



# **MEDIA PACK 2025**

Thought leadership for New Zealand businesses





# **OUR BRANDS**



At NZBusiness we aim to inspire, educate and inform entrepreneurs to help them make better business decisions and drive positive change. We strive to be the trusted source to help navigate the business landscape with certainty. In doing this, we provide wellcurated articles, inspirational stories, expert advice and the latest insights to empower business owner-operators and decision-makers to navigate through their business challenges and triumphs successfully.

96%

of all Kiwi businesses are SMEs



# Management INSPIRING BUSINESS LEADERS

Focused on established and aspiring business leaders, our trusted platform delves deeply into forward-thinking trends, key issues, and best management practice to help them navigate the complexities of the modern business landscape. Management is committed to delivering high-quality content, including in-depth articles, interviews, profiles and expert opinions so that these professionals can anticipate complex business challenges and identify future opportunities.

1955

the first year

Management was published

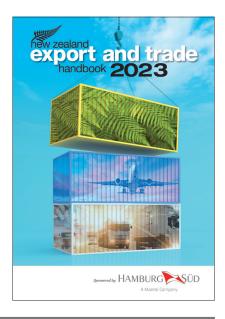




Our vision with ExporterToday is to be the go-to online resource for exporters, importers, and exporting service providers through the sharing of learnings and insights to help these businesses drive their export performance. We'll analyse and interpret trends in international markets, trade policies, and regulatory matters, helping our readers stay informed about emerging markets, global waters and news from the local export scene to enable them to make the best decisions for their business.

\$84bn

is the total value of New Zealand exports in 2023







NZBusiness is targeted squarely at this nation's owner operators and owner managers. Their businesses (defined as those employing 1-20 staff), make up 96% of all enterprises by number and account for nearly 40% of value added output. Typical readers of NZBusiness are business owners, partners, directors, and general managers of companies with annual turnovers up to \$20 million. Our digital magazine also reaches managers in larger companies, government agencies and corporates which have a small business interest. Around 25% of readers are employed in these areas.

# **REACH & ENGAGEMENT\***

MONTHLY UNIQUE USERS

**MONTHY PAGE VIEWS** 

**AVERAGE DWELL TIME** 

10,265

23.565

1m02s

NEWSLETTER SUBSCRIBERS

5,809

AVERAGE OPEN RATE

32%

# **SOCIAL MEDIA**



FOLLOWERS

3,803



**FOLLOWERS** 

824

# **DIGITAL ISSUE**

Every quarter, *NZBusiness* publishes a Special Digital Issue as a supplement to the exclusive content and regular updates found on our website. These issues include specially curated content around specific business topics over 40 pages. They provide a targeted option for advertisers to reach potential clients in an editorial environment that is well-informed, and of value to the small business leaders and owners who read our publication.

TOTAL PROMOTIONAL REACH

33,000 - 42,000



# **H1 2025 EDITORIAL THEMES**

# **January: Planning for success in 2025**

Off the back of our December 2024 digital issue on Professional Development, the start of the new year is ideal for SMEs to reassess their vision, set measurable goals, and align operations for success. Topics include market analysis/outlook for the year ahead, scenario planning, leadership goal-setting tips and programmes, and embracing strategic agility to navigate New Zealand's evolving economic landscape.

# February: Sustainability as a competitive edge

This theme coincides with the launch of season two of our podcast *Sustainably Ever After*. Sustainability is a growing consumer priority and regulatory focus in New Zealand. The series explores integrating sustainable practices, circular economy models, and preparing for potential regulatory changes to build resilience and brand value.

# **March Digital Issue: Advisory and growth**

In today's challenging economic landscape, the value of expert guidance and strategic counsel cannot be overstated. That's why our digital issue of *NZBusiness* magazine is dedicated to helping SMEs harness the power of professional advisory services to navigate uncertainty and seize opportunities for growth. From financial consulting and legal expertise to marketing strategies and operational efficiency, partnering with seasoned professionals can provide invaluable insights and resources to steer a SME business towards success. March 31 also marks the end of the financial year for many New Zealand businesses. We'll also feature a comprehensive guide to end-of-year financial reporting, tax preparation tips, and advice on claiming deductions.

# April: The new era of customer experience

Beyond personalisation, we look at how small businesses can deliver memorable experiences for their customers. For example, integrating AI for predictive analytics, immersive shopping experiences, and next-level service strategies that will help SMEs stand out.

