



SERVICE FEE SCHEDULE

Agent Payment Summary (QLD and Far North NSW)

Effective September 4, 2017

The Sydney Morning Herald | The Sun-Herald

FINANCIAL REVIEW



NEWSAGENT SERVICE FEE SCHEDULE - Agent Payment Summary (QLD)

Effective Monday, September 04, 2017

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NEWSAGENT SERVICE FEE SCHEDULE - Sales Category Information

Effective Monday, September 04, 2017

CATEGORY INFORMATION

Home Delivery Service Fee	Service Fee paid to Newsagents for single copy Home Delivery purchase by a Fairfax Home Delivery Customer
Home Delivery Service Fee - Second copy	Service Fee paid to Newsagents for each additional copy purchased for delivery at the same address by a Fairfax Home delivery Customer
Retail Sales Fee	Newsagent remuneration for each copy sold at full retail price
Fairfax Managed Sub-Agent Delivery Fee	Service fee paid to Newsagents for each copy sold within a Fairfax managed sub-agent (eg supermarkets)
Newsagent Managed Sub-Agent Sales Fee	Newsagent remuneration for each copy sold within a Newsagent managed sub-agent
Newsagent-Managed Home Del. Charge	Delivery Fee that Newsagents charge their 'Newsagent-Managed' (Full Freight) Home delivery customers (per delivery, not per publication)

SUB-AGENT DEFINITIONS

Newsagent Managed Sub-Agent	Where billing, supplies and delivery are managed by the newsagent
Fairfax Managed Sub-Agent	Where billing and supply is managed by Fairfax, and delivery is performed by the newsagent



SERVICE FEE SCHEDULE - Standard Specialist Newsagent (QLD)

Effective Monday, September 04, 2017

Figures below are for agents on Standard Specialist Newsagent and/or Distribution Agreements.

Fees also apply to Newsagents in Far North NSW serviced from QLD

The Sydney Morning Herald | The Sun-Herald

AGENT FEES	The Sydney Morning Herald / The Sun-Herald					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.5909	\$0.6500	\$0.8932	\$0.9825	\$0.7636	\$0.8400
Home Delivery Service Fee - Second copy	\$0.4636	\$0.5100	\$0.7341	\$0.8075	\$0.6045	\$0.6650
Retail Sales Fee	\$0.5227	\$0.5750	\$0.7500	\$0.8250	\$0.6182	\$0.6800
Fairfax Managed Sub-Agent Delivery Fee	\$0.2250	\$0.2475	\$0.3636	\$0.4000	\$0.3023	\$0.3325
Newsagent Managed Sub-Agent Sales Fee	\$0.2614	\$0.2875	\$0.3750	\$0.4125	\$0.3091	\$0.3400
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500	\$0.3182	\$0.3500

RETAIL WHOLESALER RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.2045
The Sydney Morning Herald (Saturday)	\$2.8864
The Sun-Herald	\$2.5636
The Australian Financial Review	\$2.8636

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AGENT FEES	The Australian Financial Review			
	Monday to Friday		Saturday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.8886	\$0.9775	\$0.8886	\$0.9775
Home Delivery Service Fee - Second copy	\$0.7705	\$0.8475	\$0.7705	\$0.8475
Retail Sales Fee	\$0.7727	\$0.8500	\$0.7727	\$0.8500
Fairfax Managed Sub-Agent Delivery Fee	\$0.3773	\$0.4150	\$0.3773	\$0.4150
Newsagent Managed Sub-Agent Sales Fee	\$0.3864	\$0.4250	\$0.3864	\$0.4250
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500



SERVICE FEE SCHEDULE - Specialist Newsagent BONUS Level 1 (QLD)

Effective Monday, September 04, 2017

Fees also apply to Newsagents in Far North NSW serviced from QLD

The Sydney Morning Herald | The Sun-Herald

AGENT FEES	The Sydney Morning Herald / The Sun-Herald					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.6145	\$0.6760	\$0.9289	\$1.0218	\$0.7942	\$0.8736
Home Delivery Service Fee - Second copy	\$0.4873	\$0.5360	\$0.7698	\$0.8468	\$0.6351	\$0.6986
Retail Sales Fee	\$0.5436	\$0.5980	\$0.7800	\$0.8580	\$0.6429	\$0.7072
Fairfax Managed Sub-Agent Delivery Fee	\$0.2250	\$0.2475	\$0.3636	\$0.4000	\$0.3023	\$0.3325
Newsagent Managed Sub-Agent Sales Fee	\$0.2823	\$0.3105	\$0.4050	\$0.4455	\$0.3338	\$0.3672
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500	\$0.3182	\$0.3500

