

MATERIAL SPECIFICATIONS

STANDARD ADVERTISING UNITS

WSJ offers Standard Advertising Units, making campaign planning and production efficient.

Non-Standard Advertising Units will be charged a 10% premium on the cost of the black & white space.

For sizes and additional information on Standard Advertising Units, please visit wsjmediakit.com or ask your sales representative for the latest Advertising Planning Guide.

SPECIAL ADVERTISING UNITS

WSJ also offers more than 20 innovative Special Advertising Units to allow advertisers to create a deeper affinity with our page makeup. Available national only.

For more information on Special Advertising Units, please visit wsjmediakit.com or ask your sales representative for the latest Advertising Units Guide.

MEASUREMENTS

Advertisements are measured in column inches.

See page 2 for standard page makeup information for The Wall Street Journal - U.S., Europe and Asia editions.

MATERIAL SPECIFICATIONS

PAGE MAKEUP

The Wall Street Journal – U.S., Europe and Asia

- DEPTH OF COLUMN | 21 inches (53.24 cm); 6 columns to a page
- FULL PAGE | 126 column inches (6 columns x 21 inches)
- PRINTED AD PAGE SIZE | 21.00 (depth) x 10.87 (width); 6 columns
- PRINTED GUTTER BLEED SIZE | 21.00 (depth) x 22.86 (width); 12 columns; no trim area

SINGLE-PAGE UNITS

| COLUMNS | WIDTH | | MINIMUM DEPTH | |
|---------|--------|-------------|---------------|-------------|
| | INCHES | CENTIMETERS | INCHES | CENTIMETERS |
| 1 | 1.68 | 4.267 | 1.00 | 2.540 |
| 2 | 3.52 | 8.941 | 2.00 | 5.080 |
| 3 | 5.35 | 13.589 | 6.00 | 15.240 |
| 4 | 7.19 | 18.263 | 8.00 | 20.320 |
| 5 | 9.02 | 22.911 | 9.00 | 22.860 |
| 6 | 10.87 | 27.605 | 10.50 | 26.670 |

BLEED UNITS

| COLUMNS | WIDTH | | MINIMUM DEPTH | |
|---------|--------|-------------|---------------|-------------|
| | INCHES | CENTIMETERS | INCHES | CENTIMETERS |
| 8 | 15.52 | 39.421 | 15.75 | 40.005 |
| 10 | 19.19 | 48.743 | 12.71 | 32.290 |
| 12 | 22.86 | 58.065 | 10.50 | 26.670 |

NOTES

- Advertisements exceeding 18 inches in depth must occupy and be charged as full columns (21 inches).
- Non-standard units can be placed at quarter-inch depth increments above minimum depth and will carry a 10% premium.
- Measurements for advertisements running on the front cover of each section differ. All cover units are listed in the Advertising Units Guide on wsjmediakit.com.

Bannered Sections Makeup

- All bannered sections are available in the standard sizes of:
 - 1 column (1.68) x 2.5
 - 1 column (1.68) x 5
 - 2 columns (3.52) x 2.5
 - 2 columns (3.52) x 5
- Leisure travel and meeting sites are also available in display format; minimum ad size is 1 column x 1.
- For larger sizes, call 800.648.4778.

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FOUR-COLOR ADS – DIGITAL MATERIAL REQUIREMENTS

Digital material required: PDF/X-1a:2001. Film is not accepted.

- **TYPE FONTS** | Include all screen and printer fonts with digital files. Try to avoid using style attributes offered in application toolbars. Use actual typefaces for best results. No Multiple Master (MM) fonts of any kind.
- **GRAPHICS** | Images should be 200 dpi.
- **PROOFS** | Provide proofs for digital ads. Digital hardcopy newspaper proofs are acceptable. If there is no proof exchanged, the agency accepts the responsibility for the final print outcome.
- **SCREEN RULING** | Dow Jones outputs at 100 lines per inch.
- **DOT GAIN** | For best print results, compensate for 30% dot gain (tone value increase) in the midtone dot at 100-line screen.

