



 **JOJ** GROUP

SALES POLICY

JOJ GROUP 2024

BASE NETT NETT CPP
1460 EUR w/o VAT

OFF Time index (OT) = 1,0

Prime Time index (PT)= 2,0

Purchase ratio PT/OT = 70/30

Times slots:

OFF Time: 06:00 – 17:00; 23:00 – 06:00

Prime Time: 17:00 – 23:00

Sales Target Group: ALL 13-55 Live + TS 0-3 + Guests
Broadcast of JOJ Group channels: DVB-T, Cable, Satellite

SEASONAL INDEX

MONTH	INDEX
JANUARY	1,00
FEBRUARY	1,15
MARCH	1,70
APRIL	1,75
MAY	1,85
JUNE	1,80
JULY	1,00
AUGUST	1,20
SEPTEMBER	2,00
OCTOBER	2,00
NOVEMBER	2,00
DECEMBER (1.-23. 12.)	2,00
CHRISTMAS (24.-31. 12.)	0,95

JOJ
NETT

GRID

- Weighted CPP levels are based on guaranteed annual budget
- Amounts are in NETT NETT prices w/o VAT
- In case of non guaranteed volume will weighted CPP be provided according to the volume of first campaign
- Guaranteed CPP is valid only up to the amount of guaranteed budget, alternatively set up to the top level of the budget
- Guaranteed CPP will not be adjusted in the case of increased budget above the prior signed level if commercial space is 100 % sold out during three consecutive months between 08:00 and 24:00
- The penalty for unfulfilled guaranteed budget is 40 %
- Cancellation of signed media contract – 100 % cancellation charge applies
- Delayed order delivery / completely changed order + 10% surcharge

The conditions for buying a client will be provided only based on a TV buying authorization. In case of a tender, the conditions for a buying client will be provided only based on an authorization for TV buying and negotiating buying conditions. Merging client's budget will be acceptable only if the parent company owns proven min. 50 % share of subsidiaries or is clearly stated in the SR Company Register.

<i>GUARANTEED BUDGET NETT NETT</i>	<i>BASIC WEIGHTED GROUP CPP NETT NETT</i>
0.00 €	1460.00 €
20,000.00 €	360.00 €
50,000.00 €	330.00 €
100,000.00 €	320.00 €
200,000.00 €	315.00 €
300,000.00 €	310.00 €
400,000.00 €	307.00 €
500,000.00 €	305.00 €
600,000.00 €	302.00 €
700,000.00 €	297.00 €
900,000.00 €	288.00 €
1,000,000.00 €	277.00 €
1,500,000.00 €	270.00 €

OTHER INDEXES

- POSITIONS (first) index = 1,45*
- POSITIONS (last) index = 1,35*
- POSITIONS (second/penultimate) index = 1,30*
- POSITIONS (third/third to last) = 1,25*
- POSITIONS (any requested) = 1,20*
- POWER BREAK index = 1,40**
- DOUBLE BRAND index = 1,25***

JOJ CINEMA

REPORT

SPOTS

SPOTH LENGHT	SPOT INDEX	TANDEM
5"	0,40	-
10"	0,60	0,70
15"	0,80	0,85
20"	0,90	1,00
25"	0,95	1,15
30"	1,00	1,25
35"	1,35	1,35
40"	1,50	1,50
45"	1,75	1,75
50"	1,85	1,85
55"	1,95	1,95
60"	2,00	2,00

* Surcharge for each requested position is determined by the actual achieved rating of specific ad break

** Surcharge for requested spot in power break is determined on the basis of actual achieved rating of specific ad break, power break is short ad break in top programs, max. once per hour

*** In case of more then 2 clients in an ad break, whose representation exceeds 17 % of the total footage, the markup will be increased linearly. In the case of a tandem spot, mark up is calculated from the tandem footage of the spot, not just its part.

JOJ Group will not broadcast a TV spot in which the client verbally or visually presents a TV channel that is not part of JOJ Group, its program and products, or any other service or product which rivals JOJ Group's services and products. Hints at non-JOJ Group services and products (whether direct or indirect) are not admissable either.

