SERVING THE WORLD'S LARGEST CONSTRUCTION MARKET

CONSTRUCTION CONSTRUCTION

2021 MEDIA INFORMATION

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CEA

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CONSTRUCTION CONSTRUCTION CEDVING THE WORLD'S LARGEST

SERVING THE WORLD'S LARGEST CONSTRUCTION MARKET SINCE 1989

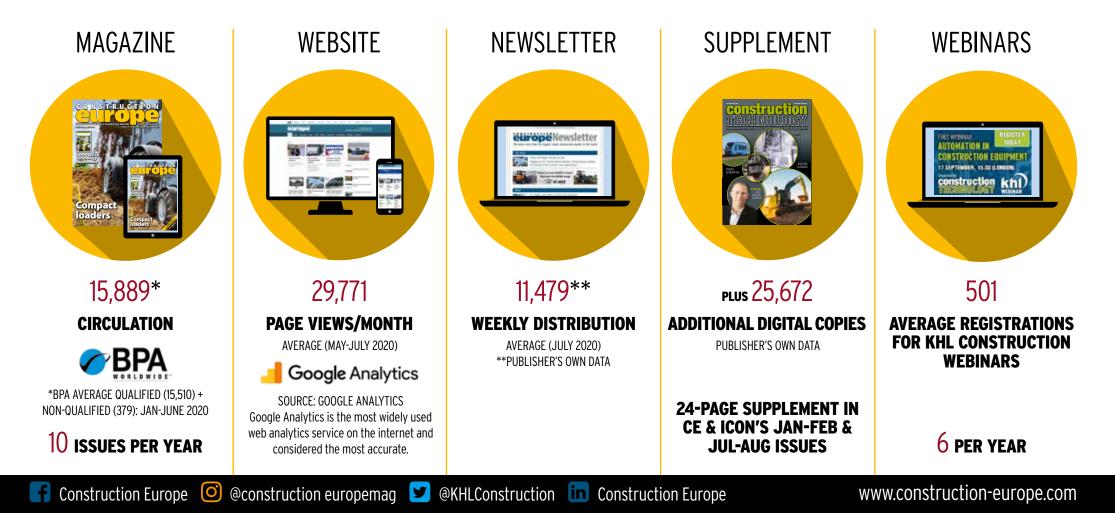
Construction is one of the top three industries in Europe for fast-growing companies.

It has also been identified by the EU as a primary driver for returning Europe to economic growth, with billions of euros earmarked for major infrastructure, urban regeneration and residential projects. As the industry gears up for a monumental 2021, Construction Europe will again be the largest construction media source covering the world's largest construction market.

With regular news and features across every aspect of heavy construction, the Construction Europe brand - operating across print, digital and online channels - will deliver content to a broad audience on equipment, technology, business matters and the challenges of Europe's most exciting projects.

Our industry has a promising year ahead, and news will be more important than ever. Include CE in your marketing plan to be the first to benefit.

Mike Hayes Editor



INDUSTRY OVERVIEW



CONSTRUCTION RETURN TO GROWTH FORECAST FOR EUROPE IN 2021

By the end of 2020, many of Europe's largest nations will have seen year-on-year drops in GDP well into double digits. Yet, while many countries are experiencing difficult economic circumstances, the EU is promising unprecedented sums in recovery packages.

To give this some perspective, the European Commission intends to mobilise an incredible \in 1.1 trillion between now and 2027, to help businesses work through the crisis.

Given that construction has been highlighted as a primary driver for recovery, it is hoped that a sizeable proportion of this funding will be used to bolster our industry; in fact, the European contractors' body FIEC has requested \in 350 billion be ring-fenced across the sector.

This would match the figure Euroconstruct (a leading market forecasting network) estimates will be lost in construction output between 2020 and 2022.

If Euroconstruct's forecast of a return to growth in 2021 - and to something like 2019's figures by 2022 - is correct, construction's 'new normal' will be considerably more positive than was previously predicted.



