





BCB IN NUMBERS

TRADE VISITORS IN 2022



MAIN INTERESTS VISITORS 2023

in comparison to 2022

91 % 93%
Spirits
Services & Consulting
28 % 31%
Fillers & Softdrinks
Literature & Media
31 % 29%
Equipment & Bar Supplies
Snacks
6 % 8%
3 % 2%

Tobacco

29 % 24%

Low & no ABV

19%17%

RTD (ready to drink)

14 % 15 %
Beer / Craft Beer
21 % 14 %
Schaumwein

Coffee & Tea & Hot Drinks

21 % 13% Wine **TRADE VISITORS IN 2023**



VISITORS ORIGIN 2023

50.1 % Germany	2.4 % Denmark
4.4% Great Britain	2.4 % Czech Republic
3.8 % Poland	1.1 % USA
4.2 % Italy	24.7 % other European
2.9 % Netherlands	4.1 % non European







YOU KNOW BEST: IT'S ALL ABOUT THE RIGHT MIX!

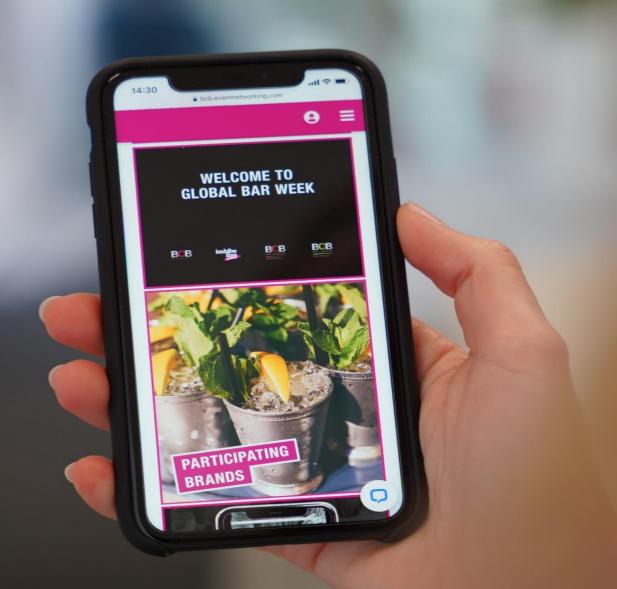
We deliver the right marketing ingredients for your trade fair success, so that your company and your brands stand out from the rest - and will be remembered.

Benefit from the entire BCB network if you wish to position your company, your brands or your product specialties with your target group. In doing so, you can take advantage of our entire media reach, which extends far beyond your presence at the Bar Convent Berlin 2024, both in terms of time and space. From long-term online advertising on our BCB homepage, to social media marketing, to on-site advertising space that you can design yourself - our offer is multi-faceted and there are virtually no limits to your creativity!

We will support you in selecting suitable advertising and marketing measures - individually tailored to your needs and budget.

If you have any questions, please contact us! We are happy to draft a proposal based on your individual needs and are at your disposal for a personal consultation.

Cheers, Your Promoting Services Team







TICKETSHOP

First impressions are long-lasting: Present yourself to our visitors already on the ticket purchase page and accompany them all the way to the trade fair entrance.

Online Ticketshop Sponsor

Product number: 4320057

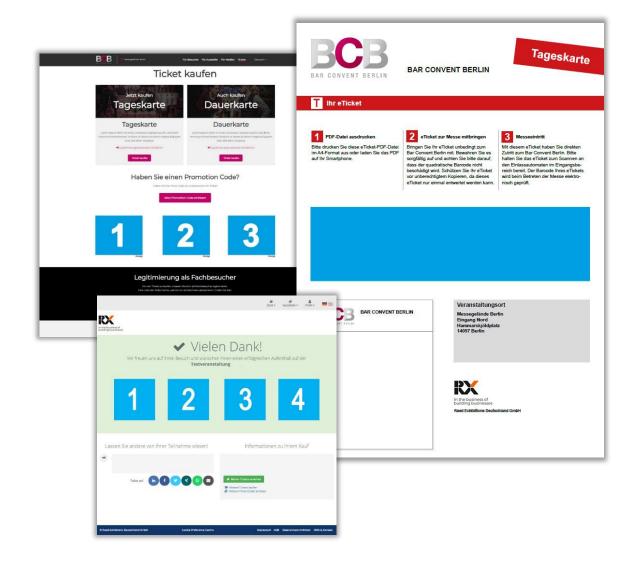
- Exclusiv 1 exhibitor
- Medium Rectangle on Ticket Page Pos. 2
- Banner on trade visitor etickets
- Small Square Banner purchase confirmation
- Price: 5.400 €

