

Annual General Meeting 2017

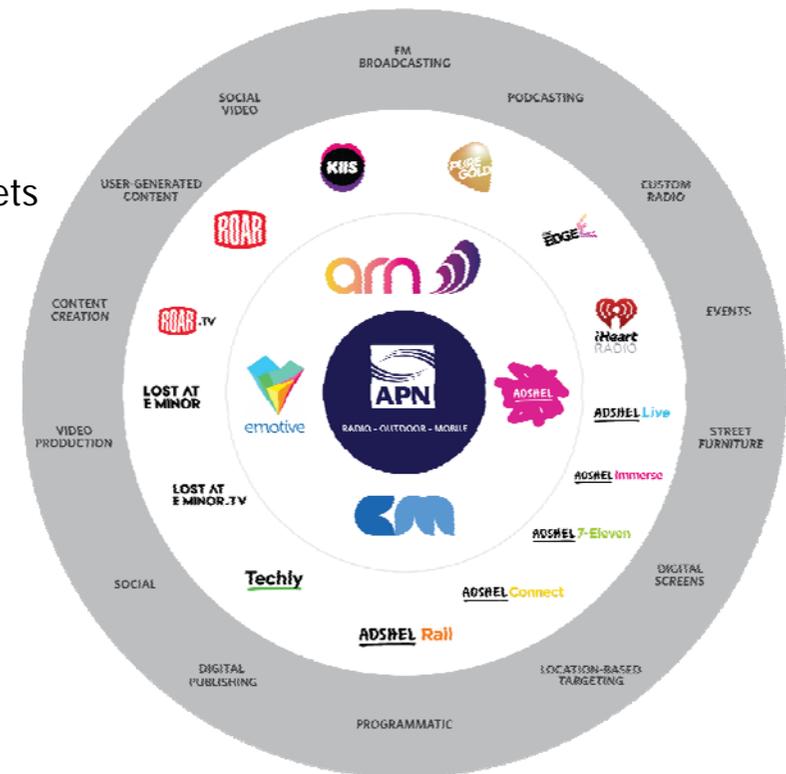


APN NEWS & MEDIA LIMITED
ABN 95 008 637 643



APN: A NEW BUSINESS

- Australian focused Media & Entertainment company
- Full ownership of leading, high quality metropolitan assets
- Growth sectors – Radio, Outdoor and Digital
- Unique in Australian media
- Audiences of scale, less fragmentation
- Platform for working closer





2016 BUSINESS PERFORMANCE

A\$ million	2016 Pro forma revenue	2015 Pro forma revenue	YoY change	2016 Pro forma EBITDA	2015 Pro forma EBITDA	YoY change
Australian Radio Network ¹	225.3	221.1	2%	86.1	82.8	4%
Adshel	205.8	176.4	17%	46.2	38.3	21%
Hong Kong Outdoor	27.1	37.9	(29%)	(1.3)	0.4	>(100%)
Corporate	-	-	-	(13.9)	(12.7)	10%
Total^{2,3}	458.2	435.5	5%	117.1	108.9	8%

(1) ARN includes interests in Emotive, Brisbane FM Radio, Canberra Radio and Nova Perth Radio

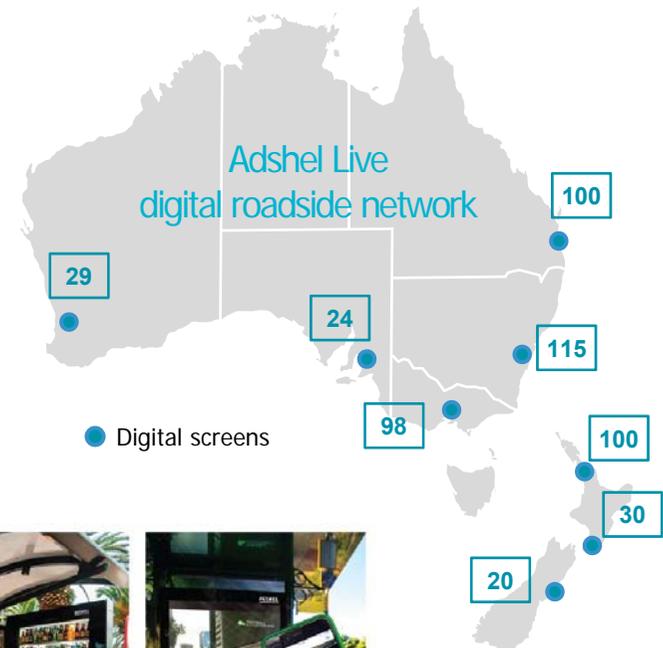
(2) Pro forma revenue and EBITDA includes 100% of Adshel and excludes Conversant Media

