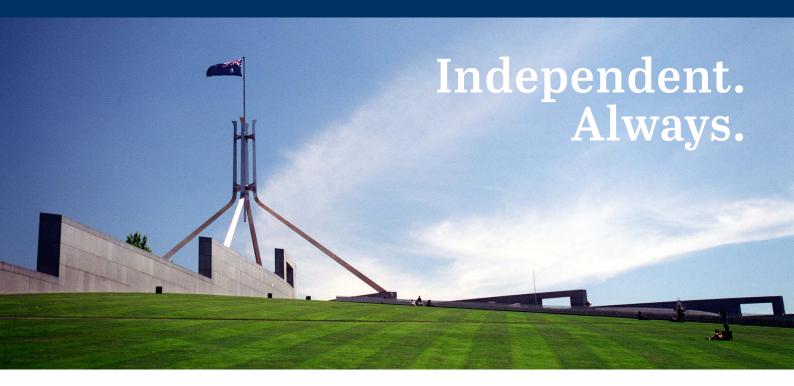


Our Commitment



Quality Journalism

Canberra is changing fast, becoming more vibrant and mature each day. It's one of the best places to live on earth and that's a secret no longer.

We set out every day to tell our city's exciting story, to tell our smart, highly engaged audience what's happening around them first and best. We are curious.

We want to know what's happening in our suburbs, just as we want to interpret how the nation and the world's big events affect us.

We want to break news. We want to be there when disaster hits. We want to be the watchdog that protects Canberrans, holding our government and institutions to account. Our fast-growing audiences demand this of us.

The Canberra Times will continue to be the news source the city can depend on, every day, in print and online.

Independent Newsroom

At *The Canberra Times* we are proud of the words above our masthead: Independent. Always. These values of independence, shared by our sister Fairfax mastheads elsewhere, remind us that above all we are there to serve our readers.

They deserve to know that our reporting is honest, fair and balanced. They should know that whatever we are reporting on, from crime and politics to arts and entertainment, it is their interests that come first. That means getting both sides of a story. It means being honest with what we do and don't know. It means getting facts right. We face tough situations. Our photographers and reporters are often challenged by those who don't want us to tell a story. It might run against their commercial interests or it might embarrass them. Honest storytelling is essential to our brand, even when it's unpopular.

Change is happening fast in the media and we are responding fast. From when the early risers reach for their mobile phones or walk out onto the lawns for their paper, till the night owls put their iPad down beside their bed, *The Canberra Times* is where they can find news, opinion, sport and entertainment, presented with integrity.

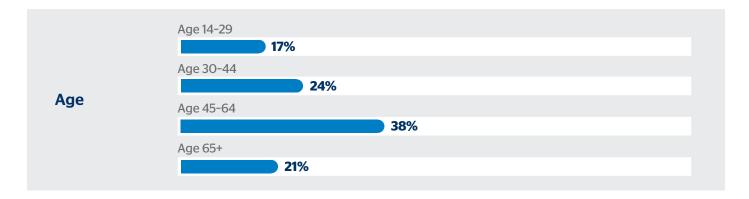
We are responsive to our audiences in new ways, the distance between us and them closing fast by technology. In many ways they are our eyes and ears. They look to us to find out more about what they've seen or heard. We give context and explanation and we do it in new and exciting ways. In this evolving media environment, we don't let fairness and accuracy fall victim to speed.

Our independence, our dedication to honest and accountable journalism, has never been more important to us.

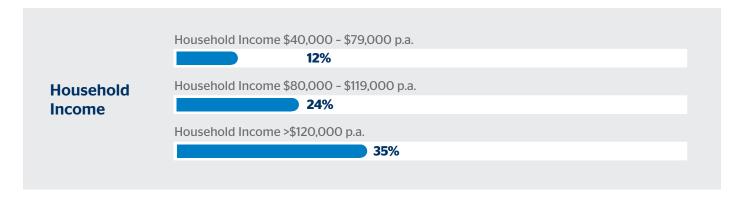


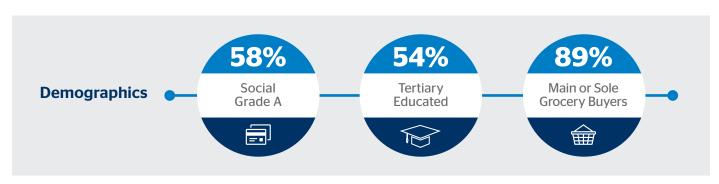
The Canberra Times' premium audience

The Canberra Times reaches over **710,000** readers across desktop, mobile, tablet and print each month.

