International Media Kit 2024

China
122,000 copies in print and digital magazine

7.8K followers Weibo

213,370 followers WeChat

> 500,000 page impressions per month

<table>
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<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
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<td>Magazine</td>
<td>03</td>
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</tr>
</tbody>
</table>
**The Magazine**

LABORPRAXIS China is read by laboratory managers and other members of management in industrial, research, and scientific laboratories, especially in the pharmaceutical, environmental, and food industries. After 24 years of local development, LABORPRAXIS China has evolved from the original high-quality print media brands to cross-media service platforms such as social media, digital media, print media, conference training, market research, and individual services. The LABORPRAXIS China platform has unique advantages in social media with more than 210,000 active users (WeChat fans) from the following segments: food, pharmaceutical, environmental, chemical and petrochemical, life science, clinical diagnostics, materials, electronics, forensic investigation, etc.

The LABORPRAXIS China platform offers professional users relevant and useful business services in the form of expertise, public relations, webinars, training, and conferences.

LABORPRAXIS China is published and produced in cooperation with Beijing Jigong Vogel Media Advertising Co Ltd, Beijing.

**Target Group by Industry Sector**

- Pharmacy: 40%
- Food products: 21%
- Environment: 17%
- (Petro)chemical: 8%
- Life Science: 10%
- Materials: 4%

**Recipients by Position in Company**

- Directors of University laboratories: 32%
- QC/QA: 30%
- Heads of scientific research institutes: 17%
- Testing Managers: 8%
- R&D Managers: 7%
- Equipment Managers: 6%

**Target Readership Analysis**

- Government Testing Laboratories: 17%
- QC/QA laboratories of companies: 22%
- Universities/research institutes: 30%
- Third party testing and certification laboratories: 16%
- Enterprise R&D laboratory: 15%

**FREQUENCY**

4 issue per year
122,000 copies
2,000 print
120,000 digital magazine

**MAGAZINE**

DIN A4
## Ad Formats and Prices

<table>
<thead>
<tr>
<th>FORMAT</th>
<th>PRICE 4c</th>
<th>COLUMNS, w × h in mm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inside Front Cover</td>
<td>7,990.00</td>
<td>190 × 270</td>
</tr>
<tr>
<td>Inside Back Cover</td>
<td>6,990.00</td>
<td>190 × 270</td>
</tr>
<tr>
<td>Back Cover</td>
<td>8,490.00</td>
<td>190 × 270</td>
</tr>
<tr>
<td>First Right Page</td>
<td>7,990.00</td>
<td>190 × 270</td>
</tr>
<tr>
<td>Page2~4</td>
<td>6,990.00</td>
<td>190 × 270</td>
</tr>
</tbody>
</table>

Rate Card no. 42, valid from January 1, 2024
All prices in EUR plus VAT.

## Discounts

**FREQUENCY DISCOUNT**
3 ads and more 10%

## Payment Terms

14 days with 2% cash discount, within 30 days net.
VAT ID No. DE 169 343 403
Bank Account HypoVereinsbank, Würzburg
BIC / Swift Code HYVE DE MM 455
IBAN DE65 7902 0076 0326 2120 32

