FY23 FINAL RESULTS 24 AUGUST 2023

ANATOMY OF A

HONE:

MIKE SNEESBY

CHIEF EXECUTIVE OFFICER



WONE:



OPERATIONAL HIGHLIGHTS

MARKET LEADING CONTENT

Nine's content has led the market across all platforms – Broadcasting, Streaming and Publishing



STRONG POSITIONING AT STAN

A scale and profitable SVOD player, in both Sport and Entertainment, positions Stan well in a consolidating market



#1 IN TOTAL TELEVISION

Nine leads across Total Television on both a key ratings and revenue basis



STREAMING OPPORTUNITY IN RADIO

Recent release of first streaming ratings data highlights strength of Talk in an evolving audio market



SUBSCRIBER ENGAGEMENT ENABLES PRICE RISES

Successful implementation of price increases across both Publishing and Stan – Sport and Entertainment



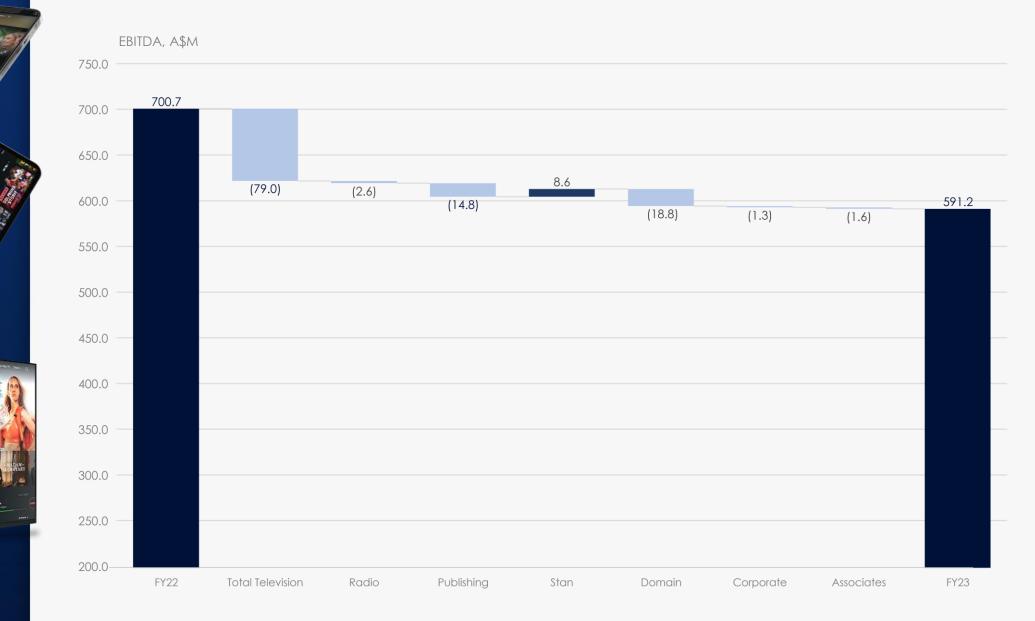
STRONG BALANCE SHEET

June end Net Debt (wholly owned) of \$339m, and leverage of 0.7X. Ongoing share buyback





