

ONLINE

# Media information 2020

Building Supply/Licitationen is an online media that covers the building and construction industry.



## BUILDING SUPPLY AND LICITATIONEN

Building Supply and Licitationen are part of Nordiske Medier A/S. We are an online media that covers the building and construction industry, which is one of Denmark's largest industries with almost 150,000 employees distributed by the industry's approx. 40,000 companies.

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## ABOUT NORDISKE MEDIER

Nordiske Medier is the largest industry specific media in Scandinavia with more than 50 regular publications in Denmark, Sweden and Norway – both printed and online. Furthermore, we publish more than 100 different special magazines and newsletters. Our content is always highly prioritized, clearly defined and tailored for a specific audience

We cover Nordic business in detail with constructive, credible and independent news. On a daily/weekly basis, Nordiske Medier sends out online newsletters to more than 550.000 recipients and we have approximately 450.000 readers of our print media.

In total Nordiske Medier, have approximate 200 employees based in Copenhagen, Aalborg, Oslo, Stockholm, Gothenburg and Helsingborg. We have a total turnover of more than 200 million DKK and are a solid company with a good economy.

The editorial team consists of around 75 journalists and editors working across multiple industries. We cover the ongoing news stream, do in-depth industry analyses, portraits, articles etc. We always focus on inspiring the companies of whom we write. In addition, we focus on

delivering high quality content to our readers who are experts within their individual industries.

Sales wise we are an equally large team of consultants who advise our customers in creating the right marketing palette through the right channels. This, of course for the right audience.

Our products include print media, online media and consulting for search engine optimization, and social media platforms. Finally, we have a team of writers and graphic artists who can help create our costumers creating their banners, ads, native advertising, inserts etc.

Unlike the more general media, we write about both large and small companies. Our focus is on the overall technological, political and cyclical conditions that affects the industries. Not least, what happens at the businesses in the industry including colleagues, customers and suppliers.

Nordiske Medier is a part of NORDJYSKE MEDIER, a group whose history dates more than 250 years back and is one of the central actors within the Danish media industry.

## TARGET GROUP

Users of Building Supply and Licitationen

Building Supply and Licitationen use permission marketing, which is highly effective within internet marketing.

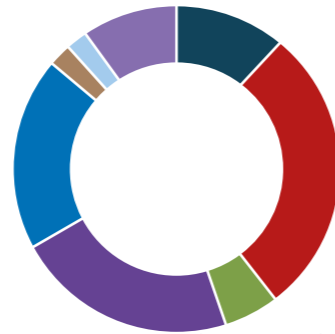
We contact all key figures in the industry by phone, in order to get their acceptance prior to adding them to our newsletter. The majority says yes to a subscription to our daily newsletter. Furthermore, we also have a group of people, who subscribe to our newsletters on their own initiative.

There is an on-going renewal of the recipients due to job change or similar reasons. Every month, we cancel subscriptions, if the newsletter continually bounces back to us. The number of subscribers reflects the majority of important people and decision makers within the industry. What is more, we never pass on email addresses to a third party, when we add a subscriber.

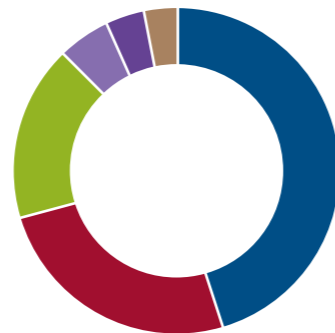
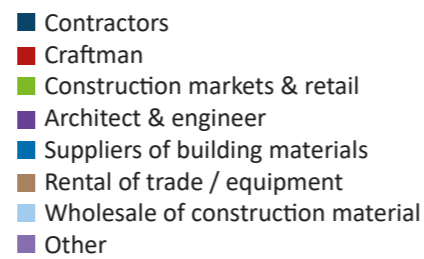
The newsletter is sent out to over 34.000 persons twice a day within the industry. Building Supply/Licitationen has over 1.200 companies as members in Denmark, which actively uses the portal in their everyday work. We cover companies widely spread all over Denmark, and in all sizes.

The user profile and the subscribers of our newsletter are characterised by the fact that they are decision-makers. In other words, they are primarily business managers, purchasing managers, production managers, sales managers etc.