# May: Building better financial resilience

Financial resilience remains critical amidst inflation and rising costs. With a focus on building robust financial systems we chat to experts who will advise on cash flow management, funding opportunities, and contingency planning for disruptions such as supply chain challenges.

# June Digital Issue: Tech-proofing your business

How you can future-proof your business with Generative AI and emerging tech? New technologies are constantly revolutionising productivity, marketing, and customer experiences within organisations. SMEs can learn how to implement these tools effectively and cost-efficiently to remain competitive and innovative. In this digital issue of *NZBusiness* we focus on practical applications of digital transformation for small businesses with fascinating case studies, user experiences and details on the best tech for your business. From affordable solutions for automating tasks, data-driven decision-making, and enhancing customer engagement, it's all addressed in this bumper digital issue.



# **H2 2025 EDITORIAL THEMES**

# July: Your mid-year reset - boosting efficiency & resilience

July is the start of the new financial quarter, offering a chance for businesses to review their operations at a time of year when things may be a lot slower for many, and they are looking to implement efficiency strategies for the next six months. It's also an opportunity for self- and team-reflection focused on professional growth and improvement. We'll explore strategies and advice for getting the most out of your small team and becoming the best leader you can be.

# August: Export opportunities and global trade

Plans to expand? *NZBusiness* gets to grips on New Zealand's place in the global market. As we look ahead to spring, export-focused SMEs are gearing up for seasonal production. We take a look at which markets are hot for trade, explore barriers and opportunities for exporting, get advice on expanding and adapting to global market demands, and look at how to best manage the costs associated with international trade.

# September Digital Issue: Investment and funding

We explore the critical strategies and insights that SMEs need to secure funding and attract investment. Whether they're navigating the world of venture capital, seeking angel investors, or exploring crowdfunding, this edition is packed with expert advice to help owners unlock growth. We also delve into the often-challenging process of working with financial institutions like banks to access loans, manage debt, and build lasting relationships. From capital-raising tactics to practical tips for financial negotiations, and profiles of businesses who have been there, got the cash, this is the ultimate guide to driving SME businesses forward.

# October: The David Awards special

A special issue dedicated to profiling the winners from The David Awards 2025, as we celebrate the unsung heroes in home and small businesses throughout New Zealand. As a long-time supporter of small business in New Zealand, *NZBusiness* is proud to be associated with these awards, and in helping shine a light on small businesses doing big things. In this issue, readers will find profiles of the award recipients, highlighting their unique journeys, the challenges overcome, and the values that drive their success.

# **November: The evolving workforce**

From ideas about the future of work and adapting to hybrid models, along with retention strategies, we look at the unique challenges small business owners face in attracting and retaining people who are as passionate about their business as they are. We interview recruiters, HR professionals and service providers about the best solutions to help SMEs navigate the often tricky arena of people management.

# December Digital Issue: Professional development & training

This digital issue of NZBusiness magazine is dedicated to professional development and training opportunities tailored specifically for SME managers in New Zealand. From pursuing advanced degrees like MBAs to specialised owner-manager programmes, the avenues for upskilling and training abound, offering SME leaders the tools and insights needed to drive innovation, foster growth, and navigate challenges with confidence. We delve into the diverse array of professional development options available to SME managers, from traditional academic pathways to experiential learning and executive coaching.





Management magazine is specifically targeted at New Zealand's senior business decision-makers and leaders within the corporate sector, large government organisations and in the not-for-profit arena. The magazine is aimed at leaders who hold senior positions in New Zealand's largest companies and organisations across all industry sectors. We tackle critical leadership, management and economic issues and highlight global trends that are likely to impact New Zealand leaders today and into the future, providing best practice thinking on every aspect of leading a company.

# **REACH & ENGAGEMENT\***

MONTHLY UNIQUE USERS

**MONTHY PAGE VIEWS** 

**AVERAGE DWELL TIME** 

4.200

13.626

1m05s

NEWSLETTER SUBSCRIBERS

2,761

AVERAGE OPEN RATE

30%

# **SOCIAL MEDIA**



**FOLLOWERS** 

1,176



**FOLLOWERS** 

244



**FOLLOWERS** 

741

# **DIGITAL ISSUE**

Every quarter, Management publishes a Special Digital Issue as a supplement to the exclusive content and regular updates found on our website. These issues include specially curated content around specific business topics over 20 pages. They provide a targeted option for advertisers to reach potential clients in an editorial environment that is well-informed, and of value to the business leaders and owners who read our publication.