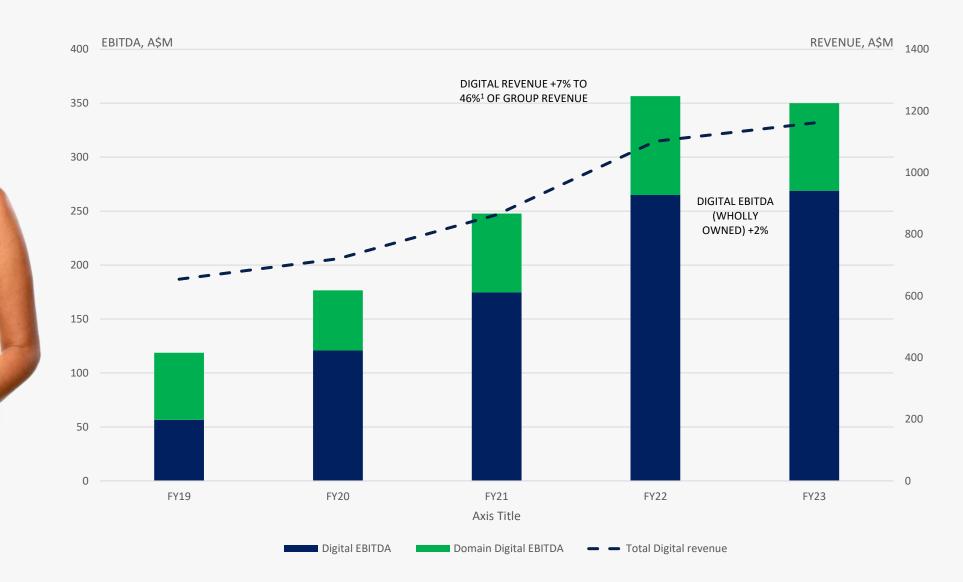
GROUP EBITDA IN LINE WITH GUIDANCE



Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding







Digital includes Stan and the digital components of Broadcast, Publishing and Domain (60%) Economic interest adjusted basis, excludes corporate Refer to glossary in Appendix 4 for definitions

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MATT STANTON

CHIEF FINANCIAL & STRATEGY OFFICER



GROUP RESULTS – IN LINE WITH GUIDANCE

GROUP	FY GROUP	GROUP	FY DIVIDEND
REVENUE	EBITDA	MARGIN	11.0 CPS
\$2,695 (-)	\$591M (-16%)	22%	(-3.0cps)

A\$M	FY23	FY22	VARIANCE
REVENUE ¹	2,694.6	2,688.8	-
GROUP EBITDA ¹	591.2	700.7	(16%)
EBIT ¹	435.5	551.6	(21%)
GROUP NPAT, PRE MINORITIES ¹	279.0	373.5	(25%)
GROUP NPAT, AFTER MINORITIES ¹	262.1	348.5	(25%)
SPECIFIC ITEMS (NET OF TAX)	(84.5)	(58.2)	NM
STATUTORY NET PROFIT AFTER TAX, INCLUDING SPECIFIC ITEMS	194.5	315.3	(38%)
BASIC EARNINGS PER SHARE ^{1,2} - CENTS	15.7	20.5	(23%)





A\$M	H1 FY23	H2 FY23	FY23
Domain - Refer Domain Accounts (ASX:DHG), 17 th Aug 2023	(2.3)	(7.2)	(9.5)
IMPAIRMENT OF GOODWILL AND OTHER INTANGIBLES	-	(84.5)	(84.5)
IMPAIRMENT OF OTHER ASSETS	-	(19.0)	(19.0)
RESTRUCTURING COSTS	(1.6)	(6.7)	(8.3)
NET PROFIT ON SALE OF INVESTMENTS AND OTHER ASSETS	2.9	(0.7)	2.2
TOTAL SPECIFIC ITEMS BEFORE TAX	(1.0)	(118.1)	(119.1)
TOTAL TAX RELATING TO SPECIFIC ITEMS	0.5	34.1	34.6
NET SPECIFIC ITEMS AFTER TAX	(0.5)	(84.0)	(84.5)

DEN





FIRST HALF CASH FLOW SHORTFALL UNWINDS IN H2

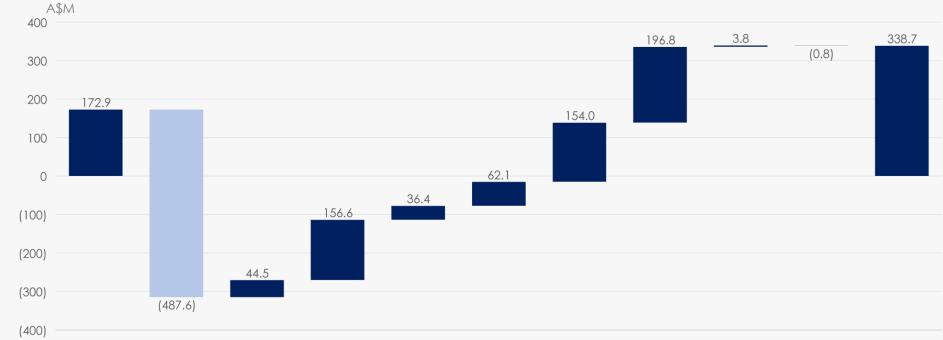
FY CASH CONVERSION ¹	FY23 CAPEX ¹
91%	\$62M

