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RBA RATE CARD 2020

RATIONALE

In order to adapt to today's market updates and growth in the broadcasting industry, RBA as key player in this domain has introduced a range of services and broadcasting solutions which requires to upgrade all the internal related sales tools including the rate card.

NEW RATES

RBA has introduced new products and services that requires new rates other than the ones in previous rate card hence upgraded as follows;

- Rates for new services (TV & Radios)
- RBA Production service rates
- Online service rates
- KC2 Service rates
- Equipment rental & service hire rates
- Upgraded rates for value added existing services (e.g. syndicated programs)

This upgraded rate card will aim to bridge the above mentioned gaps and expand pan for RBA business negotiation possibilities and increased customer service delivery and support.

UPDATED RBA ADVERTISING RATE CARD 2020

Introduction:

As of the year 2020, RBA has 8 Radio Stations and 2 Television Stations network that gives it an outstanding national coverage, RBA has a range of online and multimedia solutions and related equipment that gives a strong competitive advantage for any advertiser to benefit from as compared to other media houses.

RBA has five regional Radio stations in different provinces which can provide an excellent syndication platform giving any advertisers the lowest cost per 1000 advertising spend.

Advertising on any RBA Network depends on the different time zones (prime and off prime) and the length of the message.

N.B Other than changes mentioned in this documents, rates will remain as appear in previous rate card.

RWANDA TELEVISION

Spot Advertisement

TIME	<u>15-sec</u>	<u>30-sec</u>	45 seconds	60 seconds
3.00 pm-6.30pm	30,000	60,000	85,000	110,000
6.30pm-7.30pm	37,500	75,000	105,000	142,000
7.30pm-9.45pm	52,500	105,000	157,500	210,000
9.45pm-4.30am	15,000	30,000	45,000	60,000
4:30am-9:30am	22,500	45,000	67,500	90,000
9:30am-3:00pm	15,000	30,000	45,000	60,000
Evening News (Kinyarwanda,	78,750	157,500	-	315,000

English & French)				
SQUEEZE BACKS & OTHER RELATED INFO GRAPGIC ADDS	55,500	85,500	105500	145,500
SCROLL MESSAGES & ANNOUCEMENTS		55,000	75,500	105,000

NB

- ➤ All Bookings must be made 5 Hrs in advance.
- > Rates are net of VAT

SPECIAL DISCOUNTED RUNOFF STATION PACKAGES/RANDOM ADVERT PLACEMENT:

Special discount packages based on 30-sec has been worked out to benefit long term advertisers. The spots will be randomly scheduled as and when space is available. There is no guarantee that the spot will air in a particular time zone.

PACKAGES	OPTION-ONE	OPTION ONE	OPTION TWO	OPTION THREE
	5% discount	7% discount	10% discount	15% discount
Duration	4.3 weeks	4.3 weeks	8.6 weeks	12.9 weeks
Number of Spots	15	30	60	90
Book Value	Up to 967,575	1,935,150	3,710,700	5,805,450
Final Cost	919,196	1,799,689	3,483,270	4,934,632

Allocation of adverts will be done by sales and Advertising Manager depending on availability of time slots and approved by Director of Marketing and Business Development before forwarded to TV or Radio for airing. A copy will be shared with the client.

RTV DOCUMENTARY/SPECIAL FEATURES/EDUCATIONAL/GOVERNMENT

TIME	5-Min	10-Min	15-Min	30-Min	60-Min
1.30pm-6.30pm	195,000	225,000	395,000	595,000	875,000
6.30pm-10.00pm	275,000	495,000	595,000	895,000	-
06.30AM-1.30 pm	50,000	100,000	125,000	150,000	EXCL SAT&SUN
10.40pm-6.30 am	75,000	105,000	95,000	125,000	215,000

