



BusinessDay

2023

PROUD BRAND OF **ARENA** HOLDINGS

MAIN BODY (Including all FINANCIAL Advertising)

	RATE (psccm)
Full colour	R 338.00
Spot colour	R 294.00
Black & white	R 251.00

MAIN BODY: FIRST SECTION

	RATE
Front page solus (23x3 / 10x10 / 20x10)	R 46 644.00 / R 67 600.00 / R 135 200.00
Front page ear space (8x2)	R 21 632.00
Front page masthead strip (2x8 / 5x10) – 5x10 not allowed if 10x10 or 20x10 booked on front page	R 21 632.00 / R 67 600.00
Front page left column block (40mm x 90mm / 90mm x 90mm) – Business Briefs	R 13 520.00 / R 30 420.00
Guaranteed positions	Rate + 25%
Newsprint wrap	Rate on request

Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



COMPANIES & MARKETS

	RATE
COMPANIES & MARKETS (2nd section)	
Front page solus (27x5 / 23x3)	R 57 038.00 / R 29 153.00
Ear space (6.5x3 / 5.5x5)	R 13 182.00 / R 18 590.00
Masthead strip (2x8)	R 16 224.00
Above Alex Cartoon (3x5)	R 10 140.00
NOTICES, TENDERS, AUCTIONS & RECRUITMENT	
Full colour	R 243.00 (psccm)
Black & white	R 213.00 (psccm)
MARKETS - SHARE PRICE PAGE	
Solus (65mm x 210mm) - various sizes & options available	R 20 432.00
SPORTS DAY	
Back page solus (10x10)	R 50 700.00
Ear space (40mm x 90mm)	R 6 760.00

DEADLINES

Material Deadline	Cancellation Deadline	Cancellation Fee	Contact
2 working days prior to publication	2 working days prior to publication	50% 2 working days prior & 100% 1 working day prior to publication	Jansher Khan 073 732 1604 khanj@arena.africa

For additional advertising opportunities & special positions, please contact **Debbie Thompson** at **thompsond@arena.africa**
Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



LEGAL & OFFICIAL NOTICES

	RATE (psccm)
Legal notices display (psccm)	R 224.00
Notice to Creditors (per advertisement)	R 484.00
Liquidation & Distribution (per advertisement)	R 484.00
Insolvencies (per advertisement)	R 484.00
Sale of Business (per advertisement)	R 420.00
Lost Deeds (per advertisement)	R 630.00

PLEASE NOTE THAT THE FOLLOWING SERVICES ARE AVAILABLE TO YOU WHEN YOU ADVERTISE IN BUSINESS DAY:

* Submission to the Government Printers three weeks prior to publication

* Business Day tearsheets

All rates exclude VAT and
Government Gazette Fee

For additional information, please contact:

Vasie Naidoo on naidoovas@arena.africa (011) 280 5553 - Gauteng

Poonam Bhikha on bhikhap@arena.africa (011) 280 3022 - KZN

Nonto Ntombela on ntombelan@arena.africa (031) 250 8640 - KZN

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BUSINESS DAY MAIN BODY - OPI

		Paging		
Product	Size	2 to 8	9 to 16	16+
	Tabloid	R 77 384.00	R 127 348.00	
	A4	R 50 750.00	R 65 974.00	Price on request
	A5	R 55 276.00	R 57 769.00	
Inserts	Samples required on all A5 inserts			
	Rates calculated on a national run			

DEADLINES

Material Deadline for pre-printed inserts	Contact
4 days prior to publication insertion date	Jamie Kinnear (011) 280 3183 kinnearj@bdfm.co.za

PRODUCT

BD GLOSS SLEEVE	Printing Cost	TBA
Subscribers Only	Media Cost	R 177 014.00
BD NEWSPRINT WRAP	Media Cost	Price on request
National Run Only		

TERMS & CONDITIONS

1. All wraps to be printed by Arena Holdings.
2. Printing costs are subject to change - based on international fluctuations.
3. Delivery of inserts are subject to change - contact your sales representative for queries.
4. Specs to be provided on confirmation of booking.
5. **Cancellation 50% 4 weeks prior, 100% 2 weeks prior to publication insertion date**

