

News Corp Australia

March 16th, 2017

NEWS CORP AUSTRALIA ANNOUNCES OUTCOME OF ANNUAL DISTRIBUTION FEE REVIEW

News Corp Australia has completed an annual review of the distribution fixed fee.

We have reviewed the fees taking into consideration current circumstances and the submissions received from industry bodies and any other parties. The outcome of the review is detailed below:

The following Newsagent fees will increase on Monday March 20th 2017

- Fixed Distribution Fee – Retail *(Fee retained on sales through DRS outlets & sub agents)*
- Fixed Distribution Fee – Alternate Channels *(TAB's, NIE, Universities, Hotels etc.)*
- Fixed Distribution Fee – Home Delivery *(All home deliveries billed by distributor and publisher)*
- Home Delivery Fees *(All home deliveries billed by distributor and publisher)*

The attached table highlights the new fees.

In addition to the fee review, News Corp Australia has implemented cover price increases over the last 12 months with the most recent being the Sunday Herald Sun, on 28 August, 2016 and the Australian on 13 February 2017. We will also be continuing our highly successful series of collectable promotions which have generated considerable circulation increases and incremental merchandise sales, along with incremental distribution revenue.

News Corp Australia also advises that it will continue to conduct an annual fee review process, with the opportunity for industry bodies to make submissions as part of the process.

In conjunction with News Corp Australia's commitment to reviewing remuneration for Distributors, many within the industry are espousing the need for structural change of the distribution model. Whilst we continue to review our distribution model we invite Distributors and/or industry bodies to submit their own thoughts/proposals for consideration. These are best submitted in writing through your General Manager Logistics.

If you have any questions, please contact us directly:

- Via email: News4Newsagents@news.com.au
- Via your usual News contact

Kind regards,



Kammeron George
General Manager, Marketing & Circulation - Vic
News Corp Australia



Geoff Smith
General Manager Logistics - Vic
News Corp Australia

NEWS CORP AUSTRALIA - ANNUAL DISTRIBUTION FEE REVIEW

Herald Sun

FIXED DISTRIBUTION FEE - RETAIL	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640
Sunday	\$0.2956	\$0.3251	\$0.3000	\$0.3300

FIXED DISTRIBUTION FEE – BULK (TEACHERS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2101	\$0.2311	\$0.2122	\$0.2334

FIXED DISTRIBUTION FEE – BULK (UNIVERSITY)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1000	\$0.1040	\$0.1015	\$0.1117

FIXED DISTRIBUTION FEE – BULK (HOTELS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640
Sunday	\$0.2956	\$0.3251	\$0.3000	\$0.3300

FIXED DISTRIBUTION FEE – BULK (NIE CLASS SETS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2101	\$0.2311	\$0.2122	\$0.2334
Saturday	\$0.3455	\$0.3801	\$0.3491	\$0.3840
Sunday	\$0.8256	\$0.9082	\$0.8329	\$0.9162

FIXED DISTRIBUTION FEE – BULK (CAFÉ DEALS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.3492	\$0.3842	\$0.3514	\$0.3865
Saturday	\$0.5584	\$0.6142	\$0.5619	\$0.6181
Sunday	\$0.6980	\$0.7678	\$0.7024	\$0.7727

FIXED DISTRIBUTION FEE – BULK (COMMERCIAL BUNDLES)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640
Sunday	\$0.2956	\$0.3251	\$0.3000	\$0.3300

* Effective from 20/03/2017

FIXED DISTRIBUTION FEE - HOME DELIVERY	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640
Sunday	\$0.2956	\$0.3251	\$0.3000	\$0.3300

HOME DELIVERY FEE	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Sunday	\$0.1892	\$0.2081	\$0.1920	\$0.2112

TOTAL HOME DELIVERY <i>Figures include: Fixed Distribution Fee plus Retail Commission plus Home Delivery Fee</i>	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.5015	\$0.5517	\$0.5065	\$0.5571
Saturday	\$0.6757	\$0.7432	\$0.7047	\$0.7752
Sunday	\$0.7915	\$0.8707	\$0.8329	\$0.9162