For more information, or to advertise, please contact **Simon Kelly**: simon.kelly@khl.com T: +44 (0)1892 786223 M: +44 (0) 7850 203298

INDUSTRY ANALYST IHS MARKIT FORECASTS A RETURN TO GROWTH FOR EUROPE IN 2021

CIRCULATION BREAKDOWN



40.7%

6,281

REST OF EUROPE

TOP 5 COUNTRIES**

19.5%

3,017

GERMANY

8.7%

1.344

ITALY

1.9%

UNITED

7.7%

1,185

SPAIN

10.5%

1,617

FRANCE

(PERCENTAGE OF TOTAL CIRCULATION)

FOR CIRCULATION TO BE EFFECTIVE, IT MUST BE DYNAMIC, CONSTANTLY TARGETING THE MOST RELEVANT READERSHIP

MAGAZINE



15,889* circulation



*BPA AVERAGE QUALIFIED (15,510) + NON-QUALIFIED (379): JAN-JUNE 2020

Construction Europe's circulation is audited by BPA Worldwide, the leading auditor of businessto-business magazines. Developed and refined over the course of 30 years, the circulation of Construction Europe reaches the key decision makers in the industry.

BY BUSINESS TYPE**

- 58.8%Construction contractors, sub-contractors12.5%Equipment rental. Distributors & agents7.9%Manufacturers
 - 7.2% Consulting engineers/architects and consultants
 - 7.0% Mining, quarrying, aggregates production
- 5.5% Airports/ports/docks/offshore, construction department of large industrial/commercial concern, energy & petrochemical, power generation, petroleum producers, finance/regulator, association/education/research, utilties and specialized/heavy transport companies
- 0.7% Other companies

0.4% Government (national/regional)

**BPA QUALIFIED MARCH ISSUE 2020

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EDITORIAL PROGRAMME 2021

CONSTRUCTION CUPOPE

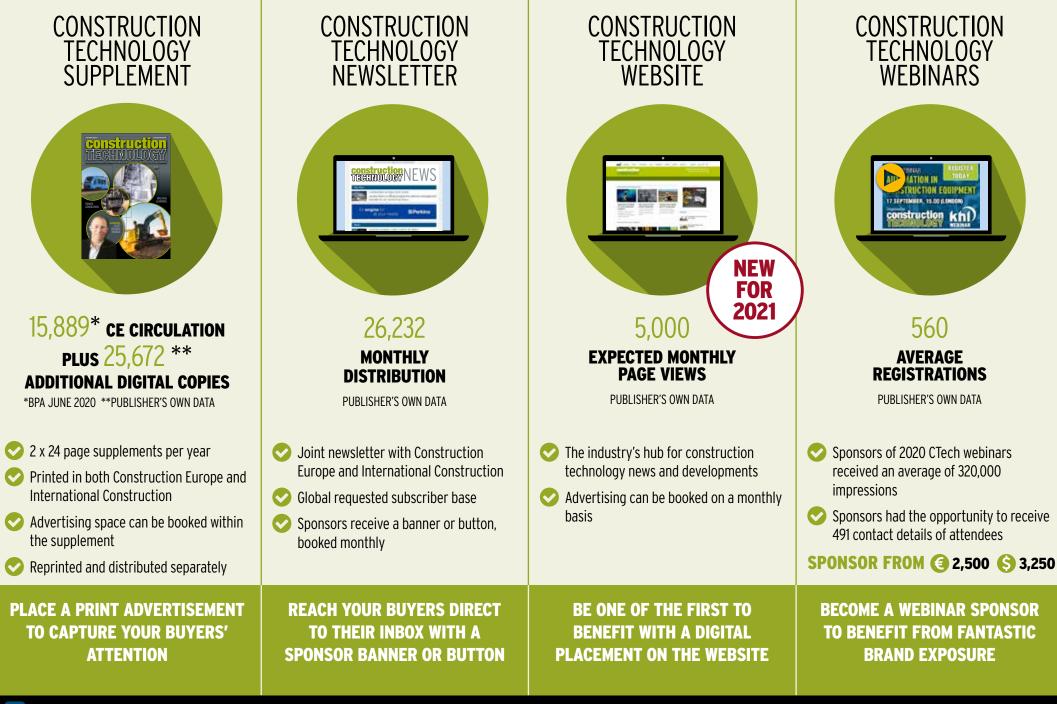
| JAN-FEB preview | MARCH show guides | APRIL last minute news | MAY preview | JUNE show guide |
|---|--|---|---|---|
| Wheeled loadersAttachmentsEnginesConstructionDECHNOLOGYBONUS DISTRIBUTION:IntermatDPI European circulation | Wini excavators Mini excavators Utilities Material handling France report BONUS DISTRIBUTION: ② Intermat ③ SteinExpo | Haulers Telehandlers Drilling equipment CTT Russia preview Doume CTT RUSSIA BONUS DISTRIBUTION: | Koadbuilding Access equipment Breakers CranesBONUS DISTRIBUTION: | Concrete Hybrid/Electric Quarry equipment Fuels/fuel efficiency BONUS DISTRIBUTION: ♥ Hillhead |
| JULY-AUGUST Compact loaders Crushing/Screening Pumps Construction | SEPTEMBER PREVIEW INTERGEO CE100 Engines Surveying/BIM Germany report BONUS DISTRIBUTION: O InterGeo | OCTOBERCrawl excavators Onsite equipment Foundations Demolition (inc WDS preview)Demolition (inc WDS preview)BONUS DISTRIBUTION: Morid Demolition Summit D&Ri European circulation | NOVEMBERComponentsFalse & formGPS/TelematicsUK reportRental special(inc. IRC preview)EDNUS DISTRIBUTION:On the pointInternational Rental ConferenceIRN European circulation | DECEMBER Roadbuilding Wheeled excavators Tunnelling Airports |
| EDITORIAL DEADLINE Editorial should be submitted to no later than the 5th of the prec For further details, or to submit material suita Mike Hayes: mike.hayes@khl.com +44 (0)18 | the editor eding month able for publication, please contact | INTERESTED? Please click here to be sent your advertising opportunities For more information, or to advertise, please simon.kelly@khl.com T: +44 (0)1892 786223 | contact Simon Kelly: | C S S S S S S S S S S S S S S S S S S S |

