ABOUT DE GRUYTER

• 260 years of history
• One of the longest established publishers in Germany
• 900+ Journals
• 85,000 Books
• 50+ databases
• A GLOBAL SCIENTIFIC PUBLISHING HOUSE
946 Journals

417 Journals
44%

529 journals
56%

Social Sciences & Humanities

Science, Technology, Medicine
OPEN ACCESS VS SUBSCRIPTION

- Subscription Journals: 381
- Open Access Journals: 565
ENGLISH VS GERMAN

German + Other Languages: 161
English: 785 (82%)

Language
<table>
<thead>
<tr>
<th>2018 Subject Packages</th>
<th>Total Number of Titles</th>
<th>Titles with English Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>Biology, Chemistry, Geosciences</td>
<td>38</td>
<td>38</td>
</tr>
<tr>
<td>Classical Studies, History</td>
<td>38</td>
<td>23</td>
</tr>
<tr>
<td>Law</td>
<td>43</td>
<td>26</td>
</tr>
<tr>
<td>Library and Information Science, Library Reference</td>
<td>10</td>
<td>4</td>
</tr>
<tr>
<td>Linguistics, Literature</td>
<td>88</td>
<td>70</td>
</tr>
<tr>
<td>Mathematics, Physics, Engineering</td>
<td>49</td>
<td>48</td>
</tr>
<tr>
<td>Medicine</td>
<td>21</td>
<td>21</td>
</tr>
<tr>
<td>Philosophy, Religious Studies</td>
<td>41</td>
<td>34</td>
</tr>
<tr>
<td>Politics, Economics, Sociology</td>
<td>53</td>
<td>44</td>
</tr>
</tbody>
</table>
RENOWNED PARTNERS

• German Mathematicians’ Association
• European Foundation for Clinical Nanomedicine
• World Association of Perinatal Medicine
• International Federation of Clinical Chemistry and Laboratory Medicine
From 3,017 to 3,432

Rank 5 / 30 in Medical Laboratory Technology

IMPACT FACTOR 1.798

From 1,273 to 2,044

Rank 46 / 120 in Pediatrics

5-year IMPACT FACTOR: 5.372

One of the top 20 journals in Applied Physics, Optics, Nanoscience & Nanotechnology
5-year IMPACT FACTOR: 1.690
Rank
2 / 21 in Materials Science, Paper & Wood
14 / 66 in Forestry

IMPACT FACTOR increased in 2015: 2.359
Rank
18 / 312 in Mathematics

5-year IF: 5.357
Rank
2 / 29 in Mineralogy
9 / 84 in Geochemistry & Geophysics
Since 1878
IF: 3,273
Rank 7 / 26 in Crystallography

Since 1877
IF: from 2,560 to 3,179

5-year IMPACT FACTOR: 2,135
Rank 10 /180 in Linguistics

5-year IMPACT FACTOR: 1.286
Rank 13 / 33 in Nuclear Science & Technology
### Complete packages

<table>
<thead>
<tr>
<th></th>
<th># of titles</th>
<th>List price 2018 €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complete package 2018</td>
<td>381</td>
<td>136,478 €</td>
</tr>
<tr>
<td>Complete English package 2018</td>
<td>227</td>
<td>105,497 €</td>
</tr>
</tbody>
</table>

### STM Packages

<table>
<thead>
<tr>
<th></th>
<th># of titles</th>
<th>List price 2018 €</th>
</tr>
</thead>
<tbody>
<tr>
<td>STM package</td>
<td>106</td>
<td>75,490 €</td>
</tr>
<tr>
<td>STM English Only</td>
<td>98</td>
<td>72,358 €</td>
</tr>
</tbody>
</table>

### English packages

<table>
<thead>
<tr>
<th></th>
<th># of titles</th>
<th>List price 2018 €</th>
</tr>
</thead>
<tbody>
<tr>
<td>HSS package</td>
<td>273</td>
<td>60,988 €</td>
</tr>
<tr>
<td>HSS English Only</td>
<td>129</td>
<td>33,139 €</td>
</tr>
</tbody>
</table>
BENEFITS

✓ Excellent Value - up to % discount off the list price
✓ Free backfile access to all past volumes since 1995 with an active subscription
✓ Perpetual access for the subscribed (paid for) period
✓ No annual platform fees for accessing archives after cancellation
✓ Multidisciplinary content that will provide support to all faculties
✓ 565 OA journals
E-BOOKS
• 40,000+ eBooks

