

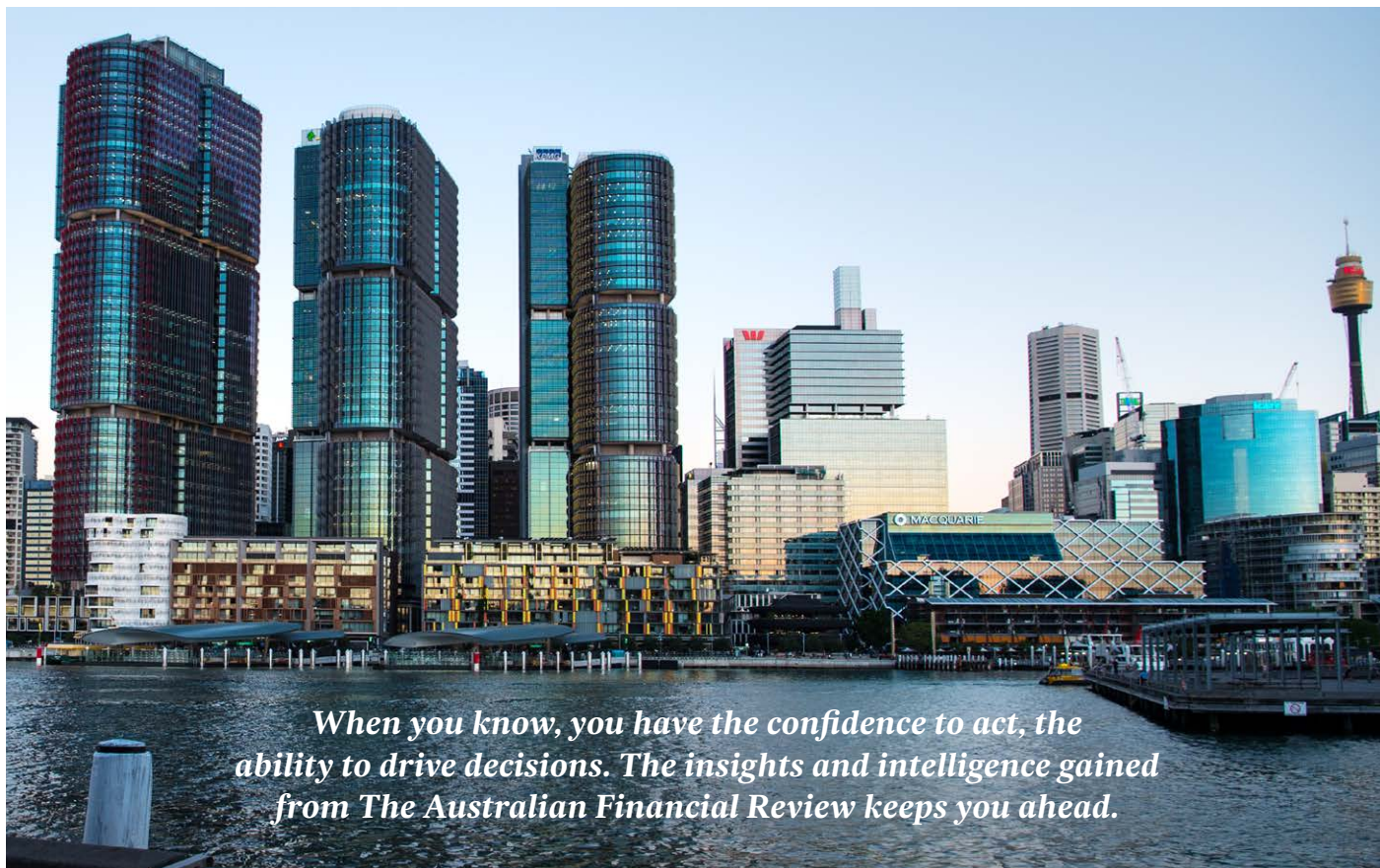
# FINANCIAL REVIEW



Media Kit 2018



# Audience profile – Overview



*When you know, you have the confidence to act, the ability to drive decisions. The insights and intelligence gained from The Australian Financial Review keeps you ahead.*

## FINANCIAL REVIEW

Since beginning as a weekly in 1951, *The Australian Financial Review* has played a central role in informing and charting the business life of the nation.

*The Financial Review* has become the essential daily read for executive decision makers, sophisticated investors and those who promote national prosperity. In the process, it has become a national institution, widely regarded as Australia's premium business, finance and political publication and recognised for its news-breaking, agenda-setting and authoritative journalism. All this is generated from the nation's biggest business and finance newsroom.

*The Financial Review* also includes the nation's leading business-related magazines, *The Australian Financial*

*Review Magazine* and *BOSS*, both inserted monthly along with *Luxury* and *Sophisticated Traveller* magazines several times a year.