	A\$M	FY23 REPORTED	DOMAIN	FY23 ADJUSTED ¹	FY22 ADJUSTED ¹
	EBITDA (BEFORE ASSOCIATES)	590.9	103.3	487.6	576.8
	WORKING CAPITAL	(43.3)	1.2	(44.5)	(7.4)
-	ASSOCIATES	0.5	-	0.5	0.2
2	OPERATING CASH FLOW, PRE SPECIFIC ITEMS, TAX AND INTEREST	548.1	104.5	443.6	569.6
	OTHER SPECIFIC ITEMS	(11.5)	(7.7)	(3.8)	(17.1)
1	OPERATING CASH FLOW PRE INTEREST & TAX	536.6	96.8	439.8	552.5
	INTEREST & TAX	(184.8)	(28.2)	(156.6)	(134.2)
	PRO FORMA CASH FLOW FROM OPERATING ACTIVITIES	351.8	68.6	283.2	418.3
	CASH CONVERSION	93%	101%	91%	99%





BALANCE SHEET REMAINS STRONG WITH CAPACITY



EBITDA (100% owned)Interest & TaxCapEx (net of disposals)Net DividendsOtherNet Debt 1 July 2022Working capitalAASB16 lease principalOn-market buybackSpecific ItemsNet Debt 30 June 2023

AS AT 30 JUNE 2023, A\$M	CONSOLIDATED GROUP	DOMAIN	WHOLLY OWNED GROUP
INTEREST BEARING LOANS AND BORROWINGS	642.9	219.3	423.6
LESS: CASH AND CASH EQUIVALENTS	(119.7)	(34.8)	(84.9)
NET DEBT/(CASH)	523.2	184.5	338.7
NET LEVERAGE	0.9X	1.8X	0.7X

Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding

DIVISIONALS

FY23 FULL YEAR RESULTS

:::Nine

NONE:





BROADCAST - TV & RADIO

Revenue ¹ contribution – FY23	A\$M		FY23	FY22	VARIANCE
	REVENUE	TOTAL TELEVISION	1,249.6	1,269.5	(2%)
		RADIO	106.4	102.4	+4%
	BROADCAST REV		1,356.0	1,371.9	(1%)
	COSTS	total television	942.7	883.6	(7%)
EBITDA ^{1,2} contribution – FY23		RADIO	93.8	87.2	(8%)
	BROADCAST COSTS		1,036.5	970.8	(7%)
	EBITDA	TOTAL TELEVISION	306.9	385.9	(20%)
		RADIO	12.6	15.2	(17%)
	BROADCAST EBITDA		319.5	401.1	(20%)

FY23 FINAL RESULTS

■Total TV ■Radio

¹ Economic interest adjusted basis, ² Ex corporate. Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding.

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TOTAL TV EBITDA

MARGIN

TOTAL TELEVISION - RECORD SHARE ACROSS BOTH KEY PLATFORMS

TOTAL TV AD MARKET ¹ \$2.9B (-9%)	TOTAL TV AD MARKET ¹ SHARE 41.8% (+2.8 PTS)	NINE REVENUE OF \$1.2B (2%)	DIGITAL REVENU	LINEAR REVENUE
AŞM		FY23	FY22	VARIANCE
REVENUE	FTA	1,074.1	1,118.5	(4%)
	9NOW	175.5	151.0	+16%
TOTAL TV REVENUE		1,249.6	1,269.5	(2%)
total TV Costs		942.7	883.6	(7%)

306.9

24.6%

385.9

30.4%

(20%)

(5.8 PTS)



FTA TELEVISION – STRONG RATINGS & SHARE PERFORMANCE

#1 RATINGS SHARE 25-54s ¹	RATING	1 S SHARE 39s 1	#1 RATINGS SHARE GB+CH ¹	
METRO FTA MARKET -11% ²	NINE NETWORK REVENUE -4%	#1 METRO REVENUE SHARE 40.7% ² (+2.5 pts)	REGIONAL REVENUE SHARE ³ 38.3% ² (+2.8 pts)	

