



**SOUTHERN CROSS AUSTEREO STANDARD ADVERTISING TERMS AND CONDITIONS**  
**21 October 2021**

**1. INTERPRETATION**

**1.1 Certain statutory definitions**

A term:

- (a) defined in the *Corporations Act 2001* (Cth) but not in the Agreement has the meaning given to it in the *Corporations Act 2001* (Cth); or
- (b) defined in the GST Law but not in the Agreement or the Corporations Act has the meaning given to it in the GST Law.

**1.2 Other definitions**

The definitions set out below also apply in the Agreement.

**Advertising** means Communication of Advertising Material on any Format specified in the Agreement or any sponsorship, promotion or other activity to promote the Client or its products.

**Advertising Material** means any written, audio or audio visual material and all corresponding intellectual property rights created for the purpose of producing an advertisement for broadcast by SCA under the Agreement.

**ACL** means the *Australian Consumer Law* set out in Schedule 2 to the *Competition and Consumer Act 2010* (Cth).

**Accredited Advertising Agency** means any advertising agency accredited by SCA that at all times has a minimum of five Clients and no individual Client at any time provides more than 50% of the billings of the Accredited Advertising Agency for the prior twelve (12) month.

**Agreement** means any SCA Proposal, Sales Schedule, Broadcast Confirmation, Broadcast Agreement, Production Quote or similar document between SCA and the Client setting out the Advertising to be provided and which includes these terms and conditions.

**BSA** means the *Broadcasting Services Act 1992* (Cth) and all relevant standards and codes of practice determined or registered under the BSA.

**Campaign** means the advertising campaign booked by the Client under the Agreement.

**Client** means the person for whose benefit the Advertising is to be provided under the Agreement and, except where expressly excluded, includes an Accredited Advertising Agency.

**Commercial Credit Account** means the credit terms that have been agreed in writing between the Client and SCA based on the credit application completed by the Client and submitted to SCA.

**Communicate** means publish, broadcast or otherwise communicate on any Format.

**Delete and Charge** means SCA will not Communicate Advertising booked by the Client but will charge the Client for the Advertising.

**Eligible Client** means a Client that satisfies the conditions specified in Schedule 1.

**Fee** means the amount to be invoiced by SCA and payable by the Client as set out in the Agreement.

**Force Majeure Event** means an event outside the reasonable control of the affected party.

**Format** means a format available for publication, communication or broadcast of Advertising Material including broadcast or livestreamed radio and television, on-demand audio and video, websites, social media accounts, blogs and applications.

**GST Law** has the meaning given in the *A New Tax System (Goods and Services Tax) Act 1999* (Cth).

**Holdings** means the electronic confirmation of all bookings (including all spot and non-spot charges) for commercial radio Advertising held on behalf of an Accredited Advertising Agency and its Client by SCA (whether representing itself or as sales representative for another commercial radio operator) and provided to the Accredited Advertising Agency by SCA's chosen delivery method each night Monday to Friday, in the form of a Holdings file, which is to be compatible with the Mediaocean SMD system used by the Accredited Advertising Agency.

**Insolvent** means being unable to pay debts as and when they fall due; ceasing to carry on business; having a liquidator, receiver, receiver and manager or administrator appointed to the whole or any part of the assets of a business; making a composition or arrangement with creditors; having an order or resolution made for the dissolution or liquidation of a business (other than for the purpose of solvent amalgamation or reconstruction); or any similar or analogous procedure, action or event in any jurisdiction

**Play and Charge** means SCA will Communicate Advertising booked by the Client and will charge the Client for the Advertising.

**Session Times** means, give or take 15 minutes either side of the scheduled spot, Breakfast (0525 – 0900), Morning (0900 – 1200), Afternoon (1200 – 1500), Drive (1500 – 1900), Evening (1900 – 2200), Late Evening (2200 – 2400) and Mid Dawn (0000 – 0525);

**SCA** means Southern Cross Austereo Pty Ltd ABN 78 109 243 110.

**SCA Group** means SCA and its related bodies corporate.

**SCA Materials** means Advertising Material created by SCA or its employees, contractors or agents.

**Termination Date** means the date on which the Campaign concludes.

**Zone Times** means, give or take 15 minutes either way of the scheduled spot, Zone 1 (1800 – 2230) and Daytime (0600 – 1800).

