



# Telecom 2013 Annual Meeting





# Order of Meeting





## 2013 Annual Meeting

- **Introductions and formalities**
- **Chairman's address**
- **CEO update**
- **Director updates**
- **Shareholder questions**
- **Resolutions**
- **Conduct of polls**
- **Meeting close and refreshments**



# Introductions and formalities





## 2013 Annual Meeting

### **Introductions:**

- **Jolie Hodson – Chief Financial Officer**
- **Kevin Roberts - Director**
- **Paul Berriman – Director**
- **Murray Horn – Director**
- **Simon Moutter – Chief Executive**
- **Justine Smyth – Director**
- **Charles Sitch – Director**
- **Maury Leyland - Director**





## 2013 Annual Meeting

### **Formalities:**

- **Notice of Meeting**
- **Quorum**
- **Proxies**
- **Annual Financial Statements**



# Chairman's Address





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### **The road so far.....**

- **Massive industry changes driving competitive intensity**
- **Strategic shift underway to a future oriented, competitive provider of communications, entertainment and IT services**
- **As expected, this impacted our FY13 financial results**





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### **The road ahead ...**

- **A lot of hard work already and a lot more to come**
- **Needs bold action on many fronts to bridge the gap between declining businesses and growth initiatives**
- **Requires the right people and the right links between incentives and shareholder outcomes**
- **The Board is committed to long-term success**



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# CEO update





# The need for change







**Shifting  
from the old  
to the new  
Telecom**



A blurred photograph of a crowd of people walking, likely in a public space or transit area. The image is out of focus, showing motion blur. Overlaid on the image are four colored rectangular boxes containing text.

**REVOLUTIONISE  
CUSTOMER  
EXPERIENCES**

**SIMPLIFY  
THE  
BUSINESS**

**WIN  
KEY  
MARKETS**

**WIN  
THE  
FUTURE**



A blurred photograph of a crowd of people walking in a brightly lit indoor space, possibly a mall or a transit station. The motion blur is horizontal, suggesting a fast-paced environment. The background is a plain, light-colored wall.

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**We're  
changing at  
real speed**