RTV COMMERCIAL DOCUMENTARIES/ENTERTAINMENT

TIME	5-Min	10-Min	15-Min	30-Min	60-Min
01.30pm-6.30pm	115,000	295,000	495,000	595,000	895,000
06.30pm-10.45pm	175,000	695,000	995,000	1350,000	-
06.30AM-1.30 pm	50,000	100,000	125,000	150,000	EXCL SAT&SUN
10.45pm-6.30 am	75,000	105,000	95,000	125,000	215,000

All bookings are made 2 days in advance and Materials should reach RBA office with 12 hrs before broadcasting time

RTV LOCAL PROGRAMME SPONSORSHIP

	15-Minutes	30-Minutes	60-Minutes
NON-EXCLUSIVE	175,000	235,510	354,590
EXCLUSIVE	380,000	818,260	1,363,770
ACTVATIONS / FEATURING IN THE SHOW	795,000	1,618,262	3,545,655

TALK SHOW		2,363,770

RTV FOREIGN PROGRAMMES

ITEM	15 Minutes	30 Minutes	60 Minutes
NON-EXCLUSIVE	129,000	214,500	429,130
EXCLUSIVE	214,500	429,130	858,270

- > 30-second announcement 58,185/-
- ➤ 2 Minutes CSI clip within News/Special reporting 1,200,000 RWF

Outside Broadcasting Service (1st Hour) in Kigali

- 1,400,000 RWF OB Van Location (SD,HD&HD7CC)
- 2,800,000 RWF OB Van Location(HD13CC)
- 1,563,770 RWF Airtime
- 350,000 RWF Technical Requirements
- 1,363,770 RWF/each additional hour plus technical requirements

KIGALI CHANNEL TWO TELEVISION (KC2 TV)

Spot Advertisement

TIME	15-sec	30-sec	45 seconds	60 seconds
3.00 pm-6.30pm	15,000	30,000	42,500	55,000
6.30pm-7.30pm	18,750	37,500	52,500	71,000
7.30pm-9.45pm	26,250	52,500	78,750	105,000
9.45pm-4.30am	7,500	15,000	22,500	30,000
4:30am-9:30am	11,250	22,500	33,750	45,000
9:30am-3:00pm	7,500	15,000	22,500	30,000
WITHIN NEWS	39,375	78,750	-	157,500
SQUEEZE BACKS & OTHER	27,750	42,750	52,750	72,750
RELATED INFO GRAPGIC ADDS				
SCROLL MESSAGES & ANNOUCEMENTS		27,500	37,750	52,500

NB

- > All Bookings must be made 5 Hrs in advance.
- > Rates are net of VAT

KC2 SPECIAL DISCOUNTED RUNOFF STATION PACKAGES/ Random advert placement:

Special discount packages based on 30-sec has been worked out to benefit long term advertisers. The spots will be randomly scheduled as and when space is available. There is no guarantee that the spot will air in a particular time zone.

PACKAGES	OPTION-	OPTION	OPTION TWO	OPTION THREE
	ONE 5%	ONE 7%	10% discount	15% discount
	discount	discount	10 % discount	
Duration	4.3 weeks	4.3 weeks	8.6 weeks	12.9 weeks
Number of Spots	15	30	60	90
Book Value	Up to 483,788	967,575	1,855,350	2,902,725
Final Cost	459,598	899,845	1,741,635	2,467,316

Allocation of adverts will be done by sales and Advertising Manager depending on availability of time slots and approved by Division Manager of Sales and Marketing before forwarded to TV or Radio for airing. A copy will be shared with the client.

KC2 TV DOCUMENTARY/SPECIAL FEATURES/EDUCATIONAL/GOVERNMENT

TIME	5-Min	10-Min	15-Min	30-Min	60-Min
1.30pm-6.30pm	97,500	112,500	197,500	297,500	437,500
6.30pm-10.00pm	137,500	247,500	297,500	447,500	-
06.30AM-1.30 pm	25,000	50,000	62,500	75,000	EXCL SAT&SUN
10.40pm-6.30 am	37,500	52,500	47,500	62,500	107,500

KC2 COMMERCIAL DOCUMENTARIES/ENTERTAINMENT

TIME	5-Min	10-Min	15-Min	30-Min	60-Min
01.30pm-6.30pm	57,500	147,500	247,500	297,500	447,500

