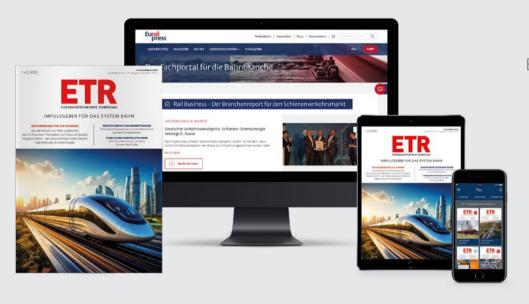




2026



EISENBAHNTECHNISCHE RUNDSCHAU

Inspiration for the railway system





Your partner in the Publishing House Content



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www.eurailpress.de/etr

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DVV Media Group GmbH, Hamburg Postal Address: P.O. Box 10 16 09, D-20010 Hamburg Company Address: Heidenkampsweg 75, D-20097 Hamburg Telephone: +49 40 237 14-03

Editorial/Publishing Company 2026

EISENBAHNTECHNISCHE RUNDSCH.

effective from 01.01.2026

1 Editorial profile:

The German-language Eisenbahntechnische Rundschau (ETR) sees itself as an inspiration for the railway system and has stood for more than 70 years for high technical and content-related quality and sustained value for its readers. The ETR uses contemporary media forms and formats in a modern reader-friendly look, is mainly addressed to technically orientated managers and decision makers at railway companies, in the railway industry and construction as well as in consulting, science and research. The **portfolio of ETR** includes: The German edition is published ten times p. a. with regular published supplements ETR Austria and ETR Swiss.

In addition, special editions for relevant international markets and countries are published: such as **ETR-International Edition** as well as editions for companies from the rail industry and special topics.

2 Cooperation:

VDI-Gesellschaft Fahrzeug- und Verkehrstechnik (VDI-FVT), Deutsches Verkehrsforum, Eisenbahn-Bundesamt, Österreichische Forschungsgesellschaft Straße · Schiene · Verkehr (FSV)

3 Editor-in-Chief ETR:

Dipl.-Volkswirtin **Ursula Hahn** Phone: +49 6203 6619-620 E-Mail: ursula.hahn@dvvmedia.com

4 Advertising Department:

Silke Härtel (Advertisement Director) Telephone: +49 40 237 14-227 E-Mail: silke.haertel@dvvmedia.com

Tim Feindt (Advertisement Sales) Telephone: +49 40 237 14-220 F-Mail: tim feindt@dvvmedia.com

- 5 Volume/ Frequency: 75th volume 2026 monthly (2 double issues, Jan/Feb, July/Aug)
- 6 Publishing House: DVV Media Group GmbH, Hamburg Postal Address: Postfach 10 16 09, D-20010 Hamburg Company Address: Heidenkampsweg 75, D-20097 Hamburg Telephone: +49 40 237 14-100
- 7 Publishing/Editorial Schedule: see page 8 10
- 8 Subscription Rate: € 423 (incl. postage)

ISSN: 0013-2845

Advertisement rate No. 62

effective from 01 01 2026

Main topics: Train traffic & operations

Vehicles & components Signalling & Infrastructure & components communication technology



Magazine format: 210 mm width, 297 mm height, DIN A 4

Page size: 182 mm width, 265 mm height

Column number: 3 columns, column width: 56.667 mm

Printing and binding, reprographics data: Offset printing, adhesive binding. Data transfer formats: print-optimized PDF with at least 300 dpi resolution.

Publication schedules:

Publication: monthly, 10 issues (2 double issues)

Publisher:

DVV Media Group GmbH

Postal Address: Heidenkampsweg 75, D-20097 Hamburg

Post address: P.O. Box 101609, D-20010 Hamburg

Advertisement department:

Telephone: +49 40 237 14-220

Conditions of Payment: Payment due immediately on receipt of invoice, not without deductions. VAT ID number: DE 118619873

Bank:

Deutsche Bank AG Account No. 0201 426 (sorting code 200 700 00) IBAN DE 83 2007 0000 0020 1426 00 BIC (Swift) DEUTDEHH

