Hannover Messe
Schnellladen, sicher abrechnen:
So bringen Aussteller die
E-Mobilität ins Rollen

In Interview
Andreas Schell, CEO von
Rolls-Royce Power Systems

Pro und Kontra
Diesel-Urteil als Durchbruch
für die Verkehrswende?

Kommune
Energiegenossenschaften
investieren in Straßenbeleuchtung

Quartier-
versorgung
Klimaschutz
vor Ort

TARGET READERSHIP
Decision-makers from energy supply companies and municipal utility companies, industry, local authorities, the property market, investors
Energy experts (technology, procurement, IT)

TOPICS
Intelligent energy production, energy supply and energy distribution
Branch transformation and digitisation
Energy efficiency and energy management
E-mobility and infrastructure
As a leading, independent energy magazine, energiespektrum has for the last 34 years been providing well-founded information to

**DECISION-MAKERS FROM THE ENERGY SECTOR, INDUSTRY, LOCAL**

**AUTHORITIES, INVESTORS AND REAL ESTATE PROJECT PLANNERS**

The unmistakeable modern design meets the challenge of providing the reader with a pleasant read both through the periodical and news channels.

**TOPIC STRUCTURE**

The magazine is organized in a clear, recurring topic structure with the sections: People | Market | Management | Digital.

**MODERN MAGAZINE CONCEPT**

The aim of the magazine concept is to provide a trustworthy guide in a complex world to facilitate decision-making with an eye to profit and the future. Thematic dossiers, background reports, trend stories and much more.

**CHECK LISTS, CONCISE KNOWLEDGE, COMMENT, PLUS&MINUS ETC.**

offer a quick concise view of the essentials. energiespektrum combines in-depth reporting with entertaining, pleasurable reading. The people in the sector make the decisions on the energy world of tomorrow. Therefore, the magazine focuses on them with formats such as

**3 QUESTIONS TO, PROS & CONS, WELL DONE, 1 ANSWER PLEASE**

**CROSS-MEDIA, SOCIAL MEDIA AND SERVICES**

The concept has been expanded with the modern website, www.energiespektrum.de, the weekly newsletter, the monthly public utility newsletter and special topic-based newsletters on energy storage, CHP, the property market, finance and much more. Our popular news channels, Twitter and Xing also keep you updated on a daily basis. New content marketing formats can be found from page 11 onwards.
www.ivw.de

FREQUENCY
7 issues per year

EDITION
35th edition 2020

MAGAZINE FORMAT
220 x 297 mm

WEB ADDRESS
www.energiespektrum.de

SUBSCRIPTION PRICES
Single purchase:
Annual subscription
(Print + Online):
(€ 138.00 Print+€ 1.00 Online)
All prices are recommended prices only.
Postage extra. For Germany they include
the VAT: Print 7%; Online and Digital 19%.

ISSN
0179-9932

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SCOPE AND CONTENTS

SCOPE: 628 PAGES
EDITORIAL: 524 PAGES
ADVERTS: 104 PAGES
INSERTS: 5 PAGES

EDITORIAL CONTENT ANALYSIS: 2018 = 628 Pages
Renewable energies and services
(wind, solar, bio) 19.1 %
Sector coupling, digitisation, smart metering 11.5 %
Energy supply and services
(electricity, gas, heating) 8.8 %
Energy efficiency and energy management 8.4 %
Smart home, smart city, local authorities,
property market 8.3 %
E-mobility and infrastructure 10.1 %
Networks, services and smart grid 6.1 %
Energy trading, energy policy and law 5.5 %
Intelligent energy production, block-type
thermal power station, contracting 6.1 %
Financing, project planning 5.1 %
Energy storage 2.8 %
Others (editorial, content, news and facts) 8.2 %
CIRCULATION ANALYSIS
Average number of copies per issue (1st July 2018 – 30th June 2019)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Print run</td>
<td>14,850</td>
</tr>
<tr>
<td>Number of distributed copies</td>
<td>14,338</td>
</tr>
<tr>
<td>Sold copies</td>
<td>184</td>
</tr>
<tr>
<td>Subscribed copies</td>
<td>180</td>
</tr>
<tr>
<td>Single purchase</td>
<td>–</td>
</tr>
<tr>
<td>Others</td>
<td>4</td>
</tr>
<tr>
<td>Free copies</td>
<td>14,544</td>
</tr>
<tr>
<td>Remaining and archive copies</td>
<td>513</td>
</tr>
</tbody>
</table>