• Unlimited simultaneous user and perpetual access (purchase option only)

• Very liberal DRM (download/print/save)

• PDF and ePUB from mid 2014 titles onwards

• Flexible purchase options: P&C, subject collections, EBA

• No minimum order

• Digitization of all available non-digitized books published by De Gruyter is in process – 40,000 books
<table>
<thead>
<tr>
<th>Subject</th>
<th>No of titles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Literature &amp; Culture</td>
<td>7,624</td>
</tr>
<tr>
<td>History</td>
<td>4,599</td>
</tr>
<tr>
<td>Linguistics</td>
<td>3,756</td>
</tr>
<tr>
<td>Social Sciences</td>
<td>2,993</td>
</tr>
<tr>
<td>Theology &amp; Religious Studies</td>
<td>2,753</td>
</tr>
<tr>
<td>Philosophy</td>
<td>2,544</td>
</tr>
<tr>
<td>Law</td>
<td>2,335</td>
</tr>
<tr>
<td>Classical Studies</td>
<td>2,286</td>
</tr>
<tr>
<td>Economics &amp; Social Sciences</td>
<td>1,364</td>
</tr>
<tr>
<td>Education</td>
<td>351</td>
</tr>
<tr>
<td>Art</td>
<td>1,351</td>
</tr>
<tr>
<td>Library Information Science</td>
<td>1,107</td>
</tr>
<tr>
<td>Architecture &amp; Travel</td>
<td>196</td>
</tr>
</tbody>
</table>

**Total for HSS:** 36,063

<table>
<thead>
<tr>
<th>Subject</th>
<th>No of titles</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architecture</td>
<td>826</td>
</tr>
<tr>
<td>Mathematics</td>
<td>813</td>
</tr>
<tr>
<td>Mathematics &amp; Physics</td>
<td>803</td>
</tr>
<tr>
<td>Medicine</td>
<td>778</td>
</tr>
<tr>
<td>Life Sciences</td>
<td>329</td>
</tr>
<tr>
<td>Physics</td>
<td>328</td>
</tr>
<tr>
<td>Chemistry</td>
<td>201</td>
</tr>
<tr>
<td>Materials Sciences</td>
<td>91</td>
</tr>
<tr>
<td>Engineering</td>
<td>88</td>
</tr>
<tr>
<td>Industrial Chemistry</td>
<td>87</td>
</tr>
<tr>
<td>Computer Sciences</td>
<td>30</td>
</tr>
</tbody>
</table>

**Total for STM:** 4,374

**Total:** 36,063 + 4,374 = **40,437**
<table>
<thead>
<tr>
<th>University Press</th>
<th>No of titles</th>
<th>Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Princeton University Press</td>
<td>5,014</td>
<td>Philosophy, Political Sciences, Mathematics (Annals of Mathematics)</td>
</tr>
<tr>
<td>Columbia University Press</td>
<td>4,437</td>
<td>Social Sciences, Philosophy, Asian Studies</td>
</tr>
<tr>
<td>Harvard University Press</td>
<td>3,540</td>
<td>History, Social Sciences, Life Sciences</td>
</tr>
<tr>
<td>Cornell University Press</td>
<td>2,813</td>
<td>Political Sciences, History, Social Sciences</td>
</tr>
<tr>
<td>University of Pennsylvania Press</td>
<td>2,674</td>
<td>History, Social Sciences, Classical Studies</td>
</tr>
<tr>
<td>University of Toronto Press</td>
<td>2,531</td>
<td>Literary Studies, Social Sciences, History</td>
</tr>
<tr>
<td>Yale University Press</td>
<td>2,254</td>
<td>Social Sciences, Humanities, Science</td>
</tr>
<tr>
<td>University of Hawaii Press</td>
<td>1,025</td>
<td>Asian and Pacific Studies, Religion, Anthropology, Literature, Art and Architecture</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>24,288</strong></td>
<td></td>
</tr>
</tbody>
</table>
DATABASES
World’s most comprehensive and extensive biographical database

- information on individuals, families and groups from all classes and professions, from all countries and regions of the earth, from the 4th millennium BC to the present

- Men and women from all centuries, all areas of society and professions are included, from science, politics, culture and business.