Sizes for bleed advertisements:*

* plus 3mm bleed on each side

Format	size (+ 3 mm on each side)	total
1/1 page	210 x 297 mm	216 x 303 mm
1/2 page width	210 x 148 mm	216 x 154 mm
1/2 page height	102 x 297 mm	108 x 303 mm
1/3 page width	210 x 99 mm	216 x 105 mm
1/3 page height	72 x 297 mm	78 x 303 mm
1/4 page width	210 x 75 mm	216 x 81 mm
1/4 page height	102 x 148 mm	113 x 154 mm

Surcharges:

Advertisement across binding	10 % surcharges b/w
Bleed Advertisement	10 % surcharges b/w

Price, single column (58 mm): € 4.86

Advertising Ratecard No. 62

effective from 01 01 2026

Main topics: Train traffic & operations

Vehicles & components Signalling & Infrastructure & components communication technology



10 Advertising sizes and rates: (width x height mm)

216 x 181 mm front cover incl. bleed only 4c € 5,500.00

182 x 265 mm 1/1 page basic price b/w € 3,820.00

182 x 190 mm 3/4 page width basic price b/w € 2,880.00

132 x 265 mm 3/4 page height basic price b/w € 2,880.00

182 x 175 mm 2/3 page width basic price b/w € 2,590.00

120 x 265 mm 2/3 page height basic price b/w € 2,590.00

182 x 130 mm 1/2 page width basic price b/w € 1,950.00

89 x 265 mm 1/2 page height basic price b/w € 1,950.00

182 x 85 mm 1/3 page width basic price b/w € 1,330.00

58 x 265 mm 1/3 page height basic price b/w € 1,330.00

182 x 64 mm 1/4 page width basic price b/w € 990.00

89 x 130 mm 1/4 page height basic price b/w € 990.00

182 x 32 mm 1/8 page width basic price b/w € 520.00

89 x 64 mm 1/8 page height basic price b/w € 520.00

11 Surcharges for special positions:

10 % surcharge on basic price 2., 3. and 4. cover page and specified position

12 Colour surcharges:

per additional colour (Euro	pean Scale)	€ 330.00
4 colours in total		€ 990.00
per special colour (HKS/Pa	ntone)	€ 450.00

13 Discounts: for bookings within a 12 months calendar year

Frequency discount insertions	%
2 x	3
4 x	5
6 x	10
from 8 x	15

Volume discount pages	
2	5
4	10
6	15
from 8	20

Discount does not apply to colour surcharges, insertion bleed and other additional technical charges. The General terms of business online www.eurailpress.com



effective from 01.01.2026



Special Advertisements stand out from the other adverts while simultaneously enhancing awareness and thus achieving positive effects.

1 Bound inserts: *

2 pages	4 pages	6 pages	8 pages
€ 3,820.00	€ 5,730.00	€ 6,685.00	€ 7,680.00

For discounts see volume discount list. One page = one advertisement page.

Please deliver bound insertions in unbled format of 216 mm width and 303 mm height (four pages and more should be folded). If the insertion overlaps from the pages of the magazine on two corners, the German post office will levy an additional postal charge. Number of insertions given on application.

2 Loose inserts: * size 205 x 290 mm Up to 25 g. p. € 390.00 plus handlingscost, number of inserts given on application. Electronical inserts only in combination with print bookings, additional costs € 398.00





- 3 Banderole: * full colour, Euro 4,200.00 (total circulation)
- 4 Delivery address for bound inserts, loose inserts and banderole:

A & O GmbH, Elisabeth-Selbert-Straße 5, D-63110 Rodgau-Dudenhofen (mark consignment: for "ETR" – No. .../26)

5 Partner of railway

Present your company with an extended advertorial on 4 pages in exclusive placement on the first pages of an issue.

4/1 pages, 4c = Euro **8,500.00**

More information on request.

Are you bubbling over ideas?
Contact us – We are open to your creativity and new ideas!

* For further details and technical data please contact publishing house.

Advertorial - Your content

effective from 01.01, 2026



1 In brief:

With Advertorials we offer you successful advert solutions, in which you can publish your content including images and text elements in the editorial environment of ETR - EISENBAHNTECHNISCHE RUNDSCHAU. Advertorials are particularly suitable for communicating products and services that require comprehensive, extensive information and for storytelling.

