

Issue, Month, (AD)*, (CD)*, (PD)*	Fairs, Events, Congresses	Themenschwerpunkte im Hauptheft	*Special topics in the issue/ Extra issues **IT-Solutions
1 January AD 06.12.2011 CD 12.12.2011 PD 30.12.2011	FONDS professional Kongress, Mannheim, Germany (25-26.01.)	Risk management Trends in the bank branch Self-service banking Further training: new programs	Complete Bank Controlling: Suitable for providers of consulting, BaselIII/IFRS/BilMoG, investment and liquidity management, providers of IT solutions for process optimisation
2 February AD 02.01.2012 CD 09.01.2012 PD 27.01.2012	13. Wiesbadener Strategietage, Wiesbaden, Germany, (06-07.02.) Call Center World, Berlin, Germany (27.02.-01.03.)	Target groups / CRM / Geomarketing Mobile sales Outsourcing (service providers for banks) Employee recruiting	Call Centre/Contact Centre: Suitable for providers of call centre services, ITK solutions for customer acquisition and service
3 March AD 01.02.2012 CD 07.02.2012 PD 27.02.2012	CeBIT, Hanover, Germany (06-10.03.) Invest, Stuttgart, Germany (27-29.04.)	IT and software trends Biometrics Website optimisation Online marketing	Cloud Computing: suitable for providers of solutions for cost reduction and flexibilisation of IT and advertisers in the field of mobile services.
4 April AD 01.03.2012 CD 07.03.2012 PD 27.03.2012	Pool & Finance, Darmstadt, Germany (26.04.)	Retail market including financial products / Investment funds Sales controlling Payment transactions / Transaction Banking Customer incentives	Claim Management: Suitable for providers of credit checks, debt collection, rating/scoring, factoring
5 May AD 30.03.2012 CD 05.04.2012 PD 27.04.2012	LVFM-Leipziger Versicherungs-und Fondsmesse, Germany (09.05.) PAYMENT Kongress, Frankfurt/Main, Germany (May)	Investment consulting including software / Service providers Custody & Execution Regional stock exchanges Further training in investment consulting	Sales Software: Suitable for providers in the fields of consulting, customer acquisition, marketing, software
6 June AD 30.04.2012 CD 07.05.2012 PD 29.05.2012		Consumer credit including credit insurance Credit servicing Credit risk management Claim management Further training in the credit sector	Mortgage Lending: Suitable for providers of services, software solutions, credit checks, real estate valuation, financial support and for insurers and building societies
7 July AD 30.05.2012 CD 06.06.2012 PD 27.06.2012		Trends in the bank branch Self-service banking Card business Multichannel banking Further training for bank strategists	Credit Software: Suitable for providers of sales channels, online banking and sales, credit business, sales financing, controlling, software solutions, services
8 August AD 02.07.2012 CD 09.07.2012 PD 27.07.2012		Private banking and wealth management Financial planning Investment funds Closed funds Temporary work and employee leasing	Core Bank Software: Suitable for providers and suppliers of strategies and solutions for business process optimisation
9 September AD 31.07.2012 CD 07.08.2012 PD 28.08.2012	security essen, Essen, Germany (25-28.09.) IT & Business/DMS EXPO, Stuttgart, Germany (20.09.) Banken im Umbruch (Sept.)	Cloud computing Business process management / Data management optimisation Business intelligence Interim management	IT Security: Security trends from the Messe Essen fair, especially for banks IT & Business: Trends from the DMS/CRM fair, suitable for providers of software and IT solutions for marketing, sales, social media
10 October AD 31.08.2012 CD 07.09.2012 PD 27.09.2012	EXPO REAL, Munich, Germany (Oct.) CRM-expo, Nuremberg, Germany (Oct.) DKM, Dortmund, Germany (23-25.10.)	Old age provision consulting and products Real estate mediating / sales E-learning Further training for bankers in the real estate segment	Real Estate: Trends from Real Expo Suitable for providers in the real estate sector: consulting, mediation, administration, financing, capital investment
11 November AD 02.10.2012 CD 09.10.2012 PD 29.10.2012	15th Euro Finance Week, Frankfurt/Main, Germany (Nov.) FI Forum, Frankfurt/Main, Germany (Nov.)	Corporate customer business Bond trading Balance sheet analysis tools Claim management	Outsourcing: Suitable for providers of services, software, IT solutions, credit, securities, payment transactions, back office, call centre
12 December AD 27.11.2012 CD 04.12.2012 PD 27.12.2012		Regulation Product information leaflets Marketing / Direct marketing / Finance 2.0 Insurance sales and products Further training in the insurance sector	Risik Management: Suitable for providers in the sectors of compliance, money laundering prevention, fraud detection, biometrics, Basel III
1 January 2013 AD 06.12.2012 CD 12.12.2012 PD 31.12.2012	FONDS professional Kongress, Mannheim, Germany (Jan.)	Customer management/Niche target groups / CRM Payment transactions / SEPA Online banking Alternative and sustainable investments Further training: new programs	IT Outlook 2013: Hardware and software trends Banking Guide 2012: (Handbook/eBook for decision-makers in the financial sector) Service providers introduce themselves. PD: 30.12.2011

Regular sections: Strategy + Management | Finances + Products | IT + Organisation | Education + Career | Job Market | Lifestyle

***AD = Advertising deadline | CD = Copy deadline | PD = Publication date**

***) The special topics may be published as a special supplement as required; integrated into the main issue as an issue within an issue; or as an Extra Issue.**

This overview of the subjects scheduled for 2012 is intended for your planning. We reserve the right to make changes if necessary.

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