06.30pm-10.45pm	87,500	347,500	497,500	675,000	-
06.30AM-1.30 pm	25,000	50,000	62,500	75,000	EXCL SAT&SUN
10.45pm-6.30 am	37,500	52,500	47,500	62,500	107,500

All bookings are made 2 days in advance and Materials should reach RBA office with 12 hrs before broadcasting time

KC2 LOCAL PROGRAMME SPONSORSHIP

	10-	15-	30-Minutes	60-Minutes
	Minutes	Minutes		
NON-EXCLUSIVE		87,500	117,755	177,295
EXCLUSIVE		190,000	409,130	681,885
ACTVATIONS / FEATURING IN THE SHOW	250,000	397,500	809,131	1,772,828
TALK SHOW				1,181,885

KC2 FOREIGN PROGRAMMES

ITEM	15 Minutes	30 Minutes	60 Minutes
NON- EXCLUSIVE	64,500	107,250	214,565
EXCLUSIVE	107,250	214,565	429,135

- > 30-second announcement 29,500/-
- > 2 Minutes CSI clip within News/Special reporting/Coverage 600,000 RWF

Outside Broadcasting Service (1st Hour) in Kigali

- 1,400,000 RWF OB Van Location (SD,HD&HD7CC)
- 2,800,000 RWF OB Van Location (HD13CC)

- 781,885 RWF Airtime
- 350,000 RWF Technical Requirements
- 681,885 RWF/each additional hour plus technical requirements

RADIO RWANDA (NATIONAL COVERAGE)

30" SPOT ADVERTISEMENTS

Duration	0500-0900 hrs	0900-1700hrs	1700-21450hrs	2145-0030hrs
30 second Ad	22,500	18,000	22,500	18,000
30 second advert in the News (syndicated)	50,640	50,640	50,640	
Mention in (syndicated programs to 5 community Radios)	37,500	37,500	37,500	
Mention on Radio Rwanda (in none syndicated program)	25,000	25,000	25,000	25,000

DOCUMENTARIES/SKITS (Radio Rwanda)

PROPERT	5 minutes	10 minutes	15 minutes	30 minutes	60 minutes
Pre-recorded/SKITS	133,000	199,500	299,250	499,000	898,000
Activations/featuring in the show	-	-	718,800	1,427,740	2,396,400
Live program in studio.	-	-	-	1,198,000	1,997,000

PROGRAMME SPONSORSHIP (Radio Rwanda)

Sponsorship	15 minutes	30- minutes	45 minutes	60 minutes
Non Exclusive	199,500	299,250	399,000	798,000
Exclusive	332,500	498,750	798,000	1,197,000

MAGIC FM/INTEKO RADIO SPOT ADVERTISEMENT

Duration	0600-1000 hrs	1000-1800 hrs	1800-2200 hrs	2200-0530 hrs
30- second	5,400	4,200	5,440	4,200
A Mention	10,000	10,000	10,000	10,000

COMMUNITY RADIOS SPOT ADVERTISEMENT

Duration	0600-1000 hrs	1000-1800 hrs	1800-2200	2200-0530 hrs
			hrs	
30- second	10,390	7,790	10,390	5,195
30- Second in the news	15,585	15,585	15,585	-
Local/community advertisement	3,895	3,895	3,895	3,895
A Mention	10,000	10,000	10,000	10,000

DOCUMENTARIES/SKITS COMMUNITY RADIO STATON

Property	5 Minutes	10	15	30	60 minutes
		Minutes	minutes	minutes	

Pre-recorded Show	66,500	119,700	125,500	199,500	478,880
Live Program in	-	-	235,000	325,000	598,750
Studio					

PROGRAMME SPONSORSHIP:

Sponsorship	10 minutes	15 minutes	30 minutes	60 minutes
NON-EXCLUSIVE	49,500	55,500	75,500	99,650
EXCLUSIVE	149,250	195,500	215,250	249,250

DOCUMENTARIES/SKITS RADIO INTEKO

Property	5 Minutes	10 Minutes	15 minutes	30	60 minutes
				minutes	
Pre-recorded Show	25,500	45,700	100,500	155,500	478,880
Live Program in Studio	-	-	-	125,000	598,750

STANDARD PACKAGES (RADIO RWANDA & MAGIC FM):

RBA management believes that the standard packages provide an excellent return on advertising investment with the lowest cost per 1000 advertising value. The package offer generous discount. Two commercials in the prime time and three in the standard day segment. Concessions are given to clients who may plan to advertise across the RBA network.

