

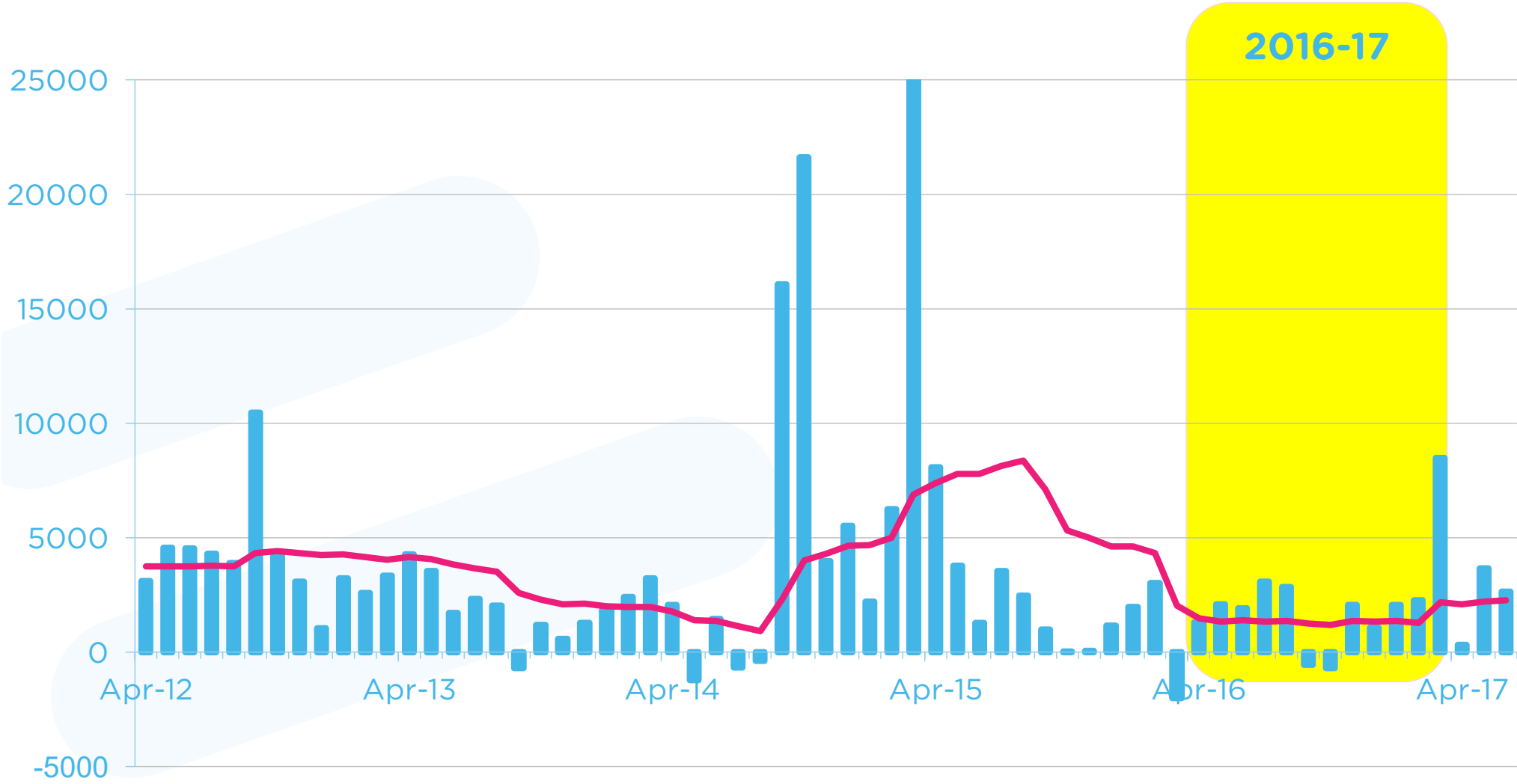
NZRS 2017

Jay Daley, CE

Performance Summary

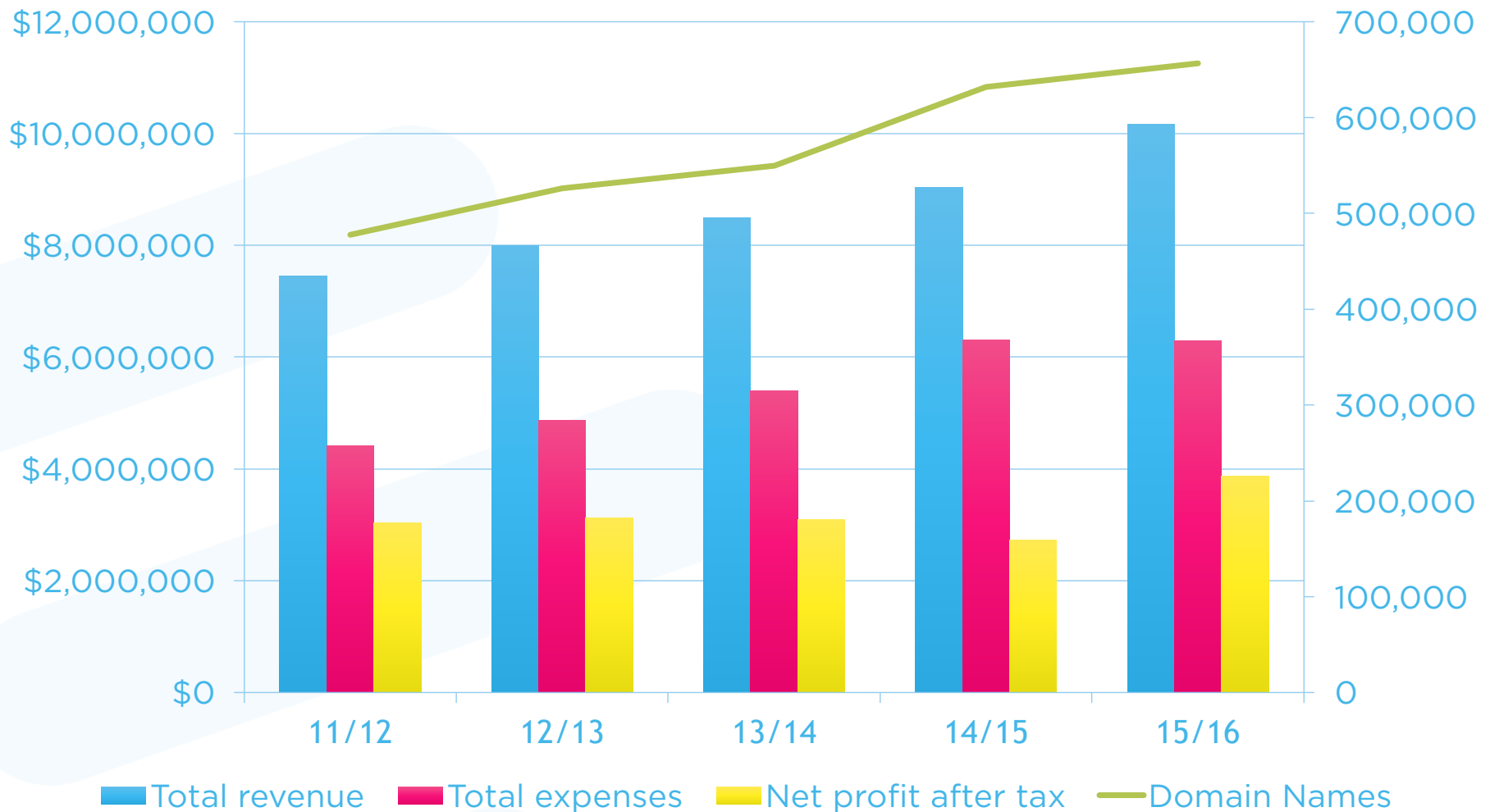
- Annual growth of 3.95% (14.8% penetration by population)
 - .au 1.9% (12.5% penetration)
 - .com 0.7%
 - .uk 0.6% fall (16.3% penetration)
 - .org 4% fall
- Excellent financial outcomes
 - Profit of \$4.268m up from \$3.874m last year
 - Dividend of \$4.334m up from \$4.170m
- New product launched – others enhanced
 - Peak Domain Analytics
- 100% SLA compliance

