

ABOUT **TIMES MEDIA** GROUP

Times Media Group (TMG), a 100% held subsidiary of the Tiso Blackstar Group, is a media and entertainment company that informs, educates, entertains and connects people.

We aim to provide compelling content and creative solutions to enrich lives and to help people know more, do more and live inspired.

We focus on building internal and external partnerships, investing in quality content delivered via physical and digital channels to best serve our customers' needs. On a continent where economic progress and social reform are critical goals, we believe that concentrating on our core drivers will ensure appropriate investments to best achieve our vision.



NEWSPAPERS

Sunday Times The Times Sowetan SundayWorld Financial Mail
The Herald WeekendPost Daily Dispatch Dispatch Saturday BusinessDay



MAGAZINES

AFRICAN LEADER CSI CORPORATE SOCIAL INVESTMENT DRIVING SOCIAL CHANGE
EMPOWERMENT SKILLS DEVELOPMENT BRIDGING THE SKILLS DIVIDE GREEN
mims BANKER SA Magazine of The Banking Association South Africa ARCHSA ARCHITECTURE SOUTH AFRICA DIGEST of South African Architecture
khuluma CELEBRATING WOMEN INFRASTRUCTURE UNLOCKING GROWTH IN AFRICA
RSD ROCK SURF & DEEP SAMining SOUTH AFRICAN HOME OWNER INFORMED • INNOVATIVE • INSPIRED WELCOME HOME THE SOUTH AFRICAN SCHOOLS COLLECTION INSTITUTE FOR AFRICAN ALTERNATIVES NEW AGENDA VOICE OF LOCAL GOVERNMENT Professions and Projects Register PURSUIT



DIGITAL

SundayWorld Sowetan LIVE RAND DAILY MAIL BOOKS LIVE Times LIVE smartcall Technology Solutions
Herald LIVE BusinessDay BDLive DispatchLive Financial Mail Sunday Times

BusinessDay TV thehomechannel DStv Channel 176 IGNITION SOWETO TV 103 FM RISE fm North West Home of the best music 89.8 - 103.9
CLASSIC10 92 FM Joy 99.7 FM East FM Adom 106.3 FM HITZ 103.9 FM asempa 94.7 FM Nhsyira 104.5 fm 99.5 FM 105.5 Xfm RADIO JAMBO KISS FM 100.3



Times Media films Gallo Music Group
MultiTV ...Just Thrills BOMBA FREE DIGITAL TELEVISION KISS TELEVISION Joy TV JOY NEWS ADOM



HIRT & CARTER uniprint delivering value PATON TUPPER CDT CD & DVD MANUFACTURING

TIMES MEDIA: DID YOU KNOW?

- Times Media owns the largest weekly newspaper in South Africa, the **Sunday Times**, which reaches more than **3.7 million** readers per week.
- Times Media journalists and photographers have won **Standard Bank Sivukile Newspaper Journalism Awards** for SA Story of the Year, SA Journalist of the Year, Investigative Journalism, and News Photographs.
- The **Sowetan**, known for campaigning on behalf of the people, is one of the only newspapers Nelson Mandela asked for while he was incarcerated on Robben Island.
- **The Herald**, established on 7 May 1845, is the oldest newspaper in the country and remains profitable today.
- Times Media owns SA's biggest **business newspaper titles**, including Business Times, Business Day and Financial Mail, overall reaching more than **2.4 million** business readers a week.

TIMES MEDIA: DID YOU KNOW?

- The **SowetanLIVE** website attracts more than **1 million** unique browsers and **12.6 million** page views per month on average.
- **TimesLIVE** is South Africa's **second-biggest** news website with an average of more than **2.3 million** unique browsers and nearly **12.4 million** pageviews per month.
- **BDlive** is SA's **second-biggest** online business destination, attracting **570,000** unique browsers per month on average. Its tech-savvy readers also use the BDlive apps for iOS and Android mobile devices.
- **Rise FM** is the only commercial radio station in Mpumalanga, a province that boasts a fast-growing population.
- **Gallo Music** represents some of South Africa's top artists, including Ladysmith Black Mambazo, who won a **Grammy Award** in the category for best world music.