ANALYSIS OF GEOGRAPHICAL DISTRIBUTION
Publisher’s information: planned distribution for 2019

<table>
<thead>
<tr>
<th>Region</th>
<th>Proportion of total circulation</th>
<th>Copies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Germany</td>
<td>99.53 %</td>
<td>14,271</td>
</tr>
<tr>
<td>Other countries</td>
<td>0.47 %</td>
<td>67</td>
</tr>
<tr>
<td>Actual circulation</td>
<td>100 %</td>
<td>14,338</td>
</tr>
</tbody>
</table>

GEOGRAPHICAL DISTRIBUTION ACCORDING TO NIELSEN AREAS

<table>
<thead>
<tr>
<th>Nielsen Area</th>
<th>Proportion</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nielsen 1</td>
<td>12.76 %</td>
</tr>
<tr>
<td>Nielsen 2</td>
<td>22.90 %</td>
</tr>
<tr>
<td>Nielsen 3A</td>
<td>14.44 %</td>
</tr>
<tr>
<td>Nielsen 3B</td>
<td>18.53 %</td>
</tr>
<tr>
<td>Nielsen 4</td>
<td>18.83 %</td>
</tr>
<tr>
<td>Nielsen 5-7</td>
<td>12.54 %</td>
</tr>
<tr>
<td>Nielsen 6</td>
<td>– 7 %</td>
</tr>
</tbody>
</table>

RECIPIENT GROUPS AT A GLANCE

- Power system manufacturers, Industry 4.0: 34%
- Energy-relevant trade and industry: 22%
- Energy supply companies and network operators: 19%
- City councils and local authorities: 9%
- Building designers, architects, facility managers: 9%
- Financing and services: 5%
- Research, policy, higher education: 2%
### FIELDS OF BUSINESS/ECONOMIC SECTORS
Publisher’s information: planned distribution for 2020

<table>
<thead>
<tr>
<th>Recipient area</th>
<th>Department/ Group/ Class</th>
<th>Proportion of total circulation %</th>
<th>Copies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy-relevant industry and trade</td>
<td>10, 11, 12, 13, 14, 15</td>
<td>8.11 %</td>
<td>1,163</td>
</tr>
<tr>
<td></td>
<td>16 – 18</td>
<td>5.76 %</td>
<td>826</td>
</tr>
<tr>
<td></td>
<td>19, 20, 22</td>
<td>7.93 %</td>
<td>1,137</td>
</tr>
<tr>
<td>Turbine manufacturer and suppliers, industry 4.0</td>
<td>24, 25, 28</td>
<td>22.35 %</td>
<td>3,205</td>
</tr>
<tr>
<td></td>
<td>26, 27, 32.5</td>
<td>11.35 %</td>
<td>1,627</td>
</tr>
<tr>
<td>Energy supplier and network operators</td>
<td>35</td>
<td>19.53 %</td>
<td>2,800</td>
</tr>
<tr>
<td>Building planners, architects, facility manager</td>
<td>71.1, 71.12.2, 72.1</td>
<td>8.81 %</td>
<td>1,263</td>
</tr>
<tr>
<td>Cities and municipalities</td>
<td>84, 94.1, 94.2, 94.9</td>
<td>9.02 %</td>
<td>1,293</td>
</tr>
<tr>
<td>Financing and service</td>
<td>64</td>
<td>5.28 %</td>
<td>757</td>
</tr>
<tr>
<td>Research, politics, university</td>
<td>85</td>
<td>1.86 %</td>
<td>267</td>
</tr>
<tr>
<td>Actual circulation</td>
<td></td>
<td>100 %</td>
<td>14,338</td>
</tr>
</tbody>
</table>

