

#### Southern Cross Media Group Limited ABN 91 116 024 536

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#### **ASX RELEASE / MEDIA RELEASE**

#### SOUTHERN CROSS MEDIA GROUP - 2011 ANNUAL GENERAL MEETING

Please find attached the presentation to be given by Southern Cross Media Group Limited (ASX: SXL) Chairman, Max Moore-Wilton and the company's Chief Executive Officer, Rhys Holleran at the company's Annual General meeting which will be held at 11:00 am today in Melbourne.

For further information, please contact:

#### **Rhys Holleran**

Chief Executive Officer Tel: 03 9922 2023 Mob: 0418 240 644

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# **AGENDA**

- 1. Chairman's overview
- 2. CEO's report
- 3. Formal business
- 4. Closure of meeting



#### **SCMG BOARD & MANAGEMENT**

#### **SCMG Board**

Max Moore Wilton, Chairman
Leon Pasternak, Deputy Chair
Tony Bell, Non-executive Director
Chris de Boer, Non-executive Director
Michael Carapiet, Non-executive Director
Marina Darling, Non-executive Director
Peter Harvie, Non-executive Director

#### **SCMG Management**

Rhys Holleran, Chief Executive Officer Steve Kelly, Chief Financial Officer Louise Bolger, Company Secretary



#### MAX MOORE-WILTON

# CHAIRMAN'S OVERVIEW



#### RHYS HOLLERAN

# CEO'S REPORT



## Q1 REVENUE

|                      | Q1 FY12 \$000's | Q1 FY11 \$000's | % change vs. PCP |  |  |
|----------------------|-----------------|-----------------|------------------|--|--|
| National Advertising | 93,836          | 98,632          | (4.9%)           |  |  |
| Local Advertising    | 70,790          | 71,155          | (0.5%)           |  |  |
| Total Advertising    | 164,626         | 169,787         | (3.0%)           |  |  |
| Other Revenue        | 12,203          | 12,007          | 1.6%             |  |  |
| Total Revenue        | 176,829         | 181,794         | (2.7%)           |  |  |

- Strong comparatives (PcP) on TV and metro radio
- National market has been impacted by an uncertain retail climate
- Local markets remain stable and strong



# Q1 REVENUE (con't)

|                         | Regional           |                    |                  |                    |                    |                  |                    | Metro              |                  |  |
|-------------------------|--------------------|--------------------|------------------|--------------------|--------------------|------------------|--------------------|--------------------|------------------|--|
|                         | Television         |                    |                  | Radio              |                    |                  | Metro Radio        |                    |                  |  |
|                         | Q1 FY12<br>\$000's | Q1 FY11<br>\$000's | % change vs. PCP | Q1 FY12<br>\$000's | Q1 FY11<br>\$000's | % change vs. PCP | Q1 FY12<br>\$000's | Q1 FY11<br>\$000's | % change vs. PCP |  |
| National<br>Advertising | 37,956             | 41,483             | (8.5%)           | 10,359             | 10,271             | 0.9%             | 45,521             | 46,878             | (2.9%)           |  |
| Local<br>Advertising    | 24,344             | 24,485             | (0.6%)           | 25,842             | 26,187             | (1.3%)           | 20,603             | 20,483             | 0.6%             |  |
| Total<br>Advertising    | 62,300             | 65,968             | (5.6%)           | 36,201             | 36,458             | (0.7%)           | 66,124             | 67,361             | (1.8%)           |  |

- Regional TV remains challenging predominantly due to soft ratings.
- Local Advertising markets remain strong, solid and steady
- Radio continues to show stability and resilience



# **SYNERGIES**

- Ahead of schedule
  - Now run rated at \$9.6m of which \$7.1m will be realised this financial year
- At the top end of expectations
  - Currently at 64% of \$15m upper end target
- All relocations complete
- Ratings remain strong in radio, Triple M results especially pleasing
  - Group pleased with recent ACRA success

## **DEBT & TRADING CONDITIONS**

- Net debt to 30 September reduced by a further \$20m to \$675m.
- Market is still short and visibility limited
- We expect Q2 revenues to be flat
- TV markets remain challenged
- We are optimistic about our TV lineup in 2012
- We expect radio to remain stable



MAX MOORE-WILTON

# **FORMAL BUSINESS**



## **PROXIES**

- Proxies received for 484,435,257 shares
- Number of shareholders 558
- Representing 68.64% of the company's issued voting capital



#### Resolution 1: Adoption of Remuneration Report

That SCMGL adopt the Remuneration Report included in the SCMGL Directors' Report for the financial year ended 30 June 2011.



Resolution 2: Re-election of Chris de Boer as a Director

That Chris de Boer be re-elected as a Director of SCMGL.



Resolution 3: Re-election of Tony Bell as a Director

That Tony Bell be re-elected as a Director of SCMGL.



Resolution 4: Election of Peter Harvie as a Director

That Peter Harvie be elected as a Director of SCMGL.



Resolution 5: Election of Marina Darling as a Director

That Marina Darling be elected as a Director of SCMGL.



#### SPECIAL BUSINESS

#### Resolution 6: Increase in cap on annual Directors' Remuneration

That, for the purposes of the Corporations Act and Listing Rule 10.17, for the purpose of article 10.9 of the Constitution, and for all other purposes, approval is given for the maximum amount or value of remuneration which may be paid to the SCMGL Directors for their services as directors to be increased by an amount of \$500,000 per annum from \$1,000,000 per annum to \$1,500,000 per annum.



# **SPECIAL BUSINESS**

#### Resolution 7: Approval of financial assistance

That, for the purposes of sections 260A and 260B(2) of the Corporations Act and for all other purposes, approval is given for each of the Acquired Companies, each a wholly owned subsidiary of the Company, to give financial assistance to the Company in relation to the acquisition by the Company (directly or indirectly) of shares in the Acquired Companies, as described in the Explanatory Memorandum.



