# Rakon Limited **2017 Annual Shareholders' Meeting**





# Agenda

rakon

- Welcome & Introduction
- Meeting Order & Process
- Chairperson's Address
- Chief Executive's Review
- Shareholder Questions
  - □ 2017 Annual Report
- Ordinary Business and Resolutions
  - Resolutions
    - Election of Directors
    - Auditor's Remuneration
- General Business
- Meeting Close



Bryan Mogridge Chairperson



Brent Robinson
Chief Executive





# **A.** Chairperson's Address

Bryan Mogridge





**Brent Robinson** 





## **2017: A Significant Year**

- Rakon 50 years in Business
- Structural Changes to Ownership and Operations
- Siward: Fresh Capital, Increased Scale and Scope
- Thinxtra: Early Success, Strong Prospects
- Restructures and Write-downs





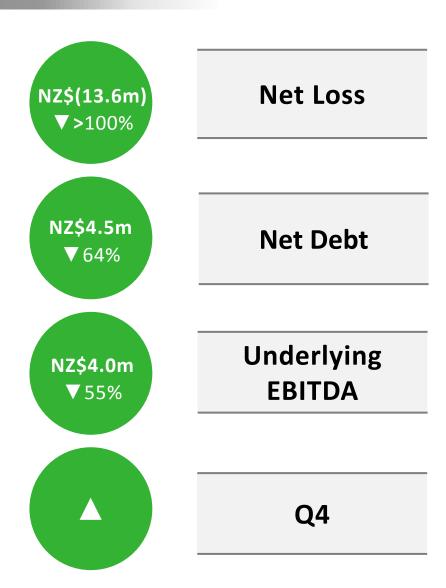






#### FY2017, Financial Snapshot

- ✓ Net Loss: NZ\$13.6 million
  - One off costs majority of Net Loss
- Positive Operating Cash Flow; Reduced Debt
- Underlying EBITDA NZ\$4 million (In Line with Forecast)
  - Deferral in Telecom spend
  - PND market decline
- Improved Fourth Quarter
  - Higher productivity





Underlying

#### FY2018, The Year to Date

- Revenue and Underlying EBITDA Improved
- Good Uptake of New Products
  - Higher margins from NZ
  - Our challenge remains capturing opportunities out of Centum Rakon India
- Strong Operating Cash Flow; Further Debt Reduction
- Space & Defence: Continued Growth
- Telecommunications: Stabilised
- Global Positioning: New Opportunities



Revenue

#### 7

#### **Chief Executive's Review**



Our winning aspiration (

**Rakon Corporate Strategy** 

Enabling the connected future through synchronisation and speed







## **Leveraging Opportunities**

- Siward Partnership
  - Broader product offering, complementary products
  - Greater scale gives scope to increase business
- Time Synchronisation
  - Ability to meet growing demand for greater accuracy
- Space & Defence
  - Improved technology generating new demand
- Focus on Core Markets









## **Looking Ahead**

- Changes Have Reduced Risk, Increased Opportunity
- Much Has Been Done; More To Do Yet
- Need to Do Better, Can Do Better, Will Do Better







## C. Shareholder Questions and 2017 Annual Report





# **D.** Ordinary Business and Resolutions



#### ▼ D.1. – Resolution on Election of Director

□ In accordance with Listing Rule 3.3.6,
 Keith William Oliver retires from office and being eligible, offers himself for election





#### ▼ D.2. – Resolution on Election of Director

■ In accordance with Listing Rule 3.3.6,
 Yin Tang Tseng retires from office and being eligible, offers himself for election





#### ▼ D.3. – Resolution on Election of Director

In accordance with Listing Rule 3.3.6,
 Lorraine Mary Witten retires from office and being eligible, offers herself for election





#### ▼ D.4. – Resolution on Auditor's Remuneration

 □ To record the reappointment of PricewaterhouseCoopers as the Company's Auditor and to authorise the Directors to fix the Auditor's remuneration







# **Business of the Annual Shareholders' Meeting**

**General Business** 





# **Meeting Closed**



