

RATE CARD

FOCUS

No. 2022a

Valid from 01.07.2022



Status: 01.06.2022

BCN.

brand-community-network.com

PUBLISHER'S DATA

Publisher

FOCUS Magazin Verlag GmbH
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Brand Director

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Frequency of publication & on sale date

weekly, saturday (subject to change)

Place of publication

München, PZN 568406

Bank accounts:

Commerzbank AG
IBAN: DE54 6808 0030 0723 4120 00
BIC: DRES DEFF 680
UniCredit Bank AG
IBAN: DE19 7002 0270 0015 0249 05
BIC: HYVEDEMMXXX

Terms of payment:

Invoices are due in net 30 days after the invoice date. The publisher guarantees a 2 per cent discount for advance payments, provided that the invoice amount is submitted on the publication date of the issue in which the advertisement is published at the latest and no older invoices are outstanding. In the event that the payment target is exceeded, default interest pursuant to Clause 11 of the Terms and Conditions of 5 per cent is calculated based on the respective base rate pursuant to Section 1 (1) of the German Discount Rate Transition Law (Diskontsatz-Überleitungs-Gesetz– DÜG). All prices are net prices. The statutory value-added tax is added. Direct debit is possible.

Terms and conditions:

All ad orders are exclusively carried out pursuant to the General Terms and Conditions. These have to be requested directly from BCN or can be viewed online at:

brand-community-network.com/terms-conditions

Technical data:

For current and binding technical data, log onto duon-portal.de. Also available as PDF download.

duon-portal.de/

Delivery of printer's copy:

Please upload all copies electronically to duon-portal.de. For support please e-mail support@duon-portal.de or call +49 40 37 41 17 50.

General legal notice:

The warranty claims specified in the publishers' general terms and conditions apply only when the certified technical requirements and standards published on the DUON portal have been fulfilled as well as the delivery has been carried out via the DUON portal. This also holds when data are provided without proof.

Online advertisement booking:

The current, binding technical advertisement bookings can also be sent via the online booking system:

obs-portal.de/

FORMATS & RATES

Format	Placement	Bleed format*	Rate
2/1 page	Standard	420 x 267	125,000 €
1/1 page	Standard	210 x 267	62,500 €
2/3 page vertical	Standard	130 x 267	46,600 €
1/2 page vertical	Standard	98 x 267	39,200 €
1/2 page horizontal	Standard	210 x 132	39,200 €
1/3 page vertical	Standard	68 x 267	28,500 €
1/3 page horizontal	Standard	210 x 86	28,500 €
1/6 page vertical	Standard	68 x 132	19,000 €
1/6 page horizontal	Standard	130 x 72	19,000 €
2/1 page	Opening Spread	420 x 267	173,900 €
1/1 page	inside front cover	210 x 267	75,200 €
1/1 page	outside back cover	210 x 267	75,200 €
1/3 page vertical	facing editor's letter	68 x 267	33,800 €
1/3 page horizontal	facing TOC	68 x 267	33,800 €

*width x height in mm

Ad combinations:

The reduced combination special price for the combination of advertisements is based on comparison of separate advertisement bookings. To this end, the advertisements of an advertiser with an identical product/creation in the same format must appear in all magazines in parallel issues.

Advertorials:

Formats and prices for advertorials created by the editorial team on request. For more information, please visit brand-community-network.com/advertisingsolutions/print/native-ads

Consecutive Ads:

Surcharge on two or more adverts on consecutive partial-page ads: 5%

Fixed placements:

Agreed fixed placements (e.g. first for a business line, commodity group, etc.) entitle the publisher to bill a placement surcharge.

Type area format:

On request.

Digital rate card:

Please find the digital rate card here:
brand-community-network.de/advertisingsolutions/digital/prices

AD SPECIALS

Rates per thousand	Circulation excl. subscriptions*	Subscription circulation
Bound inserts		
up to 4 pages	135 €	160 €
up to 8 pages	154 €	189 €
up to 12 pages	172 €	218 €
up to 16 pages	190 €	246 €
Glued-on inserts		
Postcard up to 10 g	65 €	77 €
Booklet up to 10 g	65 €	77 €
Booklet up to 20 g	70 €	102 €
Sample up to 10 g	75 €	104 €
Sample up to 20 g	88 €	117 €
Sample up to 30 g	101 €	129 €
Loose inserts		
up to 20 g	120 €	155 €
up to 30 g	125 €	169 €
up to 40 g	129 €	185 €
up to 50 g	134 €	201 €

Additional ad specials available on request.

Prices apply for the booking of at least the entire domestic print run.

The publisher reserves the right to reschedule bookings with less than domestic print run.

A split-run advertising surcharge of 40 % applies for booking subscription circulation only. Smaller booking units, e.g. according to Nielsen areas or federal states, are possible. For these will be charged an additional 30% per thousand.

