

INVESTOR BRIEFING

2016 FULL-YEAR RESULTS

10 AUGUST 2016



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OVERVIEW & CEO COMMENTARY

GREG HYWOOD, CEO



GROUP TRADING PERFORMANCE

	Trading Performance excluding significant items	Trading Performance for continuing businesses	
	FY16	FY15	Change
26 June 2016	\$m	\$m	%
Total revenue	1,830.5	1,840.8	(0.6%)
Expenses	(1,548.8)	(1,553.7)	0.3%
Operating EBITDA	283.3	287.4	(1.4%)
EBIT	213.2	222.6	(4.2%)
Net profit/(loss) attributable to members of the Company	132.5	143.4	(7.6%)
Earnings per share	5.7	6.0	(5.7%)

- Group revenue for continuing businesses decreased 0.6% to \$1,830.5m.
- Group expenses for continuing businesses decreased 0.3% to \$1,548.8m.
- Underlying EBITDA of \$283.3m decreased by 2.1% and by 1.4% for continuing businesses.
- Underlying EBIT of \$213.2m decreased 5.0% and 4.2% for continuing businesses.
- Net profit of \$132.5m, down 7.6% for continuing businesses.
- Statutory net loss of \$893.5m including significant items of \$1,026.0m after tax.
- Dividend of 2¢ per share (70% franked) payable on 6 September 2016, bringing total for the year to 4¢ per share (partially franked), payout ratio of 70%.

SEGMENT RESULTS OVERVIEW

EXCLUDING SIGNIFICANT ITEMS

	Revenue			EBITDA		
	FY16	FY15	%	FY16	FY15	%
	A\$m	A\$m	change	A\$m	A\$m	change
Domain Group	296.3	223.2	32.7%	120.0	85.9	39.7%
Australian Metro Media	574.1	606.7	(5.4%)	39.0	70.8	(44.9%)
Australian Community Media*	485.1	539.1	(10.0%)	90.4	100.9	(10.4%)
New Zealand Media*	322.6	358.6	(10.0%)	55.2	65.3	(15.5%)
Macquarie Media Limited	138.6	108.7	27.5%	25.0	13.9	80.2%
Corporate and Other	13.8	16.9	(18.0%)	(46.2)	(47.3)	2.3%
Total	1,830.5	1,853.1	(1.2%)	283.3	289.4	(2.1%)
New Zealand Media* \$NZD	352.2	385.7	(8.7%)	60.2	70.3	(14.4%)

- Reported group revenue decrease of 1.2%, and 0.6% on a continuing business basis:
 - Domain revenue up 32.7% with digital revenue up 26.8%.
 - Metropolitan Media revenues down 5.4%.
 - Australian Community Media revenues down 10.0% (11.4% excluding external print revenue).
 - New Zealand (\$NZ) revenues down 8.7%.
- Radio revenues up 27.5% (FY15 includes MRN from April and includes six months of 96FM).
- Reported group EBITDA decrease of 2.1%, and 1.4% on a continuing business basis.
- Trading in the first five weeks of FY17 H1 saw revenues 8% to 9% below last year.

Note: * Australian Community Media and New Zealand Media – Revenue includes external printing revenue (only included in the segment slide).

LEADING NETWORK OF INFORMATION, MARKETPLACES AND ENTERTAINMENT BRANDS



INFORMATION

NEWS, BUSINESS,
SPORT, LIFESTYLE,
CONTENT MARKETING

- Australia's #1 masthead across all platforms
- NZ's #1 local website Stuff.co.nz
- National portfolio of rural and regional newspapers and websites

INCLUDES:



MARKETPLACES

REAL ESTATE LISTINGS AND
SERVICES, CARS, JOBS, DATING
AND TRANSACTIONS

- Australia's fastest growing online real estate business Domain Group
- Platform to create Australia's premium destination for new car buyers
- Australia's #1 dating site RSVP

INCLUDES:



ENTERTAINMENT

SUBSCRIPTION VIDEO ON DEMAND,
RUNNING, SWIMMING, FOOD, WINE,
LIFESTYLE, THE ARTS, MUSIC, RADIO

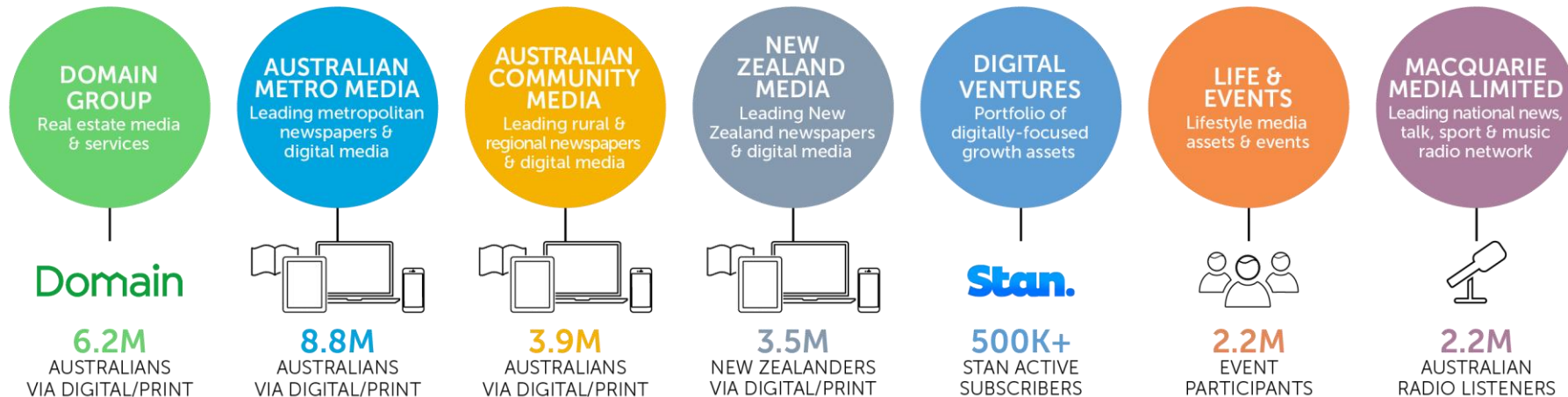
- Australia's leading local SVOD platform Stan
- #1 radio stations in Sydney and Melbourne
- Portfolio of ~50 lifestyle events

INCLUDES:



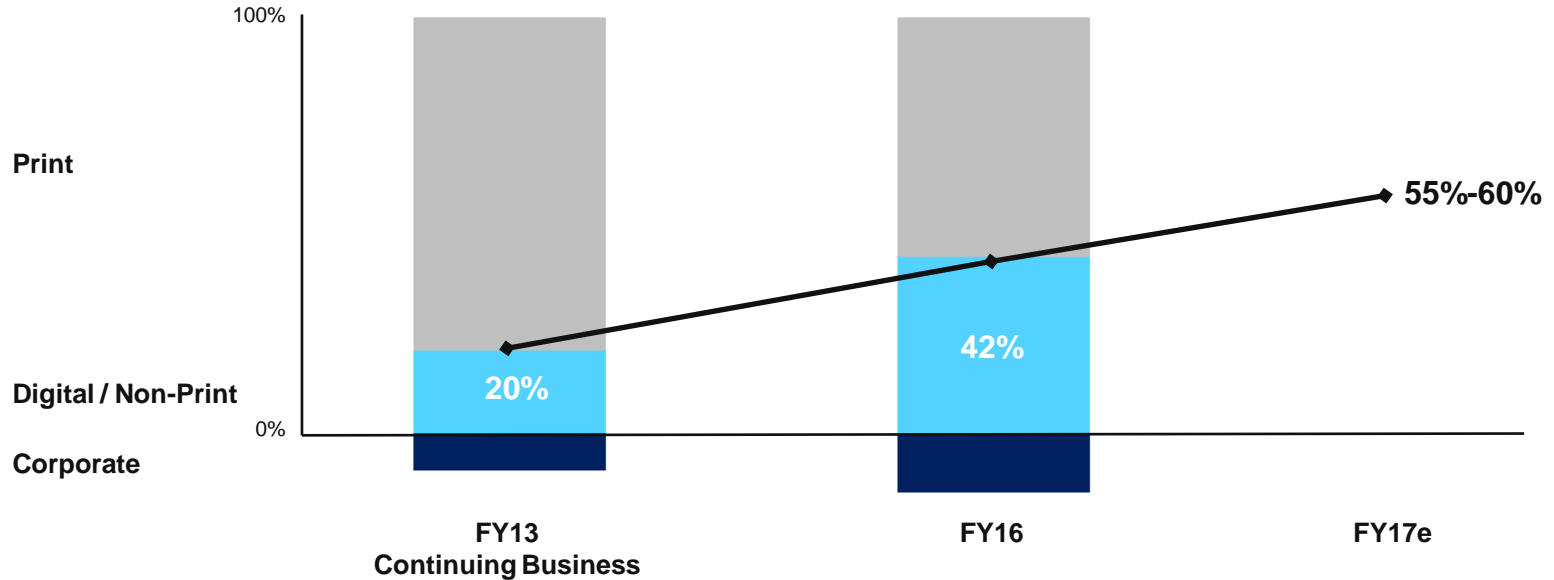
STRONG DIVERSIFIED PORTFOLIO OF SEVEN DIFFERENT BUSINESS GROUPS

CONNECTING WITH 70% OF AUSTRALIANS AND 90% OF NEW ZEALANDERS



GENERATING 42% OF FY16 GROUP EBITDA FROM GROWING DIGITAL AND NON-PRINT SOURCES




Fairfax Group EBITDA (% total)



Note: FY17e includes 100% of Fairfax New Zealand.

DELIVERING ON OUR THREE STRATEGIC PRIORITIES

CREATING SHAREHOLDER VALUE BY DEVELOPING AND BUILDING ON CORE STRENGTHS, DELIVERING PUBLISHING TRANSFORMATION, AND INVESTING TO BUILD-OUT NEW REVENUE STREAMS

STRATEGIC PRIORITY	AMBITION	BUSINESS GROUP OBJECTIVE
 <p>GROW DOMAIN</p>	<ul style="list-style-type: none"> • Maintain effective full market penetration in agents and listings • Drive depth revenue growth through greater market penetration, yield growth and new listing products • Continue to grow a high-quality national audience • Grow and extend the property customer value proposition through adjacencies 	<p>DOMAIN GROUP</p> <ul style="list-style-type: none"> • Position Domain Group as a strong platform at the centre of the real estate ecosystem to grow new revenue
 <p>TRANSFORM PUBLISHING</p>	<ul style="list-style-type: none"> • Continue to develop digital capability and products • Build roadmap to sustainable digital publishing business • Continue cost focus • Manage decline in print revenues 	<p>AUSTRALIAN METRO MEDIA</p> <ul style="list-style-type: none"> • Develop future model with enhanced digital and targeted and differentiated print propositions <p>AUSTRALIAN COMMUNITY MEDIA</p> <ul style="list-style-type: none"> • Focus on digital and maintain cost efficiency, while developing initiatives and considering opportunities <p>NEW ZEALAND MEDIA</p> <ul style="list-style-type: none"> • Fast-track digital product development and monetisation, optimise print, while pursuing merger with NZME
 <p>CREATE NEW REVENUE STREAMS</p>	<ul style="list-style-type: none"> • Build scalable digital businesses • Diversify revenue streams and build new businesses and platforms that leverage Fairfax's brands and audiences • Utilise via partnerships and JVs for increased capability 	<p>DIGITAL VENTURES</p> <ul style="list-style-type: none"> • Create value through investment in high growth digital opportunities <p>LIFE & EVENTS</p> <ul style="list-style-type: none"> • Leverage Fairfax's lifestyle brands and audiences for events and to create new scalable digital businesses <p>MACQUARIE MEDIA LIMITED</p> <ul style="list-style-type: none"> • Maximise opportunity of No. 1 stations in Sydney and Melbourne and national radio network strength

GROW DOMAIN

DOMAIN GROUP

50% digital EBITDA growth

82% increase in average monthly visits for the year

90%+ national agent and listings penetration

Establishing strong position in real-estate ecosystem through acquisition of strategic stakes in Homepass, Beevo, Oneflare and Compare & Connect

Domain

DOMAIN GROUP

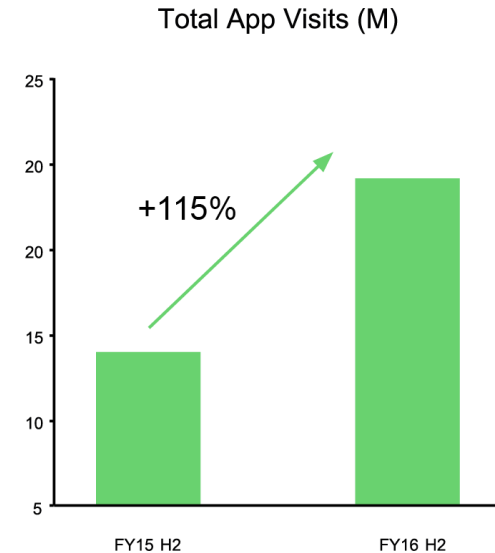
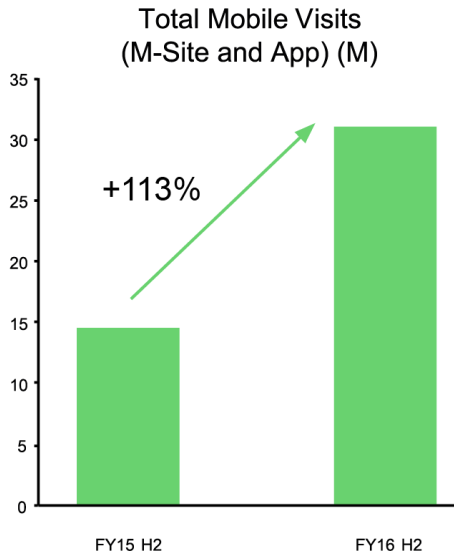
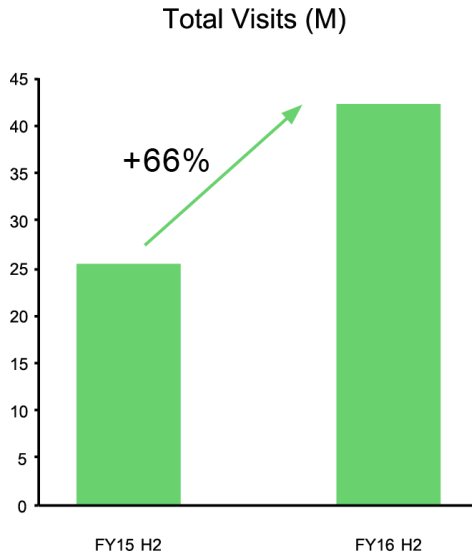
DIGITAL INCLUDES DOMAIN ONLINE, PRICEFINDER, MYDESKTOP, COMMERCIAL REAL ESTATE, ALLHOMES AND REGIONAL. PRINT INCLUDES THE SYDNEY MORNING HERALD, THE AGE, THE CANBERRA TIMES AND MMP

- 27% digital revenue growth.
- Domain.com.au revenue growth of 28%. Depth revenue growth of 40% (76:24 depth/subscriber revenue split for FY16).
- Continued investment in sales, product development and marketing. Excluding one-off costs in the prior period, underlying digital costs increased 27%.
- Digital EBITDA growth of 50% reflected strong revenue growth and investment in acquisitions.
- Metro print revenue decline of 10%.
- FY15 associate profit reflects MMP for 7 months.