Small Square Banner on the Purchase Confirmation Page

Product number: 4320090

Max. 3 exhibitors

• Price: 715,00 €







BANNER TICKETSHOP

First impressions are long-lasting: Present yourself to our visitors already on the ticket purchase page and accompany them all the way to the trade fair entrance.

Medium Rectangle Ticketshop Page

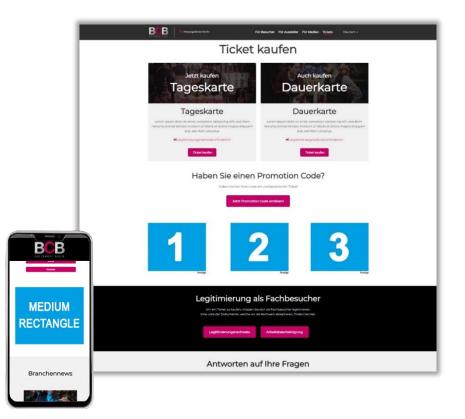
Product number: 4320058 /-59 /-60

Max. 3 exhibitors

• Illustration: static (MRT 1 and 3) or animated (MRT 2)

• Price: from 855,00 € to 910,00 €

→ In the mobile view, the Medium Rectangle banners are displayed rotating at one position.







BANNER HOMEPAGE

Welcome visitors directly on the homepage of the BCB website.

Medium Rectangle

Product number: 4320061 /-62 /-63

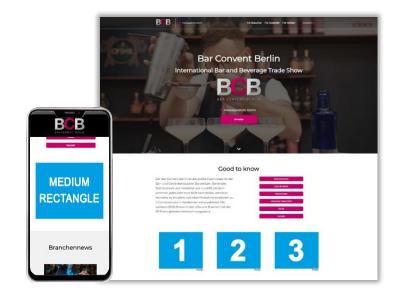
- Per position 1 exhibitor
- Illustration: static (MRT 1 and 3) and
 - animated (MRT 2)
- Price: from 1.490,00 € to 1.545,00 €
- → In the mobile view, the Medium Rectangle banners are displayed rotating at one position.

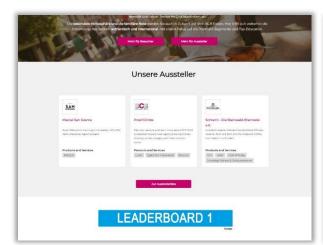
Leaderboard

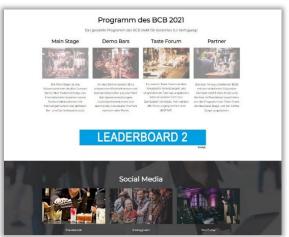
Product number: 4320064 /-65

Max. 3 exhibitorsPrice: 830,00 €

→ Leaderboard changes to Medium Rectangle (300 x 250 px) on mobile devices for better legibility.











BANNER CATEGORY "FOR VISITORS", "FOR EXHIBITORS" & "FOR MEDIA"

Present your product specialties and highlights on the BCB website for the long term and strengthen your brand in the process!

Medium Rectangle

Product number:

"For visitors": 4320076 /-77 /-78 "For exhibitors":4320082 /-83 /-84 "For media": 4320086 /-87 /-88

Per position 1 exhibitor

• Illustration: static (MRT 1 and 3) and animated (MRT 2)

• Price: from 1.010,00 € to 1.070,00 €

→ In the mobile view, the Medium Rectangle banners are displayed rotating at one position.

Leaderboard

Product number:

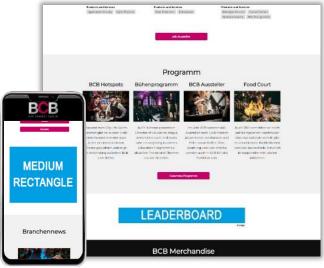
"For visitors": 4320079 "For exhibitors": 4320085 "Für Medien": 4320089

· Per position max. 3 exhibitors

• Price: : 830,00 €

→ Leaderboard changes to Medium Rectangle (300 x 250 px) on mobile devices for better legibility.









