# Marketing Kit

### September 23 & 24, 2020, DMEXCO @home

Ideational and professional partner,

owner of the DMEXCO brand

Organizer

•••• koelnmesse







With the special participation of the Circle of Online Marketers (OVK)



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# Our platform, your message

DMEXCO is a global community and the central meeting point for all major decision-makers in the digital economy, marketing and innovation. We bring together industry leaders, marketing and media professionals as well as technology and innovation drivers in a single place where they can define the digital agenda together.

As a year-round platform, DMEXCO enables marketers to achieve their goals not only during the event, but 365 days a year. Whether brand awareness, traffic generation, user engagement—use the potential of our digital community and reach a top target group of marketing and digital professionals from all over the world.

\*The listed media services and conditions are only available to DMEXCO exhibitors, sponsors or partners.

# DMEXCO Reach

### Social Media

Twitter:	20,750	followers
Facebook:	23,200	fans
Instagram:	5,200	followers
LinkedIn:	12,100	followers
Xing:	14,700	members

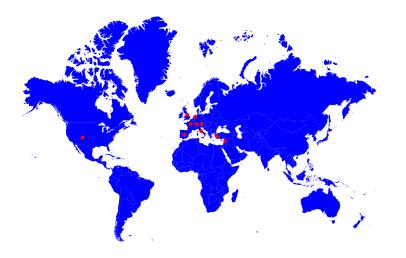
### Newsletter

Total subscribers:	41,000
German newsletter:	25,000
English newsletter:	16,000

As of July 2020

<sup>edia-</sup>Monitor

### **DMEXCO** Community

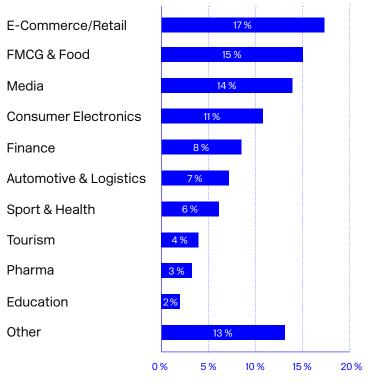


The Strongest International Visitor Groups – TOP 10:

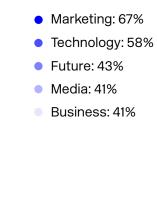
01	GB / Northern Ireland	06
02	Netherlands	07
03	USA	08
04	France	09
05	Austria	10

5 Switzerland 7 Israel 8 Italy 9 Spain 9 Turkey

#### DMEXCO covers all industries & brands



#### Typical DMEXCO Visitors' Interests



#### Key Personas of the DMEXCO Community



Business Development Manager



Media Planner

CMO / B2B Marketing Manager / B2C Marketing Manager



E-Commerce

Manager



Sales Manager



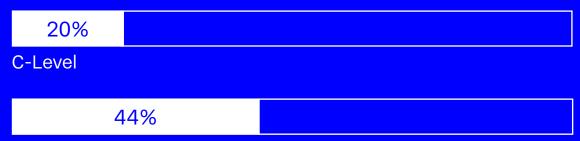


IT Manager / Head of Product CDO / CIO



of the DMEXCO visitors have an impact on the purchase of media & technology services.

### **Executive Level**



Senior Management

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### **DMEXCO** Marketing Solutions

- 1. Social Media: Sponsored Post / Sponsored Story
- 2. Newsletter: Banner Ad / Native Content Ad
- 3. Stand-Alone Mailing
- 4. Stand-Alone Mailing Track
- 5. Sponsored Story + Media Coverage
- 6. Sponsored Story ,Tool of the Month' + Media Coverage
- 7. Sponsored Interview + Media Coverage
- 8. Sponsored Downloadable + Media Coverage
- 9. Event Calendar + Media Coverage
- 10. Sponsored Podcast Episode + Media Coverage
- 11. Billboard Ad on DMEXCO website
- 12. Pop-up Ad on DMEXCO website
- 13. Session Video Ad

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# 1a. Social Media Sponsored Post1b. Social Media Sponsored Story

Place your news, products or events on the DMEXCO social media channels. You benefit from the vast reach of our community and global awareness of the DMEXCO brand. Encourage interaction with your target group and create an exciting experience. There is no limit to your creativity.



#### 1a. Social Media Sponsored Post

- 1 Post in English or German on 2 of the DMEXCO social media channels:
  - Facebook: English/German
  - Twitter: English/German
  - Linkedin: English
  - Xing: German
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook or LinkedIn) worth €150.00 / Duration: 2 days
- · Screenshot of your post as documentation

Price:

€830.00

#### 1b. Social Media Sponsored Story

- 1 Post in English or German on the DMEXCO Instagram and Facebook Channel
- Paid Promotion within the DMEXCO fan base on 1 social media channel (Facebook or Instagram) worth €100.00 / Duration: 1 Day
- · Screenshot of your post as documentation

#### DMEXCO mit Salesforce Bezahlte Partnerschaft · 🕥

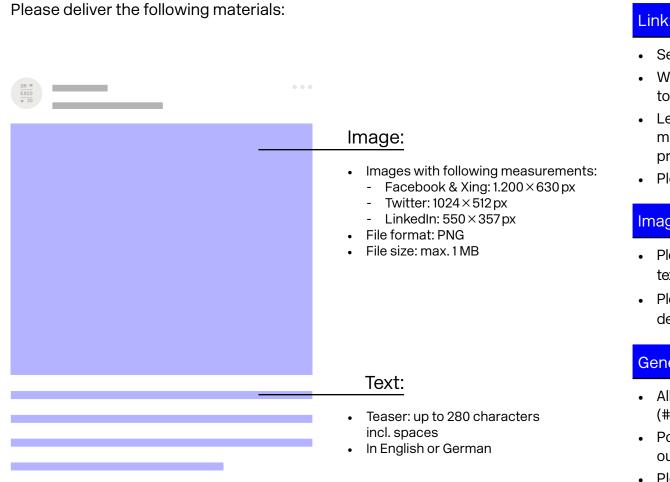
[Ad] Meet Salesforce at DMEXCO19 in Cologne and discover how to personalize consumer journeys, get to know your customers better, and engage with consumers across multiple channels for a 360° view of your customers.