- Turkish Biographical Archive: 89,000 persons, 157 sources published from 1836 to 2001, 127,000 articles

- Arab-Islamic Biographical Archive: includes 152,000 persons, 376 sources published from 1760 to 2002, 201,000 articles
THE INDISPENSABLE TOOL FOR TEACHING AND DESIGN

- Based on the publisher’s high international standing in professional architecture books, on the knowledge of the authors and editors who are leading experts in their fields
- Large international collection of contemporary buildings, e.g. housing, office buildings, museums, schools, libraries, industrial complexes
- Edited by Prof. Oliver Heckmann, Singapore University of Technology and Design
WHAT DOES IT INCLUDE?

• More than 850 international case studies
• 120+ thematic articles on specific aspects of building design
• 1,800 photos and approx. 3,500 plans
• First update in 2017 to comprise sports buildings, hospitals and more housing types
THE ONE-STOP-SHOP FOR NANO

- Full compilation of De Gruyter’s Nano program covering nano science and technology
- Research results from all relevant disciplines including physics, chemistry, materials science, engineering and medicine
Our authors & editors are renowned key-opinion-leaders

- Andreas Ostendorf (SPIE Fellow and former president of the Laser Institute of America)
- Robert Schlögl (Director of Fritz-Haber-Institute of the Max Planck Society and MP Institute for Chemical Energy Conversion)

Society partners in nano Online

- European Foundation for Clinical Nanomedicine
- Mineralogical Society of America
- Mineralogical Society of Great Britain and Ireland
- German Society for Laser Surgery
- German Society for Biomaterials

Authors and editors at renowned research institutions

- MIT, CALTECH, Harvard, Max Planck Institutes, Technion

Our authors are truly international
DATABASE
IUPAC STANDARDS ONLINE
WHAT IS THE ADDED VALUE?

International organization of chemists from industry and academia

IUPAC regularly publishes articles including internationally binding standards and recommendations in the journal *Pure and Applied Chemistry.*

All relevant information on standards and recommendations is extracted from the articles and enriched with metadata

The database accumulates all standards and recommendations and makes them easily accessible
THE ONE-STOP-SHOP FOR LINGUISTIC MAPS

- Compilation of high-resolution linguistic maps
- Searchable in one place and in a new, improved format
- Selected from various atlases and other publications that have been published over the years by De Gruyter Mouton and other De Gruyter imprints
- Many of these maps have not been digitally available before, and some are difficult to find even in printed form.
<table>
<thead>
<tr>
<th>APPROXIMATE BREAKDOWN:</th>
<th>NO. OF TITLES</th>
</tr>
</thead>
<tbody>
<tr>
<td>HSS All (English, German)</td>
<td>35,600</td>
</tr>
<tr>
<td>HSS English only</td>
<td>22,000</td>
</tr>
<tr>
<td>STM All (mostly English)</td>
<td>4,400</td>
</tr>
<tr>
<td>All</td>
<td>40,000</td>
</tr>
</tbody>
</table>
EVIDENCE-BASED ACQUISITION (EBA)

HOW IT WORKS:

- Pay an up-front fee

- Access approx **40,000 titles** from De Gruyter and Partner Presses (STM, HSS or English only options available)

- New titles are automatically added

- Monthly MARC records provided

- No automatic purchasing triggers

- Use the full amount of the upfront fee to purchase titles at the end of the period
FORMS OF OPEN ACCESS

Gold
The final version of an article/book is made freely available. For this option a processing charge is due for payment by the author/a funding organization/an institution or another third party.

Green
A version of the article/book that has been accepted for publication is posted onto a repository or website, generally after an embargo period of 6–12 months.

Hybrid
A mixture of open access articles/chapters and content that is behind a paywall.
De Gruyter Open is a leading publisher of Open Access academic content.

- All open access research is immediately free to read, download and share upon publication.
- All submissions are subject to peer review and authors retain copyright.
- De Gruyter takes care to be fully compliant with open access mandates worldwide and supports authors in looking for open access funding.
- We offer the option to publish green or gold Open Access.
• More than 400 scholarly journals across many disciplines

• Institutional Membership Program

• 15% discount on all Open Access publications or 20% discount under consortia offers

• No charges from any membership, annual or additional fees

**Article Processing Charges (APCs)**

• €1,500 - molecular biology, medicine, Biomedicine

• €1,000 - rest of biology (plant sciences, zoology), science, engineering, economics, business, law

• €500 - rest of social sciences, humanities

**Book Processing Charges)**

• €10,000 - Book Processing Charge irrespective of its subject area

• €1,500 - Book Chapter Processing Charge irrespective of its subject area
THANK YOU!