VIP LOGO AT "FOR VISITORS" PAGE

The visitor page is one of the most prominent areas of the BCB website. Show additional presence here and make it easy for visitors to find your company.

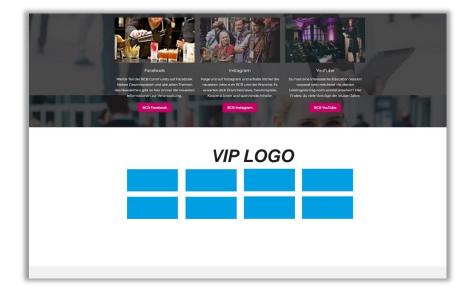
VIP Logo

Product number: 4320080

Max. 12 exhibitors

· Including link to your company profile

Illustration: staticPrice: 565,00 €







BANNER EXHIBITOR LIST, PROGRAMME & SPEAKERS LIST

Which exhibitors are at the fair? What does the programme look like? Which speakers can I see live? These are all questions that our visitors can find out about on the website. Position yourself in pole position in one of the sections.

Medium Rectangle 1 oder 3

Product number:

Exhibitor list: 4320067 /-69 Programme: 4320070 /-72 Speakers list: 4320073 /-75

Per position 1 exhibitor

Illustration: staticPrice: 1.010,00 €

Medium Rectangle 2

Product number:

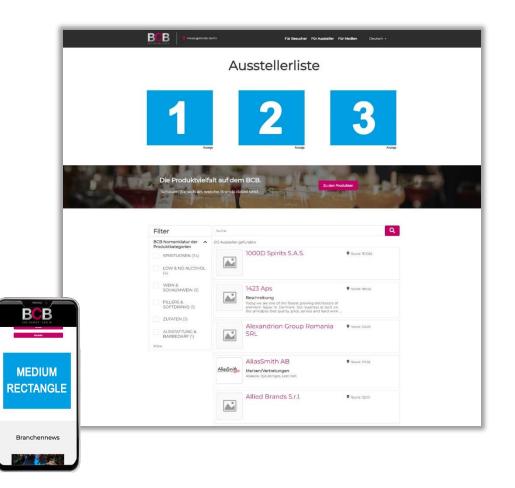
Exhibitor list: 4320068 Programme: 4320071 Speakers list: 4320074

Per position 1 exhibitor

• Illustration: animated

• Price: 1.070,00 €

→ In the mobile view, the Medium Rectangle banners are displayed rotating at one position.







EXCLUSIVE VIDEO PRESENTATION

Nothing moves people more than moving images - Inspire visitors with a video on our website.

Video Presentation at Homepage



Product number: 4320066

Exclusive 1 exhibitor

• Length: 2-3 minutes max

Position: at Location & Opening Hours

Source: Youtube / Vimeo Link

• Price: 1.310,00 €

Video Presentation at For Visitors exclusive



Product number: 4320081

Exclusive 1 exhibitor

• Length: 2-3 minutes max

Position: at Location & Opening Hours

Source: Youtube / Vimeo Link

• Price: 1.090,00 €









B2B NEWSLETTER

In our BCB Newsletter, subscribers are informed about the latest and most exciting topics from the bar scene. Shouldn't the community also learn more about your company or your products? Make them curious and aware about your company or your products and reach 14,000 industry contacts worldwide!