### SIZE OF ORGANISATION

<table>
<thead>
<tr>
<th>Size of Organisation</th>
<th>Proportion of total circulation %</th>
<th>Copies</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 50 employees</td>
<td>17.92 %</td>
<td>2,569</td>
</tr>
<tr>
<td>50 – 99 employees</td>
<td>23.52 %</td>
<td>3,372</td>
</tr>
<tr>
<td>100 – 199 employees</td>
<td>22.54 %</td>
<td>3,232</td>
</tr>
<tr>
<td>200 – 499 employees</td>
<td>15.69 %</td>
<td>2,250</td>
</tr>
<tr>
<td>500 – 999 employees</td>
<td>6.80 %</td>
<td>975</td>
</tr>
<tr>
<td>&gt; 1,000 employees</td>
<td>4.91 %</td>
<td>704</td>
</tr>
<tr>
<td>Others (cities and municipalities from 100 inhabitants)</td>
<td>8.62 %</td>
<td>1,236</td>
</tr>
<tr>
<td>Actual circulation</td>
<td>100 %</td>
<td>14,338</td>
</tr>
</tbody>
</table>

### JOB CHARACTERISTIC: POSITION IN ORGANISATION

<table>
<thead>
<tr>
<th>Position in Organisation</th>
<th>Proportion of total circulation %</th>
<th>Copies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owner, board member, managing director</td>
<td>49.30 %</td>
<td>7,069</td>
</tr>
<tr>
<td>Executives and experts in technical part (production, IT, energy)</td>
<td>34.91 %</td>
<td>5,005</td>
</tr>
<tr>
<td>Executives and experts in commercial part (purchase, distribution, energy)</td>
<td>15.79 %</td>
<td>2,264</td>
</tr>
<tr>
<td>Actual circulation</td>
<td>100 %</td>
<td>14,338</td>
</tr>
</tbody>
</table>

MORE DETAILS: www.henrich-mediacenter.de
ADVERTISEMENTS RATES/FORMATS: PRICE LIST NO. 35 valid from 01.10.2019

<table>
<thead>
<tr>
<th>Format</th>
<th>Width x Height</th>
<th>Basic rate b/w</th>
<th>Colour surcharges per process colour**</th>
<th>Price 4c</th>
</tr>
</thead>
<tbody>
<tr>
<td>Title sponsoring</td>
<td></td>
<td></td>
<td></td>
<td>on request</td>
</tr>
<tr>
<td>Cover 2 and 4</td>
<td>185 x 250 mm</td>
<td>5,600.00 €</td>
<td>550.00 €</td>
<td>7,250.00 €</td>
</tr>
<tr>
<td></td>
<td>220 x 297 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cover 3</td>
<td>185 x 250 mm</td>
<td>5,400.00 €</td>
<td>550.00 €</td>
<td>7,050.00 €</td>
</tr>
<tr>
<td></td>
<td>220 x 297 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/1 page</td>
<td>400 x 250 mm</td>
<td>8,800.00 €</td>
<td>1,080.00 €</td>
<td>12,040.00 €</td>
</tr>
<tr>
<td></td>
<td>440 x 297 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/1 page</td>
<td>185 x 250 mm</td>
<td>4,690.00 €</td>
<td>550.00 €</td>
<td>6,340.00 €</td>
</tr>
<tr>
<td></td>
<td>220 x 297 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2/3 page</td>
<td>185 x 171 mm</td>
<td>3,170.00 €</td>
<td>550.00 €</td>
<td>4,820.00 €</td>
</tr>
<tr>
<td></td>
<td>220 x 196 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Junior page</td>
<td>122 x 175 mm</td>
<td>2,630.00 €</td>
<td>380.00 €</td>
<td>3,770.00 €</td>
</tr>
<tr>
<td></td>
<td>137 x 197 mm*</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/2 page</td>
<td>85 x 250 mm</td>
<td>2,430.00 €</td>
<td>380.00 €</td>
<td>3,570.00 €</td>
</tr>
<tr>
<td></td>
<td>101 x 297 mm*</td>
<td>more on page 9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/3 page</td>
<td>55 x 250 mm</td>
<td>1,630.00 €</td>
<td>330.00 €</td>
<td>2,620.00 €</td>
</tr>
<tr>
<td></td>
<td>70 x 297 mm*</td>
<td>more on page 9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/4 page</td>
<td>85 x 122 mm</td>
<td>1,220.00 €</td>
<td>330.00 €</td>
<td>2,210.00 €</td>
</tr>
<tr>
<td></td>
<td>101 x 145 mm*</td>
<td>more on page 9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1/8 page</td>
<td>185 x 28 mm</td>
<td>720.00 €</td>
<td>190.00 €</td>
<td>1,290.00 €</td>
</tr>
<tr>
<td></td>
<td>220 x 53 mm*</td>
<td>more on page 9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Colour surcharges are not subject to a discount; front cover, inside front cover and advertisements in special colours on request.