	FY16	FY15	%
	A\$m	A\$m	change
Advertising - Print	101.0	69.1	46.2%
Advertising - Digital	195.3	154.1	26.8%
Total Revenue	296.3	223.2	32.7%
Associate profit (loss)	(0.6)	3.1	(120.5%)
Expenses	(175.7)	(140.3)	(25.2%)
EBITDA	120.0	85.9	39.7%
EBITDA - Print	28.3	24.9	13.6%
EBITDA - Digital	91.7	61.0	50.3%
Margin - Total	40.5%	38.5%	
Margin - Print	28.0%	36.0%	
Margin - Digital	47.0%	39.6%	

DOMAIN GROUP

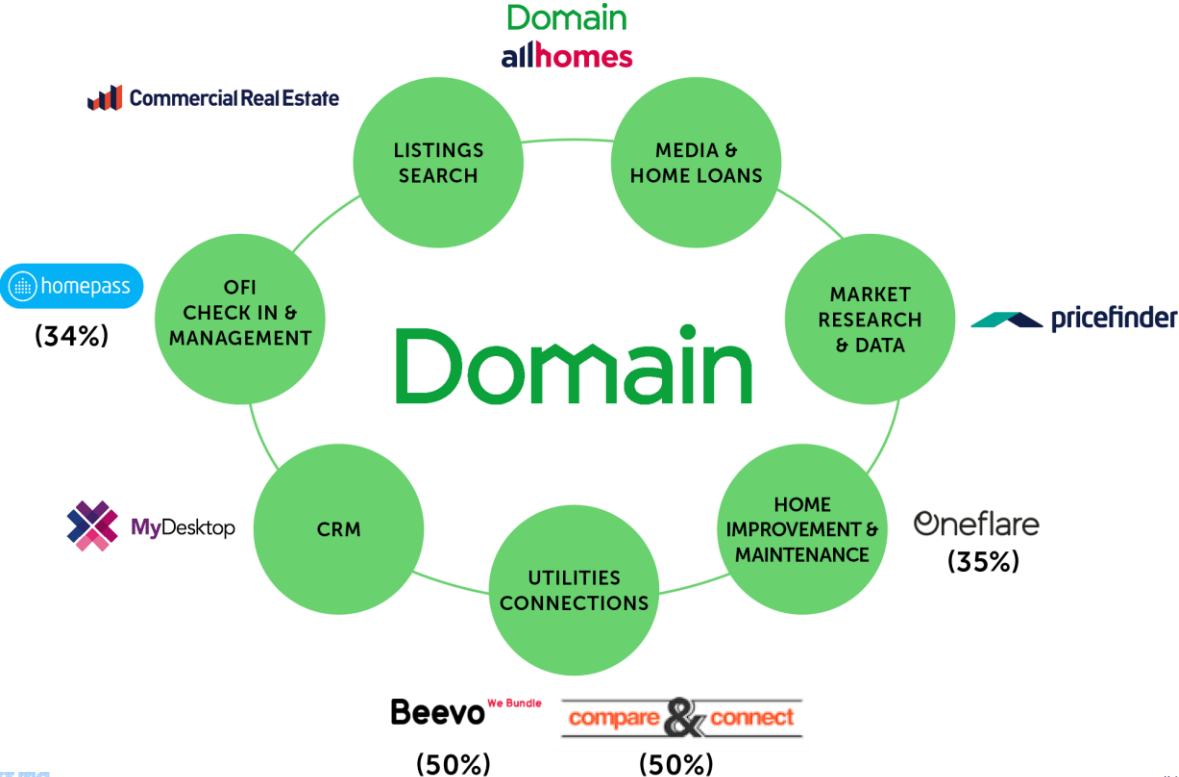
DOMAIN IS SUBSTANTIALLY GROWING VISITS, PARTICULARLY IN MOBILE



Source: Main site and mobile site visits - Nielsen Market Intelligence (Home & Fashion Suite); Mobile app visits for Domain/Allhomes - Google Analytics.

DOMAIN GROUP

DOMAIN AT THE CENTRE OF A REAL-ESTATE ECOSYSTEM



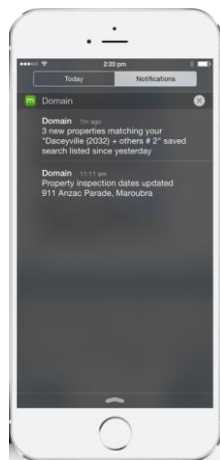
DOMAIN GROUP

MARKET-LEADING PRODUCT INNOVATION



DOMAIN CHECK IN

Digital check in to property inspections. Data syncs with agent CRM systems



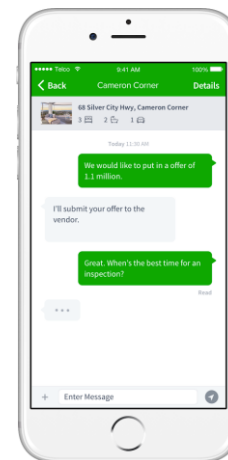
INSTANT CONSUMER NOTIFICATIONS

Alerts for new listings matching search criteria; listing updates for shortlisted properties



FACEBOOK MESSENGER BOT

First company in Australia to launch bot facilitating enquires on properties for sale nearby and providing instant property valuation estimates

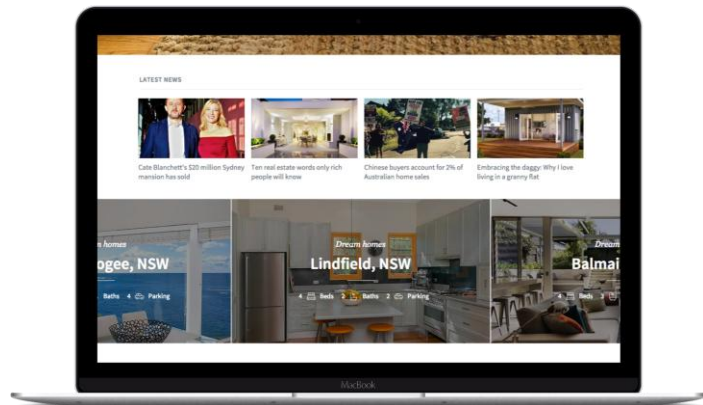


DOMAIN CHAT (BETA VERSION)

Direct interaction between consumers and agents using a simplified messenger chat platform

DOMAIN GROUP

NEW LISTINGS PRODUCTS AND PLATFORMS FOR AGENT PROMOTION



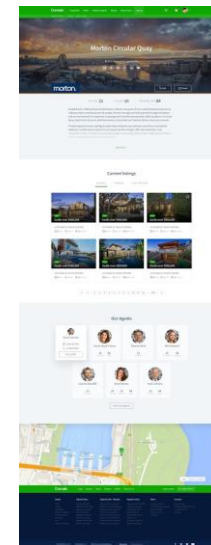
DREAM HOMES

Premium listings distributed through Fairfax mastheads on desktop and mobile



SOCIAL BOOST

Targeted distribution of listings to the Domain Facebook audience



AGENCY AND AGENT PROFILES

Platforms to promote agency and agent brands, and showcase current listings and previous sales to potential vendors