Exclusive Newsletter Package

Product number: 4340006

Product number: 4340026 Editorial Primetime

Exclusive 1 exhibitor per Newsletter

• Subscribers: 14,000

Deadline for data: one week before editorial deadline

Language: German and English

Teaser text for Newsletter:

Headline that announces the article on the website

Teaser image

Medium Rectangle with URL link to your website

Content for the BCB Website:

Contribution, approx. 2000 - 4000 characters with pictures

Company logo

• URL link to your website

• Price: 1.790,00 € (May - July)

Price: 1.990,00 € (August - November)

Medium Rectangle

Product number: 4340005

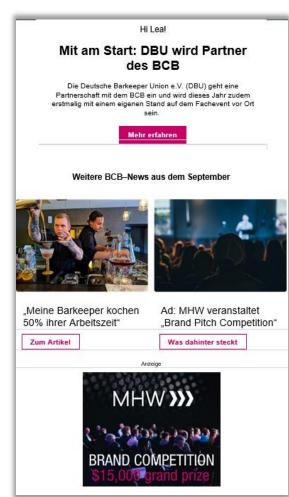
Product number: 4340027 Banner Primetime

Max 2 exhibitors per Newsletter

• URL link to your website

• Price870,00 € (May- July)

Preis: 990,00 € (August- November)





DIGITAL LEAD GENERATION

It's a match! This digital tool provides visitors with the opportunity to receive exclusive offers in exchange for their contact information. From product samples to discounts to free mixing sessions - you decide what you would like to offer in exchange for qualified leads. This product has generated between 300 and 700 leads per sponsor at other smaller RX-trade shows.

Your benefits:

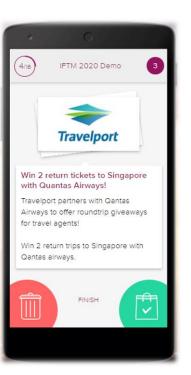


Qualified Leads: Participants receive a lead report with emails and contact information of who collected their offer.

Exposure: This exclusive offer will be promoted via dedicated email campaign, ensuring high reach amongst BCB attendees and potential visitors.



Try it out: Demobag





DIGITAL LEAD GENERATION

This is an overview, which services we offer: you can offer incentives according to your target group and choose between a main sponsorship or regular inserts. We are happy to advise you on which incentives will address your customers the right way.

Premium-Sponsor

exclusive

Product number: 4330067

- Exclusive 1 exhibitor
- Splash Screen Ad in desktop & mobil
- Your offer always appears in pole position
- Price: 4.275,00 €

Regular Insert

Product number: 4330069

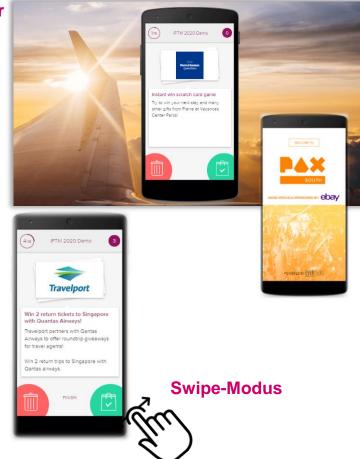
Offers shown in random order

• Price: 850,00 €

Weitere Beilage für Premium-Sponsor

Product number: 4330068

- Offer shown in random order
- Price: 415,00 €

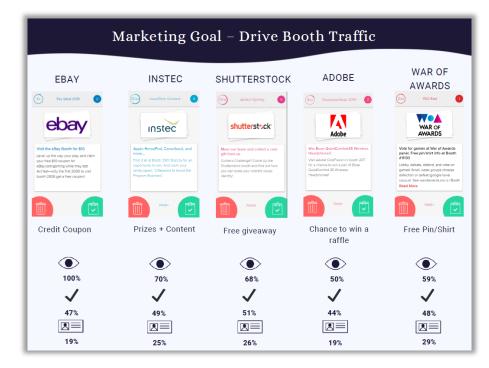






ONLINE DIGITAL LEAD GENERATION

From product samples to discounts, free mixing sessions or prize promotions: depending on the marketing objective, different incentives can be useful. Be inspired by how different measures have been accepted at other events:













PRINT

POCKET FLOOR PLAN

Make sure visitors find your booth for sure. Take advantage of one of the most widely used orientation tools at the BCB that helps visitors navigate through the show and present yourself to potential customers by placing an advertisement.

