

# 2020/21

Price list N. 13 Valid from 01.01.2020

LTC MEDIA GROUP

RUSSIAN MEDIA MADE IN GERMANY





# PUBLISHER **PROFILE**

RUSSIAN MEDIA MADE IN GERMANY

LTC Media Group publishes the following outlets in Russian:

in Frakfurt am Main

Today the publisher publishes the following three magazines and a newspaper:

- the magazine «Neue Zeiten» (B2C)
- the women's magazine «BLESK» (B2C)
- the travel magazine «Russki Voyage» (B2B)
- the newspaper «Career» (B2C)

THE LANGUAGE of our publishing house is RUSSIAN thereby one can address in the best way to the target group.

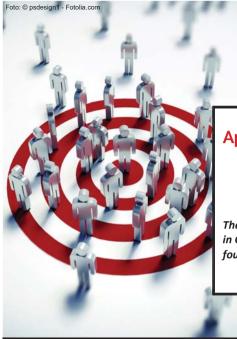
**18 YEARS** 

IN THE German MARKET

As well as the website www.rusverlag.de with daily updated news since 2004.

The publications cover the most relevant topics in the spheres of politics, business, law, integration as well as culture, sports, and travel.

### THE PUBLISHING HOUSE LTC MEDIA GROUP



# OUR TARGET GROUP

#### **RUSSIAN-SPEAKING GERMAN POPULATION**

# Approx. 4 500 000\* people

The Russian-speaking population in Germany amounts to around four million and is growing steadily.

- Ethnic German repatriates (Spätaussiedler) and Jewish immigrants from Russia, Ukraine, Kazakhstan, and other countries of the Soviet Union,
- Blue EU-Card holders,
- Working immigrants,
- Students.

The German Russian-speaking population represents an **active social group** that has a monthly average income of **3,500 euros per household**.

business travelers,

• exhibition visitors and tourists.

#### \*\*In the year 2015 – 676 586 guests from Russia and 118 353 from the Ukraine

\* Source: IfD Allensbach, migration reports of the Federal Government Commissioners \*\* Source: © Federal Statistical Office, Wiesbaden 2016

#### IDEAL SPACE FOR YOUR EFFECTIVE ADVERTISING!

Monthly circulation amounts to around **148 000** copies

The benefits of advertising with us The reach of our publications is well above the national average. A Russian family counts on an average of 4-5 people, so a newspaper issue is read by several people, which significantly increases the attention of ads

Our editions take into account the mentality of the target audience, their values and their historical background and many other things

Unlock untouched market potential through ethno-marketing and develop a strong presence for the Russian-speaking community in Germany

Combine various elements of marketing and communication to leverage synergies and consumer interest.

#### OUR MEDIA RUSSIAN MEDIA MADE IN GERMANY

The publication is aimed at the Russian-speaking citizens living in Germany, as well as for their guests, who are interested in news from Germany and other countries. The thematic range of LTC Media Verlag periodicals is very broad and covers all the major aspects of society: politics, economics, law, history and culture, travel, sports and integration issues.



# WE OFFER YOU

an advertorial campaign for two target groups

#### about 1000 travel agencies

#### about 4 500 000 potential CUSTOMERS



SPECIALIZED TRAVEL MAGAZINE «RUSSKI VOYAGE» Circulation: 5.000 copies Frequency: bimonthly



# all over Germany Business-to-Business Business-to-Consumer

LIFESTYLE MAGAZINE «BLESK» Circulation: 25.000 copies Frequency: 4 times a year

MAGAZINE «NEUE ZEITEN» Circulation: 20.000 copies Frequency: monthly

NEWSPAPER «KARRIERE» Circulation: 100.000 copies Frequency: monthly







WWW.LTCVERLAG.DE 6



# ADVERTORIALS

Editorially designed advertisements adapted to your wishes.