A minimum run of 100,000 copies applies for all ad specials.

*Circulation excl. subscriptions is made up of the combined print runs for the circulation segments newsstand, subscription circles, inflight and other sales.

All tariff ad specials are eligible for discount and count towards the annual agreement commitment.

Calculation basis:

The calculation basis is the planned circulation or IVW quarterly report upon order confirmation, exclusive of the respective e-paper copies.

Delivered quantity:

The delivered quantity is based on the planned print run or IVW quarterly report valid at the date of the order confirmation, plus 2 % surplus. In order to react to circulation fluctuations at short notice, we recommend contacting our Print Management/Placement (see "Your Personal Contacts" page) one more time before production start.

Delivery address and deadline:

Please find the delivery address and deadline on the respective order confirmation. An incoming goods inspection does not take place at the printing plant.

Conditions of delivery:

Ad specials must be delivered in accordance with the guidelines of the Bundesverband für Druck und Medien (German Association of Print and Media), and be clearly marked with the name of the publication and issue. The material must be delivered, carriage paid, to the address where it will be processed.

Order and cancellation date:

See "special closing dates" on page "Schedule & Topics Print"; due to limited availability, we strongly recommend booking as early as possible.

Proviso:

Should any processing problems arise, completion of the circulation takes priority over ad special processing.

AdSpecial Portal:

Binding technical information on Ad Specials and information on deadlines, samples and delivery for the participating objects is available for download at adspecial-portal.de

Glued-on inserts:

The basis is a 1/1 carrier advertisement.

Sample products:

An additional postal fee applies to samples and objects over 2.5 mm thickness.

Samples:

Samples must be presented by the closing date at the latest. For product samples 50 pieces are required up front. For all other ad specials a minimum of 5 samples are required. To be sent: AdTech Factory, Print Management, Hauptstraße 127, 77652 Offenburg, Germany.

SCHEDULE

The BCN topic preview tool provides you with attractive themes or specials:

brand-community-network.com/topic-preview-tool

No.	On sale date	Closing date*	Copy date**	Special closing date***
2/22	08.01.22	20.12.21	23.12.21	13.12.21
3/22	15.01.22	27.12.21	30.12.21	20.12.21
4/22	22.01.22	03.01.22	07.01.22	27.12.21
5/22	29.01.22	10.01.22	14.01.22	03.01.22
6/22	05.02.22	17.01.22	21.01.22	10.01.22
7/22	12.02.22	24.01.22	28.01.22	17.01.22
8/22	19.02.22	31.01.22	04.02.22	24.01.22
9/22	26.02.22	07.02.22	11.02.22	31.01.22
10/22	05.03.22	14.02.22	18.02.22	07.02.22
11/22	12.03.22	21.02.22	25.02.22	14.02.22
12/22	19.03.22	28.02.22	04.03.22	21.02.22
13/22	26.03.22	07.03.22	11.03.22	28.02.22
14/22	02.04.22	14.03.22	18.03.22	07.03.22
15/22	09.04.22	21.03.22	25.03.22	14.03.22
16/22	16.04.22	28.03.22	01.04.22	21.03.22
17/22	23.04.22	04.04.22	08.04.22	28.03.22
18/22	30.04.22	11.04.22	14.04.22	04.04.22
19/22	07.05.22	14.04.22	22.04.22	11.04.22
20/22	14.05.22	25.04.22	29.04.22	14.04.22
21/22	21.05.22	02.05.22	06.05.22	22.04.22
22/22	28.05.22	09.05.22	13.05.22	29.04.22
23/22	04.06.22	16.05.22	20.05.22	06.05.22
24/22	11.06.22	23.05.22	27.05.22	13.05.22
25/22	18.06.22	30.05.22	03.06.22	20.05.22
26/22	25.06.22	03.06.22	10.06.22	27.05.22
27/22	02.07.22	13.06.22	17.06.22	03.06.22
28/22	09.07.22	20.06.22	24.06.22	10.06.22
29/22	16.07.22	27.06.22	01.07.22	17.06.22
30/22	23.07.22	04.07.22	08.07.22	24.06.22
31/22	30.07.22	11.07.22	15.07.22	01.07.22
32/22	06.08.22	18.07.22	22.07.22	08.07.22
33/22	13.08.22	25.07.22	29.07.22	15.07.22
34/22	20.08.22	01.08.22	05.08.22	22.07.22
36/22	27.08.22	08.08.22	12.08.22	29.07.22
35/22	03.09.22	15.08.22	19.08.22	05.08.22
37/22	10.09.22	22.08.22	26.08.22	12.08.22
38/22	17.09.22	29.08.22	02.09.22	19.08.22
39/22	24.09.22	05.09.22	09.09.22	26.08.22
40/22	01.10.22	12.09.22	16.09.22	02.09.22
41/22	08.10.22	19.09.22	23.09.22	09.09.22
42/22	15.10.22	26.09.22	30.09.22	16.09.22
43/22	22.10.22	03.10.22	07.10.22	23.09.22
44/22	29.10.22	10.10.22	14.10.22	30.09.22
45/22	05.11.22	17.10.22	21.10.22	07.10.22
47/22	12.11.22	24.10.22	28.10.22	14.10.22
48/22	19.11.22	31.10.22	04.11.22	21.10.22
49/22	26.11.22	07.11.22	11.11.22	28.10.22
50/22	03.12.22	14.11.22	18.11.22	04.11.22
51/22	10.12.22	21.11.22	25.11.22	11.11.22
52/22	17.12.22	28.11.22	02.12.22	18.11.22
1/23	24.12.22	05.12.22	09.12.22	25.11.22

