



NANA

29th April 2009

Since 1891
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NANA Participation in NSW Lotteries Sale Process

- NANA announces its intention to participate in the NSW Lotteries sale process
- NANA believes its members would potentially benefit from an ownership stake in the NSW Lotteries business
- NANA is currently exploring available financing and partnering options

The Newsagents Association of NSW & ACT (NANA) today announced its intention to participate in the NSW Lotteries sale process. The NSW Government has stated that the sale process is expected to be completed by the end of this calendar year.

NANA is exploring options to participate in the NSW Lotteries sale process as part of a consortium and is currently canvassing available financing and partnering options.

NANA believes newsagents are a relevant stakeholder in the sale process being the key distribution channel through which the NSW Lotteries business sells lottery tickets to members of the NSW public.

Stan Cousins, NANA President, commented "We are excited by the prospect of being an active participant in the NSW Lotteries sale process. We are an important and relevant stakeholder in the NSW Lotteries business and in the sale process and will seek to engage with the NSW Government as a participant in the process in partnership with a trade or private equity participant."

"We believe there are a number of ways to improve the NSW Lotteries business which would benefit both the owners of the business and relevant stakeholders, including the NSW Government, the NSW public and our members. We also believe our members would potentially benefit by owning an interest in the NSW Lotteries business and through having a say in critical decisions that affect the business and the interests of NSW newsagents."

"In due course, NANA will seek to identify those of its members who would like to hold an ownership interest in the NSW Lotteries business, in the event that NANA is the successful acquirer of the business."

NANA looks forward to keeping its members up to date of relevant developments concerning the sale process within any agreed confidentiality protocols.

About NANA

NANA was established in 1891 and today represents the interests of approximately 1,500 newsagents in NSW and ACT. NANA maintains access to relevant industry contacts and negotiates on behalf of newsagents with publishers, distributors, government, NSW Lotteries and other suppliers. By keeping in close and regular contact with industry and business bodies, NANA is able to be at the forefront of business development and to ensure members' interests are represented at all times. Over the years NANA has represented members at the highest industry levels to ensure that their business remains viable and profitable. The NANA Board is comprised of newsagents and as such understands the issues that effect newsagents' business.

For further information

Media, partnering and member inquiries

Stan Cousins, President, Andrew Packham, Treasurer

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service to **members**