RETAIL WHOLESALE RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.1836
The Sydney Morning Herald (Saturday)	\$2.8564
The Sun-Herald	\$2.5389
The Australian Financial Review	\$2.8327

FINANCIAL REVIEW

AGENT FEES	The Australian Financial Review			
	Monday to Friday		Saturday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.9242	\$1.0166	\$0.9242	\$1.0166
Home Delivery Service Fee - Second copy	\$0.8060	\$0.8866	\$0.8060	\$0.8866
Retail Sales Fee	\$0.8036	\$0.8840	\$0.8036	\$0.8840
Fairfax Managed Sub-Agent Delivery Fee	\$0.3773	\$0.4150	\$0.3773	\$0.4150
Newsagent Managed Sub-Agent Sales Fee	\$0.4173	\$0.4590	\$0.4173	\$0.4590
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500



SERVICE FEE SCHEDULE - Specialist Newsagent BONUS Level 2 (QLD)

Effective Monday, September 04, 2017

Fees also apply to Newsagents in Far North NSW serviced from QLD

The Sydney Morning Herald | The Sun-Herald

AGENT FEES	The Sydney Morning Herald / The Sun-Herald					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.6382	\$0.7020	\$0.9646	\$1.0611	\$0.8247	\$0.9072
Home Delivery Service Fee - Second copy	\$0.5109	\$0.5620	\$0.8055	\$0.8861	\$0.6656	\$0.7322
Retail Sales Fee	\$0.5645	\$0.6210	\$0.8100	\$0.8910	\$0.6676	\$0.7344
Fairfax Managed Sub-Agent Delivery Fee	\$0.2250	\$0.2475	\$0.3636	\$0.4000	\$0.3023	\$0.3325
Newsagent Managed Sub-Agent Sales Fee	\$0.3032	\$0.3335	\$0.4350	\$0.4785	\$0.3585	\$0.3944
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500	\$0.3182	\$0.3500

RETAIL WHOLESALER RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.1627
The Sydney Morning Herald (Saturday)	\$2.8264
The Sun-Herald	\$2.5142
The Australian Financial Review	\$2.8018

FINANCIAL REVIEW

AGENT FEES	The Australian Financial Review			
	Monday to Friday		Saturday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.9597	\$1.0557	\$0.9597	\$1.0557
Home Delivery Service Fee - Second copy	\$0.8415	\$0.9257	\$0.8415	\$0.9257
Retail Sales Fee	\$0.8345	\$0.9180	\$0.8345	\$0.9180
Fairfax Managed Sub-Agent Delivery Fee	\$0.3773	\$0.4150	\$0.3773	\$0.4150
Newsagent Managed Sub-Agent Sales Fee	\$0.4482	\$0.4930	\$0.4482	\$0.4930
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500



SERVICE FEE SCHEDULE - Specialist Newsagent PENALTY A (QLD)

Effective Monday, September 04, 2017

Fees also apply to Newsagents in Far North NSW serviced from QLD

The Sydney Morning Herald | The Sun-Herald

AGENT FEES	The Sydney Morning Herald / The Sun-Herald					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.5436	\$0.5980	\$0.8217	\$0.9039	\$0.7025	\$0.7728
Home Delivery Service Fee - Second copy	\$0.4164	\$0.4580	\$0.6626	\$0.7289	\$0.5435	\$0.5978
Retail Sales Fee	\$0.4809	\$0.5290	\$0.6900	\$0.7590	\$0.5687	\$0.6256
Fairfax Managed Sub-Agent Delivery Fee	\$0.2250	\$0.2475	\$0.3636	\$0.4000	\$0.3023	\$0.3325
Newsagent Managed Sub-Agent Sales Fee	\$0.2195	\$0.2415	\$0.3150	\$0.3465	\$0.2596	\$0.2856
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500	\$0.3182	\$0.3500

RETAIL WHOLESALe RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.2464
The Sydney Morning Herald (Saturday)	\$2.9464
The Sun-Herald	\$2.6131
The Australian Financial Review	\$2.9255

FINANCIAL REVIEW

AGENT FEES	The Australian Financial Review			
	Monday to Friday		Saturday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.8175	\$0.8993	\$0.8175	\$0.8993
Home Delivery Service Fee - Second copy	\$0.6994	\$0.7693	\$0.6994	\$0.7693
Retail Sales Fee	\$0.7109	\$0.7820	\$0.7109	\$0.7820
Fairfax Managed Sub-Agent Delivery Fee	\$0.3773	\$0.4150	\$0.3773	\$0.4150
Newsagent Managed Sub-Agent Sales Fee	\$0.3245	\$0.3570	\$0.3245	\$0.3570
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500

