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# SPARK NEW ZEALAND ANNUAL MEETING 2014

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A photograph of two women in a dimly lit room, possibly a meeting or conference. The woman in the foreground is smiling broadly and looking at a laptop screen. The woman in the background is also looking at the screen. The lighting is warm and focused on the women.

# **Order of Meeting:**

**Introductions and formalities**

**Chairman's address**

**Managing Director's update**

**Resolutions**

**Shareholder questions**

**Conduct of polls**

**Meeting close**

**Refreshments**

# Introductions

**Jolie Hodson – Chief Financial Officer**

**Ido Leffler – Director**

**Murray Horn – Director**

**Simon Moutter – Managing Director**

**Justine Smyth – Director**

**Paul Berriman – Director**

**Maury Leyland - Director**

**Charles Sitch\* – Director**

\*Appearing by video



# Formalities

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





# Chairman's Address



# Repositioning for the Digital Future:

Two years ago a massive change programme started

Rapid change underway, including change to Spark New Zealand

Renewed focus on New Zealand market

Customers at the very centre of that change



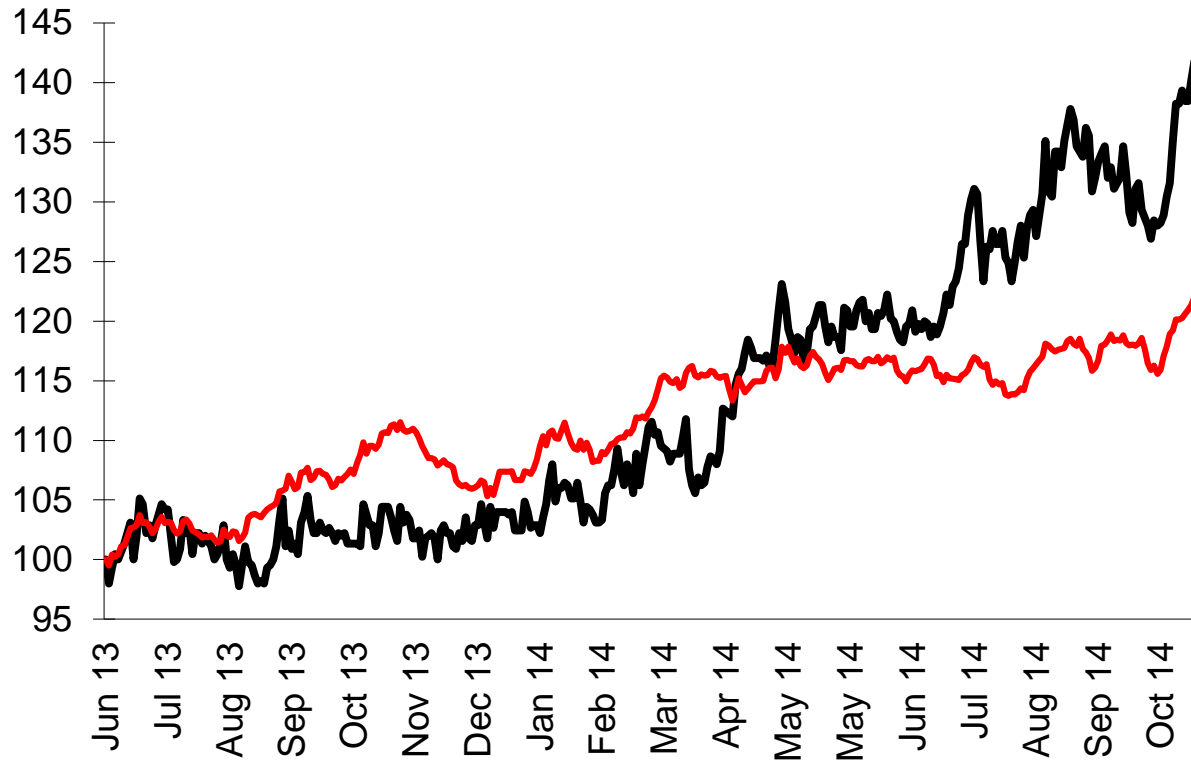


## Results for FY14 were encouraging:

- Net earnings of \$323 million (up 19% non-adjusted)
- EBITDA \$936 million (up 7% non-adjusted)
- Nearly 200,000 new mobile customers during the year
- Operating revenue \$3,638 million (down 2.6%)
- Total shareholder return for FY14 year was 28%
- Dividends have been increased by 1 cent per share

# Strong relative share price performance

Since we embarked on our new strategy in June 2013



SPK capital growth 38%

SPK total shareholder return  
(including dividends) 53%

NZX50 gross index up 22%  
(including dividends)



## Striving to return to earnings growth in FY15:

Guiding towards low single digit growth in EBITDA and low single digit decline in revenue

