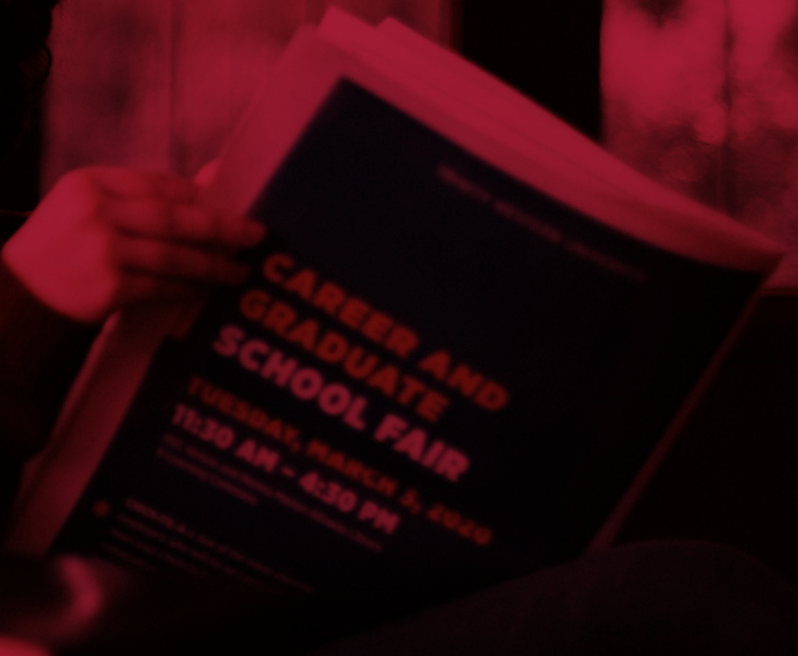


# Sunday Times

# 2023

PROUD BRAND OF **ARENA** HOLDINGS



## MAIN BODY & SPORTS

	RATE (psccm)
Full colour	R 1 394.00
1 Spot colour	R 1 332.00
Black & white	R 876.00

## SPECIAL POSITIONS

Front page sol us (10x10 / 25x3 / 20x10)	R 278 800.00 / R 209 100.00 / R 557 600.00
Masthead strip (2x10)	Rate+ 300%
Ear space (60mm x 50mm)	Rate+ 300%
Page 2 & 3 facing pages	Rate+ 50%
Page 3 sol us (20x10 / 54x10)	R 418 200.00 / R 1 129 140.00
Page 5, 7, 9	Rate+ 25%
Guaranteed position	Rate+ 25%

## SPORTS SECTION

Masthead strip (2x10)	Rate+ 100%
Back page solus (10x10)	R 209 100.00
Guaranteed position	Rate+ 25%
Newsprint wrap	Rate on request

## DEADLINES

Material Deadline	Cancellation Deadline	Contact
Thursday 16h00 prior to publication.	Any cancellations after 12h00 Thursday prior to publication, will be charged 100% cancellation fee.	Jansher Khan 073 732 1604 khanj@arena.africa

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





## BUSINESS TIMES

MAIN BODY (10 COLUMNS)	RATE (psccm)
Full colour	R 1 049.00
1 Spot colour	R 928.00
Black & white	R 748.00
Ear space (6x2)	Rate+ 300%
Front page sol us (10x10 / 20x10 / 27x10)	R 209 800.00 / R 419 600.00 / R 566 460.00
Page 3	Rate+ 50%
Page 2 & 3 facing pages	Rate+ 50%
Page 5	Rate+ 25%
Guaranteed position	Rate+ 25%
Newsprint wrap	Rate on request

## FINANCIAL NOTICES (10 COLUMNS)

R 962.00

## LEGALS, TENDERS, OFFICIALS (12 COLUMNS)

Full colour	R 992.00
1 Spot colour	R 880.00
Black & white	R 710.00

## AUCTIONS (12 COLUMNS)

Full colour	R 624.00
1 Spot colour	R 583.00
Black & white	R 539.00

## DEADLINES

	Booking Deadline	Material Deadline	Cancellation Deadline	Contact
<b>Agency</b>	Thursday 11h00 prior to publication.	Thursday 16h00 prior to publication.	Any cancellations after 12h00 Thursday prior to publication, will be charged 100% cancellation fee.	Jansher Khan 073 732 1604 khanj@arena.africa
<b>Direct</b>	Wednesday 11h00 prior to publication.	Wednesday 16h00 prior to publication.		