### 1.3 Interpretation

Headings do not affect the interpretation of the Agreement. The following rules of interpretation also apply unless the contrary intention appears:

- (a) the singular includes the plural and vice versa; and
- (b) if a word or phrase is given a meaning, other parts of speech and grammatical forms of that word or phrase have corresponding meanings.

### 1.4 SCA Access

If a Client is an Eligible Client, then the terms and conditions of Schedule 1 apply in relation to the Client's purchase and payment for Eligible Products (as defined in Schedule 1) and Schedule 1 prevails to the extent of any inconsistency with the remainder of these terms and conditions.

## 2. ADVERTISING SERVICES

### 2.1 Agreement to advertise

The Client agrees to advertise with SCA and SCA agrees to provide Advertising to the Client on the terms set out in the Agreement. The Client may not re-sell, sub-license or sub-contract any Advertising allocated to it.

### 2.2 Campaigns

Each new Campaign represents a new contract between the parties governed by the Agreement. SCA is under no obligation to accept any request by the Client for a new Campaign.

## 3. FEES AND PAYMENT

### 3.1 Fee

In consideration for the Advertising provided or to be provided by SCA, the Client will pay the Fee to SCA in accordance with the Agreement.

### 3.2 Invoicing and payment

- (a) The Client (other than an Accredited Advertising Agency) will pay the Fee in full:
  - (i) if the Client has an approved Commercial Credit Account with SCA or as otherwise stipulated by the Client's Commercial Credit Account terms, then on the last business day of the month following the date of invoice or adjustment; or
  - (ii) if the Client does not have an approved Commercial Credit Account with SCA or the Client's Commercial Credit Account limit has been reached, then five business days before the first day of the scheduled Advertising.

- (b) Where the Client is an Accredited Advertising Agency, the Client will pay the Fee in full within 45 days after the date of SCA's invoice or adjustment.

### **3.3 Agency rebate**

If the Accredited Advertising Agency is not in breach of the Agreement, it will be entitled to a rebate of up to 10% of the Fee (or as otherwise agreed between the parties). A rebate will not apply to Advertising provided by SCA to the Accredited Advertising Agency on behalf of a Client that has booked Advertising from SCA during the preceding 12 months (other than Advertising booked by the Accredited Advertising Agency) or that is currently advertising or has booked future advertising with SCA.

### **3.4 Consequences of non-payment**

Without limiting any other rights available to SCA if the Client fails to pay any Fee when due, SCA may in its discretion:

- (a) terminate the Agreement and the Client's Commercial Credit Account (if any) and immediately seek recovery from the Client of all moneys owed by the Client and the guarantor (if any);
- (b) suspend or refuse to provide Advertising booked by the Client;
- (c) by notice in writing suspend or cancel the Accredited Advertising Agency's registration as an accredited advertising agency;
- (d) recover from the Client all costs relating to any action taken to recover moneys from the Client (reasonable legal costs);
- (e) charge interest at the rate prescribed pursuant to the Penalty Interest Rates Act 1983 (Vic).

Any failure by SCA to take any of the actions or charge any of the fees set out above does not constitute a waiver of its right to do so in the future.

### **3.5 GST**

- (a) Unless otherwise stated, all amounts payable under the Agreement are exclusive of GST.
- (b) If GST is payable on any supply under the Agreement, the parties agree that the amount payable for the supply (excluding non-monetary consideration) will be considered exclusive of GST. Unless the parties otherwise agree in writing, the Client undertakes to pay SCA the amount of such GST in addition to the amount payable for that supply at the time the amount is payable or at such later time when the amount of the GST becomes known.

#### **4. OWNERSHIP OF INTELLECTUAL PROPERTY**

##### **4.1 SCA Materials**

The Client acknowledges that:

- (a) all rights, title, interest and intellectual property rights in any SCA Materials not specifically granted to the Client in writing vest with SCA;
- (b) it must not use any SCA Materials for any purpose other than advertising through SCA and the SCA Materials must be kept strictly confidential by the Client; and
- (c) at the end of a Campaign:
  - (i) SCA may require delivery by the Client of any material containing SCA Materials; and
  - (ii) the Client may only continue to use the SCA Materials with the prior written consent of SCA which may be subject to the payment of a licence fee.