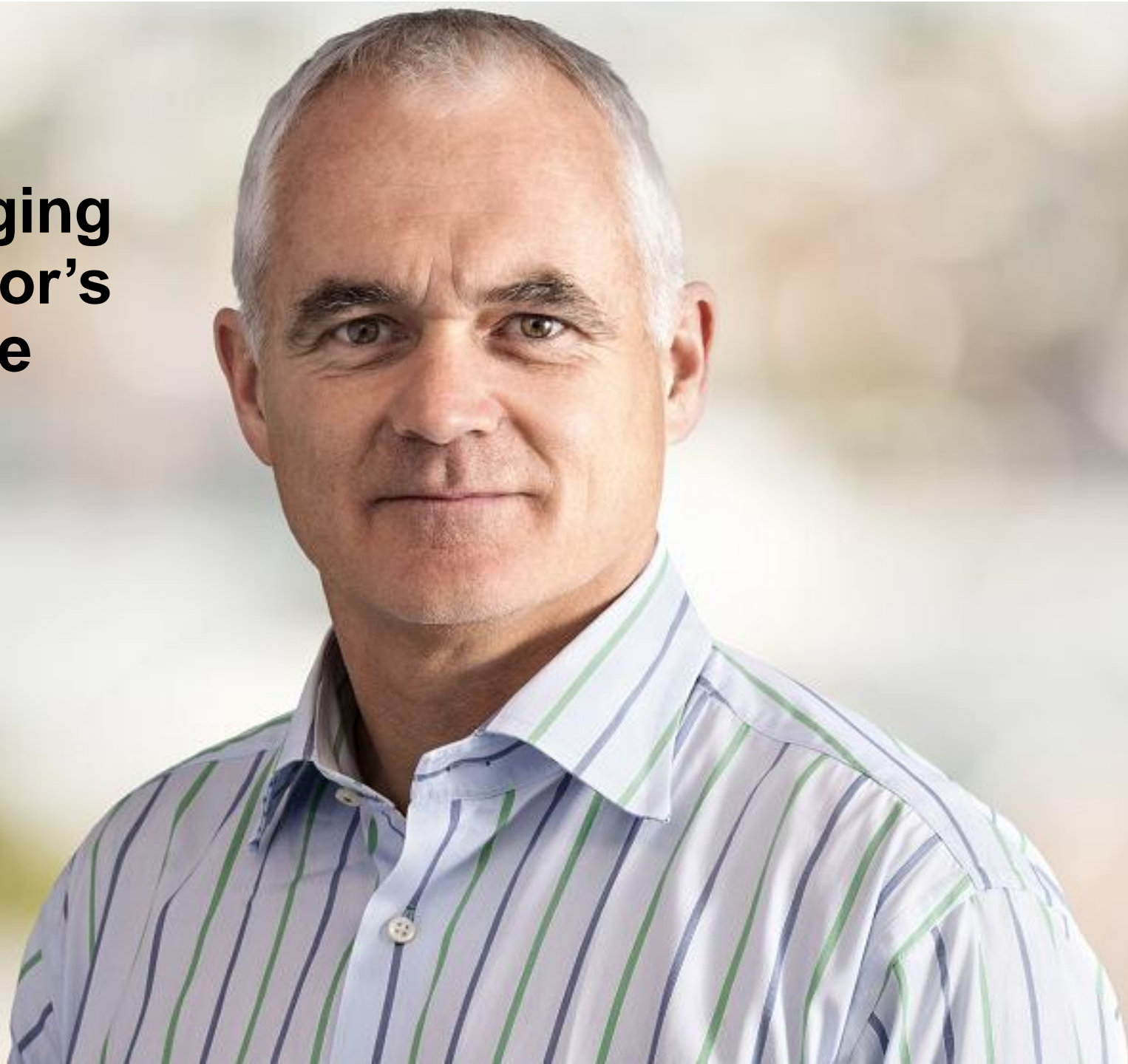
Early signs rebranding is a success

Believe we are ahead of our long-term plan

Competition however remains very intense



# Managing Director's Update





# The data and mobility revolution is here

+500 million photos a day

NZ data demand doubling each year

Mega trends of Cloud, Social Apps, Mobility & Big Data



**New is relentlessly replacing the old...**

**Rate of technology adoption is accelerating**

**Business disruption is constant**



**We had to change internally at the same pace the world is changing around us**

**Turnaround programme**

**Re-engineering our IT systems**

**Created Spark Ventures team**



# We've got a clear strategy to succeed



# We're making a lot of bold market plays







**We're getting inspired by our customers**

**+160,000 Spark App downloads**

**7 million online transactions each month**

**Customer listening programme**



# Investing in unleashing New Zealand's potential in a digital world



Major investment in Cloud and Data Centres

More 700 MHz spectrum than anyone

Integrated all data Spark Network





**And .... we successfully changed our name to Spark New Zealand**

**Launched Spark Thanks**

**Launched Spark My Potential**

# Resolutions

- 1. Auditors remuneration**
- 2. Re-election of Mark Verbiest**
- 3. Re-election of Murray Horn**
- 4. Election of Ido Leffler**

# Auditors remuneration

**Resolution to authorise directors to fix the remuneration of the auditor, KPMG**



# Re-election of Mark Verbiest



# Re-election of Murray Horn



# Election of Ido Leffler






# Shareholder Questions



# Conduct of Poll





A close-up photograph of a hand holding a small, rectangular piece of torn, off-white paper. The paper has the words "Thank You" printed on it in a simple, black, sans-serif font. The hand is positioned on the left side of the frame, with the thumb and index finger gripping the paper. The background is a soft-focus scene of sunlight filtering through green leaves, creating a bokeh effect of bright, circular light spots. The overall mood is warm and appreciative.

Thank You