- Record and market-leading revenue share offsetting much of the impact of a softer market
- Strong performance from key franchises, most notably The Block with >3% growth in Total Television audience; Married At First Sight +1% and NRL +5% season-to-date
- Investment in the future of Total Television as Nine secures 10 years of Olympic rights, extends Tennis and continues to refresh the key schedule
- Strong performance in regional markets Nine's revenue share (owned and affiliated) up 2.8% pts

 1
 July-30 June 2023
 6pm-midnight, primary channel and network (Metro)

 2
 Think TV.
 12 months to 30 June 2023

 3
 across Nine's wholly owned and affiliated stations

 4
 prime time, primary channel, 25-54s and Total People

 Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding.





LIVE ACCOUNTS FOR ~ HALF OF 9NOW MINUTES

DAILY ACTIVE USERS +18% ¹		GROWTH IN LIVE STREAMS +21% ²	TOTAL LIVE MINUTES +22% ²	
9NOW REVENUE	BVOD MARKET	# 1 BVOD MARKET SHARE	DIGITAL VIDEO MARKET	
+16%	+6% TO \$392M ³	49.1% (+ 4.1 pts)	+7% TO \$3.4B ⁴	

- Live continues to drive core growth in active users and streams
- Live now accounts for around half of total live and VOD minutes on 9Now
- Growth of 30% in data targeted revenue to around 50% of total 9Now revenue

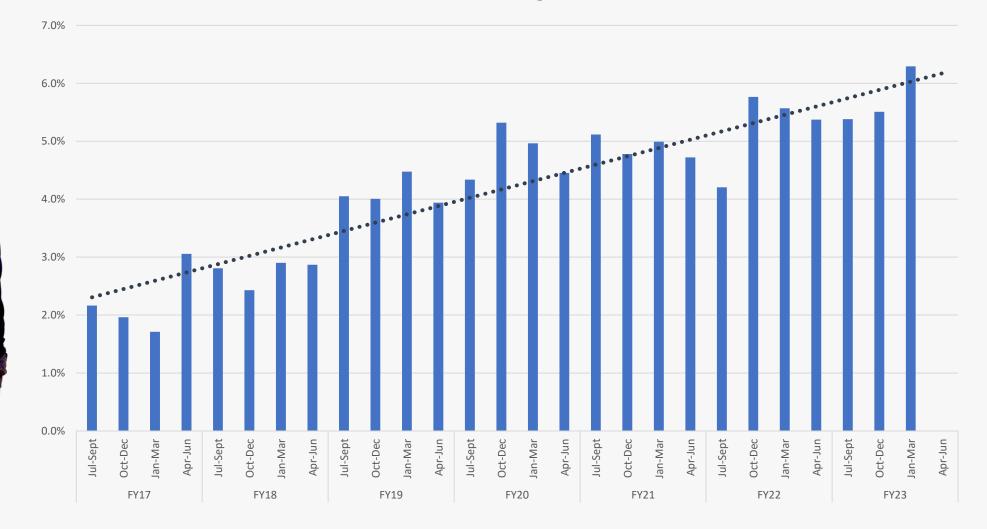
Live stream, OzTAM Events data, based on monthly averages, July to June 2023 on pcp
 OzTAM Events data, based on monthly averages, July to June 2023 on pcp
 BVOD market includes revenues from 9Now, 7Plus and TenPlay, KPMG data, 12 months July-to-June 2023 on pcp

 IAB data 9 months to March 2023, plus Nine estimate for Q4
 Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding.