Back Cover Ad

Product number: 5300084

• Exclusive 1 exhibitor

Position: OBC

• Dimensions: 105 x 148 mm (w x h)

• Price: 1,750.00 €



Product number: 5300069

• Exclusive 1 exhibitor

Position: IFC

• Dimensions: 105 x 148 mm (w x h)

• Price: 1,400.00 €













Advert in the Inner Section

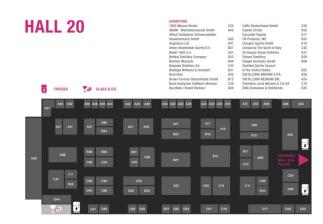
Product number: 5300073

Max. 4 exhibitors

· Position: Inside booklet

• Dimensions: 105 x 148 mm (w x h)

• Price: 1,070.00 €









PRINT

POCKET FLOOR PLAN

Eye-catcher and signpost to your exhibition booth – This way you can be sure to be found!

Logo highlighting on Pocket Floor Plan

Product number: 5300086

- Max. 5 exhibitors per hall
- Highlighting of your stand position
- Price: : 415,00 €











PRINT LIQUID MAP

The perfect after show guide - accompany visitors to the hottest bars in Berlin!

1/1 Back Cover Ad

exclusive

Product number: 5300111

• Exclusive 1 exhibitor

• Position: U4

• Dimensions: 99 x 210 mm (w x h)

• Price: 1,750.00 €

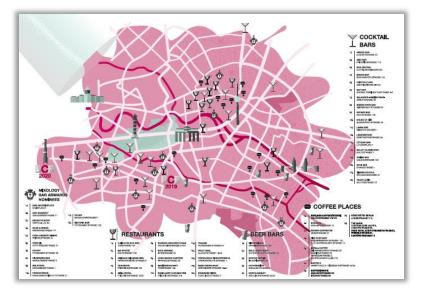
















PRINT

ORIENTATION PLAN

Large orientations plans at the entrance and in "Kleiner Stern" and "Großer Stern" not only help visitors find their way around - they also offer another opportunity to showcase your company and invite visitors to your stand.

Exclusive Banner on Site Map Hall 19

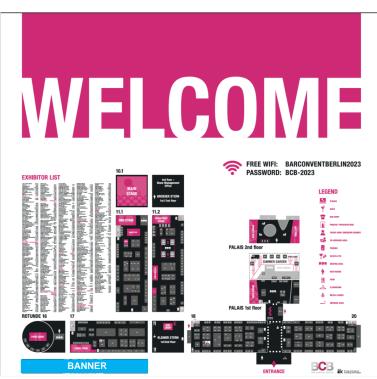
• Product number: 5320153

Position: Entrance Area

Exclusively for one exhibitor

• Dimension: 1245mm x 160mm (w x h)

• Price: 2,910.00 €



Logo highlighting on Orientation Plan between Halls

Product number: 5300064

Max. 5 exhibitors per hall

• Price: 790 €







PRINT

SHOW GUIDE

Magazine and trade show catalog all in one - The ideal visitor brochure to learn more about exciting product presentations and exhibitor news in addition to the trade show program.

Adverts

Product number: 5300028

• Size: 1/4 page 4c

· Ad "distributor wanted"

• Price: : 108,00 €

Product number: 5300025

Size: 1/2 page 4cPrice: : 973,00 €

Product number: 5300024

Size: 1/1 page 4cPrice: 1.317,00 €

Product number: 5300115

Size: 2 / 1 page 4cPrice: 2.258,00 €

Inside Front Cover (IFC)

Product number: 5300030

• Price: 1.882,00 €



Product number: 5300031

• Price: 1.613,00 €

Outside Back Cover (OBC)

Product number: 5300032

• Price: 2.601,00 €



→ Various logo highlights can be booked using the catalogue tool.







SPONSOR LANYARDS

Make sure your brand will be remembered by all visitors! Place your logo on the lanyards that are handed out to visitors at the entrance area.

Exclusive Lanyard Sponsor



Product number: 5320004

• Exclusive 1 exhibitor

• Quantity: min. 15,000

• Price: 13.500,00 € (including production by BCB)

available until June

Logo on Lanyards

Product number: 5320001

Max. 2 exhibitors

• Quantity: min. 15,000

• Price: 5.050,00 € (inkl. Produktion durch BCB)





SPONSOR TRADE VISITOR BADGES

Make sure your brand will be remembered by all visitors! Place your logo on the trade visitor badges that are handed out to visitors at the entrance area.



