



ROI Paid Newspapers: Reporting Standards changes, issued July 2013, effective from July 2013.

### General Principles and Record keeping

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Contras	<p>a) Contra</p> <ul style="list-style-type: none"> <li>• You cannot claim sales of copies whose value is reimbursed in cash, kind or by contra.</li> <li>• Contra deals on advertising are specifically unacceptable. Your advertising revenues may be scrutinised as part of the audit to ensure advertising revenue is not being applied to sales of the publication, or discounts on advertising are not being used to subsidise publication purchases.</li> </ul>	<p>a) Moved to each paid circulation section and reworded: There are two versions, a simple one based on cash reimbursements aimed at individual consumer categories, e.g. see retail sales 4b: <i>However cash reimbursements to the consumer must be taken into account (excluding limited low chance lottery style promotions)</i></p> <p>and a clearer expanded version for corporate categories that allows payments/charges to be netted off e.g. see Multiple Copy Sales 3a:</p> <p><i>When calculating what price has been paid you must take into account:</i></p> <ul style="list-style-type: none"> <li>- Any reciprocal payments made by the publisher</li> <li>- Any reciprocal charges for goods or services made by the purchaser (or the intermediary if applicable) as part of the deal (for example: for distribution or marketing).</li> <li>- The value of any other goods or services provided free or discounted by the publisher (for example advertising or promotional messages).</li> </ul>	Clarity
2.	Related party/bona fide transactions	<ul style="list-style-type: none"> <li>• You cannot claim any copies sold to, or transferred to your own company/organisation, a subsidiary of your company/organisation, or other "related parties"; whether directly by you or via a third-party; for resale, or free distribution, unless you can prove to your Circulation Auditor's and our satisfaction that these are bona fide "arms length" transactions.</li> </ul>	<p>New principle: Transactions related to the claim must be bona fide 'arms length' arrangements, including definitions of related parties for ABC purposes with which arrangements must be able to be demonstrated to meet principle. Contract Publisher deemed not to be arms length for ABC purposes.</p>	Clarity  Harmonisation



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3.	Audit Issue	<p>No concept of audit issue:</p> <p>However for subscriptions mailing lists must be retained:</p> <p>For December ending periods the last issue dated November and for June the last issue dated May.</p> <p>For 3 month periods the issue distributed nearest to the first day of the last month in the Reporting Period</p>	<p>Add Audit Issue concept:</p> <p>- Subscriptions - Mailing list must be retained for Audit issue and must be able to recreate others on request</p> <p>The Audit Issue is defined as:</p> <p>a) For 6 month Reporting Periods – no change.</p> <p>b) For monthly Reporting Periods the Audit Issue is the issue distributed nearest to the 21st of the month. Where this issue was either not published or excluded under the exclusion rules then the previous claimed issue will be the Audit Issue.</p> <p>c) For any other Reporting Periods the Audit Issue is the issue distributed nearest to the first day of the last month in the Reporting Period, which also falls within the Reporting Period.</p>	Harmonisation
4.	Disallowed copies	Copies that are not bona fide full copy sales. Therefore you cannot claim separate sales of supplements	Remove	Not necessary – supplements covered under editions.
5.	Disallowed copies	-	Electronic versions cannot be claimed unless meet digital edition requirements	Harmonisation / update
6.	Retention of records	Must retain records until certificate is received for subsequent corresponding period (or if ABC staff audited until audit of this certificate)	No change except for monthly reporting periods who must retain records until 3 months after the end of the reporting period	Harmonisation

**Reported Data - None**



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**Retail Sales (Sale or Return)**

