews, a regularly updated calendar and event notices, company and association news and a people column.

With its monthly specials like brewing technology, beverage technology and both marketing and management practice, **BRAUWELT** covers all topics relevant to experts and management from the brewing and beverage industry in their everyday work.

**BRAUWELT** provides a suitable platform for a comprehensive knowledge transfer in the brewing and beverage industry. For those who want to get the news quicker, there is also the **BRAUWELT** Newsletter.



- 1 **Title:** BRAUWELT
- 2 **Short profile:** BRAUWELT is an international, independent professional journal for the whole beverage industry and stands for worldwide, highly-qualified research and compilation of all economic and technical developments.  
BRAUWELT Online and Newsletter: cross-media publishing with print editions means even more up-to-dateness with a fast online archive access to all BRAUWELT issues published since 1991.
- 3 **Target group:** All professionals and executives from the international brewing and beverage industry and the supply industry as well as teachers and students from the relevant teaching and training institutions.
- 4 **Frequency:** 3 times/month
- 5 **Magazine format:** 210 mm x 297 mm
- 6 **Volume:** 163
- 7 **Subscription price:**  
**Annual subscription:**

**PRINT**  
36 print edition + online + newsletter + archive  
Germany: € 182.90 (incl. postage and VAT)  
foreign countries: € 213.70 (incl. postage + VAT)

**PRINT + DIGITAL**  
36 print edition + ePaper + online + newsletter + archive  
Germany: € 209.90 (incl. postage and VAT)  
foreign countries: € 239.40 (incl. postage and VAT)

**DIGITAL**  
36 ePaper edition + online + newsletter + archive  
Germany: € 159.90 (incl. VAT.)  
foreign countries: € 149.44 (+ VAT)
- Single copy price:** € 9.00 (incl. VAT)
- 8 **Organ:** -
- 9 **Memberships:** Media data base of the German specialist press  
„Deutsche Fachpresse“, IVW/IVW-EDA

**10 Publishing house:** Fachverlag Hans Carl GmbH  
Andernacher Str. 33a, 90411 Nuremberg, Germany  
Phone: +49(0)911/ 9 52 85 - 0  
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Internet: [www.hanscarl.com](http://www.hanscarl.com)  
E-mail: [info@hanscarl.com](mailto:info@hanscarl.com)

**11 Publisher:** Dr.-Ing. Karl-Ullrich Heyse

**12 Advertising / Distribution:** Wolf-Dieter Schoyerer (responsible)  
Phone: +49(0)911/ 9 52 85 - 44, Fax: - 48  
E-mail: [schoyerer@hanscarl.com](mailto:schoyerer@hanscarl.com)

**13 Editorial department:** Dr. Lydia Junkersfeld (Editor-in-chief)  
Phone: +49(0)911/ 9 52 85 - 58, Fax: - 48  
E-mail: [junkersfeld@hanscarl.com](mailto:junkersfeld@hanscarl.com)

#### 14 Editorial-to-advertising-analysis 2021 = 36 issues

Total number of pages:	1,348 pages	= 100.0 %
Editorial section:	1,078 pages	= 80.0 %
Advertisements:	270 pages	= 20.0 %
Of which:		
Classified ads	80 pages	= 29.6 %
Buyers guide	25 pages	= 9.3 %
In-house-ads	106 pages	= 39.3 %
Inserts	4 pages	= 1.5 %
Supplements	11 pieces	

#### 15 Content analysis of the editorial section: 2021 = 1,078 pages

##### Sorted by subject area:

International beer and beverage market	178 pages	= 16.5 %
National and international events	42 pages	= 3.9 %
Marketing and merchandising	72 pages	= 6.7 %
Beer and beverage production	144 pages	= 13.4 %
Business management	66 pages	= 6.1 %
Quality management/Controlling	60 pages	= 5.4 %
Engineering/plants for beverage production	138 pages	= 12.8 %
Filling and packaging	114 pages	= 10.6 %
Vehicle fleet and logistics	54 pages	= 5.0 %
Energy and environment	72 pages	= 6.7 %
Cleaning and disinfection	42 pages	= 3.9 %
Raw products and auxiliary supplies	96 pages	= 8.9 %

1,078 pages = 100.0 %



Month	Issue	Publishing date	Closing date	Copy date	Subject and topics	BRAUWELT is present at the following fairs and exhibitions*
January	1/2	12-Jan-2023	03-Jan-2023	24-Nov-2022	Brewing Technology: Energy (1)	15/18-Jan-2023 <b>GETRÄNKE IMPULS TAGE 2023</b> Saalfelden-Leogang, Austria <a href="http://www.getraenke-impuls-tage.de">www.getraenke-impuls-tage.de</a>
	3	19-Jan-2023	10-Jan-2023	08-Dec-2022	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	4	26-Jan-2023	17-Jan-2023	15-Dec-2022	Management: Market, Marketing, Business Economics, Law (1); International Report <b>Buyers Guide</b>	
February	5	02-Feb-2023	24-Jan-2023	22-Dec-2022	Brewing Technology: Brewhouse (1)	19/20-Feb 2023 <b>Beer &amp; Food Attraction</b> Rimini, Italy <a href="http://www.beerandfoodattraction.it">www.beerandfoodattraction.it</a>  14/16-Feb-2023 <b>Filtech</b> Cologne, Germany <a href="http://www.filtech.de">www.filtech.de</a>
	6/7	09-Feb-2023	31-Jan-2023	29-Dec-2022	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	8	23-Feb-2023	14-Feb-2023	12-Jan-2023	Management: Market, Marketing, Business Economics, Law (2); International Report <b>Buyers Guide</b>	

<b>March</b>	<b>9/10</b>	02-Mar-2023	21-Feb-2023	19-Jan-2023	Brewing Technology: Yeast, Fermentation & Storage (1)	20/23-Mar-2023 <b>37. Asia Pacific IBD Convention</b> Adelaide, Australia <a href="http://www.ibd.org.uk">www.ibd.org.uk</a>
	<b>11</b>	16-Mar-2023	07-Mar-2023	02-Feb-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	<b>12/13</b>	23-Mar-2023	14-Mar-2023	09-Feb-2023	Bewing Technology: Cleaning & Disinfection (1); International Report <b>Buyers Guide</b>	
<b>April</b>	<b>14/15</b>	06-Apr-2023	28-Mar-2023	23-Feb-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	02/06-Apr-2023 <b>15. Trends in Brewing</b> Ghent, Belgien <a href="http://www.trendsinbrewing.org">www.trendsinbrewing.org</a>
	<b>16</b>	20-Apr-2023	11-Apr-2023	09-Mar-2023	Brewing Technology: Filtration & Stabilisation (1)	
	<b>17</b>	27-Apr-2023	18-Apr-2023	16-Mar-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations International Report <b>Buyers Guide</b>	

We reserve the right for changes.