TRANSFORM PUBLISHING

AUSTRALIAN METRO MEDIA

17% growth in digital subscription revenue
209k paid digital subscribers (SMH/Age/Financial Review)
4% publishing cost improvement

AUSTRALIAN COMMUNITY MEDIA

12% cost improvement
H2 EBITDA growth of 2%
\$60m annualised cost reduction achieved

NEW ZEALAND MEDIA

36% digital revenue growth
8% cost improvement
11% growth in Stuff.co.nz audience to 2m



DEVELOPING SUSTAINABLE PUBLISHING BUSINESSES

LOCALLY-FOCUSED QUALITY JOURNALISM, TRUSTED BRANDS AND RICH DATA & INSIGHTS

FOUNDATION

(Cost reduction/ efficiency; digital development; capability)

AUSTRALIAN METRO MEDIA

- Material cost reduction
- Profitable circulation strategy
- Rationalised and exited under-utilised print operations
- Outsourcing for efficiencies and use of shared services
- Digital-first newsrooms
- SMH Australia's No. 1 masthead across all platforms
- Digital subscriptions
- Systems simplification
- New revenue models around direct-to-consumer, programmatic exchange, events, content marketing and data
- Boosted audience development capability (search, social and distribution)
- Innovative content formats (e.g. interactives, live blogs)

AUSTRALIAN COMMUNITY MEDIA

- Achieved \$60m annualised cost reduction program
- Rationalised 65 business units to six and simplified support functions
- Closure of unprofitable operations
- Outsourcing for efficiencies and use of shared services
- Digital workflow focus
- NewsNow – simultaneous print and digital publishing ability and real-time analytics
- Efficient content and ad distribution across the network
- Mobilised sales teams, upskilling for digital sales, and simplifying processes
- Boosted audience development capability (search, social and distribution)

NEW ZEALAND MEDIA

- Significant cost reduction and simplification of operations
- Profitable circulation strategy
- Outsourcing for efficiencies and use of shared services
- Rationalised and exited under-utilised print operations (ie. NZME printing collaboration in Auckland)
- Stuff.co.nz leading domestic website
- Digital-first newsrooms
- Building out audiences and membership – both Stuff and Neighbourly
- New revenue models around direct-to-consumer, programmatic exchange, events and data
- Emerging e-commerce platform
- Innovative content formats (e.g. interactives, live blogs)

NEXT STEPS

Develop future model with enhanced digital and targeted and differentiated print propositions

Focus on digital and maintain cost efficiency, while developing initiatives and considering opportunities

Fast-track digital product development and monetisation, optimise print, while pursuing merger with NZME

AUSTRALIAN METRO MEDIA

INCLUDES THE AUSTRALIAN FINANCIAL REVIEW, THE SYDNEY MORNING HERALD, THE AGE, DIGITAL VENTURES, LIFE & EVENTS

- Metro publishing advertising revenue decline of 15%, impacted by declines in retail, communications and finance.
- Growth in digital subscriptions of 17% largely offset declines in print circulation revenue.
- 209k paid digital subscribers (SMH/Age/Financial Review). Financial Review subscribers included in subscriber number for first time.
- Digital Ventures revenue growth of 21%.
- Events revenue growth of 33%.
- Flat costs reflect investment in Digital Ventures and Events:
 - Reduction in Metro publishing costs of 4%.

	FY16	FY15	%
	A\$m	A\$m	change
Advertising	269.5	309.3	(12.9%)
Circulation	227.7	230.2	(1.1%)
Other	76.9	67.2	14.3%
Total Revenue	574.1	606.7	(5.4%)
Associate profit (loss)	0.4	(0.5)	177.9%
Expenses	(535.6)	(535.4)	(0.0%)
EBITDA	39.0	70.8	(44.9%)
EBIT	13.8	30.5	(54.7%)
EBITDA Margin	6.8%	11.7%	

Note: Printing contribution nets off in costs.

AUSTRALIAN COMMUNITY MEDIA

AUSTRALIAN REGIONAL, COMMUNITIES, AGRICULTURAL AND ACT PUBLISHING

\$60M

ANNUALISED
SAVINGS
ACHIEVED

- Revenue impacted by transformation program with exits and frequency changes across titles.
- Advertising revenue impacted by decline in supermarket-related print advertising, partially offset by print real estate.
 - Excluding transformation impact, underlying advertising revenues down 9%.
- Circulation revenues declined reflecting lower retail volumes.
- Cost improvement of 12% with the benefit of the transformation initiatives.
- H2 EBITDA above last year by 2%.
- Transformation program achieved annualised cost reduction target of \$60m.

	FY16	FY15	%
	A\$m	A\$m	change
Advertising	325.3	371.4	(12.4%)
Circulation	89.8	98.0	(8.4%)
Other	17.9	19.1	(6.6%)
Total Revenue	433.0	488.6	(11.4%)
Associate profit (loss)	1.7	2.1	(19.1%)
Expenses	(344.4)	(389.9)	11.7%
EBITDA	90.4	100.9	(10.4%)
EBIT	74.4	77.4	(4.0%)
EBITDA Margin	20.9%	20.6%	

Note:
Printing contribution nets off in costs.

NEW ZEALAND MEDIA

NEWSPAPERS AND WEBSITES

- In \$AU, revenue is down 10% and EBITDA is down 16% from FY15.
- Digital revenue growth of 36% driven largely from mobile, video and native advertising, outpacing the market.
- Advertising revenue impacted by retail, entertainment and employment advertising declines offset by strong performance in real estate and House & Home.
 - Growth in advertising market share in difficult market.
- Circulation revenue declined 6% with stable subscription revenue offset by continued pressure on retail sales.
- Strong cost management with 10% reduction in publishing cost prior to reinvestment in digital, IT and property.
- Merger with NZME currently being considered by NZ Commerce Commission.

Note:
Printing contribution nets off in costs.

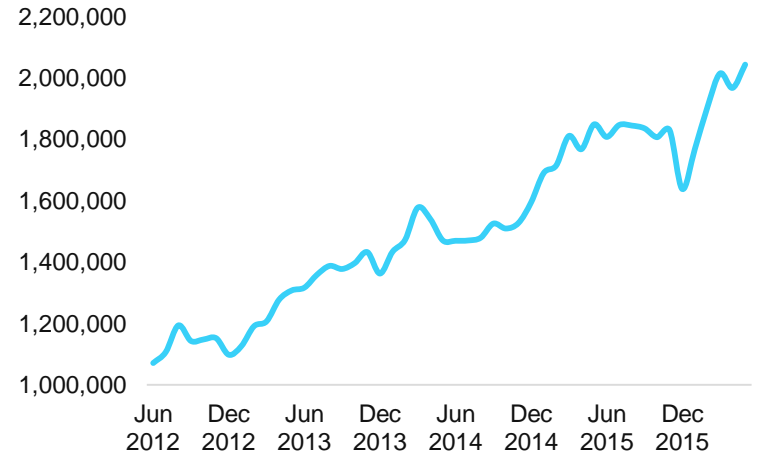
	FY16	FY15	%
	NZ\$m	NZ\$m	change
Advertising	224.4	252.4	(11.1%)
Circulation	107.3	114.2	(6.1%)
Other	18.7	17.3	7.6%
Total Revenue	350.3	384.0	(8.8%)
Associate Profits (Loss)	(1.3)	(0.8)	(57.9%)
Expenses	(288.9)	(312.9)	7.7%
EBITDA	60.2	70.3	(14.4%)
EBIT	47.3	58.4	(19.1%)
EBITDA Margin	17.2%	18.3%	

NEW ZEALAND MEDIA

BUILDING AUDIENCE AND DIVERSIFYING REVENUE

- Stuff maintained position as #1 domestic website with 2m New Zealanders in May.
- Audience growth with 3.5m New Zealanders consuming Fairfax brands every month.
- 330,000 Neighbourly members, accelerating with 28% growth in H2 versus H1. 700,000 total members across Neighbourly and Stuff.
- Events revenue growth of 30% year-on-year with new events launched.
- Launched new internet service provider Stuff Fibre on August 8.