Inserts terms & conditions can be viewed in the Specifications, Terms & Conditions document available at www.adroom.arena.africa
 Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



INVESTOR RELATIONS AMPLIFICATION PACKAGE

PACKAGE	CHANNEL	FORMAT	INSERTS	VALUE	COST
Awareness (day 1)	ROS banners on BusinessLive, FM, BD	300 pixels wide x 600 pixels high / 728 pixels wide x 90 pixels high	100 000 impressions		
	BD Native Content Article – Pre-Alert	Article with webcast, boosted Facebook post, newsletter insert	1 each		
		Tweets	2		
	BDTV	Live reads creating awareness for live broadcast	4		
SENS Results Release (day 2)	ROS banners on BusinessLive, FM, BD	300 pixels wide x 600 pixels high / 728 pixels wide x 90 pixels high			
	BD Native Content Article (live webcast/ results article)	Article, boosted Facebook post, newsletter insert, adjacent banner on article page	1 each		
		Tweets	2		
	Companies section take over	24 hour Companies section take over	1		
	BDTV - live broadcast	Listing on BDTV share ticker	6 months		
		Live HD video webcast	1		
		8 minute interview with CEO/CFO (to flight that evening)	1		
		Email alert to BDTV database of investment professionals	1		
	Business Day print	Companies & Markets front page masthead strip (full colour)	1		
Results Publication Day (day 3)	ROS banners on BusinessLive, FM, BD	300 pixels wide x 600 pixels high / 728 pixels wide x 90 pixels high			
	BD Native Content Article (wrap of results)	Article, boosted Facebook post, newsletter insert, adjacent banner on article page	1 each		
		Tweets	2		
	Business Day print	Front page masthead strip (full colour)	1		
		Companies & Markets page 2x10 ad (full colour)	1		
		Full page results ad (full colour)	1		
FM Results Publication	Financial Mail print	Full page ad (full colour)	1	R 532 759.00	R 386 289.00

• All print special positions are based on availability

For additional information, please contact **Belinda Navias** at naviasb@arena.africa (011) 280 5053
Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.

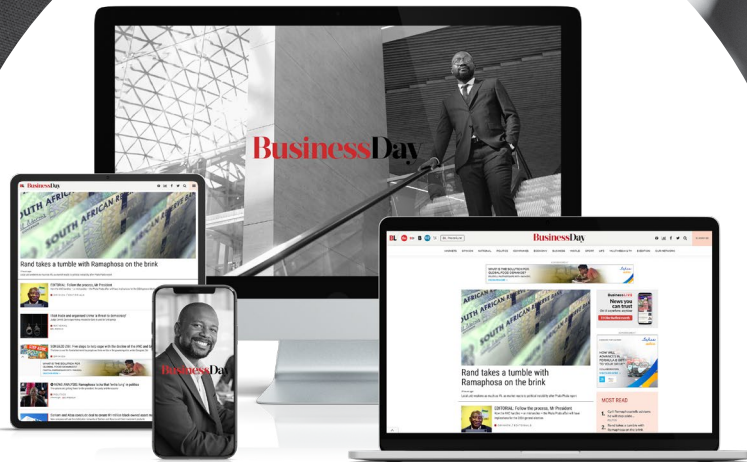
TECHNICAL SPECS

COLUMN	BROADSHEET 10 COL
1 Col	34 mm
2 Col	72 mm
3 Col	110 mm
4 Col	148 mm
5 Col	186 mm
6 Col	224 mm
7 Col	262 mm
8 Col	300 mm
9 Col	338 mm
10 Col	376 mm

A DPS is 54x20 (540mm in height x 790mm in width) which includes 30mm gutter



BusinessDay



DIGITAL

DIGITAL

DISPLAY RATES

CPM

1. RUN OF NETWORK/ All sizes (728x90, 300x250, 300x600)	R 210.00
2. RUN OF NETWORK/ High Impact (Billboard 1000x250, 300x600)	R 260.00
3. RUN OF NETWORK/ Teads in-article video	R 320.00
4. Arena VX Video Display/High Impact Streaming Video Banners/All sizes	R 450.00

ADDITIONAL COST FOR LAYERING:

+ Geo targeting (we target ZA national by default)	R 50.00
+ Section specific	R 50.00
+ Viewability targeting	R 50.00
+ Audience targeting	R 50.00
+ Premium uplift on business sites	R 50.00