(3) Before exceptional items

ADSHEL: DIGITAL INVESTMENT DRIVING GROWTH



- No. 1 street furniture operator in Australia and New Zealand
- 366 digital screens in Australia; 150 in New Zealand
- 200+ digital screens planned for 2017
- Approximately \$50m capital expenditure in 2017 subject to approvals & tender outcomes





THE POWER OF ADSHEL'S ROADSIDE NETWORK



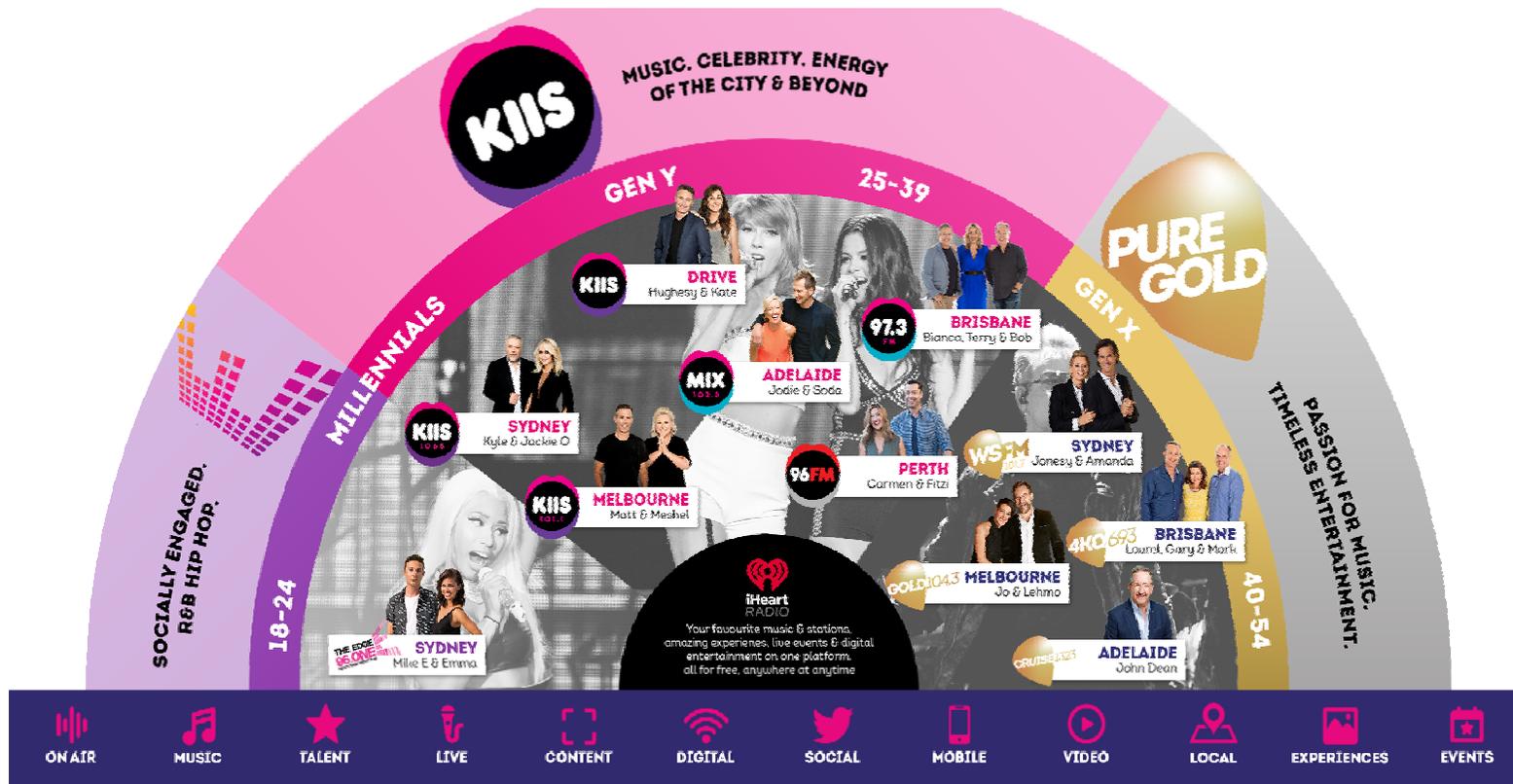
HONG KONG OUTDOOR

- Restructured & resized business
- Renewed Western & Eastern Harbour Tunnels
- HK Tram Shelters contract win





AUSTRALIAN RADIO NETWORK



ARN: MULTIPLATFORM BUSINESS



- 1.2m App downloads
- 750K registered users
- 54% under 30 yrs
- 70 new stations launched



- Solid revenue & earnings growth
- 120m video views
- Growing client base



- 4m users
- 1.6m+ monthly video views
- Younger audience profile
- Integration with ARN



TRADING UPDATE

After four months of trading, APN Group revenues are in line with strong 2016 comparatives on a pro-forma basis.

The radio market remained soft in March and April, on strong first half 2016 comps. ARN's revenue YTD is behind expectations with the second half 2016 trend continuing into 2017. Further cost action has been taken, however earnings have been impacted by contracted cost increases.