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Name	Referred to as Newstrade	Change name to Retail Sales	Clarity
2.	Copies paid for	-  -	New principle 'Single copy knowingly paid for by the consumer to the retailer'  Specified may be purchased by cash or other means agreed by ABC in writing	Harmonisation  To cover possibilities such as loyalty card schemes
3.	Reporting net sale accurately	Auditable incentive for unsold copies to be returned	Incentive for unsold copies/net sale to be <i>reported</i> [not always physically returned and covers pay on scan]	Clarity
4.	Minimum price	Minimum legal tender per copy	Removed, copies must be purchased	Harmonisation
5.	Publication of Cover Price	Must publish on the front and/or back page of every issue for which copies are claimed	Cover Price must be published on or inside front or back cover of publication	Harmonisation
6.	Price Paid	-	New principle 'Price Paid by the consumer must be clear and conspicuous'	Clarity
7.	Added value incentives	Where you offer an item or items to individuals as an incentive to purchase the publication:  1. The publication must be sold for at least 50% of the full cover price.  2. You must clearly notify the terms of the offer to the individual i.e. what item or items are offered together with their prices (unless the items are free)	Remove  Remove	Harmonisation with subs treatment  Covered by new principle above - Harmonisation
8.	Promotions (vouchers)	You must notify the wholesalers and/or retailers (as appropriate) of the offer details, including the final redemption date of the offer both to the reader and the newstrade	Remove	Not an ABC issue.
9.	Price Paid	-	Addition of assumption that sales by retailers will be treated as sales at the cover price unless there is evidence to the contrary.	Clarity



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10.	Publisher controlled promotions	Provisions must be made for voucher redemption where a promotional scheme extends over different reporting periods.  May account for redeemed vouchers on wash through basis if unlikely to affect average circulation by more than 2%	Retained  Can be accounted for on wash through basis if reporting on a monthly basis	Harmonisation
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### Retail Sales (Limited Sale or Return)

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Name	Referred to as newstrade	Retail Sale	Clarity
2.	Relevant changes as above for Sale or Return.			

### Retail Sales (Firm Sale)

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Name	Referred to as newstrade	Retail Sale	Clarity
2.	Relevant changes as above for Sale or Return.			
3.	Firm sale arrangements	-	New principle: 'The retailers' ability to vary supply must not be unduly restricted'	To ensure bona fide firm sales claimed
4.	Firm sale arrangements	The arrangement must be operating on an ongoing basis (i.e. not a limited period).	Remove	Covered by principle above
5.	Back issues	Back issues up to 12 months old can be claimed	You cannot claim back issue sales to the retailer	Clarity (now separated out from SOR)
6.	Treatment of firm sale copies	The initial supply will be the claimed sale [but there is a lack of clarity on treatment of copies given away free, sold at reduced price or using vouchers].	Proposed clarification:  a) Copies sold to the retailer can be claimed as sales at the cover price unless there is evidence to the contrary, in which case	Clarity (now separated out from SOR)



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			<p>claims should be adjusted as follows:</p> <ul style="list-style-type: none"> <li>i) The retailer distributes copies free to the consumer (these should be removed from claim)</li> <li>ii) The retailer sells copies at less than the Basic Cover Price (these may be claimed in the appropriate rate band).</li> <li>iii) The consumer makes part payment using a voucher from a publisher controlled promotion (these may be claimed in the appropriate rate band unless acceptance and redemption of vouchers is explicitly not allowed in the agreement between the publisher and the retailer in which case the voucher can be ignored),</li> <li>iv) The consumer makes full payment using a voucher from a publisher controlled promotion (these should be removed from the claim).</li> </ul> <p>For the avoidance of doubt: copies disposed of by the retailer (not sold to a consumer) do not need to be deducted.</p>	
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**Single Copy Sales**

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Relevant changes as above for Sale or Return.			



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### **Publisher Controlled Direct Delivery**

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Name	Referred to as 'In house controlled direct delivery'	Publisher Controlled Direct Delivery	Clarity
2.	Gifts and subscription packages	-	<p>Clarification of method to address treatment of gifts/covermounts and bundling:</p> <p>1. Where only 1 product is ABC claimed: the value (or perceived value) of gifts or covermounts to the consumer have no effect in the price paid for ABC purposes)</p> <p>2. Where more than one product is ABC claimed: there is a hierarchy to determine treatment – see rule.</p>	<p>Clarity</p> <p>(Recognition of current treatment)</p>
3.	Payment in arrears	<p>Where an individual is buying copies on a pre-paid basis but payments fall into arrears these copies can only be claimed:</p> <p>1. up to 1 month after the order period has elapsed AND</p> <p>2. You have a proper billing system in place and you are actively seeking payment.</p>	Same principle as paid subs i.e. Live good and collectable – i.e. remove 1 month requirement.	Harmonisation
4.	Minimum price	Minimum legal tender per copy	Removed, copies must be purchased	Harmonisation
5.	Price Paid	-	<p>New principle 'Price Paid by the consumer must be clear and conspicuous'</p> <p>The value (or perceived value) of gifts or covermounts to the consumer have no effect on the price paid for ABC rate reporting purposes)</p>	<p>Clarity</p> <p>Harmonisation with subscription treatment</p>
6.	Discounted copies shown as rate reporting	<p>Note: you can also claim in-house controlled direct delivery copies as 'Basic Cover Price' if:</p> <p>- You receive at least 50% of Basic Cover Price (net of VAT) as payment from the individual*</p>	Remove as complicated and illogical. Sales reported by rate by comparing with Basic Cover price or Standard subscription rate	Harmonisation with subscription sections