Banner on Trade Visitor Badges

Product number: 5320006
Exclusive 1 exhibitor
Quantity: min. 15,000
Price: 11.750,00 € (inkl. Produktion durch BCB)







PROMO-TEAM

Actively target your potential customers in your hall or at the entrance!

Promotion in exhibition hall

Product number: 5340050

- Max. 6 exhibitors (1 per hall)
- License for a promotion team of 2
- time frame: all trade show days
- No alcohol served
- Areas to be agreed upon
- Price: 2.200,00 €

Integration of your special act

- Integration of your special act in the hall passages
- Distribution of promo materials allowed
- time frame: all trade show days
- Price upon request
- →Got something special in mind? Contact us!







PLACEMENT BEVERAGE REFRIGERATORS

Stay cool! Take the opportunity to showcase your beverages outside of your booth!

Fridge placement

Product number: 5340078

- Placement of a dedicated drinks fridge at a highly frequented passageway.
- Regular filling of the refrigerator by the BCB team
- No alcohol served
- time frame: all trade show days
- Price: 660 € per Refrigerator
- Limited to 8 fridges









MOBILE SPACES

With our individual presentation areas, you can create a special eye-catcher in the hall passages. Ideas for a promotion spaces could be an info point, a small product presentation area or branded objects.

Mobile space "Kleiner Stern"

Product number: 5340080

Max. 1 exhibitor

Promotion spaces by arrangement

• Dimensions: 4m²

• time frame: all trade show days

• Price3.310,00 €

Product number: 5340081

Max. 1 exhibitor

Promotion spaces by arrangement

• Dimensions: 3m²

• time frame: all trade show days

• Price: 2.470,00 €

Product number: 5340082

Max. 1 exhibitor

Promotion spaces by arrangement

• Dimensions: 2m²

• time frame: all trade show days

• Price: from 1.790,00 €





SPECIAL PROMOTION PRODUCT PLACEMENT

"More flavor & love for the area 'Kleiner Stern'! Up to 10 illuminated shelves will be set up here to make this high-traffic area more interesting and attractive for our visitors. Take this opportunity to showcase your products beyond your booth space and secure your own compartment for personalization - according to your taste."

Shelf compartment "Kleiner Stern"

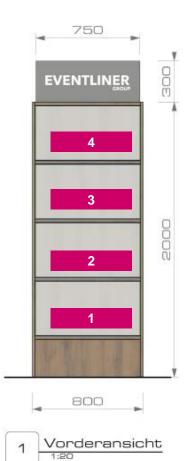
Produktnummer: 5330019

- Multiple bookings possible
- Products secured by plexiglass
- Time frame: all trade show days
- Price:

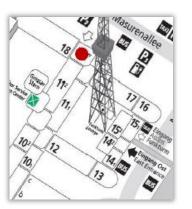
Compartment 1: 150,00 € Compartment 2: 200,00 €

Compartment 3: 250,00 €

Compartment 4: 200,00 €













CAMPAIGN AREAS

ZACKENBAR

Become the exclusive sponsor of the charismatic Zackenbar in the passage between hall 19 and the historic Palais. Share your special creation with the visitors and invite them for a drink at your branded Bar.

Zackenbar

• Product number: 5340090

Exclusive 1 exhibitor

• Fully equipped bar (incl. counter, dishwasher, cooling facilities, bath (ea)

Final SOLP ded

Position: Passage between hall 19 and the Palais

• Dimension: approx. 30 sqm

• time frame: all trade show days

 Price: 7,300.00 € (plus costs for electricity & water connection / glasses to be ordered from our partner)











EDUCATION AT BCB

BRAND STAGE

BCB Brand Stage is the new home for all educational content you as a brand want to present to our visitors. You can offer samples, tastings or information about your brand and product.

Presentation on BRAND STAGE at Palais

Product number Price A: 5310029Product number Price B: 53100471 x 45-minute presentation slot

Application forms: can be submitted via the <u>BCB-Homepage</u>

Entry deadline: 28th June 2024*

Price A: 2.500,00 € Price B: 2.000,00 €

→ You are welcome to discuss your ideas with our Director of Education Mr. Angus Winchester before you submit.