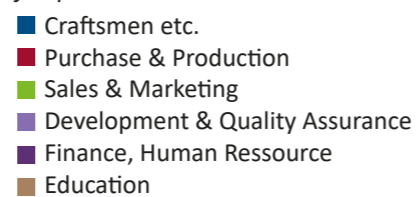
Add to this, salespersons and buyers in general, because they use the newsletter in order to keep themselves updated about what goes on in the industry.



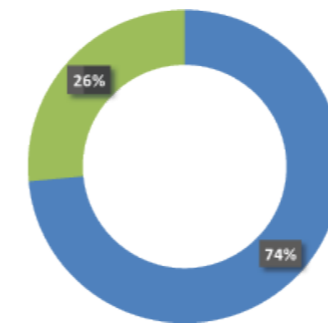
The allocation of readers of the newsletter compared to the business.



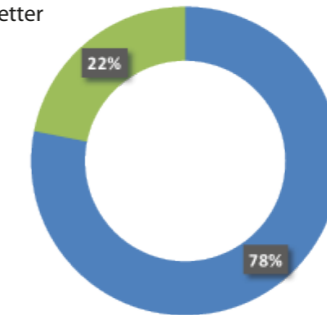
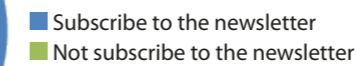
The allocation of readers compared to job position



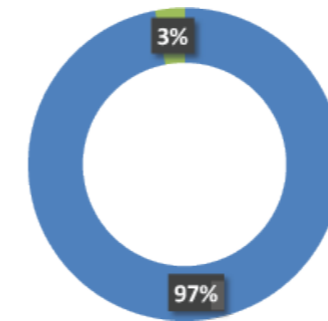
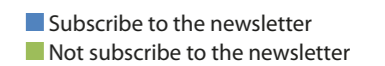
## CLARIFICATION OF THE TARGET GROUP



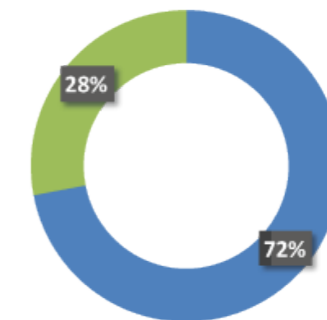
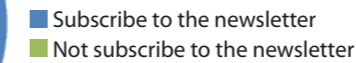
Architects



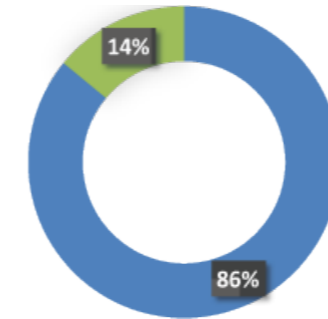
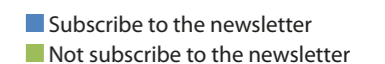
Contractors



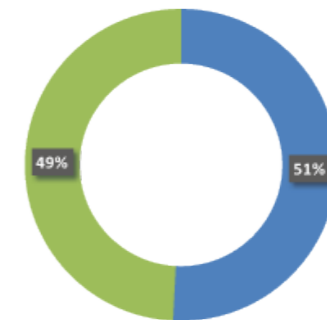
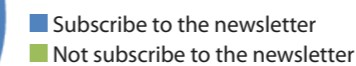
Implementation of construction projects



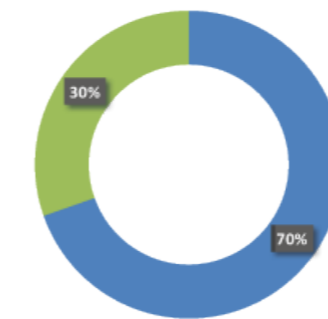
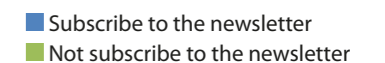
General public services



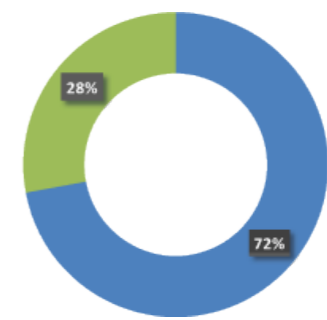
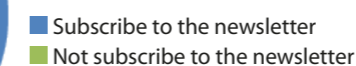
Conduct of buildings



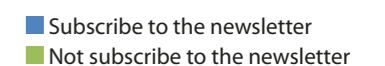
Consulting engineers within construction



Tailored Building Markets



El og VVS



## READER SURVEY 2017

In December 2017, we asked our subscribers to fill out a survey concerning Building Supply and Licitationen (online). 736 users chose to give their opinion.

