

MEDIA KIT 2017

The magazine for fleet managers www.autoflotte.de







Editorial Concept:

What sets Autoflotte apart?

Autoflotte is a specialist information medium offering high-quality content for decision-makers in the fleet vehicle market. Autoflotte's audience consists almost exclusively of fleet decision-makers and their advisors. In other words: **Autoflotte** reaches the professionals who work with fleet-related topics on a daily basis.

Autoflotte regularly focuses on the following topics:

- Industry news
- Trucks & transporters
- Fleet management & leasing
- Fleet market
- Fleet insurance & risk management
- Legislation & tax
- Tyres & accessories

Our priority is to provide our readers with comprehensive information in the form of market data and running-cost comparisons, as well as support with all issues concerning fleet vehicles.

Autoflotte is a specialist information medium offering a wealth of information, high-quality, reliable content and relevant topics, which both inspires close reading and provides a reference source.

Inserts and other advertisements in **Autoflotte** also profit from the magazine's high level of reader acceptance. These advertisements establish direct contact between fleet operators and suppliers at minimum cost and with negligible waste circulation. Suppliers can present their products and services and take advantage of **Autoflotte**'s reach.

Autoflotte's services are complemented by its online presence, an email newsletter and the **Autoflotte** Akademie.

Snapshot Profile:

What does Autoflotte have to offer?

Autoflotte is the primary specialist publication for the fleet market in the German-speaking countries. The target audience in this expanding market includes decision-makers for corporate fleets, government agencies and other organisations with more than ten cars and/or transporters. Board members, CEOs, managers and other decision-makers all turn to Autoflotte when they want cost-reducing measures, intelligent solutions and to find out about both technical and non-technical innovations. The latest market data and competent support with everyday problems in fleet management are what make Autoflotte successful.

Frequency: 11 issues

Years published: 23 years in 2017

Web address (URL): www.autoflotte.de

ISSN: 2367-2706

Price: national: € 76.40 including shipping and 7% VAT

international (Europe): € 81.75 including shipping and 7% VAT



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MEDIA 2017



Circulation monitoring:



Circulation analysis:	Average number of copies per issue in one year (01.07.15-30.06.16)				
Print run:	25.125				
Actual distributed circulation (ADC):	24.820	of which, abroad:	25		
Copies sold:	789	of which, abroad:	16		
Subscription copies:Individual copies sold:Other sales:	762 - 27	of those, member cop	oies: –		
Complimentary copies:	24.031				
Reminder, archive and records copies:	305				

Autoflotte is also availabel as ePaper.

Geographical distribution analysis:

Economic Area	Percentage of a in %	ctual circulation copies
Inland Abroad	99,90 0,10	24.795 25
Actual distributed circulation (ADC):	100,0	24.820



MEDIA 2017

Dates & Topics

	SPOTLIGHT TOPICS	SPECIAL FEATURES	EVENTS
ISSUE 1/2 AD: 09.01.17 PD: 12.01.17 PB: 01.02.17	Car Policies/Mobility Policies Glass damages		
ISSUE 3 AD: 03.02.17 PD: 08.02.17 PB: 01.03.17	Tender Business Long-term rentals	Preview Int. Motor Show Geneva	Int. Motor Show, Geneva (CH), 0919.03.17
ISSUE 4 AD: 09.03.17 PD: 14.03.17 PB: 03.04.17	Electronic driving license checks New summer tyres	Review Int. Motor Show Geneva	
ISSUE 5 AD: 04.04.17 PD: 07.04.17 PB: 02.05.17	Risk management/Damage management Vehicle returns and automotive detailing		
ISSUE 6 AD: 08.05.17 PD: 11.05.17 PB: 01.06.17	Driving safety/Economical driving Accident prevention regulations		
ISSUE 7 AD: 07.06.17 PD: 12.06.17 PB: 03.07.17	Service/ Workshop systems Corporate Carsharing		