##### **4.2 Client's warranty**

The Client warrants that Advertising Materials created or provided by the Client or its employees, contractors or agents are owned by, or licensed to, the Client and that their Communication by SCA under the Agreement will not breach the intellectual property or other rights of any person.

##### **4.3 Third party authorisations**

The Client will obtain all third party authorisations, consents, approvals or permissions necessary or desirable for Communication by SCA of all Advertising Material, including SCA Materials.

#### **5. CONTENT OF ADVERTISEMENTS**

The Client will ensure the content and Communication by SCA of the Advertising Materials, including SCA Materials, does not breach any applicable law. For this purpose, "applicable law" includes the BSA, the ACL, the *Copyright Act 1968* (Cth), the *Trade Marks Act 1995* (Cth) relevant defamation laws in all Australian jurisdictions and all industry codes of practice that apply to the content of advertisements.

#### **6. COMMUNICATION OF ADVERTISING**

##### **6.1 Availability and placement of advertisements**

Advertising booked by the Client is subject to availability within the Session Times and Zone Times agreed between SCA and the Client.

##### **6.2 Acceptance and scheduling of Advertising**

SCA may:

- (a) withdraw or refuse to accept Advertising Material for any reason; and

- (b) cancel, reschedule or replace any programming or advertising breaks within or between programming without reference to the Client.

**6.3 Client acknowledgments**

The Client acknowledges that:

- (a) scheduling of programming and Advertising by SCA is subject to unforeseen changes and SCA may reschedule Advertising at any time in its discretion;
- (b) Advertising is subject to interruption;
- (c) SCA may Communicate other material or advertisements which are not beneficial to the Client's business and custom; and

**6.4 Rates**

- (a) Unless otherwise agreed in writing, rates for Advertising are based on 30 second commercials (**30 second rate**). Rates for other commercial lengths will be calculated as follows:
  - (i) if the commercial length is 5 seconds, 0.40 multiplied by the 30 second rate;
  - (ii) if the commercial length is 10 seconds, 0.66 multiplied by the 30 second rate;
  - (iii) if the commercial length is 15 seconds, 0.75 multiplied by the 30 second rate;
  - (iv) if the commercial length is 45 seconds, 1.5 multiplied by the 30 second rate;
  - (v) if the commercial length is 60 seconds, 2 multiplied by the 30 second rate; and
  - (vi) if the commercial length is 90 seconds, 3 multiplied by the 30 second rate.
- (b) Other commercial lengths not referred to in this clause 6.4 will be considered on application and rates will be determined in SCA's discretion.
- (c) If the Client requests and SCA agrees to:
  - (i) narrow the Session Times or Zone Times; or
  - (ii) specific placement of Advertising within a specific commercial break,the Client will pay a 20% loading fee in addition to the Fee for the Advertising.

**6.5 Make goods**

Subject to clause 6.6, if, as determined by both parties acting reasonably, any Advertising:

- (a) is Communicated incorrectly;
- (b) is Communicated out of a scheduled Session Time or Zone Time; or

(c) is not Communicated,

SCA will, subject to availability, “make good” the Advertising in a scheduled Session Time or Zone Time agreed by the Client. The Client has three months from the date the discrepancy is notified to the Client to claim a make-good.

## **6.6 Holdings**

- (a) Subject to clause 6.6(b), Holdings is considered the final confirmation from SCA (whether representing itself or as sales representative for another commercial radio operator). Any booking errors (including misplaced, duplicated or incorrectly rated bookings) for spots or non-spot charges that appear in Holdings that are not queried by the Accredited Advertising Agency with SCA prior to broadcast will not attract a “make good” or other credit. The Accredited Advertising Agency and its Client will be required to make full payment for Advertising aired in accordance with Holdings.
- (b) If SCA (whether representing itself or as sales representative for another commercial radio operator) changes a booking in Holdings before broadcast, SCA will notify the Accredited Advertising Agency to allow the Accredited Advertising Agency not less than 24 hours to review the relevant changes.

