

# ORDER OF MEETING

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-110115

Chair's Address

CEO's Review

Resolutions

Resolution Q&A

Conduct of Polls

General Q&A

### INTRODUCTIONS

- Jolie Hodson, CEO
- Alison Barrass
- Charles Sitch
- David Havercroft
- Paul Berriman
- Pip Greenwood
- Warwick Bray
- Ana Wight, Future Director



# RESILIENCE AND DISCIPLINE DRIVE STRONG PERFORMANCE



\$3,593m

(0.8%) decrease vs. FY20

REVENUE(1)



\$1,124m

EBITDAI<sup>(2)</sup>

1.0% increase vs. FY20



\$384m

NPAT(3)

(8.6%) decrease vs. FY20



\$354m

**CAPEX** 

(5.3%) decrease vs. FY20



\$433m

FREE CASH FLOW(4)

(1.1%) decrease vs. FY20

25.0c

**TOTAL FY21 DIVIDEND** 

H2 FY21 Dividend confirmed at 12.5cps (100% imputed)

<sup>(1)</sup> Operating revenues and other gains

<sup>(2)</sup> Earnings before finance income and expense, income tax, depreciation, amortisation and net investment income (EBITDAI) is a non-Generally Accepted Accounting Practice performance measure that is defined and reconciled to net earnings in Spark New Zealand's Financial Statements

<sup>(3)</sup>Prior year NPAT has been restated to reflect a reduction in NPAT of \$7m for the amortisation of reacquired rights that were previously regarded as indefinite life and therefore not amortised

<sup>(4)</sup> The calculation of free cash flow is defined within the 'cash flows' worksheet of the FY21 detailed financials workbook - excludes \$51m spectrum payment



### **ESG PERFORMANCE**

Spark's Science-Based Emissions Reduction Target Spark New Zealand commits to reduce absolute Scope 1 and 2 GHG emissions 56% by FY30 from a FY20 base year.

Spark New Zealand commits that 70% of its suppliers by spend covering purchased goods and services and capital goods will have science-based targets by FY26.

Skinny Jump Connections Grew 58%

15,121

ACTIVE CONNECTIONS(1)

280

COMMUNITY PARTNERS

40:40:20 Gender Representation 35%

SPARK GROUP WORKFORCE

35% female (+1%) and 65% male

42%

WIDER LEADERS GROUP

42% female (+3%) and 58% male

50/50

BOARD & LEADERSHIP SQUAD

50% female and 50% male

(1)To be active connection, data must have been used in past 30 days

### **BOARD CHANGES**



















### **ALISON BARRASS**

### **DAVID HAVERCROFT**





### PIP GREENWOOD



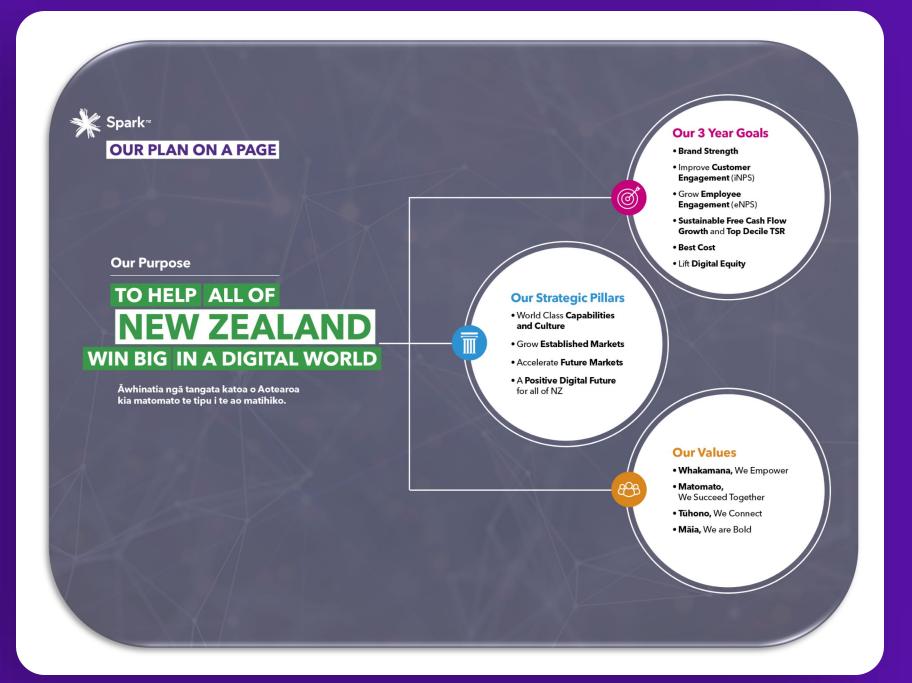


## **THANK YOU**

### **CEO REVIEW**



# A STRONG START TO OUR 3-YEAR STRATEGY



# THE YEAR AHEAD

### **TECHNOLOGY IS AN ENABLER OF CHANGE**

- Smart infrastructure investments 5G, Internet of Things (IoT), Artificial Intelligence (AI), data centre capacity
- Digital trust frameworks and security capability to underpin the digital economy
- Building digital skills and supporting businesses, big and small, to go digital
- Supporting a just transition to a high-tech economy by boosting digital equity



## **THANK YOU**

### **RESOLUTIONS**

1. Auditor's remuneration

2. Re-election of Alison Barrass

3. Re-election of David Havercroft

### AUDITOR'S REMUNERATION



**RE-ELECTION** OF **ALISON BARRASS** 



# RE-ELECTION OF DAVID HAVERCROFT





# QUESTIONS



## **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.