**EXAMPLE:** Travel Operator Advertorials 1/1 Page + Advertisement 1/1 Page



**EXAMPLE:** Product Advetorials 1/1 Page



**EXAMPLE:** Hotel Advertorials 1/1 Page + Advertisement 1/1 Page

# Specialized travel magazine **«RUSSKI VOYAGE»**

## TOTAL CIRCULATION: 5.000 copies

#### **DISTRIBUTION AREA:**

Germany-wide among companies active in the travel industry that have Russian-speaking employees and clients (about 1000)

**FREQUENCY:** bimonthly

PRICE:

free of charge

#### **INSERT DELIVERY DEADLINE:**

2 weeks before publication date

The magazine "Russki Voyage" is a specialized publication for Travel & Tourism. It's designed for the Russian-speaking tourist offices working in Germany, airline staff, and other entrepreneurs in the field of tourism.

Targeted and informative articles support the development of specialized knowledge and skills, give readers the necessary guidance in various areas of work and help to identify market trends.

#### **MAGAZINE FORMAT:**

210 mm in width x 297 mm in height

#### **COMPOSITION FORMAT:**

182 mm in width x 262 mm in height

1 column 42 mm 2 columns 90 mm 3 columns 137 mm 4 columns 182 mm

РУССКИЙ ВОЯЖ

АЗИАТСКИЙ

мнения экспертов

КАЛЕЙДОСКОП

**ONLINE** www.rusvoyage.de

НЕВЕРОЯТНАЯ ИНДИЯ

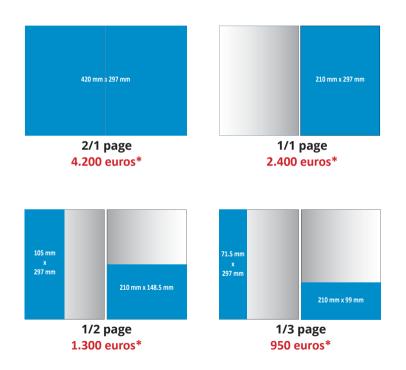
ОТДЫХ, ОЗДОРОВЛЕНИЕ

АЖИ ПУТЕШЕСТВИЙ

И ЛЕЧЕНИЕ В АЛБЕНЕ

# PRICE LIST RUSSKI VOYAGE

Ad Format and 4c Format basic prices





#### 4 ADVERTISEMENTS - 10% 6 ADVERTISEMENTS - 15%

#### ADDITIONAL PLACEMENT CHARGES:

2-3 TITLE PAGES + 50% BACK PAGE + 100%

DISCOUNTS

#### SPECIAL FORMATS AND COMBINATION DISCOUNTS upon request

\*All prices without VAT.

# лет клуб

# Illustrated monthly magazine **«NEUE ZEITEN»**

## TOTAL CIRCULATION: 20.000 copies

#### **READERSHIP:**

about 60.000 (Including businesses and households)

#### **ISSUE DATE:**

monthly 15th of each month

#### PRICE:

at retail – 5.50 euros, by subscription – 59.00 euros per year

#### **DELIVERY DEADLINE:**

1st of each month

The monthly magazine «Neue Zeiten» is one of the most popular and versatile Russian-language media in Germany. The magazine informs the readers about the most important events as well as issues of the everyday life. The publications focus on topics ranging from politics, economy, society and technology to sports, culture, health and lifestyle. A publication portion of the magazine is – 70%,

of the advertising – 30%. «Neue Zeiten» is a strong brand and a reliable and informative media outlet.

#### **MAGAZINE FORMAT:**

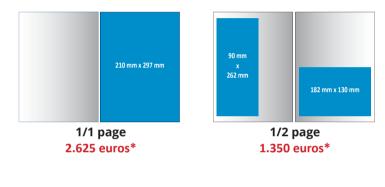
210 mm width x 297 mm height

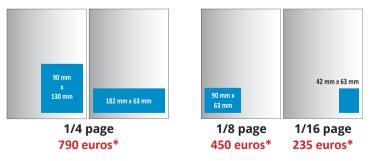
#### **COMPOSITION FORMAT:**

182 mm width x 262 mm height 1 column 42 mm 2 columns 90 mm 3 columns 137 mm 4 columns 182 mm

# **PRICE LIST** NEUE ZEITEN

Ad Format and 4c Format basic prices







SURCHARGE FOR SPECIAL AD **POSITIONING / VIP SPACES:** + 25%

#### **COMBINATION and TITLE DISCOUNTS** upon request

Special formats are also possible

\*All prices without VAT.