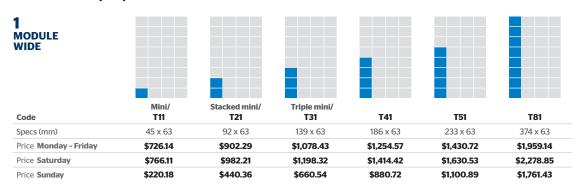


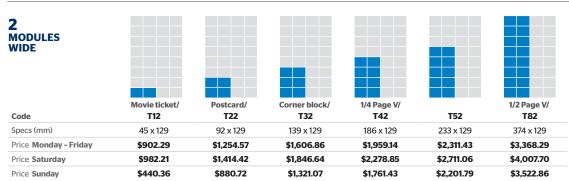




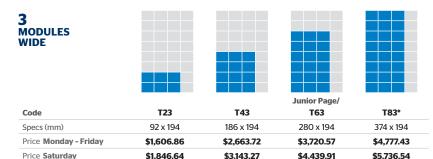


Modular Display Sizes and Rates





\$3,963.22



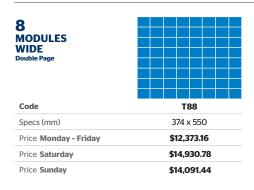
\$2,642.15

\$1,321.07

Price Sunday

| 4 MODULES WIDE | | | | | | | | |
|-----------------------|-------------|-----------------|--------------|-----------------|-----------|------------|------------|------------|
| | Mini strip/ | 1/4 page strip/ | Large strip/ | 1/2 page strip/ | | | | Full page/ |
| Code | T14 | T24 | T34 | T44 | T54 | T64* | T74* | T84 |
| Specs (mm) | 45 x 260 | 92 x 260 | 139 x 260 | 186 x 260 | 233 x 260 | 280 x 260 | 328 x 260 | 374 x 260 |
| Price Monday - Friday | \$1,254.57 | \$1,959.14 | \$2,663.72 | \$3,368.29 | \$3981.19 | \$4,777.43 | \$5,482.00 | \$6,186.58 |
| Price Saturday | \$1,414.42 | \$2,278.85 | \$3,143.27 | \$4,007.70 | 4,780.45 | \$5,736.54 | \$6,600.97 | \$7,465.39 |
| Price Sunday | \$880.72 | \$1,761.43 | \$2,642.15 | \$3,522.86 | \$4403.57 | \$5,284.29 | \$6,165.01 | \$7,045.72 |

\$5,284.29



Inserts available and priced separately

All prices include GST.

* only for Real Estate & Motoring

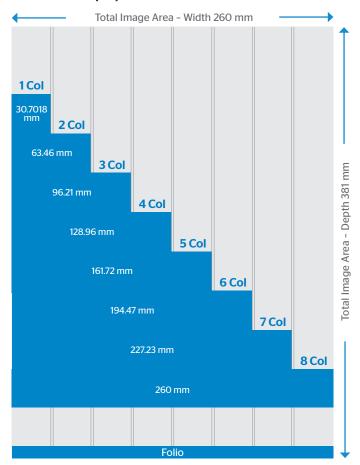
Further Information

- All display ads are full colour
- Same rates apply for one colour
- Early booking discounts can apply
- · Yearly spend discounts can apply
- GST of 10% has been added to the final price
- Rates effective until January 2018
- Secure/fixed inventory ensures inventory is reserved at purchase*
 - * however, loading may apply to premium page positions

Specifications & Deadlines | PRINT

| Annual Spend Discount | | | | | | |
|-----------------------|-----------------|--|--|--|--|--|
| Casual | Annual Discount | | | | | |
| \$66,000 | \$1,925 (3%) | | | | | |
| \$99,000 | \$3,850 (4%) | | | | | |
| \$132,000 | \$6,600 (5%) | | | | | |
| \$198,000 | \$10,450 (5.5%) | | | | | |
| \$275,000 | \$15,400 (5.5%) | | | | | |
| \$385,000 | \$22,000 (6%) | | | | | |
| \$550,000 | \$33,000 (6%) | | | | | |
| \$660,000 | \$49,500 (7.5%) | | | | | |