RADIO RWANDA

PACKAGES	OPTION ONE	OPTION TWO	OPTION THRE	OPTION FOUR
Duration	4.3 weeks	4.3 weeks	8.6 weeks	12.9 weeks
Number of spots	75	150	300	450
Book value	1,123,500	2,475,500	4,950,000	7,425,500
Discount	5%	7%	10%	15%
Final cost	1,175,625	2,301,750	4,455,000	6,311,250

MAGIC FM

PACKAGES	OPTION ONE	OPTION TWO	OPTION THREE
Duration	1 Month	2 Months	3 Months
Number of spots	150 & 60 DJ Mentions	300 & 120 DJ Mentions	450 & 180 DJ Mentions
Book Value	525,000	1,050,000	1,375,000
Discount	10%	20%	25%
Final Cost	472,000	787,500	1,031,250

RBA Charges 400,000RWF for the production of a single language/voice radio advert for scripting, voicing, studio time and a CD.

RADIO LIVE BROADCAST

- 350,000 RWF OB Van Charter/rent In Kigali
- 600,000 RWF Sound Systems
- 947,410 RWF Airtime
- 100,000 RWF Technical Requirements
- 1,200,000 OB VAN Charter/ Rent out side Kigali

ANNOUNCEMENTS ON RADIO RWANDA

Particulars	HALF PAGE	FULL PAGE
Lost & found	4,500	8,500
Auction	25,500	35,500
PSAs	25,500	35,500
Death Announcements (once)	1,000	

ANNOUNCEMENTS ON COMMUNITY RADIO STATION

Particulars	HALF PAGE	FULL PAGE
Lost & found	1,500	2,500
Auction	10,500	15,500
PSAs	10,500	15,500
Death Announcements (once)	500	

2 Minutes CSI clip within News 435,000 RWF on Radio Rwanda

NB: All sponsorship packages are back ended with weekly promos and commercials

Other Services

- TV Archive material \$100 per minute; 1-30 minutes; \$65 per minute for over 30-minute material.
- Recorded Game/Match/similar content 500\$

- Radio Archive material \$20 per minute; 1-10 minute; \$10 for over 10 minute materials.
- Other ratings for production of radio documentaries (rates/Budget will depend on the; Synopsis, outline, script, visual & technical treatment, story board, artists...)
- Ratings for production of drama (Budget will depend on the; Synopsis, outline, script, visual & technical treatment, story board).

WEBSITE AND ONLINE ADVERTISEMENT

SOCIAL MEDIA MANAGEMENT

ITEM/Package	Postings	Cost
Social Media Customization + Content development/ posting/placement + Updates & chart interacts with users.	1	1,500,000 Rwf

NB: A post lasts for one week, the budget for Streaming, Video/Audio uploads will depend on the nature of content task costing.

WEB GRAPHICAL MESSAGES/SCROLLS AND ANNOUNCEMENTS

DURATION	COST
1- 4 Days	160,000 Rwf
4 -7 Days	190,000 Rwf
7-15 Days	450,000 Rwf
15-30 Days	950,000 Rwf

MEDIUM SQAURE/RECTANGULAR BANNERS(300X250Pixels)

	,	
Page	Duration	Cost
Main Home page	1 Month	150,000 Rwf
Main Home Page	2 Months	250,000Rwf
Main Home Page	6 Months	950,000Rwf
Main Home Page	1 Year	1,650,000Rwf
Internal Page	1 Months	75,000Rwf
Internal Page	2 Months	130,000Rwf
Internal Page	6 Months	250,000Rwf
Internal Page	1 Year	450,000Rwf

BRAND STORY/ WEB PAGE PROGRAM SPONSORSHIP

(Health, sports, fashion, hi-tech, Farming, Cultural...)