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and the second

CONSTRUCTION TECHNOLOGY



lin

www.constructiontechnology.media

WEBINARS

europe

SPONSORSHIP BENEFITS

BRAND PROMOTION 251,268 Average impressions for KHL webinar sponsors in 2020

LEAD GENERATION

KHL webinars in 2020 offered sponsors the chance to receive an average of 477 attendees

BRAND RECOGNITION

KHL webinars in 2020 attracted an average of 501 attendees, and benefitted from branding on visible backdrop





IS NET-ZERO-CARBON CONSTRUCTION POSSIBLE?

A look at the available technologies and processes contractors will need to adopt to lower emissions on their projects.

JULY-AUG international construction

CONTRACTING ESSENTIALS

After the publication of the ICON top 200 listing of the world's most successful contractors an expert panel discusses the essential skills, people and technology all contractors must have in place in 2020 and beyond.

MAR-APR construction

WHAT DOES CONSTRUCTION 4.0 LOOK LIKE?

In theory, we now have the technology to connect and fully automate an entire project. How close are we to making the concept a reality?

SEPT-OCT CONSTRUCTION

THE PRICE OF GREEN CONSTRUCTION

Is it possible to recycle, use greener materials, reduce emissions, improve the energy efficiency of buildings... and make a profit?

MAY-JUNE international construction

OEM OPPORTUNITIES

Following on from the Yellow Table, the ranking of the world's 50 biggest OEMs, we discuss where the future growth opportunities for OEMs are - emerging markets? New technology? Joint ventures?



PROJECT TECHS

A look at major construction projects using cutting edge technology to increase efficiency and productivity

SOLE SPONSOR (37,500 (59,600

- No other sponsors involved in webinar & associated marketing
 - Part of pre- & post-marketing
 - Visible logo during event
- Mention by host during webinar
- 交 Contact details of registrations (GDPR allowing)
- Sponsored e-mail blast to participants post event

SUPPORTING SPONSOR (2,500 (3,200

- Part of pre- & post-marketing
- Visible logo during event
- nention by host during webinar 🕗
- Contact details of registrations (GDPR allowing)

CONSTRUCTION EUROPE WEBSITE

europe

CONSTRUCTION CUTOPC

WEBSITE



29,771 page views/month 20,970 unique visitors/month

21,291 SESSIONS/MONTH AVERAGE (MAY-JULY 2020)

Google Analytics SOURCE: GOOGLE ANALYTICS Google Analytics is the most widely used web analytics service on the internet and considered the most accurate.