\*More on fairs and exhibitions at [brauwelt.com/en](http://brauwelt.com/en) and [brauwelt.com/de](http://brauwelt.com/de)



Month	Issue	Publishing date	Closing date	Copy date	Subject and topics	BRAUWELT is present at the following fairs and exhibitions*
May	18/19	04-May-2023	25-Apr-2023	23-Mar-2023	Brewing Technology: Raw materials: brewing grains; Malthouse (1)	04/10-May-2023 <b>Interpack</b> Dusseldorf, Germany <a href="http://www.interpack.de">www.interpack.de</a>
	20	19-May-2023	09-May-2023	06-Apr-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	07/10-May-2023 <b>Craft Brewers Conference &amp; Brew Expo America</b> (inkl. World Beer Cup) Nashville, USA <a href="http://www.craftbrewersconference.com">www.craftbrewersconference.com</a>
	21/22	25-May-2023	15-May-2023	13-Apr-2023	Management: Vehicle Fleet & Logistics (1); International Report <b>Buyers Guide</b>	24/25-May-2023 <b>3. VLB Intern. Craft-Brewing Conference (online)</b> <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
June	23	09-June-2023	30-May-2023	27-Apr-2023	Brewing Technology: Water (1)	04/06-June-2023 <b>ASBC Meeting</b> Pittsburgh, USA <a href="http://www.asbcnet.org">www.asbcnet.org</a>
	24/25	15-June-2023	05-June-2023	04-May-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	12/14-June-2023 <b>VLB Africa Brewing Conference</b> Doula, Cameroon <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
	26	29-June-2023	20-June-2023	19-May-2023	Brewing Technology: Raw materials: Hops International Report <b>Buyers Guide</b>	



<b>July</b>	<b>27/28</b>	06-July-2023	27-June-2023	25-May 2023	Brewing Technology: Brewhouse (2)
	<b>29</b>	20-July-2023	11-July-2023	09-June-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations
	<b>30/31</b>	27-July-2023	18-July-2023	15-June-2023	Management: Market, Marketing, Business Economics, Law (3); International Report <b>Buyers Guide</b>
<b>August</b>	<b>32</b>	10-Aug-2023	01-Aug-2023	29-June-2023	Brewing Technology: Yeast, Fermentation & Storage (2)
	<b>33</b>	17-Aug-2023	08-Aug-2023	06-July-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations
	<b>34/35</b>	24-Aug-2023	15-Aug-2023	13-July-2023	Brewing Technology: Cleaning & Disinfection (2) International Report <b>Buyers Guide</b>

We reserve the right for changes.

\*More on fairs and exhibitions at [brauwelt.com/en](http://brauwelt.com/en) and [brauwelt.com/de](http://brauwelt.com/de)







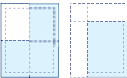

Month	Issue	Publishing date	Closing date	Copy date	Subject and topics	BRAUWELT is present at the following fairs and exhibitions*
September	36	07-Sep-2023	29-Aug-2023	27-July-2023	Management: Market, Marketing, Business Economics, Law (4)	18/20-September-2023 <b>13th Ibero-American VLB Symposium</b> Bogotá, Colombia <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
	37/38	14-Sep-2023	05-Sep-2023	03-Aug-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	39/40	28-Sep-2023	19-Sep-2023	17-Aug-2023	Brewing Technology: Energy (2) International Report <b>Buyers Guide</b>	
October	41	12-Oct-2023	04-Oct-2023	31-Aug-2023	Brewing Technology: Filtration & Stabilisation (2)	19/20-October-2023 <b>SEA Brew</b> Ho Chi Minh City, Vietnam <a href="http://www.sea-brew.com">www.sea-brew.com</a>
	42	19-Oct-2023	10-Oct-2023	07-Sep-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	43/44	26-Oct-2023	17-Oct-2023	14-Sep-2023	Brewing Technology: Water (2) International Report <b>Buyers Guide</b>	



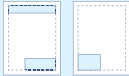

<b>November</b>	<b>45/46</b>	09-Nov-2023	31-Oct-2023	28-Sep-2023	BrauBeviale 2023: Fair issue 1	28/30-Nov-2023 <b>BrauBeviale</b> Nuremberg, Germany <a href="http://www.braubeviale.de">www.braubeviale.de</a>
<b>Fair issue BrauBeviale 2023</b>						
	<b>47</b>	23-Nov-2023	14-Nov-2023	12-Oct-2023	BrauBeviale 2023: Fair issue 2	
<b>Fair issue BrauBeviale 2023</b>						
	<b>48</b>	29-Nov-2023	21-Nov-2023	19-Oct-2023	BrauBeviale 2023: Fair issue 3 International Report <b>Buyers Guide</b>	
<b>Fair issue BrauBeviale 2023</b>						
<b>December</b>	<b>49</b>	07-Dec-2023	28-Nov-2023	26-Oct-2023	Brewing Technology: Raw materials: brewing grains; Malthouse (2)	
	<b>50</b>	14-Dec-2023	05-Dec-2023	02-Nov-2023	Beverage Technology: From Filling to Packaging, Companies, New Plants, Innovations	
	<b>51/52</b>	21-Dec-2023	12-Dec-2023	09-Nov-2023	Management: Vehicle Fleet & Logistics (2); International Report <b>Buyers Guide</b>	

We reserve the right for changes.

\*More on fairs and exhibitions at [brauwelt.com/en](http://brauwelt.com/en) and [brauwelt.com/de](http://brauwelt.com/de)

#### 1 Sizes and prices (in Euro):

Size	Type area (width x height) in mm	*Bleed (width x height) in mm	Black/white €	4 colours €
Cover 	185 x 190	210 x 207	4,572.–	6,069.–
Panoramic advert** 	-	420 x 297	8,003.–	9,500.–
Inside front cover Facing contents 	185 x 275	210 x 297	4,285.–	5,782.–
Inside back cover Back cover 1/1 page 	185 x 275	210 x 297	4,081.–	5,578.–
1/2 page 	185 x 125	210 x 148	2,429.–	3,926.–
	121 x 192	136 x 207		
	90 x 275	105 x 297		
1/3 page 	185 x 84	210 x 100	1,688.–	3,185.–
	121 x 127	136 x 148		
	58 x 275	73 x 297		

1/4 page		185 x 60	210 x 75	1,376.–	2,873.–
		121 x 96	136 x 111		
		90 x 125	105 x 148		
		43 x 275	56 x 297		
1/6 page		185 x 41	210 x 56	927.–	2,424.–
		90 x 84	105 x 100		
		58 x 127	73 x 148		
1/8 page		185 x 30	210 x 35	688.–	1,461.–
		121 x 45	-		
		90 x 60	-		
1/16 page		185 x 15		439.–	952.–
		90 x 30			
Premium position (e.g. below editorial/contents); other formats on request		Prices on request			

Qualified circulation: 2,681 copies

\*\* double page spread bleed

Type area: Printed space on a page according to the layout design.