<u>DURATION</u>	COST
1-3 Days	60,000 Rwf
3-7 Days	185,0000 Rwf
7-14 Days	750,000 Rwf
30 Days	1,500,000 Rwf

WEB SERVICES RATES SKY SCRAPPER/BANNER

<u>Page</u>	<u>Duration</u>	Cost
Main Home page	1 Month	650,000Rwf
Main Home Page	2 Months	1,150,000Rwf
Main Home Page	6 Months	1,550,000Rwf
Main Home Page	1 Year	2,150,000Rwf
Internal Page(SC banner)	1 Months	50,000Rwf
Internal Page(SC banner)	2 Months	75,000Rwf
Internal Page(SC banner)	6 Months	350,00Rwf
Internal Page(SC banner)	1 Year	750,000Rwf

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PREMIUM TOP LEADERBOARD BANNERS

<u>Page</u>	<u>Duration</u>	Cost
Main Home page	1 Month	550,000Rwf
Main Home Page	2 Months	1,050,000Rwf
Main Home Page	6 Months	1,950,000Rwf
Main Home Page	1 Year	2,850,000Rwf
Internal Page	1 Months	50,000Rwf
Internal Page	2 Months	75,000Rwf
Internal Page	6 Months	250,00Rwf
Internal Page	1 Year	450,000Rwf

MIDDLE LEADERBOARD BANNERS

Page	Duration	Cost
Main Home page	1 Month	350,000Rwf
Main Home Page	2 Months	650,000Rwf
Main Home Page	6 Months	950,000Rwf
Main Home Page	1 Year	1,650,000Rwf
Internal Page	1 Months	30,000Rwf
Internal Page	2 Months	65,000Rwf

Internal Page	6 Months	150,00Rwf
Internal Page	1 Year	350,000Rwf

BOTTOM LEADER BOARD BANNERS

Page	Duration	Cost	
Main Home page	1 Month	450,000Rwf	
Main Home Page	2 Months	650,000Rwf	
Main Home Page	6 Months	950,000Rwf	
Main Home Page	1 Year	1,650,000Rwf	
Internal Page	1 Months	50,000Rwf	
Internal Page	2 Months	75,000Rwf	
Internal Page	6 Months	250,00Rwf	
Internal Page	1 Year	350,000Rwf	

NB:RBA reserves rights to place or remove the clients web adverts on/from the specific web spot/page... depending on circumstance and if any advert is not placed or is replaced by another content, the client will be notified and compensated with a similar spot in the similar length of time.

RBA AUDIO VISUAL PRODUCTION RATES OPTION 1(PACKAGED)

Package	Length	Cost
STANDARD PRODUCTION(TVC)		
Content Development		
Scripting	Up to 60Minutes	2,650,000 Rwf
Story boarding	video	
 Graphics and animations 		
 Photography 		
Audio Recording & Voicing		
Audio video editing		

OPTION 2 (**DETAILED**)

CONTENT	LENGTH	COST
Pictures motioning with text and audio background(video format)	Up to 60to Minutes	650,000Rwf
Video mix and motioning per script and audio background	Up to 60 to Minutes	1,150,000
Video mix pictures and graphics motioning per script and audio background	Up to 30 to Minutes	1,650,000Rwf
 Special animations Graphic animations Special animated character insertions Special audio/video mixing 	Up to 30 to Minutes	4,500,000
 SPECIAL STORY COVERAGE PRODUCTION Shooting/Recording Audio/video and editing + adding feasible insertions 	Up to 30 minutes	1,500,000