ADVERTISE ON CE'S WEBSITE TO:

- Direct traffic from CE's website straight to yours
 Boost your web traffic by choosing your website as a landing page
- Measure your campaign's success Website advertisers receive free access to campaign dashboard
- Promote your message for a month or more Advertisers receive one month's exposure on the CE web page
- Align your brand with relevant and high-quality content Wallpaper advertisers can sponsor a feature or a keyword for one year

BANNER SIZES AND RATES

Please note: a maximum of two clients can share one position.

| | DESKTOP | TABLET | MOBILE | € | \$ |
|--------------------------------|--------------------|------------------|------------------|-------------|---------|
| TOP BILLBOARD | 728 x 90 pixels | 468 x 60 pixels | 300 x 75 pixels | €3,300 | \$4,300 |
| MPU 1 | 300 x 250 pixels | 300 x 250 pixels | 300 x 250 pixels | €2,750 | \$3,600 |
| MPU 2 | 300 x 250 pixels | 300 x 250 pixels | 300 x 250 pixels | €1,900 | \$2,500 |
| MPU 3 | 300 x 250 pixels | 300 x 250 pixels | 300 x 250 pixels | €1,650 | \$2,150 |
| MPU 4 | 300 x 250 pixels | 300 x 250 pixels | 300 x 250 pixels | €800 | \$1,050 |
| SPONSORED CONTENT | 728 x 90 pixels | 468 x 60 pixels | 300 x 75 pixels | €4,450 | \$5,000 |
| IN-CONTENT LEADERBOARD | 728 x 90 pixels | 468 x 60 pixels | 300 x 75 pixels | €1,950 | \$2,500 |
| TARGET CREATIVE WALLPAPER | 2000 x 1500 pixels | 300 x 250 pixels | 300 x 250 pixels | €2,200 | \$2,850 |
| FEATURES SPONSORSHIP WALLPAPER | 2000 x 1500 pixels | 300 x 250 pixels | 300 x 250 pixels | €1,000 | \$1,300 |

BOOK A DIGITAL BANNER TO DIRECT TRAFFIC FROM CE'S WEBSITE STRAIGHT TO YOURS



CONSTRUCTION EUROPE NEWSLETTER

europe



www.construction-europe.com

KHL's DIGITAL SOLUTIONS

europe

KHL DIGITAL TEAM

KHL has a dedicated digital team that focuses on the growing demands for digital marketing. Compared to print and other marketing channels, digital is both complex and technical. The new team will provide support and expert advice through the entire digital campaign process.

- Manage and optimise digital campaigns.
- Work with clients proactively before, during and after campaigns to maximise performance.
- Provide advice, recommendations and examples to ensure that campaigns are effective and deliver expected results.



REMARKETING



Amplify your message and engage with a targeted audience that is interested in your products and services.

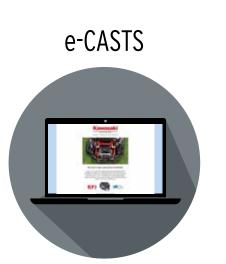
Remarketing is the process of (anonymously) following or tracking website visitors online after they have left a website where they are served advertisements via a cookie.

BASE COST (6,500 (5)7,500

Includes project setup, brand safety, 250,000 impressions and optimisation.

ADDITIONAL IMPRESSIONS

Per 250,000 impressions.



Promote your company's products, services or announcements through e-mail sent directly to Construction Europe readers.

Target by business type and/or specific regions/countries.

\$0.65 €0.60/NAME

- **(1,800** minimum
- **§ 2,000** minimum

\$0.75 €0.65/LEAD GENERATION

- **(3) 2,200** minimum
- **§ 2,500** minimum

WALLPAPER SPONSORSHIP & TAGGING



Sponsor an individual feature online and your company brand will benefit from 12 months exposure with wallpaper pinned to the top of the featured article.

PRICE PER YEAR FROM

Buy a pre-determined tag and benefit from your wallpaper appearing alongside every story that a reader searches for that term.

PRICE PER MONTH FROM (2,000 (\$ 2,600

KHL'S DIGITAL SOLUTIONS

SPONSORED NEWSLETTER



Branding on a newsletter dedicated to your company sent to our readers. Supply content and artwork and our production team will design a newsletter to send out on your behalf. A great way to advertise your products and services in a format our readers are familiar with.

PRICE PER ISSUE FROM

SPONSORED CONTENT & VIDEOS



Sponsored content creates reader engagement when written in a newsworthy format. It displays in a prominent position on the magazine homepage.

PRICE PER MONTH FROM **4,450 5,000**

Sponsored videos of 1-3 minutes are ideal in capturing your audience. Placed on a high profile portal on the magazine homepage and on KHL's YouTube channel.

PRICE PER MONTH FROM

3,100
3,500

WEBINARS



Engage and interact with an international audience. Share your content for conferences, technical topics, marketing, online courses, and so much more.