Join them at DMEXCO on September 11 and 12, 2019 and register now to arrange your meeting with an expert: https://sfdc.co/Atiuv



Price:

### Social Media Sponsored Post: Tech Specs 1a.



### Link:

- · Send us the URL your post should link to
- We assume no liability for the content of the page to which your link refers
- Let us know which 2 channels you choose for your social media posts & which channel should be used for the paid promotion.
- Please send us also the links to your social media accounts.

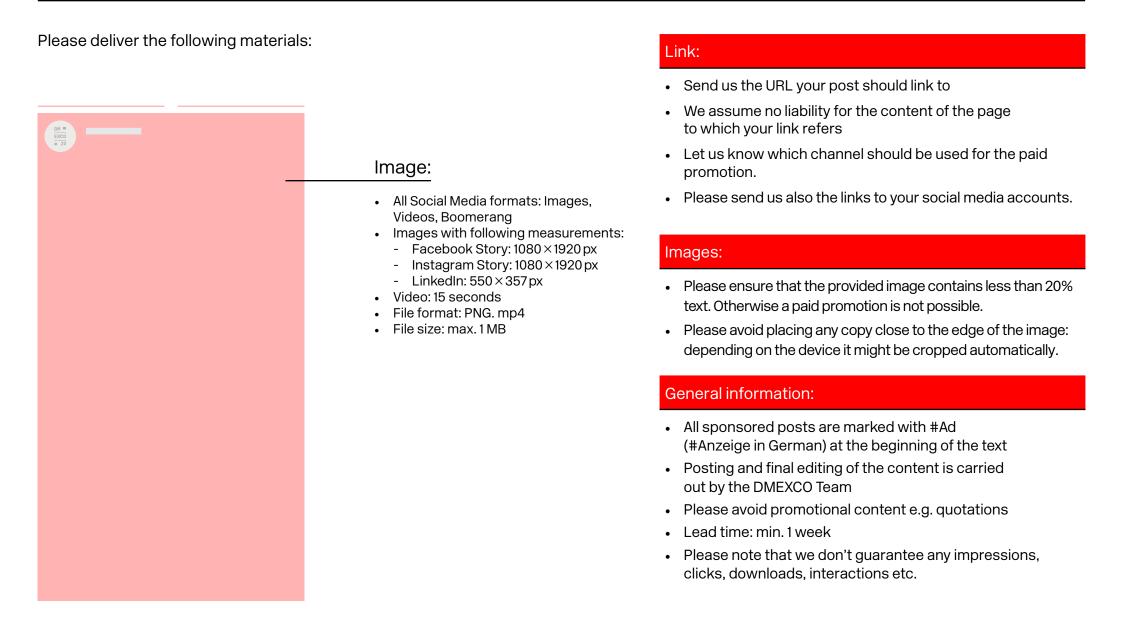
#### Images:

- Please ensure that the provided image contains less than 20% text. Otherwise a paid promotion is not possible.
- Please avoid placing any copy close to the edge of the image: depending on the device it might be cropped automatically.

#### General information:

- All sponsored posts are marked with #Ad (#Anzeige in German) at the beginning of the text
- Posting and final editing of the content is carried out by the DMEXCO Team
- Please avoid promotional content e.g. quotations
- Lead time: min. 1 week
- Please note that we don't guarantee any impressions, clicks, downloads, interactions etc.

### 1b. Social Media Sponsored Story: Tech Specs



# 2a. Newsletter: Banner Ad2b. Newsletter: Native Content Ad

With the DMEXCO Newsletter you can reach up to 41,000 marketing professionals. Whether as a complementary measure to the event or as an all-year communication channel, you can inform visitors about your participation in the DMEXCO, arrange customer appointments, present new products, distribute content in a targeted manner and much more.

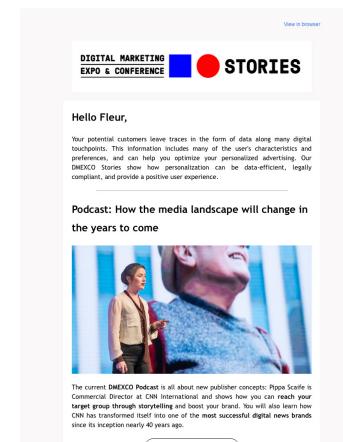
We offer you **two options** for integrating your message: a banner ad **or** a native content ad

#### 2a. Banner Ad

- Display banner placement
- Publication in the "DMEXCO Stories" or "DMEXCO News" newsletters
- Dispatch to the English and German distribution list
- · Forwarding of the sent newsletter as documentation

#### 2b. Native Content Ad

- Placement of content ads (consisting of image and text)
- Publication in the "DMEXCO Stories" newsletter
- Dispatch to the English and German distribution list
- Forwarding of the sent newsletter as documentation



Go to the podcast here

Sponsored Story: Why personalized advertising has to please your customers

€1,450.00

### 2a. Banner Ad: Tech Specs



### Link:

- · Send us the URL the post should link to
- We assume no liability for the content of the page to which your link refers