VIDEO DOCUMENTADY	Per minute	275 000
VIDEO DOCUMENTARY	Per minute	375,000
Conceptualizing		
Story boarding		
Writing script		
Shooting/Recording & Editing videos		
 Inserting archived/recorded images 		
Recording & editing Audio		
 Developing & editing Graphics and animations 		
 Texting 		
Adding Narrations		
Production		
VIDEO COVERAGE		
OF THE EVENT (With a Team of Two Cameramen)		
Conceptualizing		
 Writing a script 	Up to 1 Hour	2,500,000 Rwf
Shooting interviews		
Editing Audio		
Developing Graphics,		
 Editing a short Video 		
 Coverage of the Event of One Day, 		
give-away of all footage		
and one short Video.		
PHOTOGRAPHY(Feasible events)	Softcopy	
Up to 150 Photos	Album/Gallery	2,500,000Rwf
op to 130 Thotos	labeling	2,500,000KW1
	labeling	
Special audio program/Drama Series production	Up to 30Minutes	
Conceptualizing	op to continues	1,750,000Rwf
Writing a script		1,700,00011111
Conducting interviews		
Recording Audio		
Editing Audio		
Editing the Radio programRadio Program/Drama series		
Radio Program/Drama series Radio program production support		
Radio Program production support Radio Ad Production	Up to 60 seconds	
	op to ou seconds	750 000Pwf
• Scripting		750,000Rwf
• Voicing		
Recording Min 6 Filting		
Mix & Editing		
Mastering		
Mixed language/voices	YY	000,000
Short Radio drama Production(4 voices)	Up to 15Minutes	800,000Rwf
Copyright (Script)		
 Recording 		
Mix & Editing		

Jingle/Soundtrack Composition Beat making Singers/artist recording (excluded artists costs) Mix & Editing Mastering	Up to 30 Minutes	3,750,000
 ARCHIVE COST AND PRODUCTION Feasible archived video Feasible archived photo Feasible archived audio 	Up to 30 Minutes production	1,500,000For production +(755,000 per year for 1 archived Video) +1(175,000 per year for 1 archived photo/audio)

NB: Any other Archive budget will depend on composition, size, rights, storage, age and any other involved costs.

The above prices are exclusive of taxes and extra charges like for required characters, artist, animations, rights and other required features in the audio/visual production and any other production extra costs.

: Clients ensure full rights on given materials used during the production and hold permissions for shooting sites and involved individuals and contents and ensure to cater for any other required fees for tasks outside RBA's responsibilities.

STREAMING SERVICES

SERVICE	Up to 1Hour	Up to 2hours.
STREAMING	2,500,000	4,500,000
FEED SERVICES	2,500,000	4,250,000
VIDEO RECORDING	1,500,000	3,500,000

BRANDING AND VISIBILITY(TV, ONLINE/ WEBSITE AND FIELD VISIBILITY)

SERVICE	Up to 1Hour	Up to 2hours.

VISIBILITY /IN STUDIO BRANDING	650,000	1,500,000
PRODUCT DISPLAY(PER 1 PRODUCT)	450,000	950,000
PRESENTER BRANDING (PER PRESENTER)	450,000	950,000
RBA/MEDIA PRODUCT BRANDING	500,000	1,500,000

NB: Any other service budget will depend on number of cameras and equipment involved data consumption and any other involved costs.

EQUIPMENT/RENT SERVICE/HIRE

EQUIPMENT/SERVICE	1Hour	Up to 4 hours.	Whole day
Flyaway kit(Satellite dish & kit)	1,500,000	4,500,000	8,500,000
Sound System (Medium)	600,000	1,500,000	2,500,000
Sound System (Public Address/Outdoor)	1,500,000	2,500,000	4,500,000
Camera/coverage equipment/technical service support	500,000	1,500,000	2,500,000
Microphone/MC/Presenter/moderation			
service/ technical support services	500,000	1,500,000	2,500,000
Studio suite/ Standard			
Room/space/Studio equipment/Service support.	500,000	1,500,000	3,500,000

Other Equipment and service rentals' budget (e.g. Sites, spaces...) will depend on technical specifications, rights and involved service cost.