SURCHARGES/PLACEMENTS
Fixed placements of advertisements and inserts: 10 % surcharge.
Fixed placements are possible as of a third page.
Bleed/double page spread: 10 % surcharge.
All surcharges and technical costs are not subject to discount!

COLOUR SURCHARGE
Special colours on request

SURCHARGE SPECIAL ADVERTISEMENT
On request

DISCOUNTS
For insertions within 12 months

<table>
<thead>
<tr>
<th>FREQUENCY DISCOUNTS:</th>
<th>3 ADV. 5 %</th>
<th>5 ADV. 10 %</th>
<th>7 ADV. 15 %</th>
</tr>
</thead>
<tbody>
<tr>
<td>VOLUME DISCOUNTS:</td>
<td>2 PAGES 5 %</td>
<td>4 PAGES 10 %</td>
<td>6 PAGES 15 %</td>
</tr>
</tbody>
</table>

TERMS OF PAYMENT/BANK DETAILS
The invoiced amount is payable net (without deduction) within 30 days of the invoice date. If payment is made within eight days, the publisher grants the customer a discount of 2 %. If payment is made in advance, the publisher grants a discount of 3 % of the invoiced amount.
Tax no. 2645 223 73105, VAT ident no. DE 163 778 434
Postbank München, IBAN DE81 7001 0080 0915 0428 02, BIC PBNKDEFF

All rates are subject to Value Added Tax.

Terms & conditions: www.henrich-mediacenter.de/agb
**ADVERTISEMENT FORMATS**

<table>
<thead>
<tr>
<th>Page</th>
<th>Type area (W x H)</th>
<th>Bleed (W x H)*</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/3 page</td>
<td>400 x 250 mm</td>
<td>440 x 297 mm</td>
</tr>
<tr>
<td>1/4 page</td>
<td>185 x 250 mm</td>
<td>220 x 297 mm</td>
</tr>
<tr>
<td>2/3 page, vertical</td>
<td>116 x 250 mm</td>
<td>136 x 297 mm</td>
</tr>
<tr>
<td>2/3 page, horizontal</td>
<td>185 x 171 mm</td>
<td>220 x 196 mm</td>
</tr>
<tr>
<td>Junior page</td>
<td>122 x 175 mm</td>
<td>137 x 197 mm</td>
</tr>
<tr>
<td>1/2 page, vertical</td>
<td>85 x 250 mm</td>
<td>101 x 297 mm</td>
</tr>
<tr>
<td>1/2 page, horizontal</td>
<td>185 x 122 mm</td>
<td>220 x 145 mm</td>
</tr>
<tr>
<td>1/3 page, vertical</td>
<td>55 x 250 mm</td>
<td>70 x 297 mm</td>
</tr>
<tr>
<td>1/3 page, horizontal</td>
<td>185 x 80 mm</td>
<td>220 x 105 mm</td>
</tr>
<tr>
<td>1/4 page, vertical</td>
<td>40 x 250 mm</td>
<td>55 x 297 mm</td>
</tr>
<tr>
<td>1/4 page, 2-columned</td>
<td>85 x 122 mm</td>
<td>101 x 145 mm</td>
</tr>
<tr>
<td>1/4 page, 4-columned</td>
<td>185 x 58 mm</td>
<td>220 x 85 mm</td>
</tr>
<tr>
<td>1/8 page, 1-columned</td>
<td>40 x 122 mm</td>
<td>60 x 147 mm</td>
</tr>
<tr>
<td>1/8 page, 2-columned</td>
<td>85 x 58 mm</td>
<td>105 x 83 mm</td>
</tr>
<tr>
<td>1/8 page, 4-columned</td>
<td>185 x 28 mm</td>
<td>220 x 53 mm</td>
</tr>
</tbody>
</table>

*For technical reasons the printing material for bleed adverts has to have additional 3 mm on all sides for trimming.*
SPECIAL ADVERTISEMENT FORMATS

