



# **ANNUAL SHAREHOLDER MEETING 2022**

# ORDER OF MEETING

Introductions

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Chair's Address

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CEO's Review

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Resolutions

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Resolution Q&A

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Conduct of Polls

---

General Q&A

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# INTRODUCTIONS

- Alison Barrass
- Paul Berriman
- Warwick Bray
- Sheridan Broadbent
- Jolie Hodson, CEO
- Charles Sitch
- David Havercroft
- Stefan Knight, Finance Director



**CHAIR'S**

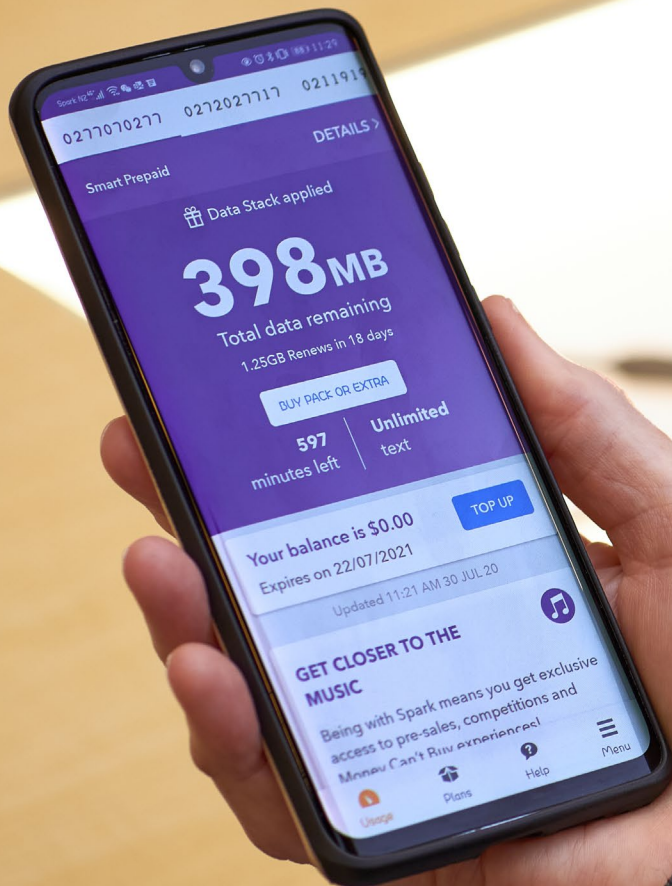
**ADDRESS**





# FY22

## RESULTS



- **Revenue:** \$3.72 billion (up 3.5%)
- **EBITDAI:** \$1.15 billion (up 2.8%)
- **NPAT:** \$410 million (up 7.6%)
- **Free Cash Flow:** \$296 million
- **FY22 Dividend:** 25 cents per share (100% imputed)



# MAXIMISING VALUE FOR OUR SHAREHOLDERS





# ENVIRONMENTAL,

# SOCIAL

# & GOVERNANCE

## PERFORMANCE

- **15%** emissions reduction YoY
- **\$425 million** Sustainability-Linked Loans and **\$100 million** Sustainability-Linked Bond
- Strengthened ethical supply chain practices
- Skinny Jump grew connections **33%** to over 23,000 households
- **40:40:20** gender diversity target achieved at Board, Leadership Squad, and senior leadership levels.





**BOARD**

**CHANGES**

TO HELP

ALL OF NEW ZEALAND

WIN BIG IN A DIGITAL WORLD





**PAUL**

**BERRIMAN**



**Ngā mihi. Thank you.**



**CEO**

**REVIEW**





**GROW**

**ESTABLISHED**

**MARKETS**

- **13%** increase in customer base on Endless Mobile Plans
- **4.9%** increase in Average Revenue Per User (ARPU)
- **28%** of broadband base on wireless







# GROW

# FUTURE

# MARKETS

- Spark Health revenue up **46%**
- Spark IoT revenue up **22%**
- Spark IoT connections up **75%** to **832,000**

**SIMPLE**

**DATA-DRIVEN**

## **EXPERIENCES**

- **102** legacy mobile and broadband plans retired
- Data and AI capability can predict the needs of **~90%** of our customers' households
- **9 point** increase in customer interaction net promoter score





# SMART AUTOMATED NETWORK

- 5G live in **21** locations
- Takanini Data Centre expansion on track for delivery this year
- Optical Transport Network 2.0 now **87%** complete
- Internet capacity doubled through Southern Cross NEXT







# OUR

# PEOPLE

- **Mahi Tahi** wellbeing strategy launched
- **89%** of our people completed our Culture Survey
- **+77** Employee Net Promoter Score (eNPS)
- **79%** of our people feel like they belong at Spark

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# AN EQUITABLE TRANSITION TO A LOW-CARBON FUTURE





**Ngā mihi. Thank you.**



# RESOLUTIONS

1. Auditor's remuneration

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2. Re-election of Gordon MacLeod

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3. Re-election of Sheridan Broadbent

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4. Re-election of Warwick Bray

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5. Re-election of Justine Smyth

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6. Re-election of Jolie Hodson

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**AUDITOR'S**

**REMUNERATION**





**RE-ELECTION  
OF GORDON  
MACLEOD**





**RE-ELECTION**

**OF SHERIDAN**

**BROADBENT**





**RE-ELECTION**

**OF WARWICK**

**BRAY**





# RE-ELECTION OF JUSTINE SMYTH





**RE-ELECTION**

**OF JOLIE**

**HODSON**



# Questions



**Ngā mihi. Thank you.**

# Disclaimer

This announcement may include forward-looking statements regarding future events and the future financial performance of Spark New Zealand. Such forward-looking statements are based on the beliefs of, and assumptions made by, management along with information currently available at the time such statements were made.

These forward-looking statements may be identified by words such as 'guidance', 'anticipate', 'believe', 'estimate', 'expect', 'intend', 'will', 'plan', 'may', 'could', 'ambition', 'aspiration' and similar expressions. Any statements in this announcement that are not historical facts are forward-looking statements. These forward-looking statements are not guarantees or predictions of future performance, and involve known and unknown risks, uncertainties and other factors, many of which are beyond Spark New Zealand's control, and which may cause actual results to differ materially from those projected in the forward-looking statements contained in this announcement.

Factors that could cause actual results or performance to differ materially from those expressed or implied in the forward-looking statements are discussed herein and also include Spark New Zealand's anticipated growth strategies, Spark New Zealand's future results of operations and financial condition, economic conditions and the regulatory environment in New Zealand, competition in the markets in which Spark New Zealand operates, risks related to the sharing arrangements with Chorus, any impacts or risks to Spark's anticipated growth strategies, future financial condition and operations, economic conditions or the regulatory environment in New Zealand arising from or otherwise with COVID-19, other factors or trends affecting the telecommunications industry generally and Spark New Zealand's financial condition in particular and risks detailed in Spark New Zealand's filings with NZX and ASX. Except as required by law or the listing rules of the stock exchanges on which Spark New Zealand is listed, Spark New Zealand undertakes no obligation to update any forward-looking statements whether as a result of new information, future events or otherwise.