3 Ads 5%

# LIFESTYLE MAGAZINE **«BLESK»**



## TOTAL CIRCULATION: 25.000 copies

#### **DISTRIBUTION AREA:**

5-star hotels, exclusive shops, art galleries and exhibitions, VIP events and fairs. Distributed by subscription and by international magazine sellers in Europe.

**PRICE:** 

6 euros

#### **PUBLICATION DATES:**

four times a year Spring Summer Autumn Winter BLESK – the Russian-language luxury magazine for women in Europe with charm and professionalism. BLESK leads through the social environments of women – from fashion to mobility, from business to entertainment, from leisure activities to vacation. The Magazine BLESK presents such topics as: Style & Beauty, Career & Leisure, Travel & Wellness, trends of the coming season, as well as interviews with interesting personalities.

#### MAGAZINE FORMAT:

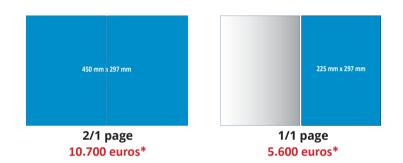
225 mm width x 297 mm height

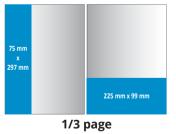
#### **COMPOSITION FORMAT:**

225 mm width x 297 mm height + 3 мм Circular outline

# PRICE LIST BLESK

Ad Format and 4c Format basic prices





#### 1.950 euros\*

#### **POSITION PRICES:**

2/1 page first third 11.200 euros\* 1/1 page first third 5.950 euros\* 1/3 page first third 2.250 euros\*

2/1 Opening Spread 11.600 euros\* 1/3 Page 2.500 euros\* 2 TITLE PAGE 6.250 euros\* 3 TITLE PAGE 6.000 euros\* 4 TITLE PAGES 7.800 euros\*



*<u>HTAPHOI</u>* 

КОМНАТЫ

100

#### **DISCOUNT 25%**

DISCOUNTS

2 Ads 20%

3 Ads 25%

4 Ads 35%

(Not combinable) on ads for artists

#### **DISCOUNTS ON PAGES:**

- 3 pages **5%**
- 6 pages 10%
- 9 pages 15%

#### SPECIAL FORMATS and combination discounts upon request

\*All prices are in EUR excluding VAT.

# The informative newspaper **«KARRIERE»**



#### TOTAL CIRCULATION: 100.000 copies

#### **READERSHIP:**

**300.000 Readers** (Including businesses and households)

#### **PUBLICATION DATE:**

Monthly, at the beginning of the month

#### **PRICE:**

at retail 1,30 euros

**DELIVERY DATE:** on the 20th of each month

KARRIERE, the newspaper «Career» directs its special focus upon the German job market. In addition to reports about current events in policy and economics, CAREER also informs its readers about current vacancies and supports them with helpful job and application tips. CAREER is the newspaper for those who want to achieve more.

#### **NEWSPAPER FORMAT:** 255 mm width x 350 mm height

#### TYPE AREA: 230 mm width x 315 mm height

1 column 42 mm 2 columns 90 mm 3 columns 136 mm 4 columns 183 mm 5 columns 230 mm

# **PRICE LIST** KARRIERE

Ad Format and 4c Format basic prices





DISCOUNTS FOR PERIODICAL ADVERTISING:

3 Ads 5% 6 Ads 10% 12 Ads 15%

#### **PLACEMENT SURCHARGE:**

+50% surcharge for title page +25% surcharge for preferential places

#### 1/25 page 95 euros\*

#### Combination discounts /Title discounts/ Special formats upon request

\*All prices without VAT.

