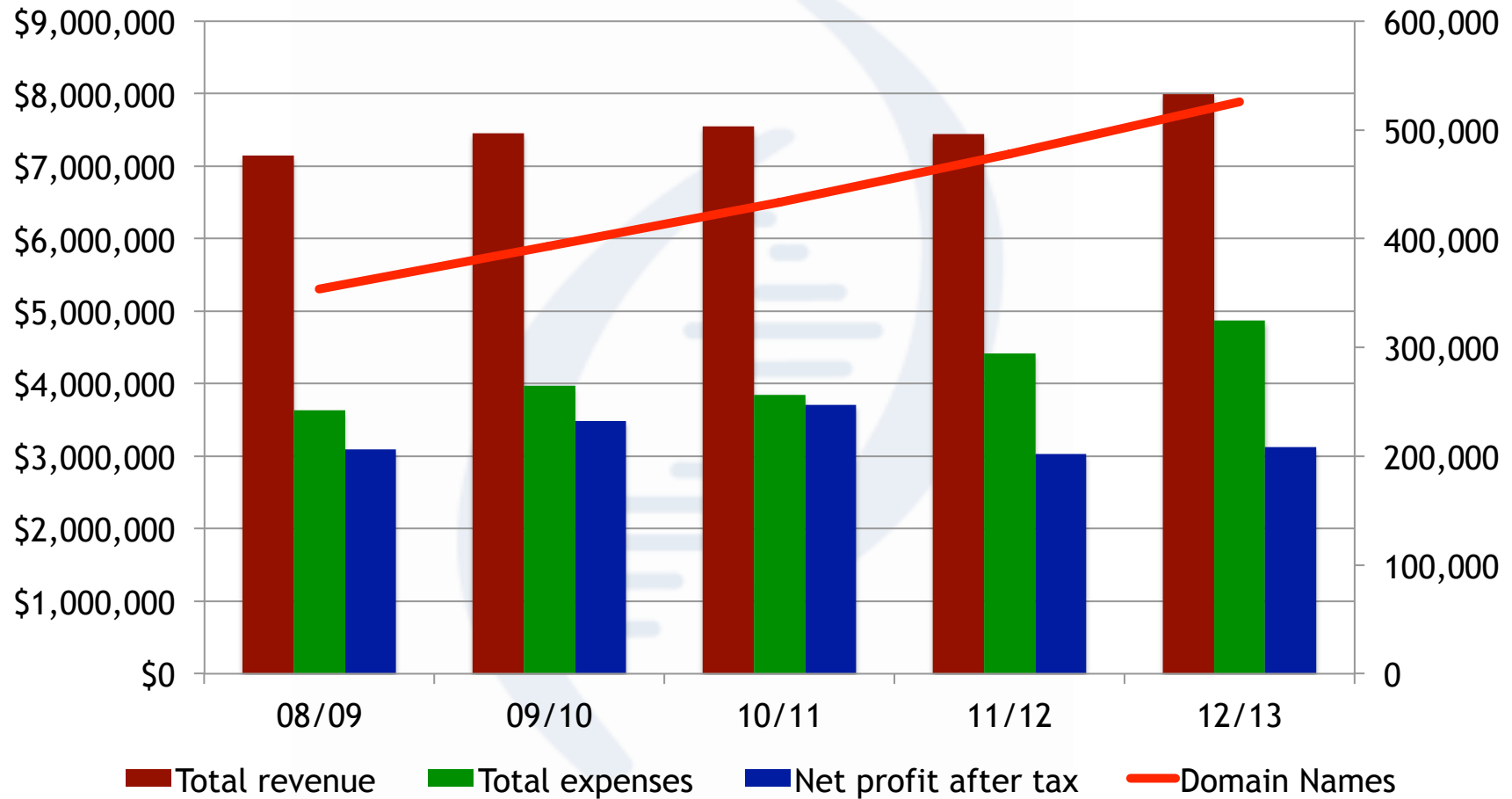


NZRS 2013

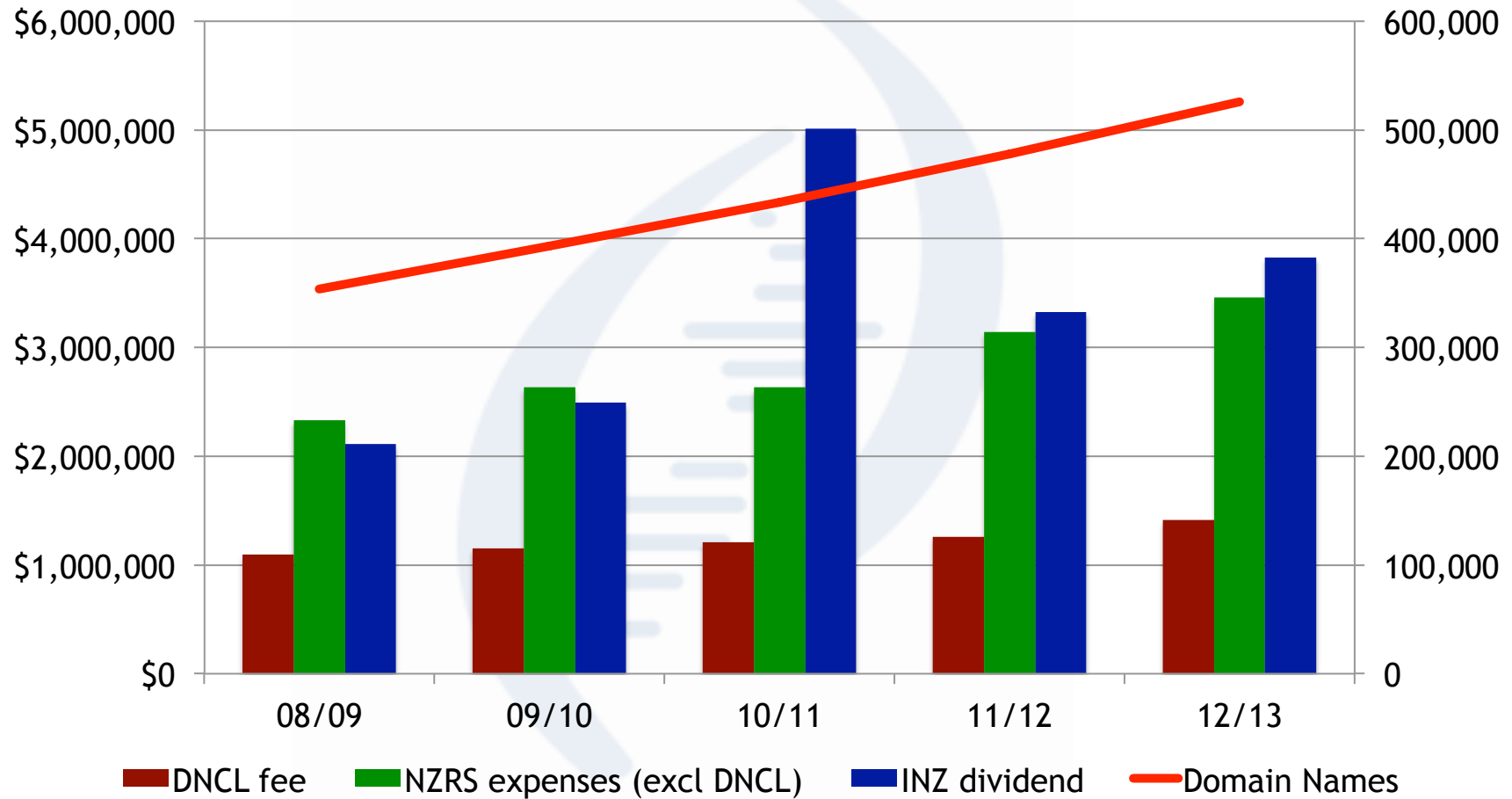
Richard Currey, Chair
Jay Daley, CE



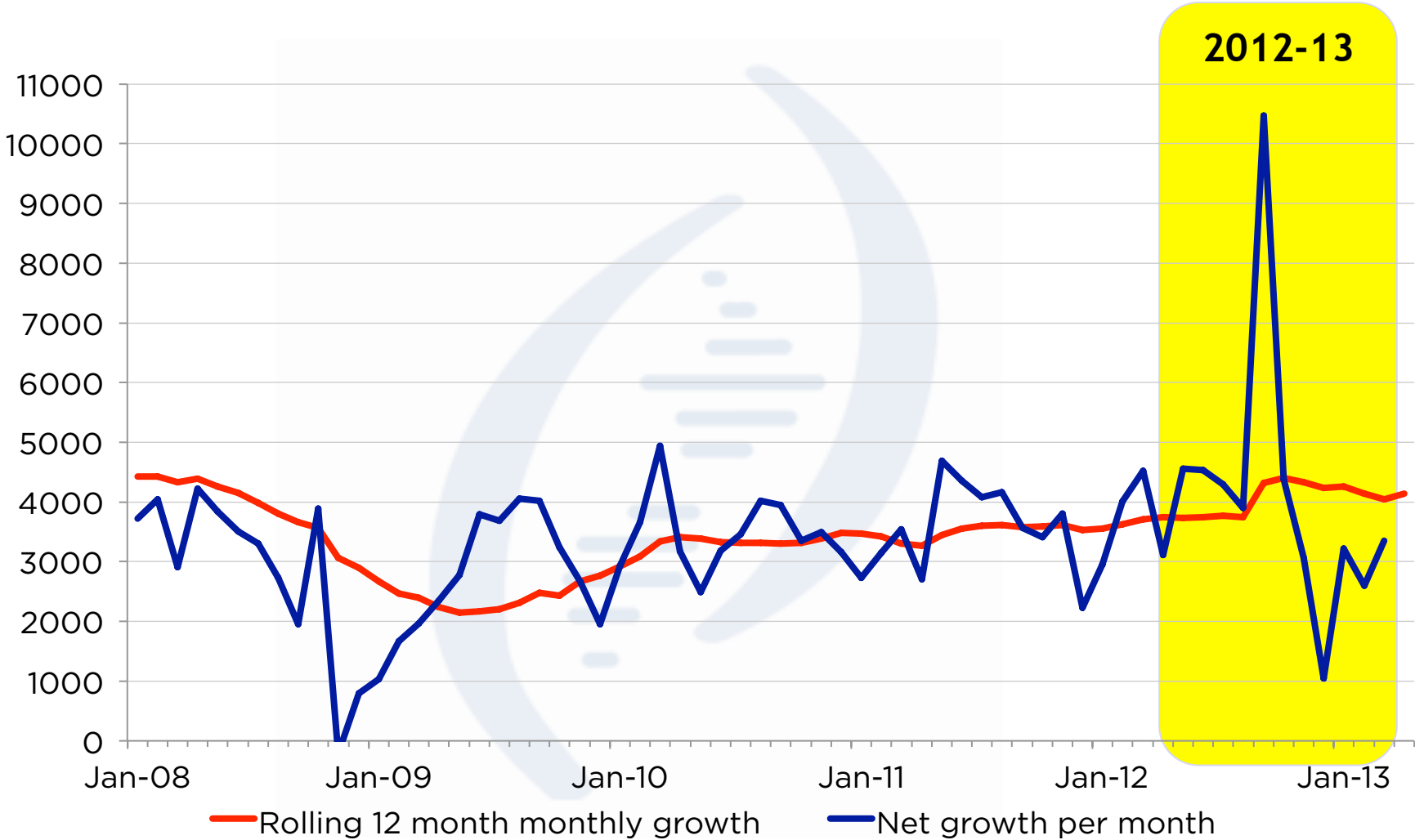
Revenue, Expenses, Profit



Application of revenue



Growth



Comparative Growth

	11/12	12/13	Change
.nz	10.3	10.2	-1%
.au	17.8	10.5	-48%
.nl	11.6	6.9	-37%
.uk	7.9	4.1	-40%
.de	4.6	2.9	-41%

Percentage growth March to March

Strategic Goal 1

- ④ “Deliver continuous domain name availability to registrars, their customers and all Internet users”
- ④ 100% compliance with SLA
- ④ Successful and complete rollout of DNSSEC

Strategic Goal 2

- ④ “Deliver world-class registry services that continually improve.”
- ④ 100% compliance to SLA
- ④ Successful launch of .kiwi.nz and handling of initial landrush.

Strategic Goal 3

- ④ “Support InternetNZ through tangible contributions of income, governance and management resources, and expert knowledge.”
- ④ Continuing growing dividends
- ④ Cooperation on global Internet governance interventions

Strategic Goal 4

- “Develop our services and technology within a long-term evolutionary framework to meet the future needs of Internet users.”
- Focus on:
 - Internet Measurement
 - Internet Research

Strategic Goal 5

- ④ “Deliver, in partnership with DNCL, a successful long-term strategy for .nz.”
- ④ Marketing strategy for the first time
- ④ New Marketing and Channels Manager
- ④ Extensive customer research

Any questions?