Our Digital Team will provide the insight and support to make your webinar a success without the headache. We can provide the total webinar service with hosting, moderating, promoting and recording or any element of that. **PRICE ON APPLICATION**

WHITE PAPERS



White Papers which explain technical issues on topics such as the environment, health & safety, machine efficiency can be very effective lead generators. Promote your White Paper throughout the magazine's website in prominent positions to deliver targeted sales.

PRICE ON APPLICATION

For more information please contact **Peter Watkinson**: peter.watkinson@khl.com +44 (0)1892 786240

DIGITAL REPORTING METRICS

DIGITAL REPORTING DASHBOARDS FROM KHL

Our new online Dashboard gives you direct access to all your digital campaign results in near real time via direct APIs to the source data.

To help you navigate the success of a campaign, KHL provides in-depth reporting metrics in a clear and concise format allowing you to determine at a glance the performance of your advertising creative and spend.

- Easily see the ROI of your campaign
- Compare results
- Identify trends
- Review effective creatives

Click for more information

For more information go to: www.khl.com/dashboard



| LINE ITEMS | | 410 | | | | |
|--|--|--|----------------|-------------------------------------|--------------------|-------------|
| TOTAL CREATMS: | | | | | | |
| IMPRESSIONS: | | 12.746 | | | | - |
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| Actual International - 20x8 (x/y 2010 | | 2.95 | | 1 | | 0.11% | |



www.khl.com/dashboard

KHL PORTFOLIO

The international group, with offices in North and South America, China, India, UK, Germany and Italy with supporting offices across the globe, offers the following products and services:

- MAGAZINES
- NEWSLETTERS
- WEBSITES
- e-COMMERCE STORES
- DIGITAL MARKETING
- CONTRACT PUBLISHING
- MOBILE APPS
- EVENTS/EXHIBITIONS
- SOCIAL MEDIA
- DIGITAL MAGAZINES
- BENCHMARK STUDIES
- SPECIAL REPORTS



KHL IS THE LARGEST AND MOST-RESPECTED PROVIDER OF INTERNATIONAL INFORMATION FOR THE CONSTRUCTION AND POWER SECTORS

MAGAZINES

- Access International
- Access Lift and Handlers
- American Cranes and Transport
- COMPRESSORtech²
- Concreto LatinoAmericana
- Concreto Latino-Americana
- Construção Latino-Americana
- Construcción LatinoAmericana
- Construction Europe
- Demolition & Recycling International
- Diesel & Gas Turbine Worldwide
- Diesel Progress
- Diesel Progress International
- International Construction
- International Construction Turkiye
- International Cranes and Specialized Transport
- International Rental News
- New Power Progress
- Vinc Proje Tasimaciligi

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NEWSLETTERS

- Access International Newsletter
- Access, Lift & Handlers Newsletter
 COMPRESSORTech² Newsletter
- Construção Latino-American
 Construcción Latinoamerican
- Construction Europe Newsletter
- Construction Technology News
- Demolition & Recycling International
- Newsletter Diesel & Gas Turbine Worldwide Newsletter
- Diesel News Network
- ERA Rental Weekly
- International Rental News Newsletter
- KHL Crane Market
- NewPowerProgress
- Off-Highway Research Global Market Briefing
- World Construction Week China
- World Construction Week
- World Crane Week

www.khl.com/newsletters



- ALH Conference and Awards
 Cranes and Transport Latin America
- Cranes and Transport Middle East
- Demolition Conference Turkev
- Diesel Progress Summit
- ESTA Awards of Excellence
- European Rental Awards
- International Awards for Powered Access
- International Cranes & Transport Asia Pacific
- International Cranes & Transport Turkey
- International Rental Conference Asia
- International Tower Cranes Conference
- New Power Progress Summit
- Off-Highway Global Briefing
- Rental Turkey Conference
- Tower Cranes North America
- World Crane and Transport Summit
- World Demolition Summit

EXHIBITIONS

APEX

- APEX Asia
- International Rental Exhibition

www.khl-events.com

NEWSLETTERS: EXHIBITIONS & EVENTS

- APEX Daily & Preview
- Bauma China Daily & Preview
- Bauma Daily & Preview
- bC India Daily & Preview
- Conexpo Daily & Preview
- Diesel Progress Summit Newsletter
- Intermat Daily & Preview
- International Tower Cranes Newsletter
- IRE Daily & Preview
- Live@Agritechnica
- Live@Intermat
- World Demolition Summit Newsletter