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		<p>AND</p> <ul style="list-style-type: none"> <li>- The price paid is a published price for that period of time and is the only price available (i.e. not a temporary additional rate for a limited promotional duration).</li> </ul> <p>AND</p> <ul style="list-style-type: none"> <li>- This price is freely available, in writing, to enquirers.</li> </ul> <p>*For copies that are paid in advance, you can base this on the Basic Cover Price at the start of the contract. This means you can ignore any subsequent changes in the Basic Cover Price of the publication when calculating whether they meet the 50% rate.</p> <p>For the avoidance of doubt in relation to these prices:</p> <ul style="list-style-type: none"> <li>- There can be more than one price, but it must be the only price available for that 'type' of sale. 'Type' in this case can mean payment type (e.g. direct debit or cash), duration type (e.g. 6 months or 12 months), person type (e.g. student or OAP), or geographic type (e.g. for a specific area), or any combination of these</li> <li>- The price must be permanent and not a limited term promotion.</li> <li>- The price must be published and available to the public.</li> </ul>		
7.	Money back guarantees	<ul style="list-style-type: none"> <li>• Where you offer a money-back guarantee: <ul style="list-style-type: none"> <li>- You must retain evidence of the original offer</li> <li>- The terms of the offer must require either that the individual pays in advance of any copies being supplied, or that the supply of copies ceases if payment is not made within 2 weeks of the start of the copies being</li> </ul> </li> </ul>	Remove	If refunded it's not a sale



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		<p>supplied. Note: If you choose to continue to supply the copies they cannot be claimed</p> <ul style="list-style-type: none"> <li>- You must retain documentation signed and dated by the individual at the start of the offer period requesting copies be supplied in accordance with the offer</li> <li>- If you issue a refund, you must retain documentation signed and dated by the individual requesting a refund at the end of the offer period</li> <li>- You must retain proof of payment from the individual and if a refund is made, there must be proof of the refund payment</li> </ul>		
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### Employee Copies

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Name	Referred to as newstrade	Retail Sale	Clarity
2.	Minimum price	Minimum legal tender per copy	Removed, copies must be purchased	Harmonisation
3.	Request	Must have received request document (ABC approved) from employee	Must be able to demonstrate employee has opted to purchase copies	Principle based approach

### Single Copy Subscriptions

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Gifts and subscription packages	-	<p>Clarification of method to address treatment of gifts/covermounts and bundling:</p> <ol style="list-style-type: none"> <li>1. Where only 1 product is ABC claimed: the value (or perceived value) of gifts or covermounts to the consumer have no effect in the price paid for ABC purposes)</li> <li>2. Where more than one product is ABC claimed: there is a hierarchy to determine treatment – see rule.</li> </ol>	<p>Clarity</p> <p>(Recognition of current treatment)</p>