Stuff.co.nz Audience Growth



stuff fibre

Neighbourly

stuff

CREATE NEW REVENUE STREAMS

DIGITAL VENTURES

500k+ active Stan subscribers
Strong digital publishing revenue growth
35% Weatherzone revenue growth

LIFE & EVENTS

33% Events revenue growth
OpenAir Cinema acquisition
Drive.com.au JV with 112 Pty Ltd

MACQUARIE MEDIA LIMITED

Achieved high-end of targeted EBITDA range of \$25m
EBITDA margin increased to 18% from 13%



DIGITAL VENTURES

STAN, WEATHERZONE, HUFFPOST AUSTRALIA, ALLURE MEDIA, RSVP/OASIS, TENDERLINK, ADZUNA AUSTRALIA, HEALTHSHARE, SKOOLBO, OVER60

- Digital Ventures continues to execute its strategy of value creation through investment in digital opportunities and managing a portfolio of digitally-focused assets.
- Improved EBITDA margin of 24%.
- Allure Media delivered strong revenue growth with POPSUGAR and Business Insider:
 - Continued investment in new brands.
- Weatherzone revenue growth of 35% with strong growth in B2C advertising revenue.
- In Associate profits / (loss), RSVP/Oasis Active has seen an improvement in EBITDA through new subscription products and cost synergies.

	FY16	FY15	%
	A\$m	A\$m	change
Advertising	17.1	12.6	36.0%
Other	17.5	16.0	8.9%
Total Revenue	34.6	28.6	20.8%
Associate profit (loss)	0.8	(0.5)	268.8%
Expenses	(26.9)	(22.7)	(18.4%)
EBITDA	8.4	5.4	55.3%
EBIT	7.7	4.8	59.1%
EBITDA Margin	24.4%	19.0%	

A FY15 \$1.6m moved from Other Revenue to Advertising Revenue.

Note:
Digital Ventures businesses are reported as part of the Australian Metro Media segment.

MACQUARIE MEDIA LIMITED

METROPOLITAN RADIO BUSINESS 54.5% OWNED BY FAIRFAX

2GB
87.5AM

3AW 693
NEWS TALK

#1

RADIO
STATION IN
SYDNEY

#1

RADIO
STATION IN
MELBOURNE

- Fairfax Radio Network merged with Macquarie Radio Network on 31 March 2015.
- FY15 reported results reflects 9 months of Fairfax Radio Network (FRN) including six months of 96FM and three months of the combined Macquarie Media.
- Cost and operational synergies have been implemented.
- Total metro market industry growth of 5.9% for the year to June 2016.

	FY16	FY15	%
	A\$m	A\$m	change
Advertising	131.8	104.4	26.2%
Other	6.8	4.3	58.0%
Total Revenue	138.6	108.7	27.5%
Expenses	(113.6)	(94.8)	(19.8%)
EBITDA	25.0	13.9	80.2%
EBIT	22.4	11.1	101.7%
EBITDA Margin	18.0%	12.8%	



MACQUARIE
MEDIA LIMITED

CURRENT TRADING ENVIRONMENT & OUTLOOK

GREG HYWOOD, CEO



CURRENT TRADING ENVIRONMENT & OUTLOOK

Trading in the first five weeks of FY17 saw revenues 8% to 9% below last year:

- Publishing trends were consistent with FY16 H2.
- New real estate listings in higher value markets in Sydney and Melbourne in July were unusually weak:
 - Domain continues to deliver strong audience growth and yield improvements, with digital revenue growth of 10% in the first five weeks of FY17;
 - The comparative period of July 2015 saw very strong new listings growth (when Domain’s digital revenue increased 53%);
 - July 2016 new listings volumes were impacted by the dampening effect of the longest Federal election campaign in modern history, with new listings volumes down 25% in Sydney and 11% in Melbourne;
 - The fundamentals of the real estate market are strong and there are already signs of listings volume improvement as we move beyond the election. Domain is continuing to achieve strong yield growth despite the listings softness.

Across the Fairfax Group, as in prior years, we continue to implement cost savings measures to maintain earnings stability.

GROUP FINANCIALS

DAVID HOUSEGO, CFO

GROUP TRADING PERFORMANCE

	Reported 4E FY16	Less Significant items	Trading Performance excluding significant items	Less Operations Closed / Disposals	Trading Performance for continuing businesses	Trading Performance for continuing businesses*
26 June 2016	\$m	\$m	\$m	\$m	FY16 \$m	FY15 \$m
Total revenue	1,830.5	-	1,830.5		1,830.5	1,840.8
Associate profits	1.6	-	1.6		1.6	0.3
Expenses	(2,661.2)	1,112.5	(1,548.8)		(1,548.8)	(1,553.7)
Operating EBITDA	(829.2)	1,112.5	283.3		283.3	287.4
Depreciation and amortisation	(70.1)	-	(70.1)		(70.1)	(64.8)
EBIT	(899.3)	1,112.5	213.2		213.2	222.6
Net finance costs	(11.1)	-	(11.1)		(11.1)	(16.3)
Net (loss)/profit before tax	(910.4)	1,112.5	202.1		202.1	206.3
Tax benefit/(expense)	27.2	(86.4)	(59.2)		(59.2)	(58.4)
Net (loss)/profit after tax	(883.2)	1,026.1	142.9		142.9	147.9
Net (profit)/loss attributable to non-controlling interest	(10.3)	(0.2)	(10.4)		(10.4)	(4.6)
Net (loss)/profit attributable to members of the Company	(893.5)	1,026.0	132.5		132.5	143.4
Earnings per share	(38.5)		5.7		5.7	6.0

* FY15 excludes the disposal of 96FM and the closure costs of Chullora and Tullamarine.

SIGNIFICANT ITEMS

A\$m	FY16	FY15
Impairment of intangibles, plant and equipment and other assets due to CGU testing	(989.1)	
Impairment of intangibles, investments, and property, plant and equipment	(60.7)	(34.9)
Income tax benefit	68.0	6.3
Impairment of intangibles, investments, and property, plant and equipment, net of tax	(981.8)	(28.5)
Restructuring and redundancy charges	(62.7)	(66.2)
Income tax benefit	18.4	19.7
Restructuring and redundancy, net of tax	(44.4)	(46.6)
Gain on sale of controlled entities		14.1
Income tax expense		
Total gains on sale of controlled entities, net of tax		14.1
NET SIGNIFICANT ITEMS, NET OF TAX	(1,026.1)	(61.0)

CASHFLOW

- Proceeds from asset sales and investments in FY16 of \$72m includes the sale of Chullora and Tullamarine Printing sites.
- Net investment of \$46m includes acquisitions and investment in Domain of \$31m including Oneflare, Homepass and Beevo. Other acquisitions and investment of \$15m include HuffPost Australia, OpenAir Cinema, Nabo and Roller.
- FY16 includes \$27m of net debt from Macquarie Media and FY15 \$36m.

