

28 June 2011



## InternetNZ Annual General Meeting 2011 – Invitation

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Dear Member,

InternetNZ cordially invites you to its 2011 Annual General Meeting.

This meeting will take place on the evening of Thursday 28 July, in Meeting Room 2 (Ruma hui Tuarua) at Te Wharewaka, Taranaki Street Wharf, Wellington Waterfront.

The meeting is an opportunity for you to reflect on the past year's work, and approve InternetNZ's budget and business plan for 2011/12.

If you plan to attend, please let us know by emailing [rsvp@internetnz.net.nz](mailto:rsvp@internetnz.net.nz) with "AGM" in the subject line by 5pm, 20 July. Please note that it is essential to RSVP.

### Programme

The evening will be structured as follows:

- 5.30 – 6.00 pm Refreshments
- 6.00 – 8.15 pm Annual General Meeting
- 8.15 – 9.00 pm Refreshments

### AGM Papers

Please read and consider the following papers prior to the meeting:

- Agenda with proposed motions
- Minutes of the 2010 AGM
- Business plan and budget for 2011/12
- Annual Report 2010/11

The AGM papers can be found online here: <http://internetnz.net.nz/meetings/annual-general-meetings?year=2011>

If you are unable to attend, the AGM will be streamed live for your convenience by R2.co.nz. You will also be able to actively participate in the meeting via integrated chat. Full details will be provided closer to the date of the AGM.

We hope you will join us in celebrating our successes this past year, and contributing to our future.

Regards

A handwritten signature in black ink, appearing to read "Frank March".

Frank March  
**President**

## Agenda for the 2011 InternetNZ Annual General Meeting

**Date:** Thursday 28 July 2011  
**Venue:** Te Wharewaka O Poneke, Taranaki St Wharf, Wellington

- 1800 **Meeting opens**  
**Apologies**  
(MOVED: President/ ) "THAT the apologies be accepted".
- 1805 **Minutes of 2010 AGM and Matters Arising**  
(MOVED: President/ ) "THAT the minutes of the 2010 AGM be received and adopted as a true and accurate record of the meeting."
- 1810 **Presentation from BDO – Wellington**
- 1815 **President's Report** (on behalf of Council)  
(MOVED: President/ ) "THAT the President's Report be received."  
  
(MOVED: President/ ) "THAT the Annual Report be received."  
  
(MOVED: President/ ) "THAT the Audited Annual Accounts be accepted."  
  
(MOVED: President/ ) "THAT BDO – Wellington be appointed auditor for the ensuing year."
- 1830 **InternetNZ Operational**  
  
**CE Report**  
(MOVED: / ) "THAT the report of the Chief Executive be received."  
  
**2011/12 Budget**  
(MOVED: President/ ) "THAT the 2011/12 Business Plan and Budget be adopted."
- 1845 **Information update**  
Campbell Gardiner – Membership survey 2011 results
- 1855 **General Business**
- 1930 **Break**
- 1945 **DNCL Report**  
(MOVED: / ) "THAT the DNCL Annual Report be received."
- 1955 **NZRS Report**  
(MOVED: / ) "THAT the NRZS Annual Report be received."
- 2005 **Announcement of Election Results**
- 2015 **Meeting closes**

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**MINUTES OF THE 2010 INTERNETNZ ANNUAL GENERAL MEETING**

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**Status:** Draft

**Date:** Thursday 29 July 2010

**Venue:** Square Affair Suite – Wellington Town Hall,  
111 Wakefield Street, Wellington

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Frank March (InternetNZ President) welcomed Members and officially opened the fifteenth AGM of InternetNZ at 6.05pm. He ensured that there was a quorum of financial members. He announced that voting had re-opened and would close at approximately 8.00pm.

**1. Apologies**

Apologies were received from Neil James, Stuart Anderson, Alan Bell, Nat Torkington, Rick Shera, Di Das, Mark Horgan, Lance Wiggs, Judy Speight, Tony Marinovich, Carol Stigley and Don Stokes.

**AGM 01/10** THAT the apologies be accepted.  
(President/Vice President)  
**CARRIED U**

**2. Minutes of 2009 AGM and Matters Arising:**

The minutes of the 2009 AGM were taken as read.

**AGM 02/10** THAT the minutes of the 2009 AGM be received and adopted as a true and accurate record of the meeting.  
(President/Bruce Barton)  
**CARRIED U**

**3. President's Report:**

The President spoke to his report, expanding on a few important areas. He noted that two Council members were stepping down from Council and one Director stepping down from the DNCL Board. He thanked David Russell, Chris Streatfield and Liz Butterfield for their continuous support.

**AGM 03/10** THAT the President's Report be received.  
(President/Colin Jackson)  
**CARRIED U**

**AGM 04/10** THAT the Annual Report be received.  
(President/Anne Urlwin)  
**CARRIED U**

**AGM 05/10** THAT the Audited Annual Accounts be accepted.  
(President/Anne Urlwin)  
**CARRIED U**

**AGM 06/10** THAT Grant Thornton be appointed auditor for the ensuing year.  
(President/Anne Urlwin)

**CARRIED U**

#### **4. CE Report**

The President invited Vikram Kumar (InternetNZ CE) to speak to his report.

Vikram started his report with a quote from a speech made by Hon Steven Joyce (Minister for Communications and Information Technology) at the Internet Industry Awards on Wednesday, 28 July 2010: *"I would like to acknowledge the dedication of InternetNZ in ensuring the Internet is an open and safe environment. Organisations independent from government, such as InternetNZ, who can offer support, expertise and critical analysis, are a vital part of strengthening New Zealand's digital future"*.

Vikram stated that the above comment reflected that InternetNZ was heading in the right direction. He emphasised that InternetNZ had an extremely strong foundation but the organisation should not be static and had to move forward.

**AGM 07/10** THAT the report of the Chief Executive be received.  
(President/Peter Dengate Thrush)

**CARRIED U**

#### **5. 2010/2011 Budget and Business Plan**

The CE spoke to the 2010/2011 Budget and Business Plan and explained the annual business planning process for the next financial year 2011/12. The current business plan focuses on five areas:

1. Improving Member engagement
2. Reaching out to the wider community
3. Telling the InternetNZ story better
4. Increasing organisational effectiveness
5. High quality policy advice.

**AGM 08/10** THAT the 2010/11 Business Plan and Budget be adopted.  
(Andy Linton/Don Christie)

**CARRIED U**

#### **6. General Business**

The President invited Simon Riley and Alick Wilson to address their four proposed motions:

(1). THAT the InternetNZ Group i.e. the InternetNZ Council, DNCL Board and NZRS Board undertake and publish annually a board performance evaluation based on a common board assessment tool that identifies the strengths, weakness, opportunities, and threats of INZ's respective boards' performance.

(2). THAT the InternetNZ Group i.e. InternetNZ Council, DNCL and NZRS undertake and publish annually the performance evaluation of the President/Chair of InternetNZ Council, DNCL Board and NZRS Board

(3). THAT the InternetNZ Council adopt a "360 Degree" performance model for INZ CE annual performance review and appraisal that specifically would include feedback from Council members, employees, selected strategic partners and members.

(4). THAT the InternetNZ Group i.e. InternetNZ Council, DNCL Board and NZRS Board publish a draft annual statement of intent for each upcoming financial year to be distributed to members no later than 1 October.

There was a discussion around processes and the motivations behind moving these motions. The President acknowledged the concerns of Simon and Alick and asked if they would like to withdraw the above motions on the grounds that most of their issues have been dealt with in Vikram's plans for 2010/11. They agreed to withdraw these four motions.

**AGM 09/10** THAT the first four motions be withdrawn.

(President/Alick Wilson)

**CARRIED U**

The President then invited Simon and Alick to address their proposed fifth motion:

(5). THAT the Society establish a Search committee in 2011 on a trial basis only which would manage an open and transparent process regarding the recruitment and assessment of candidates for election to InternetNZ Council. If required, InternetNZ Council will facilitate further consultation with members on the composition and implementation of a Search Committee.

Simon Riley spoke of the importance of the above motion as he felt it was going to contribute to the better governance of the society.

The President announced that voting would be closed at 8.00pm and provisional results would be announced at 8.20pm. The results of Simon and Alick's fifth motion would also be announced then as voting on their motions were carried out through online voting.

*7.30pm to 8.00pm – Refreshment break.*

### **General Business continued...**

The President discussed the criteria for nominating InternetNZ Fellows stating that it had been two years since the last Fellow was nominated. Frank announced that Council had appointed two new Fellows to InternetNZ: Laurence Zwimpfer and Colin Jackson.

*Citation: Laurence Zwimpfer has been a stalwart ICT advocate for many years, especially for schools. He has contributed tirelessly to ICT in education, including organising the long-running biennial survey of ICT in New Zealand schools. He has been a trustee of the 20/20 Communications Trust since its inception and is involved in Computers in Homes, e-Day and many other initiatives.*

*Colin Jackson has been involved in the Internet since its early days in New Zealand. He started the central New Zealand government website in 1995 and worked with government and ministers helping to get more government services online. He was one of the founders of InternetNZ, and was its first treasurer and a former President and Councillor.*

## **7. DNCL Report**

The President invited Joy Liddicoat (DNCL Chair) and Debbie Monahan (Domain Name Commissioner) to speak to their report. Joy summarised that the past year had been successful due to the continuous support of NZRS. Debbie added that the awareness of the Domain Name Commission had increased over the past year. The statistics to highlight the performance of the past year were presented. Joy thanked outgoing Board Members - David Russell and Richard Currey for their contribution to DNCL over the years.

**AGM 10/10** THAT the DNCL Annual Report be received.

(Peter Dengate Thrush/Donald Clark)

**CARRIED U**

## **8. NZRS Report**

The President invited Donna Hiser (NZRS Chair) and Jay Daley (NZRS CE) to speak to their report. Donna presented the performance of NZRS in terms of income, expenses and results over the past five years. Jay summarised four major goals of the organisation. Donna thanked

outgoing Director David Farrar for his contribution and continuous support to the organisation over the years.

