



A Tatts Group Business

Tatts Lotteries
Head office

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Australia

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Tuesday August 4, 2015

Alf Maccioni
CEO Australian Newsagents' Federation Ltd
Level 1, Suite 1.7 & 1.8
56 Delhi Road
North Ryde NSW 2113

Dear Alf,

ANF REQUEST FOR CONSENT TO PARTICIPATE IN TO COLLECTIVE BARGAINING NEGOTIATIONS

I refer to your letter dated 27 May 2015 inviting Tatts Lotteries to participate in collective bargaining negotiations with the Australian Newsagent's Federation Ltd (ANF) on behalf of its members based on the scope of the ACCC Authorisations already in place.

Golden Casket Lottery Corporation Limited, New South Wales Lotteries Pty Ltd, Tattersall's Sweeps Pty Ltd, Tatts NT Lotteries Pty Ltd and Tatts Lotteries SA Pty Ltd as master agent for the Lotteries Commission of South Australia (collectively referred to as Tatts Lotteries) consent to participate in collective bargaining negotiations with the ANF based on the ACCC authorisation (noting that such collective negotiations are voluntary) in relation to the following types of matters only.

- Terms and conditions of Agency Agreements and arrangements including:
 - Commission paid to agents
 - Handling fees
 - agency application fees
 - support service levies
 - freight charges
 - Product ordering fees
 - Equipment hire fees (in relation to terminals and validators)
 - Retail image design
 - Agency subsidy and insurances; and
 - Changes to the Agent's Manual

For clarity this does not extend to authorising the ANF and its members to collectively negotiate regarding:

- Other issues that may arise from time to time that are currently unforeseen
- The impact on lottery agents when new agencies are proposed by Tatts Lotteries
- The conditions for new outlets
- Fees that are paid only in relation to new outlets



Golden Casket Lottery Corporation Limited
ABN 27 078 785 449

87 Ipswich Road t 07 3877 1000
Woolloongabba f 07 3877 1140
Queensland 4102 w goldencasket.com



New South Wales Lotteries Corporation Pty Ltd
ABN 27 410 374 474 | ACN 142 890 195

1 Figtree Drive t 02 9752 5500
Sydney Olympic Park f 02 9752 5511
NSW 2127 w nswlotteries.com.au



Tatts Lotteries SA Pty Ltd
ABN 41 146 245 007

24-25 Greenhill Road t 08 8208 4100
Wayville f 08 8208 4323
SA 5034 w salotteries.com.au



Tattersall's Sweeps Pty Ltd Tatts NT Lotteries Pty Ltd
ABN 99 081 925 662 ABN 18 146 244 984

Level 1, 411 Collins Street t 03 8517 7777
Melbourne f 03 8517 7793
Victoria 3000 w tattersalls.com.au

Tatts Lotteries looks forward to continuing the positive working relationship already established with the ANF into the future.

Regards

A handwritten signature in black ink, appearing to be 'A. Moore', written in a cursive style.

Antony Moore
Head of Retail – Tatts Lotteries