To the right are some of the main conclusions of the analysis.



19% 81%

The reader profile is:

- 19 % women and 81 % men.
- The readers are mainly from 40 years of age and older. This group represents 83 %

**77%**

BELIEVE THAT BUILDING SUPPLY/LICITATIONEN IS A GOOD OR VERY GOOD MEDIA FOR THE INDUSTRY

93 % USE BUILDING SUPPLY/LICITATIONEN THROUGH THE DAILY NEWSLETTER

64 % READ THE MAIN PART OF THE NEWSLETTER AND CLICK THROUGH TO READ THE FULL CONTENT

45 % HAVE CONTACTED A COMPANY OR SUPPLIER BASED ON ARTICLES OR ADS PLACED IN BUILDING SUPPLY/LICITATIONEN

## FACTS ABOUT BUILDING SUPPLY AND LICITATIONEN



### Membership

The Membership includes a membership of Building Supply og Licitationen. This means that you have the opportunity to profile your business to businesses in the industry.

Membership of Building Supply and Licitationen:: ..... 1.109

Membership "Gør det selv": ..... 10.800 kr/år.  
 Membership\*: ..... 15.800 kr./år



### Web

Nordiske Medier has a wide range of industry portals. We cover virtually every profession. All our media are published online on each of their websites.

### Number of visitors/month Building Supply

Unique visitors: ..... 89.601  
 Visits: ..... 170.709  
 Pageviews: ..... 327.184

### Number of visitors/month for Licitationen

Unique visitors: ..... 118.705  
 Visits: ..... 241.267  
 Pageviews: ..... 417.971



### Newsletter

All our media have a newsletter with industry-specific news. The newsletters all have a large, loyal group of recipients and we have a constant access of new recipients.

Newsletter recipients: ..... 34.444  
 Published: ..... Twice a day, 11 am and 3 pm



### Sociale Media

We are also on the sociale media LinkedIn, Facebook and Twitter.

### Building Supply

LinkedIn followers ..... 3.835  
 Facebook followers ..... 1.359

### Licitationen

LinkedIn followers ..... 19.221  
 Facebook followers ..... 981

## EFFECT AND POSSIBILITIES

The newsletter is sent out daily to over 34,000 individuals twice a day. Building Supply has on an average 8,000 unique visitors a day, with an average of 2 page views; whilst Licitationen has approx. 5.000 unique visitors a day.

The combination between insertions in the newsletter and the portal, advertising in the newsletter and banner advertising makes it possible to gain a variety of marketing advantages, compared to traditional marketing.

- Advertising usually takes place over a longer period of time, which is convenient for most companies and their continuous need for marketing.

- What is more, the adverts are targeted towards specific market segments and decision makers. 50 views by the right people, is of course more effective than 50,000 views by random groups of people. The individuals we sign up for our newsletter are mainly business managers, purchasing managers, production managers and development managers.

- Marketing via the internet is much cheaper compared to the outcome than marketing via traditional media sources, direct mails etc. Compared to all other media types, the exposure is much higher.

- The construction of the degree of knowledge is either available through frequent views of either insertions or adverts. In a world where customers seek information themselves, new skills and new subcontractors online, the most important aspect when it comes to marketing is to create brand awareness.

- The immediate road from Attention to Response. Besides information about the number of views and thereby the brand awareness, we also deliver information on the number of direct clicks from adverts to the website.

- Your insertions are available whenever the customer has a current need, and seeks a solution. It does not matter whether the customer seeks information via the portal or search engines.

- Direct access to your contact information, which makes it easier for the customer to seal the deal faster.

- Search engine optimisation is an additional gain.

Based on these facts online advertising is a growing sector, while traditional advertising and marketing activities are diminishing. (source: "Dansk Oplagskontrols" – The Danish Audit Bureau of Circulations).

This synergy between the portal, the newsletters and advertising is also the main reason why advertisers are advised to become members.