*Source for digital audience numbers:
Effective Measure, Nov 2014–Oct 2015*

MEDIA

NEWSPAPERS

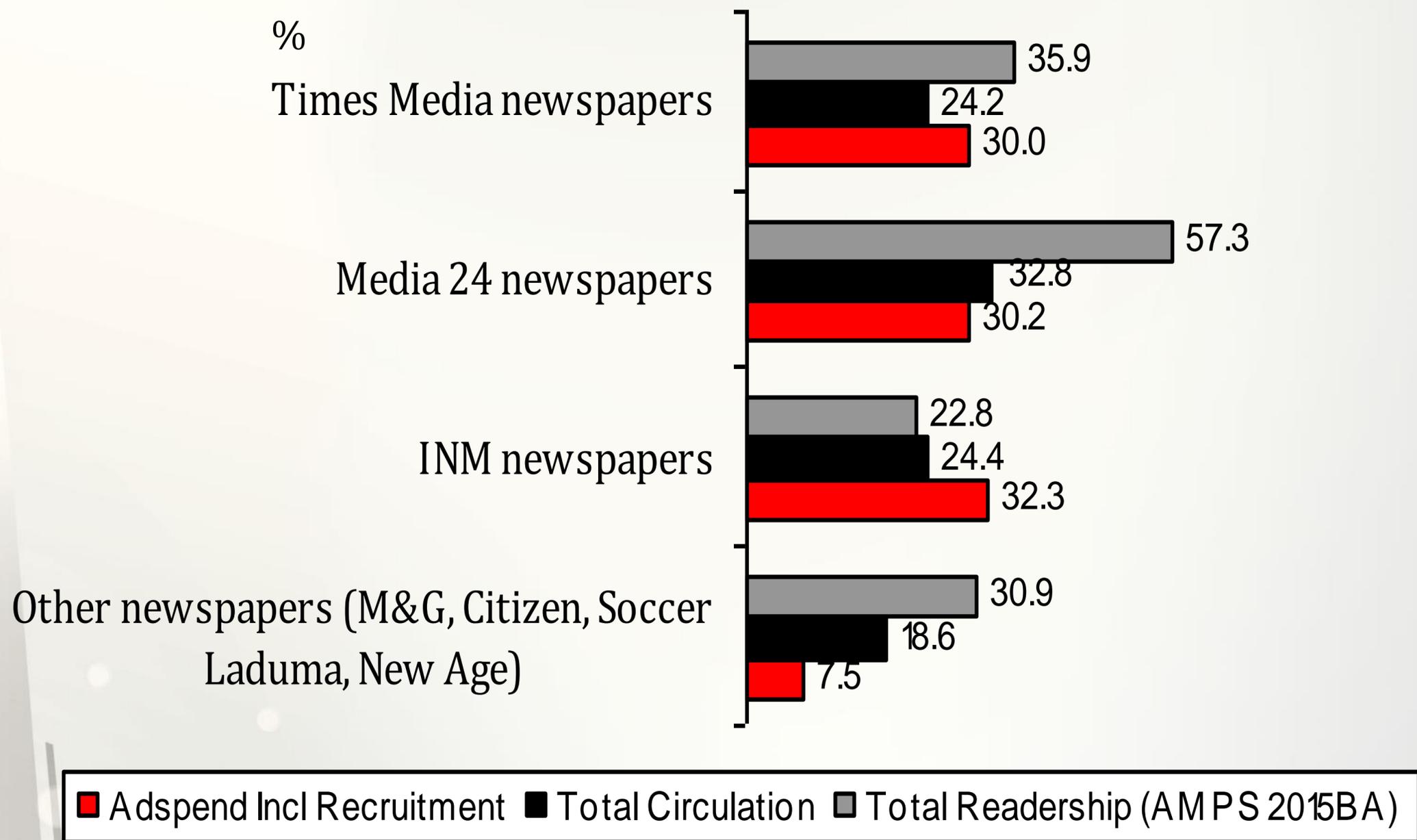
Sunday Times **The Times** **Sowetan** **SundayWorld**