The Wall Street Journal does not run spot-color inks. All files containing spot color or Pantone elements must be converted to a CMYK ink mix. Not all Pantone colors are able to be matched with CMYK inks.

Dot Size Requirements for 100-Line Screen

The following dot-size requirements compensate for newsprint dot gain (TVI):

| COLOR | NON-DETAIL WHITES | HIGHLIGHTS | QUARTERTONE | MIDTONE | SHADOW |
|---------|-------------------|------------|-------------|---------|--------|
| Cyan | 0% | 5% | 20% | 36% | 60% |
| Magenta | 0 | 2 | 14 | 28 | 50 |
| Yellow | 0 | 2 | 14 | 28 | 50 |
| Black | 0 | 0 | 0 | 10 | 80 |

Other Color Quality Reminders:

- **MAXIMUM COLOR DENSITY** | 220%
For optimum results use Gray Component Replacement (GCR) when preparing files. SNAP ICC newspaper profile is available at wsjmediakit.com, or contact the local ad services bureau.
- **MAXIMUM FOUR-COLOR BLACK** | 90% Black, 40% Cyan, 32% Magenta, 30% Yellow
- **TEXT & GRAPHICS** | Type should only be surprinted in areas having tint values of 30% or less. Multi-Colored type and type reversed out of two or more colors should not be smaller than 14 point and should be reversed out of areas having at least 70% tone value in Black, Magenta or Cyan. Remove all colors under reverse to avoid registration problems.
- **UNSHARP MASKING** | Higher levels of unsharp masking should be applied to newspaper advertising where the subject matter permits.
- **TRANSPARENCIES** | Use of transparencies in original files should be avoided due to unpredictable results that create image artifacts when flattened prior to publication. All transparencies must be flattened prior to original file submission.

MATERIAL SPECIFICATIONS

BLACK & WHITE ADS – DIGITAL MATERIAL REQUIREMENTS

Digital material required: PDF/X-1a:2001
Embed all fonts.

Screen Ruling

- Dow Jones outputs at 100 lines per inch. Round dots preferred.
- Expected dot gain is 30% at the midtone dot. The preferences file should reflect this amount of gain at the scan or adjusted from within photoediting software such as Photoshop.
- Required format for black & white graphics is grayscale (@200 dpi) or black & white bitmap (@1016 dpi).
- Fine lines and serifs should not be less than .006 inch in thickness.
- We recommend that all solid reverses be a maximum of 85% black.

Halftones | Recommended Aim Points:

| | |
|----------------------------|-----|
| Specular/non-detail whites | 0% |
| Minimum highlight dot | 3% |
| Quartertone dot | 16% |
| Midtone dot | 32% |
| Shadow dot | 80% |

Note: No color formats accepted for black & white; no Multiple Master (MM) fonts of any kind.

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MATERIAL SUBMISSION

Black & White Materials

- Via Internet: <https://epic.dowjones.com>
- Adsend (1.800.823.7363); code for WSJ is TXDWA

Color Materials

- Preferred Method: via Internet at <https://epic.dowjones.com>
- Color match proof to:
Dow Jones & Company
Advertising Services
4300 North Rt 1, Building 5,
3rd Floor
Monmouth Junction, NJ 08852
- AP Adsend color transmission permitted only for files prepared with WSJ preferences and specifications.

Split-Copy Material

All split copy must be supplied as a separate graphics file. The Wall Street Journal will not separate galleys of ads that have been submitted as one file. Each separate ad must be a separate layout document file.

Pubset Revisions to Material

The Wall Street Journal is only responsible for the accuracy of pubset type that has been proofed and approved for release by the advertiser or agency.

PDF Preparation

Print-ready PDF files should be prepared by saving native files to Postscript, then distilling the file using recommended Dow Jones settings available at wsjmediakit.com or by calling the local Wall Street Journal service bureau. Creating PDF files directly from programs such as Adobe PDFWriter, Adobe InDesign, Adobe Illustrator, Adobe Photoshop or from Mac OSX is not recommended for print-ready files.