\*Bleed: Page design where the illustrations or texts overlap the edge of the trimmed page.  
3 mm trim per side, up, down, left, right

All prices are subject to VAT as currently applicable.



### Prices for job offers

#### Job offers in the journal BRAUWELT

Ad price print mm-price/column      b/w: € 2.50  
4c: € 3.40

Chiffre charge      € 8.00

#### Online display of the advertisement (duration 4 weeks) for a print advertisement

up to 100 total mm      € 150.-  
up to 300 total mm      € 100.-  
up to 500 total mm      € 50.-  
over 500 total mm      (included)

#### Example:

Ad height print edition x number of columns = total millimetres

Type Area: 185 x 250 mm (width x height)

columns	width
1 column	43 mm
2 columns	90 mm
3 columns	138 mm
4 columns	185 mm

The height of the advertisement  
is freely selectable.

Now more reach with job offers  
in BRAUWELT

Teaserboxes

TOP-JOB

Use for your online ad our  
circuit tool at:

[jobs.brauwelt.com](https://jobs.brauwelt.com)

#### Job offers at brauwelt.com

##### Online

Single display (1 position)	duration: 4 weeks	
	Print-teaser, b/w	€ 390.-
Internship/apprenticeship	duration: 4 weeks	€ 150.-

##### Add-ons:

TOP-JOB	marking 4 weeks	€ 150.-
	one-Time inclusion in the BRAUWELT-Newsletter Layout in TOP-JOB-Box	
Online extension	4 weeks each (max. 2x possible)	€ 150.-
Additional position		€ 150.-

Online job advertisements are not discountable. All prices are subject to VAT  
as currently applicable.

### Advertising rates for Buyers Guide

#### MM-prices for advertisements:

b/w: € 8.40      4c: € 10.60      per category

Special colour on request

#### Width of advertisement:

90 mm (fix)

#### Discounts:

2 advertisements	5 %
4 advertisements	10 %
6 advertisements	15 %
8 advertisements	20 %
12 advertisements	30 %

#### Categories:

Effluent treatment, cooling brine, brewery tanks, heat exchangers and many more.

Price including standard entry in our company listings at [brauwelt.com/de/firmen](http://brauwelt.com/de/firmen)

#### Calculation of advertising rates:

height in mm x mm-price x number of categories

#### Closing date:

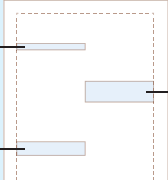
BRAUWELT dates from page 6

### Examples for Buyers Guide

Fässer / kegs



#### Example for one category and issue:

90 x 10 mm	€ 84.- b/w		90 x 30 mm
€ 106.- 4c			€ 252.- b/w
90 x 20 mm	€ 168.- b/w		€ 318.- 4c
€ 212.- 4c			

All prices are subject to VAT as currently applicable.



- 1 Sizes and prices:** see page 12 and 13
- 2 Surcharges:** (discountable)
- |                |                                         |         |
|----------------|-----------------------------------------|---------|
| <b>Colour:</b> | per standard ink from euro colour scale | € 499.- |
|                | Other colours                           | € 750.- |
- Placement:**
- Binding placement prescriptions: 10% of b/w-base price
- Formats:**
- Formats across binding: 10% of b/w-base price
- 3 Discounts:** (valid for advertisements and classified ads)
- | Frequency rate      | Volume rate   |
|---------------------|---------------|
| 3 appearances 5 %   | 2 pages 5 %   |
| 6 appearances 10 %  | 3 pages 10 %  |
| 12 appearances 15 % | 6 pages 15 %  |
| 24 appearances 20 % | 12 pages 20 % |
| 26 appearances 25 % | 24 pages 25 % |
- For repeats scheduled to appear within a 12-month period.  
Inserts and additional technical costs are not discounted.
- 4 Sections:**
- |                |             |
|----------------|-------------|
| Classified ads | see page 14 |
| Job offers     | see page 15 |
| Buyers guide   | see page 16 |
- 5 Ad special:**
- Ad specials and costs for technical processing are not discountable  
Special prices apply for increased circulation for events such as trade shows etc.
- Bound inserts:** (bound-in when binding)  
max. format: 210 x 297 mm (trimmed format)  
delivery in untrimmed format: 216 x 303 mm  
Price at delivery:  
4 pages

€ 4,250.-

**Inserts:** (Loosely inserted in the magazine)  
max. format: 210 mm x 297 mm (trimmed format)  
price at delivery up to 25 g

€ 1,695.-

**Advertorial** on request

**Supplement** prices on request

**Offprints** on request

**This and further ad specials can be found at**  
**brauwelt.com/en/service-en/media**

**Delivery address for position 5:**

Silber Druck oHG, Otto-Hahn-Straße 25, 34253 Lohfelden, Germany

**Annotation:** For BRAUWELT issue no. ...

**Required quantity for position 5:**

3,200 copies (increased circulation at trade shows and events!)

- 6 Contact:** Fachverlag Hans Carl GmbH  
Andernacher Str. 33a  
90411 Nuremberg, Germany  
Phone: +49(0)911/ 9 52 85 - 0  
Fax: +49(0)911/ 9 52 85 - 48  
Internet: brauwelt.com/de  
brauwelt.com/en  
E-mail: anzeigen@hanscarl.com

**7 Conditions and terms of payment:**

Payment is due within 14 days after receipt of invoice without deduction.

Place of payment and fulfillment is Nuremberg.