The Herald **WeekendPost** **Daily Dispatch** **Dispatch**^{Saturday}

Financial Mail **BusinessDay**

Market share vs. Share of voice – circulation vs adspend – all bought newspapers total

Times Media's share of the adspend (including recruitment) and circulation pie compare favourably while Media 24's adspend is significantly less than its share of the circulation pie



Source: Adex ;Oct14-Sep15, ABC Jul-Sep 15, DMA Content Analysis

Adex does not measure classifieds, recruitment and excludes discounts

Market Share YOY Including Recruitment

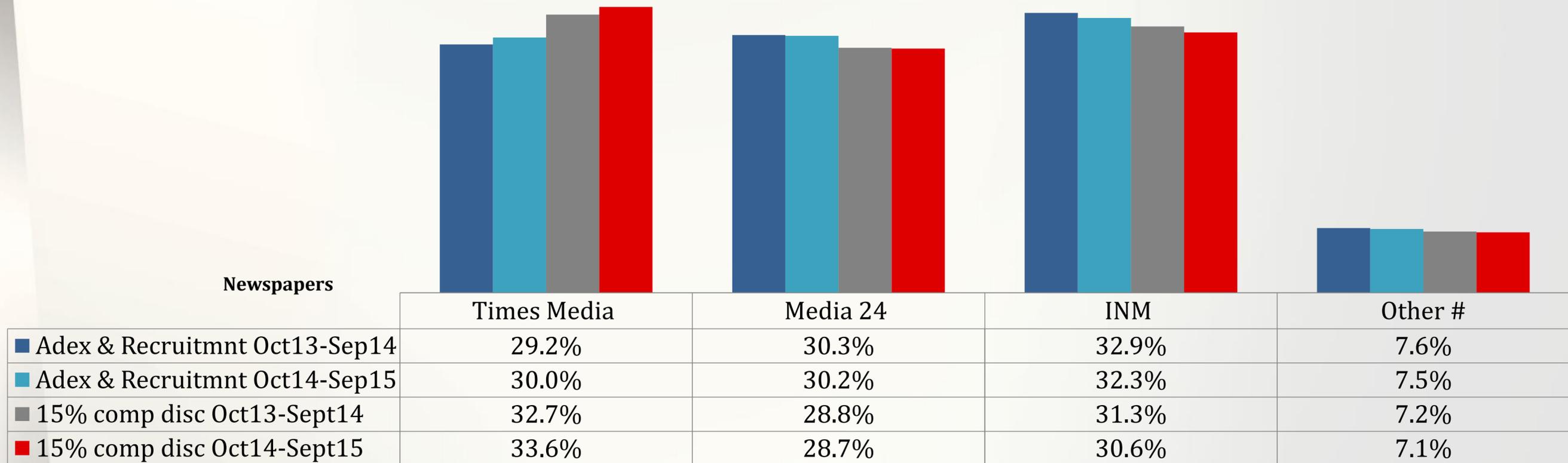
When recruitment revenue is included, Times Media's share of advertising revenue increases YOY (+0.8%) whilst M24 and INM contract slightly.

Assuming a conservative average competitor discount of 15% gives Times Media the largest market share which has increased +0.9% YOY, INM share decreases -0.7% in this scenario.

TM RETAIL ACTUAL REVENUE +21.5%

Oct 13 – Sep 14 = R171,447,991

Oct 14 – Sep 15 = R208,428,362



TM Recruitment revenue = R279,734,983 for the Oct14-Sep15 period

Tenders revenue for Oct13-Sep14 not included because The Star measurement only included since Jul'14.

TM Tenders revenue = R93,295,773 for the Oct14-Sep15 period (not included)

#CA measures M&G and Citizen only.

#Adex includes TNA and Soccer Laduma as well.

Sunday Times

The Sunday Times is South Africa's biggest-selling weekend newspaper. It is a part of Sunday for South Africans – time to relax and unwind, socialize and interact. The Sunday Times is committed to sharing knowledge that enriches peoples' lives.

Sunday Times reaches 3,738,000 readers on average a week.

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Sowetan

Sowetan is an advocate of political truth and national development, as well as a proud promoter of personal liberation and a champion of lifestyle development. Sowetan is one of the most widely-read dailies in the country with its local and international news, sport coverage, as well as specialised features and sections.