## Size of Magazine
210 x 297 mm (width x height), DIN A4
Type Area 190 mm x 270 mm
4 columns each 46 mm wide

## Printing, Binding
Offset printing, perfect binding
### Editorial Calendar 2024

<table>
<thead>
<tr>
<th>ISSUE</th>
<th>DATES</th>
<th>TOPICS</th>
<th>FAIRS/EVENTS</th>
</tr>
</thead>
</table>
| 1     | AC MAR 10 PD  | • Industry Outlook
       |                   | • Policies and Regulations                                              | Pittcon 2024                      |
|       | MAR 18 PD     | • Laboratory Equipment                                                 | 2.24-28, USA                      |
|       |               | • Special Topics in Analytical Techniques                               |                                   |
|       |               | • Research Frontier                                                    |                                   |
|       |               | • Frontier Research in Food                                            |                                   |
|       |               | • Drug Development Progress                                             |                                   |
|       |               | • Frontier Research in Environment                                     |                                   |
|       |               | • Frontiers in Life Science                                             |                                   |
|       |               | • Medical Diagnostic Research                                          |                                   |
|       |               | • Frontiers in Advanced Materials                                      |                                   |
|       |               | • Analysis and Testing                                                 |                                   |
|       |               | • Food Safety and Testing                                              |                                   |
| 2     | AC JUN 10 PD  | • Drug Testing and Analysis                                             | China LAB 2024                    |
|       | JUN 18 PD     | • Environmental Monitoring and Testing                                 | 3.5-3.7, Guangzhou, China         |
|       |               | • Life Science Applications                                             |                                   |
| 3     | AC SEP 10 PD  | • Industrial Inspection and Analysis                                    | analytica 2024                    |
|       | SEP 18 PD     | • Laboratory Quality Control                                            | 4.9-12, Munich, Germany           |
|       |               | • Laboratory Management Science                                         |                                   |
|       |               | • Laboratory Design and Construction                                   |                                   |
|       |               | • Laboratory Safety                                                    |                                   |
| 4     | AC DEC 10 PD  | • Analysis and Testing                                                 | CIEPEC 2024                       |
|       | DEC 18 PD     | • Food Safety and Testing                                              | 4.10-12, Beijing, China           |
|       |               | • Drug Testing and Analysis                                             |                                   |
|       |               | • Environmental Monitoring and Testing                                 |                                   |
|       |               | • Life Science Applications                                             |                                   |
|       |               | • Industrial Inspection and Analysis                                    |                                   |
|       |               | • Laboratory Quality Control                                            |                                   |
|       |               | • Laboratory Management Science                                         |                                   |
|       |               | • Laboratory Design and Construction                                   |                                   |
|       |               | • Laboratory Safety                                                    |                                   |

PD: Publication Date | AC: Ad Close
WeChat Sponsored Posts

WeChat is China’s multi-purpose messaging, social media, and mobile payment app developed by Tencent. It is a natural part of everyday communication in China, not only within a private context but also in interaction with businesses. For the editorial team of LABORPRAXIS China, this channel to their specialist readers is indispensable. Use this important platform for your marketing and present your company with Sponsored Posts.

<table>
<thead>
<tr>
<th>POSITION</th>
<th>CODE</th>
<th>FORMAT</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Headline</td>
<td>Q01</td>
<td>Text+Image</td>
<td>2,000.00</td>
</tr>
<tr>
<td>Subline</td>
<td>Q02-05</td>
<td>Text+Image</td>
<td>1,000.00</td>
</tr>
</tbody>
</table>

All prices in EUR plus VAT.

LABORPRAXIS China
Followers 191,200*

*Date: 27.09.2023
Stand-Alone Mailing

Benefit from maximum exclusivity through a stand-alone mailing. Your message gets to the mailbox of your target group and reaches them directly. You provide the input on the content and desired target group, and we will take care of the rest.

Your Benefit

- Attention in the relevant target group
- Reduced waste coverage
- Qualified traffic to your website
- Prominent and exclusive display without competition
- Enhanced acceptance through co-branding with our media brand
- Transparency through reporting

Price

<table>
<thead>
<tr>
<th>Recipients</th>
<th>Price per email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 10,000</td>
<td>0.25</td>
</tr>
<tr>
<td>10,000 – 30,000</td>
<td>0.20</td>
</tr>
<tr>
<td>More than 30,000</td>
<td>0.15</td>
</tr>
</tbody>
</table>

*All prices in EUR plus VAT.*
Selection of Contacts

BY SIZE OF BUSINESS ENTITY

1-49 employees
50-99 employees
100-199 employees
200-499 employees
500-999 employees
1,000-4,999 employees
more than 5,000 employees

BY ADMINISTRATIVE DISTRICT

• North China (Beijing, Tianjin and Neimeng, Shanxi, Hebei and Shandong Province)
• Eastern China (Shanghai and Anhui, Jiangsu and Zhejiang Province)
• South China (Fujian, Guangxi, Hainan and Guangdong Province)
• Central China (Henan, Hubei, Hunan and Jiangxi Province)
• Northeast China (Heilongjiang, Jilin and Liaoning Province)
• Northwest China (Xinjiang, Ningxia, Shanxi, Qinghai and Gansu Province)
• Southwest China (Chongqing and Xizang, Yunnan, Sichuan and Guizhou Province)

BY JOB TYPE

• High level directors / Executives: General manager / president/ CEO / CTO / chief representative / factory director / owner / chief engineers / chief research
• Middle level director: Vice manager / GM assistant / executive assistant / executive secretary / office administrator / head of lab / team leader
• Lab / technology / design director
• Production / manufacturing director
• Equipment dynamic department director
• Purchasing director
• Engineering director
• QC director
• Chemist / lab technician / designer / lab engineer / microbiologist / instrument engineer / QC engineer
Online Conferences

The exclusive moving image format for the full attention of your target group!