## **7. CANCELLATION AND OTHER CHANGES BY CLIENT**

### **7.1 Permitted changes by Client**

- (a) The Client may only cancel, vary or reschedule Advertising by giving the applicable SCA Sales Account Executive 28 days’ written notice before the scheduled start date of the Advertising.
- (b) If the Client gives notice of any variation or re-scheduling of Advertising in accordance with clause 7.1(a), SCA will use reasonable efforts to vary or reschedule the Advertising to another time during the Campaign. Varied or rescheduled Advertising will be subject to availability at the time of the booking.

### **7.2 Other changes by Client**

If the Client seeks to cancel, vary or reschedule Advertising without giving notice in accordance with clause 7.1(a), SCA may, in its discretion:

- (a) Delete and Charge; or
- (b) Play and Charge,

and, in either case, the Client will pay the applicable Fees.

## **8. LIMITATION OF LIABILITY**

### **8.1 Statutory Guarantees**

Nothing in the Agreement limits or excludes the Client’s rights under the ACL (**Statutory Guarantees**).

**8.2 No other representations**

- (a) Except for the Statutory Guarantees, SCA disclaims and excludes all warranties, representations and claims in relation to the benefits of the Advertising provided to the Client under the Agreement; and
- (b) The Client acknowledges that:
  - (i) except for the Statutory Guarantees, it has not relied on any warranties, representations or claims in relation to the benefits of the Advertising provided to the Client under the Agreement; and
  - (ii) the Advertising provided to the Client under the Agreement might not meet the Client's desired outcomes or objectives in whole or in part.

**8.3 Limit of liability**

To the maximum extent permitted by the ACL, SCA limits its liability, at its discretion, to re-supply of Advertising or payment of the cost of having the Advertising supplied again.

**8.4 Exclusion of other liability**

To the maximum extent permitted by law, SCA excludes all other liability for any costs, expenses, losses and damages suffered or incurred by the Client in connection with the Agreement and any Advertising Communicated by SCA whether that liability arises in contract, tort (including by SCA's negligence) or statute. Without limitation, SCA:

- (a) is not liable for any indirect or consequential loss, including loss of profits, loss of revenue and loss of bargain or business opportunity arising out of or in connection with the Agreement or any Advertising Communicated by SCA (even if SCA was aware of the possibility of such loss or if such loss was otherwise foreseeable); and
- (b) subject to clause 6.5, is not liable for any sound quality issues or delay in transmission relating to any Advertising, or failure of the Internet or any telecommunications structure or broadcasting device.

**9. INDEMNITY**

The Client indemnifies and agrees to keep indemnified the SCA Group and its directors, officers, employees and agents against any loss, liability or damage they suffer directly or indirectly (including reasonable legal costs) arising directly or indirectly as a result of or in connection with Communication of the Advertising Materials by SCA under the Agreement (except to the extent arising from wilful misconduct, fraud or illegal activity by SCA).

**10. EXPIRATION AND TERMINATION OF AGREEMENT**

**10.1 Expiry**

Unless terminated earlier pursuant to clause 10.2, the Agreement will expire on the Termination Date and any further Advertising and corresponding rates will be subject to renegotiation.



**10.2 Early termination**

SCA may terminate the Agreement by notice to the Client if:

- (a) the Client breaches the Agreement and fails to remedy such breach within 14 days after SCA gives notice asking the Client to do so; or
- (b) the Client becomes Insolvent or ceases or threatens to cease carrying on the Client's business.

**11. FORCE MAJEURE**

If SCA is unable, wholly or in part, to perform an obligation under the Agreement because of a Force Majeure Event, the relevant obligation is suspended to the extent that, and for as long as, it is affected by the Force Majeure Event. SCA will use reasonable efforts to mitigate the effect of the Force Majeure Event and resume performance of the obligation promptly on being able to do so.

**12. GENERAL**

**12.1 Governing law**

The Agreement is governed by and subject to the laws of the State of Victoria and the Commonwealth of Australia.

**12.2 Whole agreement**

The Agreement constitutes the entire agreement of the parties in respect of its subject matter and supersedes any prior understanding or agreement between the parties and any prior condition, warranty, indemnity or representation imposed, given or made by a party (whether oral or in writing).

**12.3 Severance**

Any part of the Agreement that is illegal or unenforceable will be severed from this Agreement and the remaining provisions of this Agreement continue in force.