Classifieds Display Sizes and Rates



Classified Column Specs

Column = 30.7018 mm | Gutter = 2.0526 mm

| | Rates (excl. GST) per col. cm Min 4 cm | Lineage Rates (excl. GST) |
|-----------|--|---------------------------|
| Mon - Fri | \$22.75 (per insertion) | \$5.69 (per insertion) |
| Sat | \$27.95 | \$6.99 |

| Forward Planning Discount | | | | | | |
|---------------------------|-----|--|--|--|--|--|
| 13 Weeks before print | 20% | | | | | |
| 12 Weeks | 20% | | | | | |
| 11 Weeks | 18% | | | | | |
| 10 Weeks | 18% | | | | | |
| 9 Weeks | 15% | | | | | |
| 8 Weeks | 13% | | | | | |
| 7 Weeks | 10% | | | | | |
| 6 Weeks | 8% | | | | | |
| 5 Weeks | 5% | | | | | |
| 4 to 0 Weeks | 0% | | | | | |

| Special Position Loading | | | | | | |
|--------------------------|----------------------|------|------|------|------|---------|
| The Canberra Times | | | | | | |
| Pg 1 | Pg 2 | Pg 3 | Pg 5 | Pg 7 | Pg 9 | Back Pg |
| 100% | 20% or discretionary | 30% | 20% | 10% | 10% | 30% |

Rules

- Discount rates can't be combined
- Any new ad positions need to be authorised by a business manager
- Any unsold premium positions are laid out at our discretion

Specifications

- All classified text are on minimum 3 lines
- Text layout is 7 point font on an 8 column grid
- No more than two UPPERCASE words permitted in ad copy
- averages out to be 80 characters per ad including spacing

Deadlines

- Published everyday
- Material deadline 2 working days prior

Contact

Display Ads:

Phone: 02 6280 2455 | Fax: 02 6280 2119 Email: jaclyn.callaghan@fairfaxmedia.com.au canberratimes.com.au

Loadings and Deadlines | PRINT

The Canberra Times general news advertising deadlines

| | Booking Deadline | Copy Deadline | Material Deadline | Cancellation Deadline |
|-----------|--------------------------|------------------------------|----------------------|------------------------------|
| Monday | 4pm Thursday | 4pm Thursday | Noon Friday | 4pm Thursday |
| TV Guide | 4pm Thursday | 4pm Thursday | Noon Friday | 4pm Thursday |
| Tuesday | 4pm Friday | 4pm Friday | Noon Monday | 4pm Friday |
| Good Food | 4pm Friday week prior | 4pm Friday week prior | Noon Monday | 4pm Tuesday |
| Wednesday | 4pm Monday | 4pm Monday | Noon Tuesday | 4pm Monday |
| Thursday | 4pm Tuesday | 4pm Tuesday | Noon Wednesday | 4pm Tuesday |
| Friday | 4pm Wednesday | 4pm Wednesday | Noon Thursday | 4pm Wednesday |
| Saturday | 4pm Thursday | 4pm Thursday | Noon Friday | 4pm Thursday |
| Panorama | 11am Wednesday | 4pm Wednesday | Noon Thursday | 11am Wednesday |
| Sunday | 4pm Thursday | 4pm Thursday | Noon Friday | 4pm Thursday |
| Relax | 11am Wednesday | 10am 6 working days prior | Noon Thursday | 10am 6 working days prior |

The Canberra Times classifieds display/lineage advertising deadlines

| | Display Ads - Press ready | | | Lineage | | | |
|-----------------|------------------------------|-------------|--------------|--------------|-------------|-------------|-------------|
| | Bookings | Сору | Bookings | Сору | Corrections | Final | |
| All Homes | 2pm | Noon | 5pm | 5pm | 5pm | Noon | 2pm |
| (Saturday) | Wednesday | Thursday | Tuesday | Tuesday | Wednesday | Thursday | Thursday |
| Jobs | 5pm | Noon | 5pm | 5pm | 2pm | Noon | Noon |
| (Saturday) | Thursday | Friday | Wednesday | Wednesday | Thursday | Friday | Friday |
| All | 5pm | Noon | 5pm | 5pm | Noon | 2pm | 3pm* |
| Classifications | 2 days prior | 1 day prior | 2 days prior | 2 days prior | 1 day prior | 1 day prior | 1 day prior |

Loadings

pg 2 & 4 + 25%
pg 3 + 30%

All other guaranteed right hand pages + 25%

For any other special positions please contact your account manager

All rates are inclusive of colour and exclude GST.