**GATEFOLDER 7,500.00 €**
3-page presence with gate-fold title page on U2

**ISLAND ADVERTISEMENT 1/8 PAGE 1,760.00 €**
1/8 page centrally placed, surrounded by text

**2x 1/4 PAGE TRANSVERSE CROSSOVER 3,984.00 €**
Positioning in contents list
Both pages transverse crossover

BOUND INSERTS

<table>
<thead>
<tr>
<th>Total circulation</th>
<th>Price per thousand</th>
<th>Total circulation</th>
<th>Price per thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>up to 25 g</td>
<td>270.00 €</td>
<td>up to 40 g</td>
<td>370.00 €</td>
</tr>
<tr>
<td>up to 30 g</td>
<td>290.00 €</td>
<td>up to 45 g</td>
<td>400.00 €</td>
</tr>
<tr>
<td>up to 35 g</td>
<td>340.00 €</td>
<td>up to 50 g</td>
<td>410.00 €</td>
</tr>
</tbody>
</table>

A sample insert is required when placing an order. Maximum size 214 x 289 mm, heavier and partial loose inserts on request.

LOOSE INSERTS

<table>
<thead>
<tr>
<th>Paper weight</th>
<th>up to 120 g</th>
<th>up to 170 g</th>
<th>more than 170 g</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 pages</td>
<td>5,360.00 €</td>
<td>5,640.00 €</td>
<td>5,860.00 €</td>
</tr>
<tr>
<td>4 pages</td>
<td>7,890.00 €</td>
<td>8,320.00 €</td>
<td>8,640.00 €</td>
</tr>
<tr>
<td>8 pages</td>
<td>10,950.00 €</td>
<td>11,240.00 €</td>
<td>11,450.00 €</td>
</tr>
</tbody>
</table>

A sample insert is required when placing an order. Please deliver untrimmed (format: 220 x 297 mm). In case of multiple page inserts please deliver folded.

INSERT STICKERS

In combination with an advert or insert 2,370.00 €. When processed by machine, gluing costs are included. Manual processing on request.

DELIVERY ADDRESS FOR BOUND INSERTS/LOOSE INSERTS/INSERT STICKERS

FIRMENGRUPPE APPL, appl druck GmbH, Angerstraße 54, 85354 Freising, Germany. All shipments are to be labeled with a delivery note, containing the title of the magazine, the according issue and the number of units. Delivery until closing date, required copies: 14,900.

TECHNICAL DATA ADVERTS/BOUND INSERTS/LOOSE INSERTS/SPECIAL ADVERTISING

In order to process your order optimally we receive your motives as highend-pdf. Please send your data via email to dispo@verlag-henrich.de. The processing will be free of charge as long as the data comply with our common terms of digital data acceptance of advertisements. Information about, you will find in the technical data sheet. Additional expenditure incurred due to data being incorrect will be invoiced at cost price. Formats and further important technical information about the delivery of bound and loose inserts and special advertising, you will find in the technical data sheet as well. The „technical data sheet“ you will find in our media center at www.henrich-mediacenter/fachzeitschriften/technischdaten

All rates are subject to Value Added Tax.
As the world of information becomes ever more digital, networked and disruptive, the more important reliable content becomes for coping in this unpredictable world.

Business objectives such as acquiring and retaining customers, improving brand name recognition, reaching new target groups and gaining ground in the market place remain the hallmarks of sustainable business success.

Rely on our expertise, in order to exploit profitable cross-media strategies.

We deal you trumps every time for your perfect marketing mix and total customer satisfaction.

#wegiveyousomethingtoshoutabout
### Content Marketing

<table>
<thead>
<tr>
<th>Advertisement</th>
<th>Rate in € plus VAT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Video promotion</td>
<td>2,100.00 €</td>
</tr>
</tbody>
</table>
| · Prominent positioning of the video on the home page  
  · Term 1 month and advertising of the video in the newsletter  
  · Picture gallery website term: 2 weeks |
| Themed newsletter                | 2,080.00 €         |
| · Exclusive sponsoring of a themed newsletter with:  
  1x Leaderboard (728 x 90 Pixel), 1x Wide Skyscraper (160 x 600 Pixel)  
  or optionally 1x Content Fullbanner (468 x 60 Pixel)  
  · 1 video ad with linking  
  · 1 text ad  
  · Company address, logo and link |
| Info graphic                     | 2,950.00 €         |
| · We visualise complex contents requiring explanation for your specialist article in the editorial look and feel of energiespektrum  
  · Info graphic format 101 x 297 mm + 3 mm Trim  
  · Print and online publication (website, 1x newsletter)  
  · Publication in the energiespektrum magazine and on the Xing and Twitter news channels, unrestricted right of use in print and online |
| Advertorial campaign             | 2,996.00 €         |
| In the corporate design of your company we create for you:  
  · Print advertorial ½ page 4c  
  · Online advertorial as text ad in the newsletter (approx. 4,201 recipients)  
  · Half Skyscraper (2 weeks 160 x 300 pixel) |
| Lead campaign                    | 3,900.00 €         |
| · Production of a White paper in the editorial look and feel of energiespektrum  
  · Prominent publication of the White paper for 3 months on www.energiespektrum.de  
  · White paper advertising: 6 text ads in the newsletter of energiespektrum, Text Ad on www.energiespektrum.de, Term: 4 weeks |
SPONSORING: DISCUSSION WITH EXPERTS