**Bank accounts:**

Postbank Nuremberg

BIC: PBNKDEFFXXX, IBAN: DE04 7601 0085 0004 1008 57

Sparkasse Nuremberg

BIC: SSKNDE77XXX, IBAN: DE44 7605 0101 0001 1160 03



- 1 Magazine format:** 210 mm width x 297 mm height (trimmed)  
216 mm width x 303 mm height (untrimmed)  
3 mm bleed per side, up, down, left, right
- Type area:** 185 mm width x 275 mm height
- Number of columns:** 4 columns, each 43 mm width  
3 columns, each 58 mm width

- 2 Printing and binding process, printing data:**  
Offset, wire stitching or adhesive binding, acceptance of digital advertisements at minimum 300 dpi.

- 3 Contact for data transmission:**  
E-mail: [anzeigen@hanscarl.com](mailto:anzeigen@hanscarl.com)

- 4 File format:**  
PDF 1.3 or PDF X 3 (4c Spot)  
Please only submit printable data:  
- all fonts used must be embedded;  
- images in CMYK colour mode (not RGB),  
halftone images require a resolution of 300 dpi;  
line art at least 600 dpi

- 5 Colour:**  
Print colours in CMYK-mode. Special colours on request.

- 6 Proof:**  
Enclose a colour consistent proof for your copies. Colour proofs from a colour copier are not contract proof-quality.
- 7 Data storage:**  
Data is being stored; it is therefore usually possible to repeat the placing of an ad, as long as there are no changes. However, no warranty is given for error-free data storage.
- 8 Guarantee:**  
The publisher does not assume liability for discrepancies in texts, images, and especially colours. We offer no guarantee when printing colour ads without contract proofs. We assume that the files given to us are copies and do not accept liability for their condition.
- 9 Contact:**  
Martina Wehfritz  
E-mail: [wehfritz@hanscarl.com](mailto:wehfritz@hanscarl.com)  
Phone: + 49(0) 911 / 95 285 - 36

#### 1 Circulation quality control:



#### 2 Circulation analysis:

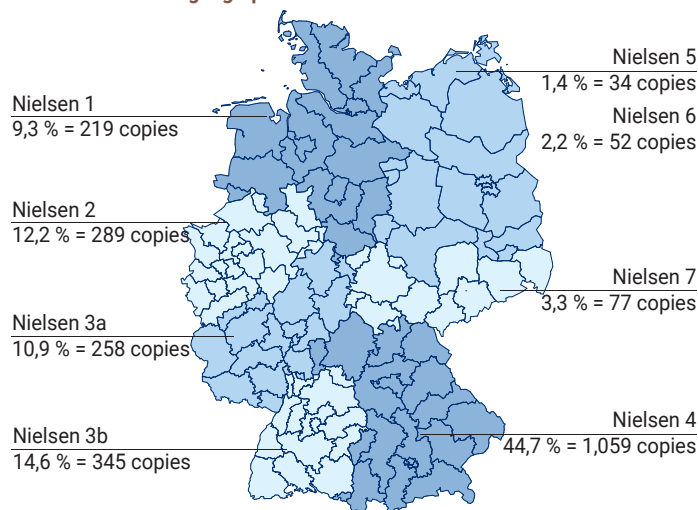
Copies per issue, annual average  
(July 1st 2021 to June 30th 2022)

<b>Press run:</b>	3,082	
<b>Qualified circulation:</b>	2,681	of which foreign: 314
of which ePaper:	62	
<b>Paid circulation:</b>	2,330	of which foreign: 286
- Subscribed circulation:	2,095	of which foreign: 280
of which ePaper:	50	
- Sales per copy:	–	
- Miscellaneous sales:	235	of which foreign: 6
of which ePaper:	10	
<b>Free copies:</b>	351	
of which ePaper:	2	
<b>Remainder, archive and specimen copies:</b>	432	

#### 3 Breakdown of geographic distribution:

Economic region	Share of qualified circulation	
	%	Copies
Federal Republic of Germany	88.3	2,367
of which fairs and events		34
Foreign circulation	11.7	314
Qualified circulation	100,0	2,681

#### 3.1 Breakdown of geographic distribution:



#### Summary of the survey method

1. Recipient structure analysis by file evaluation  
- Total survey according to IVW-EDA guidelines
  2. Population: tvA domestic 2,367 = 100 %, not included in the survey recorded 314 = 4.0 %
  3. Sample: total survey
  4. Target group of the survey: not applicable
  5. Survey period: 01.07.2021 to 30.06.2022
  6. Implementation of the survey: Fachverlag Hans Carl GmbH
- The detailed survey method can be found at [brauwelt.com/en/survey-methods](https://brauwelt.com/en/survey-methods).

#### 1.1 Lines of business/ Sectors of industry/ Professional groups and organisations

Recipient groups	Share of qualified circulation			
	Percentage	Percentage	Copies	Copies
Breweries, brewing experts	54.7		1,467	
Malting plants	2.1		56	
Soft drinks industry	4.2		112	
Wholesalers	3.7		101	
– of which beverage wholesalers		1.5		41
Retailers	1.9		52	
– of which beverage retailers		1.1		30
Publishing industries and print offices	1.2		31	
Chemical industry	1.6		44	
Engineering and metalworking industries	7.5		201	
Measurement engineering, control technology	1.7		45	
B2B economic services	6.2		167	
Universities, institutes, professional and vocational schools	4.4		118	
Associations, libraries, public administration	2.8		76	
Further lines of industry, grouped together	3.4		92	
(qualified, but single share under 0.5 %)				
Line of industry unknown	3.4		90	
Others	1.1		29	
Rounding difference	0.1			
Total circulation (annual average) (actually distributed copies)	100.0		2,681	

#### Summary of the survey method

- Method:  
Recipient structure  
analysis by file evaluation  
– Total survey according  
to IVW-EDA guidelines
- Population:  
tvA domestic 2,681 = 100 %,  
not included in the survey recorded  
0 = 0 %
- Sample: total survey
- Target group of the survey:  
not applicable
- Survey period:  
01.07.2021 to 30.06.2022
- Implementation of the survey:  
Fachverlag Hans Carl GmbH  
The detailed survey method can be  
found at  
[brauwelt.com/en/survey-methods](https://brauwelt.com/en/survey-methods).

- Size of business entity
- Activity characteristics
- Socio-demographics

- Decision-making areas or  
purchase intentions

Characteristics were not collected  
because the degree of use of the journal  
is independent of this.

#### Profile

## BRAUWELT International



### BRAUWELT International – Volume 41

#### PRINT + DIGITAL

6 Print editions + ePaper + newsletter + archive  
Germany: € 119.90 (incl. postage and VAT)  
Foreign countries: € 92.30 (+ postage and VAT)  
Frequency: 6 times/year  
Circulation: 9,683

#### DIGITAL

6 ePaper + newsletter + archive  
Germany: € 99.90 (incl. VAT.)  
Foreign countries:  
€ 93.36 (+ VAT)

The printed edition of **BRAUWELT International** contains selected professional articles written by renowned authors from the international brewing and beverage industry, the supply industry as well as research and development. The publication language is English.