On Saturday, the newspaper transforms into *AFR Weekend* to reflect the wider and sophisticated interests of the *Financial Review's* readers. This includes the Smart Investor Weekend liftout to cover readers' personal finance interests. The Perspective section covers the big issues of the week in greater detail. And, at the back of the book, the Weekend Fin section indulges in the world of ideas, arts and other passions.

Of course, the *Financial Review* these days is much more than the printed product. The masthead's website [afr.com](http://afr.com) is Australia's premiere business and finance online site that provides all the news from the newspaper and more in a more timely

Best Digital News Site of the Year

2017 PANPA Awards, National/Metro

and up-to-date fashion. The [afr.com](http://afr.com) site is renowned for breaking business and finance news. And the *Financial Review's* award-winning app for iPad combines the edition format of the daily newspaper with the news-breaking of the online site. Since emerging into the world as a weekly newspaper more than six decades ago, the *Financial Review* now serves its readers according to when ever and where ever they want to get on top of the news.

**MICHAEL STUTCHBURY**

Editor in Chief  
*The Financial Review*



# Audience profile – Overview



## ALL PLATFORMS

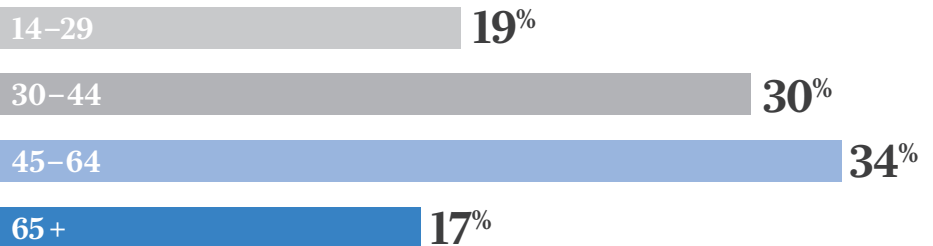
COMBINED PRINT AND DIGITAL\*

# 1.62m

### GENDER\*

Female **31%**      Male **69%**

### AGE\*



### DEMOGRAPHICS\*

TERTIARY EDUCATED

**60%**

(vs. 37% population avg)

SOCIAL A GRADE

**48%**

(vs. 22% population avg)

C-SUITE REACH

**9%**

### FULL-TIME INCOME\*



#### SOURCE

\* emmaTM conducted by Ipsos MediaCT, people 14+ for the 12 months ending Oct 2017, Nielsen Digital Ratings Oct 2017, people 14+ only. Financial Review Total Audience (Print/Web/Mob/Tab)

# Audience profile – Print



## NEWSPAPER MONDAY–FRIDAY

PRINT READERSHIP\*

**342k**

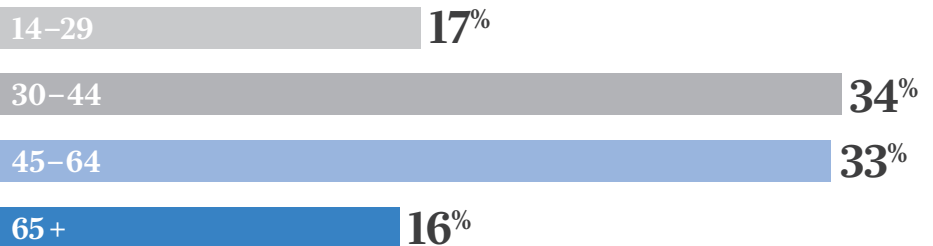
CIRCULATION^^

**42k**

GENDER\*

Female **24%** Male **76%**

AGE\*



DEMOGRAPHICS\*

TERTIARY EDUCATED

**69%**

(vs. 36% population avg)

SOCIAL A GRADE

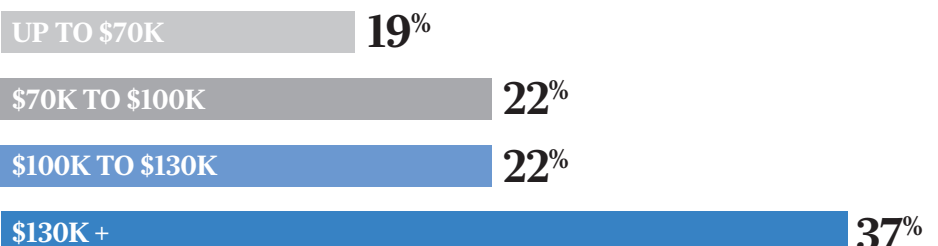
**64%**

(vs. 21% population avg)