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2.	Distribution of copy	Copies must be individually addressed	Copies must be distributed to a known addressee	Principle based approach – allowing for differing dist'n methods
3.	Payment	-	Principle of knowingly paid for added  Specified may be purchased by cash or other means agreed by ABC in writing	Clarity  To cover possibilities such as loyalty card schemes
4.	Minimum subscription term	-	Minimum 2 issues	Simplification/harmonisation
5.	Gift subscriptions	-	Up to 12 gift subscriptions purchased by someone else	Harmonisation
6.	Basic Annual Rate (BAR) - definition	-  BAR may or may not include postage (but this must be stated)  Report by comparing price paid with Basic Annual Rate for class of subscriber	Standard 1 year rate for the publication, in contrast to a special price only available to a limited class, or under limited conditions.  Remove  Only 1 BAR per country	Harmonisation  Harmonisation  Harmonisation
7.	Publication of BARs	Must publish on or within every issue or some other published material freely available to enquirers	Just required to publish [i.e. publicly available]	Harmonisation
8.	2/3 year subscriptions	-	2 year sub at 90% or more and 3 year sub at 85% or more can be claimed as full rate	Harmonisation
9.	Failure to publish/register rate	-	Claim at lowest rate band	Harmonisation
10	Copies sold via a subscription agency	-	Can be assumed to be paid at full rate unless evidence to the contrary	Harmonisation
11	Mailing list	Must include subs on audit issue mailing list	Must include subs on audit issue mailing list + be able to recreate any list on request	Audit



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### Voucher subscription sales

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Relevant changes as above for Single Copy Subscriptions			
2.	Definition	Paid 'at a fixed price'	Removed	Not necessary (must be paid in advance)
3.	Definition	Supplied through normal channels of newstrade distribution	Supplied through normal channels of <i>retail</i> distribution	Consistent with renaming of newstrade section
4.	Payment in arrears	Allowed providing 1 <sup>st</sup> payment to be collected within 1 month of sub start date and at regular intervals thereafter	Payment in arrears only acceptable where this is due to payment being collected by direct debit or continuous credit card billing	Principle based approach, simplicity
5.	Gift subscriptions	Up to 5 gift subscriptions per subscriber permitted	Increase to 12	Harmonisation with other subscription sections
6.	Subscription offers	-	Clarification of method to address treatment of gifts and bundling [see single copy subscription changes)	Clarity, Recognition of current treatment
7.	Unpaid vouchers	Publishers must request return of vouchers (except on death) and copies relating to unpaid vouchers that are not returned within 3 months of issue to which they relate must be deducted from claim.	Remove	Not necessary, claimed quantity based on voucher redemption.

### Multiple Copy Sales

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Name	Referred to as 'Multiple Copy /Bulk Sales	Multiple Copy Sales	Harmonisation
2.	Regular and Issue	Two categories defined and reported	One multiple copy sale category for the main	Harmonisation,



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	Specific multiple copy sale distinction		analysis. However there will be a separate breakout of short-term and non short-term sales (as defined below).	simplicity
3.	Minimum number of issues	Regular: – For at least 100 issues in each 12 month period for daily publications; – For at least 12 issues in 12 months for weekly / Sunday publications	At least 1 issue (simplify in moving to one category)	Harmonisation, simplicity
4.	Variation in quantities	Regular: Any one issue must not vary from average quantity under that contract by > 20% or 50 copies, whichever is the greater	Remove (simplify in moving to one category)	Harmonisation, simplicity
5.	Minimum Price	Issue specific: At least 10p per copy or 15 eurocents (net)	a) The price paid must be at least minimum legal tender per copy (net), except for any short term arrangement, defined as follows:  i) Any short term multiple copy sale transaction with the same purchaser where the total number of issues is equivalent cumulatively to a 2 month period or less in duration, (e.g. broadly 2 issues of a monthly publication, 8 issues of a weekly publication, 50 issues of a daily publication), can only be claimed if the final purchaser has paid at least 15 cents (net of VAT) or 10p per copy in the UK.	Harmonisation
6.	Rate band reporting	Multiple copy sales reported:  Basic Cover Price Below Basic Cover Price	One rate band only (as unlikely sold at full rate or many different rates). (simplify in moving to one category)	Harmonisation, simplicity
7.	Reporting	Issue Specific: broken out by each issue	Short-term sales (as defined above) broken out by issue.	Harmonisation, simplicity
8.	Reporting	Reported by category:  Airlines Hotels Trains...	Change 'Airlines' to 'Airside & International Rail'	Harmonisation
9.	Contract requirement	Must be dated prior to commencement of supply (regular)  Must specify type of ad/promotion included in	Remove  Remove	Harmonisation, flexibility