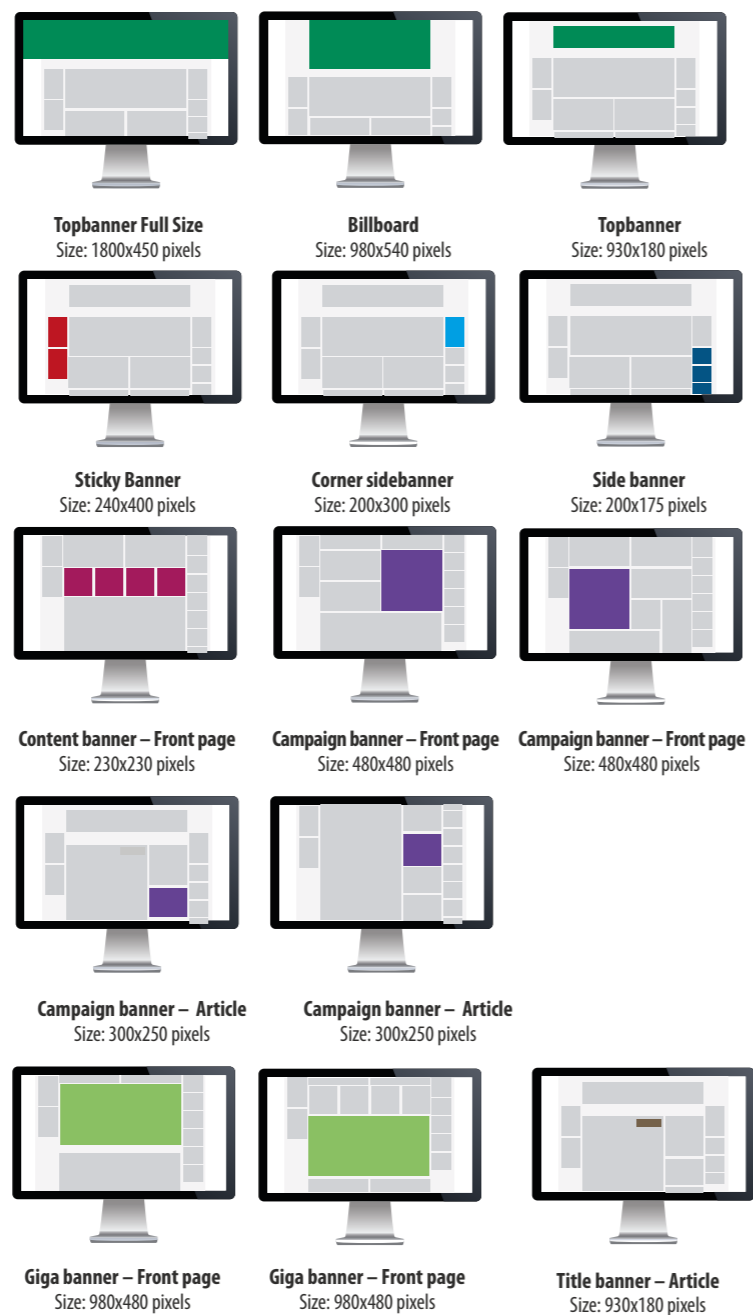
All advertisements on the portal or in the newsletters are relevant for the industry. You will never find advertisements for phone companies etc. on our portals. 80% of our readers find that is an important factor in our services.





## ADVERT – ONLINE BUILDING SUPPLY AND LICITATIONEN

- Topbanner** – Front page + other sections or articles  
Type: Static or animated, max 70 Kb  
Price:  
Articles ..... 24,500 DKK  
Front page + other sections ..... 24,500 DKK
- Billboard** – Front page + other sections or articles  
Type: Static or animated, max 150 Kb  
Price:  
Article ..... 34,500 DKK  
Front page + other sections ..... 34,500 DKK
- Topbanner Full Size** – Front page + other sections or articles  
Type: Static, max 250 Kb  
Price:  
Article ..... 39,500 DKK  
Front page + other sections ..... 39,500 DKK
- Sticky Banner** – Front page + other sections or articles  
Type: Static or animated, max 90 Kb  
Price:  
Article ..... 17,500 DKK  
Front page + other sections ..... 17,500 DKK
- Corner banner** – Front page + other sections or articles  
Type: Static or animated, max 70 Kb.  
Price:  
Article ..... 11,500 DKK  
Front page + other sections ..... 11,500 DKK
- Side banner** – Front page + other sections or articles  
Type: Static or animated, max 40 Kb  
Price:  
Front page + other sections or articles ..... 3,250 DKK
- Content banner** – Front page  
Type: Static, max 55 Kb.  
Price:  
Front page ..... 5,000 DKK
- Campaign banner 1&2** – Article and other (300x250 pixels)  
Type: Static or animated, max 70 Kb  
Price:  
Articles pos. 1/pos. 2: ..... 13,750 kr./10,750 DKK  
Other pos. 1/ pos. 2: ..... 6,750 kr./5,350 DKK
- Campaign banner 1&2** – Front page (480x480 pixels)  
Type: Static or animated, max 75 Kb  
Price:  
Front page pos. 1/pos. 2: ..... 17,500 kr./10,000 DKK
- Giga banner 1 & 2** – Front page  
Type: Static or animated, max 150 Kb.  
Price:  
Front page pos. 1: ..... 21,500 DKK  
Front page pos. 2: ..... 14,500 DKK
- Title banner** – Articles  
Type: Static banner, max 20 Kb  
Price: ..... 22,750 DKK



