



# CONTENIS

Introduction	2
Editor's letter	3
Covers	4
Content breakdown	5
Print audience	7
Competitors and circulation	8
Themes and publications	9
Digital covers	11
Calendar	12
Advertising rates	13
Material specifications	14
Insert rates	15
Delivery details for inserts	16
Micro publications	17
S Mag Online: SowetanLIVE	18
Package details	21
Eventing opportunities, including webinars	24
Sowetan Women's Club	25
Advertising contacts	26







# FROMTHE EDITOR

This year promises to be a year of new beginnings, a new dawn, and a new birth. After two years of the global pandemic, filled with economic instability and social unrest, we are going through a collective rebirth. Day-to-day lifestyle has changed — and understandingly so, considering that our lives had come to a halt.

This year, even though the pandemic continues, there is a whiff of rediscovery in the air. In that spirit of reawakening, our pages will be injected with breezy material that will empower readers to pick up the pieces. We are redefining glamour and bringing sexy back, all in the hope of adapting to our new normal.

How are we going to do this? We are embarking on a transformative journey that will show why we are the go-to lifestyle and fashion bible, jampacked with expert guides on beauty, hair, style, grooming, wellness, and finance. We will ease readers into enjoying the finer things in life with leisurely content dedicated to food, drinks, motoring, weddings, and travel. Once we are done, you'll understand why S Mag, in terms of fashion and lifestyle, speaks in the future tense.

As the trusted voice of a generation, we will still lead the conversation on topics that impact readers. And we will always approach these topics in a cool and modern style, while remaining relevant and reflecting our diversity.

Through collaborations with our celebrity cover stars, each of the futuristic five issues we have planned for this year will shine brighter than the sun. Expect a feast for the eyes as we celebrate our gamechangers in music, film, television, and more. We will

make sure you stay hydrated with unparalleled styling, photography, and writing. Defining pop culture and capturing the zeitgeist are part of our agenda.

Even more exciting is our plans to take over the online market more than ever before. Top of the list and as part of our brand extension is the introduction of digital covers. With these digital covers, we are rewriting our social media lexicon with more cuttingedge, fresh, and experimental content so we better vibe with Gen Z. Let's get the party started!

# EMMANUEL TJIYA SOWETAN SMAG EDITOR

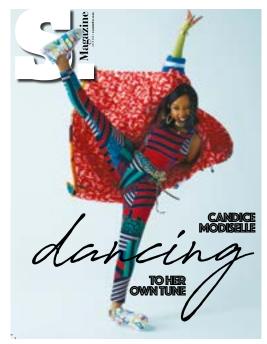
cell: 071 427 2203 email: <u>tjiyae@sowetan.co.za</u>



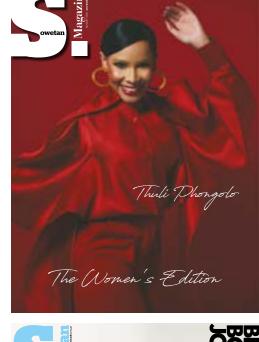
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## **CELEBRITIES**

Bonang, Connie Ferguson, Riky Rick, and Nasty C are just some of the big-name celebrities who have graced our covers. The stars not only come out to play but also chat to us, in-depth, about their lives and plans.

# **HAIR**

We keep the mane thing the main thing with our instructive features on hair. Whether you keep it natural, straighten it, or use extensions, we always have the 411 on the latest trends to adopt and how best to keep your hair healthy.









# **FINANCE**

Knowledge is power, and that is especially true when it comes to your finances. Our expert-driven advice columns keep you in the green, no matter your budget.





# **BRIDAL**

In each issue, through a story told in pictures and text, we profile a couple (famous or ordinary) and how they planned their dream wedding. The bride and groom take readers through their love story — from the moment they met, to the proposal, lobola negotiations, wedding ceremony, and honeymoon.

# **S MAN**

Our section dedicated to our male readers offers the best in men's fashion, grooming, and lifestyle. With our fresh take on what makes the modern man, we also touch on topical issues such as male mental health. This is the place to be if you're looking for what's hot and happening — in motoring, tech, food, drinks, and more!