2 Technical information:

Text in unformatted Word Doc. (graphic elements such as infographics are also possible)

3 Logo requirements:

Print material format: PDF (PDF version at least 1.3), EPS or TIF files, Transmission by e-mail Image resolution: at least 300 dpi Colour mode: CMYK

4 Price per Advertorial:

- 1/1 page, 4c = 4,260.00
- 2/1 page, 4c = € 7,970.00

5 Text requirements:

Advertorial 1/1 page:

- Headline: max. 50 characters*
- Lead-in: max. 200 characters*
- Body text: max. 3.000 characters*
- Infobox: max. 225 characters*
- Image caption: max. 85 characters*

Advertorial 2/1 page:

- Headline: max. 50 characters*
- Lead-in: max. 200 characters*
- Body text: max. 6.000 characters*
- Infobox: max. 225 characters*
- Image caption: max. 85 characters*





Your advertorial could look like this (Example - Subject to alterations)

^{*}incl. spaces



Topics 2026 (subject to alteration) issues 1 – 12

effective from 01.01.2026 / PD = publication date, AC = advertising copy deadline, PM = printing material deadline, AD = advertorial deadline

Issue	Deadline	Topics	Trade shows / exhibition with extra distribution *subject to change
Issue 1+2/2026	PD: 13. 02. 2026 AC: 15. 01. 2026 PM: 19. 01. 2026	Vehicle Technology: Digital Services, Predictive Maintenance, Wheelset Bearings, Bogies Measurement Technology: Monitoring / Diagnostics Education and Training Routing	22nd International Rail Vehicle Conference – Wheel/Rail, 4–6 March 2026, Dresden 9th Symposium on Railway Bridges and Structural Civil Engineering, 5–6 March 2026, Munich IT Trans, 3–5 March 2026, Karlsruhe
Issue 3/2026	PD: 13. 03. 2026 AC: 12. 02. 2026 PM: 17. 02. 2026	Rail Hubs: Turntables for regional, long-distance and freight transport Stations: Design, structures, accessibility Military Mobility Analysis of natural hazard-related disruptions in rail transport Testing of components and vehicles With ETR-Austria 1/2026	28th Annual Conference of Railway Experts, 17–18 March 2026, Berlin 67th Track Engineering Conference, 17 March 2026, Darmstadt VDEI Congress on BIM in Infrastructure, Transport & Energy, 29–31 March 2026, Dresden
Issue 4/2026	PD: 14 04. 2026 AC: 12. 03. 2026 PM:17. 03. 2026	Operations and Timetabling: Stable and construction-compatible Climate-neutral Construction Turnouts and Rail Systems Bridge Construction and Rehabilitation Freight Transport Technology With ETR-Swiss 1/2026	Seminar on Geodetic and Geotechnical Monito- ring, 23–24 April 2026, Fulda 9th Eurailpress Forum on Alternative Drives in Regional Passenger Transport, 5 May 2026, Hamburg
Issue 5/2026	PD: 15 05. 2026 AC: 14. 04. 2026 PM: 17. 04. 2026	Construction Engineering: From initial planning to long-term maintenance Track Renewal Using Heavy-Duty Machinery Energy and Resource Efficiency in Rail Infrastructure Noise Mitigation and Environmental Protection Non-Catenary (Independent) Traction Technologies Locomotive Procurement and Leasing Strategies With ETR Science	
Issue 6/2026	PD: 09. 06. 2026 AC: 07. 05. 2026 PM: 13. 05. 2026	"NRW" Regional Transport in the Greater Cologne Area Corridor Rehabilitation in North Rhine-Westphalia Maintenance Vehicles Autonomous Driving Driver Assistance Systems, Robotics and Al Combined Transport and Transshipment Technology With ETR-Austria 2/2026	VDV Annual Conference, 9–11 June 2026, Karlsruhe 16th German Public Transport Day, 23–25 June 2026, Koblenz