File Compression

Large digital files may be compressed to accelerate file transmission.

Platforms

Material may be submitted on either Mac OS or Microsoft Windows platforms. Mac OS is preferred.

Tearsheets

Advertisers requesting tearsheets can access them at <https://etearsheet.dowjones.com>. Please contact your Advertising Services bureau for a password and for any additional information.

MATERIAL SPECIFICATIONS

New York: 212.597.5858
London: 44.020.3426.1149
Hong Kong: 852.2831.2556

MATERIAL SPECIFICATIONS

ORDER/MATERIAL DEADLINES: Black & White Daily

North American Editions

| ISSUE DAY | INSERTION ORDERS | MATERIAL DEADLINE | ISSUE DAY | MATERIAL DEADLINE |
|-----------|--------------------------|-------------------|-----------|-------------------|
| Monday | Thursday | 12:00 noon | Thursday | 12:00 noon |
| Tuesday | Friday | 12:00 noon | Friday | 12:00 noon |
| Wednesday | Monday | 12:00 noon | Monday | 12:00 noon |
| Thursday | Tuesday | 12:00 noon | Tuesday | 12:00 noon |
| Friday | Wednesday | 12:00 noon | Wednesday | 12:00 noon |
| Saturday | (See chart on next page) | | | |

All times are listed in Eastern Time.

Black & white Split-Copy orders are due at noon and materials are due at 5:00 p.m. two days in advance of issue.

Global Edition

| ISSUE DAY | INSERTION ORDERS | MATERIAL DEADLINE | ISSUE DAY | MATERIAL DEADLINE |
|-----------|------------------|-------------------|-----------|-------------------|
| Monday | Wednesday | 5:00 p.m. | Thursday | 12:00 noon |
| Tuesday | Thursday | 5:00 p.m. | Friday | 12:00 noon |
| Wednesday | Friday | 5:00 p.m. | Monday | 12:00 noon |
| Thursday | Monday | 5:00 p.m. | Tuesday | 12:00 noon |
| Friday | Tuesday | 5:00 p.m. | Wednesday | 12:00 noon |

Four-Color | Monday-Friday

INSERTION ORDERS: May be required 2 weeks prior to deadline to secure reservations but do not become non-cancelable until 1 week prior to insertion. Ads cancelled within 1 week of publication date will be billed for space and run at a later date.

MATERIALS: 5 business days prior to insertion for proof; 4 business days prior without proof. Proofs are available upon advertiser request.

MATERIALS FOR ASIA AND EUROPE EDITIONS OF THE WALL STREET JOURNAL:

10 business days prior to insertion for proof; 7 business days prior without proof. Proofs are available upon advertiser request.

WSJ Weekend

Black & White

| SECTION | INSERTION ORDERS | MATERIAL DEADLINE |
|--------------------|---------------------------------|-----------------------------------|
| Section A | Thursday prior to issue | Thursday prior to issue - 12 noon |
| Business & Finance | Thursday prior to issue | Thursday prior to issue - 12 noon |
| Review | Thursday of week prior to issue | Monday prior to issue |
| Off Duty | Friday 2 weeks prior to issue | Monday prior to issue |

Color

| SECTION | INSERTION ORDERS | MATERIAL DEADLINE |
|--------------------|---------------------------------|-----------------------|
| Section A | 2 weeks prior to issue | Monday prior to issue |
| Business & Finance | 2 weeks prior to issue | Monday prior to issue |
| Review | Thursday of week prior to issue | Monday prior to issue |
| Off Duty | Friday 2 weeks prior to issue | Monday prior to issue |

MATERIAL SPECIFICATIONS

Securing Reservations for Guaranteed Prime Positions

Orders may be required 2 weeks prior to deadline to secure reservations for color and other prime positions, but become non-cancelable 1 week prior to issue date. Ads cancelled after this time can be billed for space and run at a later date. Material closing for prime positions is the same as the closing for black & white or color advertisements.