Your Benefit

- **High-quality content**
  LABORPRAXIS China presents in regular online conferences current technological developments.

- **Full access to your target group**
  LABORPRAXIS China promotes the conferences through all channels.

- **Exclusive platform**
  Position yourself as one of several technology providers and experts.

- **Language**
  Chinese only

Price

Each lecture incl. Q&A, duration 45 min       4,000.00
80 leads included

Each lecture incl. Q&A, duration 45 min       5,200.00
100 leads included

All prices in EUR plus VAT.
International-Sino Online Matchmaking

**Webinar**: The exclusive moving image format for the full attention of your target group!

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**Full Service for You (possible also from abroad)**

- Development of a promotional poster with the company logo
- Advertorials via WeChat channels
- Audience invitation
- Translation & Chinese subtitles
- Technical support
- Moderation by editor
- Webinar with Q&A session
- Leads guarantee: 100
- Feedback report
- Conclusion article on WeChat with link to the recording
- Advertorials via WeChat, Website, and Newsletter, ...
- Redistribution of the video on other video channels ...

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**Price**

A lecture incl. Q&A, duration 45-60 min 9,900.00

100 leads included

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All prices in EUR plus VAT.
Trade Fair Cross-Media Campaign

Make your trade fair appearance in China a multimedia highlight!
With a comprehensive multichannel communication package, we ensure attention and reach in your target group.
Your special advantage: All services from one hand.

Service Package

TRADE SHOW VIDEOS
- Promotion poster of the trade fair with your logo and your stand number, distribution before the fair in all printed and digital channels of China
- Your company video (3-5 min.) or pre-show trailer
- Product introduction at the booth (3-5 min.)
- Interview with your CxO at the fair (3-5 min.)

SOCIAL MEDIA PROMOTION
- WeChat Advertorial post
- Weibo Advertorial post
- Trade show video promotion via video channels in China (such as Tencent Video, Youku, Bilibili, iQiYi, Douyin, Xigua, etc.)

ONLINE PROMOTION
- Video content published on the website of our special media brand

PERFORMANCE REPORT

Prices

Each Cross-Media Campaign Package 4,900.00
Receive the video material for your own use 490.00

All prices in EUR plus VAT.

Benefits

- Moving image formats are well-liked in China
- Wide-Reaching Promotion
- Extensive representation of the companies
- Editorial, language, and intercultural support
- Fast implementation and attention to the Chinese market
- Long-term added value possible through further use
- Detailed performance report
- Simple pricing model
WeChat Account Services

Empower your business network in China with your company’s own WeChat channel. Benefit from our know-how and technical support as full-service provider.

Your Benefit

- Reach your target groups in China even if you do not have a subsidiary or business license in China.
- Promote and offer products, services or technologies (Cross Border Payment).
- By regularly posting press releases, product news and professional articles, you strengthen your brand awareness and expand your exclusive circle of specialist followers.
- You can use your channel for customer care, event invitations or promotional activities.

Here you can see an example of a service account.
### Our Full-Service for Your WeChat Channel

<table>
<thead>
<tr>
<th>PACKAGE SERVICE</th>
<th>MONTHLY PACKAGE</th>
<th>HALF-YEAR PACKAGE</th>
<th>ANNUAL PACKAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content service (translation service, editing, regular posting on WeChat 4 × month)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Layout-design (e.g., Logo, QR Code, greeting cards on official holidays, ...)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Performance report (quarterly)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individual consulting</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>10% discount off the regular fee for WeChat-advertorials from our media brands</td>
<td>Possible for an extra charge</td>
<td>Possible for an extra charge</td>
<td>Possible for an extra charge</td>
</tr>
<tr>
<td>Customized development (e.g., mini-program, cross-border payment solution, event planning &amp; organization, promotion, etc.)</td>
<td>Possible for an extra charge</td>
<td>Possible for an extra charge</td>
<td>Possible for an extra charge</td>
</tr>
<tr>
<td>Price in €</td>
<td>2,490.00</td>
<td>11,990.00</td>
<td>22,990.00</td>
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</tbody>
</table>