Issue 7+8/2026	PD: 13.08.2026 AC: 14.07.2026 PM: 17.07.2026	zaropean nan minastractare i rojects	
lssue 9/2026	PD: 12. 09. 2026 AC: 13. 08. 2026 PM: 19. 08. 2026	Official Trade Fair Edition with Extensive Exhibitor Preview Products and Services for Railways: New Developments and Trends Digital / Sustainable / Safe Planning, Construction, Monitoring, and Maintenance of Infrastructure and Components Vehicles and Components: Concepts and Developments for Complete Vehicles and All Subassemblies IT, Control and Signalling Technology Railway Location Saxony With ETR-Austria 3/2026	InnoTrans 2026, 22–25 September 2026, Berlin
Issue 10/2026	PD: 15. 10. 2026 AC: 11. 09. 2026 PM: 16. 09. 2026	Digitalization and Automation Electrification Track Infrastructure / Signalling Technology Interaction of Wheel and Rail Rail Technology in Operation in India Service and Logistics for Railways With ETR-Swiss 2/2026	
Issue 11/2026	PD: 12.11.2026 AC: 13.10.2026 PM: 16.10.2026	major nenovation	26th International SIGNAL+DRAHT Congress, 11–13 November 2026, Fulda VDEI National Congress, 20–22 November 2026, Hannover
Issue 12/2026	PD: 12.12.2026 AC: 12.11.2026 PM: 17.11.2026	InnoTrans Review Accessibility and Passenger Exchange Time Clock-Face Timetables Structural Civil Engineering Sensor Technology Night Trains Featuring ETR-Austria 4/2025	



ETR special issues / dates and topics 2026

6effective from 01.01.2026 / PD = publication date, AC = advertising copy deadline, PM = printing material deadline, AD = Advertorial deadline

Issue	Deadline	Topics	Trade shows / exhibition with extra distribution *subject to change
ETR Spezial 2026		ETR International (English Edition) for InnoTrans 2026 Products and Services for Global Railway Markets	InnoTrans 2026, 22.09. – 25.09.2026, Berlin

Analysis of circulation and contents

effective from 01.01.2026



1 Circulation: controlled circulation

2 Analysis of average: I. quarter 2025 - III. quarter 2025

Total number of copies:	4.810
therefrom printed: therefrom digital:	3.031 1.779
Circulation by id Circulation: Paid circulation: Single subscription: Digital licences:	4.306 1.559 592 967
Industry mailing / Promotional copies	2.507
Remaining copies, Voucher copies:	240
Foreign share	1.045

3 Geographical Analysis of Distribution:

Area		Part of total	Circulation
	Germany	75.7 %	3,261 copies
	Foreign Countries	24.3 %	1,045 copies

4 Analysis of editorial contents:

Railway industry

Signalling, telecommunication Structural engineering, perm. way, infrastructure

Process and operation

Noise pro-

tection

Machinery- and electrical engineering

5 Analysis of editorial contents



4.0%

Universities / technical universities

1 %

Institutions, associations, professional organisations

9.9%

Railway industry

21.3%

Other railways

2.7%

Railways abroad Germany

43.2%

Deutsche Bahn

7.6%

Track construction industry

2.9%

Consultants

0.2%

Miscellaneous

7.2%

Railways in Europe

Online

effective from 01.01.2026



Advertise successfully on the internet

Eurailpress.de offers daily news articles, information on tenders and contracts, a comprehensive archive. Flanked by our weekly e-newsletter with around 10,000 subscribers, Eurailpress.de is the most important source of information for the railway industry in the Central European, German-speaking countries.

1 Facts:

Access control:	M matomo
Page Impressions*:	38.502
Visits*:	25.299
Unique Visits*:	15.389
* monthly average: March 2025 - Septemb	per 2025 (Measurable reach)

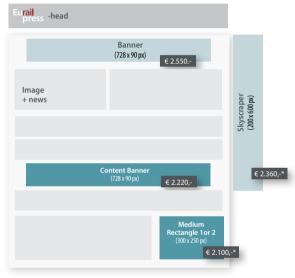
2 Rotation note: In the case of great demand we may show your banner in rotation with another banner, but it is limited to 3 insertions per position.

3 Sizes and prices:

•			
Size	Desktop		monthly*
Super Banner (Leaderboard)	728 x 90 pixel	300 x 125 pixel	€ 2,550.00
	980 x 90 pixel	300 x 123 pixei	
Content Banner	728 x 90 pixel	300 x125 pixel	€ 2,220.00
Medium Rectangle	300 x 250 pixel	300 x250 pixel	€ 2,100.00
Skyscraper	120 x 600 pixel	120 x 600 pixel	€ 2,360.00
	160 x 600 pixel	160 x 600 pixel	
	200x 600 pixel	200 x 600 pixel	

4 Discounts:

5%	2 months	15%	6 months
10%	4 months	20%	12 months



^{*} All prices are for 30 days

Supply data:

Please supply the data for **Desktop and Mobile-Version at least 3 working days before publication date to**:

E-Mail: frank.schnakenbeck@dvvmedia.com

6 Technical Specifications:

- JPEG-, GIF- or HTML5 Format. Please include the URL for image files and the use of a click tag for Flash-Banner or HTML5.
- Size of the banner should not exceed 150kB



E-Newsletter – You are the sponsor!