Adshel's performance improved significantly in March and forward bookings to June are in line with expectations. NZ is growing strongly on the back of accelerated digitisation while permits are obtained for some Australian locations. Revenue growth exceeds cost growth year to date.



WHY CHANGE THE NAME?

- APN = Australian Provincial Newspapers
- Zero exposure to traditional publishing
- Move from a holder of media assets to an operator
- Re-position APN as Tier 1 media business
- Uniquely positioned





Here, There & Everywhere

Our purpose is to unlock the power of Marketing in Motion



We welcome relevant entertainment



We welcome relevant education



We welcome relevant content



We reward brands that can deliver relevance with our attention



Consumers are more open to marketing messages when out and about

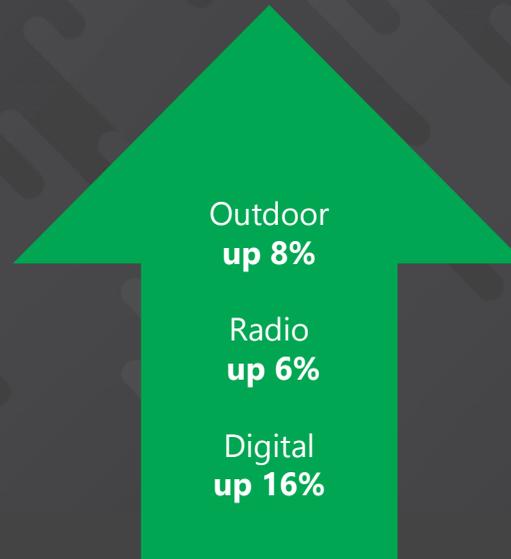
It's the opposite to
the in-home
experience



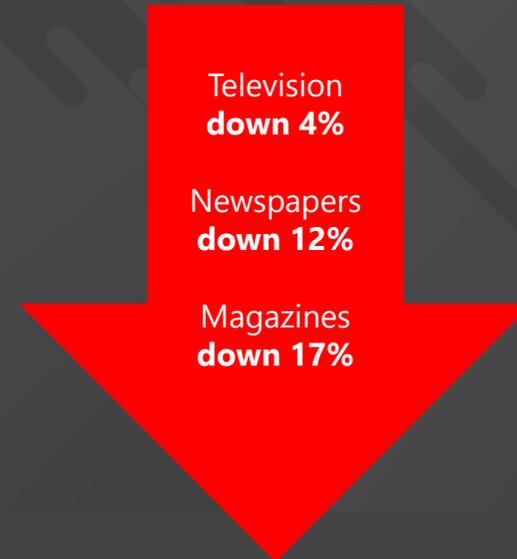
HT&E

Marketing in Motion channels are in growth

SMI Data: 2016 v 2015



Media revenues in growth



Media revenues in decline

Our Unique Proposition





Here, There & Everywhere

THANK YOU