Equipment: Stage, bar, cocktail equipment, tasting cups, ice cups

crushed ice

Seating: Chairs and table

Technology: Video, sound and lightning, projection screen Staff: 2 staff members to support the speakers

Branding: Bottle presentation on the bar and roll-ups possible

Advertising: Show Guide, BCB Website, Social Media, program boards

on site

Monday	Tuesday	Wednesday
11:30 - 12:15	11:30 - 12:15	11:30 - 12:15
12:45 - 1:30	12:45 - 1:30	12:45 - 13:30
2:00 - 2:45	2:00 - 2:45	2:00 - 2:45
3:15 - 4:00	3:15 - 4:00	3:15 - 4:00
4:30 - 5:15	4:30 - 5:15	4:30 - 5:15
5:45 - 6:30	5:45 - 6:30	









OUTDOOR ADVERTISING

DISPLAYS & MOBILE ADVERTISING TOWER AT NORTH ENTRANCE

Further effective ways to announce your presence, product highlights or your brand.

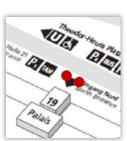
Bench Display Frames at the Entrance

Product number: 5320239

Max. 2 exhibitors

• Dimensions: 1,15m x 1,71m (w x h, 8.4 m²), two sided

• Price: 1.470,00 € per frame





Mobile Advertising Tower at the Entrance

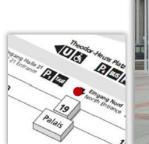


• Exclusive 1 exhibitor

• Dimensions: 2.30m x 4.15m (w x h, 38.2 m²), 4-sided

• Price: 8.950,00 €











OUTDOOR ADVERTISING

GALLERY BRANDING AT NORTH ENTRANCE

Accompany the visitors on their way to the exhibition hall!

Gallery Branding at hall 18



Product number: 5320238

- Exclusive for one exhibitor
- Dimensions: 88,8 m x 1.50m (w x h)
- Price upon request

Gallery Branding at hall 20



Product number: 5320263

- Exclusive for one exhibitor
- Dimensions: : 100,9 m x 1.50m (w x h)
- Price upon request









AUßENWERBUNG

XXL ADVERTISING TOWER & MEGA-BANNER AT HALL 18

A true head-turner in front of the visitor parking lot! Advertise your trade show presence or products before visitors enter the trade show grounds! Your XXL advertising message is located in front of hall 18 and can be seen from the main visitor parking lot.

XXL Advertising Tower

exclusive

Product number: 5320060

Exclusive for one exhibitor

· Position: In front of the main visitor parking lot, two sided

• Dimensions:: 3,70m x 5,75m (w x h, 42.5 m²)

• Price: 7.700,00 €

Fassadenbanner



Product number: 5320237

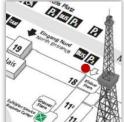
Exclusive for one exhibitor Hall 18 and Hall 20
Position: In front of the main visitor parking lot

Visibility: 6 days

• Dimensions: 8,58m x 11,20m (w x h, 95,2 m²)

• Price: 16.495,00 €













BANNER ENTRANCE FOYER

Take advantage of the attractive space above the visitors' checkroom or the entrance to hall 19.

Banner Entrance Foyer 1

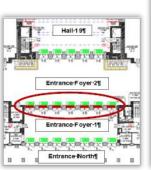
Product number: 5320212

Max.: 4 Banner

• Dimension: 2,20m x 3,40m (w x h, 7,5 m²)

• Price: 2.500 € per Banner

· Graphics in coordination with Showteam





Banner Entrance Foyer 2

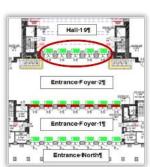
Product number: 5320214

Max. 3 Banner

Directly above the entrance doors to hall 19
Dimensions: 2,20m x 2,90m (w x h, 6,4 m²)

• Price: 2.150 € per Banner

· Graphics in coordination with Showteam









COLUMN BRANDING IN THE ENTRANCE FOYER HALL 19

Hall 18

Increase your visibility in the entrance foyer and in hall 19!