The weekly newsletter from Eurailpress is a valued source of information among industry experts. Every Friday, it provides a concise summary of the latest news from the railway industry and information about upcoming events.

Sponsoring in a nutshell:

- Your company logo exclusive in the header area of the newsletter
- Your products as Advertorial

Text for the Advertorial has to be delivered as a Word-Document with max. 1.000 characters (incl. blanks!)

Subscribers: approx. 10.000

Price per mailing (every Friday):

€ 1,690.00

Technical specifications:

- The image must be supplied in PNG or JPEG-Format and the file size should not acceed 80 KB with 72 dpi-Please do not use animated files.
- The image must be hosted externally by the customer and must be delivered with a link.

Our advice:

As you want your advertorial to be read, keep the text short and simple. Remember: Keep it short and sweet.

Advertorial: 275 x 229 pixel plus text

Logo/Header: 570 x 60 pixel or 570 x 100 pixel

Suppy date: 3 working days prior to publication to: frank.schnakenbeck@dvvmedia.com

Additional positions:

Medium Rectangle (300 x 250 pixel) € 1,340.00 Content Banner (570 x 60 or 570 x 100 pixel) € 1,490.00



Price per Mailing:

€ 1,690.00

EISENBAHNTECHNISCHE RUNDSCHAU

Stand-Alone Mailing/E-Shot

Stand-Alone-Mailing - targeted, effective, personalised

The difference to Newsletter is the Stand-Alone-Mailing is determined to a specific reason or occasion. If you present your new product or your innovations or announcing an upcoming event, Stand-Alone-Mailing is your perfect medium.

Your advantages:

- Customisable: Content and design can be tailored precisely to your needs and goals.
- High visibility: A clear focus on your message ensures that it is noticed

Our advice for higher opening rate::

- Tailor content and design to your target audience: consistent, appealing, targeted
- **Simple layout:** Avoid horizontal scrolling important on mobile devices.
- Catchy reference line: Maximum 30 characters and a clear core message crucial for the opening rate
- **Relevant content & Call-to-action:** Offer interesting content and encourage interaction.
- Be creativ but still be understandable: Grab attention without complicating the message. This is how
 you reach your audience efficiently, precisely and effectively.

Price per mailing: € 2,770.00

Subscribers: approx. 10.000 Technical specifications:

- All E-Mails must be supplied in HTML-Format
- E-Mails should not exceed a maximum width of 600 pixel, there are not height limit
- Files should be as small as possible, ideally 40 to 100 KB.
- Do not use any JavaScript or Flash or forms, frames aninmated gif files or embedded videos. All images must be hosted externally by the customer and must be delivered with a link.

Please note: Additional costs will be charged, depending on the work associated with extensive editing and creating of E-Shots (Templates).

Price per Mailing:

€ 2,770.00

E-Shot Company Logo	
	lmage
lmage	
lmage	

Social Media

effective from 01.01.2026



Product	Channel			Product Channel Formates			
Advertising Format	Instagram	Facebook	Linkedin	х	Instagram	Facebook	Linkedin
Feed Post classic	€ 550	€ 590	€ 650	€ 550	1080x1080 (square), 1080x508 (landscape), 1080x1350 (portrait)	1200x627 (Linkpost), 1200x630 (Image post, landscape), 1200x1500 (Image post, portrait), 1200x677 (Video Post)	1200x627 (only image)
Facebook, Instagram Story (Customer delivers "finished" Reel) Running time24 h	€ 600	€ 550	-	-	1080x1920	1080x1920	-

Our social media channels:

Links of Section 1 in territor

шкеа Ш	Linkedin	5.005 Followe	
f	Facebook	1.755 Follower	
X	х	614 Follower*	
(Instagram	233 Follower*	

C 005 5-11----*

Advantages Social Media Marketing:

- high target group affinity
- little scattering loss
- better success control through measurability
- more coverage and visibility by intelligent linking of online and offline marketing measures

Use the range of social media to publicize your business, your product, your event or your service.