C-SUITE REACH

**12%**

FULL-TIME INCOME\*



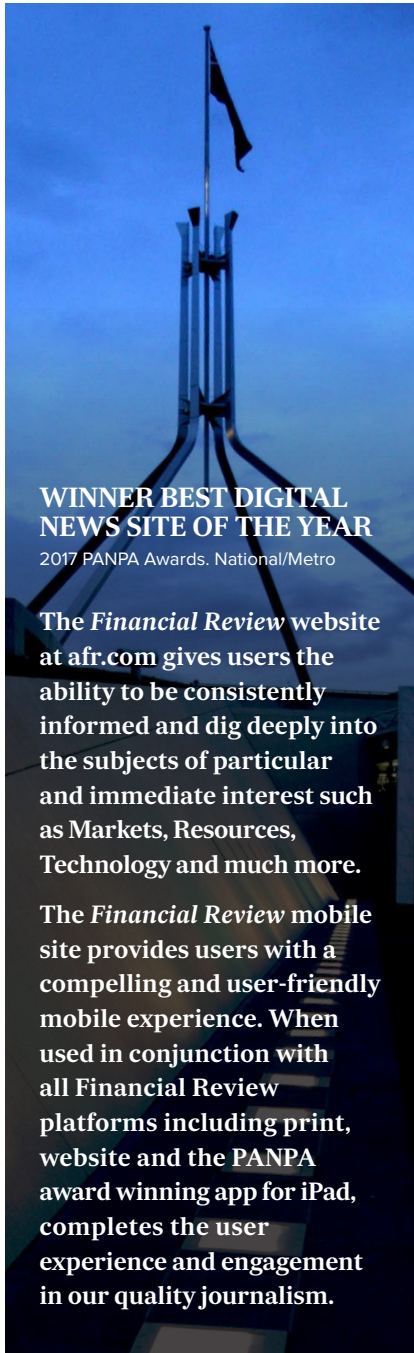
SOURCE

\* emmaTM conducted by Ipsos MediaCT, people 14+ for the 12 months ending October 2017, Nielsen Digital Ratings Oct 2017, people 14+ only. Financial Review Total Audience (Print/Web/Mob/Tab)

^^ Audited Media Association of Australia, ABC – December 2017



# Audience profile – Digital



**WINNER BEST DIGITAL NEWS SITE OF THE YEAR**

2017 PANPA Awards. National/Metro

The *Financial Review* website at [afr.com](http://afr.com) gives users the ability to be consistently informed and dig deeply into the subjects of particular and immediate interest such as Markets, Resources, Technology and much more.

The *Financial Review* mobile site provides users with a compelling and user-friendly mobile experience. When used in conjunction with all *Financial Review* platforms including print, website and the PANPA award winning app for iPad, completes the user experience and engagement in our quality journalism.

## AFR.COM (Desktop, tablet & smartphone combined)

UNIQUE AUDIENCE\*

**858k**

Avg monthly page views\*

**7.7m**

Avg time per visit\*

**11m 53s**

DESKTOP\*

Avg monthly page views

**4,748,000**

Avg time per visit

**17m 24s**

AUDIENCE

**531k**

Avg visits per mth

**1,969,000**

SMART PHONE\*

Avg monthly page views

**2,948,000**

Avg time per visit

**1m 49s**

AUDIENCE

**189k**

Avg visits per mth

**1,759,000**

## GENDER\*

(Desktop, tablet & smartphone combined)

Female **33%**

Male **67%**

## AGE\*

14–29

**21%**

30–44

**28%**

45–64

**35%**

65+

**16%**

## DEMOGRAPHICS\* (Desktop, tablet & smartphone combined)

TERTIARY EDUCATED

**52%**

(vs. 36% population avg)

SOCIAL A GRADE

**37%**

(vs. 21% population avg)

C-SUITE REACH

**47%**

## FULL-TIME INCOME\* (Desktop, tablet & smartphone combined)

UP TO \$70K

**33%**

\$70K TO \$100K

**25%**

\$100K TO \$130K

**20%**

\$130K+

**22%**

### SOURCE

\* emma™ conducted by Ipsos MediaCT, people 14+ for the 12 months ending October 2017, Nielsen Digital Ratings October 2017 people 14+ only.



## News & Opinion

### World

The *Financial Review* makes sense of the swiftly changing global business world. News and analysis in the World pages, the Global business coverage in Companies and Markets and global analysis throughout the *Financial Review* gets to grips with massive international economic restructuring, credit crunches and crises and of course opportunities. *Financial Review* correspondents in North America, Europe and Asia focus directly for Australian readers with back up from prestigious and comprehensive services such as the New York Times, Washington Post, The Telegraph, and the Bloomberg business service.