**12.4 Personal information**

Any personal information received by SCA in connection with the Agreement (including SCA Access) will be handled in accordance with SCA's privacy policy which is available at [www.southerncrossaustereo.com.au](http://www.southerncrossaustereo.com.au).

**12.5 Assignment**

SCA may sell, assign, declare a trust over or otherwise deal with its rights under the Agreement without reference to the Client.

**12.6 No set-off or counterclaim**

The Client may not exercise any rights of set-off or counterclaim in relation to any amounts payable by it under the Agreement.

12.7 **Benefit of obligations**

To the extent any obligation of the Client is expressed to be for the benefit of SCA or the SCA Group, SCA has sought this obligation for itself and as agent for and on behalf of each member of the SCA Group and holds the benefits of those obligations as trustee. SCA may enforce the Agreement by legal proceedings in its own name on its own behalf and on behalf and for the benefit of each member of the SCA Group.

**SCHEDULE 1**

**SCA ACCESS**

Effective 1 November 2020 to 31 October 2022

Qantas Airways Limited has accepted SCA as a participant in the Qantas Business Rewards Program. This Schedule governs the rewards program (**SCA Access**) established by SCA under which certain Clients may earn loyalty points in the Qantas Business Rewards Program through their purchase and payment for certain advertising products offered by SCA.

**1. DEFINITIONS**

The following definitions apply in this Schedule.

**Eligible Client** means a Client that:

- (a) holds an ABN;
- (b) purchases and pays for an Eligible Product from the SCA Group and complies with any other requirements specified by SCA before purchase of the Eligible Product; and
- (c) is a member of the Qantas Business Rewards Program.

**Eligible Products** means:

- (a) Advertising services on SCA radio and television stations and digital audio formats; and
- (b) consulting services with SCA's Digital Marketing Agency (**DMA**) in regional markets.

**Qantas** means Qantas Airways Limited ABN 16 009 661 901 and its related bodies corporate.

**Qantas Business Rewards Account** means, in relation to an Eligible Client, a Qantas Business Rewards Program membership account in the name of the Eligible Client.

**Qantas Business Rewards Program** means the business rewards program operated by Qantas currently known as Qantas Business Rewards.

**Qantas Business Rewards Program Terms and Conditions** means the Qantas Business Rewards Program Terms and Conditions as amended by Qantas from time to time and available at [www.qantasbusinessrewards.com](http://www.qantasbusinessrewards.com).

**Qantas Points** means loyalty points in the Qantas Business Rewards Program offered by SCA to Eligible Client in accordance with this Schedule.

**SCA Earn Table** means, in relation to proposed purchase by Eligible Clients (or a category of Eligible Clients) of Eligible Products (or a category of Eligible Products), the information provided by SCA to the applicable Eligible Clients setting out the number of Qantas Points that may be earned by the Eligible Clients through purchase of and payment for the applicable Eligible Products as set out at the end of this Schedule.

**SCA Access** means the reward scheme operated by SCA for its Eligible Clients in accordance with this Schedule.

**2. SCA ACCESS**

**2.1 Awarding Qantas Points**

Subject to this clause 2, SCA may:

- (a) award Qantas Points to an Eligible Client at the rate specified in the SCA Earn Table in consideration for purchase and payment by the Eligible Client for an Eligible Product in accordance with this Schedule; and
- (b) offer additional opportunities to earn Qantas Points under a special promotion for one or more Eligible Clients, in which case the terms and conditions referred to in the special promotion will apply.

**2.2 Crediting Qantas Points to Eligible Clients**

- (a) SCA will use reasonable endeavours to request Qantas to credit Qantas Points to the Qantas Business Rewards Account of an Eligible Client within 30 days after the Eligible Client's payment for an Eligible Product. SCA has no responsibility for Qantas' crediting or failing to credit Qantas Points to the Eligible Client's Qantas Business Rewards Account.
- (b) If, within 60 days after an Eligible Client's payment for an Eligible Product, the Eligible Client considers the correct number of Qantas Points has not been credited to its Qantas Business Rewards Account, the Eligible Client may request SCA to confirm the number of Qantas Points to be credited and provide evidence that it has requested Qantas to credit that number of Qantas Points. The Eligible Client may use the evidence provided by SCA in making any applicable claim to Qantas in relation to the number of Qantas Points to be credited to the Eligible Client's Qantas Business Rewards Account.