# PRINT AUDIENCE

S Mag Print order: **44 500** Readership: **985 000** 

## **HOUSEHOLD PURCHASER**

Matric

Is banked

Looked for or bought clothing in past six months

57%

67%

AGE: 25-49

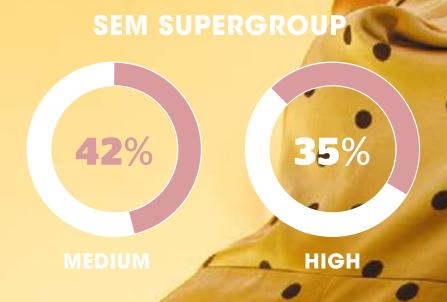
**DEMOGRAPHICS** 

**male 48% female 52%** 

**READER PROFILE** 

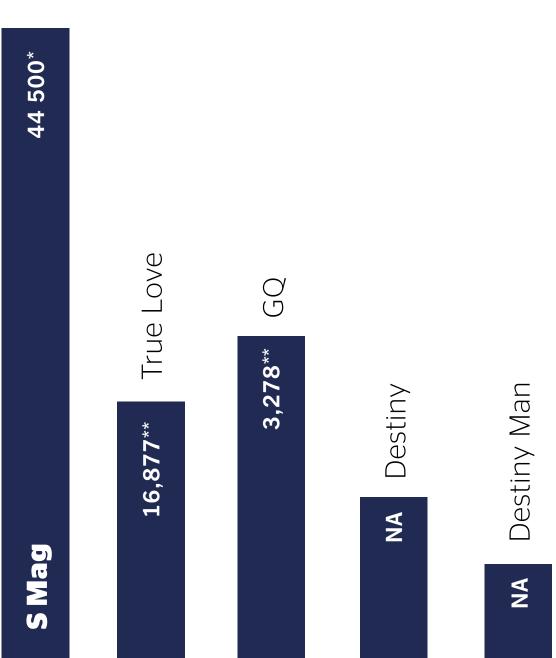
SELF-STARTER
RBAN LOVES
TRAVEL
MPLOYED DARING
ADVENTUROUS
BEAUTY
WOMAN BEAUTY
EXPERIMENTAL AMBITIOUS
ASPIRATIONAL

**Source: PAMS FUSION 2021** 





# COMPETITORS & CIRCULATION



ABC Oct - Dec 2021 \* Print Order \*\* Paid copies only



# THEMES & PUBLICATIONS



# 1 APRIL 2022

## THE ART OF FREEDOM

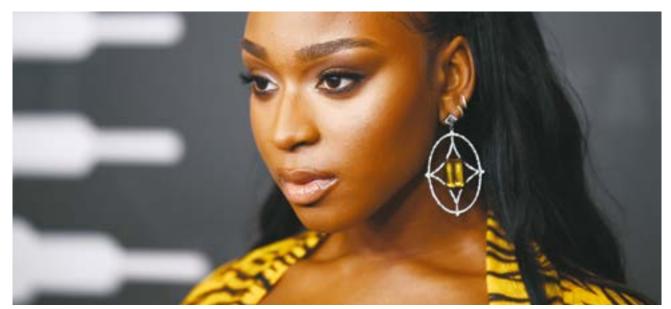
Our pages empower readers to find their freedom, unchain their creativity, and live their best life in 2022. Unleash your authentic self with magical and survival tips on beauty, fitness, finance, relationships, travel, and health. In fashion, we are re-writing the rules with gender-bending style and wardrobe pieces that offer you freedom of movement. In S Man, the focus is on the modern man's freedom to step into the future by moving beyond basic grooming and fashion.



# 27 May 2022

## THE YOUTH ISSUE

The issue is a hybrid of Africa Month (May) and Youth Month (June), exploring how young people are going back to their African roots. We are also spotlighting young and rising talent to watch in fashion, arts, business, and more, all of whom are approaching their craft in a uniquely African style. The future is African luxury and we spotlight young fashion designers shaking up the world. Plus winter must-haves in fashion, beauty, hair, and grooming.



# **29 July 2022**

## **WOMAN OF THE YEAR**

For the first time, S Mag honours trailblazing women across different industries. These game changers will hail from the worlds of television, film, fashion, music, business, sports, and social media. In fashion, beauty, décor, grooming, and hair we prepare our readers for spring.



# **21 September 2022**

## **HERITAGE ISSUE**

It's time to throw it back for our annual heritage issue. We time-travel and get nostalgic about the best of what SA has to offer in terms of entertainment, fashion, food, and more. We honour the legacies of some of our forgotten heroes and how their contributions have withstood the test of time and inspired today's generation.



# **25 November 2022**

## THE CELEBRATIONS ISSUE

We reflect on the year by toasting the achievements of our favourite celebrities. We also look at the hottest summer trends in fashion, beauty, décor, and more. In travel, we help you get ready for the holiday season. Plus gifting, entertainment, and our food guide for the festive season.

# DIGITAL COVERS

S Mag has introduced an exciting, edgy alternative to the traditional print cover offered by publications. Digital covers are custom-created according to a brand's specific requirements. Utilising our fashion team, we shoot and conduct interviews with ambassadors and influencers, creating content that is published on the S Mag website and social media platforms.

The digital covers are interactive, incorporating video clips and animated 3D effects, brining the covers to life and capturing the audience of a normally static environment.

#### **CLICK HERE TO VIEW MORE** ▶

CONTACT YOUR ACCOUNT MANAGER FOR MORE INFO

CUSTOM DIGITAL COVER RATE:

**R50 000** (excl VAT)

















# ADVERTISING RATES

Rates INCLUDE agency commission and EXCLUDE VAT

**FULL PAGE** R52 354 **DOUBLE PAGE SPREAD** R104 708 **HALF PAGE** R31 412 **OPENING DOUBLE PAGE SPREAD** R125 650 **SECOND DOUBLE PAGE SPREAD** R115 180 **FULL PAGE NEXT TO CONTENTS** R57 590 **FULL PAGE NEXT TO ED'S LETTER** R57 590 **INSIDE BACK COVER** R57 590 **OUTSIDE BACK COVER** R62 825

#### **ADVERTORIAL RATES**

PARTNERSHIPS/ADVERTORIAL RATES
Rates, as above, but EXCLUDE agency commission and EXCLUDE VAT
Extended photo usage will be quoted as requested
100% cancellation fee applies should any cancellation be made after booking

# VALIDATION SPECIFICATIONS FOR DIGITAL RECEPTION

#### **MATERIAL SPECIFICATIONS**

Width x Height

#### **Full Page**

 Type
 205 mm x 252 mm

 Trim
 232 mm x 297 mm

 Bleed
 242 mm x 307 mm

## **Double Page Spread**

 Type
 440 mm x 252 mm

 Trim
 464 mm x 297 mm

 Bleed
 474 mm x 307 mm

#### **Half Page Vertical**

 Type
 103 mm x 252 mm

 Trim
 116 mm x 297 mm

 Bleed
 121 mm x 302 mm

## **Half Page Horizontal**

 Type
 205 mm x 124 mm

 Trim
 232 mm x 149 mm

 Bleed
 242 mm x 154 mm

#### **PRINTING SPECIFICATIONS**

Adverts must be supplied to the exact specifications indicated on the rate card. Any dimensions that do not comply will not be processed, and client will have to supply new material.