GROWING SHARE OF THE DIGITAL VIDEO MARKET

9Now revenue share of digital video market



Digital Video Data – IAB Australia, quarterly data



NINE RADIO - STRONG GROWTH IN STREAMING REVENUES

RADIO MARKET +0.2% ¹ NINE RADIO LINEAR AD REVENUE GROWTH +1.0%	NINE RADIO AGENCY SHARE ² ~17.3% +0.4% PTS	DIGITAL REVENUE 2.2X PCP INCL STREAMING +100%		L LISTENING HOURS ³ UP 19% DN FY21
AŞM		FY23	FY22	VARIANCE
REVENUE	BROADCAST	102.1	100.4	+2%
	DIGITAL incl. STREAMING	4.3	2.0	+115%
TOTAL RADIO REVENUE		106.4	102.4	+4%
COSTS		93.8	87.2	(8%)
EBITDA		12.6	15.2	(17%)
MARGIN		11.8%	14.8%	(3.0 PTS)

- Nine Radio's Sydney and Melbourne continued to dominate their respective markets, and finished the financial year in Survey 4 2023 as market leaders across the two most competitive markets
- Radio360 launched in Survey 3 2023 which decoupled linear and digital audiences for the first time Nine recorded the largest streaming share across all the networks, delivering 433k listeners via streaming each week
- Cost increase reflects investment in digital as well as an increase in live and local programming

 Commercial Radio Australia data. 12 months to 30 June 2023, Sydney-Melbourne-Brisbane-Perth only 2 12 months to 30 June 2023
 Triton webcast metrics, September 2020-June 2021, Sept 2022-June 2023, Nine Radio - 2GB, 3AW, 4BC, 6PR Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding.





STAN – MARGIN EXPANSION WITH ARPU GROWTH

ACTIVE SUBSCRIBERS

approaching 2.6M

PAYING SUBSCRIBERS

>2.2M

AŞM FY23 FY22 VARIANCE REVENUE 427.6 381.2 +12% COSTS - STAN ENTERTAINMENT 300.5 277.7 (8%) COSTS - STAN SPORT (INCREMENTAL) 90.0 75.0 (20%) COSTS 390.5 352.7 (11%) EBITDA 37.1 28.5 30% MARGIN 8.7% 7.5% +1.2 PTS				
COSTS - STAN ENTERTAINMENT 300.5 277.7 (8%) COSTS - STAN SPORT (INCREMENTAL) 90.0 75.0 (20%) COSTS 390.5 352.7 (11%) EBITDA 37.1 28.5 30%	AŞM	FY23	FY22	VARIANCE
ENTERTAINMENT 300.5 277.7 (8%) COSTS – STAN SPORT (INCREMENTAL) 90.0 75.0 (20%) COSTS 390.5 352.7 (11%) EBITDA 37.1 28.5 30%	REVENUE	427.6	381.2	+12%
(INCREMENTAL) 90.0 75.0 (20%) COSTS 390.5 352.7 (11%) EBITDA 37.1 28.5 30%		300.5	277.7	(8%)
EBITDA 37.1 28.5 30%		90.0	75.0	(20%)
	COSTS	390.5	352.7	(11%)
MARGIN 8.7% 7.5% +1.2 PTS	EBITDA	37.1	28.5	30%
	MARGIN	8.7%	7.5%	+1.2 PTS

GROWTH IN

OVERALL ARPU

+9%

EBITDA

+30%

TO \$37M

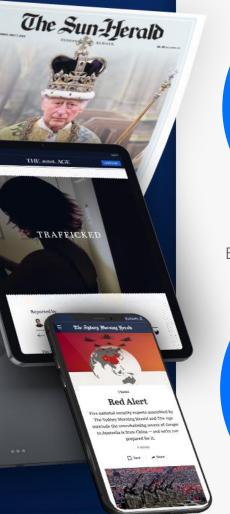
- Strong content period for Stan, particularly Stan Originals
- Underpinning growth in active subscribers on 12 months earlier
- Commitment to expanding Originals and Sport strategically significant in the context of a shifting focus from international studios (to profit) and the ongoing US writers and actors strikes
- Strong content performance and engagement enabling price increases at both Entertainment (August-September) and Sport (February-March)