**2.3 Cancelling participation in SCA Access**

- (a) If:
  - (i) SCA determines that Qantas Points were improperly obtained or erroneously awarded or credited to an Eligible Client's Qantas Business Rewards Account; or
  - (ii) an Eligible Client claims or attempts to claim Qantas Points earned under SCA Access to which the Eligible Client is not entitled,

then, SCA may do any one or more of the following:

- (iii) terminate the Eligible Client's participation in SCA Access;
- (iv) withhold or cancel the award of Qantas Points to the Eligible Client under SCA Access;

- (v) revoke or withdraw any request to Qantas to credit Qantas Points to the Eligible Client's Qantas Business Rewards Account.
- (b) Neither SCA nor Qantas will be liable for any liability, loss, damage or cost incurred by an Eligible Client or any other person as a result of any action taken by SCA under clause 2.3(a).

#### **2.4 Changes to SCA Access**

- (a) Subject to clause 2.4(b), SCA may implement any changes (whether material or otherwise) to this Schedule and the Qantas Points offered in relation to Eligible Products, including changes to:
  - (i) Eligible Products;
  - (ii) the Earn Table for one or more Eligible Products; and
  - (iii) the ways in which Qantas Points are earned under SCA Access.
- (b) Any change made by SCA under clause 2.4(a):
  - (i) will apply only in relation to Eligible Products purchased by an Eligible Client after the date of the change; and
  - (ii) will not affect the rights of an Eligible Client in relation to any Eligible Product already purchased by the Eligible Client or any Qantas Points already earned by or awarded to the Eligible Client under SCA Access.

### **3. RESPONSIBILITIES OF ELIGIBLE CLIENTS**

#### **3.1 General**

Each Eligible Client:

- (a) is responsible for:
  - (i) maintaining its ABN and registration for GST purposes;
  - (ii) maintaining its membership of the Qantas Business Rewards Program and complying with the terms and conditions and requirements for membership of the Qantas Business Rewards Program (including with respect to claiming, redeeming, transferring or otherwise dealing with Qantas Points under the Qantas Business Rewards Program);
  - (iii) checking whether an advertising service purchased from the SCA Group is an Eligible Product at the time of purchase of the advertising service and, if so, how many Qantas Points may be earned from purchase and payment for the Eligible Product;
  - (iv) checking that the correct number of Qantas Points is credited to its Qantas Business Rewards Account in respect of its purchase and payment for Eligible Products; and

- (v) obtaining its own advice in relation to the taxation implications relating to its participation in SCA Access or the Qantas Business Rewards Program, including in connection with any Qantas Points earned, awarded to, or claimed, redeemed, transferred or otherwise dealt with by the Eligible Client;
- (b) on request by SCA (as a condition of SCA awarding, and requesting Qantas to credit the Eligible Client's Qantas Business Rewards Account with, Qantas Points) provide SCA with reasonable evidence that the Eligible Client is a member of the Qantas Business Rewards Program and eligible to receive Qantas Points; and
- (c) acknowledges it must pay:
  - (i) any ticket levies, taxes and other airport related charges (including any applicable GST on those taxes and charges) which may be due on the redemption of Qantas Points for award flights (even where no fare is payable in respect of the applicable ticket); and
  - (ii) any taxes, fees, levies and charges that are payable (including any applicable GST on those taxes and charges) on the redemption of Qantas Points for other awards.

### **3.2 Accredited Advertising Agencies**

If an Eligible Client is an Accredited Advertising Agency, the Eligible Client:

- (a) acknowledges that any Qantas Points awarded to it under SCA Access are for the benefit of the Eligible Client's own clients (**Underlying Clients**) who have engaged the Eligible Client to purchase Eligible Products from SCA; and
- (b) will take the steps necessary to arrange transfer of any such Qantas Points to each applicable Underlying Client.

## **4. TERMINATION OR SUSPENSION OF SCA ACCESS**

### **4.1 SCA's right to terminate or suspend**

SCA may terminate or suspend SCA Access at any time. SCA will do so if the Qantas Business Rewards Program ceases to operate.