OUR SERVICE:

ORGANISATIONAL SERVICE:
- Concept of the substance of the discussion
- Organisation and implementation
- Premises, technology, hospitality
- Invitation organisation
- Briefing, mentoring of the participants
- Event moderation
- Photographic and video recording possible

MEDIA SERVICE
- 2x magazine advertisements, 1 month banner on website
  3x banner on newsletter page (formats to be agreed)
- (Video) statements on customer website
- PDF of the trend article
- Reprint possible

PUBLIC RELATIONS SERVICE
- Report as part of a trend article (maximum four sides) in the specialist magazine and on www.energiespektrum.de
- Posts on website and the Xing and Twitter news channels
- (Video) statements on website, Xing and Twitter
PUBLISHING PORTFOLIO
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SAMPLE MAGAZINE
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<td><strong>E-WORLD + ENERGY STORAGE</strong>&lt;br&gt; IT: market communications, trade, CRM, networks&lt;br&gt; Memory: systems, batteries, service&lt;br&gt; Smart city: services, building management, energy transition in the transport sector, district power supply, LoRaWAN, lightning&lt;br&gt; Gas: LNG, online portal, service&lt;br&gt; Smart metering: sub-metering, added values, hardware and software&lt;br&gt; Climate solutions: CO₂ price, climate protection</td>
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### IT-SA AND METERING DAYS

#### Digital energy transition:
Platforms, concepts, white label

#### Digitalisation:
Block chain, chatbot, virtual reality

#### Software:
Online portal, trade, market communication

#### Big data:
Cloud, analyse

#### Smart energy:
Metering, grid, home

#### Energy management

### IT-Security
- ISMS
- Consulting
- Critical infrastructures

### WINDENERGY

**After renewable energy sources**

**Act:** power purchase agreements (PPA), business concepts

**Financing:** renewable, small and medium-sized business sector, crowdfunding

**Public utilities:** products, strategies, partnerships

**Planning:** urban, building, district

**Demand response:** emergency power, loads

**Bürgerenergie**

### Wind energy
- Market
- Service
- Components
- Retrofit + repowering
- Power to X

### SUPPLEMENT

Traffic turnaround as a business model, urban mobility, charging/accounting

### SPS, GAT, EMOVE, METERING DAYS, EUROPEAN UTILITY WEEK, POWER GEN

**Gas:** LNG, Power to X

**Financing:** small and medium-sized business sector, energy efficiency, assistance

**Networks:** power quality industry

**Lighting:** management, LED, streets, industry, local authorities

**Smart metering:** added values, hardware and software, realization

**Decentralised energy production**

### Digital factory
- Energy management
- Measuring systems
- Software
- Integration
- Efficiency

### FT Straßen- und Außenbeleuchtung
Bad Soden, 11/11-11/12/2020

**Gat**
Berlin, 11/17-11/18/2020

**SPS/IPC/Drives**
Nuremberg, 11/24-11/26/2020

**European Utility Week und Power Gen N. N.**

**Energy Decentral**
Hanover, 11/17-11/20/2020

### E-WORLD PREVIEW

**Contracting models**

**Bio energy:** bulk, gas, flexibility

**Facility management:** industrial service, modernisation, location and energy management, CAFM software

**Direct marketing und control energy**

### Internet of things
- Communication technology
- Big data
- Added values

### Handelsblatt Energie-Gipfel 2021
Berlin, N. N.
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