Special Reports/Financial Reviews

INSERTION ORDERS: 3 weeks prior to insertion date

MATERIALS: 9 days prior to insertion date

Space is non-cancelable after order closing date. Material extensions may be granted at the discretion of the Advertising Services department.

Four-Color Events/Special Reports in Asia and Europe

Multi-page color Events (4 or more pages) and Special Reports are preprinted and distributed to print sites in Asia and Europe. Materials deadlines are 10 business days prior to publication.

CONTRACT PRINTING

CONTRACT AND COPY REGULATIONS

Dow Jones & Company engages the services of contract printers in most areas of distribution to print The Wall Street Journal and other products. Outsourced printing provides readers with more timely news content and more efficient delivery service.

Caused by format variations in printing equipment, the image size of the product will be altered to fit when necessary, which can result in reduction and/or distortion to the product images. Some contract printers might not be able to produce all required pages in process color. Although we make every effort to ensure that quality reproduction processes are preserved, we cannot guarantee ad sizes or colors will be exact. Color pricing is set to reflect up to a 5% missed color variance. Advertisers will not be entitled to compensation due to size and color constraints beyond Dow Jones control. Please be assured that the content and message of all ads would not be affected.

TERMS AND CONDITIONS

GENERAL RATE POLICY

Contract and Copy Regulations

All rates are subject to change. The publisher will not be bound by any conditions, printed or otherwise, appearing on any order blank, insertion order or contract when they conflict with the terms and conditions of this rate card, or any amendment hereof.

Contract advertisers are those who (i) have placed a yearly order by The Wall Street Journal Advertising Order Form or recognized advertising agency contract, accepted by the publisher and (ii) insert and pay for space in accordance with one of the revenue or frequency rates specified in the current rate card. All other advertisers are non-contract advertisers.

To earn revenue or frequency rates, a signed contract or order must be received and accepted by the publisher within six months of first insertion and advertising must be inserted within one year from the effective date of such contract or order.

If an advertising contract or order is exceeded or not fulfilled in any edition, the rate charged will be adjusted within 90 days after the termination of the contract period to the rate earned in that edition/region. Nonpayment of invoices may result in the termination of an advertising contract and a corresponding adjustment in the rate(s) charged.

The publisher reserves the right, at any time and for any reason, to decline any advertising copy and to cease further publication of any advertising.

Only publication of an advertisement shall constitute acceptance of the advertiser's order. The publisher shall in no event be liable for failure to publish advertising when specified by the advertiser, provided that, if no advertising is published, any charges therefor received by the publisher shall be refunded.

Advertising agencies are responsible for payment of all advertising ordered on behalf of their clients, but the publisher reserves the right to hold the agency and the advertiser jointly and severally liable for all such payments.

The publisher reserves the right to revise, on notice of 30 days, any rates, terms and conditions of this rate card applicable to contract advertisers. Revisions affecting non-contract advertising may be made without notice. All advertisements are accepted for publication entirely upon the representation that the agency and/or advertiser are properly authorized to publish the entire contents and subject matter thereof.

It is understood that, in consideration of the publication of advertising, the advertiser and/or agency will fully hold harmless and fully indemnify the publisher from and against any and all claims, demands, suits, actions, proceedings, recoveries or expenses of any nature whatsoever, including reasonable fees of counsel selected by the publisher, arising directly or indirectly from the publication of any advertisement (including, but not limited to, claims of infringement of copyright or trademark or claims of libel or invasion of privacy) or based upon or arising out of any matter or thing contained in any advertisement.

The advertiser/agency acknowledges and agrees that any advertisement submitted may be included in an electronic database of published pages.

Advertisers and agencies accept responsibility for communicating any restrictions on advertising content that prohibit the use of material beyond the ordered area of coverage or on future unordered dates for layout purposes.

Advertisers and agencies further agree to indemnify Dow Jones against any claims, including without limitation copyright claims, arising from such prohibited use should the advertiser fail to disclose such restriction.