S M T W T F S

### Chanticleer

Chanticleer this year celebrates 44 years of insightful journalism under the iconic Rooster symbol. It is the pre-eminent column in Australian business journalism and is famous for dissecting the story of the day for insights that can help business. Today's columns are written by Tony Boyd and James Thomson and are enjoyed by readers across a range of platforms and in different mediums including print, digital and video.

S M T W T F S

### Accounting & Consulting

The Wednesday *Financial Review* Accounting & Consulting section is a must read for all directors, CFOs, senior executives, accountants and clients. The editorial focuses on the major professional services firms, the disruptors and the independents. It covers how firms operate, what it's like to work at the firms, the key participants in the industry, the services being sold, what clients think and how they use these companies. In addition to how companies report their financial performance to the markets, latest news and personnel movements within the sector.

S M T W T F S



## Business & Finance

### Leadership – Education

The Education section appears every Monday. With its unique approach and the ability to reach the business professional, *Financial Review's* Education is well positioned to report and analyse the key issues including news, the business of education, research and innovation, professional development and training, and higher learning.

S M T W T F S

### Companies & Markets

The *Financial Review's* Companies & Markets centre lift out is published Monday to Friday and features the best analysis, commentary and features from Australia's top business and markets writers.

In *AFR Weekend*, every sector of the market is covered with regular columns and opinion backed with up-to-date news coverage by Australia's most trusted business journalists. The companies & Markets section includes Financial Services, Markets and Street Talk.

S M T W T F S

### Executive Recruitment

Executive recruitment attracts both passive and active candidates. By advertising in the *Financial Review* you will entice career orientated and upwardly mobile candidates. 64% of *Financial Review* M-F senior executives are in a position to engage with Recruitment advertising, agreeing they would consider changing jobs if the right position arose.

S M T W T F S

### Legal Affairs

Legal Affairs appears each Friday in the *Financial Review*. Legal Affairs is aimed at a wide range of lawyers, from those who are still studying to those at the top end of the legal market place. Its emphasis is on treating law as a business.

This section carries a mix of news and commentary on the legal profession while aiming to inform all industry participants about industry trends and what their competitors are doing.

S M T W T F S

### Leadership – powered by BOSS

At *Financial Review* Leadership we're focused on finding great leaders – those who can help us reach our potential as individuals and organisations, collaborate more effectively, and create more opportunities for growth.

S M T W T F S

### Leadership – Entrepreneur powered by BOSS

At *Financial Review* Leadership we're focused on finding great leaders – those who can help us reach our potential as individuals and organisations, collaborate more effectively, and create more opportunities for growth.

S M T W T F S



## Marketing & Media

The latest news in marketing, advertising and media, delivered at the start of the week. We focus on the contracts, the campaigns and the people behind them... the key players in the industry and their movements. We cover the stories behind the stories, the trends and big issues so readers can get a true picture of their industry.

The section provides insights and implications into advertisers including their brand strategies, target markets and key communications and successes.

S M T W T F S

## Property

Monday to Saturday, the Property section in the *Financial Review* explores who bought, who sold and who made money from the market across Australia, with coverage provided by dedicated journalists in all the major capital cities. The section carries a range of news, features, analysis and profiles focusing on the listed property trusts, developers, fund managers and private investors. Those advertisers attracted to the Property section are leading commercial property agencies, government bodies, suburban residential property agencies, corporate institutions and property recruitment consultants.

S M T W T F S

## Smart Investor

Smart Investor covers major investment stories: Focused on wealth creation and protection; Shares, Property, fixed interest, specialist investment, SMSF and Ask the Advisor.

S M T W T F S

## Special Reports

*The Australian Financial Review's* Special Reports are stand-alone publications carried within the body of the Monday-to-Friday newspaper. Special Reports cover major industries including topics such as defence, mining and banking. We talk to leading business people to get their views on the economic climate and analyse industry strengths and weaknesses.

S M T W T F S





## Life & Leisure

The *Life & Leisure* weekly newspaper section is inserted into the Friday and weekend edition of the *Financial Review* newspaper. Every week *Life & Leisure* covers fashion, jewellery, design, travel, property and more, in every issue. *Life & Leisure* provides a premium newspaper advertising environment for luxury clients and is the perfect vehicle to build frequency around key retail periods – such as the Christmas retail period.

S M T W T F S

## Men's Health

The *Financial Review* is the only major newspaper in Australia to publish a weekly column dealing with men's health. Men's Health reports on the latest developments in male health in an informative and highly readable way. It covers all their health issues including: Physical health, sexual health, corporate health, mental health, fitness, relationships, fathering, chronic diseases and cancer.

S M T W T F S

## Review

Review is our readers guide to the world of issues, ideas and opinion. Published every Friday, Review explores and debates literature and the fine arts; ideas and currents of thought in culture; economics, politics and public policy; history; science; the environment and; philosophy and religion.