**AGM 11/10** THAT the NZRS Annual Report be received.  
(Colin Jackson/Steven Heath)

**CARRIED U**

## **9. Announcement of Election Results & Vote on Constitutional Amendments**

There were twelve nominations for five vacancies. Susi Cosimo (Returning Officer) announced the provisional election results as follows:

### **Councillors:**

|                |                              |
|----------------|------------------------------|
| Don Christie   | – 3 year term until AGM 2013 |
| Lance Wiggs    | – 3 year term until AGM 2013 |
| Jonny Martin   | – 3 year term until AGM 2013 |
| Neil James     | – 3 year term until AGM 2013 |
| Dave Moskovitz | – 1 year term until AGM 2011 |

The results were subject to sign off by an independent scrutineer and Justice of the Peace – Maureen Milburn. They were to be finalised the next day on Friday, 30 July 2010. The results of the preferential ballot were to be published on the InternetNZ website the following week.

The President congratulated all those who have been elected and acknowledged the valuable contribution made to InternetNZ by outgoing Council members Chris Streatfield and Liz Butterfield, and by Judy Speight who failed to secure re-election.

The Returning Officer announced the results on the Constitutional Amendments and AGM motion:

### **Constitutional Amendments:**

#### **AGM 12/10**

THAT a new section 3.6 be inserted into the Constitution with the following wording:  
“3.6 The rights of membership (including, but not limited to, standing for elected office, voting, nominating, seconding and petitioning) accrue to a member three months after joining the Society, and are maintained until their membership ends, as set out in sections 4 and 5 of this Constitution.”;

AND THAT the existing section 3.6 be renumbered section 3.7;

AND THAT section 5.5 of the Constitution be amended by adding at the end the following words: “, and cannot be exercised during that period”.

AND THAT section 10.2.6 of the Constitution be replaced by the following wording:

“10.2.6 New Members who join the society in the three month period before an AGM will not be permitted to vote at that AGM, consistent with section 3.6.”

(Andy Linton/Steven Heath)

**CARRIED**

#### **AGM 13/10**

THAT section 5.1 of the Constitution be replaced by the following wording:

“5.1 The membership year for all classes of membership is 1 April until 31 March. Persons joining the Society after 1 January but before 1 April will be granted a full year’s membership from 1 April, as well as whatever term of membership occurs before the 1 April membership anniversary.”;

AND THAT section 5.3 of the Constitution be amended by replacing the word “October” with the word “April”;

AND THAT a new section 5.3.1 be inserted into the Constitution, with wording as follows:

“5.3.1 All financial Members at 30 September 2010 are granted a six-month membership extension, with their membership expiring instead on 31 March 2011, due to the change in the membership year adopted in July 2010.”

(Andy Linton/Steven Heath)

**CARRIED**

**AGM 14/10**

THAT section 11.5 and sections 11.5.1-11.5.4 in the Constitution concerning proxies be deleted, and replaced by the following section 11.5:

“11.5 There are no proxies available for any Society activities, as all substantive questions are decided by electronic means that allow all members to participate.”

(Andy Linton/Steven Heath)

**CARRIED**

**AGM 15/10**

THAT all references to “clause” or “clauses” in the Constitution be replaced by references to “section” or “sections”, and that the numbering of all sections (and all references to sections) in the Constitution be updated so that it is correct.

AND THAT sections 6.2.1 and 6.5.1 of the Constitution be deleted;

AND THAT the term “two years” in section 7.4 be replaced by the term “three years

AND THAT from the conclusion of the 2010 AGM, Schedule 2 of the Constitution be deleted.

(Frank March/Jamie Baddeley)

**CARRIED**

**AGM 16/10**

THAT new sections 7.8 and 7.9 be inserted into the Constitution with the following wording: The Council shall from time to time appoint a Returning Officer, whose main role is to conduct Society elections and to perform the duties set out in this Constitution, as well as related duties established by the Council. The Returning Officer will ordinarily be a member of staff, but can be a member of the Society.

The Returning Officer is not a member of Council solely by virtue of their appointment to that position. The Returning Officer continues in their position until someone else is appointed as Returning Officer. Sections 7.3 and 7.7 apply to the Returning Officer’s position, but sections 7.4-7.6 do not.”;

AND THAT the references to the term “Secretary” in the Constitution be replaced by the word “office” in Section 4.1, and by the term “Returning Officer” in all other clauses where it appears (renumbered section 6.5.1, section 8, sections 10.2.3.8, 10.4.2, 10.4.5, 14.4 and 14.7).

(Frank March/Jamie Baddeley)

**CARRIED**

**AGM Motion:**

**AGM 17/10**

THAT the Society establish a Search committee in 2011 on a trial basis which would manage an open and transparent process regarding the recruitment and assessment of candidates for election to InternetNZ Council. If required, InternetNZ Council will facilitate further consultation with members on the composition and implementation of a Search Committee.

(Simon Riley/Alick Wilson)

**NOT CARRIED**

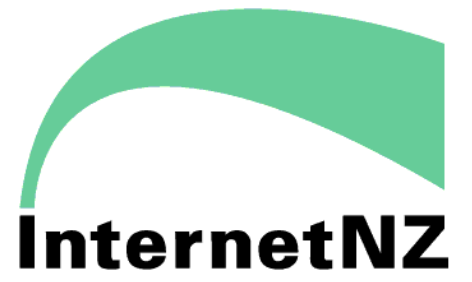
Peter Dengate Thrush thanked InternetNZ for its contribution and support for the Liz Dengate Thrush Foundation’s Internet Industry Awards which were held on Wednesday, 28 July 2010.

Andy Linton thanked InternetNZ for its valuable contribution to the New Zealand Network Operator’s Group (NZNOG).

**Meeting closed:** There being no further business, the 2010 Annual General Meeting closed at 8:55 p.m.

**Signed as a true and correct record:**

.....  
**Frank March, CHAIR**



# Business Plan 2011/12



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## Introduction

The business plan for the 2011/12 financial year is primarily geared to deliver the medium-term strategic priorities set by the Council for InternetNZ and its subsidiaries over the five year period 2011 to 2015:

1. Leadership: Lead government, industry and the public by effectively educating and advocating the benefits of a high performance, open and uncaptureable Internet for all to achieve long-term social and economic good for New Zealand.
2. Financials: Safe, secure and commensurate revenue stream.
3. Brand: We are seen the way we want to be seen.
4. Relationships: Strong relationships in a multi-stakeholder Internet ecosystem.

In addition, the business plan takes into account:

- Recognition of our SWOT (strengths, weaknesses, opportunities, and threats)
- The need to continue to deliver “business as usual”
- Important, known events during the period such as the national elections in November 2011
- Continued focus on delivering better value from our resources
- Organisational development

In addition to “business as usual”, our work will be divided into three streams. Each of these will have their own detailed business plans, budgets, deliverables, and accountabilities.

### ***“Business as Usual”***

These are the ongoing core activities of InternetNZ and include:

- Policy advice, positions and submissions to initiatives led by others, e.g. submission on a Bill, and the associated activities such as organising workshops
- International efforts including understanding issues and developments related to the Internet at the global level; maintaining key relationships and positions of influence within regional and global Internet institutions; and maintaining the status of New Zealand as an active and notable participant in Internet development.
- Running the grants process to support efforts and initiatives led by the wider community to further our objects and mission
- Supporting the Council in its governance and strategic activities
- Members’ and membership services
- Investment of the Group’s cash in excess of reserves in line with the appropriate policies and oversight arrangements

- Administration support and organisational services to InternetNZ and its subsidiaries (office services and shared services)
- Administration support to a number of organisations as a means of supporting them, e.g. NZNOG and ISPANZ
- Maintaining and enhancing key relationships
- Working with our strategic partners for mutual benefit
- Communicating the “InternetNZ story” and finding opportunities to better communicate our key messages
- Mitigating major risks facing the organisation

Reactive policy areas are, by their very nature, difficult to quantify and predict. If anything, the magnitude of effort required is expected to rise given the increasing tendency for Government to introduce laws and policies to regulate the Internet. In addition, Government’s priority areas such as providing better broadband in urban and rural areas, are leading to significant changes in the market and industry structure which necessitates our increasing efforts in our reactive policy work.

“Business as usual”, including reactive policy work, therefore continues to be critical determinants of how much resources and effort we can put into the proactive areas detailed in this business plan. Both Council and members want InternetNZ to increase efforts and resources to the proactive areas to meet the strategic priority of increased leadership. This remains a major challenge for InternetNZ.

## Workstreams

There are three workstreams to deliver our proactive work, each led by a workstream leader. Integration across the workstreams is a collective responsibility of the workstream leaders and the Chief Executive.

### ***Stream 1: Membership***

Outcomes

- InternetNZ has a membership that embraces a wider, more influential cross-section of the Internet community.
- Members constructively take part in and help influence InternetNZ's policy-making process.
- We understand our members, their interests, and areas where they want to see improvements.
- InternetNZ's activities and 'brand' becomes increasingly recognisable among the general public.

| Activity/project  | Details  |
|---|--|
| Better articulate the 'who' and 'why' of InternetNZ                   | <ul style="list-style-type: none"> <li>• Compose and publish the 'principles' that guide InternetNZ.</li> <li>• Develop the high-level InternetNZ brand architecture with NZRS and DNCL.</li> <li>• Better communicate InternetNZ's financials.</li> </ul> |
| Promote InternetNZ membership to under-represented community segments | <ul style="list-style-type: none"> <li>• Identify under-represented community segments. Develop engagement plan for gaps.</li> </ul>   |
| Conduct annual member survey  | <ul style="list-style-type: none"> <li>• Results used to fine-tune and/or enhance interactions with members.</li> </ul>  |
| Maintain/enhance member section of website                            | <ul style="list-style-type: none"> <li>• Enhancements could include mail list integration, more self-service.</li> </ul>   |
| Research on Internet issues   | <ul style="list-style-type: none"> <li>• Research on what the general public care about with respect to the Internet.</li> </ul>   |
| Strategic plan to be more relevant to the general public              | <ul style="list-style-type: none"> <li>• Develop plan</li> <li>• Implement initial steps</li> </ul>  |



## ***Stream 2: Wider Community***

### Outcomes

- InternetNZ hosts a national IGF event, raising understanding of Internet issues throughout Communities of Interest.
- InternetNZ is more effective in working with partners to take up and amplify the InternetNZ message.
- Areas for InternetNZ's future policy work are identified through engagement with Communities of Interest.