In addition to the printed version, **BRAUWELT International** can also be obtained as an ePaper.

**TOPICS:** from raw materials and their processing to filling and packaging, logistics, energy, water, sustainability and the development of international markets. **BRAUWELT International** provides the suitable platform for world-wide knowledge transfer in the brewing and beverage industry.

Subscribers to BRAUWELT International receive the **BRAUWELT International News** by e-mail. The publication language is English. In addition to latest market data and information on technological developments, the **BRAUWELT International News** feature the International Report. This report is written exclusively for **BRAUWELT International** online and contains opinions and comments on world beer and beverage-related affairs.

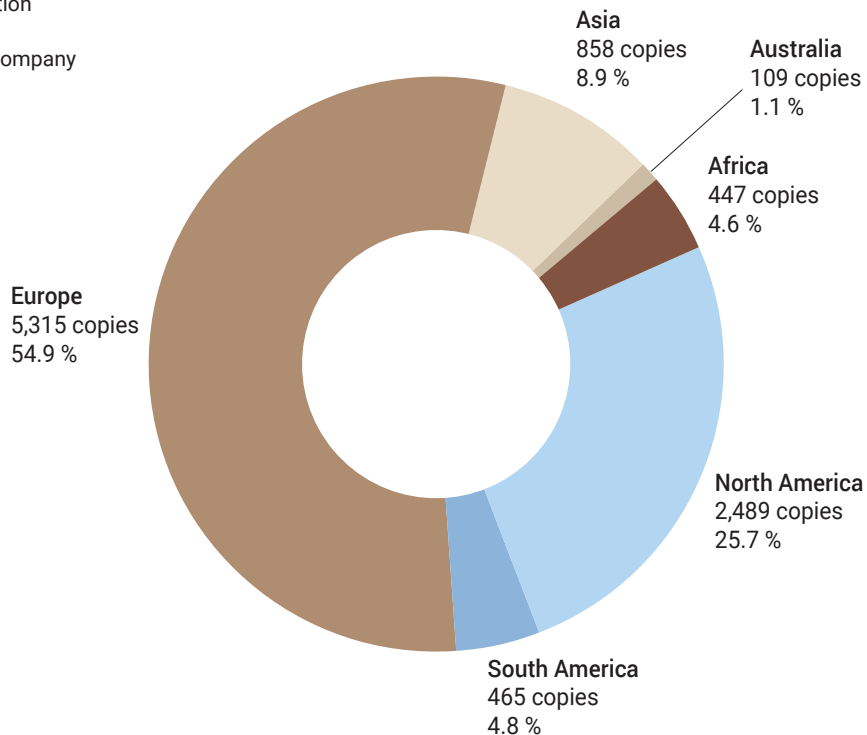
**BRAUWELT International's** target groups consist of all professionals and executives from the international brewing and beverage industry and the supply industry as well as teachers and students from the relevant teaching and training institutions.

#### Circulation

9,683 distributed copies worldwide (including paying subscribers)

BRAUWELT International recipients guarantee you:

- ➔ the right personal address
- ➔ minimum waste circulation
- ➔ knowledge of English
- ➔ leading position in the company










#### BRAUWELT International

Month	Issue	Publication date	Closing date	Copy date	Exhibitions
February	1	15-Feb-2023	18-Jan-2023	21-Nov-2022	19/20-Feb 2023 <b>Beer &amp; Food Attraction</b> Rimini, Italy <a href="http://www.beerandfoodattraction.it">www.beerandfoodattraction.it</a>
April	2	19-Apr-2023	22-Mar-2023	06-Feb-2023	02/06-Apr 2023 <b>15<sup>th</sup> Trends in Brewing</b> Ghent, Belgium <a href="http://www.trendsinbrewing.org">www.trendsinbrewing.org</a>
June	3	14-June-2023	17-May-2023	03-Apr-2023	06/08-Apr-2023 <b>Kibex 2023</b> Seoul, South Korea <a href="http://www.beerexpo.kr">www.beerexpo.kr</a>
August	4	16-Aug-2023	19-July-2023	05-Jun-2023	07/10-May 2023 <b>Craft Brewers Conference &amp; Brew Expo America</b> (inkl. World Beer Cup) Nashville, USA <a href="http://www.craftbrewersconference.com/">www.craftbrewersconference.com/</a>
October	5	18-Oct-2023	20-Sep-2023	31-Jul-2023	12/14-Jun 2023 <b>VLB Africa Brewing Conference</b> Doula, Cameroon <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
December	6	13-Dec-2023	15-Nov-2023	09-Oct-2023	18/20-Sept 2023 <b>13<sup>th</sup> Ibero-American VLB Symposium</b> Bogotá, Colombia <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
					19/20-Oct 2023 <b>SEA Brew</b> Ho Chi Minh City, Vietnam <a href="http://www.sea-brew.com">www.sea-brew.com</a>
					28/30-Nov 2023 <b>BrauBeviale</b> Nuremberg, Germany <a href="http://www.braubeviale.de">www.braubeviale.de</a>




We reserve the right for changes.

#### Price list

from 1-Jan-2023

Size	Type area (width x height) in mm	*Bleed (width x height) in mm	Black/white €	4 colours €
Cover 	185 x 190	210 x 207	4,503.–	6,000.–
Panoramic advert ** 	-	420 x 297	7,979.–	9,476.–
Inside front cover Facing contents 	185 x 275	210 x 297	4,271.–	5,768.–
Inside back cover Back cover 1/1 page 	185 x 275	210 x 297	4,070.–	5,567.–
1/2 page 	185 x 125	210 x 148	2,413.–	3,910.–
	121 x 192	136 x 207		
	90 x 275	105 x 297		
1/3 page 	185 x 84	210 x 100	1,675.–	3,172.–
	121 x 127	136 x 148		
	58 x 275	73 x 297		
1/4 page 	185 x 60	210 x 75	1,365.–	2,862.–
	121 x 96	136 x 111		
	90 x 125	105 x 148		
	43 x 275	56 x 297		



1/6 page		185 x 41	210 x 56	942.–	2,439.–
		90 x 84	105 x 100		
		58 x 127	73 x 148		
1/8 page		185 x 30	210 x 35	698.–	1,471.–
		121 x 45	-		
		90 x 60	-		
1/16 page		185 x 15	-	489.–	1,002.–
		90 x 30	-		
Premium position (e.g. below editorial/contents); Other formats on requets		Sizes and prices on request			

\*\* double page spread bleed

#### Colour charges: (Valid for advertisements)

per standard colour from Euroscale € 499.-  
Other colours € 750.-

#### Discounts:

(valid for advertisements and classified ads)

Frequency rate	Volume rate
3 appearances 5 %	2 pages 5 %
5 appearances 10 %	3 pages 10 %
7 appearances 15 %	4 pages 15 %
9 appearances 20 %	5 pages 20 %
12 appearances 25 %	6 pages 25 %

For repeats scheduled to appear within  
a 12-month period.