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EQUIPMENT GUIDES

- Access Yearbook
- American Cranes & Transport Sourcebook
- COMPRESSORTech² Sourcing Supplement
- Demolition and Recycling Buyers' Guide

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Power Sourcing GuideWorld Crane Guide

www.khl-infostore.com

Yellow Book

MAGAZINE



15,889* CIRCULATION



*BPA AVERAGE QUALIFIED (15,510) + NON-QUALIFIED (379): JAN-JUNE 2020

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GEURO RATES

| NUMBER OF INSERTIONS: | 1 | 10 |
|-----------------------------------|---------------------------------------|-------------------------------------|
| FULL PAGE | €7,500 | €6,000 |
| HALF PAGE ISLAND | €4,560 | €3,650 |
| HALF PAGE | €4,050 | €3,240 |
| THIRD PAGE | €2,500 | €2,000 |
| QUARTER PAGE | €2,090 | €1,670 |
| INSERTS | Rates on application - Bound-in or lo | pose calculated according to weight |
| 30% surcharge for cover positions | | |

S US\$ RATES

| NUMBER OF INSERTIONS: | 1 | 3 |
|-----------------------------------|---------------------------------------|-------------------------------------|
| FULL PAGE | \$8,250 | \$6,600 |
| HALF PAGE ISLAND | \$4,900 | \$3,920 |
| HALF PAGE | \$4,300 | \$3,440 |
| THIRD PAGE | \$3,250 | \$2,600 |
| QUARTER PAGE | \$2,350 | \$1,880 |
| INSERTS | Rates on application - Bound-in or lo | pose calculated according to weight |
| 30% surcharge for cover positions | | |

For more information, or to advertise, please contact **Simon Kelly**: simon.kelly@khl.com T: +44 (0)1892 786223 M: +44 (0) 7850 203298



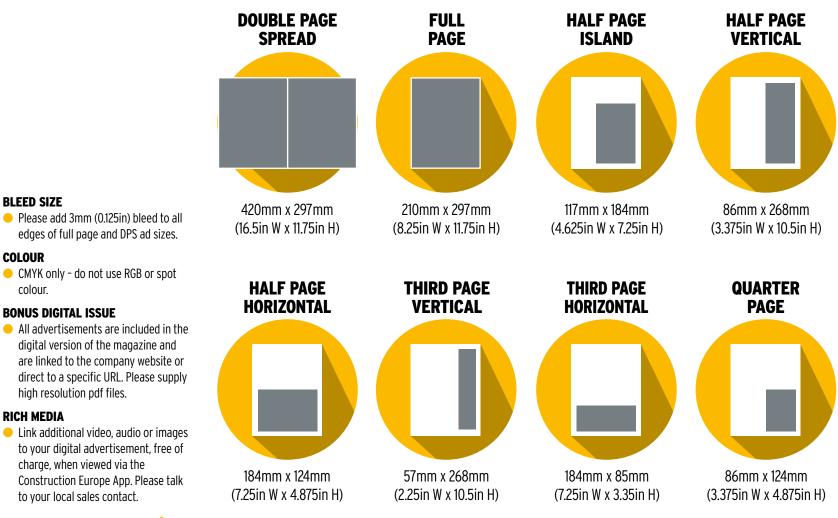


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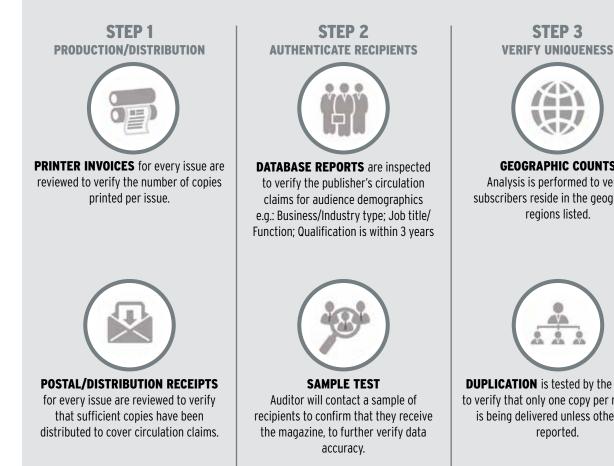
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A MAGAZINE'S CIRCULATION CAN ONLY BE **GUARANTEED BY AN INDEPENDENT AUDIT**

BPA is renowned as the best audit of international business-to-business magazines in the world. BPA provides solid assurance and a guarantee of trust for advertisers and media buyers around the world.