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		deal and price for this		
10.	Publication of cover price	Cover Price must be published on or in every issue claimed in ROI as multiple copy sale	Remove	Not necessary
11.	Distribution evidence	Distribution evidence is either signed and dated delivery notes from purchaser, delivery notes/invoices from independent distributor or normal newstrade evidence	Removed prescription – must still able to demonstrate copies distributed	Principle based approach, flexibility

### Special Editions – None

### Sport Editions

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Reporting	You must report total issue specific bulk sales claimed for each Sports Edition, if any.	Remove	Consistency with changes to Multiple Copy Sales

### Digital Editions

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Editorial change	Replica – no change	Can reduce by up to 5% and add up to about 25% and include electronic enhancements(e.g. replace picture with video)	Harmonisation
2.	Reformatting	Replica - no change	You can reformat the Digital Edition to suit the different delivery medium (for example for viewing on tablets). However the digital edition must be consistent with the general appearance of the print parent and remain sufficiently similar as to be considered the same product.	Harmonisation
3.	Advertising	A digital edition must carry the same ROP (not classified) advertisements (by number and advertisers) as the parent edition.	Whilst the general requirement for all ROP advertising in the print edition to be carried in the digital edition remains, the advertiser/agency can agree with the publisher not to include their advertisement in the digital edition and the publisher can sell advertising for inclusion in the digital edition only	Harmonisation



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4.	Individual's details	Must have name, postal address and email address for all Digital Edition copies	Name and address details for purchasers/recipients must be captured only for those purchased at less than 20% of the ROI print copy Basic Cover Price (or Basic Annual Rate for subscriptions).	Harmonisation
5.	De-duplication	All digital edition copies must be de-duplicated  You must only count once on the certificate those addressees who receive both the digital and print copy. You must count these addressees under print only.	Those digital edition copies sold for at least 20% of the ROI print copy Basic Cover Price (or Basic Annual Rate for subscriptions) - excluding corporate subscriptions - will not need to be de-duplicated against other copies on the ABC claim.  Digital edition subscription copies sold for at least 20% of the ROI Basic Annual Rate for subscriptions, even if more than one copy is purchased in a single transaction, will be classed as single copy subscriptions for ABC reporting purposes.  Both the digital edition and print copy can be included in the ABC claim if the price paid for the package exceeds the ROI print copy Basic Cover Price (or Basic Annual Rate for subscriptions) by at least 20%.	Harmonisation
6.	Supplements	Where all supplements accompanying print Parent Edition are not included this will be reported on the certificate	Remove	Specific requirements re editorial & advertising changes introduced since this rule written, not considered necessary
7.	Registration	Fundamental changes to Digital Edition must be notified to ABC	Remove	Not sure of purpose as mandated.
8.	Registration	ABC may contact any purchaser/addressee at any point for further verification	Removed.	Matched to audit testing
9.	Standards of	Current rule prescribes how ABC will test	Removed	Audit testing



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	Availability	whether a Digital Edition is published/ available and how it will retest and apply results		does not need prescribing in this detail.
10.	Bundling treatment with print copy	If a digital edition is bundled with a print copy the price must be split equally for ABC purposes	Replaced with same bundling treatment as subscriptions for consistency (i.e. ignore non-ABC audited product, allocate price of ABC audited products by terms of offer or pro-rated or equally (if no means of pro-rating)	Consistency
11.	Publicity	Average circulation must be quoted alongside any digital edition figure, Digital edition figures must not be added to print figures and presented as ABC figures.	Removed	New publicity Byelaws cover clarity and transparency of this data.
12.	Reporting	-	Publishers may as an option report a breakdown of Digital Editions by browser, device or other identifiable and auditable metric.	Harmonisation

**Social Media** - None.

**Basic Cover Price**

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Definition	The Basic Cover Price is the price at which a single copy of the publication may be purchased for an on-going duration, in contrast to a special price for a limited period.	The Basic Cover Price is the published cover price at which a single copy of the publication may be purchased without limitation and for an on-going duration, in contrast to a short term price or a special price only available to a limited class, or under limited conditions.	Harmonisation
2.	Failure to publish Cover Price	-	Common deadline – return submission deadline for notifying of omission of cover price	Common approach to all sectors
3.	Changes in cover price	-	For monthly reporting titles a reduction in cover price not treated as full price until been in place for two reporting periods, plus treatment of changes in tax rate (if applicable) clarified	Harmonisation