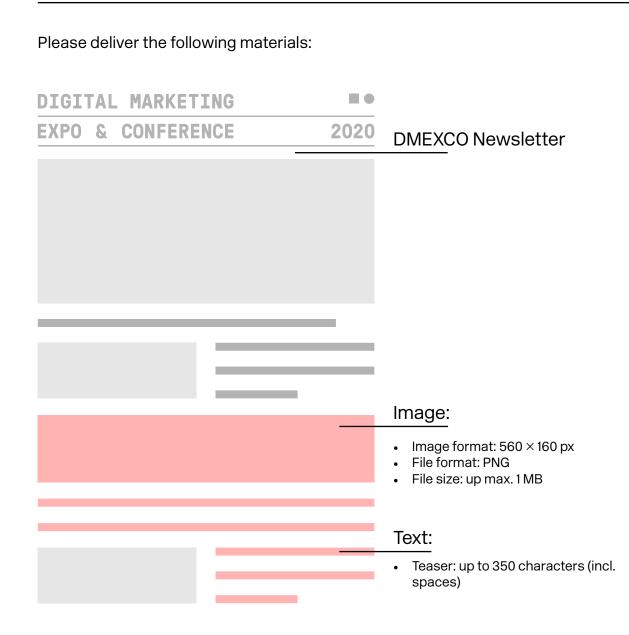
#### Placement:

• Top position after the first editorial teaser in the newsletter

### General information:

- For bilingual distribution, delivery of content in German and English
- Final editing of the content is carried out by the DMEXCO Team
- Lead time: min. 5 working days
- Please note that we don't guarantee any opens, impressions, clicks, downloads etc.

### 2b. Native Content Ad: Tech Specs



#### Link:

- · Send us the URL the post should link to
- We assume no liability for the content of the page to which your link refers

#### Placement:

• Top position after the first editorial teaser in the newsletter

### General information:

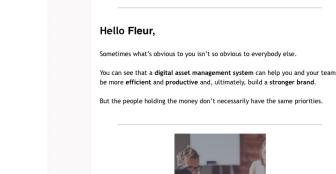
- For bilingual distribution, delivery of content in English and German
- All content ads are marked as ad
- Final editing of the content is carried out by the DMEXCO Team
- Lead time: min. 1 week
- Please note that we don't guarantee any opens, impressions, clicks, downloads etc.

### 3. Stand-Alone Mailing

Would you like to draw full attention to your company? If so, our exclusive stand-alone mailing is the way to do it. Address up to 41,000 subscribers interested in digital business, marketing and innovation. The stand-alone mailing only revolves around you and your topics (e.g. product launches, event announcements, content distribution). You provide the content according to our structural specifications and we create the mailing and send it to our top-notch target group.

#### Services:

- Creation of stand-alone mailing based on your ready-to-use texts and images according to our specifications (examples and inspiration can be provided on request)
- Dispatch to both the English and the German language mailing lists possible
- · Forwarding of the sent mailing as documentation
- Documentation including clicks and opening rate



DIGITAL MARKETING

**EXPO & CONFERENCE** 

Newsletter presented by:



This guide can help you build your case by explaining how to:

- Build a team of digital asset management supporters
- · Identify business reasons for digital asset management
- Measure digital asset management ROI

Use this guide to build a **strategy** that will make your **business case** clear and compelling.



View in browser

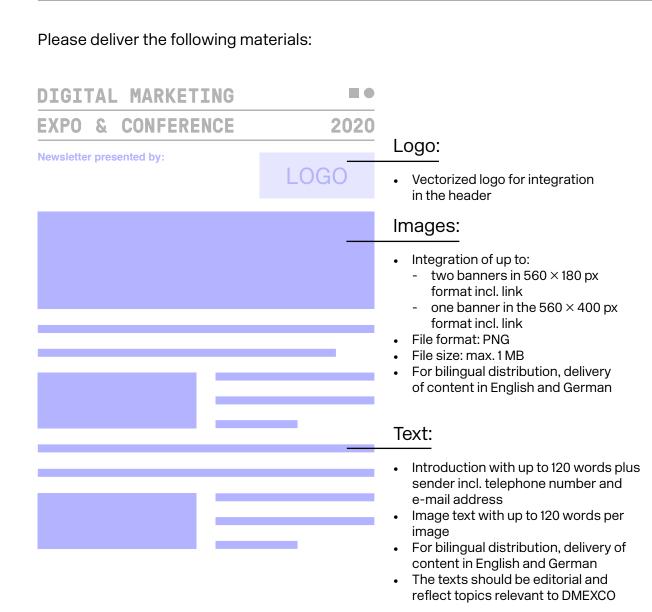
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€9,390.00

### 3. Stand-Alone Mailing: Tech Specs



### **General Information:**

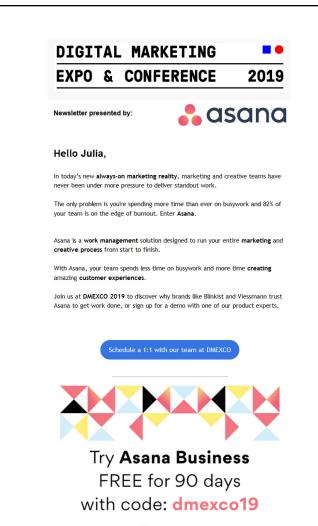
- All stand-alone mailings are marked with "special newsletter [name of the company]" as well as "presented by" with inclusion of the company's logo
- Final editing of the content is performed by the DMEXCO Team
- Lead time: min. 1 week
- We assume no liability for the content of the page to which your link refers
- Please note that we don't guarantee any opens, impressions, clicks, downloads etc.

### 4. Stand-Alone Mailing Tracks

Reduce scattering loss, increase traffic and benefit from maximum relevance by only addressing your relevant target group consisting exclusively of people interested in your industry sector. The stand-alone mailing includes your own content and branding.