Commission and Payment Terms

Advertising agencies recognized by the publisher receive a commission of 15% of gross. If advertiser/agency is credit-approved, advertiser/agency agrees to remit payment for advertising in accordance with the terms and conditions stated on the invoice.

Agency discount applies to color charges.

No other commissions or discounts apply.

Credit Terms

Payments for all advertising run on credit will be invoiced weekly or monthly (as mutually agreed) for ads run during that period, and invoices shall be payable within 30 days after the date thereof, unless otherwise mutually agreed in writing by the parties. Credit may be suspended without advance notice for accounts with delinquent balances.

WORLDWIDE ADVERTISING SALES OFFICES

U.S. INTERNATIONAL

Chicago

One South Wacker Drive
Suite 1700
Chicago, IL 60606
Tel: 312.750.4015
Fax: 312.750.4009

New York

1211 Avenue of the Americas
9th Floor
New York, NY 10036
Tel: 212.597.5680
Fax: 212.597.5633

San Francisco

201 California Street
Suite 1000
San Francisco, CA 94111
Tel: 415.765.6130
Fax: 415.398.0929

ASIA

Beijing

Suite 302
Raffles City Beijing Office Tower.
No. 1 Dongzhimen South Street,
Dongcheng District,
Beijing 100007, P.R.
China
Tel: 86.10.8400.7788

Hong Kong

25/F, Central Plaza
18 Harbour Road
Wanchai
Hong Kong
Tel: 852.2.566.2781

Seoul

2001 Sungjee Heights 1
702-13 Yeoksam-Dong
Kangnam-Gu
Seoul 135 917
Korea
Tel: 852.2.566.2781

Shanghai

Suite FGH, Times Square, 27F
500 Zhangyang Road
Pudong New Area
Shanghai 200122, PRC
China
Tel: 86.21.5836.8228 ext. 304

Singapore

10 Anson Road
#32-08 International Plaza
Singapore 79903
Tel: 65.6415.4300

EUROPE

London

The News Building
1 London Bridge Street
London, SE1 9GF
United Kingdom
Tel: 44.203.426.1100

Paris

Dow Jones International, Ltd.
56 A rue du Faubourg Saint Honoré
7th Floor
75008 Paris
France
Tel: 33.1.40.17.17.01
Fax: 33.1.40.17.17.02

MIDDLE EAST & AFRICA

Dubai

Office 314
Building 5
Dubai Media City
PO Box 502585
Dubai
U.A.E.
Tel: 971.4.446.1670

WORLDWIDE ADVERTISING SALES OFFICES

UNITED STATES

Atlanta

1201 West Peachtree Street
Suite 2550
Atlanta, GA 30309
Tel: 404.865.4365
Fax: 404.865.4339

Boston

53 State Street
12th Floor
Boston, MA 02109
Tel: 617.654.6748
Fax: 617.654.6733

Chicago

One South Wacker Drive
Suite 1700
Chicago, IL 60606
Tel: (312) 750-4015
Fax: (312) 750-4009

Dallas

2515 McKinney Avenue
Suite 850
Dallas, TX 75201
Tel: 214.951.7140
Fax: 214.951.7149

Detroit

2000 Town Center Drive
Suite 750
Southfield, MI 48075
Tel: 248.204.5522
Fax: 248.204.5523

Los Angeles

5900 Wilshire Boulevard
Suite 2200
Los Angeles, CA 90036
Tel: 424.204.4838
Fax: 424.204.4875

Miami

2121 Ponce de Leon Boulevard
Suite 1020
Coral Gables, FL 33124
Tel: 646.241.5558

New York

1211 Avenue of the Americas
9th Floor
New York, NY 10036
Tel: 212.597.5680
Fax: 212.597.5888

San Francisco

201 California Street
Suite 1000
San Francisco, CA 94111
Tel: 415.765.6130
Fax: 415.398.0929

Washington D.C.

1025 Connecticut Ave. NW
8th Floor
Washington D.C. 20036
Tel: 202.828.3390
Fax: 646.219.0808