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### Editions

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Defining Main Edition	-	The Main Edition is defined as the UK and/or ROI version that has the largest circulation.	No change - clarity
2.	Definition branding/ID	If we judge that differences exist in the marketing or identification of any edition sufficient to create the appearance of a separate publication, we will require that it be separately registered with ABC.	Replaced with: 'the branding and appearance of the Edition must not give the impression that it is a different publication' (note added that format change alone will not infringe this requirement).	Harmonisation
3.	Definition – date	-	1. Must carry same cover date/issue id as Main Edition  2. Must be published and distributed on or about the same date as the Main Edition	Harmonisation
4.	Format change	Changed format edition must contain no more than 30% change in editorial from Main Edition.	Remove editorial restriction	Harmonisation
5.	Changes in ROP advertising	Must be agreed in advance with advertiser/agency or as ordered by them	Remove	Not an ABC issue
6.	Copies reproduced abroad under licence	Cannot claim copies reproduced abroad under licence unless there is proof all such copies carried all advertising	Removed	Other requirements cover changes sufficiently

### Issues to be Included / Excluded

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Distribution dates (for identifying which period an issue is reported in)	Distribution date is the date the majority of the distribution took place.	Defined as when 50% of the claimed distribution is distributed./made available, determined as follows: 1. Mailed copies = date entered distribution chain 2. Paid copies first date copies are made available to consumer i.e. for retail sales the first official on-sale date	Harmonisation / clarity



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### Reporting Periods

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Changes affecting reporting clarity	In exceptional circumstances changes during a period (merger, change of frequency etc) may mean reporting figures continuously as a 6 month average would lead to confusion and lack of transparency. If this is case in ABC's opinion may allow or require with agreement of RSG on case by case basis the issue of more than one cert covering mandatory period	If in our opinion there are exceptional changes to a publication during the Reporting Period that mean issuing a Certificate for the mandatory Reporting Period in full might lead to confusion or a lack of transparency in the data certified, then we may agree or require the issue of more than one Certificate covering the mandatory period. An example is where a publication changes publishing frequency mid-period.	Common approach – harmonised for other sectors
2.	Changing the mandatory reporting frequency	1. If reporting monthly must do so for a minimum of 12 months before can revert to 6 monthly.	Changing the mandatory frequency, if possible, is expected to be infrequent. We reserve the right to reject or impose conditions on requests to change frequency if in our view this might affect transparency or comparability.	Principle based approach
3.	Optional reporting periods	Any 3 month reporting periods (from start of month).  Newly registered may do initial monthly until start of next 6 month period or 3 months followed by 3 months by first 6 months  For 3 month periods issues must be closed for newstrade returns  3 month figures co-exist with latest 6 or 12 months and must be quoted with them	Whole months or any number of whole months.  In addition to above, newly registered can report single issues until start of next month.  Remove  Removed	Simplicity and flexibility  Simplicity and flexibility  ABC has right to audit before issue & delay until satisfied with sales  Not necessary

### Certificate Types

	<b>Subject</b>	<b>Current rule</b>	<b>Change to</b>	<b>Reason</b>
1.	Group Certificates	Includes requirement that a ratecard must be available for the combination	Remove	Not an ABC requirement



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	Cannot be a sports publication for which a standalone certificate has been issued	Remove	Can include if meets criteria
	-	Clarify that titles must be certified for the same period	Harmonisation

### Return Form Submission and Certification

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Various	The section contains guidance re completing return forms & detail about auditors and audit work that is covered in the Byelaws, Letters of Engagement and Audit programmes	The section has therefore been honed down to the essentials of submitting data, the issue of certificates and audit/inspection.	Principle based approach.

### Caps by supply type – Multiple Copy Sales

	<u>Subject</u>	<u>Current rule</u>	<u>Change to</u>	<u>Reason</u>
1.	Setting of caps	Other auditable supply points – may apply to ABC to have a scheme considered for inclusion. ABC will examine and inform you of allowable cap if accepted and tell enquirers of caps set on request	Caps are set by the ABC ROI Council	Harmonisation