NEWSLETTER

Price on request

PODCAST / VODCAST

Price on request

24 HOUR SPONSORSHIP (HPTO) DESKTOP & MOBILE

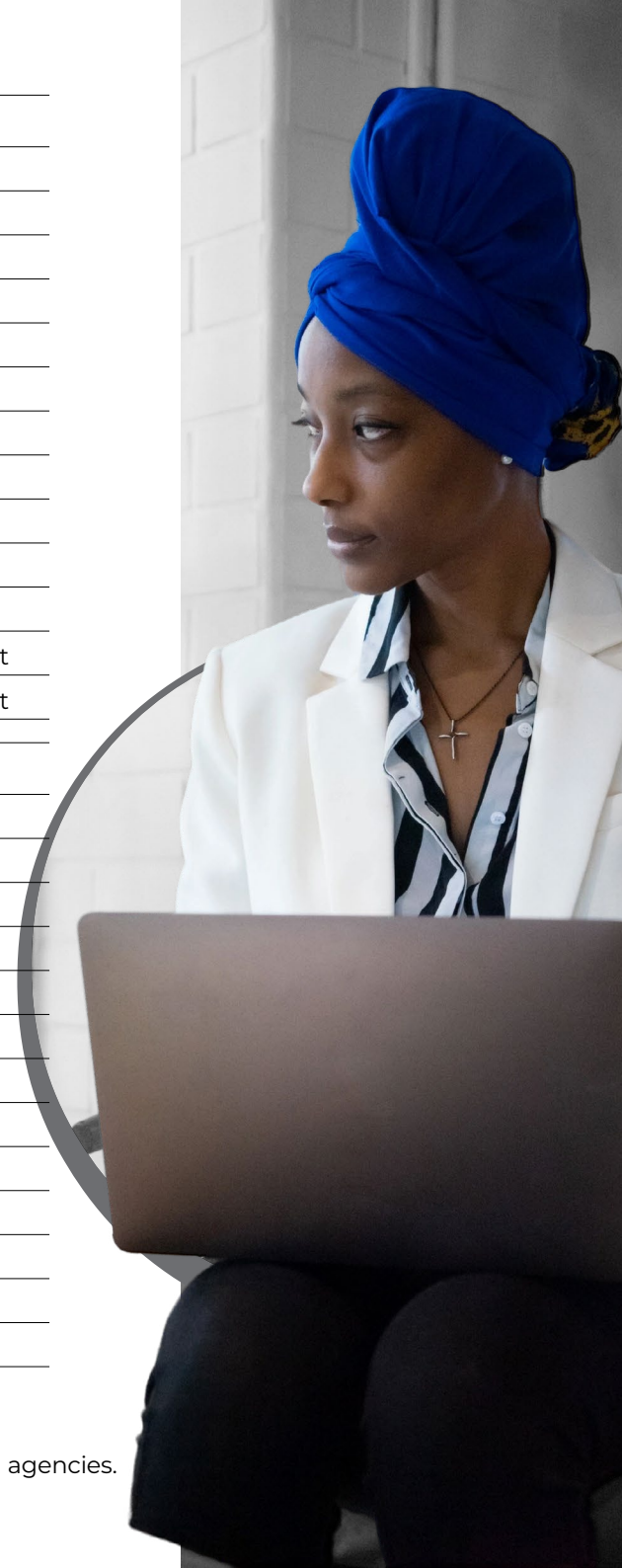
RATE

TIMESLIVE - 250 000 impressions	R 72 765.00
SUNDAY TIMES -17 000 impressions	R 6 064.30
ST LIFESTYLE - 28 000 impressions	R 9 702.00
BUSINESSLIVE - 35 000 impressions	R 25 000.00
BUSINESS DAY - 44 000 impressions	R 30 316.00
BUSINESS TIMES - 5 000 impressions	R 2 500.00
FINANCIAL MAIL - 41 000 impressions	R 28 249.00
SOWETANLIVE - 250 000 impressions	R 72 765.00
TSHISALIVE - 25 000 impressions	R 9 240.00
SPORT -13 000 impressions	R 5 197.50
HERALDLIVE - 20 000 impressions	R 6 670.40
DISPATCHLIVE -14 000 impressions	R 4 244.90

* 100% Share of voice • Multimedia (video & podcast) offerings & packages are available on request.