RETAIL COMMISSION	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1705	\$0.1875	\$0.1705	\$0.1875
Saturday	\$0.2727	\$0.3000	\$0.2727	\$0.3000
Sunday	\$0.3409	\$0.3750	\$0.3409	\$0.3750

The Australian

FIXED DISTRIBUTION FEE - RETAIL	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2601	\$0.2861	\$0.2640	\$0.2904
Saturday	\$0.3901	\$0.4292	\$0.3960	\$0.4356

FIXED DISTRIBUTION FEE – BULK (HOTELS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2955	\$0.3251	\$0.3000	\$0.3300
Saturday	\$0.4138	\$0.4551	\$0.4200	\$0.4619

FIXED DISTRIBUTION FEE – BULK (CAFÉ DEALS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.5669	\$0.6236	\$0.5754	\$0.6330
Saturday	\$0.7879	\$0.8666	\$0.7997	\$0.8796

*Effective from 20/03/2017

FIXED DISTRIBUTION FEE - HOME DELIVERY	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2601	\$0.2861	\$0.2640	\$0.2904
Saturday	\$0.3901	\$0.4292	\$0.3960	\$0.4356

HOME DELIVERY FEE	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Saturday	\$0.1892	\$0.2081	\$0.1920	\$0.2112

TOTAL HOME DELIVERY <i>Figures include: Fixed Distribution Fee plus Retail Commission plus Home Delivery Fee</i>	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.7561	\$0.8317	\$0.7969	\$0.8766
Saturday	\$0.9544	\$1.0498	\$0.9857	\$1.0843

RETAIL COMMISSION	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.3409	\$0.3750	\$0.3409	\$0.3750
Saturday	\$0.3977	\$0.4375	\$0.3977	\$0.4375

Weekly Times

FIXED DISTRIBUTION FEE – BULK	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Wednesday	\$0.2365	\$0.2601	\$0.2400	\$0.2640

FIXED DISTRIBUTION FEE - BULK (TEACHERS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Wednesday	\$0.3637	\$0.4000	\$0.3672	\$0.4040

FIXED DISTRIBUTION FEE – HOME DELIVERY	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Wednesday	\$0.2365	\$0.2601	\$0.2400	\$0.2640

HOME DELIVERY FEE (per copy)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Saturday	\$0.1892	\$0.2081	\$0.1920	\$0.2112

TOTAL HOME DELIVERY <i>Figures include: Fixed Distribution Fee plus Retail Commission plus Home Delivery Fee</i>	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Wednesday	\$0.7097	\$0.7807	\$0.7502	\$0.8252

* Effective from 20/03/2017

Geelong Advertiser

FIXED DISTRIBUTION FEE – RETAIL	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640

FIXED DISTRIBUTION FEE – BULK (NIE CLASS SETS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.2101	\$0.2311	\$0.2128	\$0.2334
Saturday	\$0.3365	\$0.3701	\$0.3445	\$0.3790

FIXED DISTRIBUTION FEE – BULK (CAFÉ DEALS)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.3010	\$0.3311	\$0.3055	\$0.3361
Saturday	\$0.4865	\$0.5351	\$0.4938	\$0.5432

FIXED DISTRIBUTION FEE – BULK (COMMERCIAL BUNDLES)	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2365	\$0.2601	\$0.2400	\$0.2640

FIXED DISTRIBUTION FEE - HOME DELIVERY	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Friday	\$0.1419	\$0.1561	\$0.1440	\$0.1584
Saturday	\$0.2364	\$0.2601	\$0.2400	\$0.2640

HOME DELIVERY FEES	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monday - Saturday	\$0.1892	\$0.2081	\$0.1920	\$0.2112

Postage/Administration Fee

HOME DELIVERY FEES	Current Fee (excl. GST)	Current Fee (incl. GST)	New Fee (excl. GST)	New Fee (incl. GST)
Monthly fee	\$2.0909	\$2.300	\$2.0909	\$2.300
Fee may only be charged where a customer is offered the option of receiving their invoice via email but elect to receive their invoice in hard copy form.				

* Effective from 20/03/2017