Facebook, X, Instagram und LinkedIn are leading social media provider

Use the opportunity, to advertise your image via postings, short video clips or photos.

Your contact person: Tim Feindt Phone: +49/40/237 14 - 220 E-Mail: tim.feindt@dvvmedia.com



^{*} Status: 9.10.2025

EISENBAHNTECHNISCHE RUNDSCHAI

DVV Media Group

WEBINAR

Webinar – Go online with us together!

Webinars - Your digital stage for knowledge and exchange

A webinar is a modern combination of web and seminar: an online conference or training course that is broadcast live on the internet. The biggest advantage is that it can be held anywhere and has an unlimited number of participants. All you need is a computer or mobile device with a stable internet connection.

We combine our many years of experience in the rail industry and in organising events with state-of-the-art online technology. With our editorial and technical expertise, we support you in planning and implementing your webinar – professionally and efficiently.

Our services:

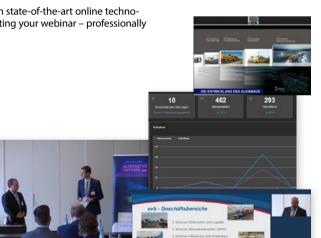
- Personal contact person throughout the entire project
- Professional implementation via a user-friendly online tool
- Access to our industry network for content design
- Participant and speaker management
- Individual marketing plan for participant recruitment
- Preparation and provision of video material after the event
- Long-term platform for webinar review
- Detailed evaluation of the webinar data and lead generation

Possible areas of application:

- E-Learning
- Introduction and explanation of (new) products
- Online interviews and discussions
- Company internal communication platform
- Replacement for a meeting on the spot to cover distances

Your advantages:

- Location-independent participant information
- Use of our publishing network for diverse content
- Increased reach through targeted marketing measures
- Valuable insights through participant analysis and feedback



Price on request!

Sponsored Content

effective from 01.01.2026



Sponsored Content articles are promotional articles with the look and feel of editorial articles, which are integrated into the high-quality editorial of the website and marked as Sponsored Content.

Your Sponsored Content is delivered via the regular editorial system, begins its distribution via the start page and is published on the start page for a period of one month.

Benefit from this offer and present your products and services in an editorial outfit. You use a length of 300 words, a picture with a format width of 1920 pixel.

In addition, you can place a direct web link to your website.

1 Reason:

- Presentation of products and services
- Communication of new products
- Trade fair pre-communication

2 Presentation:

■ Size: 1920 pixel width

Text volume: 300 wordsDuration: 1 month

■ Will be marked as Advertorial





Tia volendem fuga. Cepudi iusdand aeribus eveliquaBit ea sita plignat. Accullo molestiandi nis magnistias

SPONSORED CONTENT

Neue U-Bahn-Werkstatt für die Hamburger Hochbahn

1. Januar 202

Die Hamburger Hochbahn hat eine neue U-Bahn-Werkstatt in Betrieb genommen. Sie liegt zwischen den Haltestellen Legienstraße und Billstedt und hat 44 Millionen Euro gekostet. Alle 21 Tage kommt eine Hamburger U-Bahn in die Werkstatt. Geputzt werden die Bahnen zwar jede Nacht, aber kontrolliert und repariert nur alle drei Wochen. Nun geschieht das auch in Billstedt, am Gleis der U2 und U-A bas spart auf Deuer richtig Geld, wel hechbahn-Norstand Jens-Günter Lang sagter. Alle Fahrzeuge der U2 und U-4 mussten bisher auf die U1 nach Farmsen überführt werden, weil da unsere einzige Betriebswerkstatt liegt. Nun sparen wir 26 Überführungsfahrten am Tag.*
Die neue Werkstatt ist 135 Meter lang, 34 Meter breit und verfügt über ver Gleise mit je 120 Metern Länge. 40 Männer und Frauen reparieren die Züge - selbst an den Weihnachtsfeiertagen und Neu-Jahn. Erstmals haben sie eine Arbeitsbilme für das Dach der Züge, um die Klimanalagen zu warten. Mitarbeiter der Hochbahn kommen nun bequem aufs Dach der Züge, um die Klimanalagen zu warten.