Package rate for BRAUWELT International and  
En Español insertions in sum.

#### Inserts:

Loose inserts, max. format: 210 x 297 mm  
Prices when delivered for inserts with total weight  
up to 25 g € 3,126.–

#### Bound asserts: (bound-in when binding)

4 pages € 9,054.– (incl. printing costs)  
further prices on request

#### Delivery address: for inserts and bound asserts:

Fachverlag Hans Carl GmbH  
Andernacher Straße 33a  
90411 Nuremberg, Germany

#### Delivery note: For BRAUWELT International no.

#### Required quantity:

9,800 copies

**Type area:** Printed space on a page according  
the layout design.

**\*Bleed:** Page design where the illustrations or  
texts overlap the edge of the trimmed page.  
(3 mm trim per side, up, down, left, right)

All prices are subject to VAT as currently applicable.

### Price list

from 1-Jan-2023

#### Advertising rates for classified advertisements

##### MM-prices/column for advertisements:

**b/w:** € 2.20      **4c:** € 3.10      valid for all categories

Special colour on request

##### Chiffre charge:

€ 8.00

##### Discounts:

3 appearances	5 %
5 appearances	10 %
7 appearances	15 %
9 appearances	20 %
12 appearances	25 %

##### Calculation of advertising rates:

Number of columns x height in mm x mm-price

##### Example:

b/w advertisement 50 mm high, 2 columns wide  
2 columns x 50 mm x € 2.20 = € 220.–

#### Advertising rates for Buyers Guide

##### MM-prices for b/w advertisements:

**b/w:** € 7.00      **4c:** € 9.20      per category

Special colour on request

##### Width of advertisement:

90 mm

##### Discounts:

3 appearances	5 %
4 appearances	10 %
6 appearances	15 %
8 appearances	20 %
12 appearances	30 %

##### Calculation of advertising rates:

height in mm x mm-price x number of categories

##### Example:

b/w-advertisement 30 mm high, 1 category  
1 category x 30 mm x € 7.00 = € 210.–

### Profile and Dates

es.brauwelt.com  
epub.brauwelt.com

ePaper



## BRAUWELT En Español



**BRAUWELT En Español** is the technical and technological trade magazine for brewing industry professionals and executives throughout Spain and Latin America.

**BRAUWELT En Español** is published as an e-paper and contains selected reports and specialist articles by well-known authors from the international brewing and beverage industry, the supplier industry as well as research and development for the Spanish and Latin American brewing and beverage market. The publication language is Spanish. It covers all fields of knowledge from the international beverage industry: from raw materials and their processing to beer and beverage production, bottling and packaging, logistics, energy, water and sustainability, to tapping into international markets. **BRAUWELT En Español** is thus the knowledge-exchange platform within the Spanish-speaking brewing and beverage industry.

Readers of **BRAUWELT En Español** will be informed about the new issue and its contents via a free newsletter.

The target group of **BRAUWELT En Español** includes all professionals and executives in the international brewing and beverage industry and the supply industry, as well as teachers and students of the corresponding teaching institutions and educational establishments.

**Main topics:** Raw materials, malting, brewery, fermentation/aging, filtration/stabilization, filling and packaging, logistics, energy, water/wastewater, cleaning/disinfection, hygienic design, energy and environment.








Issue	Publishing date	Closing date	Editorial deadline	Fairs and exhibitions
1	28-Feb-2023	02-Feb-2023	09-Dec-2022	18/20-September-2023 13 <sup>th</sup> Ibero-American VLB Symposium Bogotá, Colombia <a href="http://www.vlb-berlin.org">www.vlb-berlin.org</a>
2	23-May-2023	27-Apr-2023	03-Mar-2023	
3	29-Aug-2023	03-Aug-2023	09-June-2023	
4	07-Nov-2023	12-Oct-2023	18-Aug-2023	28/30-Nov-2023 BrauBeviale Nuremberg, Germany <a href="http://www.braubeviale.de">www.braubeviale.de</a>

### Price list

from 1-Jan-2023

ePaper



Size		Type area (width x height) in mm	*Bleed (width x height) in mm	4-colours €
Cover		-	210 x 207	4,870.-
Inside front cover Facing contents		-	210 x 297	4,654.-
Inside back cover Back cover 1/1 page		-	210 x 297	4,468.-
1/2 page		185 x 125	210 x 148	2,955.-
		-	136 x 207	
		90 x 275	105 x 297	
1/3 page		-	210 x 100	2,283.-
		-	73 x 297	
1/4 page		185 x 60	210 x 75	1,993.-
		-	136 x 111	
		90 x 125	105 x 148	
		43 x 275	-	
1/8 page		185 x 30	210 x 35	1,011.-
		90 x 60	-	
Premium position (e. g. below editorial/contents); Other formats on request		Prices on request		

#### Discounts (valid for advertisements)

Frequency rate	Volume rate
3 appearances: 5 %	2 pages: 5 %
5 appearances: 10 %	3 pages: 10 %
7 appearances: 15 %	4 pages: 15 %
9 appearances: 20 %	5 pages: 20 %
12 appearances: 25 %	6 pages: 25 %

Also valid in combination with  
BRAUWELT International, En Español and Chinese.

#### Upgrading your ad in the ePaper

Gallery € 150.-

Video € 250.-

YouTube integration also possible

Links to € 100.-

Social Media,  
product catalogs,  
websites and e-mail address

#### Type area

Space according to the layout design.

#### \*Bleed

Page design where the illustrations or texts overlap  
the edge of the trimmed page.

3 mm trim per side (up, down, left, right)

All prices are subject to VAT as currently applicable.