# The internet portal **RUSVERLAG.DE**

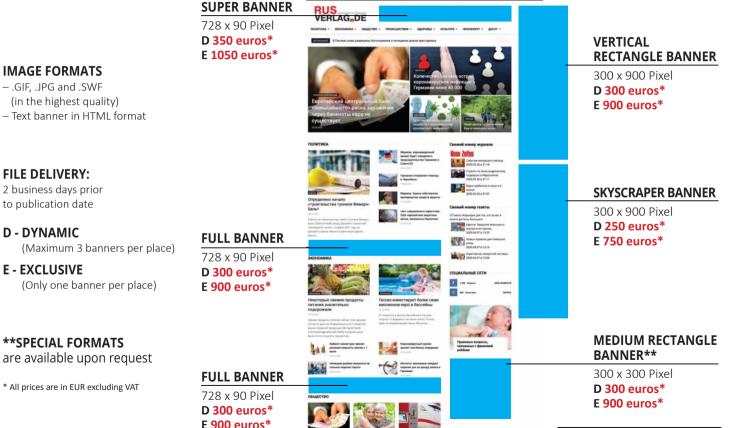
WWW.RUSVERLAG.DE

# **Up-to-date:** about 10-15 news items everyday 95 000 VISITORS MONTHLY ERIAG DE

#### HOT TOPICS ABOUT GERMANY

**RusVerlag.de** is one of the most popular Russian-language information portals in Germany, which already has more than 95,000 visitors per month. Every day, Rusverlag.de offers insights into the current events in Germany and all around the world. All news about business, economy, politics, entertainment, culture, sports, travel, car and real estate are summarized for readers at <u>rusverlag.de</u>.

# PRICE LIST www.rusverlag.de



WWW.LTCVERLAG.DE

17

# DIREKT MAILING / Tourist industry\*

EMAIL MARKETING







The database of LTC Media Verlag contains more than 1000 Russian-speaking tour operators. It allows a direct and fast delivery of travel information, news and special offers to potential customers.

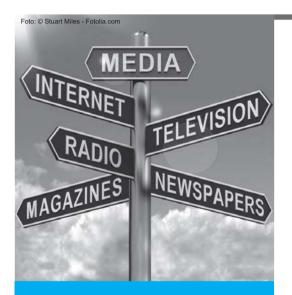
Price: 450 euros\*\*

\*Email marketing activities (newsletters /direct mailing) are only possible as an extension or support of the publications in the trade magazine «Russki Voyage» and are not offered separately.

\*\*All prices without VAT.



# MARKETING AND MEDIA MARKETING



THE PERFECT ENVIRONMENT FOR YOUR EFFECTIVE ADVERTISEMENT LTC Media Verlag Group is also a brand organisation as well as marketer of different Russian-speaking media channels in Germany and all over the world. We support you in launching your advertising campaigns in the printed media, radio, TV and digital media area. With a comprehensive range of services, we support our customers throughout the process of campaign design, media choice and media allocation.

We can take over your media planning, media purchase as well as the measurement of your advertising success.

We also offer the following services:

- Organization of Roadshows,
- Promotion at the Russian-speaking events in Germany,
- Product branding specially designed for the Russian-speaking audience,
- Website development and maintenance (in Russian and German),
- Development and maintenance of social media activities.

With the extensive service, the LTC Media Group is the right contact for questions of communication with the whole Russian-speaking world!

With us you can increase your advertising success!

# General conditions of the conclusion of the contract

#### I. GENERAL PROVISIONS

1. Advertising order is a contract between LTC Media GmbH, (Cherkasky & Tsilevich GbR), hereinafter referred to as the "Contractor", and the advertiser or announcer, hereinafter referred to as the "Customer", for the publication of one or more objects of advertising in the printed matter and/or Internet with the view of distribution. These General Terms and Conditions are in force for each advertising order and subsequent orders, as well as acting at the time of conclusion of the contract the Contractor's price lists, the provisions of which are an essential element of the contract. Action of General terms and conditions of the Customer are excluded, unless they meet these General conditions.