| Activity/project                           | Details   |
|--|---|
| NetHui                                     | <ul style="list-style-type: none"> <li>• Organise NetHui 2011, focused on Internet governance and policy issues and involving all possible sectors of the community.</li> <li>• Prepare for NetHui 2012 incorporating lessons from NetHui 2011</li> </ul> |
| Engagement plan for the Internet ecosystem | <ul style="list-style-type: none"> <li>• Map the NZ Internet ecosystem</li> <li>• Research Internet issues that different parts of the ecosystem care about</li> <li>• Develop and implement engagement plan for high priority segments</li> </ul>        |
| Joint projects with siblings               | <ul style="list-style-type: none"> <li>• Undertake at least two projects with sibling organisations (sibling organisations are those that share aligned goals and values with InternetNZ)</li> </ul>  |
| Regular meeting with govt officials        | <ul style="list-style-type: none"> <li>• Ensure regular meetings are held with appropriate government officials in high priority areas</li> </ul>   |
| Parliament Internet caucus                 | <ul style="list-style-type: none"> <li>• Develop and implement a plan to better engage with Parliamentarians on Internet issues</li> </ul>  |
| Enhanced reporting from grants recipients  | <ul style="list-style-type: none"> <li>• Ensure better reporting from both partners and grants recipients</li> <li>• Publish online</li> </ul>  |

### ***Stream 3: Policy***

#### Outcomes

- InternetNZ is increasingly seen as the leading Internet policy advocate in New Zealand. Our policy advice is valued, respected, and trusted.
- The principles that drive all of our policy work are clearly articulated.
- We are seen as leading and creating debates, not as being reactive to others' initiatives.
- We react quickly and flexibly to issues related to our areas of interest, including Government-led initiatives.

| Activity/project      | Details   |
|-----------------------|---|
| Communications focus  | <ul style="list-style-type: none"><li>• Leverage the information and knowledge accruing through our policy work to build profile and leadership capacity.</li></ul> |
| Working with siblings | <ul style="list-style-type: none"><li>• InternetNZ works with like-minded organisations to achieve policy change.</li></ul>   |

## Proactive Leadership

In addition to the streams of work, there will be more efforts in proactive leadership in line with the medium-term strategic priorities. This will be a special focus and is therefore detailed separately.

There are three components of proactive leadership: research, action, and elections. Our proactive programme of work reflects the policy challenges facing the Internet in New Zealand and globally.

### **Research**

| Activity/project                     | Details   |
|--------------------------------------|---|
| <b>Access &amp; Networks</b>         |   |
| Broadband - NZ                       | Aim to make sure the government's UFBI and RBI allow for competitive access to broadband for all.   |
| Broadband - International            | Understand market demand for overseas connectivity and support development of new international capacity.   |
| Convergence - policy implications    | Understand convergence issues and make a solid case, with others, to update the regulatory framework applying to electronic communications.                             |
| Domain names diversity               | Research and develop a policy position on the interests of the NZ Internet community in domain names diversity and structures, especially in regard to gTLDs and ccTLDs |
| <b>Rights &amp; Responsibilities</b> |   |
| TPPA/ACTA                            | Monitor development of the agreement and seek to avoid any reductions in rights of NZ citizens in respect of intellectual property                                      |
| Copyright                            | Watching brief on S92A replacement  |
| Copyright                            | A digitally competent Copyright Act: round tables between content providers, intermediaries and consumers on what they want from copyright in the digital age.          |
| Human Rights and the Internet        | Ongoing work with the Human Rights Commission on these issues.  |



| Activity/project     | Details   |
|----------------------|---|
| <b>Security</b>      |   |
| Cybersecurity policy | Provide our views to MED's work on the draft national cybersecurity policy. |

## **Action**

| Activity/project                      | Details  |
|---------------------------------------|--|
| <b>Access &amp; Networks</b>          |  |
| Promote NZ hosted content             | Lead discussion and actions to promote the amount of content hosted in NZ and its exclusion from data caps                                     |
| <b>Openness &amp; Protocols</b>       |  |
| IPv6                                  | Contribute to the work of the IPv6 Task Force  |
| <b>Rights &amp; Responsibilities</b>  |  |
| Internet and the law                  | Work with Victoria University of Wellington to organise an annual conference and academic publication  |
| <b>Security</b>                       |  |
| Cybersecurity                         | Undertake some of the national cybersecurity policy implementation as appropriate.   |
| <b>Others</b>                         |  |
| Internet's economic and social impact | Develop viable model(s) for understanding the economic and social impact of the Internet in New Zealand.                                       |
| Privacy                               | Enhancing online privacy using pictograms in association with international partners   |
| NZ Internet statistics                | Investigate and, if appropriate, implement ways to better understand and communicate NZ's Internet statistics (both social and network levels) |
| Improving Internet at home            | Investigate and work with other appropriate organisations in supporting and improving people's home Internet performance                       |

| Activity/project               | Details   |
|--------------------------------|---|
| Highlight best practices       | Increase participation in the Best Practice Awards, emphasising collaboration with Australia                              |
| Working with local governments | Work with other interested organisations and people to define vision and goals for Wellington as an Internet-enabled city |
| Rebuilding Christchurch        | Work with other organisations and develop appropriate projects/initiatives to help rebuild Christchurch                   |

## ***Elections***

The election year programme is designed to take advantage of the dynamics of election year to advance InternetNZ's objectives, through interacting with the political parties and their spokespeople prior to and during the election campaign.

### Objective

Maximise the consistency between political parties' policies for the 2011 General Election and InternetNZ's policy agenda.

### Approach

- Develop an InternetNZ "Manifesto for the Internet" in consultation with other sector groups, and launch/publish this around June 2011.
- Seek to obtain maximum consistency between our Manifesto and the Manifestos of the parties, by direct lobbying and public media work.
- Focus an Election Year Debate (with appropriate mainstream media) between ICT spokespeople on the issues held most important in the Manifesto for the Internet.
- Prepare a Briefing to the Incoming Government on the Internet (draft complete by October 2011).
- Present the Briefing to the Government post-election (December 2011 - January 2012).

## Budget Summary

| \$ 000s                   | Budget<br>2010/11 | Budget<br>2011/12 |
|---------------------------|-------------------|-------------------|
| <b>Public Work</b>        |                   |                   |
| Grants                    | 480               | 500               |
| Work Streams              | 375               | 520               |
| Policy Office             | 969               | 997               |
| <b>Operating Expenses</b> |                   |                   |
| Council/Members           | 272               | 256               |
| SSU                       | 543               | 545               |
| <b>TOTAL</b>              | <b>2,639</b>      | <b>2,818</b>      |

### Notes:

- Members had approved a budget of \$2,639,000 for the current financial year 2010/11. Within that total amount, as shown above, the grants pool of \$400,000 was increased by \$80,000 to \$480,000 with a corresponding reduction of Work Streams budget by the same amount from \$455,000 to \$375,000.
- In 2011/12, a significant change is in office rental payment. This will double as the rental holiday applicable in the first half of the current financial year has come to an end. The provision for depreciation is also significantly higher. These higher SSU costs have been largely offset by a change to internal cost allocation, specifically that part of the Chief Executive's salary previously charged to SSU is now being fully charged to the Policy Office.
- The proposed capital budget is \$50,000 (current financial year: nil). This is made up of website development (\$20,000), computers (\$9,000), furniture (\$12,000), and software development (\$9,000). The source of funds for capital expenditure is accumulated depreciation.
- At its meeting in March 2011, Council approved an additional contingency budget of \$100,000 for NetHui 2011 subject to getting as much sponsorship as possible. A further \$15,000 was allocated at the June 2011 meeting to appoint a consultant to investigate options to provide a video conferencing bridge to the Greater Christchurch Schools Network (GCSN).
- All costs in the table above are net costs exclusive of GST.
- The major source of funding operational expenditure is dividend from NZRS.





# **InternetNZ Annual Report 2010-2011**



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InternetNZ (Internet New Zealand Inc) is the open membership incorporated society, established to promote and protect the Internet in New Zealand.

InternetNZ has overall responsibility for the .nz domain name space, and is an advocate for the interests of Internet users and domain name registrants in New Zealand and overseas.

## InternetNZ Overview

InternetNZ (Internet New Zealand Inc) is New Zealand's Internet advocacy organisation. The growing importance of the Internet in peoples' everyday lives is reflected in our mission – *'to protect and promote the Internet for New Zealand'*. We envisage an open and uncaptureable Internet that drives New Zealand's social and economic development and benefits the wider community.

InternetNZ is the delegated manager for the .nz Internet country code and represents New Zealand at a global level through that role. This delegation is from the international organisation that administers the Internet naming system – ICANN.

InternetNZ is a non-profit open membership incorporated society, overseen by a Council elected by Members. We have two wholly-owned subsidiaries who ensure that .nz is run effectively and fairly – the Domain Name Commission (DNC) develops and enforces policies for the .nz domain name, and .nz Registry Services (NZRS) maintains and publishes the register of .nz names, and operates the Domain Name System for .nz.



## President's Report

The past twelve months have been highly successful for InternetNZ. We have continued to develop our public profile and have made numerous significant contributions to ongoing public policy debates and formal submissions to the legislative process. In terms of influencing policy outcomes, it has been a banner year for the organisation.

At the same time, InternetNZ has continued its business-as-usual stewardship of the .nz domain name space. Management of .nz is never static. To maintain the 'best global practice' standard, continuing systems development and policy evolution is essential.

Our latest innovation in this space is the move towards implementing DNSSEC, ably overseen by NZRS.

We continually look to improve our planning and governance systems and to find better ways of consulting and communicating with our Members. I am conscious that this is an area that, while becoming more effective, still has plenty of room for improvement. An innovation this year has been to make public the results of the Council's own self assessment. We are pledging that this will not be a 'one-off' exercise. Expect to see the results of this exercise published regularly.

One major step over the past year is the medium-term strategic direction set by Council and the Boards of our subsidiaries for InternetNZ, NZRS and DNCL. Alignment across a small number of strategic areas for all three organisations has been very positive. We now have a framework by which to prioritise, make trade-offs, and understand what success looks like.

The four strategic priorities are leadership, stable financials, accurate external perceptions, and strong relationships. It was also re-confirmed that InternetNZ's primary motivation is to do 'good' work, i.e. in our mission of protecting and promoting the Internet for New Zealand, we are guided by a desire to benefit the wider community. As a part of that, our activities are not limited to only the technical aspects of the Internet. We also address the social and economic opportunities and challenges that the Internet provides for New Zealand in a multi-stakeholder ecosystem.

Our international work and influence continues at a high level. Keith Davidson and Don Hollander successfully organised the inaugural Pacific Islands International Governance Forum. And Keith has further enhanced his international standing and reputation by being elected to the Council of the Country Code Names Supporting Organisation (CCNSO) of ICANN.



