

16 November 2017

NZX Investor Day Presentation 2017

NZX is today updating shareholders and analysts on its refreshed strategy, delivery plan, and role within New Zealand's capital markets. The session includes presentations from Chief Executive Office Mark Peterson and senior leadership team members. A copy of the presentation can be found [here](#).

Over the past five months NZX has comprehensively reviewed its business. This included more than 200 stakeholder interviews to gain an understanding of the solutions needed to grow the New Zealand market, rigorous internal analysis, and an analysis of global peers and market disruptors. This process has resulted in a fundamental reset of NZX, which the Board and senior leadership of the organisation are committed to delivering.

The focus of today's presentation is to share with the market the strategies and initiatives NZX will pursue to deliver growth and increase shareholder value, while also continuing to champion a vibrant New Zealand capital market.

The strategy is summarised below, strategic initiatives and delivery plans are outlined in the presentation:

- **Refocus our core** – actively support current and prospective issuing customers, drive secondary market development, grow existing data revenues
- **Grow opportunities aligned to New Zealand** – continue building a vibrant debt market, accelerate dairy derivatives market to scale, explore opportunities to collaborate and grow environmental and energy markets
- **Maximise options that will pay off** – continue growing Smartshares and SuperLife, deliver a financial services platform that empowers the wealth management industry
- **Get fit** – earn the right to grow through disciplined cost management and clarity of vision
- **Act with greater purpose** – promote the New Zealand market internationally, put customers at the heart of everything we do, generate sustainable returns for New Zealand and our shareholders

NZX Chief Executive Mark Peterson commented: "As New Zealand's Exchange we are passionate about working with our customers and stakeholders to grow the markets NZX run, which generate wealth integral to New Zealanders' prosperity, and New Zealand companies getting ahead."

"Today's strategy presentation demonstrates the NZX team's increased confidence and capability to deliver for our customers and our shareholders. We are refocused on our core markets business, which is NZX's fundamental growth platform, and the basis of our social licence to operate. Our success is linked to New Zealand's success, and we will grow



opportunities aligned to this advantage, including our debt, dairy derivatives, and environmental and energy markets.”

“We look forward to building on the momentum created during this review as we continue to put our strategy into action in 2018 and beyond.”

NZX will update shareholders and the market on its progress at the release of its 2017 Full Year Results on Monday 19 February 2018.

This announcement should be read in conjunction with NZX’s Investor Day presentation which provides further information on the organisation’s strategic priorities and delivery plans.

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