S M T W T F S

## Sports Review

On Mondays, we cover the business of sport, looking at the industry behind the scores and statistics.

S M T W T F S

## INSERTED MAGAZINES



### THE AUSTRALIAN Financial Review Magazine

*The Australian Financial Review Magazine* is Australia's pre-eminent monthly inserted magazine delivering the highest quality content with a focus on exclusive news, breaking features, profiles in business and politics and an unparalleled reputation for combining gravitas and glamour coverage of fashion, luxury and lifestyle.

FRIDAY (MONTHLY)



### BOSS

*Financial Review BOSS* is Australia's magazine for leaders and high-achievers – and those who wish to learn from them. *BOSS* has a core focus on management and leadership but its motivating force is the desire to build a community of interest and knowledge around the latest ideas and thinking in business and the world of work. *BOSS* is designed for a discerning reader, those who are at the most senior levels of organisations and those aspiring for success and improvement.

FRIDAY (MONTHLY)



### Life & Leisure LUXURY

*Life & Leisure Luxury* is a glossy, large-format magazine that appears quarterly in *Financial Review*. *Luxury* continues to build its following, combining in-depth coverage of the faces and figures behind the global luxury industry with the latest trends and products here and overseas, including: fashion, motoring, grooming, watches, jewellery, design, technology, food & wine, property, architecture and interiors.

FRIDAY & SATURDAY (QUARTERLY)



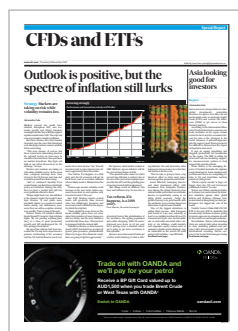
### Life & Leisure THE SOPHISTICATED TRAVELLER

*Life & Leisure The Sophisticated Traveller* magazine showcases the finest travel writing and photography, from home, the region and the rest of the world. It is published quarterly and hosted by Australia's most respected daily business newspaper the *Financial Review*. *Sophisticated Traveller* provides a high end travel environment to cater to our high net worth audiences' travel interests.

FRIDAY & SATURDAY (QUARTERLY)

## CALENDAR 2018

DATE		REPORT	DATE		REPORT
<b>MARCH</b>					
March 16	FRIDAY	Autumn Carnival Preview			
March 20	TUESDAY	SMSFs			
March 21	WEDNESDAY	Export & Trade			
March 27	TUESDAY	AFR Focus: Defence			
March 28	WEDNESDAY	Commonwealth Games			
<b>APRIL</b>					
April 05	THURSDAY	Motoring			
April 06	FRIDAY	Best Lawyers			
April 09	MONDAY	MBA & Postgraduate			
April 19	THURSDAY	Fleet Management			
April 21	SATURDAY	Innovation in Education			
April 23	MONDAY	Small Business			
April 24	TUESDAY	AFR Focus: Energy			
<b>MAY</b>					
May 03	THURSDAY	CFDs & ETFs			
May 09	WEDNESDAY	Budget (Wrap)			
May 12	SATURDAY	Smart Investor Budget Wrap Up			
May 14	MONDAY	Robo Advice			
May 15	TUESDAY	Wealth Management: HNW Individuals			
May 17	THURSDAY	AFR Focus: Energy			
May 24	THURSDAY	AFR Focus: Cyber Security			
May 29	TUESDAY	Resources			
May 31	THURSDAY	Wealth Management: Corporate			
<b>JUNE</b>					
June 06	WEDNESDAY	Fleet Management - Luxury			
June 14	THURSDAY	Online Trading			
June 16	SATURDAY	2018 Boarding Schools Guide			
June 21	THURSDAY	AFR Focus: Defence			
June 29	FRIDAY	Partnership Survey & Partner Announcements			
<b>JULY</b>					
July 04	WEDNESDAY	Smart Investor EOFY			
July 06	FRIDAY	Partnership Survey & Partner Announcements			
July 11	WEDNESDAY	Agribusiness			
July 16	MONDAY	Wealth Management: HNW Individuals			
July 19	THURSDAY	SMSFs			
July 24	TUESDAY	Cyber Security			
July 27	FRIDAY	Artificial Intelligence			
<b>AUGUST</b>					
August 02	THURSDAY	Small Business			
August 07	TUESDAY	IT Infrastructure: Security			
August 08	WEDNESDAY	CFDs & ETFs			
August 16	THURSDAY	Export & Trade			
August 22	WEDNESDAY	Fleet Management			
August 24	FRIDAY	Future of Law			
August 30	THURSDAY	Fintech			
<b>SEPTEMBER</b>					
September 03	MONDAY	Your Child's Education			
September 06	THURSDAY	Asia Trade & Emerging Markets			
September 10	MONDAY	MBA & Postgraduate			
September 18	TUESDAY	Thought Leadership			
September 20	THURSDAY	Wealth Management: HNW Individuals			
September 21	FRIDAY	AFR Focus: Defence			
September 25	TUESDAY	Cyber Security			
<b>OCTOBER</b>					
October 09	TUESDAY	AFR Focus: Energy			
October 12	FRIDAY	Online Trading			
October 16	TUESDAY	Technology for SME			
October 17	WEDNESDAY	AFR Focus: Motoring			
October 24	WEDNESDAY	Forex			
<b>NOVEMBER</b>					
November 12	MONDAY	Fleet Management			
November 13	TUESDAY	SMSF			
November 15	THURSDAY	CFDs & ETFs			
November 20	TUESDAY	AFR Focus: Energy			
November 22	THURSDAY	Forex			
November 28	WEDNESDAY	AFR Focus: Defence			
<b>DECEMBER</b>					
December 04	TUESDAY	Resources			
December 07	FRIDAY	Partnership Survey & Partner Announcements			