2. Advertising orders may be submitted personally, by telephone, in writing, by e-mail or fax. Publisher shall not be liable for errors resulting from the data transfer. The Agreement shall enter into force only after the confirmation of the order by the Contractor, which is carried out in writing or by e-mail, unless the Contractor and the Customer have not entered into other individual agreement. When ordering by telephone confirmation is issued only on a clear demand.

3. When ordering ad, the Customer acknowledges the general and additional terms and conditions and the price list of the publisher.

4. The General Conditions of the publishing house for advertising orders are subject to change. Therefore, the General Conditions apply only to the respective order in force at the time the order amended.

 Advertising intermediaries and agencies undertake in the directed advertisers offers, contracts and invoices to adhere to the price list of the publisher.

6. If the price of the ad changes in the absence of another agreement, the new terms take effect immediately, and also in respect of current orders.

#### II. ADVERTISING AND ATTACHMENTS ORDERS

#### 1. Placement

1.1. The final date of ads acceptance and magazine issue dates, mentioned in this media information, are not binding for publishers. Publisher has the right to change them in the short-term procedure according to the operational need.



1.2. Advertisements are published in certain issues or certain spaces, if it was clearly agreed in writing, by telephone or email. If particular space for ad was not specified, publisher can place it anywhere at his own discretion.

1.3. Partially the text ads are the ads that are surrounded by the text from at least three sides and not jointed to other ads. Ads that due to their editorial design can not be identified as such are clearly identified by the publisher with the word "advertisement".

#### 2. Orders

2.1. In case of doubt, ads are released within one year after the conclusion of the contract. If the contract prescribes the right for demand of individual ads, the order must be completed within one year as from the appearance of the first ad, if the first ad is requested and published within a particular period, specified in the proposal 1.

2.2. Discounts, specified in the price list, are available only for those, who published their ads throughout the year in the print edition of the advertiser. The period begins with the publication of the first ad.

2.3. During the completion of the contract the Customer has the right to request within the prescribed time limits the publication of additional advertisements above the amount specified in the order.

2.4. If the order can not be executed due to circumstances beyond publisher's control, the Customer, without affecting other legal obligations, must compensate the publisher the difference between the provided discount and discount relevant to the actual placement. The compensation is excluded if the breach of contract is induced due to the force majeure in the risk zone of the publisher.

2.5. The above mentioned provisions shall apply accordingly in relation to the reception of orders for attachments.

#### 3. Responsibility for ads and attachments content

3.1. The Customer is responsible for the content and legal admissibility of advertisements. It completely frees the publisher from any claims of third parties concerning infringement of copyright, moral rights, trademark rights and other industrial property rights, including reasonable costs for legal defence.

3.2. Publisher is not obliged to check whether the ad violates the rights of third parties.

#### 4. Right to refuse

4.1. Publisher reserves the right to refuse the admission of the ads and attachments orders because of their content, origin or technical form in accordance with single, objectively justified principles of the publisher, if their content violates laws or regulations of public authorities or their publication is unacceptable for the publisher. This also applies to orders received by the offices of the publishing house, centres or representatives.

4.2. Orders for printing brochures are binding for the publishers only after the receiving the sample of the brochure and its approval. The attachments, that because of format or design give the reader the impression of belonging to the annex of the newspaper or magazine, or contain other people's ads and attachments, will not be accepted. The refusal to accept the order is immediately reported to the Customer.

#### 5. Printed matter

5.1. The customer must ensure that the advertisements and other relevant information were provided in a timely manner, in full, with no errors, and in accordance with the contract, and printed material was irreproachable. Also, the Customer is responsible for ensuring that the material is suitable for the specified purposes, in particular, that relevant image are placed in the corresponding space according to the ordered form of advertising.

5.2. For clearly unsuitable or damaged printed material the publisher immediately requests the replacement. For the ordered print and in terms of available printed materials the publisher provides its traditional quality.

5.3. Printed material is returned to the Customer only at his written request otherwise it becomes the property of the Contractor. The obligation to storing expires six weeks after the publication of the advertisement.

