



**CHAIRMAN'S TeamTalk Annual Meeting Presentation  
Wednesday 25<sup>th</sup> of October**

Welcome Ladies and Gentlemen to the 2017 Annual Meeting of Team Talk.

I want to start by acknowledging the TeamTalk Directors sitting here

- Tone Borren
- Reg Barrett
- Geoff Davis
- Nathan York

I also want to acknowledge the sad passing of Director George Patterson recently.

George was a respected and thoughtful director who will be sadly missed.

Joining the Directors at the table here, is our Chief Executive Andrew Miller, and our Chief financial officer, Jason Bull.

Our Auditors, KPMG, and our legal advisors Crengle, Shreves and Ratner are also present.

We also have several of our senior staff present.



The TeamTalk group has travelled a long way during the last financial year, and our results need to be viewed against a backdrop of considerable group-wide transition.

Our profit after tax was \$5.12 million, following a loss of \$1.31 million the previous year. Also it was particularly pleasing to see our net debt reduce by 33.9%, down from \$33.16m last year to \$21.93m this year. The sale of 70% of Farmside to Vodafone during the year enabled much of the debt reduction to occur.

The return to profitability last year is the direct result of the focus and determination of the Board, the Chief Executive Andrew Miller and all the staff in TeamTalk.

As you will know, the market guidance we have given for the 2017-2018 financial year is for a Profit after tax of between \$4.1m to \$5.6m, plus a further reduction of debt of between 8-12 percent.

The first part of the year was dominated by the Spark takeover attempt and the sale of the majority of Farmside.

I want to thank shareholders for their huge support, with the overwhelming vote in favour of the Farmside sale, which led to the Spark takeover being rejected.

I also want to thank our CEO, and staff, for their considerable work responding to the takeover attempt, and the leadership and work in getting the Farmside deal over the line.

All this was done, by a small team who also continued to work on delivering the transformation of TeamTalk.

This year will also see TeamTalk investing to strengthen the resilience of our infrastructure including some of our IT systems.

Planning is underway on the migration of parts of our fibre network off the trolley bus network in Wellington and we continue to work on other strategic initiatives and partnerships.

As CEO Andrew Miller will talk about, the senior team are currently working through the request for proposals on the option for us to move mobile radio to a digital nationwide network.

Shareholders will note that we are recommending the election of one extra director, growing the Board to 7.

However, the increase will be short lived as Geoff Davis has signalled that he would like to retire off the Board prior to the end of his current term. Accordingly, Geoff will be stepping down at the end of March 2018.

As we communicated in the Annual Report - the Board is confident that the company is on track for a resumption of dividends, along with the reinstatement of the dividend reinvestment option at the end of this financial year.



We remain on track, having just completed our first quarter of the financial year.

We will update shareholders when the 6 monthly results are available.

Roger Sowry

TeamTalk Board Chairman