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



## CAREERS (12 COLUMNS)

	<b>RATE</b> (psccm)
Full colour	R 823.00
1 Spot colour	R 789.00
Black & white	R 687.00

## MUNICIPALITY RATES

Full colour	R 572.00
1 Spot colour	R 546.00
Black & white	R 526.00

## SPECIAL POSITIONS

Ear space (5x3)	Rate+ 300%
Page 1	Rate+ 50%
Page 3	Rate+ 25%
Page 5	Rate+ 20%
Page 7	Rate+ 15%
People on the Move	Rate+ 10%

## DEADLINES

	<b>Booking Deadline</b>	<b>Material Deadline</b>	<b>Cancellation Deadline</b>	<b>Contact</b>
<b>Agency</b>	Thursday 11h00 prior to publication.	Thursday 16h00 prior to publication.	Any cancellations after 12h00 Thursday prior to publication, will be charged 100% cancellation fee.	Jansher Khan 073 732 1604 khanj@arena.africa
<b>Direct</b>	Wednesday 11h00 prior to publication.	Wednesday 16h00 prior to publication.		

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



## CLASSIFIED

	B&W RATE (per cm)
Family announcement	R 228.00
Classified trade	R 327.00
Classified legal	R 260.00

## CLASSIFIED DISPLAY

Full colour	R 392.00
Black & white	R 313.00

All rates exclude VAT and Government Gazette Fee

## DEADLINES

Booking	Payment	Material Deadline	Cancellation Deadline	Contact
Wednesday 16h00 prior to publication.	Thursday 16h00 prior to publication.	Thursday 16h00 prior to publication.	Any cancellations after 12h00 be charged 100% cancellation fee.	Sylvia Yedwa (011) 280 3434 yedwas@arena.africa Nancy Malesa (011) 280 3435 MalesaN@arena.africa Nonto Ntombela (031) 250 8640 ntombelan@arena.africa

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





## CLASSIFIED

CLASSIFIED LINAGE (5.5 POINT) TRADE & PRIVATE			RATE
1 - 3 insertions (psccm)			R 208.00
4 or more insertions (psccm)			R 168.00
Sales in execution (psccm)			R 158.00
Creditors & debtors (per advertisement)			R 688.00
Liquidation & distribution (per advertisement)			R 688.00
Insolvencies (per advertisement)			R 688.00
Town planning (per advertisement)			R 800.00
Liquor act (per advertisement)			R 685.00
Petroleum Licenses (per advertisement)			R 1 505.00
Funeral Notices (per advertisement)			R 400.00
	FC	1 SPOT	B&W
Legals/Classifieds display	R 375.00	R 293.00	R 236.00

## DEADLINES

Booking Deadline	Material Deadline	Cancellation	Deadline Contact
12h00, 2 working days prior to publication	12h00, 2 working days prior to publication	50%, 2 working days prior to publication & 100%, 1 working day prior to publication	Sylvia Yedwa (011) 280 3434 yedwas@arena.africa Nancy Malesa (011) 280 3435 MalesaN@arena.africa

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



## LIFESTYLE: FASHION, TRAVEL, HOME, FOOD, MOTORING & TV GUIDE

	RATE (psccm)
Full colour	R 459.00
1 Spot colour	R 396.00
Black & white	R 276.00

### SPECIAL POSITIONS

Front page solus (10x8)	Rate + 100%
Inside front page	Rate + 30%
Back page	Rate + 30%
Page 3 solus (10x8)	Rate + 25%
Page 2 & 3 facing pages	Rate + 50%
Guaranteed positions	Rate + 20%
Newsprint wrap	Rate on request
Watermark	Rate on request

### SPECIAL SHAPES

L shape	Rate + 30%
U shape	Rate + 30%
T shape	Rate + 40%
Diagonal boxes	Rate + 50%

## DEADLINES

Material Deadline	Cancellation	Deadline Contact
Monday 16h00, 1 working day prior to print date. (Printed Wednesday prior to weekend publication)	Any cancellations, Monday prior to print date, will be charged 100% cancellation fee.	Jansher Khan 073 732 1604 khanj@arena.africa

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



## SUNDAY TIMES - OPI

Option	Product	Size	Paging				32+
			Up to 8	8 to 16	16 to 24	24 to 32	
1	<b>Business Times Lifestyle, Travel, Food, Fashion &amp; Home</b>	Tabloid	R 1 035.00	R 1 069.00	R 1 104.00	R 1 138.00	Price on request
		A4	R 877.00	R 886.00	R 1 023.00	R 1 154.00	
		A5	R 1 053.00	R 1 065.00	R 1 227.00	R 1 384.00	
2	<b>Business Times Lifestyle, Travel, Food, Fashion &amp; Home for Nov &amp; Dec</b>	Tabloid 115gsm +	R 1 104.00	R 1 174.00	R 1 241.00	R 1 380.00	
		A4 115gsm +	R 965.00	R 1 035.00	R 1 104.00	R 1 174.00	
3	<b>Glossy Wrap Lifestyle, Travel, Food, Fashion &amp; Home</b>	Print Cost	TBA				
		Media Cost	R 1 211.00				
4	<b>Sampling (Subject to approval)</b>	Per Thousand	R 1 310.00				