Rates effective January 2018.

Bookings and cancellations of any display advertisement will not be accepted without charge by the publisher after the times specified in the table left and on the previous page.

Special feature supplements usually require earlier deadlines which will be advised where applicable.

All cancellations must be confirmed in writing or by email prior to cancellation deadline and no subsequent claims will be considered unless this condition has been observed.

100 per cent space charge may apply if material fails to arrive in time for publication. No responsibility is accepted by *The Canberra Times* for material received outside designated deadlines.

Bookings | PRINT & DIGITAL

Booking and Material Procedure - Print

Booking Procedure

Verbal bookings must be confirmed in writing. If appearance dates or material instructions need to be altered, changes must be advised by phone. Please take the contact name of the Fairfax Media representative and follow through with amended confirmation.

Confirmations and verbal bookings must tally. Where there is discrepancy between verbal bookings and confirmation, the Company will not be liable unless confirmation is received 3 working days prior to booking deadline.

Cancellation Procedure

Cancellations must be made verbally and confirmed in writing prior to the cancellation deadline. Please note the cancellation number quoted by the Fairfax Media representative and their name. All bookings taken inside cancellation

deadline are taken on a non-cancellation basis. No liability will be accepted unless the above procedures are followed.

Terms and Conditions

All advertising services are governed by Fairfax Media Terms and Conditions of Advertising. Fairfax Media reserves the right to modify this ratecard or its Terms and Conditions at any time without prior notice. 100% space charge will apply when material fails to arrive in time for publication. No responsibility will be accepted for material arriving outside designated deadlines.

Advertising Material and Specifications

Please note that Fairfax Media will only accept material via electronic transmission. Fairfax Media operates new advertising quality assurance measures for

The Canberra Times. All digital ads need to undergo Quality Assurance testing prior to being accepted for publication.

To facilitate this, Fairfax Media has certified a number of methods for Quality Assurance testing and ad delivery (fees and charges apply).

Advertising Production Helpdesk

Monday-Friday, 8.30am to 7pm adproduction@fairfaxmedia.com.au 1300 044 112

For further information please refer to our website **adcentre.com.au** or contact the Advertising Production Unit on **1300 666 326**.

Notes

All rates are in Australian Dollars.

Information correct at time of publishing.

Booking and Material Procedure - Digital

Creative delivery lead times

Ad products are classified into a three tier system to determine their delivery deadlines and governing business rules. Delivery deadlines are:

| TIER | DELIVERY DEADLINE PRIOR TO LIVE DATE | PRODUCT TYPES |
|------|---|--|
| 1 | 3 business days prior to live date | For standard banner and text / HTML (non-rich media) ad creative. |
| 2 | 5 business days prior to live date | For standard rich media creative (e.g. Rich Media without custom functionality). |
| 3 | 10+ business days prior to live date | For any non standard / custom executions: Lead time may vary depending on the nature and complexity of the execution. Minimum lead time is 10 business days. |

Third Party Ad Tag Types

Ads within the Fairfax network may be served through either iframe or JavaScript ad-tags.

All Fairfax approved third party vendors support both methods; however a member of the Ad Operations team will inform you if a specific execution requires a particular tag type/delivery method. Third party redirect tags must be live when submitted.

Supported desktop web browsers

- Chrome (latest official release)
- Mozilla Firefox (latest official release)
- Microsoft Internet Explorer V11 (Windows OS only)
- Safari 4+ (Apple OS only)

Terms and Conditions

These terms apply to all advertising provided to any person ("Customer") by Fairfax Media Management Pty Limited ABN 11124 337 239 or a subsidiary ("Fairfax"). Customer includes an advertiser on whose behalf Advertising is placed and any media company or agency that arranges the Advertising for its clients.