TOTAL PROMOTIONAL REACH

10,000 - 19,000





# **2025 EDITORIAL THEMES**

# January Digital Issue: New year, new you

A detailed look into the professional and personal development goals and aspirations of C-Suite executives – what senior leaders need to know to embrace the challenges 2025 will undoubtedly bring.

# **April Digital Issue: Building resilient organisations**

As AI and cybersecurity issues continue to dominate organisational thinking and strategy, how are New Zealand leaders ensuring their organisations remain resilient and able to adapt to the unrelenting pace of change – whether it be technological, geopolitical or just being a force for good.

# July Digital Issue: People management/health and safety for leaders

Nothing is as important for New Zealand leaders as attracting, inspiring and retaining the best people for your organisation. And that is far easier said than done. In this issue we delve into the latest international thinking on the best way to lead your people, and keep them motivated and inspired. We also look at leader's own mental health self-care, and how to promote a healthy and safe workplace across the whole organisation. We highlight the NZ and international organisations offering sterling examples of best health and safety practices.

# October Digital Issue: Personal and professional development

Examining local and international leadership trends every leader needs to understand and implement. How do leaders ensure they are continually learning and enhancing their own leadership skills all the while encouraging and guiding their leadership team.







A large percentage of New Zealand's export growth comes from new and emerging smaller exporters with innovative, premium products and services that the world wants to buy. *ExporterToday* is right behind these success-driven entrepreneurial businesses, and is targeted specifically at export related companies throughout New Zealand. These companies – 49% of whom are based in Auckland and Northland – travel more, communicate internationally more, freight more and have more sophisticated needs in banking, insurance, payments and logistics. Our readers come from industries including; food and wine, manufacturing, agriculture, horticulture and forestry, IT, software, and education.

# **REACH & ENGAGEMENT\***

MONTHLY UNIQUE USERS

**MONTHY PAGE VIEWS** 

**AVERAGE DWELL TIME** 

1,005

4,059

1m25s

NEWSLETTER SUBSCRIBERS

2,149

AVERAGE OPEN RATE

30%

# **SOCIAL MEDIA**



**FOLLOWERS** 

338

# **HANDBOOK**

The book that backs our export drive! ExporterToday publishes the New Zealand Export & Trade Handbook, the only definitive annual guide for companies involved in exporting and importing.

It is a popular international guide to doing business with New Zealand.

Updated and reviewed annually, it provides a wealth of specialised information relevant to

Updated and reviewed annually, it provides a wealth of specialised information relevant to New Zealand's export/import industry.

### **DISTRIBUTION**

3,500



# **ADVERTISING & SPONSORSHIP**

Across our titles, we can offer you a variety of ways to engage with our audiences – your potential clients – via our many different channels to create genuine awareness.

We reach business owners, senior management, decisionmakers and influencers right across the business spectrum, from tiny micro businesses, to mid size SMEs, into the corporate and not for profit sectors. By partnering with us you can reach them too, while at the same time reinforcing your brand and key advertising messages.

NZBusiness, Management and ExporterToday provide

our readers and advertisers high-quality, carefully curated content and big picture thinking in a very safe and trusted brand environment. With more than 85 years' experience we bring a wealth of quality business journalism, expert advice and future-led thinking.

Our brands focus on inspiring, educating and informing SME businesses and business leaders with practical and expert opinion articles to help them navigate their businesses along with delivering best practice thinking on critical leadership, management and relevant geo-political issues.

# **OPPORTUNITIES**

### **Brand Ads**

A powerful way to display products and services via our websites, digital magazines and newsletter channels. Make an impact with high-quality display ads.

### **Sponsored Content**

Sponsored content opportunities across our titles provide advertisers an exclusive platform to tell their stories and deliver complex messages in a high quality advertorial format. These can include company or people profiles, case-studies, expert opinion/thought-leadership etc., either written by the advertiser or co-created with the our editorial teams.

### **Content Series\***

Here, we publish several articles unpacking and interrogating a specific topic in our unique editorial style, offering opportunities to insert brand around premium content, including:

- 'Brought to you by...' and logo on series.
- Advertorial or opinion piece included in series.
- Online brand ad (MREC) across website.
- Article included in newsletter.
- Article shared on social platforms.