#### **DIGITAL FILE DELIVERY**

Digital adverts can be supplied using one of the following methods:

**Quickcut** ads.za@adstream.co.za or traffic.za@adstream.co.za (011) 799 7846

## International dialling code

+ 27 (11) 799 7846

**Mediasend** support@mediasend.co.za (O11) 712 5700

Jamie Kinnear Advertising Coordinator kinnearj@bdfm.co.za These files should be in PDF format only.
Please include details in the SUBJECT field.

#### Removable media CD-ROM

ALL FILES MUST BE SENT AS PDF X1A FILES (ISO 15930-1)

## GENERAL SPECIFICATIONS

#### **Images**

All images must be scanned and imported as 300dpi. Any enlargements on page will result in a decrease in resolution.

#### **Text**

All black text must be set to overprint and must reproduce only on the black (K) plate, i.e. black text must not be made up of any other process colours. Minimum of 8pt can be reversed out of a colour background with a sans-serif typeface.

#### **Colour compensation**

Total ink coverage: 300% Grey component replacement (GCR) Dot gain: 23%

# MATERIAL MUST BE MADE UP USING CMYK PROCESS COLOURS.

All material must be prepared for offset lithographic processes as per international printing standard (ISO 12647-2).

#### **Colour proofs**

Offset lithographic colour-corrected proofs should be supplied as a guide. If not supplied, accurate colour matching cannot be guaranteed.

## **Repeat adverts**

Please note that printed advert files are archived for one month only. After this time period the files are deleted.

### **Material delivery**

Third floor, Hill on Empire, 16 Empire Road, Parktown, 2193







# RATES 2022

	BOUND IN						
	* Applicable to saddle stitched: price custom quoted on request depending on insert						
	Single item (2 pages)	R775 per 1000					
	4 to 8 pages	R890 per 1000					
	12 to 24 pages	R1 068 per 1000					
	25 and above	Price quoted on request					
100	LOOSE INSERTS						
1	Single item (2 pages)	R672 per 1000					
	4 to 12 pages	R968 per 1000					
	12 to 24 pages	R1 162 per 1000					
Į	25 and above	Price quoted on request depending on insert					
	SPOT GLUE						
	Cover Mount (Supplied)	R842 per 1000					
	Cover Mount (Printing)	Price on request					
l	Items spot-glued onto a specific page	R1 098 per 1000					
J	BELLY BAND						
	Around section inside the magazine (vertical or horizontal)	R2 268 per 1000					
	Around outside of magazine	R1 424 per 1000					
7	BOOKMARK & RIBBON						
	Paste ribbon on specific page with round sticker and placement of bookmark between specified pages	R1 685 per 1000 (bookmark printing costs on request)					
	BAGGING						
	Insert of magazines into bag and seal	R1 350 per 1000					

\*INSERTS: All inserts incl. Agency Commission Note: All inserts are subject to approval by the media owner before insertion



# DETAILS

**DELIVERY DETAILS FOR INSERTS/SAMPLING** 

KINDLY NOTE: DELIVERY DETAILS TO BE ADVISED BY THE MIDDLE OF MARCH 2022

Delivery times: Monday - Friday 08h00 - 16h00 Please ensure consignments are properly marked with the below:

- Magazine, Issue with number of inserts/samples
- Distribution: Full print run or specific number/area/retailer.
- Inserts to be delivered in boxes on pallets, securely packed and clearly marked with the name of insert, number per box, weight per box, number of boxes, name, and issue of publication
- Client contact details for queries to be supplied.
- NOTE: Inserts cannot be physically counted on delivery; client to ensure quantities supplied.



# MICRO PUBLICATIONS

Our offering includes curating and printing micro publications for specific clients around themes such as hair, recipes, events, beauty, fashion, and finance. This is an opportunity for clients to tell their story in a bespoke format.





# SMAG ONLINE: SowetanLIVE

#### The S Mag Online is hosted on SowetanLIVE.co.za

and is available to all Sowetan S Mag readers on the platform, giving them the best fashion and lifestyle contents at their fingertips. The Sowetan newspaper has been part of the lives of South Africans since 1981, and online it delivers even more news and need-to-know information from the world of politics, comprehensive local soccer coverage, entertainment news and gossip, and consumer, relationship, and lifestyle advice.