1. Publication of Advertising

- 1.1. Subject to these Terms, in providing advertising to a Customer (Advertising"), Fairfax will use its reasonable endeavours to publish the Advertising in the format and in the position agreed with the Customer. "Advertising" includes images submitted for publication and content or information relating to published advertisements.
- 1.2. Customer grants Fairfax a worldwide, royalty-free, non-exclusive, irrevocable licence to publish, and to sub-licence the publication of, the Advertising in any form or medium, including print, online or other. Customer warrants that it is authorised to grant Fairfax the licence in this clause 1.

2. Right to Refuse Advertising

- 2.1. Neither these Terms nor any written or verbal quotation by Fairfax represents an agreement to publish Advertising. An agreement will only be formed between Fairfax and Customer when Fairfax accepts the Advertising in writing or generates a tax invoice for that Advertising.
- 2.2. Fairfax reserves the right to refuse or withdraw from publication any Advertising at any time that, in the opinion of Fairfax, is illegal, defamatory, offensive, obscene and/or contrary to the business interest, goodwill and/or reputation of Fairfax or any of its customers or vendors or is likely to infringe on the rights of third parties (even if the Advertising has previously been published by Fairfax).

3. Right to vary Format, Placement or Distribution

- 3.1. Fairfax will use reasonable efforts to publish Advertising in the format and in the position requested by the Customer. However, Fairfax reserves the right to vary the placement of Advertising within a title or website or to change the format of Advertising. Customer must pay the full price for Advertising even if Fairfax varies the format or placement of the Advertising.
- 3.2. Except in accordance with clause 12, Fairfax will not be liable for any loss or damage incurred by a Customer arising from Fairfax's failure to publish Advertising in the format and position requested by the Customer.
- 3.3. If Fairfax changes the press configuration for a publication, Fairfax reserves the right to shrink or enlarge the Advertising by up to 10% without notice to Customer or any change to rates.

4. Submission of Advertising

- 4.1. Customer warrants to Fairfax that the publication of the Advertising does not breach or infringe:
 - a) the Competition and Consumer Act (Cth) or equivalent State legislation;
 - b) any copyright, trade mark, obligation of confidentiality or other personal or proprietary right;
 c) any law of defamation, obscenity or contempt of any court, tribunal
 - or royal commission; d) State or Commonwealth privacy legislation or anti-discrimination
 - legislation; e) any financial services law as defined in the Corporations Act
 - 2001 (Cth); or

 f) any other law or applicable code (including any common law.
 - f) any other law or applicable code (including any common law, statute, delegated legislation, rule or ordinance of the Commonwealth, or a State or Territory).
- 4.2. Customer warrants that if Advertising contains the name or photographic or pictorial representation of any living person and/or any copy by which any living person can be identified, the Customer has obtained the authority of that person to make use of his/her name or representation or the copy.
- 4.3. Advertising containing contact details for the Customer must contain the full name and street address of the Customer. Post office box and email addresses alone are insufficient.
- 4.4. If a Customer submits Advertising that looks, in Fairfax's opinion, like editorial material, Fairfax may publish the Advertising under the heading "Advertising" with a border distinguishing it from editorial.
- 4.5. Advertising submitted electronically must comply with Fairfax's specifications. Fairfax may reject the Advertising material if it is not submitted in accordance with such specifications.
- 4.6. Advertising material delivered digitally must include the Fairfax booking or material identification number.
- 4.7. If Customer is a corporation and the Advertising contains the price for consumer goods or services, Customer warrants that the Advertising complies with the component pricing provisions of the Competition and Consumer Act (Cth) and contains, as a single price, the minimum total price to the extent quantifiable at time of the Advertising.
- 4.8. Customer must not resell Advertising space to any third party without Fairfax's consent.
- 4.9. If Advertising promotes a competition or trade promotion, Customer warrants it has obtained all relevant permits and indemnifies Fairfax against any loss in connection with the Advertising.

Classified Advertising

Fairfax will publish classified Advertising under the classification heading it determines is most appropriate. These headings are for the convenience of readers. Fairfax will publish classified display Advertising sorted by alphabetical caption and, where space permits, with related line Advertising.