Revenue¹ contribution – FY23

EBITDA^{1,2} contribution – FY23







Revenue¹ contribution – FY23 EBITDA^{1,2} contribution – FY23

DIGITAL REVENUES >60% OF TOTAL REVENUE

GROWTH IN SUBSCRIPTION REVENUE UNDERPINNED BY DIGITAL ACTIVE SUBSCRIPTIONS >460K

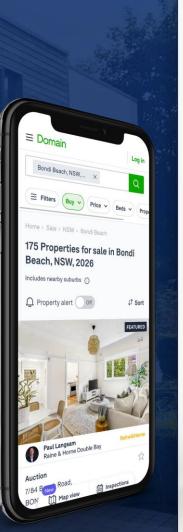
A\$M		FY23	FY22	VARIANCE
DIGITAL REVENUE	SUBSCRIPTION & LICENSING	180.0	170.8	+5%
	ADVERTISING	141.6	163.7	(14%)
	OTHER	30.1	29.2	+3%
PRINT REVENUE	SUBSCRIPTION	48.0	51.3	(6%)
	RETAIL	65.1	67.6	(4%)
	ADVERTISING	110.4	110.9	-
TOTAL REVENUE		575.2	593.5	(3%)
COSTS		410.5	414.0	+1%
EBITDA		164.7	179.5	(8%)
MARGIN		28.6%	30.2%	(1.6 PTS)

1 Economic interest adjusted basis 2 Excludes corporate Refer to glossary in Appendix 4 for definitions. Totals may not add due to rounding

Publishing

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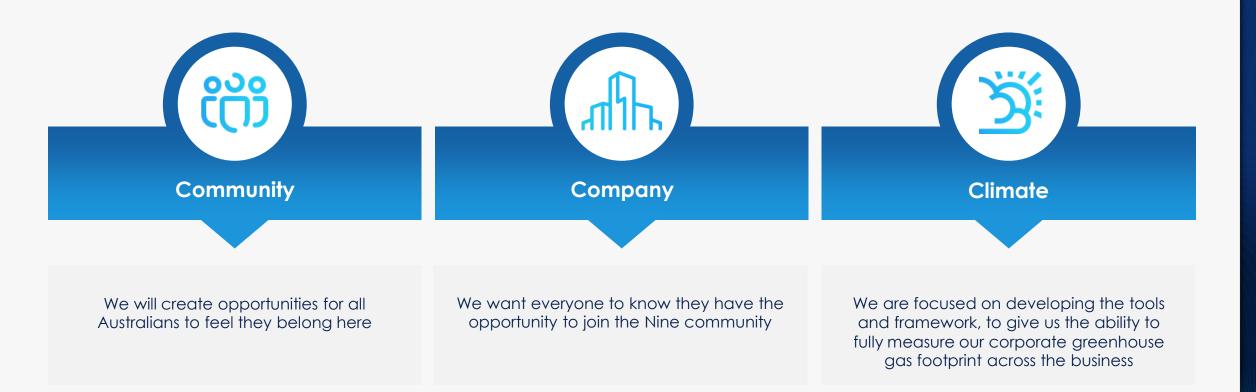


DOMAIN - CHALLENGING MARKET CONDITIONS

Revenue ¹ contribution – FY23	A\$M		FY23	FY22	VARIANCE
	REVENUE	RESIDENTIAL	223.1	239.4	(7%)
		MEDIA, DEVELOPERS & COMMERCIAL	47.8	49.4	(3%)
		AGENT SOLUTIONS	40.7	21.9	+86%
		DOMAIN INSIGHT	17.3	14.9	+16%
		CORE DIGITAL CONSUMER SOL'NS		325.6	+1%
				-	-
		TOTAL DIGITAL	328.9	325.6	+1%
		PRINT	16.6	21.7	(24%)
		CORPORATE	0.2	0.2	-
EBITDA ^{1,2} contribution – FY23	TOTAL REVEN	NUE	345.7	347.5	(1%)
	COSTS		237.1	214.7	+10%
	EBITDA	CORE DIGITAL	135.0	152.6	(12%)
		CONSUMER SOL'NS	-	-	-
		TOTAL DIGITAL	135.0	152.6	(12%)
		PRINT	2.3	5.5	(58%)
		CORPORATE	(28.7)	(33.2)	(14%)
	TOTAL EBITD REPORTED ³	A –	108.6	124.8	(13%)
	ADJUSTED ⁴		(5.3)	(2.7)	NM
	ADJUSTED EI	BITDA⁵	103.3	122.1	(15%)



AUSTRALIA BELONGS HERE



TRADING UPDATE & OUTLOOK

MIKE SNEESBY

:::Nine

Seven

TRADING UPDATE



Total Television

CY23 to date, Nine leads the Metro FTA ratings year in the key demographics

Metro FTA advertising market estimated to be **down in the low double digits (%)** in Q1 FY24, on pcp

9Now revenue in Q1 expected to grow in the low double digits (%)

FY24 Total TV costs flat on FY23, ex NRL step-up and increased cricket costs (in H1). H2 FY24 costs expected to be down on H2 FY23.