sowetanlive.co.za/s-mag

instagram.com/sowetan.s.mag









# SowetanLIVE

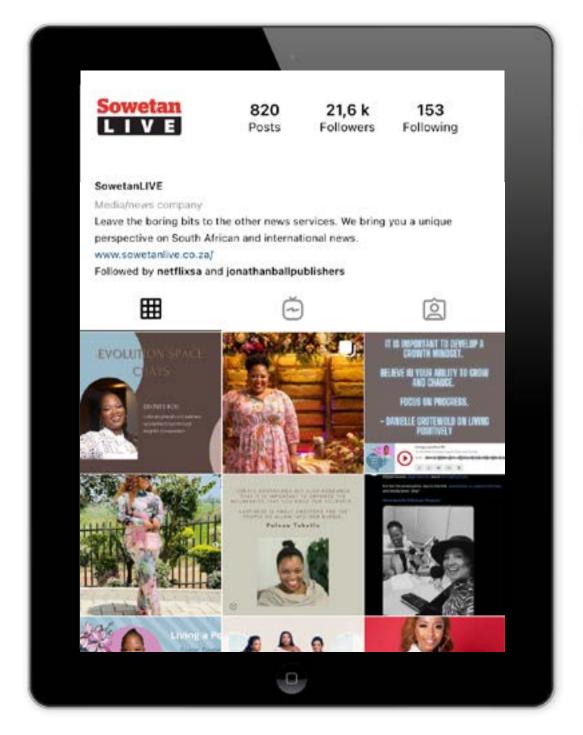






Average unique browsers per month: 3,102,937 Average page views per month: **11,835,539** 

Source: Narratiive Oct-Dec 2021





55-59 60+ 18-19

4.66% 22.84% 13.03% 16.44% 8.52% 8.93%



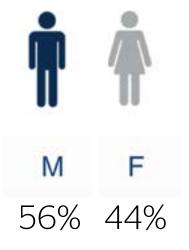




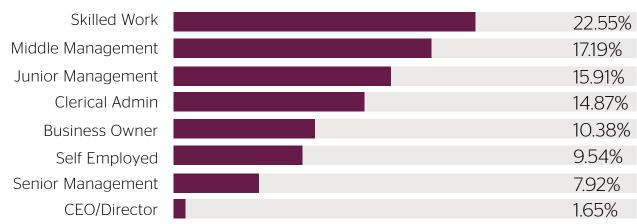
**Mobile: 85.92% Tablet: 2.51%** 

**Desktop: 11.57%** 

Source: Narratiive, GA, Social Media



## **Employment level (%)**

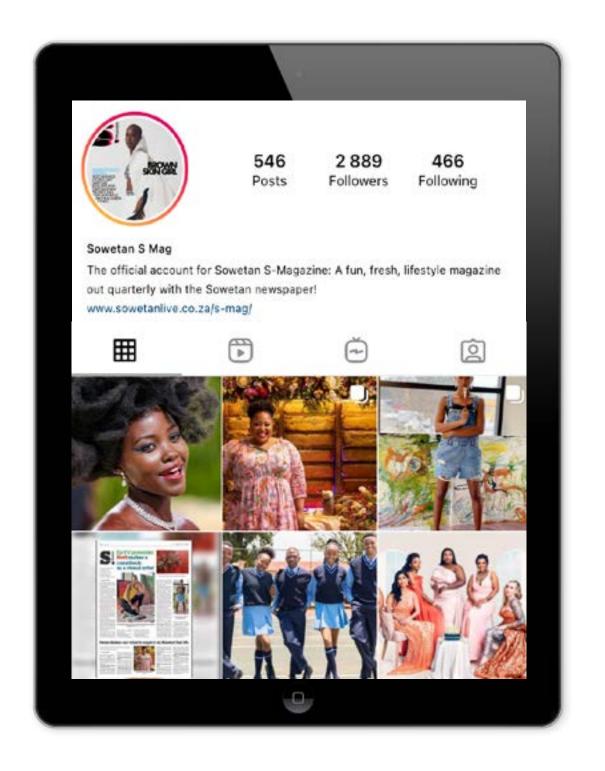


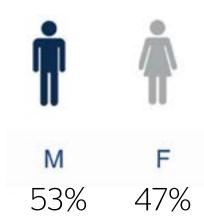


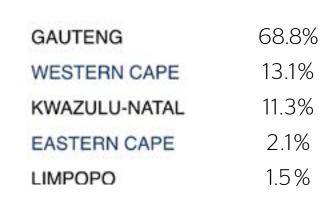
# ONLINE: S Mag

Average unique browsers per month (global): 317 043

Average page views per month (global): 786 974











18 - 19	20 - 24	25 - 29	30 - 34	35 - 39	40 - 49	50 - 54	55 - 59	60+
4.2%	18.8%	11.3%	18.9%	10.8%	19.5%	4.6%	9.1%	2.3%









Desktop/laptop 7.2%

Source: Narratiive Jan-Dec 2021



# PACKAGE OPTIONS

# **NATIVE CONTENT HOSTING AND PROMOTION**

- One week of promotion for client-provided content.
- We require a main header image for each article and any additional in-article images.
- We can embed videos where available (YouTube links or video file).
- Content is on the S Mag page on SowetanLIVE.
- Content is promoted on home page (1 day) and in the S Mag section (1 week) as a main article feature.
- One Facebook-boosted post on SowetanLIVE.
- Two tweets on SowetanLIVE leading readers back to the article page.
- One Instagram post/story is included in the package at the editor's discretion.
- Promotion is for one week only, but the article page remains in our digital archive and can be used by clients in their own promotions.
- Note that we can consult regarding best content, or be briefed to create content for clients.

# ONEWEEK

One week's hosting of a client-provided native content article with accompanying image or up to four images. Can include up to two embedded videos; hosted in most relevant website section.

Value: R17 500. Package offer: R10 000.