**Creation of banners**  
Creation of banners is free, when you order for a period of minimum two months. Otherwise, the price is 500 DKK per banner. If you wish to create the banner yourself, you have to make them in either GIF, JPG or HTML5.

**Specifications for HTML5 banners**  
Upon delivery of HTML banners we should receive the zip file with all the source material. The max. file size for Zip files is 10 MB. HTML5-files can only be used for banners on the portal.  
Newsletter adverts are static gif or jpg files only

\* Sticky, corner banner og sidebanner are only shown on a desktop.  
All stated prices are member prices per month.

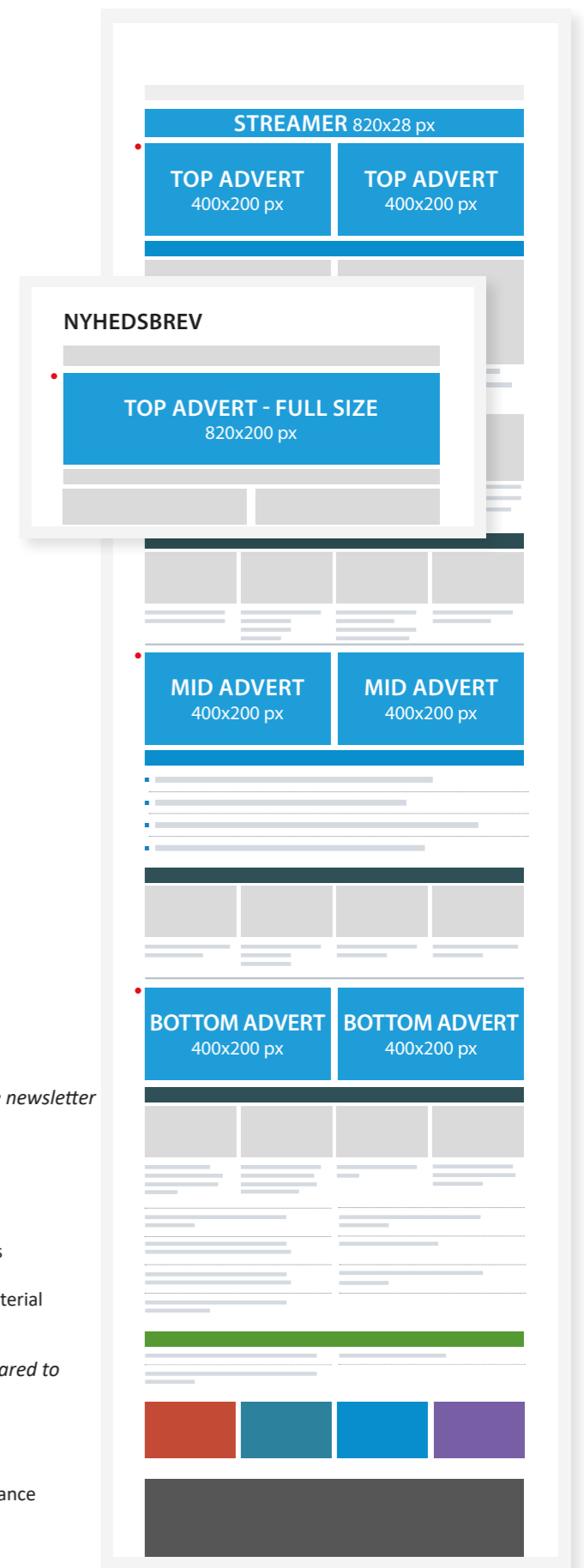
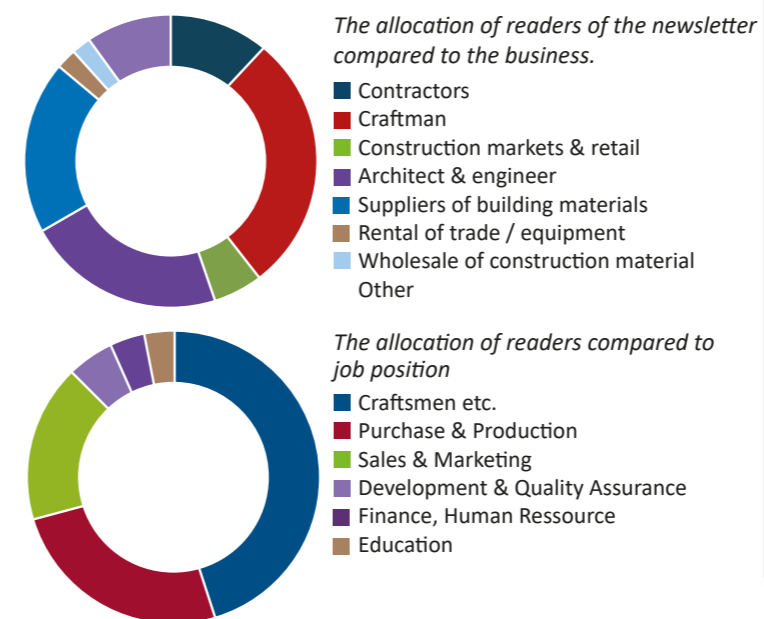
## ADVERT – NEWSLETTER BUILDING SUPPLY AND LICITATIONEN