	FY16	FY15
	A\$m	A\$m
Cash from trading	245	265
Proceeds from asset sales and investments	72	98
Net other inc exchange movements	9	2
Cash In Flows	326	364
Net finance charges	14	14
Tax payments	51	19
Investment in acquired business/ventures	46	57
Investment in PP&E and software	95	62
Restructure/redundancy payments	63	36
Loans advanced	35	11
On-market buy-back	74	38
Dividends paid	101	97
Cash Out Flows	480	332
Net Cash In / (Out) Flow	(153)	32
Net Debt at beginning of period	(64)	(68)
Net Debt on acquisition	-	36
Net Debt / (Cash) At End of Period	89	(64)

FUNDING POSITION

AS AT JUNE 2016

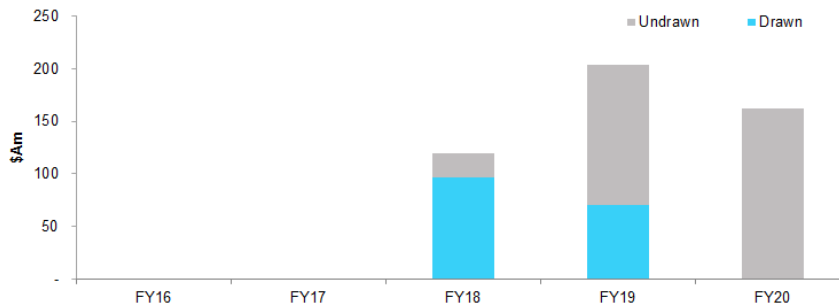
- Total interest bearing liabilities reduced to \$179m with early repayment of Syndicated Facility.
- FY16 includes \$27m of net debt from Macquarie Media and FY15 \$36m.

A\$m	Actual Jun 16	Actual Jun 15	Actual Jun 14
Total interest bearing liabilities	179.3	283.0	355.2
Debt related derivatives	(9.5)	(4.5)	29.9
Cash and cash equivalents	(81.1)	(342.8)	(452.7)
Net Debt/ (Cash)	88.7	(64.4)	(67.6)
EBITDA (last 12 months)	283.3	289.4	312.7
Net Debt / (Cash) to EBITDA	0.3	(0.2)	(0.2)
Net interest (last 12 months)	11.1	16.3	10.4
EBITDA to Net Interest	25.5	17.8	30.0

FACILITY MATURITY

AS AT JUNE 2016

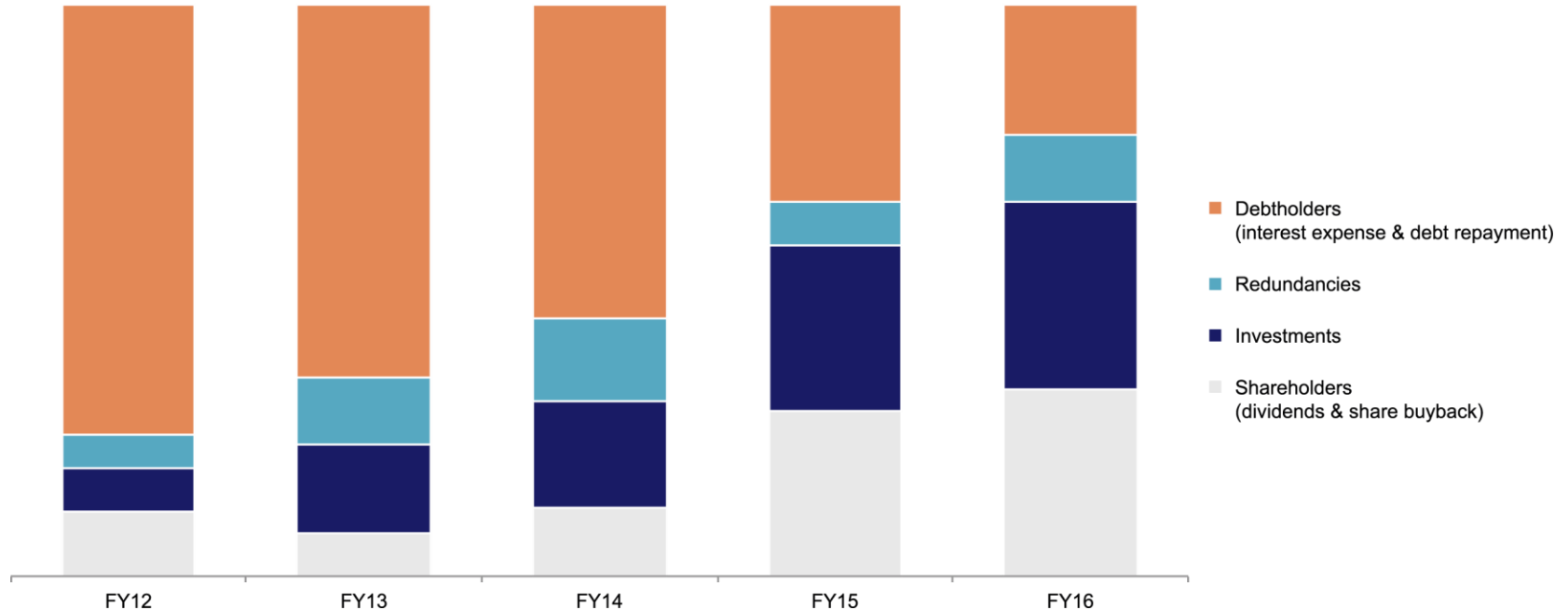
- Net debt position of \$89m at June 2016.
- Standard & Poor's reviewed Fairfax's BB+ credit rating (stable).
- Chullora Lease repayment in FY16 H1.
- Repayment in FY16 H1 of \$125m on drawn Syndicated Facility.
- Repayment of \$28m on drawn USPP in FY16 H2.



Facilities as at June 2016	Limit	Usage
	\$m	\$m
Non Current		
Bank Revolver Australia	325.0	30.0
Bank Revolver Macquarie Media	41.0	40.8
USPP 2007 series	82.1	82.1
Weatherzone	2.7	2.7
Bank Revolver New Zealand	37.7	14.3
Total	488.5	169.9

INCREASING SHAREHOLDER RETURNS AND INVESTING FOR GROWTH

CASH OUTFLOWS AS % OF TOTAL NON-OPERATING OUTFLOWS



Q & A

APPENDICES

APPENDIX 1

GROUP TRADING PERFORMANCE FY16

	Reported 4E FY16	Less Significant items	Trading Performance excluding significant items	Less Operations Closed / Disposals	Trading Performance for continuing businesses	Trading Performance for continuing businesses*
26 June 2016	\$m	\$m	\$m	\$m	FY16 \$m	FY15 \$m
Total revenue	1,830.5	-	1,830.5		1,830.5	1,840.8
Associate profits	1.6	-	1.6		1.6	0.3
Expenses	(2,661.2)	1,112.5	(1,548.8)		(1,548.8)	(1,553.7)
Operating EBITDA	(829.2)	1,112.5	283.3		283.3	287.4
Depreciation and amortisation	(70.1)	-	(70.1)		(70.1)	(64.8)
EBIT	(899.3)	1,112.5	213.2		213.2	222.6
Net finance costs	(11.1)	-	(11.1)		(11.1)	(16.3)
Net (loss)/profit before tax	(910.4)	1,112.5	202.1		202.1	206.3
Tax benefit/(expense)	27.2	(86.4)	(59.2)		(59.2)	(58.4)
Net (loss)/profit after tax	(883.2)	1,026.1	142.9		142.9	147.9
Net (profit)/loss attributable to non-controlling interest	(10.3)	(0.2)	(10.4)		(10.4)	(4.6)
Net (loss)/profit attributable to members of the Company	(893.5)	1,026.0	132.5		132.5	143.4
Earnings per share	(38.5)		5.7		5.7	6.0

* FY15 excludes the disposal of 96FM and the closure costs of Chullora and Tullamarine.