Radio

Nine's Q1 Radio advertising revenue decline est low single digits (%).

Expect further doubling of digital revenues, with an increasing contribution from Streaming



Stan

Strong content performance at Stan

Underpinning positive subscriber momentum and full year of subscription price increases

Expecting growth in both revenue and EBITDA in FY24, on FY23



Publishing

Digital audiences continue to grow

Digital subscription revenue up 10% in Q1 on Q1 FY23

FY24 Publishing EBITDA expected be slightly ahead of the H2 FY23 run-rate



Domain

Sale listings in Sydney and Melbourne show early signs of recovery

FY24 cost growth¹ expected midhigh single digits (%)

Expect EBITDA margin expansion in FY24

Focus on continuing Marketplace strategy, while retaining disciplined cost approach

¹ from base of \$237m in FY23, ex DHL

EXPECT FURTHER IMPROVEMENT IN NINE'S COMPETITIVE POSITION WHILE REMAINING DISCIPLINED AROUND OPERATING COSTS AND EFFICIENCIES

UNPRECEDENTED CROSS-PLATFORM OLYMPICS & PARALYMPICS STRATEGY

FTA	9Now	Total Publishing	Total Audio	Stan/Stan Sport
	 SNOM	The Sydney Morning Herald THE	2GB 3AW 4BC 6PR Sydney Melbourne Brisbane 6PRTH	Stan. Stan.
Every big moment, live and free	Every sport, every Aussie, every medal, live and free	Unprecedented editorial coverage and analysis from all angles	Your favourite personalities ensure you don't miss a moment	Every minute, every replay, live and on- demand, ad-free

We shape culture by sparking conversations, challenging perspectives, and entertaining communities. We bring people together by celebrating the big occasions and connecting the everyday moments.

Australia Belongs Here.

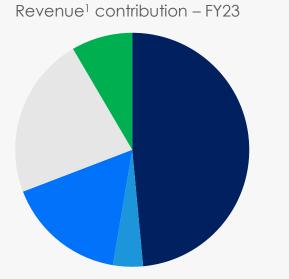
APPENDICES

FY23 FULL YEAR RESULTS

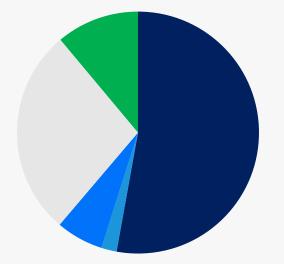
:::Nine

WONE:

APPENDIX 1: FY23 GROUP DIVISIONAL RESULTS



EBITDA^{1,2} contribution – FY23



A\$M	BROADCAST	PUBLISHING	STAN	DOMAIN	CORPORATE	ASSOCIATES	INTERSEGMENT	TOTAL
REVENUE	1,356.0	575.2	427.6	354.5	2.1	-	(20.8)	2,694.6
PCP	1,371.9	593.5	381.2	356.7	4.9	-	(19.4)	2,688.8
% CHG	(1%)	(3%)	+12%	+2%	(56%)	-	-	-
EBITDA	319.5	164.7	37.1	103.3	(33.6)	0.2		591.2
PCP	401.1	179.5	28.5	122.1	(32.3)	1.8	-	700.7
% CHG	(20%)	(8%)	30%	(15%)	(4%)	(87%)	-	(16%)

■Total TV ■Radio ■Stan ■Publishing ■Domain

1 Economic interest adjusted, 2 Excludes Corporate Refer to glossary in Appendix 4. for definitions. Totals may not add due to rounding.



