

financialmail

2023

PROUD BRAND OF **ARENA** HOLDINGS



MAIN BODY**RATE****FULL PAGE**

Full colour	R 75 023.00
Black & white	R 54 327.00

HALF PAGE HORIZONTAL

Full colour	R 44 762.00
Black & white	R 27 442.00

COVER PAGES (full colour only)

Opening DPS	185 357.00
IFC	R 98 301.00
IBC	R 97 178.00
OBC	R 101 908.00

DOUBLE PAGE SPREAD

DPS Full colour	R 150 045.00
DPS Black & white	R 108 654.00
1/2 DPS Full colour	R 89 523.00
1/2 DPS Black & white	R 54 884.00
1/3 DPS Full colour	R 50 016.00
1/3 DPS Black & white	R 36 219.00

• An opening DPS takes priority over a single IFC when an 8-page cover is utilised.

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



MAIN BODY CONTINUED**RATE****1/3 VERTICAL/ HORIZONTAL / SQUARE**

1/3 Vertical/ Horizontal/ Square Full colour	R 31 941 .00
--	--------------

1/3 Vertical / Horizontal / Square Black & white	R 22 496.00
--	-------------

1/3 VERTICAL / HORIZONTAL (LETTERS)

1/3 Vertical/ Horizontal Full colour	R 34 529.00
--------------------------------------	-------------

1/3 Vertical / Horizontal Black & white	R 24 969.00
---	-------------

2/3 VERTICAL

2/3 Vertical Full colour	R 63 326.00
--------------------------	-------------

2/3 Vertical Black & white	R 44 804.00
----------------------------	-------------

1/4 PAGE VERTICAL / HORIZONTAL (Fox pages vertical only)

1/4 Vertical Full colour (270mm x 55mm)	R 19121 .00
---	-------------

1/4 Vertical Black & white (270mm x 55mm)	R 15 299.00
---	-------------

1/4 Horizontal Full colour (70mm x 205mm Strip)	R 19121 .00
---	-------------

1/4 Horizontal Black & white (70mm x 205mm Strip)	R 15 299.00
---	-------------

13x1 BLOCK AD

Full colour/ Black & white (130mm x 65mm)	R 14 921.00
---	-------------

GUARANTEED FIRST RIGHT HAND PAGE

Full colour	R 86158.00
-------------	------------

Black & white	R 59 724.00
---------------	-------------

SPECIAL POSITIONS

2x3 (20mm x 205mm) Ed's Note	R 27 300.00
------------------------------	-------------

2x3 (20mm x 205mm) Letters	R 27 300.00
----------------------------	-------------

2x3 (20mm x 205mm) Contents page	R 27 300.00
----------------------------------	-------------

2x3 (20mm x 205mm) Column pages	R 27 300.00
---------------------------------	-------------

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



MAIN BODY CONTINUED

	RATE (psccm)
EXECUTIVE APPOINTMENTS/ EXEC EDUCATION/ BUSINESS OPPORTUNITIES & MISCELLANEOUS	
Full colour	R 750.00
1 Spot colour	R 647.00
Black & white	R 543.00

FINANCIAL ADVERTISING

Place a financial advertisement in both Business Day & Financial Mail and receive 15% discount on the FM placement

DEADLINES

	Booking	Material	Contact
MAIN BODY	Wednesday prior to week of publication	Friday prior to week of publication	Jamie Kinnear (011) 280 3183 kinnearj@bdfm.co.za
SPECIAL PROJECTS	4 weeks prior to publication	2 weeks prior to publication	

All cancellations must be in writing

A 100% cancellation fee will be levied on any booking cancelled 7 days prior to publication print deadline.

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



SPECIFICATIONS

	Type Area		Trim Area		Bleed Area	
	Height	Width	Height	Width	Height	Width
Full Page	255 mm	190 mm	275 mm	210mm	283 mm	220 mm
1/2 Page Horizontal	125 mm	190 mm	135 mm	210 mm	140 mm	220 mm
1/2 Page Vertical	255 mm	90 mm	275 mm	105 mm	283 mm	115 mm
Double Page Spread (Bleed through gutter)	255 mm	400 mm	275 mm	420 mm	283 mm	440 mm
1/2 DPS (includes gutter)	125mm	400 mm	135 mm	420 mm	140 mm	440 mm
1/3 DPS (includes gutter)	80 mm	400 mm	85 mm	420 mm	90 mm	440 mm
1/3 Page Horizontal	80 mm	190 mm	85 mm	210 mm	90 mm	220 mm
1/3 Page Vertical	255 mm	60 mm	275 mm	70 mm	283 mm	80 mm
1/3 Page Square	120 mm	120 mm	N/A	N/A	N/A	N/A
2/3 Page Vertical	255 mm	125 mm	275 mm	135 mm	283 mm	145 mm
5 X 3 Strip	50 mm	190 mm	N/A	N/A	N/A	N/A
10 x 1	100 mm	60 mm	N/A	N/A	N/A	N/A



OPI (OUTSIDE PRINTED INSERTS)