METHOD OF PURCHASE - TV

FIXED SHARE OF JOJ GROUP
CHANNELS FOR 2024*

 **63%**

 **16%**

 **13%**

OTHER** **8%**



OTHER CHANNELS

offer of channels according to current trade representation at JOJ Group PMT/TNS measurement at the present are JOJ Šport, JOJ24, JOJ Svet, JOJKO, Prima Plus

* measured ratio of channels can change four times a year based on the performance of individual channels, always min. 45 days before planned change, the ratio will be always adjusted individually after launch of a new channel, which will be represented in trade by JOJ Group

** in case the group's „other channels“ do not include any TV channels, percentage share will be transferred in favor of JOJ Plus and WAU. If the audience share of one of the „other “ stations reaches 1 % for at least 6 months,



DISCOUNT POLICY

MAIN VARIABLES IN PRICING

- volume of investment to JOJ GROUP
- share in TV budget to JOJ GROUP
- share in TV budget to other station within JOJ GROUP
- guaranteed budget investment to OMK (sponsorship and/or Valetin and/or podcasts)
- additional investment to „Other TV“
- additional investment to JOJ24, JOJ Sport and JOJ Svet
- purchase of GRPs in ideal fixed ration of time slots Prime time/Off time: 70/30 and more

Early signing of an agreement
in following levels:

UNTIL 30. 11. 2023 | **12%**
UNTIL 31. 12. 2023 | **10%**
UNTIL 31. 01. 2024 | **5%**

The purchase of campaigns in the months 01-02/2024 will be made on the basis of the 2023 terms, in the case of terms not yet concluded, with the application of the announced inflation of 18,5 %. For the purchase of campaigns from 03/2024 onwards, it is necessary to conclude the terms applicable for 2024. The purchase of advertising space by the agency is always carried out on the basis of a mandate from the client. In the case of an ongoing media tender, the price of the requested monthly campaign will only be determined on the basis of its value (budget/GRP) in the respective month.

SPONSORSHIP

SPONSORSHIP INDEX

- **EXCLUSIVE POSITION:** 1,50
- **FIRST POSITION:** 1,30
- **SECOND POSITION:** 1,20
- **THIRD POSITION:** 1,10

** The decision on floating sponsorship placement is made solely by JOJ Group*

FLOATING SPONSORSHIP*

brand

FLOATING SPONSORSHIP INDEXES (INVESTMENT EUR NETT NETT)

0,00 €	1,30
30 000,00 €	1,25
50 000,00 €	1,20
75 000,00 €	1,15
100 000,00 €	1,10
125 000,00 €	1,05
150 000,00 €	1,00
200 000,00 €	0,90
250 000,00 €	0,80
300 000,00 €	0,70
500 000,00 €	0,60



SPONSORSHIP

OTHER SPONSORSHIP TYPES

- *Active product placement:* **15 500 € NETT NETT**
- *Passive product placement:* **individual offer**
- *Product placement New home:* **5 000 € NETT NETT**
- *Reportage TOPStar:* **1 500 € NETT NETT**
- *PR interview Morning news* **1 500 € NETT NETT**
- *Injection: 5 500,00 € 1x injection with sponsorship message in PT*
3 300,00 € 1x injection with sponsorship message in OT
50,00 % sponsorship surcharge of injection in each program episode in the value of sponsorship 30.000 € NETT NETT
40,00 % sponsorship surcharge of injection in each program episode in the value of sponsorship 50.000 € NETT NETT
30,00 % sponsorship surcharge of injection in each program episode in the value of sponsorship 100.000 € NETT NETT
25,00 % sponsorship surcharge of injection in each program episode in the value of sponsorship 100.000 € NETT NETT
- *Teleshopping*
- *Competitions linked with programs on TV and online*

SPONSORSHIP

CONDITIONS FOR PROGRAM SPONSORSHIP

- *The sponsor may be a legal person or an individual. Sponsor cannot be a person whose principal business is manufacture, sale or lease of products which are not allowed to be advertised.*
- *The sponsor cannot be a person whose principal business is manufacture of tobacco products, drug manufacturers may be sponsors only if the condition of advertisement are met.*
- *When choosing a sponsor, consideration should be given to its suitability with respect to the content or sponsored program to be broadcasted. The sponsor must not influence the content or timing of the sponsorship program's broadcasting.*
- *The sponsor of programs for children and youth cannot be a person whose principal business is manufacture or sale of alcoholic beverages.*





SPONSORSHIP

CONDITIONS FOR PROGRAM SPONSORSHIP

Content

- Sponsorship message must contain the name of the legal entity or sponsor's logo.
- Sponsorship message must point out the link between the sponsor (manufacturer) and sponsored programs. E.g.: This program is brought to you by ...
- Sponsorship message must not specify or promote features of the product, e.g. excellent juice, the most delicious lemonade, best selling vitamin ... Etc.
- Sponsorship message must not contain sequences from commercials.
- Ban applies on direct sale, purchase or rental of goods and services, e.g. It is not allowed to mention discounts or other benefits for POS (Point Of Sale).
- Sponsorship message must not contain interaction with viewers and any form of encouragement to purchase. It is possible to display a product or category of known products in sponsorship message. It is important to ensure, that the program sponsor is the manufacturer, not the product.