**A. General regulations****§ 1 Scope**

- (1) All deliveries and services of Fachverlag Hans Carl GmbH, Andernacher Str. 33a, 90411 Nuremberg (hereinafter referred to as "Supplier") to its customers shall be provided exclusively on the basis of the following General Terms and Conditions in the version applicable at the time of ordering. Unless expressly agreed in writing, any deviating terms and conditions shall not apply. Purchases and subscriptions via the Supplier's online store Carlibri shall be excluded from this. The online store's terms and conditions of sale shall apply in this regard.
- (2) Only entrepreneurs can be customers in the sense of these terms and conditions (hereinafter "Customer"). Within these Terms and Conditions, these are natural or legal persons or partnerships having legal capacity, which, in concluding the contract with the Supplier, exercise their commercial or independent professional activity.
- (3) Any offers made by the Supplier are always subject to change and non-binding unless they are marked as binding offers.
- (4) It is agreed in accordance with Section 312 i para. 2 sentence 2 BGB (German Civil Code) that the Customer waives the obligation to provide information in electronic business transactions in accordance with Section 312 i para. 1 nos. 1 - 3 BGB.

**§ 2 Remuneration**

- (1) The remuneration specified in the offer shall be due for the Supplier's performance. If no remuneration is stated in the offer, the Supplier's price lists shall apply.
- (2) All prices and agreements are in euros and do not include the statutory value-added tax valid at the time the service is provided.
- (3) Unless expressly agreed otherwise, the Customer undertakes to pay the agreed remuneration within 10 working days from the date of invoicing to the account specified by the Supplier.

**§ 3 Term and termination**

- (1) The term of the respective services is specified in the offer. The contract term is identical to the term of publications.
- (2) If a term is specified in the offer, the contract shall be extended by the term after the expiry of the term, respectively, unless the contract is terminated with 1 month's notice to the end of the term.
- (3) If no term is specified in the offer, the contract shall run for an indefinite period and may be terminated by the parties with one month's notice.
- (4) Notice of termination must be submitted in text form.
- (5) This shall not affect the right to extraordinary termination.

**§ 4 Force majeure**

- (1) The Supplier shall be released from the obligation to perform under this contract if and to the extent that the non-performance of services is due to the occurrence of circumstances of force majeure after the conclusion of the contract.
- (2) For example, circumstances of force majeure include war, strikes, riots, expropriations, cardinal legal changes, storms, floods, pandemics and other natural disasters as well as other circumstances for which the Supplier is not responsible. In particular, water ingress, power failures and interruptions or destruction of data-carrying lines or infrastructure.
- (3) If such an event occurs, the affected party shall notify the other party in writing without delay.

**§ 5 Warranty**

In principle, the Supplier provides its services on the basis of a service contract. If services under a contract for work and services are nevertheless agreed upon, the warranty shall be governed by the following provisions:

- (1) The Supplier warrants that the work products provided by the Supplier under the contract are free from third-party intellectual property rights and that, to the Supplier's knowledge, no other rights exist that restrict or preclude their use under the contract. The Supplier indemnifies the Customer against all possible third-party claims in this respect.
- (2) If the contractual use is impaired by third-party property rights, the Customer shall notify the Supplier immediately upon becoming aware thereof. In this case, the Supplier shall have the right, to an extent that is reasonable for the Customer and in consultation with the Customer, to either modify the contractual services in such a way that they fall outside the scope of protection but nevertheless comply with the contractual provisions, or to obtain the authority that they can be used without restriction and additional costs for the Customer in accordance with the contract.

- (3) The Supplier does not guarantee that the created work products will retain their contractually agreed suitability in the event of general changes in technology (e.g. browsers, server technology, plug-ins operating systems, W3C standards, online access, etc.) even under the changed circumstances. There is no entitlement to subsequent adjustment.
- (4) Insofar as is possible and reasonable for the Customer with regard to the effects of the defect, the Supplier may provide the Customer with an interim solution to circumvent the defect (workaround) until the defect is definitively remedied.
- (5) The warranty claim shall lapse insofar as the Customer modifies work products itself or has them modified by third parties without the Supplier's consent unless the Customer proves that the defects still in question were not caused by the modifications made by itself or the third party or by the failure to maintain/update the work products. The Customer's right of self-remedy (Section 536a para. 2 BGB) is excluded.
- (6) The warranty period is 1 year and begins with the acceptance of the work results. Longer statutory limitation periods for liability and warranty claims shall remain unaffected.

**§ 6 Acceptance**

In principle, the Supplier provides its services on the basis of a service contract. If services under a contract for work and services are nevertheless agreed upon, acceptance shall be governed by the following provisions:

- (1) The Supplier shall make the completed performance available to the Customer. If the performance is made available via the Supplier's systems, the Supplier shall notify the Customer of the availability of the performance by e-mail.
- (2) The Customer shall inspect the performance immediately after it has been made available and shall give notice of any defects at the latest within 1 week of being notified of the provision. After this time, or if the Customer uses the results, the performance shall be considered approved.

**§ 7 Liability**

- (1) In case of intent or gross negligence, the Supplier is liable without limitation for all damages caused by it as well as its legal representatives or vicarious agents.
- (2) In all other respects, the Supplier shall only be liable if it has breached a material contractual obligation (cardinal obligation). In such cases, liability shall be limited to compensation for the foreseeable damage typical for the contract.
- (3) The above limitations of liability do not apply to injury to life, limb or health. In these cases, the Supplier is liable without limitation.
- (4) Liability in accordance with the provisions of the Product Liability Act (ProdHaftG) shall remain unaffected.

**§ 8 Applicable law/place of jurisdiction**

These terms and conditions shall be governed by German law to the exclusion of the UN Convention on Contracts for the International Sale of Goods. The exclusive place of jurisdiction for disputes arising from this contract shall be Nuremberg.

**§ 9 Obligations of the Customer**

- (1) The Customer shall provide the Supplier with the content to be published by the Supplier in a timely manner. The Customer shall ensure that the content it supplies complies with the technical requirements specified under "Technical Details", is of sufficient quality and resolution and does not infringe any third-party property rights.
- (2) The Customer is responsible for ensuring that the respective content does not violate laws, third-party rights or common decency. It also assures that the ads do not contain deliberately false information. The aforementioned obligations are essential contractual obligations. The Supplier is entitled not to publish content that violates the aforementioned conditions.
- (3) If content by the Customer violates legal requirements, infringes the copyrights or other rights of third parties or constitutes a violation of competition law, the Customer shall indemnify the Supplier against all claims upon first request. In this case, the Customer shall also assume the costs of a legal defence against any claims by third parties, including the Supplier's necessary legal fees.
- (4) If the content is not published due to a violation of § 9 para. (1) or para. (2) or not published in time, the Customer's payment obligation remains unaffected.
- (5) The Customer undertakes to ensure that the transmitted data is free of harmful code, such as viruses and trojans, by using state-of-the-art protection programs.