Column Branding Hall 19

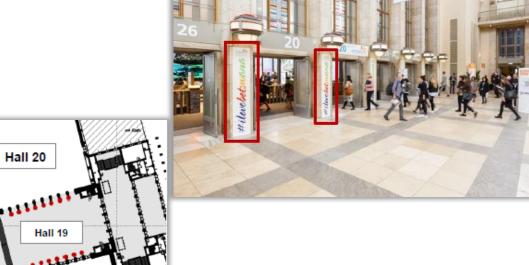
Product number: 5320216

• Minimum purchase: 2 columns

• Dimensions: 0,45m x 2,49m (w x h)

• Price: 690,00 € per column

• Limited to max. 12







BRANDING OPTIONS "KLEINER STERN"

Every visitor will have to pass by at this location! Place your advertising message in the highly frequented passageway from hall 18 to hall 17 and be memorized by the visitors.

Ceiling Banner

exclusive

Product number: 5320227

Exclusive 1 exhibitor

 Position: between "Kleiner Stern" (level 2) and hall 17

• Dimensions: 4,20m x 1,50m (h x w)

• Price: 3.675,00 €

Poster Frames

Product number: 5320228

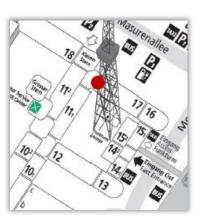
Exclusive 1 exhibitor

 Position: between "Kleiner Stern" (level 2) and hall 17

Dimensions: 1.70m x 1.50m (w x h)
Price: 1.450,00 € for both frames











BRANDING OPTIONS "KLEINER STERN"

Every visitor will have to pass by at this location! Place your advertising message in the highly frequented passageway from hall 18 to hall 17 and be memorized by the visitors.

Stair wall branding

exclusive

Product number: 5320230

- Exclusive 1 exhibitor
- Position: stairs from "Kleiner Stern" to hall 17
- Dimension: 13,50m x 0,88m (w x h, 23,75 m²)
- Price upon request

Stair guardrail branding

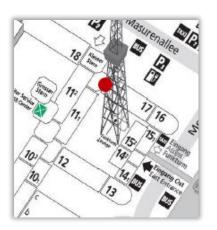


Product number: 5320231

- Exclusive 1 exhibitor
- Position: stairs from "Kleiner Stern" to hall 17, two sided
- Dimension: 5,53m x 0,70m (w x h, 15,5 m²)
- Price upon request









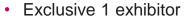


WALL BRANDING & POSTER FRAMES "KLEINER STERN"

Secure a special placement for your advertising message in the Kleiner Stern between hall 18 and 17.

Wall Branding

Product number: Option a: 5320225 Option b: 5320224



Position: in the passageway "Kleiner Stern" (level 2) at hall 18

Dimension:

Option a: 8,10m x 2,20m (w x h, 17,8 m²) Option b: 6,00m x 2,20m (w x h, 13,2 m²)

• Price:

Option a: 5.420.00 € Option b: 4.020,00 €







Illuminated Poster Frames

Product number: 5320223

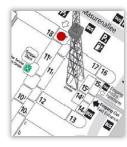
Max. 6 exhibitors

• Position: in the passageway "Kleiner Stern" (level 2) between Halls 11.2, 17

and 18

• Dimension: 0,99 m x 2,31 m (B x H)

• Price: 685,00 €







FACILITY ADVERTISING

With washroom advertising, you are sure to get the undivided attention of visitors and exhibitors. Especially in these times, when people frequently wash hands!

Mirror Branding

Product number: 5340036

• Dimension: 0,3m x 0,15m (w x h / other formats possible)

Positions prior arrangement
Price (incl. 10 sticker): 850 €

Max. 8 exhibitors

Towel Dispensers Branding

Product number: 5340023

• Dimensions: 0,3 m x 0,15 m (w x h / other formats possible)

Positions prior arrangement
Price (incl. 10 Sticker): 850 €

Max. 8 exhibitors

Visitor-Toliets Branding

Product number: 5340096

Maße: 0,210m x 0,297 m (B x H)

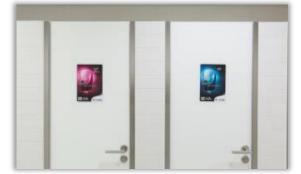
• Dimensions: 0,21 m x 0,30 m (w x h / other formats possible)

Positions prior arrangement
Price (incl. 10 Sticker): 850 €

Max. 8 exhibitors









YOUR PERSONAL CONTACTS WE ARE HERE FOR YOU!



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