6. Online Advertising

- 6.1. For online banner and display Advertising, Customer must submit creative materials and a click-through URL to Fairfax at least 3 working days; G working days for non-gif material) or within such other deadline advised by Fairfax at its discretion before publication date. Fairfax may charge Customer for online Advertising cancelled on less than 14 days notice or if creative materials are not submitted in accordance with this clause 6.1.
- All online Advertising (including rich media) must comply with Fairfax's advertising specifications.
- 6.3. Fairfax will measure online display and banner Advertising (including impressions delivered and clicks achieved) through its ad-serving systems. Results from Customer or third party ad-servers will not be accepted for the purposes of Fairfax's billing and assessment of Advertising.
- 6.4. Fairfax is not liable for loss or damage from an internet or telecommunications failure.
- 6.5. Customer acknowledges that Fairfax may at its discretion include additional features or inclusions such as third party advertisements within online classified Advertising.

Error

- 7.1 Customer must promptly check proofs of Advertising (if provided to the Customer by Fairfax) and notify Fairfax of any errors in the proofs or in published Advertising.
- 7.2 Fairfax does not accept responsibility for any errors submitted by the Customer or its agent, including errors in Advertising placed over the telephone.
- 7.3 Customer must send any claim for credit or republication in writing to Fairfax no later than 7 days after the date of publication of the Advertising.

8. Advertising Rates and GST

- 8.1. The Customer must pay for Advertising, unless otherwise agreed, at the casual ratecard rate. Ratecard rates may be varied at any time by Fairfax without notice. Customer must pay GST at the time it pays for Advertising, Fairfax will provide a tax invoice or adjustment note (as applicable).
- Eligibility for discounts or rebates will be based on the Customer's GST-exclusive advertising spend.

9. Credit and Customer Accounts

Fairfax may grant, deny or withdraw credit to a Customer at any time in its discretion. Customer must ensure that its Customer account number is available only to those employees authorised to use it. Customer acknowledges it will be liable for all Advertising placed under Customer's account number.

10. Payment

- 10.1. The Customer must pre-pay for Advertising if required by Fairfax. If Advertising is on account, payment must be within 7 days of date of the invoice or, for certain Rural Press publications, within 21 days of the end of the month in which the invoice is issued. If a commercial account has been established with Fairfax, payment must be within 30 days of invoice date.
- 10.2. If Customer fails to provide the copy for a booking by the publication deadline, Fairfax may, at its sole discretion, still accept the Advertising after the deadline. If the Advertising is ultimately not published because of Customer's failure to deliver the copy in sufficient time after the publication deadline, Customer will still be charged for the Advertising and Customer has no claim against Fairfax for credit, republication or other remedy for out of deadline Advertising.
- 10.3. Customer must pay the full price for Advertising even if there is an error in the Advertising, unless the error was Fairfax's fault.
- 10.4. Customer must pay its electronic transmission costs.
- 10.5. To the extent that Fairfax incurs any third party costs on the Customer's behalf (e.g. production costs) which it is not able to be reimbursed for, the Customer will be required to pay this amount to Fairfax regardless of whether the Advertising is postponed or cancelled.

11. Failure to Pay and Other Breach

- 11.1. If Customer breaches these terms, fails to pay for Advertising or suffers an Insolvency Event (defined in clause 11.2), Fairfax may (in its discretion and without limitation):
 - a) cancel any provision of credit to Customer;
 - b) require cash pre-payment for further Advertising;
 - c) charge interest on all overdue amounts at the rate 2% above the NAB Overdraft Base Rate; take proceedings against the Customer for any outstanding amounts;
 - d) recover Fairfax's costs including mercantile agency and legal costs on a full indemnity basis;
 - e) cease publication of further Advertising or suspend an agreement for Advertising not yet published until the breach is remedied and if it is not remedied within 10 Business Days, Fairfax may terminate an agreement for Advertising not published;
- f) exercise any other rights at law. 11.2. A Customer suffers an "Insolvency Event" if:
 - a) Customer is a natural person and commits an act of bankruptcy; or
 - b) Customer is a body corporate and cannot pay its debts as and

- when they fall due or enters an arrangement with its creditors other than in the ordinary course of business or passes a resolution for administration, winding up or liquidation (other than for the purposes of reorganisation or reconstruction); or has a receiver, manager, liquidator or administrator appointed to any of its property or assets or has a petition presented for its winding up.
- 11.3. Fairfax may withhold any discounts or rebates if Customer fails to comply with its payment obligations.
- 11.4. A written statement of debt signed by an authorised employee of Fairfax is evidence of the amount owed by the Customer to Fairfax.