### Solus eDMs

A measurable effective marketing vehicle for advertisers to promote themselves to the *NZBusiness, Management* and *ExporterToday* databases. These blasts to our databases gives you an opportunity to share your undiluted message with our subscribers, with our readers assured the content we're sharing is trusted and informative.

### Events\*

NZBusiness hosts quarterly events on specific business-related topics featuring industry thought-leaders in a panel discussion format. There is an opportunity for naming-rights sponsorship or branding/product placement opportunities.

### Always-on Sponsorship\*

A 12-month, always on, sponsorship package on one or more of our sites including a media package you're able to spend through the course of the year. These packages are bespoke and tailored to your specific needs, but commonly include:

- Logo on homepage under 'Sponsors' section.
- Premium ad placement on website homepage for a specified time period.
- Sponsored content on the website in relevant category section.
- Solus eDM featuring your undiluted message.
- Inclusion of logo within the regular newsletter.
- Brand advertising package in a digital magazine.
- Shared content across social platforms.

\*Contact leanne@nzbusiness.co.nz for more details and rates.



# **RATES**

### Newsletters and eDMs

NZBusiness	Size	Rate
Leaderboard Banner	600 x 160 pixels	\$945 per newsletter
Skyscraper	160 x 600 pixels	\$935 per newsletter
Banner	600 x 120 pixels	\$861 per newsletter
Rectangle (MREC)	300 x 250 pixels	\$735 per newsletter
SOLUS EDM		\$3,465 (per blast)

Management	Size	Rate
Leaderboard Banner	600 x 160 pixels	\$617 per newsletter
Skyscraper	160 x 600 pixels	\$595 per newsletter
Banner	600 x 120 pixels	\$551 per newsletter
Rectangle (MREC)	300 x 250 pixels	\$473 per newsletter
SOLUS EDM		\$2,510 (per blast)

ExporterToday	Size	Rate
Leaderboard Banner	600 x 160 pixels	\$588 per newsletter
Skyscraper	160 x 600 pixels	\$567 per newsletter
Banner	600 x 120 pixels	\$525 per newsletter
Rectangle (MREC)	300 x 250 pixels	\$452 per newsletter
SOLUS EDM		\$2,100 (per blast)

### **Sponsored Content**

NEWSLETTER	Interview	Q&A	Supplied content
NZBusiness	\$1,680	\$1,365	\$1,190
Management	\$1,105	\$1010	\$830
ExporterToday	\$890	\$756	\$660
WEBSITE	Interview	Q&A	Supplied content
WEBSITE NZBusiness	Interview \$1,890	Q&A \$1,575	Supplied content \$1,260

# **Digital Issues**

	Gold	Silver	Bronze
NZBusiness	\$5,145	\$4,095	\$3,045
Management	\$4,095	\$3,045	\$1,995

### Gold Package (one only)

- Logo on cover and branding of issue
- FP ad (IFC)
- Full page editorial
- Leaderboard ad in Special Issue EDM
- Leaderboard Website ad

### Silver Package

- FP ad run of mag
- Full page editorial
- Banner in Special Issue EDM
- MREC on Website

### Bronze Package

- ½ page ad in magazine
- ½ page editorial
- MREC in Special Issue EDM

### **Websites**

NZBusiness	Size	Rate
Billboard Banner	970 x 250, 623 x 160 and 373 x 96 pixels *	All pages \$1,100 per week
Leaderboard Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	All pages \$995 per month
Homepage Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	Spots 1+2 \$945; Spots 3+4 \$809 p/m
Skyscraper	160 x 600 pixels	All pages \$924 per month
Medium Rectangle (MREC)	300 x 250 pixels (All pages)	Spots 1+2 \$800; Spots 3+4 \$751 p/m

Management	Size	Rate
Billboard Banner	970 x 250, 623 x 160 and 373 x 96 pixels *	All pages \$966 per week
Leaderboard Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	All pages \$685 per month
Homepage Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	Homepage \$578 per month
Skyscraper	160x600 pixels	All pages \$630 per month
Medium Rectangle (MREC)	300x250 pixels	All pages \$546 per month

ExporterToday	Size	Rate
Billboard Banner	970 x 250, 623 x 160 and 373 x 96 pixels *	All pages \$877 per week
Leaderboard Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	All pages \$620 per month
Homepage Banner	728 x 90, 486 x 60 and 280 x 35 pixels *	Homepage \$525 per month
Skyscraper	160x600 pixels	All pages \$587 per month
Medium Rectangle (MREC)	300x250 pixels	All pages \$495 per month