Contact your Financial Review sales representative for further details on special reports.



# Advertising rates

## FINANCIAL REVIEW & AFR WEEKEND

### MONDAY – FRIDAY FINANCIAL REVIEW

ANNUAL COMMITMENT (\$)	CASUAL	\$75K	\$150K	\$300K	\$500K	\$750K	\$1MIL+
Per Column Centimetre Rates							
RUN OF PAPER (M-F)							
Run of paper rate	\$68.70	\$64.57	\$62.52	\$60.45	\$58.39	\$56.33	\$54.27
Run of paper rate (incl GST)	\$75.57	\$71.03	\$68.77	\$66.50	\$64.23	\$61.96	\$59.70
FRIDAY RECRUITMENT							
Friday Recruitment	\$112.86	\$106.08	\$102.76	\$99.32	\$95.93	\$92.55	\$89.16
Friday Recruitment (incl GST)	\$124.15	\$116.69	\$113.04	\$109.25	\$105.52	\$101.81	\$98.08
Recruitment Buyover: Friday & Weekend	\$142.86	\$136.08	\$132.76	\$129.32	\$125.93	\$122.55	\$119.16
Recruitment Buyover: Friday & Weekend (incl GST)	\$157.15	\$149.69	\$146.04	\$142.25	\$138.52	\$134.81	\$131.08

### WEEKEND FINANCIAL REVIEW

ANNUAL COMMITMENT (\$)	CASUAL	\$75K	\$150K	\$300K	\$500K	\$750K	\$1MIL+
Run of paper rate	\$50.13	\$47.12	\$44.12	\$41.10	\$38.10	\$35.09	\$32.08
Run of paper rate (incl GST)	\$55.14	\$51.83	\$48.53	\$45.21	\$41.91	\$38.60	\$35.29

Discount is calculated by projected advertising spend in the Financial Review over a 12 month period. \$pcc= Dollars per column centimetre.

### POSITION + COLOUR

PREFERRED POSITIONS	MONDAY - FRIDAY*	WEEKEND	COLOUR OPTIONS
Early General News (prior 21)	65%	40%	NATIONAL COLOUR 40%
Early General News Right Hand Page	80%	60%	
Right Hand Page	30%	30%	
Facing/Consecutive Pages	40%	20%	
Sections: Companies & Markets, Smart Investor Weekend, Legal Affairs, Leadership - Education & Careers, Leadership powered by BOSS, Leadership - Entrepreneur powered by BOSS	40%	20%	RECRUITMENT COLOUR 30%
All Other Sections*	30%	20%	
Special Reports (incl colour)	45%	45%	

\*Excludes Recruitment and Property advertising. See separate Property ratecard.

PREMIUM POSITIONS (INCL COLOUR)	MONDAY - FRIDAY	INCL GST	WEEKEND	INCL GST
Front Page (5x7 Mon - Fri) (7x7 Weekend)	\$16,848	\$18,532.80	\$8,000	\$8,800.00
Front/Back Page Panorama (5x15)	\$21,223	\$23,345.30		
Outside Back Page (8x7)	\$7,000	\$7,700.00	\$5,000	\$5,500.00
Ear Space (1.5x4cms) sold only with strip ad	\$600	\$660.00	\$500	\$550.00
Watermark: Share Tables	\$4,000	\$4,400.00	\$2,000	\$2,200.00

**BOOKING & CANCELLATION DEADLINES**  
10AM two business days prior to publication

**MATERIAL DEADLINES**  
12PM one business day prior to publication

Rates effective 1 January 2018 – 31 December 2018.

Rates are subject to change.

Contact your *Financial Review* sales representative for further details.

Rates are for newspaper only. (*Life & Leisure* separate ratecard).