MEDIA 2017

Dates & Topics Overview

	SPOTLIGHT TOPICS	SPECIAL FEATURES	EVENTS
ISSUE 8 AD: 07.07.17 PD: 12.07.17 PB: 01.08.17	Transporters Market overview: Fuel cards		
ISSUE 9 AD: 08.08.17 PD: 11.08.17 PB: 01.09.17	Mobility management Telematics & Assistance systems	Preview IAA	IAA Int. Motor Show, Frankfurt, 1424.09.17
ISSUE 10 AD: 07.09.17 PD: 12.09.17 PB: 02.10.17	Insurances Fleet management New winter tyres	Review IAA	
ISSUE 11 AD: 09.10.17 PD: 12.10.17 PB: 03.11.17	TCO/Fleet key figures Market overview: Leasing	Annual planner 2018	Autoflotte Fuhrparkmonitor, Frankfurt, 16.11.17 ESSEN MOTOR SHOW Essen, 0110.12.17
ISSUE 12 AD: 22.11.17 PD: 27.11.17	Autoflotte FuhrparkMonitor Autoflotte	Model planner 2018	

This overview of planned topics for 2017 is intended to facilitate your advanced planning. Autoflotte reserves the right to make changes.

PD: 27.11.17 PB: 15.12.17



Formats

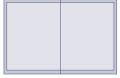


Main magazine

in type area (width x height) at gate (width x height)

Special editions

in type area (width x height) at gate (width x height)



2/1 Page over binding

388 x 236 mm 420 x 279 mm*

378 x 232 mm

406 x 277 mm*



1/1 Page

175 x 236 mm 210 x 279 mm*

175 x 232 mm

203 x 277 mm*



2/3 Page upright

115 x 236 mm 131 x 279 mm*



1/2 Page upright 85 x 236 mm

101 x 279 mm*

85 x 232 mm

99 x 277 mm*



1/2 Page horizontal 175 x 117 mm

210 x 137 mm*

175 x 117 mm 203 x 136 mm*





Main magazine

in type area (width x height) at gate (width x height)

Special editions

in type area (width x height) at gate (width x height)



55 x 236 mm 71 x 279 mm*

55 x 232 mm

69 x 277 mm*



175 x 76 mm

175 x 76 mm 203 x 93 mm*



1/4 Page bloc 85 x 117 mm 101 x 137 mm*

85 x 117 mm 99 x 135 mm*



1/4 Page upright 40 x 236 mm

56 x 279 mm*





1/4 Page horizontal 175 x 56 mm

210 x 71 mm*

175 x 56 mm 203 x 73 mm*

^{* +3} mm bleed on outer edge



Advertisement formats and prices:

Format	Basic price b/w in €	4-colour in €
2/1 Page	10,610.00	13,300.00
1/1 Page	5,595.00	6,990.00
2/3 Page	3,845.00	4,770.00
1/2 Page	2,960.00	3,660.00
1/3 Page	2,020.00	2,480.00
1/4 Page	1,570.00	1,910.00
1/8 Page	830.00	995.00

Additional charges:

Preferential placements

i referential placements	
2 nd and 3 rd inside front/back cover page	10% of 4c price
4 th back cover	20% of 4c price

Colour

Per special colour 25% of 4c price

Discounts: When accepted during an insertion year (begins with the publication of the first advert)

By number of ads	By number	of pages	
Publication 3 times	3%	2 pages	10%
Publication 6 times	5%	3 pages	15%
Publication 12 times	10%	5 pages	20%
		7 pages	25%

Only one discount is valid at any time. No discount may be applied to technical supplementary costs.

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MEDIA 2017

Technical Data Magazine As of October 2016

Circulation:

Print run: 25.125 copies

Actual distributed circulation (ADC) for one year (01.07.15–30.06.16):

24.820 copies

Magazine size:210 mm width x 279 mm heightType area:Editorial section175 mm width x 236 mm height

Career and market advertisements 184 mm width x 250 mm height

Special edition 175 mm width x 232 mm height

Printing and binding process, print-ready files:

Offset printing, adhesive binding, digitally on CD-ROM or via FTP server see "Data ticket"

Publication dates:

Publication frequency: 11 issues

Publication date/closing date for advertisements see dates & topics overview

Payment conditions:

Payment within ten days with 2% discount, net amount within 30 days of invoice date. Tax ID: DF 152942001

Bank details:

HypoVereinsbank Munich (BLZ/Sort code: 700 202 70); Account No. 1 830 209 200 IBAN DE 02 7002 0270 1830 2092 00, BIC HYVEDEMMXXX

Terms and conditions:

You can find our general terms and conditions at sam.mediacentrum.de.