Growth

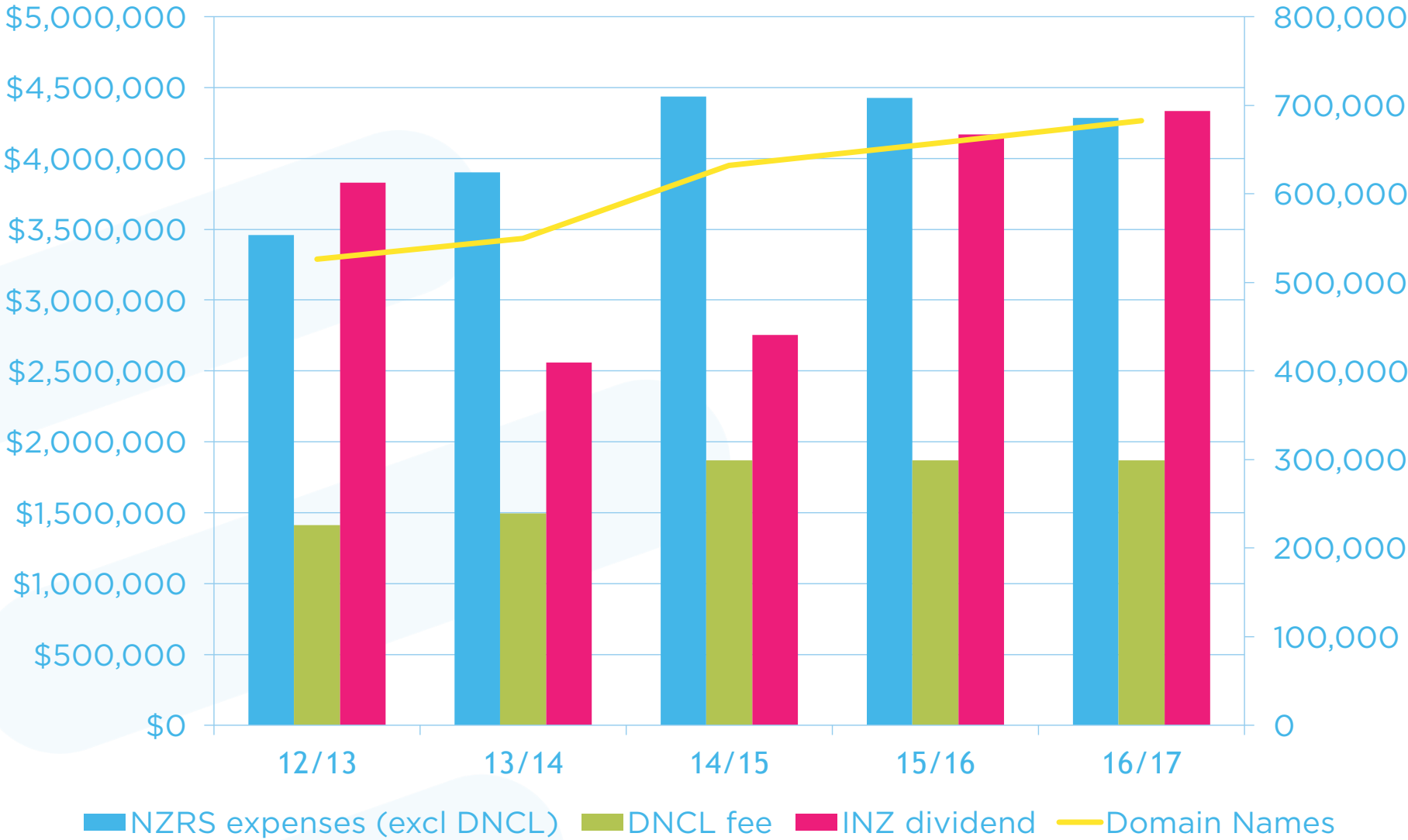


■ Net growth per month — Rolling 12 month monthly growth

Revenue, Expenses, Profit



Application of Revenue

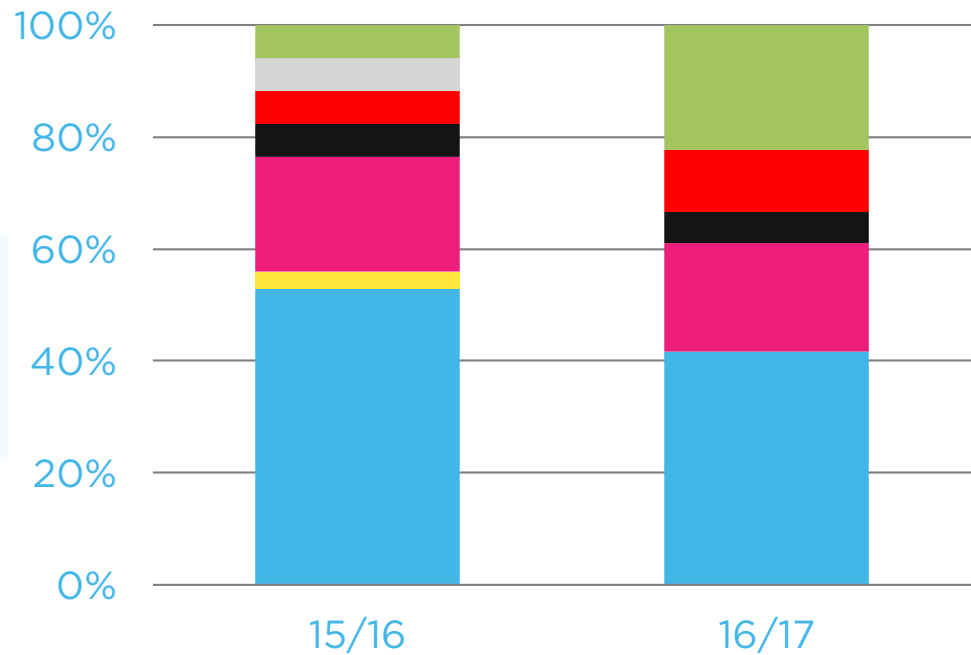


SLA Comparison

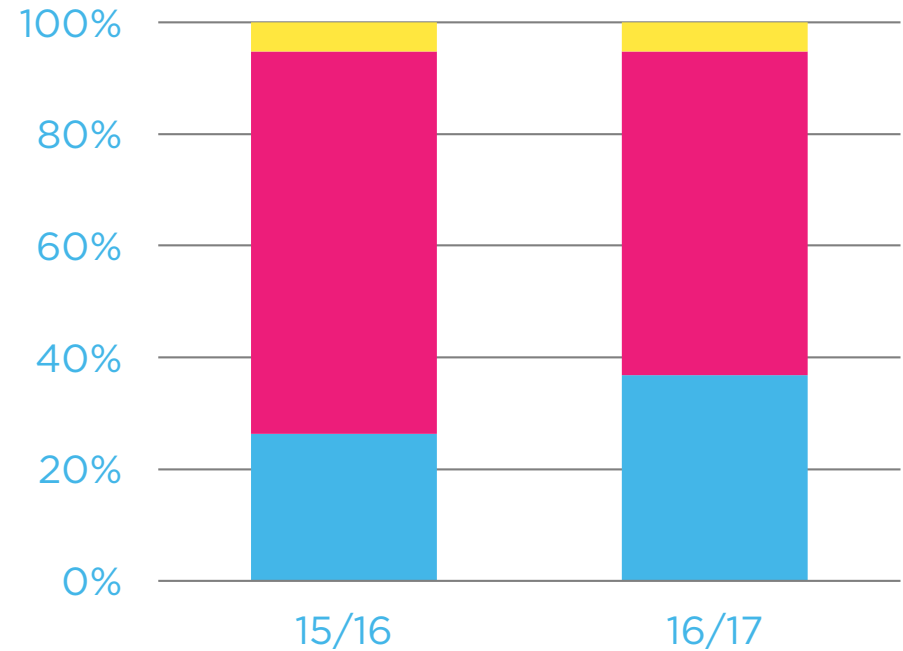
Metric	ICANN target	.nz target
DNS service availability	100%	100%
DNS server availability	99%	99.9%
TCP DNS resolution	1500 ms	50 ms
UDP DNS resolution	500 ms	5 ms
DNS update time (zone push)	60 min	20 min
WHOIS availability	98%	99.9%
WHOIS query	2000 ms	800 ms
WHOIS update time	60 min	0 min
EPP service availability	98%	99.9%
EPP session command	4000 ms	800 ms
EPP query command	2000 ms	500 ms
EPP transform command	4000 ms	800 ms

Staff Diversity

ETHNICITY



GENDER



- Other - New Zealander
- Other - Scottish
- Prefer not to say
- Middle Eastern/Latin American/African
- Asian
- Māori
- European

- Female
- Male
- Prefer not to say

Delivering Strategic Goals

- Using data in a smart way to enhance .nz
Continue to add to world-leading registrar portal
Close synergy between research and services
Regularly held up as a world leading registry
- Focus on registrars as the customer
Evidence based approach – survey, measure, test
Extensive customer engagement
- World leading technical research
Open knowledge, open data, open source
- Globally innovative products
Peak Domain Analytics - Launched
National Broadband Map - Revenue growth

Thanks

Any questions?

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