



Meet the Clients "Vincentz Network"

11 July 2009



Vincentz Network - Presenting a Global Leader

- Vincentz Network is a Germany-based media company, whose three main business divisions provide scientific, technical and management information to their specific national and international target groups.
 - Vincentz Network publishes journals, books and newspapers, organizes conferences, seminars and exhibitions, and offers a wide range of interactive content, data and training services for the industry.
- > **We do not just publish. We provide professional information.**



Dynamic Decades

- family-owned publishing company
- > Continuity, Sustainability, Vision
- Established in 1893, based in Hannover/
Germany
- > A Century of Success
- Expanding from „Regional“ to „National“ to
„Global“
- > Strategic Growth
- Coatings + Care for the Elderly + Technique
- > A Market-Driven Division Structure
- Acclaimed leader in all target markets
- > Premier Player



Vision at Work

- „We manage the foremost networks in defined markets.“
 - > **A Mission of Quality Leadership**
- „We connect. We catalyze. We *network*.“
 - > **A Strategy of Personal Trust**
- „We manage all media. We provide solutions in context.“
 - > **A Logic of Value**
- „We supply demanding customers. We serve.“
 - > **A Standard of Excellence**



Our Trade Shows

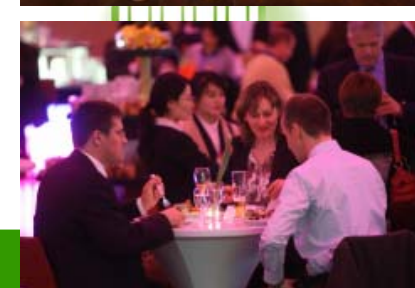
„European Coatings Show“

- bi-annual exhibition and congress in Nuremberg/DE
- more than 806 exhibitors from 42 countries, 27.490 m² net, 19.756 visitors and congress participants from 100 countries
- subsidiary „American Coatings Show“
- since 2008 in Charlotte/US (331 exhibitors, 6.373 m² net, 5.600 visitors from 48 countries)

„Altenpflege+ProPfleger“

- annual exhibition and congress
- in Nuremberg and Hannover, Germany
- more than international 720 exhibitors, 27.201 m² net, 35.000 visitors and 1.600 congress participants

-> Top international events since 1991.



Our Conferences

- more than 50 technical conferences, seminars and trainings each year
- national and international-wide
- from 60 to 600 international delegates/ conference
- customer and market driven
- we offer special content as well as appropriate networking, exhibition and sponsoring opportunities
- we cooperate with leading institutions to add value to our projects
- we use our own media channels for promoting our events

-> We calculate



Special Events

- „PCO“
for customer and association events
- Road Shows
- Webinars

-> We bring communities together



Our Prospects



Our Point-of-view

- Detailed information in the run-up
- Consider the clients needs
- Knowledge about destination and service providers
- Individual and „honest“ proposals
- Comparable estimations of costs
- Reliable statements about variable expenditures (approx.) in order to calculate complete costs
- Standardized services
(e.g. what does standard technique mean?)
- Key-contact person
- Service quality
- Newest infrastructure

-> What we need is what we expect





Thank you!