Data creating:

- Please send printable PDF files only (preferably PDF X3).
- Ensure that your advertisement is without white margins and that its size matches the required format.
- Please add 3 mm at the edges in bleed advertisements.
- Ensure that all figures and colours are separated into its CMYK components.
- Pictures should have a resolution of 300 dpi.
- Special colours need to be prepared according to the order sheet.
- Colour saturation should not exceed 300 %. We recommend profile ISOcoated_V2_300.
- A double-page sould be one pdf file.
- It is recommended to create double-page spreads without doubling the gutter.
- All elements, which should be visible, must have a minimum distance of 3 mm to the bleed.

Data transfer:

- Use Winzip (.zip) to reduce the file size.
- Your Zip file should be named after the respective journal, followed by issue and customer (journal_issue_customer_motive.zip).

Further information on:

Creating PDF X3, distiller job options etc. are available via E-Mail: anzeigen@le-tex.de.

Connections:

FTP: on request

■ E-Mail: anzeigen@le-tex.de

Contact:

le-tex publishing services, Anzeigenteam Weißenfelser Str. 84, 04229 Leipzig

Phone: +49 341 355 356-145

You can find the downloadable data ticket at sam.mediacentrum.de.



Fleet solutions, Job opportunities & searches, buying & selling

Career and market advertisements: Job opportunities: per mm (1 column, 43 mm width, b/w) 3.40 Job searches: per mm (1 column, 43 mm width, b/w) 2.37

Buying and selling: per mm (1 column, 43 mm width, b/w) € 3.40 Box number fee: national 12.00 international 16.00

Entry in fleet solutions "Flottenlösungen" (not discountable):

Sample formats:

Format	Wic	Width x height in mm		t in mm	Basic pri	ce b/w in €
					Job opportunities and market ads	Job searches
1/1 Page		184	x	250	3,400.00	2,370.00
1/2 Page	upright horizontal	90 184	x x	250 125	1,700.00	1,185.00
1/4 Page	upright	90	x	125	850.00	592.50
1/8 Page	upright horizontal	43 90		125 62.5	425.00	296.25
3/32 Page	horizontal	90	x	48	326.40	227.52
1/16 Page	upright horizontal	43 90		62.5 31	212.50	148.13

Additional colour charges:

Per standard colour (euro scale), per mm and column		€	0.80
Per special colour:	1/1 page	€	1,910.00
	1/2 page and smaller	€	1,130.00

Discount:

see page 23

For unchanged publication repeated twice	5%
For multiple publications	10 %

No further discounts available.



Insert



Characteristics:

- Individual layout
- Generous space for product information
- Variable distribution
- Inserted loosely, making it indepedent of the journal

Format:

- 200 mm width x 269 mm height
- Insert should be submitted in its final form

Price:

- Up to 25 g total weight per thou. 309.00 €
- Per further 5 g total weight per thou. 38.00 €
- Further formats available on request

Inbound Insert



Characteristics:

- Solidly bound to the magazine
- Placed prominently
- You have the option of inserting a previous flyer/brochure
- Plenty of space for your ad message

Format:

- 210 mm width x 279 mm height
- 2 (with flap 110 mm), 4, 6 or 8 pages
- Insert should be submitted in its final form

Price:

2 pages: 6,780.00 €
4 pages: 8,675.00 €
6 pages: 10,735.00 €
8 pages: 12,775.00 €

Advertorial



Characteristics:

- Content is editorially prepared and published
- Convincingly conveys your message
- The alternative to classic ads

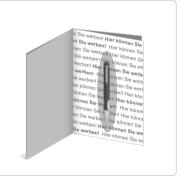
Format:

- 2/1 or 1/1 page, 4c, incl. images, text and company logo
- Notation "Advert" in header

Price:

Advertisement + 15 % surcharge

Adhesive Adverts



Characteristics:

- Advertising product glued to the advert
- Readers can directly try out your product

Format:

 In combination with 1/2 or 1/1 page advert, 4c

Price: (no discounts available)

 132.00 € per thou. + advert incl. adhesive costs (if done automatically)



Island Advertisement



Characteristics:

- A successful eyecatcher due to its placement in the middle of the editorial content
- Logo or URL a short and concise tagline

Format:

- Max. 1/8 page
- 55 mm width x max. 85 mm height

Price:

- 1,525.00 €
- Further formats available on request

Bookmark



Characteristics:

- A creative, unusual advertising form
- Helpful for users while reading
- Extremely high acceptance rate
- Directly connected to the magazine with a decorative band

Format:

- 88 mm width x 140 mm height (min. 75 mm width x 100 mm height)
- Further formats available on request
- Paper weight: 170 g/m²
- In combination with 1/4, 1/2 or 1/1 page adverts, 4c

Price:

On request

Cover Sampling



Characteristics:

- Prominent placement on shortened jacket pages over the cover page and U4
- Optimally catches readers' attention

Format:

- Front cover and 2nd inside front cover: 95 mm width x 279 mm height
- 3rd inside back cover and 4th back cover:
 210 mm width x 279 mm height

Price:

On request

Sliding Door



Characteristics:

- Innovative placement in an envelope between the front cover and 2nd inside front cover
- Sparks curiosity about your ad message

Format:

- Front cover + 2nd inside front cover
- Insert should be submitted in its final form

Price:

On request



Banderole



Characteristics:

- Understated, but leaves a lasting impression
- Well-suited for add-ons, to support other ads, or to effectively draw attention to special content

Format:

Banderole around the magazine: 480 mm width x 100 mm height

Price:

On request

Double Gate Fold



Characteristics:

- Ideal placement, as the "double gate" is opened on the front cover
- Builds suspense and sparks curiosity

Format:

■ Front cover + 1/1 page + 2 x 1/2 page upright, 4c

Price:

■ On request

Double Gate Fold Inside



Characteristics:

- Top placement: the flap opens in the middle of the magazine
- Builds suspense and sparks curiosity

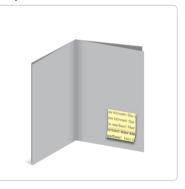
Format:

■ 2/1 page + 4 x 1/1 page high, 4c

Price:

On request

Tip-on Insert



Characteristics:

- · Personally selected design
- Placement on an editorial page

Format:

■ 32 mm width x 32 mm height

Price:

On request



Gatefolder



Characteristics:

- Large-format images possible
- Placed after the front cover

Format:

■ Front cover + 3 x 1/1 page, 4c

Price:

■ On request

Juniorpage



Characteristics:

- 1/2 page, rotated 90 degrees
- Placed in the middle of the editorial content, this type of ad stands out particularly well

Format:

- 131 mm width x 198 mm height at gate
- 115 mm width x 178 mm height in type area

Price:

■ 4,265.00 €



MEDIA 2017

Price List Special Ads

Discount for bound inserts: Depending on advert volume Inserts:

> 1 sheet = 1 advert page 2 sheets = 1.5 advert pages 3 sheets = 1.5 advert pages

Paper weight supplements for bound inserts:

from 140 g/m²–180 g/m² 25 % Additional charges over 180 g/m²

50 % Additional charges

Delivery address for bound and other inserts:

L.N. Schaffrath DruckMedien GmbH & Co. KG Marktweg 42-50, 47608 Geldern Delivery note: for "Autoflotte" No ...

10 copies of each insert should be sent to the advertising department.

Special Ads1):

Formats	4-colour in €
Advertorial	Advert + 15 % surcharge
Inbound Insert (no discounts available) per thou. to 25 g further 5 g total weight	309.00 38.00
Insert	from 6,780.00
Adhesive adverts (no discounts available) per thou.	Advert + 132.00
Island Advert	1.535,00
Bookmark	on request
Coversampling	on request
Sliding Door	on request
Banderole	on request
Double Gate Fold	on request
Double Gate Fold Inside	on request
Post-it	on request
Gatefolder	on request
Juniorpage	4,265.00

¹⁾ Production costs for advertising materials (e.g. inserts) are not included.



Communications goals of our advertising formats

On the modern market, successful advertising entails more and more channels and formats. An optimal combination of Print and Online advertising ensures maximum success for the desired marketing message. The tables below offer orientation on the different formats and show their primary application contexts, in order to help you find the optimal Marketing Mix.

Print Advertising Formats

	High Attention	Presenting a Product	Promoting an Image	Greater Reach	Interactivity	Quantifiable	Addresses a Specific Target Group
Classic print advertisement							
Fleet solutions							
Job market							
Classified ads							
Insert							
Inbound Insert							
Special advertising option							
Infoposter							
Advertorial							



Online Advertising Formats

	High Attention	Presenting a Product	Promoting an Image	Greater Reach	Interactivity	Quantifiable	Addresses a Specific Target Group
Rectangle							
Newsletter							
Fleet solutions							
Infoline							
Advertorial							
WebTV							
Webcast							





Snapshot Profile:

What does Autoflotte online have to offer?

