

Newsletter



Letter from the Chief Executive

Summer started with a rush towards the end of October, and the phones at Just Water New Zealand have been buzzing since then.

All winter, we prepare for the summer, when we see a dramatic increase in website enquiries, phone calls and obviously orders.

It seems that once the sun comes out, the wallets open too, as it is the same situation at Hometech, with increased activity over the last few weeks.

At Just Water, we have stopped selling single-use cups, as part of our "Drastic on Plastic" programme, and although there has been a slight increase in price, the introduction of these cups has been met with enthusiasm from our customers. Later this month, we will introduce our 'My Wally' bottle, which again discourages the use of single-use plastic cups.

At Hometech, more and more people are seeing the advantages of Solatube, which allows daylight into dark spaces, such as wardrobes or internal bathrooms.

Solatube offers the benefit of skylights, without ultraviolet light discolouring furniture, carpets and clothing. Next month, is JW's annual meeting. This will be the first meeting for our new Chair, Hilary Poole.

We encourage all shareholders to attend if they can, so that we can share the progress of your company.

Tony Falkenstein
Chief Executive



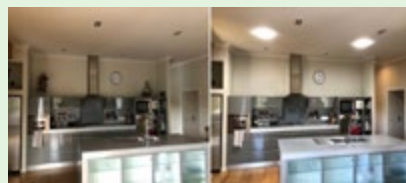
Annual Meeting

On 6th December at 11:00 am is our 13th Annual Meeting. We encourage shareholders to attend, so that they can become acquainted with their directors, senior staff and other shareholders.

Shareholders will have recently received their dividend for the year, which shows a 10% increase over the previous year.

At the meeting you will be able to purchase My Wally bottles, a Home water cooler, or order a Solatube solution for your house and receive the Shareholder discount.

What our customers say



"We had five lights on 24/7 and it was so dark in here. I can finally see! Let there be light!"

Julie, Auckland

Merry Christmas

The Board of JW's would like to use this opportunity to thank shareholders for their support, and wish their families and themselves a wonderful holiday season.



Introducing My Wally

"My Wally" is a revolutionary new thermo-lined® bottle, which keeps beverages chilled (or hot) for up to 12 hours.

This bottle will not only be a hot favourite for Christmas, but also for businesses, who will be able to issue a bottle to each staff member, with their own name on it.

There is a range of 6 colours. These bottles will be specially discounted to \$28 for our shareholders.



General Manager of Just Water New Zealand



Lynne Banks has been appointed to the new position of General Manager of JW's operating division, Just Water New Zealand.

Lynne comes from a sales and marketing background, most recently at Bell Tea, and prior at Fonterra and Goodman Fielder.



Obesity

An Otago University report published in the Australian and New Zealand Journal of Public Health, indicated that two million New Zealanders will be obese in 20 years time.

Just Water has always been vocal on the level of obesity in New Zealand, and what the Company can do to halt the rate of increase in obesity.

[Click Here](#) to view the latest video released on social media recently, where Tony Falkenstein argues for a 'Sugar Reduction Incentive'.

We got this installed on Thursday in Christchurch as promised on time and products are fantastic would recommend thank you.

Jamie Turner recommends Just Water



Halloween

The first value of Just Water is "fun", and so it was when the Accounts Team dressed up their work area for Halloween.



Call us today 0800 801 802 or visit www.justwater.co.nz

"One plastic cup said 1 billion people"

Recently we announced our 'Drastic on Plastic' campaign, whereby we stopped selling plastic and plastic-lined paper cups, and moved to a biodegradable and decomposable cup.

The announcement to the market was amazing. Not one objection to the price increase, and 85 positive responses, praising our move.

NZX

Late last month the NZX got the green light from the Financial Markets Authority to consolidate the three markets into one.

This means that JWI will shift to the Main Board in early 2019. A new independent director is being appointed, and this will be announced shortly.

The Main Board listing will enhance JWI's profile, and will result in a greater following by brokers here and abroad. It is the Board's intention to increase the liquidity of JWI shares during 2019.



Diversity

What is "diversity"? If you read the media, you would think it would all depend on what gender you are.

Diversity is far wider than gender – JWI's diversity policy is quite simple: "JWI does not discriminate in terms of gender, race, colour or religion in the appointment of directors, management or staff".

I can't believe the difference my new Solatube has made. So fantastic – I love it.
Kathryn Darby, Dargaville



Homotech

We help Kiwis create healthier homes" – it's a simple message that defines the mission of Homotech.

Solatube is the most well-known product brand that Homotech have within their product stable, it is so well known because Solatube has been so successful in putting daylight into rooms that get very little natural light from windows or no natural light at all eg internal bathrooms or walk-in wardrobes.

But Homotech does more than just Solatubes – it also has extraction systems that remove condensation from the home to help stop mould

growing, and ventilation systems that introduce fresh air into your home to prevent condensation and provide air change. They can also help you de-clutter your home as well with their range of attic stairs which enable you to open up that valuable unused ceiling space.

Homotech has been operating for over 25 years, and for much of that time has been the key supplier into Housing New Zealand. Homotech – Better Spaces, Better Lives. www.homotech.co.nz



Christchurch Growth

Just Water's operation in Christchurch had a big lift after a controversial Council decision to chlorinate the water in the city.

Just Water's Everfresh system provides clean chilled water at only \$1 a day, so many residents rushed to take up the offer.