DENIZ CAN KURT

SALES MANAGER

SCANDINAVIA, MIDDLE EAST, AFRICA
deniz.kurt@degruyter.com
### Global Offsetting

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>€ 100</td>
<td>5% - 9%</td>
<td>€ 103</td>
<td>5%</td>
<td>€ 97.85</td>
</tr>
<tr>
<td>10% - 14%</td>
<td></td>
<td></td>
<td>10%</td>
<td>€ 92.70</td>
</tr>
</tbody>
</table>

### Offsetting APCs Against Subscription Spending

<table>
<thead>
<tr>
<th>Consortium subscription spend 2017</th>
<th>Institutional Membership APC Spend 2017</th>
<th>2018 subscription Renewal Fee inc. Price increase</th>
<th>90% of APC Spend</th>
<th>2018 Renewal Fee including offset</th>
</tr>
</thead>
<tbody>
<tr>
<td>€ 100,000</td>
<td>€ 10,000</td>
<td>€ 103,000</td>
<td>€ 9,000</td>
<td>€ 94,000</td>
</tr>
</tbody>
</table>
Images of the Biblical World Online

• A collection of unpublished photographs

• 24,825 photographies from Bible-related places in the Mediterranean world (Holy Land, Turkey, Italy, Egypt, Syria etc.), taken 1952 to 2004.

• Pictures of excavations, buildings, landscapes and realia (plants, animals, scenes from daily life, coins, details from objects of sacred art)

• Excellent visual aid for presentations, lectures and classroom teaching

• Of interest not only to theologians but also to archaeologists, classicists and art historians.
Birkhäuser is a specialist publisher for architecture, landscape architecture and design

• Target groups: Creative professionals, both in practice and at university as well as students

• The main goal: Support the architects and designers for the daily workflow

• Manuals, reference works, guides, textbooks, monographs, surveys, discourse books and research documentation

• Internationally relevant topics – sustainable architecture, typology, construction and materials

• The complete works of famous architects and designers Alvar Aalto, Le Corbusier, Jean Prouve, Herzog & de Meuron and Adrian Frutiger

Art; The program focus on global art history, photography, heritage studies, interior design
De Gruyter/Mouton is one of the world’s leading publishers in language sciences.

- Journals + authoritative reference works: handbooks, dictionaries, atlases, databases
- Comprehensive portfolio: from the study of lesser-known languages to research on language and society, language structure, language and the mind
- A special focus on applied linguistics, cognitive linguistics, and endangered languages
- *Syntactic Structures*, Noam Chomsky (his first book on his linguistic theory)
• Publishes in all major disciplines of mathematics and physics (Almost 200 years of experience, )

• *Crelle*: The world’s oldest mathematical journal still in existence (dating from 1826)

• Applied / pure mathematics, statistics, group theory, numerics, stochastics and its applications, theoretical / experimental physics, condensed matter physics, optics, geodesy etc.

• Expanding portfolio in Physics especially in condensed matter physics and optics

• Book series: Studies in Mathematics, Studies in Mathematical Physics, Series in Mathematics and Life Sciences, Expositions in Mathematics, Proceedings in Mathematics

• Publications also relevant for researcher in computer science, electrical/mechanical engineering, geosciences and economy
Publishing high-quality engineering titles since 1858
Renowned authors from academia and engineering industry itself (Volkswagen and Alstom)
Electrical / mechanical engineering, automation technology, signal processing, metrology, microsystems technology, control engineering
Publications complemented by supplementary materials – presentations / practice materials
Textbooks on all topics of electrical and mechanical engineering – mainly in German
Biology, Chemistry, Material Sciences & Geosciences are growing subject areas

- Industrial / inorganic chemistry, green and sustainable sciences, biochemistry, nanotechnology, chemical / process Engineering,

- Collaboration with prestigious scientific societies

  International Union of Pure and Applied Chemistry (IUPAC)

  The Society for Biochemistry and Molecular Biology (GBM)

- Prestigious Journals – some of the highest quality content in the field

  Biological Chemistry is one of the oldest academic journals in Germany (founded in 1877)

  Journal of Crystallography

  Holzforschung (ranked 4 out of 21 in material science)
• Outstanding authors

  Robert Schlogl – Max Planck Institute for Chemical Energy Conversion - Germany

  Challa Kumar – Centre for Advanced Microstructures and Devices – USA

  Klaus Mullen - Max Planck Institute for Polymer Research - Germany

• Wide range of subjects in Biology - genetics, zoology, botany, microbiology, virology, ecology