APPENDIX 2

GROUP TRADING PERFORMANCE FY15

	Reported 4E FY15	Less Significant items	Trading Performance excluding significant items	Less Operations Closed / Disposals*	Trading Performance for continuing businesses
28 June 2015	\$m	\$m	\$m	\$m	FY15 \$m
Total revenue	1,867.2	(14.1)	1,853.1	(12.4)	1,840.8
Associate profits	0.3	-	0.3	-	0.3
Expenses	(1,665.1)	101.1	(1,564.1)	10.4	(1,553.7)
Operating EBITDA	202.4	87.0	289.4	(2.0)	287.4
Depreciation and amortisation	(65.0)	-	(65.0)	0.2	(64.8)
EBIT	137.4	87.0	224.4	(1.8)	222.6
Net finance costs	(16.3)	-	(16.3)	-	(16.3)
Net (loss)/profit before tax	121.1	87.0	208.1	(1.8)	206.3
Tax benefit/(expense)	(33.9)	(26.0)	(59.9)	1.5	(58.4)
Net (loss)/profit after tax	87.2	61.0	148.2	(0.3)	147.9
Net (profit)/loss attributable to non-controlling interest	(4.0)	(0.5)	(4.6)	-	(4.6)
Net (loss)/profit attributable to members of the Company	83.2	60.5	143.6	(0.3)	143.4
Earnings per share	3.5		6.1		6.0

* Includes the disposal of 96FM and the closure costs of Chullora and Tullamarine.

APPENDIX 3

PRINTING OPERATIONS

- Change in Australian Printing allocation with all printing sites break-even at EBIT. All profits passed on to business units.

	FY16	FY15	%
	A\$m	A\$m	change
Total Revenue	252.8	299.2	(15.5%)
Internal Revenue	(198.9)	(247.0)	(19.5%)
Net Revenue	53.8	52.2	3.2%
Associate profit (loss)		0.1	
Expenses	(34.3)	(2.3)	N/M
EBITDA	19.5	50.0	(60.9%)
Segment allocation			
<i>Australian Metropolitan Media</i>	9.8	28.8	(66.1%)
<i>Australian Community Media</i>	6.2	18.4	(66.1%)
<i>New Zealand Media</i>	3.5	2.7	31.8%
EBITDA	19.6	50.0	(60.8%)
EBIT	(3.0)	13.5	(122.5%)
EBITDA Margin	7.7%	16.7%	

APPENDIX 4

CORPORATE

- Includes costs associated with closure of Chullora and Tullamarine printing sites.

	FY16	FY15	%
	A\$m	A\$m	change
Net Revenue	13.8	16.9	(18.0%)
Associate Profit (Loss)	1.2	(3.6)	132.3%
Costs	(61.2)	(60.6)	(1.1%)
EBITDA	(46.2)	(47.3)	2.3%

APPENDIX 5

NON-CONTROLLING INTEREST

- FY15 included three months of Macquarie Media post merger and five months of MMP post acquisition.

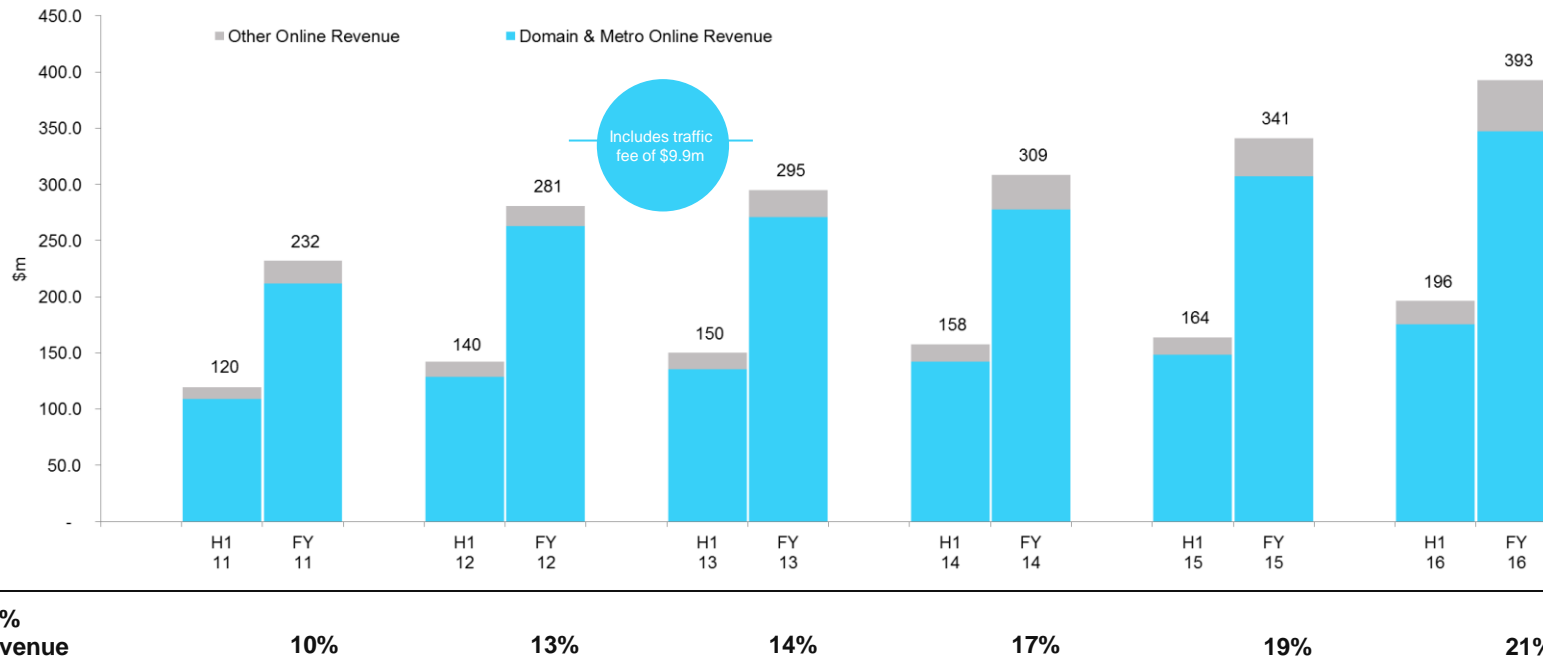
Macquarie Media
Domain Group
Other
Total Non-Controlling Interest

	FY16	FY15	%
	A\$m	A\$m	change
Macquarie Media	(6.2)	(2.7)	(132.6%)
Domain Group	(3.3)	(1.1)	(193.8%)
Other	(1.0)	(0.8)	(20.6%)
Total Non-Controlling Interest	(10.4)	(4.6)	(127.9%)

Note: Domain Group includes MMP.