For more info, please contact **Nadeem Joshua** at joshuan@arena.africa

Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



DIGITAL NATIVE PACKAGE

PREMIUM DIGITAL NATIVE CONTENT PACKAGE:

RATE

1x Article

2 Days Home Page Exposure, 7 Days Section Page Exposure

2 x Facebook posts

3 x Tweets

1x Newsletter

In-article companion banners (1000x250 or 728x90, 300x600, 300x250 – max file size 60KB)

150 000 ROS Impressions

Guaranteed Social media boosting

R 60 000.00

STANDARD DIGITAL NATIVE CONTENT PACKAGE:

RATE

1x Article

1 x Day Homepage Exposure, 7 Days Section Page Exposure

1 x Facebook post

2 x Tweets

1x Newsletter

In-article companion banners (1000x250 or 728x90, 300x600, 300x250 – max file size 60KB)

Optional Social media boosting

R 45 000.00

DIGITAL PRINT COMBO

Package as above + space in relevant print title

Print rate less 15%

App and other packages available on request. Please contact **Nadeem Joshua** at joshuan@arena.africa
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SALES CONTACTS

Head: Advertising Sales	Eben Gewers (PA Marlene Smalberger)	011 280 5462 011 2803186	gewerse@arena.africa marlenes@arena.africa
Head: Business Development	Nadeem Joshua	011 2803186	joshuan@arena.africa
Sales Manager: Weekend Post	Shelly Le Roux	071 384 8294	lerouxs@theherald.co.za
Port Elizabeth Sales: General		041 504 7911	
East London Sales: General		043 702 2235	
National Sales Manager: Agencies & Retail	Sumeshni Khan	011 280 5997	khansu@arena.africa
National Sales Manager: Public & Private Sector	Tiny Koaho	011 2803163	koahot@arena.africa
National Sales Manager: Legals, Classifieds	Jyoti Govind	011 2803231	govindj@arena.africa
General Manager Sales: Digital and Integration	Leigh Carter	082 463 6947	CarterL@arena.africa
Business Manager: International & Private Sector	Augusta Phakathi	011 2803536	phakathia@arena.africa
Cape Town Regional Manager	Janine Bywater	079 502 5443	bywaterj@arena.africa
KZN Regional Manager	Verna Pillay	082 452 6277	pillayv@arena.africa
National Administration Manager	Jansher Khan	073 732 1604	khanj@arena.africa