1. Liability

- 12.1. Each of the parties excludes all implied conditions and warranties from these terms, except any condition or warranty (such as conditions and warranties implied by the Competition and Consumer Act 2010 and equivalent State acts) which cannot by law be excluded ("Non-excludable Condition").
- 12.2. Each of the parties limits its liability for:
 - a) breach of any Non-excludable Condition (to the extent such liability can be limited); and
 - b) for any breach of contract caused by or contributed by a party, in the case of Fairfax, to the re-supply of the Advertising if reasonably possible or payment of the cost of re-supply to Customer and in the case of Customer, the amount paid for the Advertising.
- 12.3. Subject to clauses 12.1, neither party will, in any circumstances, be liable to the other for any indirect or consequential losses, loss of profits, loss of revenue or loss of business opportunity.
- 12.4. Subject to clause 12.2, the Customer indemnifies Fairfax and its officers, employees, contractors and agents (the "Indemnified") against any costs, expenses, losses, damages and liability suffered or incurred by the Indemnified arising from the Customer's breach of these Terms and any negligent or unlawful act or omission of the Customer in connection with the Advertising.

13. Privacy

- 13.1. Fairfax collects a Customer's personal information to provide the Advertising to the Customer and for invoicing purposes. Fairfax may disclose this personal information to its related bodies corporate, to credit reporting agencies and other third parties as part of provision of the Advertising and for overdue accounts, to debt collection agencies to recover amounts owing.
- 13.2. Fairfax provides some published Advertising to third party service providers. Where such Advertising contains personal information, Customer consents to the disclosure of their personal information in the advertising to third parties and to the personal information being republished by a third party.
- 13.3. Customers may gain access to their personal information by writing to the Privacy Officer, GPO Box 506, Sydney NSW 2001. Fairfax's privacy policy is at www.fairfaxmedia.com.au .

14. Confidentiality

- 14.1. Each party will treat as confidential, and will procure that its advertising agents, other agents, and contractors ("Agents") treat as confidential and will not disclose, unless disclosure is required by law:
 - a) the terms of this Agreement (including terms relating to volumes and pricing);
 - b) information generated for the performance of this Agreement, including all data relating to advertising schedules, budgets, forecasts, booked advertising, prices or volumes;
 - c) any other information that ought in good faith to be treated as confidential given the circumstances of disclosure or the nature of the information; and
 - d) any information derived wholly or partly for any information referred to in (a) to (c) above.
- 14.2. Each party agrees to take all reasonable precautions to prevent any unauthorised use, disclosure, publication or dissemination of the confidential information by or on behalf of itself or any third party.

15. General

- 15.1. These Terms, with any other written agreement, represent the entire agreement of the Customer and Fairfax for Advertising. They can only be varied in writing by an authorised officer of Fairfax. No purchase order or other document issued by the Customer will vary these Terms.
- 15.2. Fairfax will not be liable for any delay or failure to publish Advertising caused by a factor outside Fairfax's reasonable control (including but not limited to any act of God, war, breakdown of plant, industrial dispute, electricity failure, governmental or legal restraint).
- 15.3. Fairfax may serve notice on Customer by post or fax to the last known address of the Customer.
- 15.4. These Terms are governed by the laws of the State in which the billing Fairfax company for the Advertising is located and each party submits to the non-exclusive jurisdiction of that State.

FAIRFAX MEDIA ABN 15 008 663 161



NSW

1 Darling Island Rd Pyrmont NSW 2009 (02) 9282 2833 VIC

655 Collins St, Docklands VIC 3008 (03) 8667 2000 QLD

LvI 7, 140 Ann St Brisbane QLD 4000 (07) 3835 7540 SA

LvI 1, 200 Greenhill Rd, Eastwood SA 5063 (08) 8212 1212 WA

LvI 1, 169 Hay St East Perth WA 6004 (08) 9220 1575 ACT

9 Pirie St, Fyshwick ACT 2609 (02) 6280 2122