Sowetan reaches 1,611,000 readers on average a day.

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The Times

A tabloid-sized morning newspaper that navigates its busy readers through their day in a smart, fast read. The Times covers a broad spectrum of reporting, including breaking news, a variety of features, and award-winning columnists.

The Times reaches 331,000 readers on average a day.

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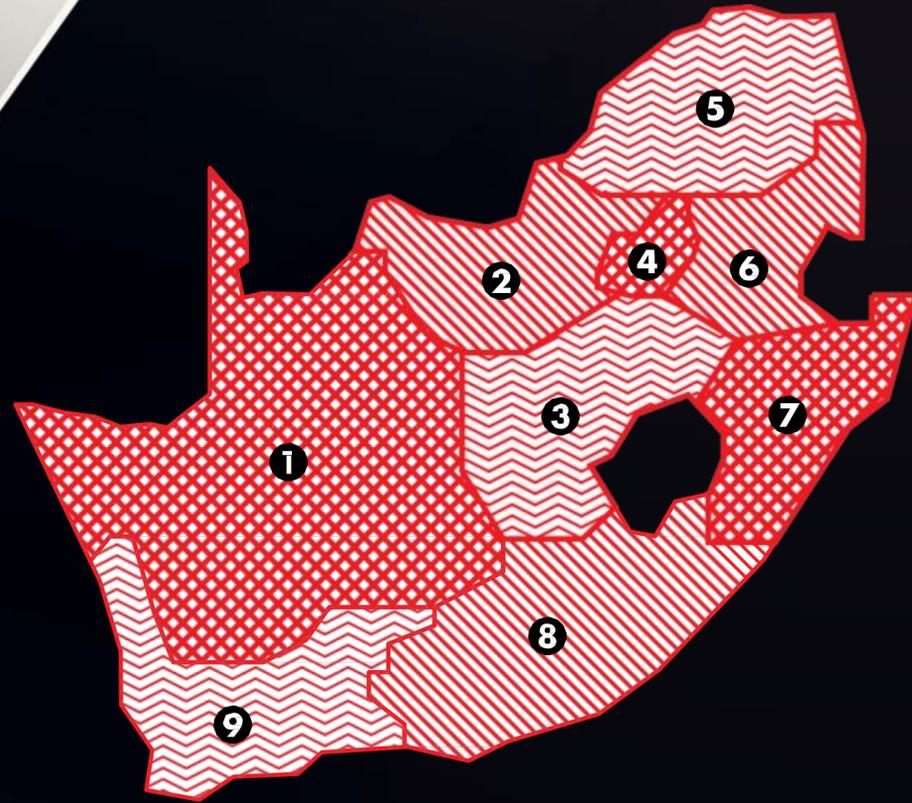
BusinessDay

Business Day is South Africa's most influential and respected daily newspaper, offering incisive coverage of business, politics, labour and other current affairs, written by some of the country's award-winning journalists.

Business Day reaches 62,000 readers on average a day.