# Advertising rates

## LIFE & LEISURE

### FINANCIAL REVIEW LIFE & LEISURE SECTION (FRIDAY & WEEKEND)

FREQUENCY	CASUAL	4X	8X	12X	16X	20X	24X
DISCOUNT	CASUAL	5%	10%	15%	20%	25%	30%
Full Page (38x7)	\$19,434	\$18,462	\$17,491	\$16,519	\$15,547	\$14,575	\$13,604
Full Page (38x7) Incl GST	\$21,377.40	\$20,308.20	\$19,240.10	\$18,170.90	\$17,101.70	\$16,032.50	\$14,964.40
DPSC (38x14)	\$35,000	\$33,250	\$31,500	\$29,750	\$28,000	\$26,250	\$24,500
DPSC (38x14) Incl GST	\$38,500.00	\$36,575.00	\$34,650.00	\$32,725.00	\$30,800.00	\$28,875.00	\$26,950.00
Junior Page (28x5)	\$10,220	\$9,709	\$9,198	\$8,687	\$8,176	\$7,665	\$7,154
Junior Page (28x5) Incl GST	\$11,242	\$10,679.90	\$10,117.80	\$9,555.70	\$8,993.60	\$8,431.50	\$7,869.40
Half Page (20x7)	\$10,220	\$9,709	\$9,198	\$8,687	\$8,176	\$7,665	\$7,154
Half Page (20x7) Incl GST	\$11,242	\$10,679.90	\$10,117.80	\$9,555.70	\$8,993.60	\$8,431.50	\$7,869.40
Third Page (20x4)	\$5,845	\$5,553	\$5,260	\$4,968	\$4,676	\$4,384	\$4,091
Third Page (20x4) Incl GST	\$6,429.50	\$6,108.30	\$5,786.00	\$5,464.80	\$5,143.60	\$4,822.40	\$4,500.10
Quarter Page (20x3)	\$4,384	\$4,165	\$3,946	\$3,726	\$3,507	\$3,288	\$3,069
Quarter Page (20x3) Incl GST	\$4,822.40	\$4,581.50	\$4,340.60	\$4,098.60	\$3,857.70	\$3,616.80	\$3,375.90
Strip Ad (10x7)	\$5,114	\$4,858	\$4,603	\$4,347	\$4,091	\$3,835	\$3,580
Strip Ad (10x7) Incl GST	\$5,625.40	\$5,343.80	\$5,063.30	\$4,781.70	\$4,500.10	\$4,218.50	\$3,938.00
Strip Ad 2 (5x7)	\$2,557	\$2,429	\$2,301	\$2,173	\$2,046	\$1,918	\$1,790
Strip Ad 2 (5x7) Incl GST	\$2,812.70	\$2,671.90	\$2,531.10	\$2,390.30	\$2,250.60	\$2,109.80	\$1,969.00
10x4	\$4,160	\$3,952	\$3,744	\$3,536	\$3,328	\$3,120	\$2,912
10x4 Incl GST	\$4,576.00	\$4,347.20	\$4,118.40	\$3,889.60	\$3,660.80	\$3,432.00	\$3,203.20
10x3	\$3,120	\$2,964	\$2,808	\$2,652	\$2,496	\$2,340	\$2,184
10x3 Incl GST	\$3,432.00	\$3,260.40	\$3,088.80	\$2,917.20	\$2,745.60	\$2,574.00	\$2,402.40
10x2	\$2,080	\$1,976	\$1,872	\$1,768	\$1,664	\$1,560	\$1,456
10x2 Incl GST	\$2,288.00	\$2,173.60	\$2,059.20	\$1,944.80	\$1,830.40	\$1,716.00	\$1,601.60
Special Retail Module*	\$850						

### PREMIUM POSITIONS

Front Page (10cm x 7cols)	\$9,000
Front Page (10cm x 7cols) incl GST	\$9,900
Front Page (8cm x 7cols)	\$8,000
Front Page (8cm x 7cols) incl GST	\$8,800
Front & Back Page Ribbon Wrap (8cm x 15cols)	\$15,000
Front & Back Page Ribbon Wrap (8cm x 15cols) incl GST	\$16,500

LOADING	
Page 3, 5 & 7	20%
Right Hand Page in Front Half	15%
Right Hand Page	10%
Front Half / Sections	10%

STATE SPLITS (RUN OF PAPER) FULL/HALF/JUNIOR PAGES ONLY	
NSW/ACT	50%
VIC/TAS	40%
QLD	40%
SA	Subject to availability
WA	Subject to availability

#### BOOKING & CANCELLATION DEADLINES

10AM Monday prior to publication.

#### MATERIAL DEADLINES

12PM Tuesday prior to publication.

Rates include colour and effective 1 January 2018 – 31 December 2018

Rates are subject to change.