One week of 100% sponsorship/ownership on the S Mag Online page with all ad space, including background skin. Plus one day hosting on the SowetanLIVE homepage, if available.

Value: R37 500. Package offer: R15 250.

One Facebook post for the week on SowetanLIVE, linking back to the S Mag native article.

Value: R6 000. Package offer: R3 000.

Two tweets for the week on SowetanLIVE, linking back to the S Mag native article. **Value: R5 000. Package offer: R2 000.** 

A free Instagram post for the week to S Mag Online followers, at the editor's discretion.

TOTAL VALUE: R66 000

**TOTAL PACKAGE OFFER:** 

R30 250





# TWO WEEKS

Two weeks' hosting of a client-provided native content article with accompanying image or up to four images. Can include up to two embedded videos; to be hosted in most relevant web section.

Value: R17 500. Package offer: R10 000.

Two weeks of 100% sponsorship/ownership on the S Mag Online page with all ad space, including background skin. Plus one day hosting on the SowetanLIVE homepage, if available.

Value: R75 000. Package offer: R30 500.

One Facebook post for the week on SowetanLIVE, linking back to the S Mag native article.

Value: R12 000. Package offer: R6 000.

Two tweets for the week on SowetanLIVE, linking back to the S Mag native article. **Value: R10 000. Package offer: R4 000.** 

A free Instagram post each week to S Mag Online followers, at the editor's discretion

TOTAL VALUE: R105 500

TOTAL PACKAGE OFFER: R 50 500



# SOWETAN

We have ignited the power of the Sowetan Women's Club — our over 2 000-strong database of engaged women who want to experience our unique editorial offerings via bespoke events. The perfect way to activate your products to an engaged, committed audience.

The S Mag team is excited to offer our clients the opportunity for bespoke curated events.

Rates: Customised Packages from R150 000

WOMEN'S CLUB

Contact the S Mag GM Luxury Yvonne Shaff +27 82 903 5641 for more information.



# CONTACTS

## **YVONNE SHAFF**

GM Luxury

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Cell: +27 (0)82 903 5641 • Direct: +27 (0)21 439 4907

#### **SAMANTHA PIENAAR**

Account Manager CT

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Cell: +27 (0)82 889 0366

#### **GINA VAN DE WALL**

Account Manager KZN & JHB

Email: <a href="mailto:vdewallg@arena.africa">vdewallg@arena.africa</a>
Cell: +27 (0)83 500 5325

## **JAMIE KINNEAR**

Advertising Co-ordinator

Email: <a href="mailto:kinnearj@bdfm.co.za">kinnearj@bdfm.co.za</a>
Direct: +27 (O)11 280 3183











# ONLINE EVENT OVERVIEW

The S Mag Beauty Talks in partnership with Sir John x W.Beauty online discussion, was hosted on Tuesday, 22 September 2020, to highlight and launch the limited edition V3 makeup collection.

The discussion was facilitated by the Editor of Sowetan S Mag, Thembalethu Zulu and the panel included:

- **Sir John -** World-renowned makeup artist
- Unathi Idols judge, author, and media personality
- Nokubonga Thusi Beauty Editor, Sowetan S Mag



https://arenaevents.africa/s-mag-beauty-talks-reignshine-be-your-best-self-with-sir-john-x-wbeauty/



Sir John



Thembalethu Zulu



Unathi



Nokubonga Thusi









# MARKETING INITIATIVES - WEBPAGES

## **REGISTRATION LANDING PAGE**



Join the editor of Sowetan 5 Mag Thembalethu Zulu in conversation with worldrenowned makeup artist Sir John, Idols Judge, author, and media personality Unathi Nkayi, and S Mag Beauty editor Nokubonga Thusi as we provide the tools to harness the power of self-expression through the limited-edition range.

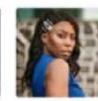
It's time to Reign & Shine!



World renowned global making artist



idolo judge, author, and media personality



**Heauty Editor** 



	is to register and get reminders of the live digitized event.
Full Name	
Email Address	
Hobels Number	
Company	
Designation	

Register Now

O Was O No

## **STREAMING LANDING PAGE**

S. PEAU	S SACRETATION W-BEAUTY
	Live Chail. Feedback  Typings   Standard    Standard Standard Standard    Standard Standar
W - B E A U T Y ONLY OF THE COLLECTION	W · B E A U T Y  (Net of reconstructions)
To John.  Wield measured global makeup artist  Wield parameters general policy.	Nobelatrige Thati Hearty Fallor S. Hog

