The advertisements in the newsletter are so significant that almost every reader notice them. Building Supply and Licitationen is published twice a day, 11 am and 3 pm.

- Streamer (820x28 pixels)**  
Price per week (monday - friday): ..... 10.000 kr.
- Top advert – Full Size (820x200 pixels)**  
Price per announcement: ..... 8.000 kr.
- Top advert (400x200 pixels)**  
Price per announcement: ..... 4.000 kr.
- Mid advert Full Size (820x200 pixels)**  
Price per announcement: ..... 6.000 kr.
- Mid advert (400x200 pixels)**  
Price per announcement: ..... 3.000 kr.
- Bottom advert Full Size (820x200 pixels)**  
Price per announcement: ..... 4.000 kr.
- Bottom advert (400x200 pixels)**  
Price per announcement: ..... 2.000 kr.

**General specifications for the ads in the newsletter are:**  
Ads are static.  
Finished material is submitted in the file format: jpg, gif or png  
Finished will need to max 50 kB.  
All prices are member prices per month

Recipients of the newsletter: + **34.000**  
The allocation of readers of the newsletter



## NORDISKE MEDIER – INDUSTRY MEDIA IN DENMARK

Andelsboligen  
Anlæg & Maskiner  
Arkbyg  
Building Supply  
Byggeri & Ejendomme  
Electronic Supply  
Energy Supply  
Foodservice Forum  
Food Supply  
Food Supply Magazine  
Forsyning  
Fremtiden Automation  
Hvem er Hvem i autobranschen  
Hvem er Hvem i byggeriets top  
Hvem er Hvem i Metal- og Maskinindustrien  
Jern-Maskinindustrien

Leder IDAG  
Licitationen  
Magasinet Pleje  
MaskinFokus  
Mester Tidende  
Metal Supply  
Motor-magasinet  
Park & Anlæg  
Magasinet Plast  
Plast Forum  
Retail News  
Skoler, Sport og Fritid  
Søfart  
Transportmagasinet  
Wood Supply



### Newsletters

On a daily basis we send out approximately

**557.877**

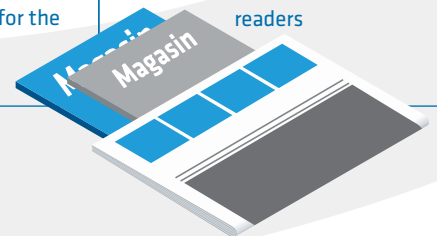
targeted newsletters for the sectors we

### Magazines

Our printed media reaches approximately .

**450.105**

readers



### Our media

We publish more than

**54**

B2B-titles, which fathoms print publications, websites and targeted newsletters

### Events

We arrange more than

**55**

industry specific events every year.

### CONTACT INFORMATION NORDISKE MEDIER

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