Web Address (URL): www.autoflotte.de

Autoflotte online is one of the leading German-language Internet platforms for the fleet market. In addition to providing up-to-the-minute branch news, Autoflotte Online covers the latest developments in passenger cars & transporters, fleet management & leasing, insurance & risk management, law & taxes, tyres & accessories, telecom & navigation, important dates & events, and offers "Fleet Solutions", a directory of service providers. Various tools for assessing vehicle values, calculating operating costs and alternative drive systems are also provided.



Attractive Target Group:

Who are the users on autoflotte.de?

Fleet managers and decision-makers on the fleet market, as well as providers of products and services for vehicle fleets

Access Control:

IVW-certified since July 2005



Access Data:

103,113 (3-month average, April to June 2016) Visits: Page Impressions: 196,358 (3-month average, April to June 2016)

The latest data is available on request or at www.ivw.de, section: Online usage data.

Rectangle



Size: 300 x 250 px

Expandable on request.

CPT: 75.00 €

Super Ad



Size: 750 x 480 px

Box in advert style.

CPT: 150.00 €

Skyscraper



Size: 120 x 60 px oder

160 x 600 px

Expandable on request.

CPT: 75,00 €

Superbanner



Size:

728 x 90 px or 800 x 90 px or

1170 x 90 px

CPT: 75,00€



Wallpaper



Size: Combination of Superbanner

and Skyscraper (728 x 90 px and 160 x 600 px)

Background colour can be selected on request.

CPT: 150,00 €

Fireplace



Size: Combination of Skyscraper right

and left and one Superbanner (2 x (160 x 600 px) and

1 x (800 x 90 px))
Background colour can be selected on request.

CPT: 300.00 €

Billboard



Size: 750 x 200 px

Other formats available on

request.

CPT: 150,00 €

Layer



Size: 400 x 400 px

CPT: 150,00 €

Access Data:

Visits: 103,113 (3-month average, April to June 2016)
Page Impressions: 196,358 (3-month average, April to June 2016)

The latest data is available on request or at www.ivw.de, section: Online usage data.





The newsletter - the direct connection to your customers:

Link to register: www.autoflotte.de/newsletter

Brief characteristics:

5 times per week, managers and decision-makers responsible for fleet management, company cars, leasing, service and mobility receive up-to-the-minute information via our email newsletter.

Newsletter Subscribers: 9,968 (6/2016)

Duration:

Duration, number of advertisements and activation depend on your preferences and availability. Distribution cannot be limited to specific postal codes or branches.

Advertising form for newsletter	No.	Pixel Format	CPT in €	Size
Cross-/full-size banner	1 see Techn	650 x 150 ical Data	75.00	30 KB
Medium Rectangle	2	300 x 250	75.00	30 KB



Online Advertorial:

Brief characteristics:

Online Advertorials are editorial articles on **www.autoflotte.de** and can be clearly identified as advertisements. Advertorials are advertised on **www.autoflotte.de** or in the **Autoflotte** Newsletter.

Access Data:

Visits: 103.113 (3-month average, April to June 2016)
Page Impressions: 196.358 (3-month average, April to June 2016)

Available on request or at www.ivw.de, section: Online usage data.



Appearance:

- Splash image
- Article is clearly market as an advertisement
- Brief introductory text
- References & links for up to 3 editorial articles available
- Images for the image gallery
- Embedded video available

Advertising form Online Advertorial	Placement www.autoflotte.de	Duration 4 weeks	Price in € 4.000,00
	from the	3.000,00	



Autoflotte News-App:

Present your company, product or services with an advertorial on our **Autoflotte News-App**. You will reach a selected audience of industry specialists who use and value our content in their everyday work.

