

MAX Sport Sales Policy

August 2018

NOVA BROADCASTING GROUP

ЗАЕДНО СМЕ №1



Sport Content

MAX SPORT

Football

UEFA Champions League / all Tuesday games +
UEFA Champions League Final game/
Italian Football Championship - Serie A
Dutch League - Eredivisie
Beach Soccer

Tennis

ATP World Tour 1000 Masters series
ATP World Tour 500 series
ATP World Tour 250 series
ATP Next Gen (2018)
WTA International Events
Mubadala World Championship

Motor sports

MotoGP
Nascar Sprint Cup
FIM Speedway World Championship
FIA World Rallycross Championship
V8 Supercars

Volleyball

FIVB Women's World Championships (2018)
FIVB World Cup (2019)
FIVB Volleyball Nations League

Basketball

Euroleague
EuroCup

MMA & Boxing

UFC
Frank Warren Boxing

Golf

PGA European Tour
The Open Championship
US Open Championship
PGA Championship

Hockey

National Hockey League - NHL

Athletics

Diamond League

Rate Card

UEFA Champions League*	BGN 2 400
UEFA Champions League studio*	BGN 500
Serie A /Italian football/	BGN 800
Eredivisie & other football tournaments	BGN 400
Tennis tournaments	BGN 250
Tennis tournaments with Bulgarian participation	BGN 450
Motor sports	BGN 180
MMA**	BGN 140
Volleyball	BGN 100
Basketball	BGN 80
Golf	BGN 50
Hockey on ice	BGN 50

**For play-off rounds and group stages - all Tuesday games for which MAX Sport has acquired broadcasting rights.*

*** In case of Bulgarian participation in any of the tournaments, the indicated price may be indexed*

In case of purchasing the broadcasting rights for championships/events different from the listed above, the corresponding conditions will be further added in the present Rate Card.

Validity: 01.08.2018 - 31.12.2018

All indicated prices are for 30-second (thirty-second) spots in BGN, VAT excluded.

For advertising spots with length different from 30 (thirty) seconds, spot length coefficients according to Nova Broadcasting Group's rate card shall be applied.

Advertising spots in the channels MAX Sport 1 and MAX Sport 2 are without guaranteed audience reach.

Some of the sports events are subject to specific requirements/limitations for sponsorship and advertising of certain products and services, according to the contracted conditions with the respective licensors.

The present rate card is a subject to change with a 30-days notice.

Discounts and surcharges for buying advertising time in MAX Sport 1 and MAX Sport 2



Agency discount

All advertising agencies who purchase advertising time are granted a 5% discount from the Rate Card prices.

Volume discount

Discount for annual net investment as it follows:

Up to 15 000 BGN	25%
15 001 - 30 000 BGN	30%
30 001 - 50 000 BGN	35%
50 001 - 100 000 BGN	40%
Over 100 000 BGN	45%

Additional surcharges

Two commercials in the same break	20% surcharge is applied to the second commercial
Co-advertising /additional brands/	Up to 40% surcharge
Combo advertising	80% surcharge
Fixed first or last position in a commercial break	25% surcharge
Fixed second or penultimate position in a commercial break	15% surcharge
Fixed first and last position in a commercial break	30% surcharge for both spots

The investments of agencies and/or advertisers in the channels MAX Sport 1 and MAX Sport 2 are not and cannot be a part of their investments in Nova Broadcasting Group AD's TV channels.