#### Services:

- Creation of stand-alone mailing based on your ready-to-use texts and images according to our specifications (examples and inspiration can be provided on request)
- Dispatch to both the English and the German language mailing lists possible
- · Forwarding of the sent mailing as documentation
- Documentation including clicks and opening rate



🔒 asana

€2,790.00

### 4. Stand-Alone Mailing Tracks: Tech Specs



#### **General Information:**

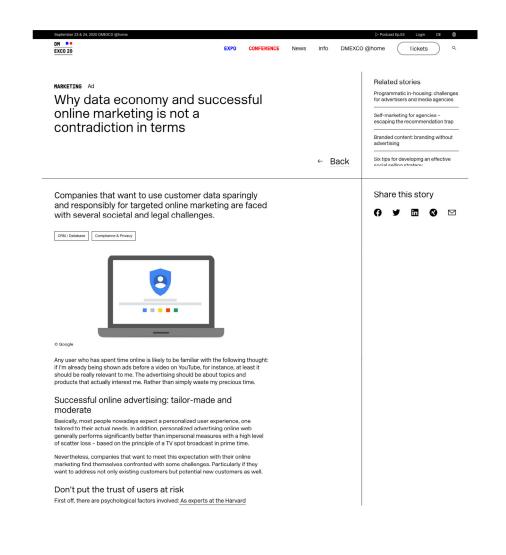
- All stand-alone mailings are marked with "special newsletter [name of the company]" as well as "presented by" with inclusion of the company's logo
- Final editing of the content is performed by the DMEXCO Team
- Lead time: min. 1 week
- We assume no liability for the content of the page to which your link refers
- Please note that we don't guarantee any opens, impressions, clicks, downloads etc.

### 5. Sponsored Story + Media Coverage

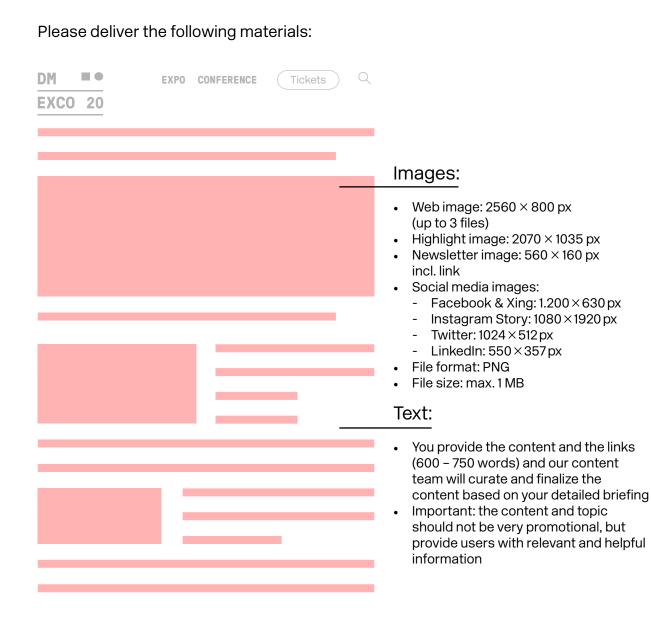
Combine your content with the exclusive environment of the DMEXCO blog and the reach of the international DMEXCO Community. In this way you can present your topics with a high level of credibility and draw the attention of our digital marketing audience to your products.

#### Services:

- Curation of the story in English & German by the DMEXCO content team (in the case of bilingual copy translation costs will be billed as incurred) based on your content and a comprehensive briefing including one round of corrections
- Publication on the DMEXCO Blog
- Placement on the dmexco.com homepage on the day of publication\*
- Distribution as a content ad with graphics and URL reference to story in the weekly "DMEXCO Stories" newsletter (sent to the English or German distribution list depending on the language)
- Social media promotion: 1 Post in English or German on the DMEXCO social media channels (depending on the language of your story)
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook, Instagram or LinkedIn) worth €250.00. Duration: 5 days
- Link to your sponsored story, screenshot of the posts and forwarding of the sent newsletter as documentation



### 5. Sponsored Story + Media Coverage: Tech Specs



### General information:

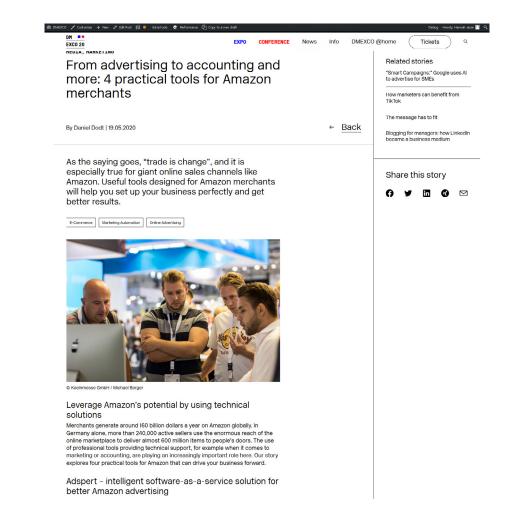
- All sponsored stories will be marked as #Ad (#Anzeige in German)
- Content teasers and social media posts are marked as #Ad (#Anzeige in German) respectively
- Final editing of all content by the DMEXCO Team
- Lead time: min. 4 weeks
- We assume no liability for the content of the page to which your link refers
- Let us know which channel you choose for the paid promotion of your story.
- Please send us the links to your social media accounts.
- Please note that we don't guarantee any page views, impressions, clicks, downloads etc.

# Sponsored Story ,Tool of the Month' + Media Coverage

You think that your tool facilitates our daily office routine, is the latest innovation or an enrichment for a special business? Then our Sponsored Story 'Tool of the Month' is the perfect way to present your tool to our community.