### BASIC SERVICE

<table>
<thead>
<tr>
<th>SERVICE</th>
<th>Price in €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overseas WeChat Official Account registration &amp; verification</td>
<td>390.00</td>
</tr>
<tr>
<td>Annual validation</td>
<td>190.00 / year</td>
</tr>
<tr>
<td>WeChat Quick Check</td>
<td>1,490.00</td>
</tr>
<tr>
<td>WeChat Advertising</td>
<td>Price upon request</td>
</tr>
</tbody>
</table>

All prices in EUR plus VAT.
Strategy Workshop

We are glad to offer you comprehensive advice with intercultural competence and in several languages (DE/EN/CN - half or full-day digital or on-site workshop).

Our Workshop is aimed at participants from management, department heads and managers from marketing and is individually tailored to your needs. The workshop consists of theoretical and practical parts with interactive discussion rounds to individually address possible solutions.

Example:
- Welcome & Introduction
- Overview of China’s market
- Overview of relevant media and search engines in China
- Overview of relevant eCommerce platforms
- Combination of eCommerce and marketing
- Channel strategy, partners, and roadmap
- Long-term support from Vogel
- Q & A

Price

<table>
<thead>
<tr>
<th>Workshop Type</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>Full-day workshop</td>
<td>4,990.00</td>
</tr>
<tr>
<td>Half-day workshop</td>
<td>2,990.00</td>
</tr>
</tbody>
</table>
**Chinese Website**

Best accessibility in China: we offer you an all-round website service (consulting, domain and hosting service, testing, UX, content)

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**Kickoff & Milestones**

- Kickoff Meeting
- Concept development
- Quarterly meetings
- Project Management

**Website China**

**Option A:**
**Direct connection to China**
- Administrative setup for websites with domain names in WordPress (One time)
- Hosting Setup (One time)
- Ongoing Hosting (12 months)

**Option B:**
**Hosting directly in China**
- ICP Registration (One time)
- Hosting Setup (One time)
- Ongoing direct hosting in China (12 months)

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Price upon request
### Baidu SEO/SEA Service

We support you with Baidu SEO / SEA Services (analog Google)

<table>
<thead>
<tr>
<th>Search Engine Optimization</th>
<th>Baidu Ads/SEA</th>
<th>Optional</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Baidu Webmaster Tools (One time)</td>
<td>✓ Keyword Research (One time)</td>
<td>✓ Banner Ads</td>
</tr>
<tr>
<td>✓ Launch (One time)</td>
<td>✓ Baidu Ads Account Setup (One time)</td>
<td>-</td>
</tr>
<tr>
<td>✓ SEO Check Websites (One time)</td>
<td>✓ Ongoing ad campaign management; adding new keywords and campaigns; basic reporting.(12 months)</td>
<td>✓ Placement of the company banner on various B2B platforms (6 months)</td>
</tr>
<tr>
<td></td>
<td>✓ Additional advertising budget required</td>
<td>Price upon request</td>
</tr>
</tbody>
</table>

**LABORPRAXIS China**
Vogel Communications Group

We are specialists for individual and contemporary B2B communication solutions, through which we make our customers even more successful - nationally and internationally.

Combined know-how for your communication success, bundled from one source.

Communication Solutions at a Glance

- **Industry expertise with specialist agencies**
  - Chatbots
  - Community building
  - Content creation
  - Content marketing

- **Industry expertise with specialist writers**
  - Corporate publishing
  - Digital trade fair solutions
  - Digital showrooms
  - Expert positioning
  - Infographics digital + animated

- **Access to target groups with industry media and events**
  - Communication consultancy
  - Crisis communication
  - Market research
  - HR development
  - Podcasts

- **Progressive web apps**
  - Public relations
  - SEO and SEA
  - Social media
  - Websites
Tell us how we can spark your excitement for communication.

Strategy

**Gerd Kielburger**  
Director International Business & Strategy  
t +49 931 418-2536  
gerd.kielburger@vogel.de

Sales

Please contact your personal sales manager  
or  
**Annika Schlosser**  
Head of Sales  
t +49 931 418-2982  
sales@vogel.de
We empower you!

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