Source:
AMPS 2015BA

DISTRIBUTION FOOTPRINT OF TIMES MEDIA NEWSPAPERS



1. NORTHERN CAPE



Sunday Times
The Times
Sowetan
SundayWorld

2. NORTH WEST PROVINCE



Sunday Times
The Times
Sowetan
SundayWorld

3. FREE STATE



Sunday Times
The Times
Sowetan
SundayWorld

4. GAUTENG



Sunday Times
The Times
Sowetan
SundayWorld

5. LIMPOPO



Sunday Times
The Times
Sowetan
SundayWorld

6. MPUMALANGA



Sunday Times
The Times
Sowetan
SundayWorld

7. KWA-ZULU NATAL



Sunday Times
The Times
Sowetan
SundayWorld
Daily Dispatch
Dispatch

8. EASTERN CAPE

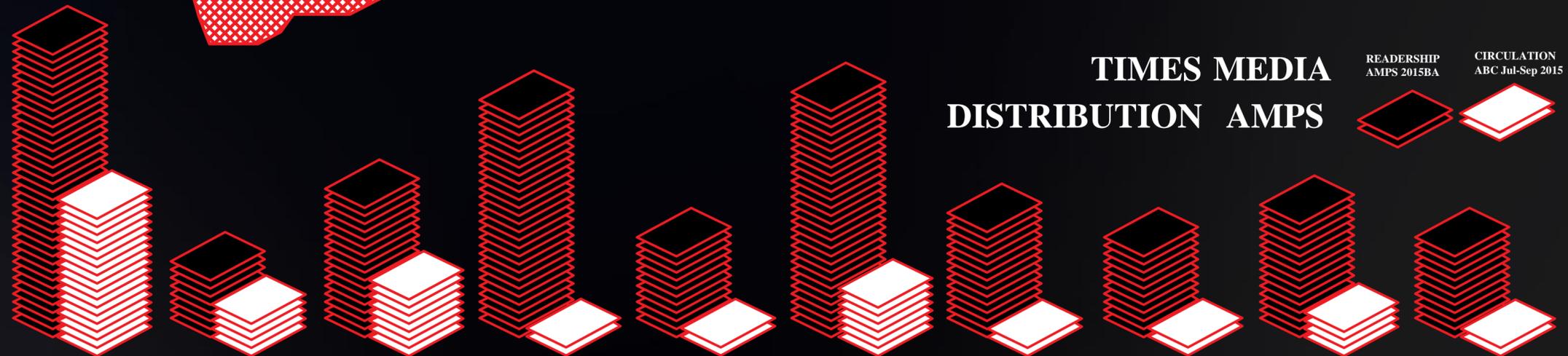


Sunday Times
The Times
SundayWorld
The Herald
Daily Dispatch
Dispatch
WeekendPost

9. WESTERN CAPE



Sunday Times
The Times
Sowetan
The Herald
WeekendPost



TIMES MEDIA DISTRIBUTION AMPS

READERSHIP AMPS 2015BA CIRCULATION ABC Jul-Sep 2015

Sunday Times	BusinessDay	The Times	SundayWorld	Financial Mail	Sowetan	The Herald	WeekendPost	Daily Dispatch	Dispatch
READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP	READERSHIP
3,738,000	62,000	331,000	1,526,000	109,000	1,611,000	199,000	152,000	252,000	102,000
NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	NAT. CIRCULATION	CIRCULATION	CIRCULATION
338,532	25,753	109,484	93,537	15,346	92,453	21,285	18,441	23,585	19,761

MEDIA

MAGAZINES

mims

BANKER SA
Magazine of The Banking Association South Africa

ARCHSA
ARCHITECTURE SOUTH AFRICA

CELEBRATING
WOMEN

AFRICAN LEADER

DIGEST
of South African Architecture

khulumama

INSTITUTE FOR AFRICAN ALTERNATIVES
NEW AGENDA

**Professions
and Projects
Register**

FASHION • BUSINESS • LIFESTYLE
PURSUIT

RSD
ROCK SURF & DEEP

SAMining
www.samining.co.za
READ WHAT REALLY GOES DOWN

SOUTH AFRICAN
HOME OWNER
INFORMED • INNOVATIVE • INSPIRED
WELCOME HOME

THE SOUTH AFRICAN
SCHOOLS COLLECTION

VOICE
OF LOCAL GOVERNMENT

CONSUMER MAGAZINES



SA Home Owner is one of South Africa's leading home and decor magazines. The monthly magazine focuses on showcasing luxury homes across SA, as well as offering décor and lifestyle features as well as expert comment on home-related topics.

MEDICAL PUBLISHING



The medical publishing division of TMG – is the country's leading medical reference publisher, with over 60 years' experience. MIMS publishes some 20 regular print publications in the human and veterinary health fields, including MIMS, MIMS Desk Reference, Guide to OTC Products, the specialist Handbook series, Index of Veterinary Specialties and IVS Desk Reference. Digital products include mobiMIMS, emims, online CPD modules (www.mimscpd.co.za), an integration in Practice Perfect practice management software and a doctor-location website (www.mapadoc.co.za)

MEDIA

DIGITAL





> TimesLIVE.co.za

TimesLIVE is the online home of The Times and houses the Sunday Times website too. It is one of the fastest-growing websites in the South African market, catering to a loyal local audience hungry for breaking news, quality journalism and the opportunity to engage and be informed. TimesLIVE has a social community of 690,000 Facebook fans and 499,000 Twitter followers.