No manufacturer would ever consider using any supplier that couldn't provide them with an audit guaranteeing their guality. The magazines you advertise in shouldn't be any different.

BPA is our quality audit that guarantees the circulation of Construction Europe.



THE THREE STEP BPA PROCESS



Analysis is performed to verify subscribers reside in the geographic regions listed.



DUPLICATION is tested by the Auditor to verify that only one copy per recipient is being delivered unless otherwise reported.

CONTACT US

CONSTRUCTION **EUFODE**

KHL OFFICES

UNITED KINGDOM (Head Office)

KHL Group LLP Southfields. Southview Road. Wadhurst, East Sussex, TN5 6TP, UK Tel: +44 (0)1892 784 088

GERMANY OFFICE

KHL Group, Niemöllerstr, 9 73760 Ostfildern (Stuttgart), Germany. Tel: +49 (0)711 3416 7471

USA WAUKESHA OFFICE

20855 Watertown Road. Suite 220, Waukesha, WI 53186-1873, USA Tel: +1 262 754 4100 www.dieselprogressinternational.com

USA HEAD OFFICE

KHL Group Americas LLC 3726 East Ember Glow Way. Phoenix, AZ 85050, USA Tel: +1 480 659 0578

USA CHICAGO OFFICE

KHL Group Americas LLC 205 W. Randolph Street, Suite 1320, Chicago, IL 60606, USA Tel: +1 312 496 3314

CHINA OFFICE

KHL Group China Room 769, Poly Plaza, No.14, South Dong Zhi Men Street. Dona Chena District. Beijing 100027, P.R. China Tel: +86 (0)10 6553 6676

SOUTH AMERICA OFFICE

KHL Group Américas LLC Av. Manguehue 151, of 1108, Las Condes, Santiago, Chile Tel: +56 2 2885 0321



www.khl.com



CONSTRUCTION EUROPE TEAM

SIMON KELLY

Group sales manager Tel: +44 (0)1892 786223 Mob: +44 (0) 7850 203298 e-mail: simon.kellv@khl.com

ELEANOR SHEFFORD

Deputy sales manager Tel: +44 (0)1892 786236 Mob: +447850 313 753 e-mail: eleanor shefford@khl com



MIKE HAYES Editor Tel: +44 (0)1892 786234 e-mail: mike.hayes@khl.com



JOE SARGENT **Deputy editor** Tel: +44 (0)1892 786211 e-mail: joe.sargent@khl.com

GLOBAL SALES REPRESENTATIVES

BENELUX

Ollie Hodges Tel: +44 (0)1892 786253 e-mail: ollie.hodges@khl.com

CHINA

Cathy Yao Tel: +86 (0)10 65536676 e-mail: cathy.yao@khl.com

FRANCE

Hamilton Pearman Tel: +33 (0)1 45930858 e-mail: hpearman@wanadoo.fr

GERMANY/SPAIN Petra Kaiser

Tel: +49 (0)711 34167472 e-mail: petra.kaiser@khl.com ITALY Fabio Potestà Tel: +39 010 5704948 e-mail: info@mediapointsrl.it

JAPAN Michihiro Kawahara Tel: +81 (0)3 32123671 e-mail: kawahara@rayden.jp

KOREA

CH Park Tel: +82 (0)2 7301234 e-mail: mci@unitel.co.kr **NORTH AMERICA**

Alister Williams Tel: +1 843 637 4127 e-mail: alister williams@khl.com

Wil Holloway Tel: +1 312 929 2563 e-mail: wil.holloway@khl.com

Thomas Kavooras Tel: +1 312 929 3478 e-mail: thomas.kavooras@khl.com

SCANDINAVIA

@KHLConstruction in KHL Group

Bridget Leary Tel: +44 (0)1892 786220 e-mail: bridget.leary@khl.com

SWITZERLAND/AUSTRIA/ **EASTERN EUROPE** Simon Battersby

Tel: +49 711 34 16 74 70 e-mail: simon.battersby@khl.com

TURKEY

Emre Apa Tel: +90 532 3243616 e-mail: emre.apa@apayayincilik.com.tr

UK

Simon Kelly Tel: +44 (0)1892 786223 e-mail: simon.kelly@khl.com

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