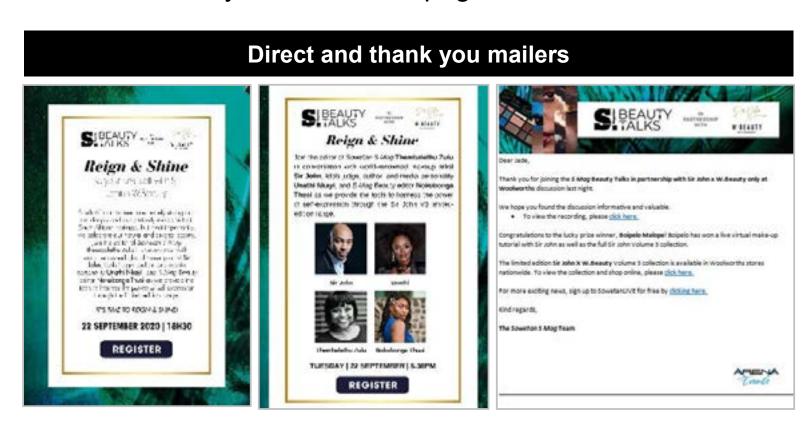
# MARKETING INITIATIVES - MAILERS

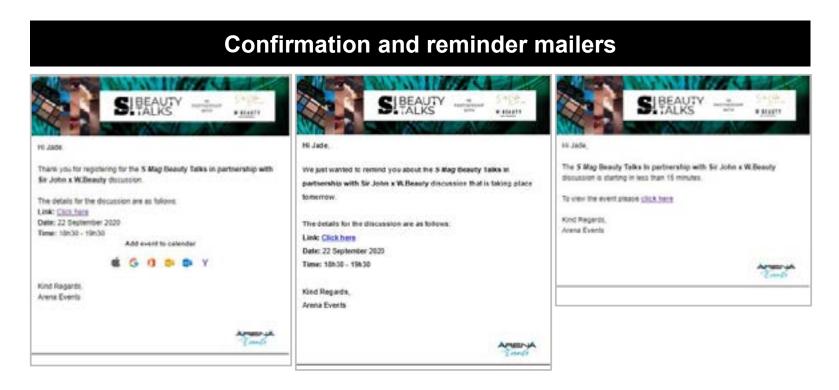
**Direct marketing mailers** were sent to the *Sowetan* subscribers to promote the online discussion and encourage readers to register to watch:

The automated mailers were sent to the viewers that registered to watch the event:

- Confirmation mailer (sent as viewers registered for the online discussion)
- Reminder to watch (sent the afternoon before)
- We're starting shortly (sent 15 minutes before)

The post-event 'Thank you' mailer was sent to all the delegates that registered with links to the recorded session and to the Sir John x W.Beauty collection webpage. Viewers were also offered a complimentary 3-month subscription to SowetanLive.









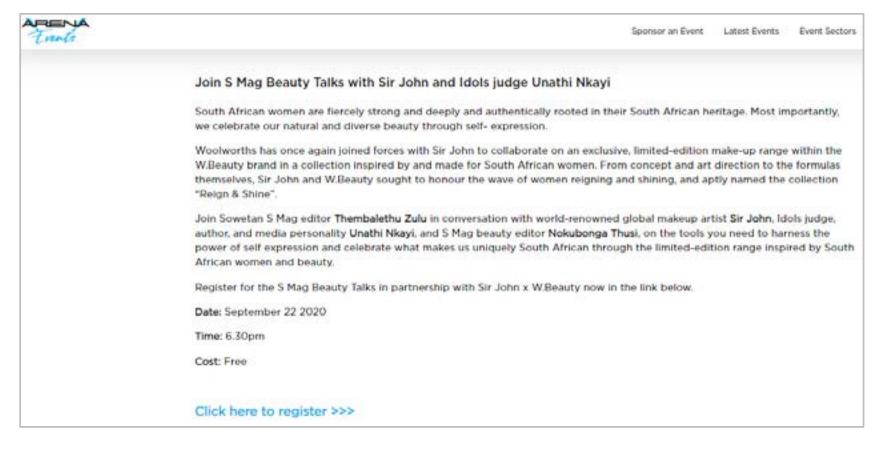




# MARKETING INITIATIVES – NATIVE ARTICLE

The promo article was uploaded to the *Sowetan* homepage and the Arena Event's 'Articles' page.

- <a href="https://www.sowetanlive.co.za/s-mag/2020-09-16-join-s-mag-beauty-talks-with-sir-john-and-idols-judge-unathi-nkayi/">https://www.sowetanlive.co.za/s-mag/2020-09-16-join-s-mag-beauty-talks-with-sir-john-and-idols-judge-unathi-nkayi/</a>
- https://arenaevents.africa/join-s-mag-beauty-talks-with-sirjohn-and-idols-judge-unathi-nkayi/













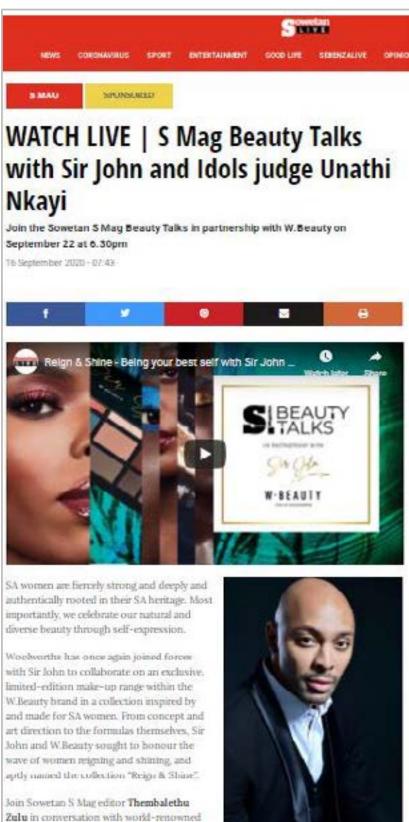
# MARKETING INITIATIVES – WATCH LIVE ARTICLE

The promo article was then converted to a 'WatchLIVE' article on the evening of the online discussion, allowing readers to watch from their evening news feed.