2,338,470 unique browsers *(monthly average, Nov 2014–Oct 2015)*

12,379,980 pageviews *(monthly average, Nov 2014–Oct 2015)*



> SowetanLIVE.co.za

SowetanLIVE brings the ‘soul truth’ to readers who are in the know and on the move. From Monday to Saturday, this strong brand delivers the best news, including need-to-know information from the world of politics, as well as comprehensive local soccer coverage and helpful consumer, relationship and lifestyle advice.

The website’s loyal audience spends an average of 6 minutes on the site per session. It has a social community of 362,000 Facebook fans and 323,000 Twitter followers.

1,060,268 unique browsers *(monthly average, Nov 2014–Oct 2015)*

12,565,472 page views *(monthly average, Nov 2014–Oct 2015)*

Source: Effective Measure



> BDlive.co.za

BDrive is the digital identity of Business Day newspaper, including the BDrive website, iOS and Android apps, and a mobile site (m.bdlive.co.za). These products offer quality reporting on business and the political economy, breaking the news with stories, newsletters and SMS alerts. There are also opinion pieces, analysis, columnists, cartoons and much more.

571,894 unique browsers *(monthly average, Nov 2014–Oct 2015)*

2,224,458 page views *(monthly average, Nov 2014–Oct 2015)*



> SundayWorld.co.za

SA's original tabloid, Sunday World is a young, exciting and unrelenting weekly newspaper featuring top journalists who speak the language of both the people on the street and those in the corridors of power. It's a feisty 'infotainment' product that reflects the world and the aspirations of its young black readers – think celebrity news, socially relevant topics, lively news and sports coverage, and fun stories that connect readers to what's happening around the corner and around the country.

Sunday World's online readers visit the website on average for more than 5 minutes per session. The website has a social community of 69,000 Facebook fans and 80,000 Twitter followers.

522,167 unique browsers *(monthly average, Nov 2014–Oct 2015)*

4,279,976 pageviews *(monthly average, Nov 2014–Oct 2015)*

Source: Effective Measure

BROADCAST & CONTENT

TELEVISION



SOUTH AFRICAN CHANNELS



South Africa's leading business TV channel (DStv Channel 412) that has become an integral source of information for the country's business leaders and decision-makers.

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The Home Channel (DStv Channel 176) delivers décor, design, home improvement and property television programmes, mixing the best of local and international content.



Ignition is South Africa's only dedicated TV motoring platform. Broadcasting on DStv Channel 189 every weekend from midnight on Fridays to midnight on Sundays, the Channel offers a nine-hour loop of new content every weekend.

.....



The Good Life Network (GLN) (DStv channel 199), is South Africa's first dedicated health and lifestyle channel, and offers diverse, entertaining and original home-grown content around subjects such as nutrition, health and fitness, human rights, youth sexuality, HIV and TB, as well as consumer and gender rights.

GHANAIAIAN CHANNELS



A dedicated sports channel, with a focus on football, appealing to males aged 16 to 60 plus.



A generalist channel with varied programming, appealing to adults aged between 20 and 55. The programs are in Akan, a group of languages spoken by over 80% of Ghana.



A 24-hour dedicated news channel, appealing to males and females aged 22 to 55.



A dedicated sports channel, with a focus on football, appealing to males aged 16 - 60.

BROADCAST & CONTENT

RADIO



North West
Home of the best music
89.8 - 103.9



mpumalanga
azishe



urban sounds,
global minds

SOUTH AFRICAN STATIONS



RISE fm Mpumalanga's only true local commercial radio station with a feel good attitude playing Today's R&B and Old school tunes. Targeting the 25 to 49 age group- LSM 5-8. RISE fm is the heart and soul of Mpumalanga with up to the minute local news and information from the province! Informative and entertaining at the same time makes RISE fm a great listen. When you check in with us you wont be going anywhere else.