Proposal / storyboard/ and finished spons. message is subject to a final approval by JOJ Group.

In case of interest, we can arrange the design and production of a sponsorship message for the client according to his/ hers requirements



VALETIN

PREMIUM VIDEO CONTENT OF SLOVAK PUBLISHERS WITHIN ONE PLATFORM

- **JOJ Group** (*joj.sk, noviny.sk, jojplay.sk, joj24.sk, huste.tv, jojsport.sk, videoportal.sk, topstar.sk, prezenu.sk, smechlapi.sk, maminerecepty.sk, kinosala.sk, cvicte.sk, jojzdravie.sk, europskenoviny.sk a ďalšie*)
- **News and Media Holding** (*pluska.sk, plus7dni.pluska.sk, sport24.sk, trend.sk, plustv.sk, emma.sk, wanda.sk, zena.sk, sarm.sk, zdravie.pluska.sk, polovnictvo-rybarstvo.sk, izahradkar.sk, ujszo.sk*)
- **Ringier Axel Springer SK** (*aktuality.sk, sport.sk, diva.sk, dobruchut.sk, najmama.sk, noizz.sk, zive.sk*)
- **Internet.sk** (*dnesh24.sk, sport7.sk, fony.sk, imeteo.sk, rodinka.sk*)
- **touchIT.sk**
- **Bratislavské Noviny**
- **MAFRA** (*hnonline.sk, hnstyle.sk, finweb.sk, svetevity.sk*)
- **WPRESS** (*tyzden.sk*)
- **Dobré média** (*dobrenoviny.sk*)
- **AND OTHERS** (*garaz.tv, oktagon.tv, mall.tv...*)

The VALETIN platform offers unified video ad formats from all partners, allows for transparent measurement by independent third parties and due to its exclusive location in IN-STREM, it guarantees high visibility.

ONLINE

AD FORMATS

- **IN-STREAM** Videoadvertisement in spotlengths from 0 – 60 sec.
- **Preroll/Midroll** from 21 EUR/CPT*
- **JOJ PLAY** - big screen Preroll/Midroll from 31 EUR/CPT*
- **Postroll** from 24 EUR/CPT*
- **Branding background** from 14 EUR/CPT*
- **Mobile interscroller (image)** from 15 EUR/CPT*

* CPT = Cost per thousand – price per thousand impressions of an ad format

Complete current pricelist is available on : www.jojgroup.sk

** For standard orders it is possible to choose gender/age and specific program/portal targeting, or use DMP data

*** For private deals, fees are charged to third parties

PURCHASE METHOD

- **Standard order****
- **Private deal via programatic purchase*****

TVJOJ PLUS WAU 24 ŠPORT SVET Jojo tuji

CINEMA family play valetin PREMIUM SLOVAK SFILM SMYSTERY SHORROR SHISTORY PLUS Prima

CONTACTS



Martin Heržo
Sales director
+421 903 609 730
herzo@joj.sk



Martin Kysela
TV/digital
representative
manager
+421 908 666 556
kysela@joj.sk



Marcel Jurko
TV representative
manager
+421 918 919 462
jurko@joj.sk



Pavol Záhradník
Product
representative
manager
+421 903 421 049
zahradnik@joj.sk



Ľubica Kostercová
Sales manager
+421 903 744 474
kostercova@joj.sk



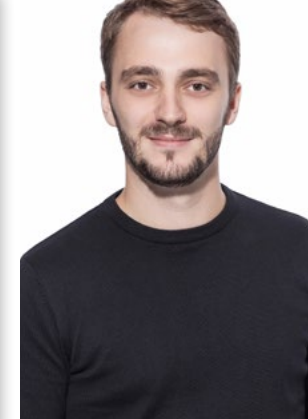
Andrea Vongrejová
Sales manager
+421 905 961 173
vongrejova@joj.sk



Michaela Škopeková
Sales manager
+421 908 549 123
skopekova@joj.sk



Izabela Bedajová
Digital sales manager
+421 917 364 461
izabela.bedajova@joj.sk



Ján Krnáč
Yield manager
+421 915 900 422
krnac@joj.sk



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