Contact your Financial Review sales representative for further details.

\*100% cancellation charge applies for state splits.

Rates are for newspaper only.

## AUSTRALIA

### SYDNEY

Fairfax Media  
Level 1, 1 Darling Island, Pyrmont  
SYDNEY NSW 2009  
T: (02) 9282 3415  
F: (02) 9282 3854

### MELBOURNE

Fairfax Media  
Level 6, 655 Collins Street  
DOCKLANDS VIC 3008  
T: (03) 8667 3857  
F: (03) 8667 3851

### CANBERRA

Fairfax Media  
9 Pirie St  
FYSHWICK  
CANBERRA ACT 2069  
T: (02) 6280 2122

### BRISBANE

Fairfax Media  
7/ 140 Ann Street  
BRISBANE QLD 4000  
T: (07) 3835 7500  
F: (07) 3835 7529

### ADELAIDE

Fairfax Media  
Level 1, 200 Greenhill Road  
EASTWOOD SA 5063  
T: (08) 8210 1122  
F: (08) 8212 1210

### PERTH

Fairfax Media  
Level 1, 169 Hay Street  
EAST PERTH WA 6004  
T: (08) 9220 1575  
F: (08) 9423 8922

## INTERNATIONAL

### LONDON

Brett Warren  
Warren International Media  
Suite 12, Rossknoll House  
Orion Park, Northfield Avenue  
LONDON W13 9SJ  
T: +44 (0) 20 7099 7992  
F: +44 (0) 870 4953 440

### EUROPE

Robert Logan  
Robert Logan & Associates  
Suite 12, Rossknoll House  
Orion Park, Northfield Avenue  
LONDON W13 9SJ  
T: 0011 44 (0) 208 579 4836  
F: 0015 44 (0) 208 579 5057

### NEW YORK

Conover Brown  
World Media Inc.  
19 West, 36th Street, 7th Floor  
NEW YORK 10018  
T: 0011 1 212 244 5610  
F: 0015 1 212 244 5321

### DUBAI

Vivienne Davidson  
Intermedia, Commercial Centre  
Safa Park, Sheikh Zayed Road  
PO Box 22857, DUBAI  
T: +971 346 6006  
F: +971 346 6016

### SINGAPORE

Peggy Thay  
Publicitas Singapore  
1 Coleman Street  
#09-08 The Adelphi  
Singapore 179803  
T: +65 6836 2272  
F: +65 6634 5231

### MALAYSIA

Audrey Cheong  
Publicitas International (Malaysia)  
Lot S105, 2nd Floor, Centrepont,  
Lebuh Bandar Utama,  
Bandar Utama  
47800 PETALING JAYA,  
SELANGOR  
T: 0011 603 772 9 6923  
F: 0015 603 772 9 7115

### HONG KONG

Zinnia Yu  
Publicitas Hong Kong  
26/6F Two Chinachem  
Exchange Square  
338 Kings Road, North Point  
HONG KONG  
T: 0011 852 2516 1515  
F: 0015 852 2528 3260

### JAPAN

Yasunari Ibe  
Shinano International, Inc.  
Akasaka Kyowa Bldg, 2F  
1-6-14 Akasaka, Miato-ku  
TOKYO 107-0052  
T: 81 3 3584 6420  
F: 81 3 03505 5628

### NEW ZEALAND

Neil Bowman  
McKay & Bowman International  
Media Representatives Ltd  
PO Box 36-490, Northcote,  
Auckland  
60 McBreen Avenue, Northcot  
AUCKLAND 0627  
T: 0011 649 419 0561  
F: 0015 649 419 2243

### THAILAND

Steven Fong  
Publicitas Thailand  
5th Floor, Lumpinil Building  
239/2 Soi Sarasin, Rajdamri Road,  
Lumpini  
PATHUMWAN BANGKOK 10330  
T: +662 651 9273 to 7  
F: +662 651 9278

### CHINA

Libby Chen  
Publicitas Beijing  
Room 808, 8/F, Tower A,  
Fullink Plaza  
No 18 Chaoyangmenwai Avenue  
BEIJING 100020 P.R. CHINA  
T: +8610 6518 8155 ext. 626  
F: +8610 6588 3110

### INDIA

Santosh Pandey  
The Times of India –  
International Media  
Representation  
Response Department  
Dr. Dadabhoy Naoroji Road  
BOMBAY 400 001  
T: 0011 91 22 2273 1338  
F: 0015 91 22 2273 1145

### SOUTH AFRICA

Michael Armstrong  
Publicity Project Management  
Rivonia Village, 3 Mutual Road, Rivonia  
PO Box 78811, SANDTON, 2146  
T: 0011 27 11 803 8 211  
F: 0015 27 86 503 3237