Price:

€ 3,990.00



DVV Media Group General Terms and Conditions of Business

These general terms and conditions of business shall be valid for all contracts concluded with DVV Media Group GmbH (hereinafter referred to as "publisher") regarding the publication of advertisements, irrespective of whether the client or customer is a consumer, an entrepreneur or a merchant. Any terms and conditions issued by the client or the customer which conflict with or differ from these general terms and conditions of business shall not be recognized. This shall also apply, if we do not expressly object to the inclusion.

1. Advertisements

- 1. The term "advertisement order" as used in the following general conditions of business shall refer to the contract concerning the publication of one or more advertisements of any advertiser or any other space buyer in a printed publication for circulation purposes.
- 2. Advertisement orders can be placed in person, by telephone, in written form, by e-mail or via the internet. The publisher shall not be liable for transmission errors. In case of doubt, advertisements shall be called up within one year after the signing of the contract. If the right to call up individual advertisements is granted within the framework of the contract, the order processing has to be completed within one year after publication of the first advertisement, provided that the first advertisement is called up and published within the deadline specified in clause 1.
- Upon contractual signing, the customer shall also be entitled, within the agreed time period or the time period mentioned in paragraph 2, to retrieve further adverts in addition to the volume stated in the order.
- 4. If non-performance occurs during the course of the contract, as a result of circumstances for which the publisher is not responsible, the client is obliged to totally reimburse the price, regardless of any other legal obligations. Reimbursement shall not apply if the non-compliance is based upon force majeure in the publisher's sphere of risk. In the event of force majeure or interruptions of operations (e.g. strikes, seizure etc.) the publisher has the right to a full payment of the published advertise-

ments, if the orders have been fulfilled with 80% of the guaranteed paid circulation.

- 5. As regards the calculation of order quantities, the millimeter lines of the text shall be converted in accordance with the price into advertisement millimeters.
- 6. Orders for advertisements and third party inserts, which are placed with the declared intention of being published only in certain numbers, specific issues or at certain places in the printed publication, have to be communicated to the publisher in good time, so that the client can be notified prior to the respective closing date, if the order cannot be fulfilled in the requested manner. Otherwise there shall be no guarantee for the inclusion of advertisements in certain numbers, issues or places in the printed publication. Categorized advertisements shall be put under the respective heading without requiring a specific agreement to this effect.
- 7. Contrary to advertisements on ad-pages, advertisements with a text part will be published on editorial pages. Advertisements 'only in the text' are advertisements not adjacent to other advertisements. The publisher is entitled to flag editorially designed advertisements which cannot be discerned as being such as "advertisement".
- 8. The publisher reserves the right to reject advertisements as well as individual placements as part of a standing order - and insert orders on the basis of their content, their origin or their technical form in accordance with uniform, objectively justified principles; the same applies if their content violates laws or administrative regulations or if their publication would be unacceptable to the publisher. This also applies to orders, which are placed with branch offices, order lines or agents. Insert orders are only binding for the publisher after submission of a sample insert and the publisher's approval thereof. Orders for supplements shall not be processed, if the supplements would give readers the impression of being a component of the newspaper or the magazine due to their format or layout, or if they contain advertisements by third parties. The refusal of an order will be communicated immediately to the client. The client bears sole responsibility for the content and legal admissibility of the text and

the graphics provided for the insertion. The client shall indemnify the publisher against third party claims in this respect. This also applies if the order is cancelled. The publisher does not have a duty to determine whether orders or an advertisement order constitute an impairment of third party rights.

- 9. The customer is responsible for ensuring the timely delivery of the advertisement copy, proper printing material or inserts. The publisher shall require immediate replacement for visibly unsuitable or damaged printing material. The publisher guarantees the usual standard of print quality for the selected title within the technical scope of the material submitted.
- 10. If the advertisement is printed completely or partially illegible, the client is entitled to a reduction in payment or a correct substitute, but only to the extent that the purpose of the advertisement has been impaired. If the publisher does not comply with a reasonable deadline set for this purpose or if the substitute advertisement is again incorrect, the client shall have the right to reduce the price or to cancel the order. Any complaints - except in the case of obvious deficiencies - must be notified within four weeks after receipt of the invoice. The publisher shall hold responsible in all cases of contractual and extra-contractual liability in the event of wrongful intent and gross negligence in accordance with the statutory provisions for damage claims and reimbursement of expenses incurred in vain. In all other cases the publisher shall only accept liability - unless otherwise specified - in the event that an essential obligation of the contract has been violated, and the fulfillment of this contractual obligation is vital for the proper performance of the contract, and the observation of which the client may regularly rely on (so-called cardinal duty), however, restricted to the compensation for the foreseeable damages which are typical for the contract. In all other cases liability shall be excluded subject to the following clause. Liability for damages resulting in loss of life, physical injury or health damage, as well as liability under the Product Liability Act shall remain unaffected by the above restrictions to liability and liability exclusions.