As you may recall, in the 2008-09 financial year InternetNZ had provided Hector's World a \$200,000 interest-free loan, repayable in 2013. A review of their financial statements has led us to consider the loan as fully impaired. We have therefore written off the book value of the loan in the current year for the purposes of our financial reports. We continue to work with Hector's World to look at options in relation to the loan.

The end of June sees the inaugural NetHui event held. This is the first of what will be annual events bringing New Zealand's various Internet stakeholders together to discuss important issues affecting Internet users and to influence the future direction of the Internet. One of the highlights of NetHui is the announcement of another innovation, the winner of the inaugural InternetNZ Lifetime Achievement Award.

I thank Vikram and his team for the great work they have done over the past twelve months. Under Vikram's leadership, InternetNZ has become a high-functioning thoroughly professional organisation. I extend a note of thanks also to all of InternetNZ's Council and the DNC and NZRS Board Members for their work over the year.

Finally I would like to take this opportunity to thank the InternetNZ membership, for their support and commitment to InternetNZ during a busy year.

InternetNZ is first and foremost a membership organisation and, as well as working hard to maintain our excellent policy focus, we fully intend improving communication with Members and Members' engagement in policy development.

With the continued support of Members, a professional and committed staff and Council I am certain that next year will be as satisfying as this one has been.

Frank March

A handwritten signature in black ink, appearing to read 'Frank March', written in a cursive style.

President  
InternetNZ



## Chief Executive's Report

As Frank has noted, the last twelve months have been highly successful for InternetNZ. It hasn't, however, been without its challenges.

One of these challenges has been the Christchurch earthquakes. Following the February 2011 earthquake we donated \$50,000 to the NZ Red Cross as it was clear the immediate need was cash. The earthquakes have continued, underlining the long and painful road to recovery of our second largest city. InternetNZ is

therefore exploring further options to invest a more substantial sum to help the region recover.

A second challenge was the complete restructuring of the telecommunications market by the Government's broadband initiatives, both urban (UFB) and rural (RBI). There were consequent legal changes via the Telecommunications Amendment Bill. Both of these required everyone in the industry to commit a huge amount of time and effort.

We continue to be very supportive of the Government's broadband initiatives. While not perfect, they are bold moves to catalyse a step change in New Zealand's economic and social landscape. In particular, we believe that initial prices are set at an attractive level. Given the amount of money the Government is investing, there is undoubtedly an element of "legislative subsidy". The worst of these, a regulatory holiday shutting out Commerce Commission oversight, was overturned in a political deal. While the outcome is still a poor one, we need to move on and focus on maximising the benefits. Nothing succeeds like success.

The IPv4 address pool is running dry. The challenge before us is to support the roll out of IPv6 and we continue to be a major supporter of the New Zealand IPv6 Task Force. The focus is to support those interested in developing and implementing their roadmaps while urging others, such as Government, to adopt a leadership role.

The final challenge I want to mention is the rather disturbing trend of Government increasingly interested in regulating the Internet. The Copyright (Infringing File Sharing) Amendment Act, while better than the old section 92A, still represents legislating penalties without a discussion of the core issue - the right balance of copyright in an Internet age. There are other examples of this trend, such as a proposed new criminal provision for ISPs for breaching a name suppression order by their customers.

All of these challenges tested us. We can be proud of the way InternetNZ responded. Our strength of principled views, backed by in-depth analysis, and an unswerving commitment to the New Zealand Internet community is a solid foundation. This is enhanced by the excellent relationship and role clarity between Council and staff.

We can't meet our goals and Members' expectations by reacting to external challenges alone. We have consciously stepped up our efforts to be proactive, to take on a leadership role. That's why we invested significant time and resources in organising NetHui and other such initiatives.

With investment in strategic partnerships and community projects now almost half a million dollars through the grants process, it requires us to ensure we get the best outcomes in the most efficient way possible. These investments allow us to leverage the community's ideas, energy, and great intentions to achieve the Society's objects.

Finally, the one thing that gives me greatest confidence looking forward is our staff. Great people aren't by accident or empty slogans. It remains an area of personal focus for me. The team and I are committed, passionate, and confident to deliver on the expectations of Members and Council in the year ahead.

Vikram Kumar

A handwritten signature in black ink, appearing to read "Vikram Kumar", with a horizontal line underneath.

Chief Executive  
InternetNZ

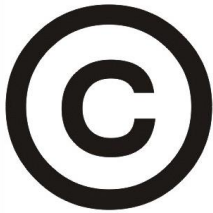
## Work Highlights 2010-2011

### Unconstrained broadband & telco regulation:



New Zealand's telecommunications landscape underwent a series of once-in-a-generation shifts in 2010-2011, with the government's urban and rural fibre-to-the-premises initiatives starting to move from the policy detail to standards, pilot and roll-out phases. Telecom's role in this ultrafast broadband future has been a focus for InternetNZ, along with its impending structural separation. On top of all of this the government's recently-announced Telecommunications Amendment Bill, which sets out a reform of the TSO and affects the provision of rural broadband, has seen InternetNZ working hard on monitoring developments and calling for outcomes in the best interests of everyday Internet users.

### Digital copyright:



As in previous years the digital copyright battleground occupied much of InternetNZ's time in 2010-2011. This issue has reached a conclusion of sorts with the government finalising its Copyright (Infringing File Sharing) Amendment Bill. The Bill comes into effect later this year and introduces a notice regime for digital copyright infringement and financial penalties available via a Copyright Tribunal. While court-ordered disconnection of Internet accounts is retained as a final sanction, the Bill is a vast improvement on its predecessor – the much-maligned Section 92a. In mid-2010 InternetNZ hosted copyright seminars to assist the public in making submissions, filed its own thorough submission and appeared before the Commerce Select Committee, proposing a slate of improvements to the legislation. Throughout, InternetNZ has consistently stressed the efficacy of notice-and-notice regimes and remained strenuously opposed to disconnection of Internet accounts.

## ACTA (Anti-Counterfeiting Trade Agreement) & Trans-Pacific Partnership:

Following a global outcry in early-2010 a draft ACTA text was publicly released. InternetNZ helped to focus that desire for transparency through the highly-successful PublicACTA event, also held in 2010. As a result of the efforts of InternetNZ and other concerned parties the original intellectual property chapter in ACTA was significantly watered down. The agreement is likely to begin progressing its way through the New Zealand Parliament

**PUBLICACTA**  
ANTI-COUNTERFEITING TRADE AGREEMENT

later this year, with InternetNZ maintaining a watching brief. Negotiations for an expanded Trans-Pacific Partnership continued throughout 2010 and 2011. This agreement also contains IP provisions

that have the potential to significantly threaten digital freedoms, and InternetNZ is keeping an eagle eye as the talks intensify.

### Submissions to Government:

InternetNZ dedicated a significant amount of time in 2010-2011 working reactively on submissions to government. A battery of submissions were filed over the course of the year, including lengthy responses on Internet filtering, the Copyright Amendment Bill, Telecom Operational/Structural Separation, software patents, the Telecommunications Amendment Bill and rural broadband. A permanent record of all InternetNZ submissions is available at <http://internetnz.net.nz/our-work/submissions>.

### IPv6 (Internet Protocol version 6):

The new Internet addressing protocol – IPv6 – is critical to the future growth of the Internet in New Zealand, and globally. Recognising this vital fact, in 2010-2011 InternetNZ stepped up its annual funding of the New Zealand IPv6 Task Force by 30 percent. The Task Force continues to make fantastic in-roads in promoting local adoption of IPv6, with an array of marketing, training and sector benchmarking work underway. Find out more about the Task Force's activities at [www.ipv6.org.nz](http://www.ipv6.org.nz).

### Earthquake assistance:



In the wake of the devastating Christchurch earthquakes InternetNZ donated \$50,000 to the New Zealand Red Cross. Individual InternetNZ Members and the wider ICT community were also heavily involved in supporting initiatives and activities using the Web, social media and information technology. InternetNZ is actively progressing a further, more substantial contribution.

## Partners & grants:

In 2010-2011 InternetNZ continued its close association with long-term partners – the New Zealand IPv6 Task Force, Victoria University (Cyberlaw), NetSafe, Hector's World and the 2020 Communications Trust. In addition, 2010/2011 saw grants funding provided for a range of ICT initiatives, including:

- eLearning in Medicine project, Otago University
- World Internet Project survey, Auckland University of Technology
- Improvements to AMP broadband measurement interface, Waikato University
- The New Zealand Olympiad in Informatics
- Pacific Internet Partners travel fellowships
- NZ Computer Crime & Security Survey, Otago University
- Event sponsorship, including NZNOG, Kiwi Foo Camp & Internet Research Group of Otago UnConference



netsafe



## TVNZ7 Internet Debate:



In August 2010, InternetNZ worked with Television New Zealand putting together the TVNZ7 Internet Debate. The debate was broadcast live and streamed online. It narrowed a lens on issues of child safety online, government filtering intervention, online privacy and security of data. A 50-strong audience attended on the night, and streaming from TVNZ servers peaked at 75 simultaneous participants. An online IRC chat peaked at 80 simultaneous participants, with dozens of people also participating on Twitter.

## .nz names with macrons:

July 2010 marked an exciting new phase for the .nz domain name space, with people being able to register .nz domain names using macronised vowels. The change is significant because New Zealand's indigenous language – Te Reo Māori – can now be correctly represented online. Registering a .nz name with macrons takes place in exactly the same way as registering any other .nz domain name – through a registrar – and registrations accepted on a first-come first-served basis.

## Workshops:

Member and public participation is a vital input into InternetNZ's policy and advocacy work, and a series of public workshops and roundtables were held in 2010-2011 to garner views and opinion. A diverse range of people came together throughout the year at InternetNZ - organised workshops to mull issues as varied as privacy, human rights and the Internet, digital copyright and name suppression.

## NetHui 2011:



The genesis of InternetNZ's NetHui event was roughly formed in mid-2010, with planning intensifying as the financial year progressed. NetHui 2011 is a true multi-stakeholder discussion conference attracting participants from a broad base of sectors and communities and with significant involvement from voluntary organisations, business and government. It is intended that NetHui be an annual event.

## International activity:

InternetNZ continued its proud tradition of engaging at the highest levels of global Internet governance throughout 2010-2011. InternetNZ contractor and former Executive Director Keith Davidson was appointed to a key position on ICANN's ccNSO Council (the Country Code Names Supporting Organisation) and was elected Chair of the Asia Pacific Top Level Domain Association (APTLD). Appointments such as these underscore InternetNZ's sphere of influence globally and continues the trend of New Zealanders succeeding in international Internet governance roles.