5.4. Trial copies are sent only on a clear demand. The Customer is responsible for the accuracy of trial copies sent back. The Publisher considers all corrections that are sent to him within the statutory sending of a trial copy.

#### 6. Cancellation or change of an order

Cancellation and change of the order is carried out only in writing. If the ad is already printed, the Customer must pay for it. Otherwise, the Contractor may claim the compensation arisen prior to the cancellation of costs in accordance with legal requirements.

#### 7. Attachments

The publisher does not provide the guarantee for attachments in a certain areas and in the case of loss of individual copies during their sale. Suggestions for the placement are not included. When receiving incoming brochures their quantified completeness can not be guaranteed, as far as an immediate recount is impossible. So, the delivery receipt is signed conditionally. The transportation costs for all orders shall be incurred by the Customer.

#### 8. Calculation and payment

8.1. If the particular size is not specified, so the basis for cost calculation will be the actual size of the print, usual for the type of these ads.

8.2. If the Customer settles accounts without prepayment, so the account should be sent immediately, no later than 14 days after the publication of the advertisement. The accounts for the ads are used to be paid without deductions within 10 days after receipt, unless in a particular case it was not stipulated for another term or prepayment. Prepayment discounts are available according to the price list.

8.3. The agreement on the collection loses its force if the first attempt to remove the amount from the account ended without result due to circumstances beyond publisher's control. In this case, the publishing house is entitled to demand immediate payment from the Customer in any other way, as well as the compensation of bank fees for the return of the collection order and other expenses.

8.4. The additional interest and costs of collection are invoiced in case of default or deferment of payment.

8.5. The publisher has the right to suspend the payment of the default execution of the current order and to demand the advance payment for the remaining ads. If there are reasonable doubts about the solvency of the Customer, the Publisher is entitled, even during the term of the contract on placing ads, to publish other ads without an agreed original purpose of payment, in case of the pre-payment amount and compensation of the outstanding debt on the account.

#### 9. Author's copy

At the request, the publisher sends the author's copy of the ad together with the account. Advertisement clippings, pages or entire issues are sent depending on the type and amount of the order. A legally binding certificate of the publisher on publishing and distributing of ads is sent if the author's copy is no longer possible to obtain.

#### 10. Claims for quality and responsibility

10.1. The customer must submit his claims for quality of ads and for attachments immediately and in writing. Claims except for nonobvious defects must be notified within four weeks after receipt of bills and compulsory copy.

10.2. Slight deviations in colour shades do not give the right to a damage claim and the right to a discount.

10.3. If the time frame in which, in accordance with the contract or usually ads are published, the issue doesn't appear the Customer and the publisher are released from their duties, except if the person, giving the ad, require its publication later. The same applies to unjustified absence of the intended for publication the part of the newspaper. If an ad does not appear or appears in the improper form or behind time for reasons beyond the publisher's control, but not due to the fault or negligence of his or her aides, the compensation is limited to the sum of the ad, including VAT. Requirements to reduce the payment or compensation are not recognized, if the re-deployment would be allowed the same mistake that was not corrected immediately by the Customer. The responsibility for errors arising from electronic data of any kind or by telephone is excluded.

10.4. In the case of totally or partially unreadable, incorrect or incomplete print ad the Customer is entitled to re-publish a new ad, but only to the extent in which it was incorrectly classified as substandard. If the publisher misses the designated period for this, or a new ad again has defects, the Customer is entitled to a payment reduction or cancellation of the order.

10.5. If defects of the printed material are not visible immediately, and are found only in the printing process, the Customer has no right to claim. In case of errors in re-advertisements the discount or refund are not available, if the Customer does not indicate an error in writing before the next sending to the printer's. The deviation from the agreed original layout, font type or size, do not grant rights for the discount or refund. The same applies to errors in calculations. In this case the Customer is obliged to present a written claim within 8 days.