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- 11. Proofs shall only be provided if this is explicitly requested. The client shall bear the responsibility for the correctness of the returned proofs. The publisher shall take into account all corrections reported within the final deadline stipulated upon sending the proof. If the test prints sent to the client in good time are not returned by the deadline for the advertisements, then the approval for printing shall be considered to have been granted.
- 12. If no specific formats are indicated, the actual printing height as it is common for that type of advertisement will be taken as the basis for calculation.
- 13. If the client does not make payment in advance, the invoice shall be posted within 14 days following publication of the advertisement. The invoice shall be paid within the time limit as shown on the rate card, starting with the receipt of the invoice, if in specific cases no other time limit for payment or advance payment has been mutually agreed upon. Any discounts for premature payments are granted in accordance with the price list.
- 14. In the event of late or deferred payment, interests and collection costs shall be charged. The publisher is entitled to hold back the completion of a current order in the case of default in payment and demand payment in advance for the rest of the advertisements still to be published. In case of reasonable doubt concerning the solvency of the client the publisher shall be entitled, also during the term of an advertising order, to make the publishing of additional advertisements a contingent on payment of all unpaid amounts and the pre-payment of all remaining advertisements, irrespective of any payment conditions originally agreed upon.
- 15. Upon request, the publisher will supply a specimen copy of the advertisement together with the invoice. Depending on the nature and size of the advertisement order, cuttings of advertisements, sample pages or complete copies of the issue will be supplied. If a sample copy is no longer available, the publisher shall provide instead a legally binding declaration confirming the publishing and distribution of the advertisement.
- 16. The client shall bear the costs for printing blocks, films, lithographs, matrices and drawings, and any significant changes to

the originally agreed specifications requested by the client.

- 17. A decrease in circulation may give grounds for an entitlement to a price reduction, if the overall circulation average throughout the insertion year beginning with the first advertisement or stipulated in the price list or otherwise if the circulation has not been specified is smaller than the average circulation sold during the previous calendar year (in case of trade magazines this refers to the circulation actually distributed, if applicable). A reduction in circulation shall only be a deficiency that justifies a price reduction, if the circulation falls short by at least 20%. Furthermore, any claims to price reduction or compensation shall be excluded, if the publisher has notified the client of the reduction in circulation in such a timely manner that the client could have withdrawn from the contract before the advertisement was published.
- 18. For advertisements with box numbers the publisher will keep and punctually pass on offers with the due diligence of a prudent businessman. Registered letters and express letters in response to box number advertisements shall only be forwarded by normal postal means. Any incoming letters for box number advertisements will be retained for four weeks and will be destroyed if not called for within this period. Valuable documents shall be returned by the publisher without being obligated to do so. The publisher reserves the right to open incoming letters for checking purposes in order to prevent the abuse of box number services. The publisher is not obliged to pass on business proposals and offers from brokers. Letters which exceed the permissible DIN A4 size, as well as goods, books, catalogues and packages are excluded from onward transmission and will not be accepted: however, receipt and forwarding can be agreed in particular cases, if the client bears the charges/costs incurred as a result.
- 19. Print material shall only be returned to the client upon special request. The obligation to keep this material ends three months after expiry of the order.
- 20. The place of performance is Hamburg. In commercial transactions with merchants, legal persons under public law or public law special funds the place of jurisdiction is Hamburg. If the client does not have a general place of jurisdiction in the inland,

then the area of jurisdiction is Hamburg. If the domicile or place of habitual residence of the client is unknown at the point in time when the complaint is raised, or if, after conclusion of the contract, the client has transferred his usual residence to a place outside the area in which the law is valid, it is agreed that the publisher's business address shall be the place of jurisdiction. The contract shall be subject to German law. We are not willing nor obligated to submit to an "out-of-court consumer arbitration litigation" concerning consumer dispute settlement proceedings.