Be your best self with Sir John x W.Beauty

m) # William C





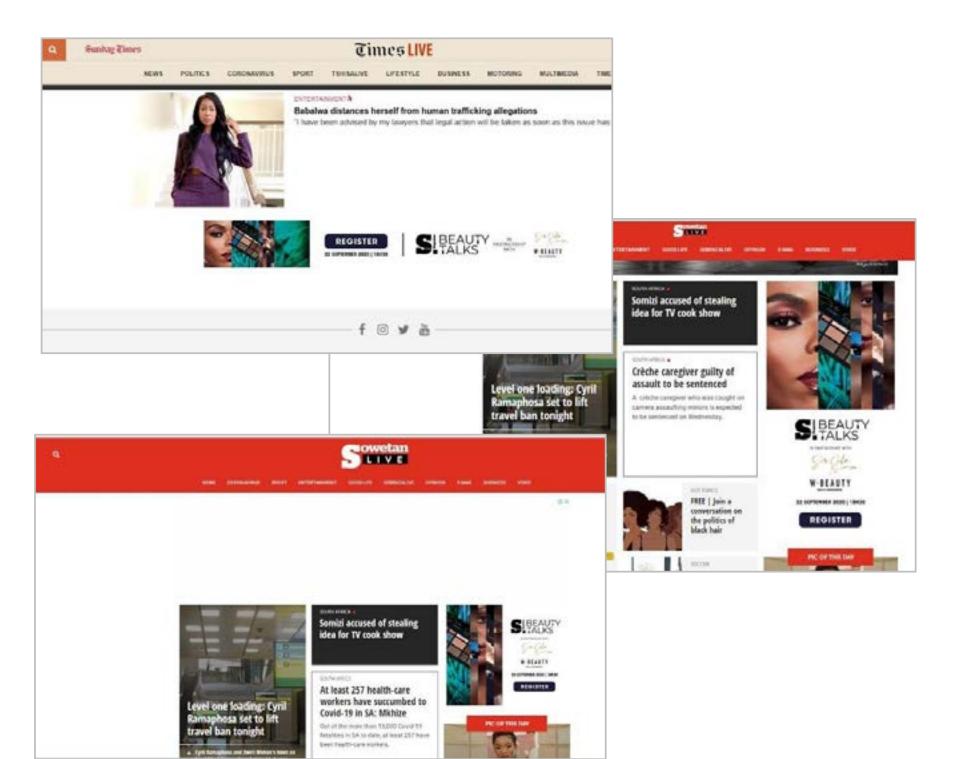






# MARKETING INITIATIVES – WEB BANNERS

The web banners were uploaded to the SowetanLIVE and TimesLIVE websites.























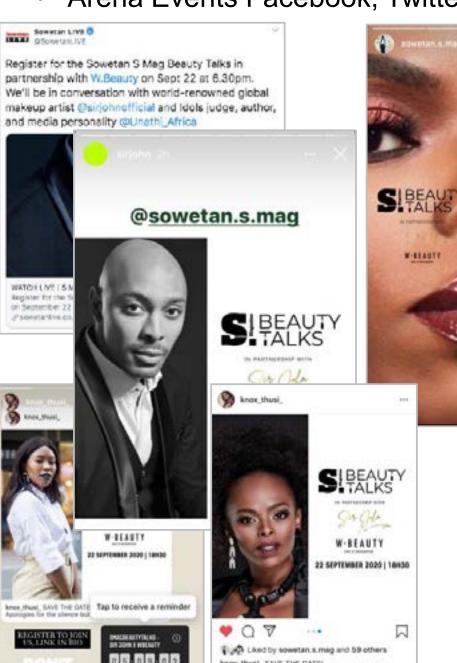


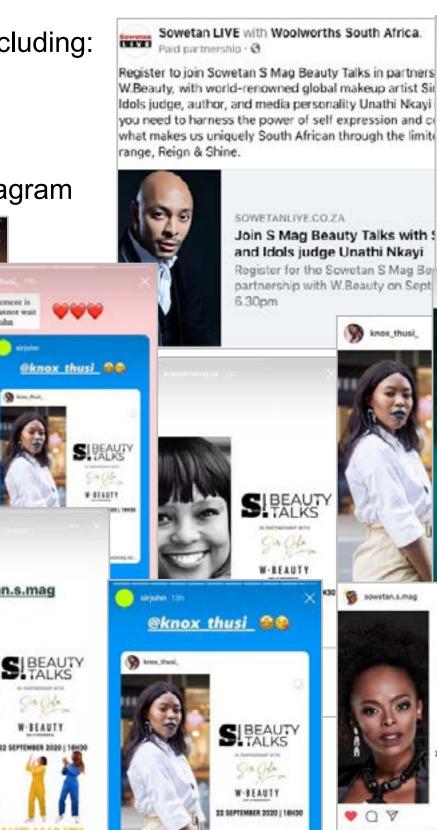


# MARKETING INITIATIVES – SOCIAL MEDIA

The event was promoted on social media including:

- Sowetan S Mag Instagram page
- Sowetan S Mag Facebook page
- SowetanLIVE YouTube channel
- Arena Events Facebook, Twitter and Instagram

