



MARKET ANNOUNCEMENT

Metro Trains Melbourne and Yarra Trams contracts

SYDNEY, 3/10/2017 – HT&E Limited (ASX: HT1) is pleased to have been appointed preferred partner on the new seven year outdoor advertising contract for Metro Trains Melbourne (MTM). While subject to contract, the MTM partnership will commence on 1 April 2018.

Further, HT&E has today been advised that Adshel is not the preferred supplier for the new Yarra Trams contract.

Adshel submitted a fulsome response to the Yarra Trams brief. Having held the contract for the tram network for the past six years, our teams engaged in very competitive discussions throughout the 11-month tender process.

While the full network effect of these contract changes on revenue is still being considered, Adshel has contingency plans which will be implemented immediately. These include the redeployment of all digital assets currently in the Yarra Trams contract into the rest of the network.

As a result, the anticipated net impact to EBITDA could be approximately \$15m on a full year basis and our 2017 capex expectations are lowered by approximately \$20m. While we are disappointed with the outcome of the Yarra Trams negotiations we continue to pursue a number of compelling opportunities for Adshel and remain focused on growing the business.

In relation to ARN, trading conditions remain consistent with the update provided as part of the half year results on 24 August 2017, with mid single digit revenue growth in September continuing into October.

ENDS

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