SERVICE FEE SCHEDULE - Specialist Newsagent PENALTY B (QLD)

Effective Monday, September 04, 2017

Fees also apply to Newsagents in Far North NSW serviced from QLD

The Sydney Morning Herald | The Sun-Herald

AGENT FEES	The Sydney Morning Herald / The Sun-Herald					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.4964	\$0.5460	\$0.7503	\$0.8253	\$0.6415	\$0.7056
Home Delivery Service Fee - Second copy	\$0.3691	\$0.4060	\$0.5912	\$0.6503	\$0.4824	\$0.5306
Retail Sales Fee	\$0.4391	\$0.4830	\$0.6300	\$0.6930	\$0.5193	\$0.5712
Fairfax Managed Sub-Agent Delivery Fee	\$0.2250	\$0.2475	\$0.3636	\$0.4000	\$0.3023	\$0.3325
Newsagent Managed Sub-Agent Sales Fee	\$0.1777	\$0.1955	\$0.2550	\$0.2805	\$0.2102	\$0.2312
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500	\$0.3182	\$0.3500

RETAIL WHOLESALE RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.2882
The Sydney Morning Herald (Saturday)	\$3.0064
The Sun-Herald	\$2.6625
The Australian Financial Review	\$2.9873

FINANCIAL REVIEW

AGENT FEES	The Australian Financial Review			
	Monday to Friday		Saturday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
Home Delivery Service Fee	\$0.7465	\$0.8211	\$0.7465	\$0.8211
Home Delivery Service Fee - Second copy	\$0.6283	\$0.6911	\$0.6283	\$0.6911
Retail Sales Fee	\$0.6491	\$0.7140	\$0.6491	\$0.7140
Fairfax Managed Sub-Agent Delivery Fee	\$0.3773	\$0.4150	\$0.3773	\$0.4150
Newsagent Managed Sub-Agent Sales Fee	\$0.2627	\$0.2890	\$0.2627	\$0.2890
Newsagent Managed Home Delivery Charge	\$0.2727	\$0.3000	\$0.3182	\$0.3500



SERVICE FEE SCHEDULE - Standard News Retailer (QLD)

Effective Monday, September 04, 2017

Figures below are for agents on News Retailer Agreements.

News Retailers on existing 'Grand Fathered' margin Penalty rates please see Pages 7 & 8 for comparative retail sales fees

Fees also apply to agents in Far North NSW serviced from QLD

RETAILER FEES	For existing News Retailers as at 1 February 2000 – with 'grand-fathered' margin					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
The Sydney Morning Herald / The Sun-Herald	\$0.5227	\$0.5750	\$0.7500	\$0.8250	\$0.6182	\$0.6800
The Australian Financial Review	\$0.7727	\$0.8500	\$0.7727	\$0.8500		

RETAILER FEES	For News Retailers who commenced after 1 February 2000, or new accounts					
	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
The Sydney Morning Herald / The Sun-Herald	\$0.4000	\$0.4400	\$0.5909	\$0.6500	\$0.4909	\$0.5400
The Australian Financial Review	\$0.6136	\$0.6750	\$0.6136	\$0.6750		

RETAIL WHOLESALE RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.3273
The Sydney Morning Herald (Saturday)	\$3.0455
The Sun-Herald	\$2.6909
The Australian Financial Review	\$3.0227

SERVICE FEE SCHEDULE - News Retailer PENALTY A & B (QLD)

Effective Monday, September 04, 2017

Fees also apply to agents in Far North NSW serviced from QLD

PENALTY A

RETAILER FEES	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
The Sydney Morning Herald / The Sun-Herald	\$0.3600	\$0.3960	\$0.5318	\$0.5850	\$0.4418	\$0.4860
The Australian Financial Review	\$0.5523	\$0.6075	\$0.5523	\$0.6075		

RETAIL WHOLESALE RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.3673
The Sydney Morning Herald (Saturday)	\$3.1045
The Sun-Herald	\$2.7400
The Australian Financial Review	\$3.0841

PENALTY B

RETAILER FEES	Monday to Friday		Saturday		Sunday	
	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive	GST Exclusive	GST Inclusive
The Sydney Morning Herald / The Sun-Herald	\$0.3200	\$0.3520	\$0.4727	\$0.5200	\$0.3927	\$0.4320
The Australian Financial Review	\$0.4909	\$0.5400	\$0.4909	\$0.5400		

RETAIL WHOLESALE RATES/CHARGES	
Excluding GST	
The Sydney Morning Herald (Mon - Fri)	\$2.4073
The Sydney Morning Herald (Saturday)	\$3.1636
The Sun-Herald	\$2.7891
The Australian Financial Review	\$3.1455