#### Services:

- Curation of your sponsored story 'Tool of the Month' in English & German by the DMEXCO content team (in the case of bilingual copy translation costs will be billed as incurred) based on your content and a comprehensive briefing including one round of corrections
- Publication on the DMEXCO Blog
- Placement on the dmexco.com website on the day of publication\*
- Distribution as a content ad with graphics and URL reference to your sponsored story 'Tool of the Month' in the weekly "DMEXCO Stories" newsletter (sent to the English or German distribution list depending on the language)
- Social media promotion: 1 Post in English or German on the DMEXCO social media channels (depending on the language of your sponsored story 'Tool of the Month')
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook, Instagram or LinkedIn) worth €500.00. Duration: 5 days
- Link to your sponsored story 'Tool of the Month', screenshot of the posts and forwarding of the sent newsletter as documentation



# 6. Sponsored Story ,Tool of the Month' + Media Coverage: Tech Specs

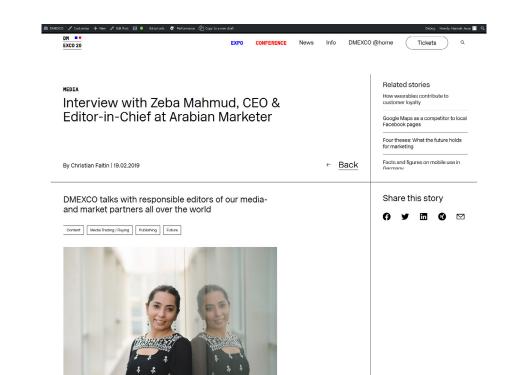
Please deliver the following materials:		General information:
	<ul> <li>Images:</li> <li>Web image: 2560 × 800 px (up to 3 files)</li> <li>Highlight image: 2070 × 1035 px</li> <li>Newsletter image: 560 × 160 px incl. link</li> <li>Social media images: <ul> <li>Facebook &amp; Xing: 1.200 × 630 px</li> <li>Instagram Story: 1080 × 1920 px</li> <li>Instagram Story: 1080 × 1920 px</li> <li>Twitter: 1024 × 512 px</li> <li>Linkedln: 550 × 357 px</li> </ul> </li> <li>File format: PNG</li> <li>File size: max. 1 MB</li> </ul> <b>Text:</b> <ul> <li>You provide the content and the links (600 - 750 words) and our content team will curate and finalize the content based on your detailed briefing</li> <li>Important: the content and topic should not be very promotional, but provide users with relevant and helpful information</li> </ul>	<ul> <li>All sponsored stories will be marked as #Ad (#Anzeige in German)</li> <li>Content teasers and social media posts are marked as #Ad (#Anzeige in German) respectively</li> <li>Final editing of all content by the DMEXCO Team</li> <li>Lead time: min. 4 weeks</li> <li>We assume no liability for the content of the page to which your link refers</li> <li>Let us know which channel you choose for the paid promotion of your story.</li> <li>Please send us the links to your social media accounts.</li> <li>Please note that we don't guarantee any page views, impressions, clicks, downloads etc.</li> </ul>

### 7. Sponsored Interview + Media Coverage

Knowledge is power. Strengthen your position as an innovator, visionary and trendsetter and let your experts have their say. In our Sponsored Interview you can share your experiences on a specific topic, pass on insider knowledge and shed light on specialist topics.

#### Services:

- Curation of the sponsored interview in English & German by the DMEXCO content team (in the case of bilingual copy translation costs will be billed as incurred) based on your content and a comprehensive briefing including one round of corrections
- Publication on the DMEXCO Blog
- Placement on the dmexco.com website on the day of publication\*
- Distribution as a content ad with graphics and URL reference to your sponsored interview in the weekly "DMEXCO Stories" newsletter (sent to the English or German distribution list depending on the language)
- Social media promotion: 1 Post in English or German on the DMEXCO social media channels (depending on the language of your sponsored interview)
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook, Instagram or LinkedIn) worth €500.00. Duration: 5 days
- Link to your sponsored interview, screenshot of the posts and forwarding of the sent newsletter as documentation



In this enjoyde DMEXCO talks to Zeba Mahmud, CEO and Editor-in-Chief at Arabian Marketer

#### About Arabian Marketer

The Arabian Marketer is a monthly print magazine and a daily online magazine focused on reporting on media, marketing and advertising developments in the Middle East and North Africa. It is headquartered in the United Arab Emirates and led by Zebe Mahmud.

#### Interview

Please give us a short introduction: How did you become editor-in-chief? What have you done before? I have been a journalist since I was 17, which is nearly two decades now. Born and

## 7. Sponsored Interview + Media Coverage: Tech Specs

#### Please deliver the following materials: EXPO CONFERENCE Tickets 20 EXCO Images: • Web image: 2560 × 800 px (up to 3 files) Highlight image: 2070 × 1035 px Newsletter image: 560 × 160 px incl. link Social media images: Facebook & Xing: 1.200 × 630 px Instagram Story: 1080 × 1920 px Twitter: $1024 \times 512 \, \text{px}$ LinkedIn: $550 \times 357$ px File format: PNG File size: max.1MB Text: You provide the content and the links (600 - 750 words) and our content team will curate and finalize the content based on your detailed briefing Important: the content and topic should not be very promotional, but provide users with relevant and helpful information

### General information:

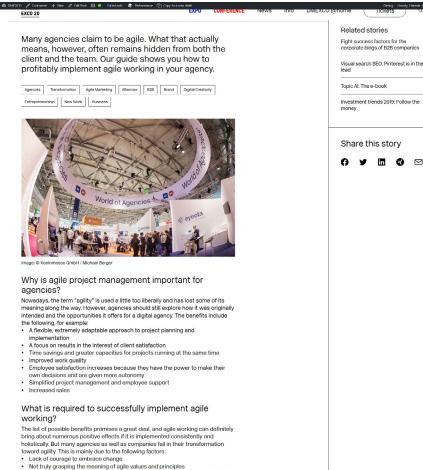
- All sponsored stories will be marked as #Ad (#Anzeige in German)
- Content teasers and social media posts are marked as #Ad (#Anzeige in German) respectively
- Final editing of all content by the DMEXCO Team
- Lead time: min. 4 weeks
- We assume no liability for the content of the page to which your link refers
- Let us know which channel you choose for the paid promotion of your story.
- Please send us the links to your social media accounts.
- Please note that we don't guarantee any page views, impressions, clicks, downloads etc.