All wraps to be printed by Arena Holdings  
Printing cost subject to change, based on international fluctuations

### PLEASE NOTE:

In November & December rates are subject to a 20% loading & we cannot guarantee inserts in requested sections.  
Cancellation for November & December: 2 months prior to publication.  
Delivery of inserts is subject to change over the November & December period.  
Contact your sales representative should you have any queries.

Inserts terms & conditions can be viewed in the Specifications, Terms & Conditions document available at  
[www.adroom.arena.africa](http://www.adroom.arena.africa)

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





## LEGAL & OFFICIAL NOTICES

	<b>RATE (psccm)</b>
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](mailto:naidoovas@arena.africa) (011) 280 5553 - **Gauteng**  
**Poonam Bhikha** on [bhikhap@arena.africa](mailto:bhikhap@arena.africa) (011) 280 3022 - **KZN**  
**Nonto Ntombela** on [ntombelan@arena.africa](mailto:ntombelan@arena.africa) (031) 250 8640 - **KZN**

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



## TECHNICAL SPECS - MAIN BODY & BUSINESS TIMES

COLUMN	BROADSHEET 10 COL	BROADSHEET 12 COL
1 Col	34mm	30mm
2 Col	72mm	62 mm
3 Col	110mm	94mm
4Col	148mm	126 mm
5 Col	186mm	158mm
6 Col	224mm	190mm
7 Col	262mm	222 mm
8 Col	300 mm	254mm
9 Col	338 mm	286 mm
10 Col	380mm	318mm
11 Col		350 mm
12 Col		380mm

Broadsheet 10 Col DPS is 54x20 (540mm in height x 790mm in width) which includes 30mm gutter

Broadsheet 12 Col DPS is 54x24 (540mm in height x 790mm in width) which includes 30mm gutter.

## LIFESTYLE, FASHION, TRAVEL, HOME, FOOD & MOTORING

COLUMN	TABLOID 8 COL
1 Col	30mm
2 Col	63 mm
3 Col	96mm
4Col	129 mm
5 Col	162 mm
6 Col	195 mm
7 Col	228mm
8 Col	261 mm





# Sunday Times



**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
<b>TIMESLIVE</b> – 250 000 impressions	R 72 765.00
<b>SUNDAY TIMES</b> – 17 000 impressions	R 6 064,30
<b>ST LIFESTYLE</b> – 28 000 impressions	R 9 702.00
<b>BUSINESSLIVE</b> – 35 000 impressions	R 25 000.00
<b>BUSINESS DAY</b> – 44 000 impressions	R 30 316.00
<b>BUSINESS TIMES</b> – 5 000 impressions	R 2 500.00
<b>FINANCIAL MAIL</b> – 41 000 impressions	R28 249.00
<b>SOWETANLIVE</b> – 250 000 impressions	R 72 765.00
<b>TSHISALIVE</b> – 25 000 impressions	R 9 240.00
<b>TIMESLIVE SPORT</b> – 13 000 impressions	R 5 197.50
<b>HERALDLIVE</b> – 20 000 impressions	R 6 670.40
<b>DISPATCHLIVE</b> – 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 **Leigh Carter** at [carterl@arena.africa](mailto: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](mailto: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 011 280 3186	gewerse@arena.africa marlenes@arena.africa
Head: Business Development	Nadeem Joshua	011 280 3186	joshuan@arena.africa
Gqeberha Sales: Manager	Shelly Le Roux	041 504 7911	leroux@theherald.co.za
East London Sales: Manager	Suren Packery	043 702 2235	surenp@dispatch.co.za
National Sales Manager: Agencies & Retail	Sumeshni Khan	011 280 5997	khansu@arena.africa
National Sales Manager: Public & Private Sector	Tiny Koaho	011 280 3163	koahot@arena.africa
National Sales Manager: Legals, Classifieds	Jyoti Govind	011 280 3231	govindj@arena.africa
Business Manager: International & Private Sector	Augusta Phakathi	011 280 3536	phakathia@arena.africa
General Manager Sales: Digital and Integration	Leigh Carter	082 463 6947	CarterL@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
Product Manager: Special Projects	Kay Naidoo	082 469 3957	naidooka@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





## 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.