# InternetNZ Directory 2010-2011



**1. Frank March**  
President 2009 – 2012  
Vice President 2007 – 2009  
Secretary 1997 – 2001  
Council 1994 – 1997, 2006 – 2007  
InternetNZ Fellow – awarded 2001

**2. Jamie Baddeley**  
Vice President 2009 – 2012  
Council 2006 – 2009

**3. Don Christie**  
Council 2010 – 2013

**4. Donald Clark**  
Council 2008 – 2011

**5. Michael Foley**  
Council 2007 – 2012

**6. Neil James**  
Council 2008 – 2013  
InternetNZ Fellow – awarded 2001

**7. Hamish MacEwan**  
Council 2007 – 2012

**8. Jonny Martin**  
Council 2006 – 2013

**9. Dave Moskovitz**  
Council 2010 – 2011

**10. Nathan Torkington**  
Council 2009 – 2011

**11. Michael Wallmannsberger**  
Council 2002 – 2003, 2008 – 2011  
Treasurer 2006 – 2008  
Secretary 2003 – 2006

**12. Lance Wiggs**  
Council 2010 – 2013



# Independent Auditor's Report

**Audit**

**Grant Thornton New Zealand Audit Partnership**  
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**To the Members and Stakeholders of Internet New Zealand Incorporated and Group****Report on the Financial Statements**

We have audited the financial statements of Internet New Zealand Incorporated and Group on pages 2 to 19, which comprise the statement of financial position as at 31 March 2011, and the statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

**Council Members' Responsibilities**

The council members are responsible for the preparation of financial statements in accordance with generally accepted accounting practice in New Zealand and for such internal control as the committee members determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibilities**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of financial statements that give a true and fair view of the matters to which they relate in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates, as well as evaluating the presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Other than in our capacity as auditor we have no relationship with, or interests in Internet New Zealand Incorporated and Group.

#### Opinion

In our opinion, the financial statements on pages 2 to 19 present fairly, in all material respects, the financial position of Internet New Zealand Incorporated and Group as at 31 March 2011, and its financial performance and its cash flows, for the year then ended in accordance with generally accepted accounting practice in New Zealand.



**Grant Thornton New Zealand Audit Partnership**  
**Wellington, New Zealand**  
**10 June 2011**

**Internet New Zealand Incorporated**  
**Annual Report**  
**For the Year Ended 31st March 2011**

**Prepared By**

**Curtis McLean Limited**  
**Chartered Accountants**  
**Wellington            NZ**

**Annual Report**  
**For the Year Ended 31st March 2011**

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**Annual Report**  
**For the Year Ended 31st March 2011**

**Financial Result**

The Group Net Profit for the year, after taxation, was \$1,110,675 (2010 \$1,043,715).

|                                    | <b>2011</b>        |                    | <b>2010</b>        |                    |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|
|                                    | <b>Group</b>       | <b>Parent</b>      | <b>Group</b>       | <b>Parent</b>      |
| Retained Earnings as at 1 April    | 7,754,981          | 2,333,288          | 6,711,266          | 2,166,712          |
| Net Profit (Loss) After Taxation   | 1,110,675          | 2,306,627          | 1,043,715          | 166,576            |
| Retained Earnings as at 31st March | <u>\$8,865,656</u> | <u>\$4,639,915</u> | <u>\$7,754,981</u> | <u>\$2,333,288</u> |

**Dividend**

Dividends of \$5,010,000 were received from New Zealand Domain Name Registry Limited, a wholly owned company, for the year ended 31st March 2011 (2010 \$2,490,000).

**Remuneration of Council**

During the year Council received the following remuneration:

**Fees Paid**

|                                 |        |
|---------------------------------|--------|
| Frank March - President         | 21,000 |
| Jamie Baddeley - Vice President | 11,250 |
| Don Christie                    | 4,500  |
| Donald Clark                    | nil    |
| Michael Foley                   | 9,000  |
| Neil James                      | 9,000  |
| Hamish MacEwan                  | 9,000  |
| Jonny Martin                    | 9,000  |
| Dave Moskovitz                  | 4,500  |
| Judy Speight                    | 2,250  |
| Chris Streatfield               | 5,310  |
| Nat Torkington                  | 9,000  |
| Michael Wallmannsberger         | 9,000  |
| Lance Wiggs                     | 4,500  |

**\$107,310**

**For and on Behalf of the Council**

\_\_\_\_\_  
**President**

\_\_\_\_\_  
**Vice President**

10 June 11  
\_\_\_\_\_  
**Date**

**Internet New Zealand Incorporated**  
**Statement of Comprehensive Income**  
**For the Year Ended 31st March 2011**

|  | Note       | 2011               |                    | 2010               |                  |
|--|------------|--------------------|--------------------|--------------------|------------------|
|  |            | Group              | Parent             | Group              | Parent           |
| <b>Operating Income</b>                        |            |                    |                    |                    |                  |
| Registry Fees                                  |            | 7,151,664          | -                  | 6,840,284          | -                |
| Other Income                                   |            | 74,254             | 217,829            | 139,888            | 231,029          |
|  |            | <u>7,225,918</u>   | <u>217,829</u>     | <u>6,980,172</u>   | <u>231,029</u>   |
| <b>Less Operating Expenses</b>                 |            |                    |                    |                    |                  |
| Registry Services                              |            | 1,591,097          | -                  | 1,751,221          | -                |
| Domain Name Commission                         |            | 563,926            | -                  | 650,430            | -                |
| Public Policy Society                          |            | 492,828            | 492,828            | 628,283            | 628,283          |
| Technical Leadership                           |            | 1,065,256          | 1,065,256          | 1,040,261          | 1,040,260        |
| Audit Fees                                     |            | 258,500            | 258,500            | 191,263            | 191,263          |
| Employee Remuneration                          |            | 27,599             | 9,499              | 27,376             | 9,504            |
| Finance Cost                                   |            | 1,864,211          | 782,599            | 1,603,189          | 593,756          |
| Depreciation & Amortisation                    |            | -                  | -                  | 6,596              | 6,596            |
| Rent   | <b>3,4</b> | 434,379            | 77,789             | 237,751            | 32,771           |
| Loss on Disposal of Fixed Assets               |            | 121,084            | 121,084            | 211,263            | 92,909           |
|  |            | <u>-</u>           | <u>-</u>           | <u>56,533</u>      | <u>-</u>         |
| Total Operating Expenses                       |            | <u>6,418,880</u>   | <u>2,807,555</u>   | <u>6,404,166</u>   | <u>2,595,342</u> |
| <b>Surplus/(Deficit) from Operations</b>       |            | 807,038            | (2,589,726)        | 576,006            | (2,364,313)      |
| <b>Plus Other Income/(Expenses)</b>            |            |                    |                    |                    |                  |
| Dividend Income                                |            | -                  | 5,010,000          | -                  | 2,490,000        |
| Finance Income                                 |            | 13,914             | 13,914             | -                  | -                |
| Interest                                       |            | 497,733            | 84,683             | 467,709            | 16,294           |
| Sundry Income                                  |            | 4,234              | -                  | -                  | 24,595           |
| Impairment of Loan & Receivable                |            | -                  | -                  | -                  | -                |
| Donations                                      | <b>13</b>  | (162,244)          | (162,244)          | -                  | -                |
|  |            | <u>(50,000)</u>    | <u>(50,000)</u>    | <u>-</u>           | <u>-</u>         |
| <b>Surplus/(Deficit) for the Year</b>          |            | 1,110,675          | 2,306,627          | 1,043,715          | 166,576          |
| <b>Other Comprehensive Income</b>              |            | <u>-</u>           | <u>-</u>           | <u>-</u>           | <u>-</u>         |
| <b>Total Comprehensive Income for the Year</b> |            | <u>\$1,110,675</u> | <u>\$2,306,627</u> | <u>\$1,043,715</u> | <u>\$166,576</u> |

Total Comprehensive Income is attributable to the Shareholders of the Company.



**Internet New Zealand Incorporated**  
**Statement of Changes in Equity**  
**For the Year Ended 31st March 2011**

|  | Note | Group              | 2011<br>Parent     | Group              | 2010<br>Parent     |
|--|------|--------------------|--------------------|--------------------|--------------------|
| <b>Retained Earnings</b>                       |      |                    |                    |                    |                    |
| <b>Opening Retained Earnings</b>               |      | 7,754,981          | 2,333,288          | 6,711,266          | 2,166,712          |
| <b>Total Comprehensive Income for the Year</b> |      |                    |                    |                    |                    |
| Surplus/(Deficit) for the Year                 |      | 1,110,675          | 2,306,627          | 1,043,715          | 166,576            |
| Other Comprehensive Income                     |      | -                  | -                  | -                  | -                  |
| <b>Retained Earnings as at 31st March</b>      |      | <u>\$8,865,656</u> | <u>\$4,639,915</u> | <u>\$7,754,981</u> | <u>\$2,333,288</u> |