### 8. Sponsored Downloadable + Media Coverage

You have prepared your expert knowledge in a whitepaper or an information graphic? You have worked out the ideal solution or instructions in a study that has an impact on the digital business?Then profit from DMEXCO's reach and use our Sponsored Download to help the digital industry grow.

#### Services:

- Curation of your sponsored downloadable in English & German by the DMEXCO content team (in the case of bilingual copy translation costs will be billed as incurred) based on your content and a comprehensive briefing including one round of corrections
- Publication on the DMEXCO website 'Resources' section
- · Placement on the dmexco.com website on the day of publication\*
- · Creation of a landing page on which the download is provided
- Distribution as a content ad with graphics and URL reference to your sponsored downloadable in the weekly "DMEXCO Stories" newsletter (sent to the English or German distribution list depending on the language)
- Social media promotion: 1 Post in English or German on the DMEXCO social media channels (depending on the language of your sponsored downloadable)
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook, Instagram or LinkedIn) worth €500.00. Duration: 5 days
- Transfer of contact information of interested leads
- Link to your sponsored downloadable, screenshot of the posts and forwarding of the sent newsletter as documentation



Lack of initiative in developing agile working methods suitable to their individual



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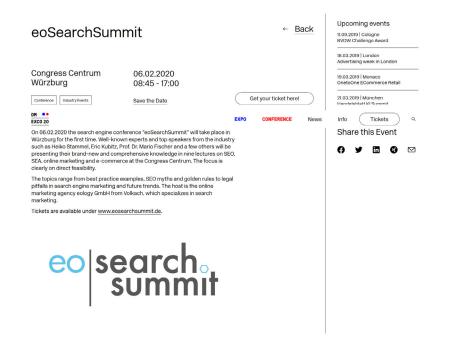
24/34

## Sponsored Downloadable + Media Coverage: Tech Specs

Please deliver the following materials:		General information:
	<ul> <li>Images:</li> <li>Web image: 2560 × 800 px (up to 3 files)</li> <li>Highlight image: 2070 × 1035 px</li> <li>Newsletter image: 560 × 160 px incl. link</li> <li>Social media images: <ul> <li>Facebook &amp; Xing: 1.200 × 630 px</li> <li>Instagram Story: 1080 × 1920 px</li> <li>Instagram Story: 1080 × 1920 px</li> <li>Instedln: 550 × 357 px</li> </ul> </li> <li>File format: PNG</li> <li>File size: max. 1 MB</li> </ul> Text: <ul> <li>You provide the content and the links (600 - 750 words) and our content team will curate and finalize the content based on your detailed briefing</li> <li>Important: the content and topic should not be very promotional, but provide users with relevant and helpful information</li> </ul>	<ul> <li>All sponsored stories will be marked as #Ad (#Anzeige in German)</li> <li>Content teasers and social media posts are marked as #Ad (#Anzeige in German) respectively</li> <li>Final editing of all content by the DMEXCO Team</li> <li>Lead time: min. 4 weeks</li> <li>We assume no liability for the content of the page to which your link refers</li> <li>Let us know which channel you choose for the paid promotion of your story.</li> <li>Please send us the links to your social media accounts.</li> <li>Please note that we don't guarantee any page views, impressions, clicks, downloads etc.</li> </ul>

### 9. Event Calendar + Media Coverage

Promote your event on the DMEXCO Event Calendar. In combination with our media package, you can draw the attention of our digital community to your conference, stand party, ticket offer or DMEXCO visit.



#### Services:

- · Highlight listing in the DMEXCO Event Calendar
- Placement as a content ad in the weekly "DMEXCO Stories" or "DMEXCO News" newsletter (sent to the English or German mailing list)
- Social media promotion: 1 Post in English or German on the DMEXCO social media channels (depending on the chosen language)
- Paid promotion within the DMEXCO fan base on 1 social media channel (Facebook, Instagram or LinkedIn) worth €100.00. Duration: 2 days
- Link to your event calendar entry, forwarding of the sent newsletter as well as screenshot of the posts as documentation

During the year	CONFERENCE         21.02.2019           Partner Events         08:30 - 20:00	CONFERENCE 28.03.201 Partner Events 08:30 20:00
	Adtrader Conference 2019	MOBILE ADVERTISING
Filter by Category $\rightarrow$ Search Q	KOSMOS Karl-Marx-Allee 131 a 10243 Berlin Germany Read More	Palais in der Kulturbrauerei Schönhauser Allee 36 10435 Berlin Germany Read More

### Event Calendar + Media Coverage: Tech Specs 9.

#### Please deliver the following materials:

DM ■● EXCO 20 Event Title	EXPO CONFERENCE	News	Attending	
Event Location	12.12.2019 10:00 - 18:00			
Invite-Only		E	Buy Ticket	Text:
			-	<ul> <li>You provide the finished event description (text: max. 750 characters incl. spaces), the content for the social media posts / content ad (text length: max. 350 characters incl. spaces) as well as all facts regarding your event</li> <li>Final editing of all content by the DMEXCO Team</li> </ul>
				Images:
				<ul> <li>Calendar image: 2560 × 800 px</li> <li>Highlight image: 1035 × 1035 px</li> <li>Newsletter image: 560 × 160 px incl. link</li> <li>Social media images: <ul> <li>Facebook &amp; Xing: 1.200 × 630 px</li> <li>Instagram Story: 1080 × 1920 px</li> <li>Twitter: 1024 × 512 px</li> <li>LinkedIn: 550 × 357 px</li> </ul> </li> <li>File format: PNG</li> <li>File size: max. 1 MB</li> </ul>

#### **General information:**

- · All sponsored events will be marked as ads and social media posts are marked as #Ad (#Anzeige in German) respectively
- Lead time: min. 3 business days
- We assume no liability for the content of the page which your link refers
- Let us know which channel you choose for the paid promotion of your event.
- Please send us the links to your social media accounts.
- Please note that we don't guarantee any page views, • impressions, clicks, downloads etc.