### **4.2 Effect of termination or suspension**

Termination or suspension of SCA Access will not affect the rights of an Eligible Client in relation to any Eligible Product already purchased by the Eligible Client or any Qantas Points already earned by or awarded to the Eligible Client under SCA Access. However, the right of an Eligible Client to claim, redeem, transfer or otherwise deal with Qantas Points earned or awarded under SCA Access will be subject to the Qantas Business Rewards Program Terms and Conditions.

**5. TAXATION IMPLICATIONS**

**5.1 Responsibility of Eligible Client**

Each Eligible Client is solely responsible for any taxes (including income tax and fringe benefits tax) arising in connection with its participation in SCA Access or the Qantas Business Rewards Program, including in connection with any Qantas Points earned, awarded to, or claimed, redeemed, transferred or otherwise dealt with by the Eligible Client.

**5.2 Indemnity**

Each Eligible Client indemnifies and will keep indemnified SCA against any income tax or fringe benefits tax or other tax (apart from GST) arising from or in connection with the Eligible Client's participation in SCA Access or the Qantas Business Rewards Program, including in connection with any Qantas Points earned, awarded to, or claimed, redeemed, transferred or otherwise dealt with by the Eligible Client. This indemnity extends to any liabilities, losses, damages and costs incurred by SCA, including penalties, interest and legal costs, provided SCA takes reasonable steps to mitigate any such liabilities, losses, damages and costs.

**6. GENERAL**

**6.1 Application of Qantas Business Rewards Program Terms and Conditions**

This Schedule is to be read in conjunction with the Qantas Business Rewards Program Terms and Conditions, which prevail to the extent of any inconsistency with this Schedule in relation to the crediting of, or claiming, redeeming, transferring or otherwise dealing with Qantas Points by an Eligible Client.

**6.2 Assignment**

An Eligible Client may not sell, assign, transfer or otherwise deal with its rights under SCA Access, except to the extent (if any) permitted by the Qantas Business Rewards Program Terms and Conditions.

**SCA EARN TABLE**

**SCA ACCESS (Basic)**

<b>Eligible Products</b>	<p>Advertising services on SCA radio and television stations in regional markets.</p> <p>Consulting services with SCA's Digital Marketing Agency (DMA) in regional markets.</p>
<b>Eligible Clients</b>	<p>Available to all Eligible Clients whose SCA Account Manager is based in an SCA regional market.</p>
<b>Requirements to earn Qantas Points</b>	<p>For the period from 1 July 2021 to 30 June 2022, an Eligible Client must satisfy the following two requirements.</p> <p><b>1. Minimum spend:</b></p> <p><u>Existing Clients:</u> The Eligible Client must commit to purchase Eligible Products in a regional market with a minimum average monthly value (excluding GST) of the greater of:</p> <ul style="list-style-type: none"> <li>a. the Eligible Client's most recent average monthly expenditure Eligible Products in that regional market under SCA's former Brandworks program, plus 15%; and</li> <li>b. the Eligible Client's average monthly expenditure on Eligible Products (under the former Brandworks program or otherwise) in that regional market during the prior corresponding period (1 July 2020 to 30 June 2021), plus 10%.</li> </ul> <p><u>New Clients:</u> The Eligible Client must commit to purchase Eligible Products in a regional market with a minimum value specified by SCA for the applicable Eligible Products in that regional market.</p> <p><b>2. Average rate:</b> The average rate (excluding GST) for Eligible Products in a regional market purchased by the Eligible Client must be not less than the greater of:</p> <ul style="list-style-type: none"> <li>a. the minimum rate specified by SCA for Eligible Products in that regional market; and</li> <li>b. the average rate paid by the Eligible Client for Eligible Products in that regional market during the prior corresponding period (1 November 2019 to 30 June 2020).</li> </ul>
<b>SCA Access Qantas Points earn rate</b>	<p>The Eligible Client will earn 1 Qantas Point for each dollar spent on purchase of Eligible Products (excluding GST and any agency rebate).</p>