* Closing & cancellation date

** Delivery date for printer's copies

*** Closing & cancellation date for ad specials, special formats, special placements

SPECIALS

Scheduled Specials 2022

Title	On sale date	Closing date*	Copy date**	
FOCUS-Spezial Steuerberater	02.04.2022	11.03.2022	14.03.2022	mit Focus #14
FOCUS-Spezial Immobilien	16.04.2022	25.03.2022	28.03.2022	mit Focus #16
FOCUS-Spezial Anwälte	03.09.2022	12.08.2022	15.08.2022	mit Focus #36

* Closing & cancellation date

** Delivery date for printer's copies

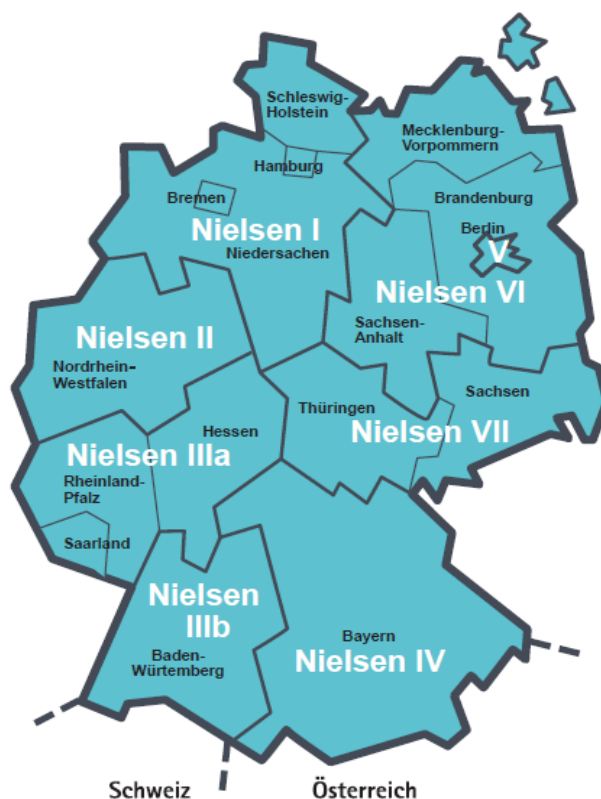
*** Closing & cancellation date for ad specials, special formats, special placements

Formats & Rates

Title	Format	Placement	Bleed Format*	Rate
FOCUS-SPEZIAL	1/1 Seite	Standard	200 x 287	15,800 €
FOCUS-SPEZIAL	2/1 Seite	Standard	400 x 287	31,600 €
FOCUS-SPEZIAL	1/2 Seite hoch	Standard	96 x 287	9,900 €
FOCUS-SPEZIAL	1/2 Seite quer	Standard	200 x 142	9,900 €
FOCUS-SPEZIAL	1/3 Seite hoch	Standard	66 x 287	7,200 €
FOCUS-SPEZIAL	1/3 Seite quer	Standard	200 x 94	7,200 €
FOCUS-SPEZIAL	1/1 Seite	2. Umschlagseite	200 x 287	18,000 €
FOCUS-SPEZIAL	1/1 Seite	4. Umschlagseite	200 x 287	18,200 €

*width x height in mm

SPLIT-RUN ADVERTISING



Area	1/1 page
Nielsen I	16,700 €
Nielsen II	18,700 €
Nielsen IIIa	15,600 €
Nielsen IIIb	15,600 €
Nielsen IV	15,600 €
East (Nielsen V bis VII)	11,700 €

Please enquire for latest **circulation** information.

Split-run advertising according to Nielsen areas is only possible in straight magazine numbers after agreement. We reserve the right to reschedule in unforeseeable circumstances.

We try to fulfil placement requests within our structural possibilities. Definite placement confirmation cannot be made.

Closing, cancellation and delivery date for printer's copies: See "Formats & Rates Print" page.

Printer's copy: See technical requirements at

duon-portal.de/

For sales operation reasons, the sales areas may differ slightly from the Nielsen areas.

YOUR PERSONAL CONTACTS

Here you can find an overview about all contacts:

brand-community-network.com/contact

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