**§ 10 Rights of use**

- (1) The Customer grants the Supplier a simple, non-exclusive, non-transferable, worldwide right of use to the content made available, limited in time to the term of the contract and limited in content to the purpose of the contract.
- (2) The aforementioned granting of rights also includes the right to store, reproduce, publish, digitize as well as process the content, insofar as is necessary to execute the contract.
- (3) The Supplier shall be entitled, at its own discretion, to mark the content of the Customer – which is not clearly recognizable as third-party content due to its design – clearly and separately from other content with "ADVERTISEMENT" or "ADVERTISING".

**§ 11 Miscellaneous**

- (1) No verbal collateral agreements have been made. Amendments, supplements and additions to this contract shall only be valid if agreed between the parties in text form. This shall also apply to the amendment of this contractual provision.
- (2) Should any provision of this contract be or become invalid, this shall not affect the validity of the remainder of the contract. The parties are obliged to replace the invalid provision with a valid provision that comes as close as possible to the economic purpose of the invalid provision. The same shall apply in the event of an omission in the contract.

**B. Special provisions for the publication of company entries and job advertisements****§ 1 Subject of performance**

- (1) The Supplier enables the Customer to place job advertisements and publish company listings on the brauwelt.com website. The specific scope of services is set out in the respective offer.
- (2) The Supplier does not assume any brokerage of employment contracts and does not itself become a party to any employment contracts. It merely provides the technical means to draw attention to vacancies. Accordingly, the Supplier shall only owe the provision of the service booked, respectively, and shall in no case owe successful application.

**§ 2 No exclusion from competition**

- (1) The Supplier makes its services available to a large number of customers. Accordingly, it is not generally possible to exclude competitors of the Customer.

**§ 3 Box number advertisements**

- (1) The Supplier enables companies to post jobs anonymously. In this case, the job advertisement is published with a box number ("box number advertisement"). If the placement of a box number advertisement has been agreed upon, the Supplier shall publish the job advertisement and forward messages or applications received by the Supplier stating the box number to the Customer.

**C. Special provisions for the publication of advertising material****§ 1 Subject of performance**

- (1) The Supplier enables the Customer to publish advertising materials. This includes, among other things, the placement of advertising banners on the Supplier's platforms as well as the publication of videos and podcasts on the Supplier's platforms and the insertion of advertising materials in publications both digitally and as print inserts.
- (2) The specific scope of services, in particular, the date or the period of the advertising placement as well as the placement is set out in the respective offer.

**§ 2 Obligations of the Customer**

- (1) The Customer shall make the content available to the Supplier in good time before the planned publication. Unless otherwise specified in the offer and unless the circumstances of the booked service indicate otherwise, the content must generally be made available no later than 5 working days before the planned publication date.
- (2) Orders for advertisements and third-party inserts that are to be published exclusively in certain numbers, certain issues or in certain places in the publication must be received by the publisher in good time so that the Customer can be informed before the advertising deadline if the order cannot be executed in this manner, e.g. because the technical requirements have not been met.
- (3) Selecting the advertising banner and choosing the placement is the Customer's responsibility. The Supplier does not contact to what extent the advertising banner provided by the Customer as well as its placement is suitable for the advertising purpose intended by the Customer and meets its needs.

**§ 3 Content verification by the Customer**

The Customer shall immediately examine the published content for correctness of placement after its initial placement and notify the Supplier of any errors within three business days. After this period, the content is considered accepted.

**§ 4 Circulation reduction**

The publication of advertising supplements in the Supplier's publications may result in a reduction of the originally planned circulation. However, this only gives rise to a right to reduction if the expressly agreed average circulation is undercut. A reduction in circulation is only a defect entitling the customer to a price reduction if it amounts to at least 20%. In addition, claims for price reductions are excluded for contracts if the publisher has informed the Customer of the reduction in circulation in sufficient time for the Customer to be able to withdraw from the contract before the publication of the advertisement.

**D. Special provisions for the creation of advertising content****§ 1 Subject of performance**

- (1) The Supplier creates content for the publication of advertising media according to the Customer's specifications.
- (2) For posting the created content on the Internet or other publication, the regulations under section C. of these GTC apply.

**§ 2 Conceptual design**

- (1) For the creation of the content, the Supplier shall first develop a concept for the design ("Concept") and implement the services based on the concept.
- (2) Once the Supplier has created a Concept, the Customer will accept the concept by a declaration in text form.

**§ 3 Cooperation obligations of the Customer**

- (1) The Customer shall provide the Supplier with the content to be included in the created advertising media in a timely manner.
- (2) The Customer shall ensure that the content it supplies complies with the technical requirements, is of sufficient quality and resolution and does not infringe any third-party property rights.
- (3) The Customer is obligated to reasonably cooperate in developing and producing the content. Insofar as test runs or acceptance tests, presentations or other meetings become necessary or appropriate, the Customer agrees to assign competent employees to participate in the same who are authorized to make all necessary or appropriate decisions.
- (4) If the Supplier provides the Customer with proposals, drafts, test versions or similar, the Customer shall carry out a quick and careful examination within the scope of what is reasonable. The Customer shall notify the Supplier of any issues or requests for changes without delay.

**E. Special provision for the publication of lead generation content**

Privacy provision lead sharing, consent

**§ 1 Subject of performance**

- (1) The Supplier publishes content, such as white papers, from the Customer for lead generation. For this purpose, the content is offered as a free download on the Supplier's platforms. Before downloading, the end user's consent is obtained for the data to be passed on to the Customer and its contact for advertising purposes.

**§ 2 Consent**

- (1) The Supplier obtains the following consent before downloads: "Yes, I agree that my personal information may be shared with the publisher of the white paper (see above under 'Provided by') and that they may contact me by email, post and/or phone with further information. Consent is a requirement to be able to download the whitepaper."
- (2) The Customer is responsible for ensuring that the aforementioned declaration of consent is sufficient for the intended use of the data.
- (3) The Supplier will design the platform in such a way that a download is technically not possible if consent has not been given in advance.

**§ 3 Use of the data**

The Customer shall use the user data exclusively for the originally intended purpose of contact for advertising purposes. Passing the data on or using it in any other way is not permitted. The Customer shall be liable for ensuring that the use of the user data complies with the requirements of data protection law and is fully liable for any processing of the data in violation of data protection law.



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