APPENDIX 2: LINEAR TV RATINGS – 2023 TO DATE

2023 TO DATE COMMERCIAL RATINGS SHARE (%)		NETWORK			PRIMARY CHANNEL			
			Seven	Nine	Ten	Seven	Nine	Ten
CALENDAR YEAR (1 JANUARY – 19 AUGUST)	6PM- MIDNIGHT	total People	39.6	39.0	21.4	40.2	40.0	19.7
		25-54\$	34.6	39.3	26.1	35.3	40.1	24.6
		16-395	35.5	39.2	25.2	35.8	40.5	23.7
		GS+CH	34.3	41.4	24.3	34.6	42.6	22.7
SURVEY YEAR	6PM- MIDNIGHT	TOTAL PEOPLE	40.2	38.5	21.3	40.9	39.3	19.7
		25-54\$	35.1	38.9	25.9	36.1	39.3	24.5
		16-395	36.4	38.6	25.1	37.0	39.4	23.5
		GS+CH	34.8	41.1	24.1	35.3	42.1	22.6

APPENDIX 3: FORWARD ESTIMATES

ITEM	FY24
CORPORATE COSTS – WHOLLY OWNED	~\$37M TO \$40M
DEPRECIATION & AMORTISATION - REPORTED	~\$160M TO \$170M
INTEREST EXPENSE – REPORTED, PRE BUY-BACK	~\$50M
TAX RATE - REPORTED	~30%
CAPEX (EX DOMAIN)	~\$90M TO \$100M
DIVIDEND	60-80% OF NET PROFIT AFTER TAX, BEFORE SPECIFIC ITEMS

APPENDIX 4: GLOSSARY

Active subscribers (Stan) – Subscribers who have an active Stan account in the billing period, including but not limited to paying subscribers, vouchered subscribers and subscribers on free trials.

ARPU – Average Revenue Per User

Broadcast - Broadcast comprises Nine Network, 9Now and Nine Radio.

BVOD – Broadcast Video on Demand

 $\ensuremath{\text{Cash conversion}}$ – Refers to operating cash pre Specific Items, tax and interest, divided by EBITDA

COGS - includes agency commissions, rebates, incentives

Costs - Defined as revenue - EBITDA

Digital EBITDA – Stan plus the digital components of Broadcast, Publishing and Domain (60%), excludes Corporate

EBIT - Earnings before interest and tax, before Specific Items

EBITDA – Earnings before interest, tax, depreciation and amortisation, before Specific Items

Economic Interest adjusted basis – includes only proportion of asset held by Nine

FTA – Free-to-air

FY - Full year

Group EBITDA – EBITDA plus share of Associates' net profit

H1 – First half

H2 – Second half

Key demographics – All People 25-54, 16-39, 18-49 and Grocery Buyers with Children

Margin - EBITDA divided by Revenue

Metro – Sydney, Melbourne, Brisbane, Adelaide and Perth

Net Debt – Statutory reported cash less interest bearing loans and borrowings, excluding finance lease liabilities

Net Debt (wholly owned) – Net Debt less controlled but not wholly owned entities (Domain)

Net Leverage – Net Debt (combined Group) divided by Group EBITDA (last 12 months)

Net Leverage (wholly owned) – Net Debt (wholly owned) divided by wholly owned Group EBITDA plus dividends received (last 12 months) Net Profit after Tax (NPAT) – Net profit after tax, before Specific Items Network – Combination of Channels 9, 9Go!, 9Gem, 9Life and 9Rush NM – Not meaningful

Operating Cash Flow – EBITDA adjusted for changes in working capital and other non-cash items plus dividends received from Associates. Excludes cash relating to the Specific Items and payment for lease liabilities **Paying subscribers (Stan)** - Subscribers whereby Stan receives a payment for the subscription during the relevant billing period.

Pcp – previous corresponding period

Publishing - comprises mastheads, nine.com.au, Pedestrian and Drive

Revenue – Operating revenue, excluding interest income and Specific Items **Specific Items** – Amounts as set out in Note 2.4 of the 30 June 2023 Statutory Accounts

Statutory Accounts – Audited or auditor reviewed, consolidated financial statements

Statutory Net Profit/(Loss) – Net Profit/(Loss) for the period before other comprehensive income/loss

Statutory Reported – Extracted from the Statutory Accounts

SVOD – Subscription Video On Demand

Total Television – Nine Network + 9Now

UA – Unique Audience

Wholly owned Group – excludes Domain, and Associates



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