**We've got  
burning  
ambition to  
knock it off**





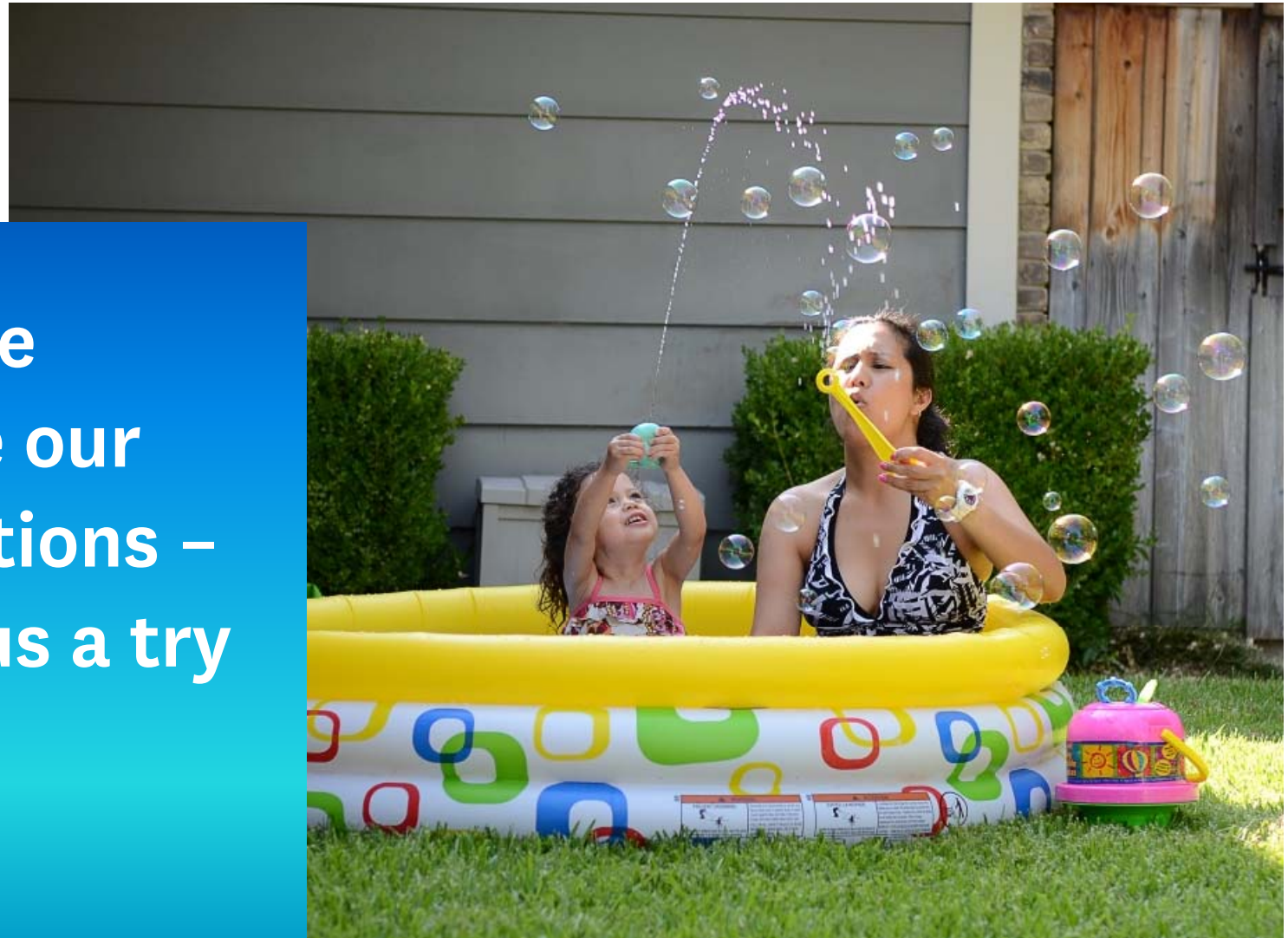


**Results are  
coming  
quickly**



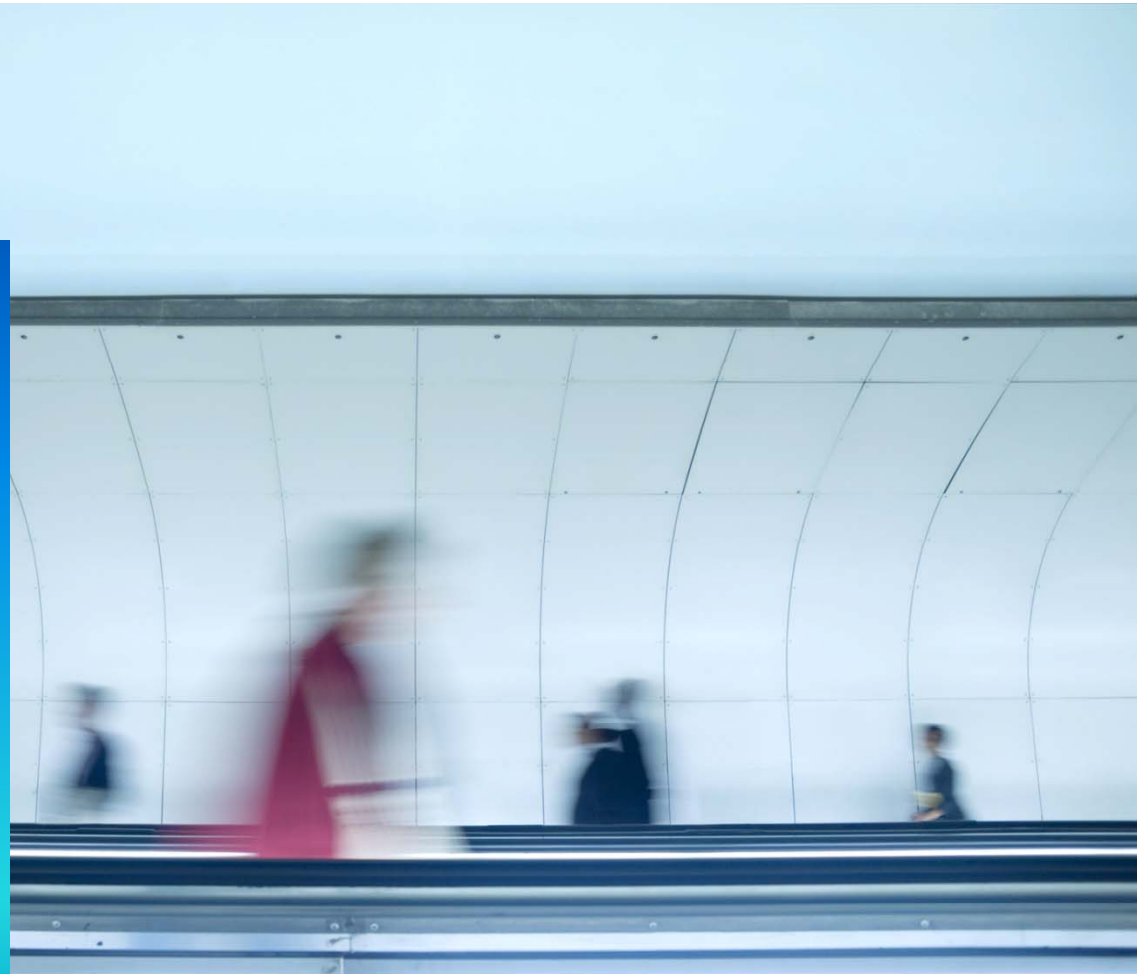


**Please  
share our  
ambitions –  
give us a try**





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# Director updates







**Maury  
Leyland**





**Charles  
Sitch**







**Justine  
Smyth**





**Murray  
Horn**





**Paul  
Berriman**





# Kevin Roberts





# Shareholder Questions







# Resolutions





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**Resolution 1:**

**That the directors are authorised to fix the auditors' remuneration**



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**Resolution 2:  
That Ms Maury  
Leyland is  
re-elected as a  
director of  
Telecom**





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**Resolution 3:  
That Mr Charles  
Sitch is re-elected  
as a director of  
Telecom**







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**Resolution 4:  
That Ms Justine  
Smyth is re-elected  
as a director of  
Telecom**





# Conduct of Poll and Meeting close





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