CONTACTS**NELSON MANDELA BAY**

The Atrium Centre, 24 Ring Road, Gqeberha

Main Switchboard

TEL

041 504 7911

EMAIL

Sales

071 384 8294

lerouxs@theherald.co.za

EASTERN CAPE

Corner St Helena Road & Quenera Drive, Beacon Bay, East London

Main Switchboard

043 702 2000

Sales

043 702 2139

surenp@arena.africa

GAUTENG

Hill on Empire, 16 Empire Road, Parktown

Main Switchboard

011 280 3000

National Agencies & Retail

011 280 5997

khansu@arena.africa

National Direct

011 280 3231

govindj@arena.africa

National Online

011 340 9386

CAPE TOWN

Regional Agency

079 502 5443

bywaterj@arena.africa

Regional Direct

072 783 6308

ndyokop@arena.africa

KZN

MB House, 635 Peter Mokaba Road, Overport, 4091, Durban

Main Switchboard

031 250 8500

Regional Agency

083 560 0639

sunderb@arena.africa

Regional Direct

082 452 6277

pillayv@arena.africa



TERMS AND CONDITIONS

1. Advertisements are accepted for publication in publications owned or published by Arena Holdings subject to the following conditions:
 - a. Arena Holdings reserves the right to withhold any advertisement from publication and to cancel any advertisement order that has been accepted.
 - a. Arena Holdings will not be liable to the advertiser or to any other person for any loss or damages of any nature whatsoever, including indirect or consequential damages or any loss of profit or special damages of any nature whatsoever and whether in the contemplation of the parties or not, which the advertiser or any other person may suffer as a result of Arena Holdings failure to publish, or publication on dates other than those specified by the advertiser, or any other error of any kind.
 - a. Telephonic instructions must in all cases be confirmed in writing by the advertiser.
2. Every precaution is taken to ensure the correct printing and insertion of all advertisements, but Arena Holdings will not be held liable for any inaccuracies or omissions or for any consequence arising there from.
3. Arena Holdings reserves the right to edit, revise or to reject - even after acceptance for publication - any advertisement deemed to be untruthful or objectionable in subject matter or wording, or unsuitable for any other reason, whether space for the advertisement has been booked in advance under order or not.
 - a. Arena Holdings reserves the right to resize any advertisements to accommodate press constraints.
 - b. Arena Holdings reserves the right to resize any advertisements that are not supplied according to the booked space.
 - c. Arena Holdings reserves the right to colour correct any advertising material, that is not supplied to the Arena colour specifications.
4. Arena Holdings reserves the right to suspend an issue on any day and increase or decrease the usual number of copies without notice.
5. Space is sold to advertisers for the purpose of making announcements concerning their own business and may not be used for attacking or making comparisons with other advertisers, firms, institutions or persons.
6. The advertiser indemnifies Arena Holdings against any claim by any third party arising out of the design, form, content, copyright infringement or other attributions of the advertisement.
7. No advertising order entitles the client to a write-up or editorial coverage.
8. All orders are subject to the availability of space. Bookings will lapse if the first insertion under order is not made within three months of the order, or if more than three months elapses between insertions.
9. The full name, street address, telephone and fax number of the advertiser must be included in advertisements asking for money or stamps to be sent to the newspaper or box number.
10. Approved accounts are payable within 30 days from date of statement, otherwise orders must be prepaid. Cash payments are required three working days prior to print date for non-account holders. However, in the case of pre-printed special projects, cash is required 14 days prior to publication.
11. Material deadline is two days prior to print date for all Arena Holdings publications, with the exception of surveys and special reports.
12. Any advertising order is subject to the conditions stated herein unless specifically varied by Arena Holdings in writing with specific reference to the advertiser's contrary documentation.
13. ACCEPTANCE and COPY: If material is received too late for publication, the space reserved will be charged for. Copy must conform to all PRINT MEDIA ASSOCIATION requirements for the acceptance of print advertisements. The general typography of advertisements is subject to the approval of Arena Holdings. Analogue material must be claimed within 30 days, after which no responsibility will be accepted for loss or damage to such material. Digital material can be retrieved up to three months from last date of publication.
14. No changes to advertisements appearing in Arena Holdings publications will be accepted once publication production has commenced.
15. When new advertising rates are announced, clients who have contracts with Arena Holdings will be entitled to continue to advertise at their contract rates for 45 days after the new rate is announced. The balance of their orders will be subject to the new rates. Such contracts may be cancelled on the date the new or higher rate becomes effective.
16. All cancellations must be in writing.
17. Advertisement orders are not accepted for periods longer than 12 months.
18. A 50% cancellation fee will be incurred for all special position bookings cancelled within 30 days of scheduled publication.
19. Any agreement purporting to vary the terms of these conditions or any consensual cancellation shall not be valid unless reduced to writing and signed by both the advertiser and Arena Holdings.
20. If any amount due and payable by the advertiser is not paid within the agreed term, the advertiser will be liable for interest at the maximum rate permitted by law. Such interest will be calculated and paid monthly in advance. If the interest is not paid as aforesaid, the interest will be added to the principal sum, and the whole amount will form the principal debt, which will bear interest as described.
21. In the event of Arena Holdings instructing attorneys to collect from the advertiser an amount owing to Arena Holdings, the advertiser agrees to pay all costs on the scale as between attorney and own client, including collection charges.
22. No relaxation or indulgence granted to the advertiser by Arena Holdings, at any time, will be deemed to be a waiver of any of Arena Holdings rights in terms hereof. Such relaxation or indulgence will not be deemed a novation of any of the terms and conditions.
23. Any insertion that carries "farmed advertising" or representing any form of "sponsorship advertising" or company profile will be subject to approval by Arena Holdings.
24. By placing an advert, you acknowledge that you consent to the publishing of the advert, including any personal information, in a public newspaper, which is available online and in print.