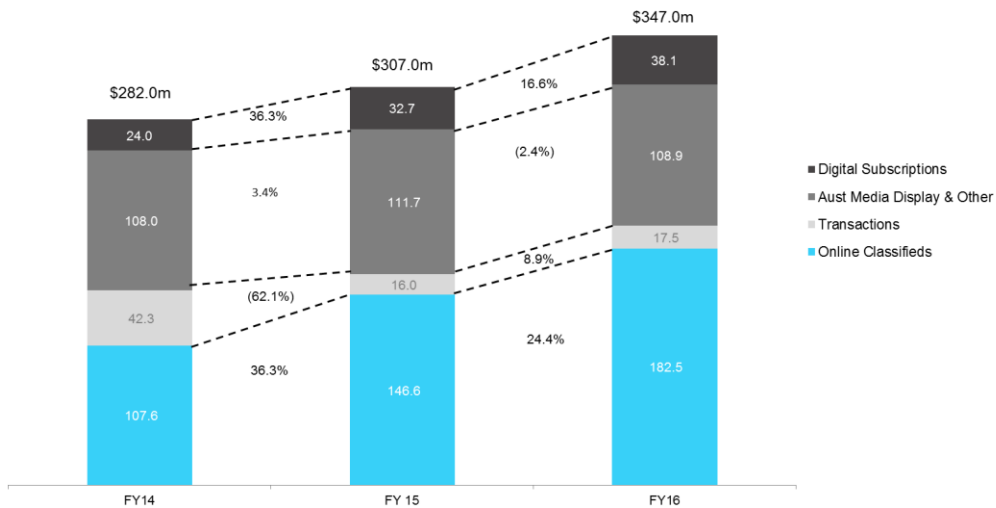
APPENDIX 6

GROUP DIGITAL REVENUE



APPENDIX 7

DOMAIN AND METROPOLITAN MEDIA DIGITAL REVENUE PROFILE

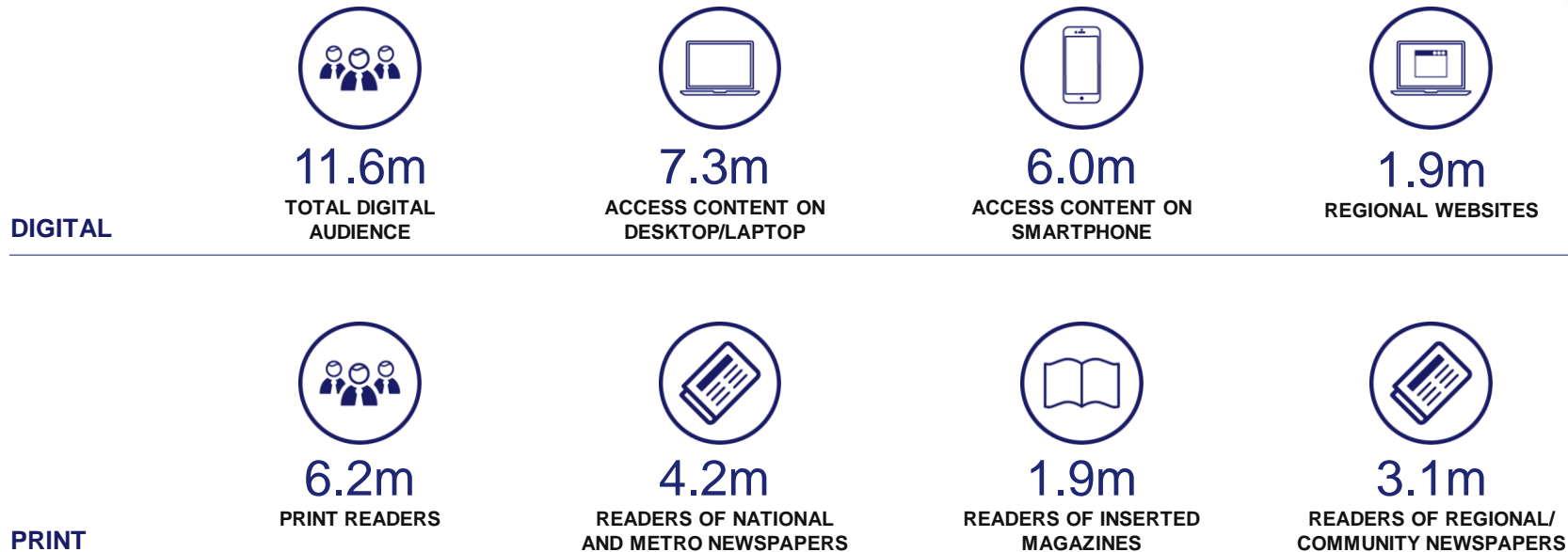


- Digital Subscriptions:**
 Includes *The Sydney Morning Herald*, *The Age* and *The Australian Financial Review*.
- Australian Media Display & Other:**
 Impacted by increased competition and fragmentation and Drive JV revenue not consolidated from FY16 H2. Allure and Weatherzone strong advertising growth.
- Transactions:**
 Includes Weatherzone, Allure and Tenderlink.
- Online Classifieds:**
 Strong growth from Domain.

Note:
 FY15 and FY14 restated to reflect Transactions Advertising Revenue, Domain Display Advertising, Drive and Employment inclusion in Aust Media Display & Other.

APPENDIX 8

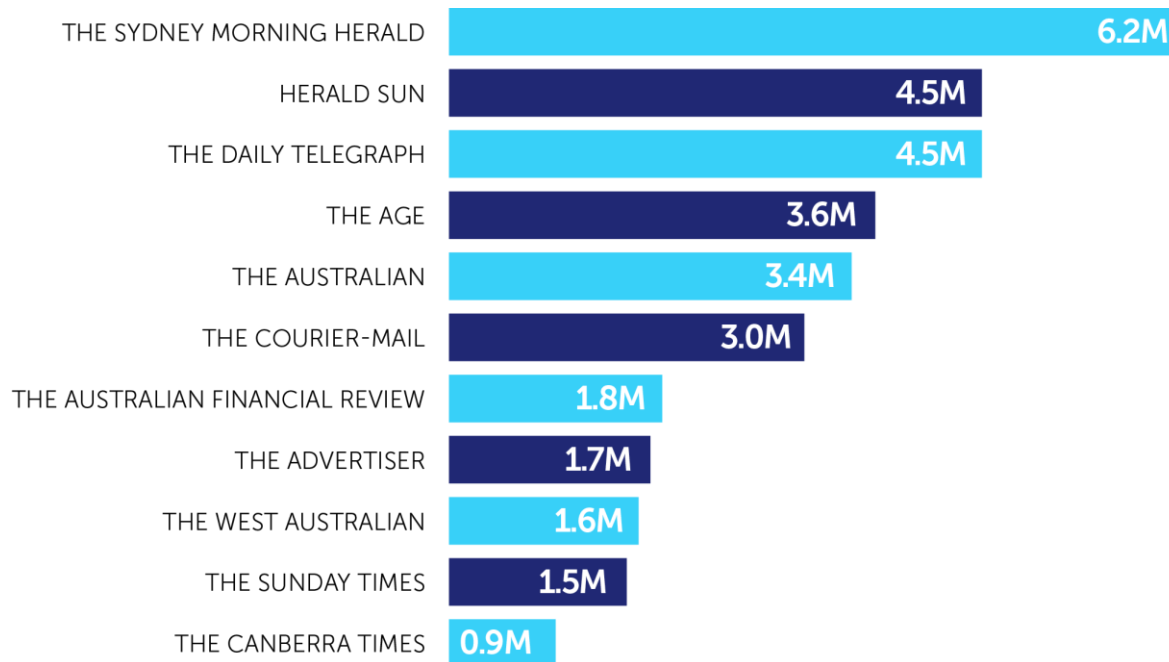
AUSTRALIANS CONSUMING FAIRFAX CONTENT ACROSS PLATFORMS



Source: emma™ conducted by Ipsos MediaCT, people 14+ for the 12 months ending May 2016, Nielsen Digital Ratings (Monthly) May 2016 people 2+ (computer), people 18+ (smartphone/tablet).

APPENDIX 9

THE SMH IS NO. 1 IN TOTAL MASTHEAD AUDIENCE



Source: emma™ conducted by Ipsos MediaCT, people 14+ for the 12 months ending May 2016, Nielsen Digital Ratings (Monthly) May 2016 people 2+ (computer), people 18+ (smartphone/tablet).

THANK YOU