		Paging		
Product	Size	2 to 8	9 to 16	16+
Inserts	A4	R 37 935.00	R 40 216.00	
	A5	R 42 418.00	R 44 839.00	Price on request
	DL	R 53 027.00	R 66 927.00	
Rates calculated on a national run				

Product	Print Cost	Media Cost	
4PGS STITCHED-IN Centrespread only	TBA	R 178 319.00	Can be placed as a centrespread only (Additional labour charge applicable) Agency comm applicable to media cost only
BELLYBAND Vertical / horizontal	TBA	R 78 862.00	Vertical only:-can be placed around specific pages (Additional labour charge applicable) Agency comm applicable to media cost only
B4 ENVELOPE Subscribers only	TBA	R 101 113.00	Sample requested & subject to approval Agency comm applicable to media cost only
FALSE COVER 1/2 page Vertical only	TBA	R 118 246.00	Sample to be provided & is subject to approval Does not include the front cover Agency comm applicable to media cost only
ROLLFOLDS & GATEFOLDS 4, 6 & 8 Pages available	TBA	R 309 421.00	Sample to be provided & is subject to approval Does not include the front cover Agency comm applicable to media cost only
DUST COVER Subscribers only	TBA	R 351 939.00	Sample to be provided & is subject to approval Does not include the front cover Agency comm applicable to media cost only
FALSE COVER + FL AP	TBA	R 351 939.00	Sample to be provided & is subject to approval Does not include the front cover Agency comm applicable to media cost only

TERMS & CONDITIONS:

1. All false covers, rollfolds & gatefolds to be printed by Arena Holdings.
2. Production 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 fee: 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 Tweets	1 each 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 Tweets	1 each 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		
	Business Day print	Tweets	2		
		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

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.

financialmail



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 • For more info, please contact **Leigh Carter** at carterl@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%

For more info, please contact **Leigh Carter** at carterl@arena.africa
Amounts quoted are excluding vat (not added) and including agency settlement discount (not deducted) to qualifying agencies.



VALIDATION SPECIFICATIONS FOR DIGITAL RECEIVING

PRINTING SPECIFICATIONS

Adverts must be supplied to the exact specifications as indicated on the rate card. Any dimensions that are outside these areas will not be processed, & client will have to supply new material.

GENERAL SPECIFICATIONS

Images:

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

Text:

All black text must be set to overprint & must only reproduce 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 non-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).

DIGITAL FILE DELIVERY

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

Digital Advert Management System Upload Link:

An advert upload link will be emailed to the person responsible for uploading material. The upload link will only be supplied once the Arena Holdings sales person has captured the booking information successfully.

Adstream:

All information can be obtained on: 011 805-0600 International dialling code: +27 11 805-0600

Adsend:

support@adsend.co.za 011 712-5700

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

Repeat adverts:

Please note that printed adverts' files are only archived for 60 days. After this time period the files are deleted.

Insert delivery:

Paarl Media, Johannesburg, 48 Milkyway Avenue, Linbro Park, Gauteng



For more info, please contact **Leigh Carter** at carterl@arena.africa

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

SALES CONTACTS

Head: Advertising Sales	Eben Gewers (PA Marlene Smalberger)	011 280 5462 0112803186	gewerse@arena.africa marlenes@arena.africa
Head: Business Development	Nadeem Joshua	0112803186	joshuan@arena.africa
Sales Manager: Weekend Post	Shelly Le Roux	07 1384 8294	lerouxs@theherald.co.za
Port Elizabeth Sales: General		041 504 7911	
East London Sales: General		043 7 02 2235	
National Sales Manager: Agencies & Retail	Sumeshni Khan	011 280 5997	khansu@arena.africa
National Sales Manager: Public & Private Sector	Tiny Koaho	0112803163	koahot@arena.africa
National Sales Manager: Legals, Classifieds	Jyoti Govind	0112803231	govindj@arena.africa
General Manager Sales: Digital and Integration	Leigh Carter	082 463 6947	CarterL@arena.africa
Business Manager: International & Private Sector	Augusta Phakathi	0112803536	phakathia@arena.africa
Cape Town Regional Manager	Janine Bywater	079 502 5443	bywaterj@arena.africa
KZN Regional Manager	Verna Pillay	082 452 627 7	pillayv@arena.africa
National Administration Manager	Jansher Khan	073 732 16 04	khanj@arena.africa



CONTACTS**NELSON MANDELA BAY**

	TEL	EMAIL
The Atrium Centre, 24 Ring Road, Gqeberha		
Main Switchboard	041 504 7911	
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

	TEL	EMAIL
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

	TEL	EMAIL
Regional Agency	079 502 5443	bywaterj@arena.africa
Regional Direct	072 783 6308	ndyokop@arena.africa

KZN

	TEL	EMAIL
MB House, 635 Peter Mokaba Road, Overport, 4091, Durban		
Main Switchboard	031 250 8500	
Regional Agency	083 56 0 0639	sunderb@arena.africa
Regional Direct	082 452 6 277	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.