Vuma 103FM is an isiZulu Inspirational Music Lifestyle Commercial Radio Station that prides itself on its authenticity, and speaks to a sophisticated, discerning, family-oriented independent thinker who celebrates their Spirituality.

KENYAN STATIONS



Kenya's Heritage HIT music station deliver to over a million Kenyan listeners every week. The core target market is the ages between 18-34 aspirational Kenyans with money to spend.



An upbeat, memory laden music mix of 80's Soul & Urban contemporary. Classic 105 is listened to by over 3 million Kenyans every week and reaches 4,997,000 people weekly in Nairobi.



Broadcasting from 19 locations in Kiswahili makes it one of Kenya's biggest radio networks.

Radio Jambo appeals to their listeners through engaging talk on socio-political, issues affecting Kenyans every day.

Radio Jambo is Kenya's Sporting station with KPL & EPL football commentaries, interviews, updates and arguments.

KENYAN STATIONS



East FM is a Nairobi based English and Hindi language radio station aimed principally at the affluent Indian community across Kenya.

It is strongly engaged to serve its community with community news and updates across the station through all of its programs.



XFM is targeted to upscale young expats and Kenyans of Indian descent, in the LSM 9-10 affluent moneyed category. Playing a mix of Rock and Pop rock, this station reaches 80 000 weekly listeners with a slightly male skewed audience in the 15 to 24 age group.

GHANAIAIAN STATIONS



NIGERIAN/UGANDAN STATIONS

Recently concluded transactions in Nigeria and Uganda

BROADCAST & CONTENT

ENTERTAINMENT

Times Media
films

Gallo
Music Group

Times Media
films

Times Media Films (TMF) represents 20th Century Fox, Warner Bros Pictures International and numerous international independent producers and studios for the theatrical distribution of films in South Africa. TMF is the leading independent distributor in South Africa and the No.1 South African Theatrical Distributor for a 6th year in a row.



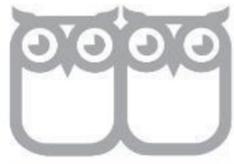
Gallo Record Company, Trading since 1926 – the largest and oldest independent record label in South Africa. The content catalogue driven record company is home to some of the biggest names in South African music history including multi-platinum selling Lucky Dube, Stimela, Mango Groove, The Soul Brothers, Thandiswa, Simphiwe Dana, Ge' Korsten, Sipho 'Hotstix' Mabuse & Ladysmith Black Mambazo to name a few

RETAIL SOLUTIONS





Uniprint operates primarily in the business forms market (including airtime vouchers, conventional stationery and specialised high volume mailings) and the labelling/packaging market (including self-adhesive labels, unsupported labels, wet glue labels and cartons). Customers include financial institutions, retailers, FMCG brands, pharmaceutical companies, logistic companies, distributors & agents, government organisations, advertising agencies as well as private sector and public sector customers throughout Africa. The integrated Labels and Packaging division recently secured a five-year multi-million rand contract to produce digitally-printed labels for a premium global brand. This contract has allowed the division to install leading edge digital printing equipment, placing it in prime position to offer the South African market a unique variety of labelling solutions. The Forms division recently secured a three-year, R75-million contract with a public sector entity and also landed a R20-million contract to supply election material to an African country.



HIRT & CARTER

H&C is a unique business with powerful brand positioning in the market. H&C aims to be the partner of choice for marketers and advertisers looking to sell products into the sub-Saharan consumer market. H&C's primary medium of choice for communication is print, which is where the bulk of its investment currently sits.

H&C wrote and developed South Africa's first integrated workflow control system for retailers, and remains at the forefront in providing software solutions to the retail and FMCG market. Being at the cutting edge of every major technological advance in the pre-media and digital printing industry in South Africa, H&C provides turnkey, innovative media solutions to the marketing, advertising, signage and general communications industry.

As part of H&C's comprehensive service offering to the retail market, SKUWorks maintains the largest national product library for FMCG manufacturers and retailers alike.

Using a combination of leading technology and customised software solutions, H&C delivers a differentiated solution to leading marketers. The seamless integrated solution alleviates the need to focus on process, and rather allows our customers to get their message to market quicker and in the most cost effective manner.



**TIMES
MEDIA
GROUP**

THANK YOU