<sup>\*</sup>Three sizes required to accommodate mobile platforms



# **DIGITAL ISSUE DATES**

# **NZBusiness Digital Issues**

March 2025	
Booking Deadline	24 January 2025
Material Deadline	7 February 2025
Publication Date	6 March 2025

June 2025	
Booking Deadline	25 April 2025
Material Deadline	14 May 2025
Publication Date	5 June 2025

September 2025	
Booking Deadline	1 August 2025
Material Deadline	20 August 2025
Publication Date	11 September 2025

December 2025	
Booking Deadline	24 October 2025
Material Deadline	12 November 2025
Publication Date	4 December 2025

# **Management Digital Issues**

January 2025	
Booking Deadline	12 December 2024
Material Deadline	13 January 2025
Publication Date	22 January 2025

April 2025	
Booking Deadline	21 March 2025
Material Deadline	2 April 2025
Publication Date	16 April 2025

July 2025	
Booking Deadline	20 June 2025
Material Deadline	2 July 2025
Publication Date	23 July 2025

October 2025	
Booking Deadline	12 September 2025
Material Deadline	24 September 2025
Publication Date	15 October 2025





# **SPECIFICATIONS**

### Solus eDMs

HTML code supplied for a solus eDM will be dropped into our wrapper which includes our magazine masthead banner and our footer (includes unsubscribe option) or we can create a text and image based eDM for you.

### **HTML File Specs**

- 640-pixel wide HTML table designed and created by advertiser.
- Maximum width can be up to 640 pixels.
- Recommended width of entire content: 640 pixels.
- Maximum allowable height of content: 2,000 pixels.
- HTML with only a single (1) image is not recommended as it will most likely be considered as spam emai.
- All HTML should be table-based with no <div> tags, no floating or absolute positioning.
- NO bookmark anchor tags can be use in the HTML file as it is not compatible with Lotus Notes.
- JAVASCRIPT, Flash and iFrames are NOT allowable.
- All styles must be tagged inline, not referencing any external style sheets, classes or Ids ad these are not compatible with Lotus Notes and Outlook.
- NO background images or image maps allowed as they do not work in Lotus Notes, Gmail and Outlook 2007.
- Animated GIFs are not recommended due to incompatibility with Outlook 2007.
- Images In Relative Path: compress the HTML file and all the images in a ZIP file (.zip)
- Language Encoding: UTF-8 Charset only: Big5, GB2312, Shift-JS, etc are not allowed.

### **Image Specs**

- Each image should not exceed 300K. The recommended size should be less than 100k total of all images must be less than 1024K. Under 300K is recommended images must be in .jpg, .gif or .png format and optimised for display on the web.
- JPEG image: RGB format and not CMYK
- JPEG image resolution: 72 dpi

### URLs

- 3rd party URLs accepted. No jump tags. Must be dedicated standalone clickthrough URLs.
- The maximum length for a URL should not be over 255 characters.

### IMPORTANT NOTE:

Forms should not be used under any circumstances. Our solution is completely responsive.

Unsubscribe and Web Version links will be inserted by us.

### **Display Ads**

- We can accommodate a range of images including JPEG, GIF PNG and HTML. Flash creatives are not accepted. File size must not exceed 50KB (kilobytes)
- You can provide creative by using a third-party vendor. Please find a list of what's recognised: http://bit.ly/AdsSpecs
- Ads are charged by the calendar month no part month charges.
- Design costs available on request.
- Please submit online material at least 3 working days prior to go live date.

# LEADERBOARD MREC BILLBOARD SKYSCRAPER

HOMEPAGE BANNER

### **Digital Issues**

### Full Page

With Bleed - 216mm width x 303mm height Trim Size - 210mm width x 297mm height

### Half page

180mm width x 130mm height

Supply preferably as pdf with all fonts embedded 300 dpi

Please send all material to leanne@nzbusiness.co.nz.
Rates are per month and exclude GST. Volume rates on request.



# **CONTACT**

### Leanne Moss

Commercial Business Manager leanne@nzbusiness.co.nz 021 510 771 **David Nothling-Demmer** Managing Editor david@nzbusiness.co.nz

021 149 2348