Advertising form		Specifications	Price in €
Slider + Push Notification	1	Advertorial article is the 2nd slider spot Duration: 1 week	3,000.00
Static tile + Push Notification	2	Advertorial article fixed at the 5th tile Duration: 1 week	2,000.00
Article + Push Notification	3	Advertorial article runs through the push notification newsstream Visible for ca. 1.5 days	1,000.00

All forms of web advertising on the Autoflotte News-App include:

Link to your website/conversion in app possible

Option: Picture gallery/video

Option: Push notification to all users





Fleet Solutions (Flottenlösungen):

Brief characteristics:

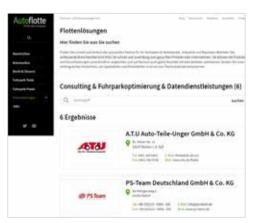
Cross-media provider directory for fleet and carpool operators:

- Autoflotte Print
- Autoflotte Online (www.autoflotte.de)

Placement:

The directory is divided into the following categories: Auto-gas; Auto-glass; Auto Rental & Car-sharing & Carpool Management; Consulting & Carpool Optimisation & Information Services; Vehicle Foils & Text Artwork; Automakers & Importers; Fleet Software; Driving License Checks; Carpool Management, Carpool Service & Logistics; Marketing Used Cars; Assessors; Repairs & Smart Repair; Leasing & Financing; Mobility Service Providers; Tyres & Tyre Services; Claims Management; Fuel Cards; Telematics & Vehicle Communications; Insurance; Garage Services; and Accessories.

All company entries are listed alphabetically within their respective category.



Print:

Format: Display, 43 x 25 mm, 4-colour, with company logo,

type of company and address

Frequency: Every 2nd print issue of Autoflotte = 6 issues

Online:

List entries: Company logo, type of company and address

Company info: - Company profile

- Products & services

- Contact partner

- References

Contact information

Frequency: 12-month placement on Autoflotte Online "Flottenlösungen"

Please contact us for more information on the extensive range of available options.

Package price per category and year: € 1,440.00



autojob.de jobs portal:



Advertising form	Content	Duration	Price in €
Job Offer	Standard template or upload¹)	6 weeks	695.00
Job Offer HTML	HTML template	6 weeks	895.00
Prepaid Batch of 10 Adverts	Upload ¹⁾ or an HTML template	1 year	4,490.00
Job Application		4 weeks	95.00

Access (available on request or at www.ivw.de):

Visits: 29,322 (3-month average, January to March 2016) Page Impressions: 108,257 (3-month average, January to March 2016)

Additional Options	Placement	Duration	Price in €	
Top Placement	Top of the list, sorted by date	3 weeks	+ 200.00	
Top Job	Homepage, max. 12 adverts	1 week	+ 100.00	
Link to Newsletter	Teaser and direct link in a Springer Automotive Media newsletter	1 day	+ 100.00	
Link Website	autoflotte.de/job	6 weeks	+ 395.00	
Print Entry 184 x 20 mm (width x height)	Career market Autoflotte	1 issue	+ 195.002)	
Print Advertisement	Career market	1 issue	see	
	Autoflotte		page 10	

Company Profile	Placement	Duration	Price in €
Business Card	In Companies A – Z U logo + address	pon registering	free
Company Profile	In Companies A – Z images, texts + video	1 year	495.00
Top Employer	Logo + link to profile	4 weeks	495.00

¹⁾ PDF

²⁾ Price not subject to agency or other discounts



MEDIA 2017

Technical Data Online
As of March 2017

Data delivery: veronika.eisele@springer.com

Technical specifications: Standard advertising formats

- File formats: gif, .jpg, .html5, Tag-Code (redirect)
 For .html5-files we need a ClickTag (ClickTag specifications on request).
- Wallpapers are not possible in .html5.
- For expandable banners: one Redirect.

In this context and for layers, we cannot accept .gif or .jpg files.

- File size: up to 80 KB (combined size of all files)
- Audio files (can be activated or deactivated by the user)
- Target URL/Click Command
- Data delivery: 5 working days before the beginning of the campaign

External Ad Server use: possible

Technical specifications:

Newsletter:

- File format: static .gif/.jpg files (animated on request)
- File size: up to 30 KB
- Target URL/ClickCommand
- Data delivery: 2 working days before publication

Detailed technical specifications are available on request or at sam.mediacentrum.de.

Discounts: on request

Conditions agreed upon for print titles do not apply to online advertising.

Payment conditions:

Payment within ten days with 2 $\!\%$ discount, net amount within 30 days of invoice date.

Tax ID: DE 152942001

Bank details:

HypoVereinsbank Munich (BLZ/Sort code: 700 202 70); Account No. 1 830 209 200

IBAN DE 02 7002 0270 1830 2092 00, BIC HYVEDEMMXXX

Terms of business:

You can find our general terms and conditions at sam.mediacentrum.de.

Contact: Katharina Steyrer

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