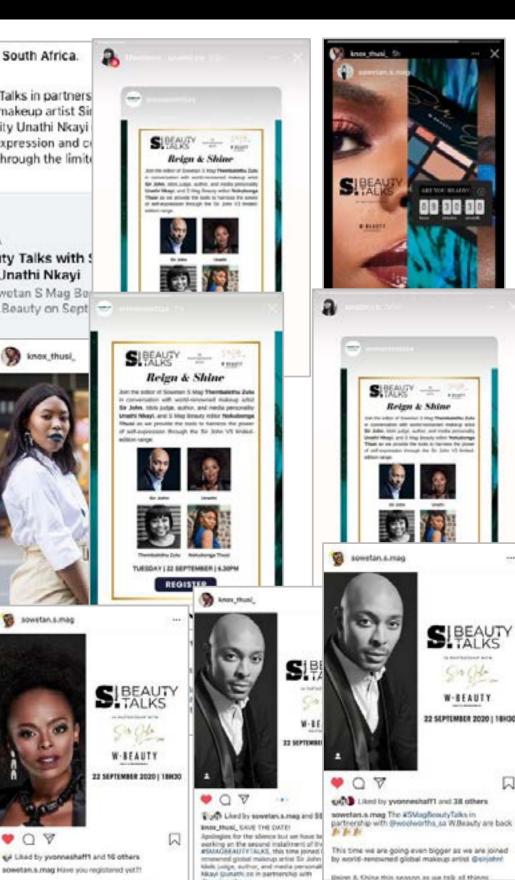


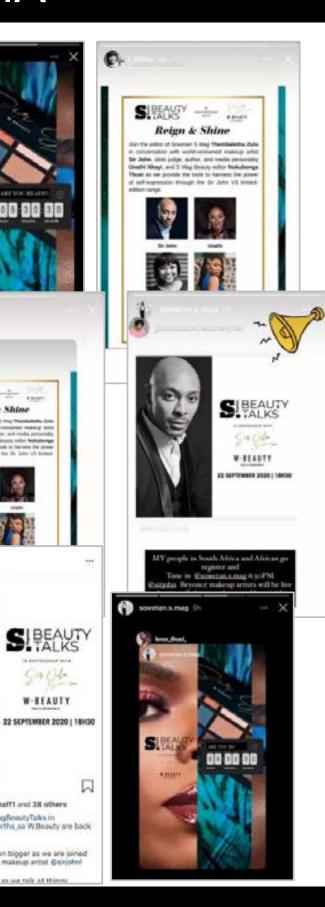


The excitement is

building! Cannot wait

@sowetan.s.mag













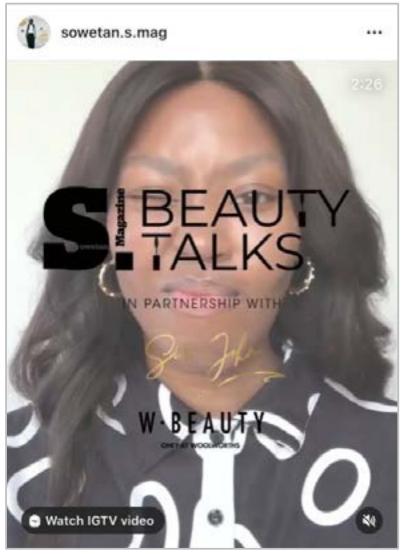
# MARKETING INITIATIVES – INSTAGRAM VIDEO

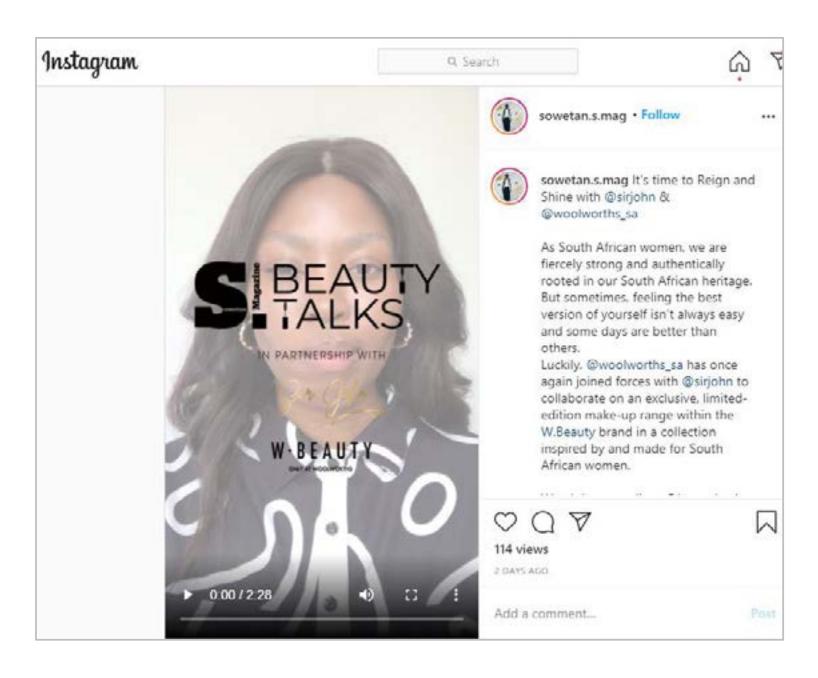
A pre-event teaser video was created by the *Sowetan S Mag* Beauty Editor, Nokubonga Thusi. The video promoted the limited edition Sir John x W.Beauty Volume 3 collection and encouraged registrations for the online discussion.



https://www.instagram.com/tv/CFUvvUNjqf2/?utm\_s ource=ig\_web\_copy\_link















# PRIZE AND WINNER

W.Beauty x Sir John gave away a live virtual make-up tutorial with Sir John as well as the full Sir John Volume 3 collection.





