**SCA ACCESS PLUS**

<b>Eligible Products</b>	<p>Advertising services on SCA radio and television stations in regional markets.</p> <p>Consulting services with SCA's Digital Marketing Agency (DMA) in regional markets.</p>
<b>Eligible Clients</b>	<p>Available to all Eligible Clients, excluding Accredited Advertising Agencies, whose SCA Account Manager is based in an SCA regional market.</p>
<b>Requirements to earn Qantas Points</b>	<p>For the period from 1 July 2021 to 30 June 2022, an Eligible Client must satisfy the following two requirements.</p> <ol style="list-style-type: none"> <li>1. <b>Minimum spend:</b> The Eligible Client must commit to purchase Eligible Products with a minimum annual value (excluding GST) of the greater of:             <ol style="list-style-type: none"> <li>a. \$80,000; and</li> <li>b. the Eligible Client's expenditure (if any) on Eligible Products during the prior corresponding period (1 July 2020 to 30 June 2021), plus 10%.</li> </ol> </li> <li>2. <b>Average rate:</b> The average rates (excluding GST) for Eligible Products purchased by the Eligible Client must be not less than the minimum rates specified by SCA for the applicable Eligible Products.</li> </ol>
<b>SCA Access Plus Qantas Points earn rate</b>	<p>The Eligible Client will earn 1.5 Qantas Points for each dollar spent on purchase of Eligible Products (excluding GST).</p>

**SPECIAL PROMOTION**

**1 November 2021 to 30 June 2022**

In accordance with clause 2.1(b) of this Schedule 1, SCA offers the following additional opportunity for certain Eligible Clients to earn Qantas Points.

<b>Eligible Products</b>	Advertising services on SCA radio stations and digital audio formats.	
<b>Eligible Clients</b>	Available to Eligible Clients, including Accredited Advertising Agencies: <ul style="list-style-type: none"> <li>• with fewer than 50 employees (and other Eligible Clients treated by SCA as a small or medium enterprise); and</li> <li>• whose SCA Account Manager is based in an SCA metro market.</li> </ul>	
<b>Eligibility Period</b>	1 November 2021 to 30 June 2022	
<b>Requirements to earn Qantas Points</b>	<b>Requirements</b>	<b>SCA Access Qantas Points earn rate</b>
	<p>Existing Clients: The Eligible Client will earn Qantas Points for a month during the Eligibility Period if the value of Eligible Products purchased by an Eligible Client during that month is greater than the value of Eligible Products purchased by the Eligible Client during the corresponding month in the immediately preceding year.</p> <p><u>New Clients:</u> The Eligible Client will earn Qantas Points for a month during the Eligibility Period if the Eligible Client purchases Eligible Products during that month.</p> <p>An Eligible Client may earn Qantas Points for more than one month during the Eligibility Period.</p> <p><b>Incremental Expenditure</b> means, in relation to a month during the Eligibility Period:</p> <ul style="list-style-type: none"> <li>• for an existing Eligible Client, the amount (if any) by which the value (excluding GST) of Eligible Products purchased by the Eligible Client during the relevant month is greater than the value (excluding GST) of Eligible Products purchased by the Eligible Client during the corresponding month in the immediately preceding year; and</li> <li>• for a new Eligible Client, the value (excluding GST) of Eligible Products purchased by the Eligible Client during the relevant month.</li> </ul>	2 Qantas Points for each dollar of Incremental Expenditure during each relevant month

**Important notice:**

A Client must be a member of the Qantas Business Rewards Program and satisfy the requirements in the SCA Access Terms and Conditions to be an Eligible Client to earn Qantas Points for business for purchase of Eligible Products. A one-off join fee of \$89.50 (including GST) normally applies, however this will be waived for SCA Clients that join the Qantas Business Rewards Program [here](#). Membership of the Qantas Business Rewards Program and Qantas Points are subject to the Qantas

Business Rewards Program Terms and Conditions available [here](#). Qantas Points for business are offered under the SCA Access Terms and Conditions at [www.southerncrossaustereo.com.au/advertise](http://www.southerncrossaustereo.com.au/advertise). Eligible Products are Advertising services on SCA radio and television stations in regional markets, and consulting services with SCA's Digital Marketing Agency (**DMA**) in regional markets. Any claims in relation to Qantas Points under SCA Access must be made directly to SCA by contacting the Eligible Client's relationship manager. Qantas Points will be credited to the Qantas Business Rewards Account of an Eligible Client within 30 days after payment for an Eligible Product.