**Internet New Zealand Incorporated**  
**Statement of Financial Position**  
**As At 31st March 2011**

|   | Note | 2011        |             | 2010        |             |
|---|------|-------------|-------------|-------------|-------------|
|   |      | Group       | Parent      | Group       | Parent      |
| <b>Current Assets</b>                   |      |             |             |             |             |
| Cash and Cash Equivalents               | 1    | 1,591,935   | 506,662     | 2,093,698   | 1,011,337   |
| Other Financial Assets                  | 1a   | 7,869,252   | 360,993     | 9,265,178   | 205,675     |
| Trade Debtors and Other<br>Receivables  | 2    | 1,140,511   | 120,953     | 1,066,763   | 102,420     |
| <b>Total Current Assets</b>             |      | 10,601,698  | 988,608     | 12,425,639  | 1,319,432   |
| <b>Non Current Assets</b>               |      |             |             |             |             |
| Other Financial Assets - Non<br>Current | 1a   | 3,087,397   | 3,087,397   | 164,839     | 164,839     |
| <b>Total Non Current Assets</b>         |      | 3,087,397   | 3,087,397   | 164,839     | 164,839     |
| <b>Property, Plant &amp; Equipment</b>  | 3    | 637,060     | 310,359     | 649,295     | 375,538     |
| <b>Investments</b>                      |      |             |             |             |             |
| Shares in Subsidiaries                  | 8    | -           | 610,000     | -           | 610,000     |
| Hector's World Limited Loan             | 7,13 | -           | -           | 148,330     | 148,330     |
| <b>Total Investments</b>                |      | -           | 610,000     | 148,330     | 758,330     |
| <b>Intangible Assets</b>                | 4    | 530,308     | 4,338       | 189,559     | 8,295       |
| <b>Total Assets</b>                     |      | 14,856,463  | 5,000,702   | 13,577,662  | 2,626,434   |
| <b>Less Liabilities:</b>                |      |             |             |             |             |
| <b>Current Liabilities</b>              |      |             |             |             |             |
| Deferred Income- Current                | 10   | 3,523,768   | -           | 3,524,629   | -           |
| Trade Creditors and Other<br>Payables   | 5    | 843,880     | 360,787     | 743,155     | 293,146     |
| <b>Total Current Liabilities</b>        |      | 4,367,648   | 360,787     | 4,267,784   | 293,146     |
| <b>Term Liabilities</b>                 |      |             |             |             |             |
| Deferred Income- Non Current            | 10   | 1,623,159   | -           | 1,554,897   | -           |
| <b>Total Liabilities</b>                |      | 5,990,807   | 360,787     | 5,822,681   | 293,146     |
| <b>Net Assets</b>                       |      | \$8,865,656 | \$4,639,915 | \$7,754,981 | \$2,333,288 |

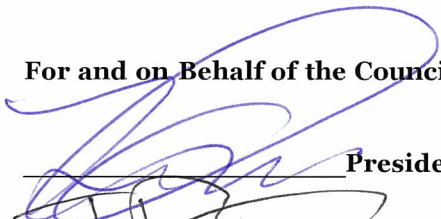
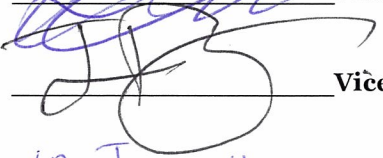




**Internet New Zealand Incorporated**  
**Statement of Financial Position**  
**As At 31st March 2011**

|                        | <b>2011</b>        |                    | <b>2010</b>        |                    |
|------------------------|--------------------|--------------------|--------------------|--------------------|
|                        | <b>Group</b>       | <b>Parent</b>      | <b>Group</b>       | <b>Parent</b>      |
| <b>Represented by:</b> |                    |                    |                    |                    |
| <b>Total Equity</b>    | <u>\$8,865,656</u> | <u>\$4,639,915</u> | <u>\$7,754,981</u> | <u>\$2,333,288</u> |

**For and on Behalf of the Council**

  
 \_\_\_\_\_ **President**  
  
 \_\_\_\_\_ **Vice President**  
 10 June 11 \_\_\_\_\_ **Date**



**Internet New Zealand Incorporated**  
**Statement of Cash Flows**  
**For the Year Ended 31st March 2011**

|   | Note     | 2011                      |                         | 2010                      |                           |
|---|----------|---------------------------|-------------------------|---------------------------|---------------------------|
|   |          | Group                     | Parent                  | Group                     | Parent                    |
| <b>Cash Flows From Operating Activities</b>                 |          |                           |                         |                           |                           |
| <b>Cash was Provided From</b>                               |          |                           |                         |                           |                           |
| Net Receipts from Customers                                 |          | 7,046,110                 | 253,948                 | 7,420,211                 | 298,788                   |
| Receipt of Taxation   |          | 533                       | -                       | 382,188                   | -                         |
| Dividend Received   |          | -                         | 5,010,000               | -                         | 2,490,000                 |
| Interest Received   |          | 445,118                   | 37,645                  | 465,896                   | 15,081                    |
|   |          | <u>7,491,761</u>          | <u>5,301,593</u>        | <u>8,268,295</u>          | <u>2,803,869</u>          |
| <b>Cash was Distributed To:</b>                             |          |                           |                         |                           |                           |
| Payments to Suppliers and Employees                         |          | 5,681,957                 | 2,709,937               | 5,870,814                 | 2,517,479                 |
| Payment of Taxation   |          | 3,208                     | 3,208                   | -                         | 2,087                     |
| Interest Expense  |          | -                         | -                       | 521                       | -                         |
| Net GST Paid  |          | 18,836                    | 6,594                   | 25,178                    | 16,068                    |
|   |          | <u>5,704,001</u>          | <u>2,719,739</u>        | <u>5,896,513</u>          | <u>2,535,634</u>          |
| <b>Net Flows Operating Activities</b>                       |          | <b>1,787,760</b>          | <b>2,581,854</b>        | <b>2,371,782</b>          | <b>268,235</b>            |
| <b>Cash Flows From Investing</b>                            |          |                           |                         |                           |                           |
| <b>Cash was Distributed To:</b>                             |          |                           |                         |                           |                           |
| Net Investment in Term Deposits                             |          | 1,526,632                 | 3,077,876               | 1,315,220                 | 214,000                   |
| Loan to Hector's World                                      |          | -                         | -                       | 60,000                    | 60,000                    |
| Purchase of Fixed Assets & Intangibles                      |          | 762,891                   | 8,653                   | 771,068                   | 345,070                   |
|   |          | <u>2,289,523</u>          | <u>3,086,529</u>        | <u>2,146,288</u>          | <u>619,070</u>            |
| <b>Net Cash Flows From Investing Activities</b>             |          | <b>(2,289,523)</b>        | <b>(3,086,529)</b>      | <b>(2,146,288)</b>        | <b>(619,070)</b>          |
| <b>Net Increase (Decrease) In Cash and Cash Equivalents</b> |          | <b>(501,763)</b>          | <b>(504,675)</b>        | <b>225,494</b>            | <b>(350,835)</b>          |
| <b>Add: Opening Cash and Cash Equivalents</b>               |          | <u>2,093,698</u>          | <u>1,011,337</u>        | <u>1,868,204</u>          | <u>1,362,172</u>          |
| <b>Closing Cash and Cash Equivalents</b>                    | <b>1</b> | <u><b>\$1,591,935</b></u> | <u><b>\$506,662</b></u> | <u><b>\$2,093,698</b></u> | <u><b>\$1,011,337</b></u> |



**Internet New Zealand Incorporated**  
**Statement of Cash Flows (Continued)**  
**For the Year Ended 31st March 2011**

**Operating Activity Cash Flow Reconciliation**

|  | <b>2011</b>               |                           | <b>2010</b>               |                         |
|--|---------------------------|---------------------------|---------------------------|-------------------------|
|  | <b>Group</b>              | <b>Parent</b>             | <b>Group</b>              | <b>Parent</b>           |
| Surplus/(Deficit) for the Year                 | 1,110,675                 | 2,306,627                 | 1,043,715                 | 166,576                 |
| <b>Add/(deduct) Non - cash items</b>           |                           |                           |                           |                         |
| Finance Cost                                   | (13,914)                  | (13,914)                  | 6,596                     | 6,596                   |
| Depreciation                                   | 210,629                   | 72,829                    | 210,330                   | 29,289                  |
| Impairment of Hectors World Loan               | 162,244                   | 162,244                   | -                         | -                       |
| Amortisation                                   | <u>223,750</u>            | <u>4,960</u>              | <u>27,421</u>             | <u>3,482</u>            |
|  | 582,709                   | 226,119                   | 244,347                   | 39,367                  |
| <b>Movement in working capital</b>             |                           |                           |                           |                         |
| (increase)/decrease in receivables             | (7,125)                   | 22,205                    | (29,460)                  | 43,164                  |
| (increase)/decrease in GST receivable          | (14,922)                  | (6,594)                   | (24,190)                  | (16,068)                |
| increase/(decrease) accounts payable           | 65,090                    | 67,641                    | 175,139                   | 60,276                  |
| (increase)/decrease interest receivable        | (52,615)                  | (47,038)                  | (1,813)                   | (1,213)                 |
| (increase)/decrease tax receivable             | (2,675)                   | (3,208)                   | 382,188                   | (2,087)                 |
| (increase)/decrease prepayments                | 39,222                    | 16,102                    | (82,155)                  | (21,780)                |
| Loss on Disposal of Fixed Assets               | -                         | -                         | 56,533                    | -                       |
| increase/(decrease) deferred income            | <u>67,401</u>             | <u>-</u>                  | <u>607,478</u>            | <u>-</u>                |
|  | 94,376                    | 49,108                    | 1,083,720                 | 62,292                  |
| <b>Net Cash Flow from Operating Activities</b> | <u><b>\$1,787,760</b></u> | <u><b>\$2,581,854</b></u> | <u><b>\$2,371,782</b></u> | <u><b>\$268,235</b></u> |



**Accounting Policies**  
**For the Year Ended 31st March 2011**

**Significant Accounting Policies**

These financial statements comprise the consolidated financial statements of Internet New Zealand Incorporated ("INZ") for the year ended 31 March 2011. INZ is an incorporated society registered under the Incorporated Societies Act 1908 and domiciled in New Zealand.

The consolidated financial statements of INZ 31st March 2011 comprise INZ and its subsidiaries (together referred to as the "Group"). The financial statements were authorised for issue by the Councillors on 10 June 2011.

The principal activity of INZ is to keep the Internet open and uncaptureable, protecting and promoting the Internet for New Zealand.

INZ is a Public Benefit Entity as the primary objective is to provide goods or services for the community rather than for a financial return.

**(a) Statement of compliance**

These financial statements are prepared in compliance with New Zealand Generally Accepted Accounting Practice (NZ GAAP) complying with New Zealand equivalents to International Financial Reporting Standards (NZ IFRS) as appropriate for Public Benefit reporting entities applying differential reporting exemptions.

The Group qualifies for Differential Reporting because it is not publicly accountable and does not qualify as a large entity as defined in the framework for Differential Reporting by the New Zealand Institute of Chartered Accountants. The Group has taken advantage of all Differential Reporting Exemptions, except NZ IAS 7 Statement of Cash Flows.

**(b) Basis of preparation**

**Presentation Currency**

The financial statements are presented in New Zealand dollars. They are prepared on a historical cost basis except for investments which are stated at their fair value.

**Use of estimates and judgements**

The preparation of financial statements in conformity with NZ IFRSs requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

**Changes to Accounting Policies**

There has been no significant change in accounting policies in the current reporting period.

**Accounting Policies**  
**For the Year Ended 31st March 2011**

**Significant accounting policies**

The accounting policies set out below have been applied consistently to all periods presented in these consolidated financial statements.