• Also in touch with current topics such as biotechnology, Epigenetics, and Stem Cell Research

• The zoology program at De Gruyter, lead by the internationally renowned **Handbook of Zoology**

• Ebook series: Marine and fresh water botany, life in extreme environments, Advanced composites, Metal ions for life sciences

• HUP publish on the history of natural science
• Extensive portfolio of topics
• Evidence based and expert information from well-known authors
• High citation frequency journals / indexed by PubMed, Scopus, Web of Science
• Surgery, internal medicine, gynecology, obstetrics, perinatal medicine, laboratory medicine, anesthesiology, pharmacology, neurology, medicine technology, nanomedicine, healthcare politics etc
• Renowned partners

  European Federation of Clinical Chemistry and Laboratory Medicine

  World Association of Perinatal Medicine
• Program covers not only academic market but also support physicians throughout their entire career
• Long tradition in the field of law (nearly 100 years)

• Comprehensive commentaries in the areas of criminal law, commercial and corporate law, insolvency law, civil procedure law

• Expanding portfolio of practitioner handbooks covering energy law, internet and media law, as well as labour, construction and tenancy law + textbooks for students

• 170 new eBooks in 2015 + 1600 backlist titles

• 41 journals (26 English-language)

• Titles from publisher partners (Harvard University Press + University of Pennsylvania Press + Sellier European Law Publishers)
ECONOMICS
BUSINESS MANAGEMENT

• Long tradition in the field of economics (over 100 years)
• One of the top 3 publishing houses in the field in the German-speaking world
• Business Management, Key Competences in Scholarly Research, Business IT, Mathematics and Statistics for Economists, Political Economics, Economic Law
• New publications draw on subject areas such as sports economics, health care, empirical social research and behavior economics
• Complemented by our Publisher Partners University of Pennsylvania Press, Harvard University Press,
• Widespread, popular and highly recognized titles i.e The B.E. Journal of Macroeconomics
• Includes 37 journals in total (29 with English content)
• About 60 new eBook titles in 2016 + More than 1,500 backlist titles
• Strong focus on German Studies supported by a renowned program in Anglo-American and Romance Philology.

• Other major, interdisciplinary topics include Literary Theory, Narratology, Literature and Exile, Cultural Memory Studies, and Law and Literature.

• Indispensable reference works such as encyclopedias, handbooks, and bibliographies

• A growing number of publications in English + developing program in film studies

• About 190 new eBook titles in 2016 + More than 3,000 backlist titles
• Rich variety of topics
• Forward looking subjects Social Media and Religion, Religion and China,
• Journals, book series, reference works, encyclopedias
• Prestigious works in the field of Biblical Studies
• 12 journals, two of which the first issue dates back the 19th century
• About 100 new eBooks in 2016 + over 3000 backlist titles
• Encyclopedia of the Bible and Its Reception, Theologische Realencyklopadie, Images of the Biblical World
• HUP: history of religions + essays on politics and religion
• Princeton: strong in Jewish and Middle Eastern Studies
• De Gruyter is one of the leading publishers in **Classical and Ancient Near Eastern Studies** (Epigraphy, Papyrology, Egyptology, Classical Art and Archeology, Assyriology, Byzantine Studies)

• Philologus (1846), Zeitschrift für Ägyptische Sprache und Altertumskunde (1863), Byzantinische Zeitschrift (1892) and Klio (1901).

• One of the leading publishers on the **History** of the 20th century (Topics spanning all periods of history from the Middle Ages to the present)

• Key publications for historians and historically-oriented disciplines like Political Science, Sociology, Literature, Theology, and Philosophy.

• Over 100 years of publishing history in **Philosophy**. A top name for the research on Kant, Nietzsche, Leibniz and Marx

• **Kant Studien, Der Islam,**
Other Subjects

- **Religious Studies** rich variety of topics, well established book series and reference works

- An extensive variety of titles in **Social Sciences**. Anthropology, Political Science, Pedagogy, Sociology, Cultural Studies, Communication Science, Media Studies and Journalism

- An international orientation and focus that includes publications from the Harvard University Press, Princeton University Press and Pennsylvania University Press

- Leading publisher in the field of **Library and Information Science**, Internationally known through its work with IFLA and publication of the famous Green Back and Red Back Series

- Some of the most renowned journals in the field –

  Libri - more than 60 years of scholarly research in library and information science

  Restaurator - only international periodical specializing in the conservation of library and archive materials.