### 10. Sponsored Podcast Episode + Media Coverage

A sponsored episode in our DMEXCO Podcast is the most comprehensive editorial format and perfectly suited for branding and CEO visibility.

In the DMEXCO Podcast, influential industry experts provide opinions and insights on current topics from marketing, media, business, technology and future.

Sponsored episodes are available upon request. For more information please contact our team via e-mail to podcast@dmexco.com

DH ••					ist Ep.41	Login Di	8
	EXPO	CONFERENCE	News	Info	Tic	kets	Q
recimology Chris Denson on the Impact of Trust on Digital Media		← <u>B</u>	ack	Dr. Jann interpla comme Alexand	Episode ka Bock (G y between rce er Präkelt 1 about You	ioogle) on t online and rom Google	offline
Hosted by Alex Wunschel   25.10.2019 Podcast Episode 39		Subscribe	$\supset$	Alexand YouTube	nication er Präkelt	on Google	
> 00:00 / 00:00			4)	Shar	e this (	odca	st
The bestseller book author and innovator on trust in a virtual world.							

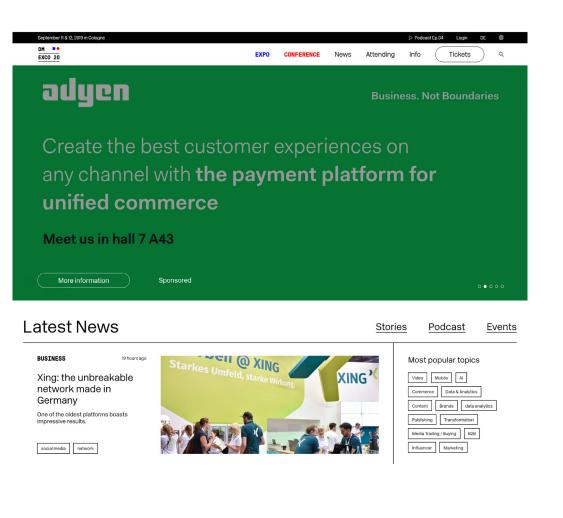
### 11. Billboard Ad on DMEXCO website

You want to present your advertising message on the big stage? Then our Billboard Ad is the right choice for you. Placed in the carousel header of the DMEXCO website in the user's direct field of vision, it offers your brand the optimal advertising effect. Reach the entire DMEXCO Community with your message!

#### Services

- Second place in the Carousel header of the DMEXCO website (DE/EN)
- Four-second rotation
- Visible on DMEXCO Main Page, Expo Page & Conference Page
- Run-time:1week

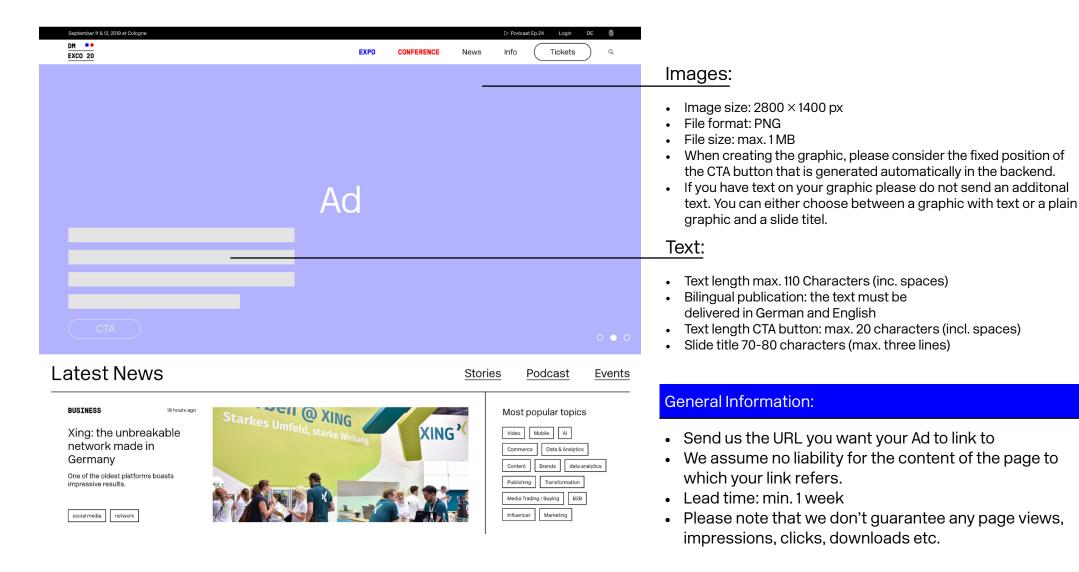
October – May	
Price per week:	€4,490.00
June – July	
Price per week:	€5,790.00
August – September	
Price per week:	€6,490.00
22 24. September 2020	
Price:	€8,490.00



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# Billboard Ad on DMEXCO website: Tech Specs

Please deliver the following materials:



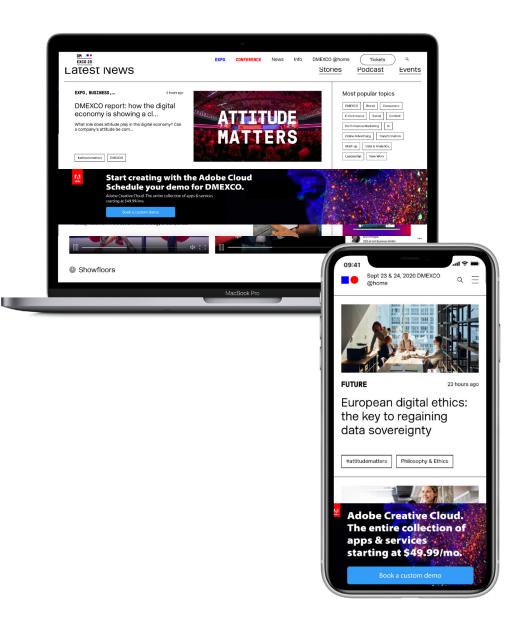
### 12. Pop-up Ad on DMEXCO website

Your brand. Our community. Content that combines both. Increase your brand awareness and ensure high traffic. Promote your content on one of our most popular advertising spaces and leave a lasting impression on your target group.

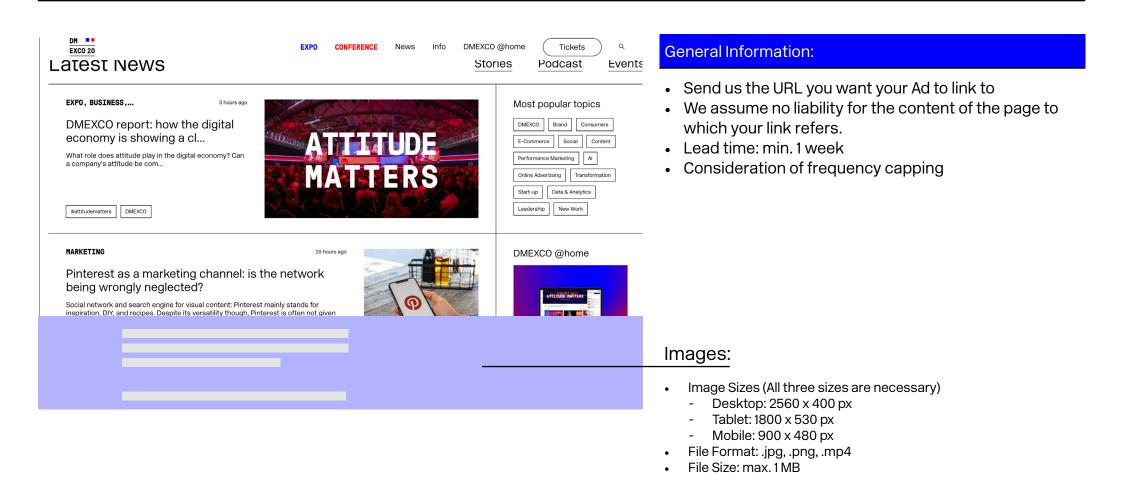
#### Services

- Pop-up Ad on DMEXCO website ,Mainpage' (desktop, tablet, mobile)
- Ad serving once per day per user, max. two times per week

October – May	
Price per week:	€2,490.00
June – July	
Price per week:	€3,490.00
August – September	
Price per week:	€4,490.00
22. – 24. September 2020	
Price:	€6,990.00



### 12. Pop-up Ad on DMEXCO website: Tech Specs



#### 32/34

### 13. Session Video Ad at DMEXCO @home

Spotlight on. All eyes on you. Increase your visibility at DMEXCO @home and present your brand to the entire DMEXCO Community. Show them your products, solutions or draw attention to your speaking session. Inspire the audience during the break of the conference agenda with your message.

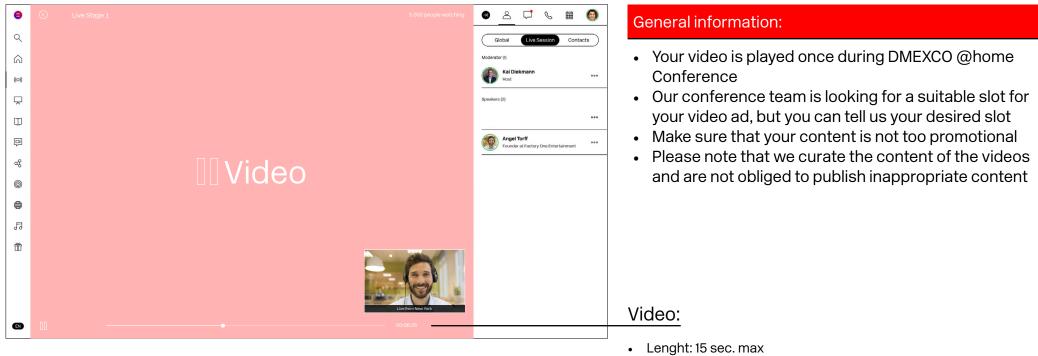


#### Services:

- Video ad during conference agenda (breaks between keynotes)
- One Video 15 sec.
- One Video per break

### 13. Session Video Ad: Tech Specs

Please deliver the following materials:



- Data size: no requirements
- Data format: mp4 (min. compressed)

# Contact

DMEXCO Marketing Team



Hannah Jesse Project Assistant Marketing

P +49 221 821 38 82 hannah.jesse@dmexco.com



Saskia Spiske Event Manager

P +49 221 821 3808 saskia.spiske@dmexco.com



Fleur Förster Content Manager

P +49 221 821 26 59 fleur.foerster@dmexco.com



Eva Heintz Communication Manager

P +49 221 821 35 19 eva.heintz@dmexco.com



Milko Malev Director Communications & Media

P +49 176 125 630 94 milko.malev@dmexco.com