The accounting policies have been consistently applied by Group entities.

**(c) Basis of Consolidation**

The Group financial statements consolidate the financial statements of the Parent and all entities over which the Parent has power to control the financial reporting and operating policies so as to obtain benefits from its activities (defined as "subsidiaries"). The financial statements of subsidiaries are included in the consolidated Financial Statements from the date that control commences until the date that control ceases.

In preparing the consolidated financial statements, all interentity balances and transactions, and unrealised profits arising within the consolidated entity are eliminated in full.

**(d) Employee entitlements**

The provisions for employee entitlements to wages, salaries, annual leave and long service leave payments represent the amount for which there is a present obligation to pay resulting from employees' services provided up to balance date.

**(e) Financial assets**

Financial assets consist of cash, deposits and receivables. Upon recognition financial assets are recognised at fair value. Subsequent to initial recognition financial assets are classified as loans and receivables. Loans and receivables are non derivative financial assets with fixed or determinable payments that are not quoted in an active market and are restated at amortised cost using the effective interest rate method.

**(f) Financial instruments issued by the company**

**Debt and equity instruments**

Debt and equity instruments are classified as either liabilities or as equity in accordance with the substance of the contractual arrangement.

**Interest and dividends**

Interest and dividends are classified as expenses or as distributions of profit consistent with the balance sheet classification of the related debt or equity instruments or component parts of compound instruments.

**Cash and cash equivalents**

Cash and cash equivalents include cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts.

**Accounting Policies**  
**For the Year Ended 31st March 2011**

**(g) Foreign currency**

All foreign currency transactions during the financial year are brought to account using the exchange rate in effect at the date of the transaction. Foreign currency monetary items at reporting date are translated at the exchange rate existing at reporting date. Non-monetary assets and liabilities carried at fair value that are denominated in foreign currencies are translated at the rates prevailing at the date when the fair value was determined.

Exchange differences are recognised in profit or loss in the period in which they arise.

**(h) Goods and Services Tax**

All amounts are shown exclusive of Goods and Services Tax (GST) except for trade debtors, receivables and payables that are stated inclusive of GST.

**(i) Impairment of assets**

At each reporting date, the consolidated entity reviews the carrying amounts of its tangible and intangible assets to determine whether there is any indication that those assets have suffered any impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash flows that are independent from other assets, the consolidated entity estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Recoverable amount is the higher of the value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset (or cash generating unit) is estimated to be less than its carrying amount, the carrying amount of the asset (cash generating unit) is reduced to its recoverable amount. An impairment loss is recognised in the Statement of Comprehensive Income immediately, unless the relevant asset is carried at a fair value, in which case the impairment loss is treated as a revaluation decrease.

Where an impairment loss subsequently reverses, the carrying amount of the asset (cash generating unit) is increased to the revised estimate of its recoverable amount, but only to the extent that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognised for the asset (cash generating unit) in prior years. A reversal of an impairment loss is recognised in the Statement of Comprehensive Income immediately, unless the relevant asset is carried at a fair value, in which case the reversal of the impairment loss is treated as a revaluation increase.

**(j) Income Tax**

The Group was registered as a charity under the Charities Act 2005 and therefore exempt from income tax under Section CW41 & CW42 of the Income Tax Act 2007 effective from when it was granted charitable status.

Internet New Zealand Inc is registered as a charity in terms of the Charities Act 2005 with effect from 30 June 2008. The wholly owned subsidiaries, New Zealand Domain Name Registry Limited and Domain Name Commission Limited were registered as charities in terms of the Charities Act 2005 with effect from 19 August 2008 and 10 October 2008 respectively.

**Accounting Policies**  
**For the Year Ended 31st March 2011**

**(k) Intangible assets****Trademarks**

Trademarks are finite life tangibles and are recorded at cost less accumulated amortisation and impairment. Amortisation is charged on a straight line basis over their estimated useful lives of 7 years. The estimated useful life and amortisation method is reviewed at the end of each annual reporting period.

**Software**

Software is a finite life intangible asset and is recorded at cost less accumulated amortisation. Amortisation is charged on a diminishing value basis over the estimated useful life. Amortisation is charged to the Statement of Comprehensive Income. The principal rates used to calculate amortisation are -

Software            48.0 - 60.0% DV

**(l) Leased assets**

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Lease payments are apportioned between finance charges and reduction of the lease obligation so as to achieve a constant rate of interest on the remaining balance of the liability. Finance charges are charged directly against income, unless they are directly attributable to qualifying assets, in which case they are capitalised in accordance with the consolidated entity's general policy on borrowing costs.

Operating lease payments are recognised as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed.

**(m) Payables**

Trade payables and other accounts payable are recognised when the consolidated entity becomes obliged to make future payments resulting from the purchase of goods and services.

**(n) Property, plant and equipment****(i) Owned assets**

Items of property, plant and equipment are stated at cost as deemed cost less accumulated depreciation and impairment losses, see accounting policy (i).

**Accounting Policies**  
**For the Year Ended 31st March 2011**

**(ii) Leased assets**

Leases in terms of which the Group assumes substantially all the risks and rewards of ownership are classified as finance leases. The owner-occupied property acquired by way of finance lease is stated at an amount equal to the lower of its fair value and the present value of the minimum lease payments at inception of the lease, less accumulated depreciation and impairment losses, see accounting policy (n). Lease payments are accounted for as described in accounting policy (l).

**(iii) Subsequent costs**

The Group recognises in the carrying amount of an item of property, plant and equipment the cost of replacing part of such an item when that cost is incurred if it is probable that the future economic benefits embodied with the item will flow to the Group and the cost of the item can be measured reliably. All other costs are recognised in the Statement of Comprehensive Income as an expense as incurred.

**(iv) Depreciation**

Depreciation is charged on a diminishing value or straight line basis on all property, plant and equipment over the estimated useful life. Depreciation is charged to the Statement of Comprehensive Income. The principal rates used to calculate depreciation are -

|                      |                 |
|----------------------|-----------------|
| Furniture & Fittings | 10.0 - 48.0% DV |
| Office Equipment     | 15.6 - 80.4% DV |
| Computer Hardware    | 31.2 - 80.4% DV |

**(o) Provisions**

Provisions are recognised when the consolidated entity has a present obligation as a result of a past event, the future sacrifice of economic benefits is probable, and the amount of the provision can be measured reliably.

The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at reporting date, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, the receivable is recognised as an asset if it is virtually certain that recovery will be received and the amount of the receivable can be measured reliably.

**(p) Revenue recognition****Rendering of services**

Revenue from a contract to provide services is recognised when the services are performed.

**Dividend and interest revenue**

Dividend revenue from investments is recognised when the shareholders' rights to receive payment have been established. Interest revenue is recognised on a time proportionate basis that takes into account the effective yield on the financial asset.

**(q) Capital Management**

The Group's capital is accumulated surpluses from trading. The Group manages its revenue, expenses, assets and liabilities prudently in order that the objectives of the ultimate charitable group are met. The Group has no external third party imposed capital management requirements.



**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

|                                     | 2011             |                | 2010             |                  |
|-------------------------------------|------------------|----------------|------------------|------------------|
|                                     | Group            | Parent         | Group            | Parent           |
| <b>1. Cash and Cash Equivalents</b> |                  |                |                  |                  |
| Cash on Hand                        | 400              | 400            | 400              | 400              |
| Cash at Banks                       | <u>1,591,535</u> | <u>506,262</u> | <u>2,093,298</u> | <u>1,010,937</u> |
| Total Cash and Equivalents          | <b>1,591,935</b> | <b>506,662</b> | <b>2,093,698</b> | <b>1,011,337</b> |

**1a. Other Financial Assets**

The parent and the group have funds invested in Term Deposits classified as:

|                                      |                   |                  |                  |                |
|--------------------------------------|-------------------|------------------|------------------|----------------|
| Other Financial Assets               | 7,869,252         | 360,993          | 9,265,178        | 205,675        |
| Other Financial Assets - Non Current | <u>3,087,397</u>  | <u>3,087,397</u> | <u>164,839</u>   | <u>164,839</u> |
| Total Other Financial Assets         | <b>10,956,649</b> | <b>3,448,390</b> | <b>9,430,017</b> | <b>370,514</b> |

**2. Trade Debtors and Other Receivables**

|                     |                  |                |                  |                |
|---------------------|------------------|----------------|------------------|----------------|
| Trade receivables   | 800,043          | 1,403          | 793,451          | 23,609         |
| Interest Receivable | 223,869          | 50,268         | 171,255          | 3,230          |
| GST Receivable      | 50,555           | 50,555         | -                | 43,961         |
| Tax Receivable      | 11,872           | 7,627          | 8,664            | 4,419          |
| Pre-payments        | 54,172           | 11,100         | 93,393           | 27,201         |
| Other               | <u>-</u>         | <u>-</u>       | <u>-</u>         | <u>-</u>       |
| Total               | <b>1,140,511</b> | <b>120,953</b> | <b>1,066,763</b> | <b>102,420</b> |



**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

**3. Property, Plant & Equipment**

**Parent**

The following gives details of the cost or valuation of assets and depreciation written off to date:

| <b><u>This Year</u></b> | <b><u>Cost or<br/>Valuation</u></b> | <b><u>Depreciation<br/>For Year</u></b> | <b><u>Accumulated<br/>Depreciation</u></b> | <b><u>Book Value<br/>This Year</u></b> |
|-------------------------|-------------------------------------|---|--|--|
| Furniture & Fittings    | 353,554                             | 39,521                                  | 81,777                                     | 271,777                                |
| Computer Hardware       | 208,750                             | 31,218                                  | 175,538                                    | 33,212                                 |
| Office Equipment        | 14,832                              | 2,090                                   | 9,461                                      | 5,370                                  |
|                         | <b><u>\$577,136</u></b>             | <b><u>\$72,829</u></b>                  | <b><u>\$266,776</u></b>                    | <b><u>\$310,359</u></b>                |
|                         |                                     |   |  |  |
| <b><u>Last Year</u></b> | <b><u>Cost or<br/>Valuation</u></b> | <b><u>Depreciation<br/>For Year</u></b> | <b><u>Accumulated<br/>Depreciation</u></b> | <b><u>Book Value<br/>Last Year</u></b> |
| Furniture & Fittings    | 351,643                             | 11,953                                  | 42,256                                     | 309,387                                |
| Computer Hardware       | 205,389                             | 14,707                                  | 144,320                                    | 61,068                                 |
| Office Equipment        | 12,454                              | 2,629                                   | 7,371                                      | 5,082                                  |
|                         | <b><u>\$569,486</u></b>             | <b><u>\$29,289</u></b>                  | <b><u>\$193,947</u></b>                    | <b><u>\$375,537</u></b>                |

