

# Rakon Limited

## 2017 Annual Shareholders' Meeting



**Enabling Connectivity**

- ◀ Welcome & Introduction
- ◀ Meeting Order & Process
- ◀ Chairperson's Address
- ◀ Chief Executive's Review
- ◀ Shareholder Questions
  - ▣ 2017 Annual Report
- ◀ Ordinary Business and Resolutions
  - ▣ Resolutions
    - Election of Directors
    - Auditor's Remuneration
- ◀ General Business
- ◀ Meeting Close



Bryan Mogridge  
Chairperson



Brent Robinson  
Chief Executive

## **A. Chairperson's Address**

Bryan Mogridge

## **B. Chief Executive's Review**

Brent Robinson

## 2017: A Significant Year

- ◀ Rakon 50 years in Business
- ◀ Structural Changes to Ownership and Operations
- ◀ Siward: Fresh Capital, Increased Scale and Scope
- ◀ Thinxtra: Early Success, Strong Prospects
- ◀ Restructures and Write-downs



## FY2017, Financial Snapshot

- ◀ Net Loss: NZ\$13.6 million
  - One off costs majority of Net Loss
- ◀ Positive Operating Cash Flow; Reduced Debt
- ◀ Underlying EBITDA NZ\$4 million (In Line with Forecast)
  - Deferral in Telecom spend
  - PND market decline
- ◀ Improved Fourth Quarter
  - Higher productivity

NZ\$(13.6m)  
▼ >100%

Net Loss

NZ\$4.5m  
▼ 64%

Net Debt

NZ\$4.0m  
▼ 55%

Underlying  
EBITDA



Q4

## FY2018, The Year to Date

- Revenue and Underlying EBITDA Improved
- Good Uptake of New Products
  - Higher margins from NZ
  - Our challenge remains capturing opportunities out of Centum Rakon India
- Strong Operating Cash Flow; Further Debt Reduction
- Space & Defence: Continued Growth
- Telecommunications: Stabilised
- Global Positioning: New Opportunities

▲ Revenue

▲ Underlying EBITDA

▲ Operating Cash Flow

▼ Debt



Images: Adobe Stock



Our winning  
aspiration

## Rakon Corporate Strategy

▶ **Enabling the connected future through synchronisation and speed**





## Leveraging Opportunities

- ◀ Siward Partnership
  - ❑ Broader product offering, complementary products
  - ❑ Greater scale gives scope to increase business
- ◀ Time Synchronisation
  - ❑ Ability to meet growing demand for greater accuracy
- ◀ Space & Defence
  - ❑ Improved technology generating new demand
- ◀ Focus on Core Markets



## Looking Ahead

- ◀ Changes Have Reduced Risk, Increased Opportunity
- ◀ Much Has Been Done; More To Do Yet
- ◀ Need to Do Better, Can Do Better, Will Do Better



## **C. Shareholder Questions and 2017 Annual Report**

## **D. Ordinary Business and Resolutions**

## ◀ D.1. – Resolution on Election of Director

- In accordance with Listing Rule 3.3.6, **Keith William Oliver** retires from office and being eligible, offers himself for election



## ◀ D.2. – Resolution on Election of Director

- In accordance with Listing Rule 3.3.6, **Yin Tang Tseng** retires from office and being eligible, offers himself for election



## ◀ D.3. – Resolution on Election of Director

- In accordance with Listing Rule 3.3.6, **Lorraine Mary Witten** retires from office and being eligible, offers herself for election





## ◀ D.4. – Resolution on Auditor’s Remuneration

- ❑ To record the reappointment of PricewaterhouseCoopers as the Company’s Auditor and to authorise the Directors to fix the Auditor’s remuneration



# **Business of the Annual Shareholders' Meeting**

## General Business

**Meeting Closed**

**rakon**



[www.rakon.com](http://www.rakon.com)