10.6. Claims for damages due to careless performance of the contract, fault at the conclusion of the contract or prohibited acts, even when ordering by phone are excluded; claims for damages due to impossibility of performance or delay of the contract are limited by the compensation for foreseeable damages and the value of the matched ad or attachment. It does not apply to cases of intent or grievous neglect of the publisher's duty, his legal representatives and assistants. The responsibility of the publisher for damage due to non-compliance with assured properties is remained unaffected. In stream of commerce the publisher is not responsible for grievous neglect of his assistants; in other cases as to employers the responsibility for grievous neglect is limited in terms of foreseeable damages up to the amount corresponding to the cost of the ads.

10.7. By reducing the circulation the right for price reduction can appear during the order of several ads, if, on the average,

the circulation, started with the publication of the first ad and mentioned in the price list or otherwise, - if circulation is not specified - the average circulation sold (for specialized magazines it is the average actually distributed circulation), of the previous calendar year would be smaller. Reduced circulation is a disadvantage, giving the right to reduce prices if it is

as for the circulation up to 50 000 copies – 20 %, as for the circulation up to 100 000 copies – 15 %, as for the circulation up to 500 000 copies – 10 %.

In addition, the price reduction is possible if the publisher has notified the Customer of the circulation falling so much in advance that he/she has the ability to terminate the contract.

10.8. In the case of unjustified absence of the media due to the force majeure or in any breach of work conditions any obligations for the implementation of orders and reparation of damages become inoperative. In particular, the compensation for the non-publication or late publication of the ads and failure to comply with an order for attachment is not paid.

#### 11. Cost of composition

The costs for the production of printing forms, matrices and drawings, as well as a significant change in the agreed order at the request of the Customer are incurred by the Customer.

#### **III. INFORMATION SECURITY**

According to §33 of the Data Protection Law of Germany, we draw your attention to the fact that the person placing the ad or ordering the distribution of brochures, hereby give his/her consent to that data, required for publication, distribution and settlement for advertisement/attachment, will be stored in a computer system, due to the legal limits for the storage and after the execution of the contract.

#### **IV. OTHER CONDITIONS**

The place of performance of a contract is the location of the publisher. The place of the judicial settlement of disputes is the location of the publisher.

If the requirements of the publishing house can not be declared under the simplified procedure, the adjudication occurs in the place of residence of the individual. If the place of residence or habitual residence of the Customer at the time of the claim is unknown, or if the Customer moves or left the territory of the law after conclusion of the contract, the dispute is considered by the court at the location of the publisher.



# Our Contacts



**Cherkasky und Tsilevich GbR** Schlitzer Str. 6, 60386 Frankfurt am Main

#### Contact

Phone Head Office: +49 (0) 69 759369 73 Fax: +49 (0) 69 759369 74 E-Mail: redaktion@rusverlag.de Internet: www.ltcverlag.de UMS.-St. Nr. 143 43 00 988 VAT Id Nr. DE 252198419

Bank details: Frankfurter Volksbank BLZ 50190000 Konto Nr. 6000019320 IBAN DE65 5019 0000 6000 0193 20 BIC FFVBDEFF

#### WWW.LTCVERLAG.DE 22

# GENERAL PUBLISHERS INFORMATION

#### TERMS AND CONDITIONS OF AN AGREEMENT:

Agreements on advertising and promotional attachments are based on general and supplementary terms of the transaction.

AGENT'S INTEREST: 15% of the base cost of the advert.

VAT: Prices in Euros according to the current legislation on VAT.

#### **TERMS OF PAYMENT:**

Payment must be made immediately upon receipt of the invoice through a transfer to the publisher or, on request, by the direct debit.

TRANSLATION AND DESIGN SERVICES: Included in the price of advertising.

#### **IMAGES FORMAT:**

EPS, JPG, PDS with high resolution. It is strongly recommended to send the appropriate Proof for all formats. Without it we are not responsible for the print quality of your advertising.

#### THE TERM OF SENDING OF THE DIGITAL MATERIAL:

Sending shall be made in accordance with the deadline specified in the contract.

# REFERENCES