During the year there were fixed asset additions as follows:

|                      |         |       |            |
|----------------------|---------|-------|------------|
| Furniture & Fittings | \$1,910 | (2010 | \$286,926) |
| Computer Hardware    | \$3,361 | (2010 | \$47,448)  |
| Office Equipment     | \$2,378 | (2010 | \$2,874)   |

**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

**Group**

| <b><u>This Year</u></b> | <b><u>Cost or<br/>Valuation</u></b> | <b><u>Depreciation<br/>For Year</u></b> | <b><u>Accumulated<br/>Depreciation</u></b> | <b><u>Book Value<br/>This Year</u></b> |
|-------------------------|-------------------------------------|---|--|--|
| Furniture & Fittings    | 353,553                             | 39,521                                  | 81,777                                     | 271,776                                |
| Office Equipment        | 131,007                             | 11,770                                  | 62,176                                     | 68,831                                 |
| Computer Hardware       | 1,111,925                           | 159,338                                 | 815,472                                    | 296,453                                |
|                         | <b><u>\$1,596,485</u></b>           | <b><u>\$210,629</u></b>                 | <b><u>\$959,425</u></b>                    | <b><u>\$637,060</u></b>                |
|                         |                                     |   |  |  |
| <b><u>Last Year</u></b> | <b><u>Cost or<br/>Valuation</u></b> | <b><u>Depreciation<br/>For Year</u></b> | <b><u>Accumulated<br/>Depreciation</u></b> | <b><u>Book Value<br/>Last Year</u></b> |
| Leasehold Improvements  | -                                   | 3,912                                   | -  | -                                      |
| Furniture & Fittings    | 351,643                             | 11,953                                  | 42,256                                     | 309,387                                |
| Office Equipment        | 102,197                             | 18,006                                  | 53,212                                     | 48,985                                 |
| Computer Hardware       | 947,057                             | 176,459                                 | 656,134                                    | 290,923                                |
|                         | <b><u>\$1,400,897</u></b>           | <b><u>\$210,330</u></b>                 | <b><u>\$751,602</u></b>                    | <b><u>\$649,295</u></b>                |

During the year there were fixed asset additions as follows:

|                      |           |       |            |
|----------------------|-----------|-------|------------|
| Furniture & Fittings | \$1,910   | (2010 | \$286,926) |
| Computer Hardware    | \$164,876 | (2010 | \$272,145) |
| Office Equipment     | \$33,194  | (2010 | \$17,464)  |



**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

#### 4. Intangible Assets

##### Parent

The following gives details of the cost or valuation of assets and amortisation written off to date:

| <u>This Year</u> | <u>Cost or<br/>Valuation</u> | <u>Amortisation<br/>For Year</u> | <u>Accumulated<br/>Amortisation</u> | <u>Book Value<br/>This Year</u> |
|------------------|------------------------------|----------------------------------|-------------------------------------|---------------------------------|
| Software         | 56,300                       | 4,960                            | 51,961                              | 4,338                           |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |
| <u>Last Year</u> | <u>Cost or<br/>Valuation</u> | <u>Amortisation<br/>For Year</u> | <u>Accumulated<br/>Amortisation</u> | <u>Book Value<br/>Last Year</u> |
| Software         | 55,296                       | 3,482                            | 47,002                              | 8,295                           |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |

During the year there were additions of \$1,003 (2010 \$7,822).

##### Group

| <u>This Year</u> | <u>Cost or<br/>Valuation</u> | <u>Amortisation<br/>For Year</u> | <u>Accumulated<br/>Amortisation</u> | <u>Book Value<br/>This Year</u> |
|------------------|------------------------------|----------------------------------|-------------------------------------|---------------------------------|
| Software         | 1,455,843                    | 222,541                          | 925,535                             | 530,308                         |
| Trademark        | 10,698                       | 1,209                            | 10,698                              | -                               |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |
|                  | <b>\$1,466,541</b>           | <b>\$223,750</b>                 | <b>\$936,233</b>                    | <b>\$530,308</b>                |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |
| <u>Last Year</u> | <u>Cost or<br/>Valuation</u> | <u>Amortisation<br/>For Year</u> | <u>Accumulated<br/>Amortisation</u> | <u>Book Value<br/>Last Year</u> |
| Software         | 891,597                      | 26,183                           | 702,995                             | 188,602                         |
| Trademark        | 10,446                       | 1,238                            | 9,489                               | 957                             |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |
|                  | <b>\$902,043</b>             | <b>\$27,421</b>                  | <b>\$712,484</b>                    | <b>\$189,559</b>                |
|                  | <hr/>                        | <hr/>                            | <hr/>                               | <hr/>                           |

During the year there were additions of \$560,280 (2010 \$192,706).



**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

|  | 2011           |                | 2010           |                |
|--|----------------|----------------|----------------|----------------|
|  | Group          | Parent         | Group          | Parent         |
| <b>5. Trade Creditors and other Payables</b> |                |                |                |                |
| Trade Payables                               | 586,899        | 250,045        | 618,270        | 210,356        |
| GST Payable                                  | 62,556         | -              | 26,923         | -              |
| Employee Benefits                            | 107,151        | 45,286         | 97,962         | 33,599         |
| Lease Incentives                             | 89,274         | 65,456         | -              | 49,191         |
| Other  | -              | -              | -              | -              |
|  | <b>843,880</b> | <b>360,787</b> | <b>743,155</b> | <b>293,146</b> |

The above balance includes \$4,136 payable to Domain Name Commission Limited, a related party.

## 6. Financial Instruments

### Credit Risk

Financial instruments which potentially subject the parent and group to credit risk consist principally of bank balances and accounts receivable.

The parent and group has a credit policy which is used to manage this exposure to credit risk. As part of this policy limits on exposures with counter parties have been set and are monitored on a regular basis.

The parent and group performs credit evaluations on all customers requiring credit and does not require collateral. The parent and group further minimises its credit exposure by limiting the amount of surplus funds placed with any one financial institution at any one time.

## 7. Related Party Disclosures

### Transactions between Subsidiaries

Internet New Zealand Incorporated (INZ) owns 100% of New Zealand Domain Name Registry Limited (NZDNRL) and Domain Name Commission Limited (DNCL).

INZ receives dividends declared and paid by NZDNRL during the year totalling \$5,010,000 (2010 \$2,490,000).

NZDRL paid occupancy costs of \$85,000 (2010 rent received of \$185,212) and DNCL paid occupancy costs of \$115,000 (2010 rent of \$129,273) to the Company during the year. The occupancy costs include a rent component.

A balance of \$4,136 was payable to Domain Name Commission Limited at 31 March 2011.

### Key Management Personnel

The Company has a related party relationship with its directors and executive officers.

A loan of \$200,000 was advanced to Hector's World Limited in prior reporting year 2010 while Liz Butterfield was a Councillor and the managing director of Hector's World Limited. She no longer holds either role so is no longer a related party.

Except as stated above there are no other related party transactions.



**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

### 8. Subsidiaries

| Name of Entity                           | Country of Incorporation | 2011 | 2010 |
|--|--------------------------|------|------|
| Parent Entity                            |                          |      |      |
| Internet New Zealand Incorporated        | New Zealand              |      |      |
| Subsidiaries                             |                          |      |      |
| New Zealand Domain Name Registry Limited | New Zealand              | 100% | 100% |
| Domain Name Commission Limited           | New Zealand              | 100% | 100% |

### 9. Operating Leases

|                              | 2011           |                | 2010           |                |
|------------------------------|----------------|----------------|----------------|----------------|
|                              | Group          | Parent         | Group          | Parent         |
| Less than one year           | 137,100        | 137,100        | 79,975         | 79,975         |
| Between one and two years    | 137,100        | 137,100        | 137,100        | 137,100        |
| Between three and five years | 354,175        | 354,175        | 274,200        | 274,200        |
| More than five years         | -              | -              | 217,075        | 217,075        |
| Total                        | <b>628,375</b> | <b>628,375</b> | <b>708,350</b> | <b>708,350</b> |

### 10. Deferred Income

The group through subsidiary NZDNRL has invoiced clients for \$5,146,927 (2010 \$5,079,526) in advance. \$3,523,768 of this is current and \$1,623,159 is non-current.

### 11. Contingent Liabilities and Commitments

At 31 March 2011 the Group had no contingent liabilities or commitments (2010 \$Nil).

### 12. Events Subsequent to Balance Date

No events occurred subsequent to balance date that would have had a material effect on the financial statements. (2010 Nil).

**Notes To The Financial Statements (Continued)**  
**For the Year Ended 31st March 2011**

**13. Hector's World Limited Loan**

|   | <b>2011</b>      |                  | <b>2010</b>           |                       |
|---|------------------|------------------|-----------------------|-----------------------|
|   | <b>Group</b>     | <b>Parent</b>    | <b>Group</b>          | <b>Parent</b>         |
| Carrying Amount - 1 April                                     | 148,330          | 148,330          | 94,926                | 94,926                |
| Principal advance   | <u>-</u>         | <u>-</u>         | <u>60,000</u>         | <u>60,000</u>         |
|   | 148,330          | 148,330          | 154,926               | 154,926               |
| Financial income/ (cost) to Statement of Comprehensive Income | 13,914           | 13,914           | (6,596)               | (6,596)               |
| Impairment of financial assets                                | <u>(162,244)</u> | <u>(162,244)</u> | <u>-</u>              | <u>-</u>              |
|   | <u>-</u>         | <u>-</u>         | <b><u>148,330</u></b> | <b><u>148,330</u></b> |

A gross undiscounted loan of \$200,000 has been advanced to Hector's World Limited repayable to Internet New Zealand Incorporated ("INZ") upon demand by INZ but not prior to 31 July 2013.

The loan is interest free unless demanded by INZ. The loan agreement provides an interest rate not exceeding 5% above the 90 day Bank Bill Buy Rate.

The loan advance has been fully impaired at 31 March 2011 as the financial position of Hector's World Limited indicates the company is insolvent and therefore does not have the financial resources to meet its financial obligations. If future evidence becomes available that the financial position has improved an adjustment to impairment will be made to reverse this loss in a subsequent reporting period.