SHARESIE'ING THE NEW NORMAL

Who am I?   Ko wai au?

LEIGHTON ROBERTS

TO CREATE FINANCIAL EMPOWERMENT FOR EVERYONE

GROWING WEALTH, TOGETHER

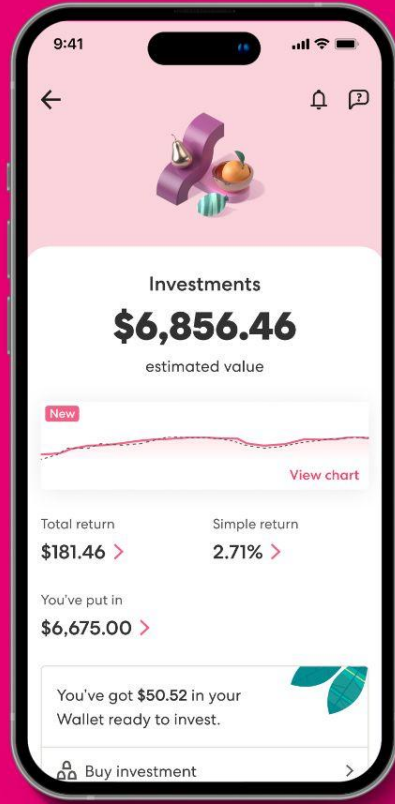**Sharesies customers**
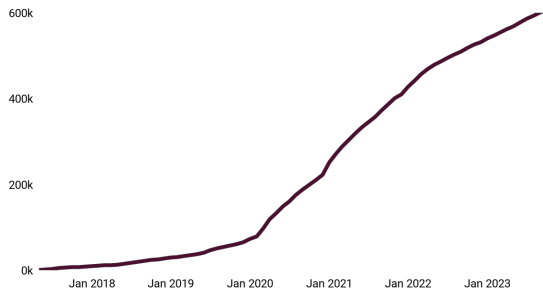
Annual trade volume

$6-7b

Customers in Aotearoa

592k

Customers in Australia

75k

Of Kiwis under 40
use Sharesies

20%

Of customers are
under the age of 40

67%

Sharesies iOS
app rating

4.7★

660,000+ customers across Aotearoa and Australia

42% of Sharesies customers identify as female

15 million trades annually

Fractionalising 8,000+ ASX, NZX & US Securities

New Zealand's most connected KiwiSaver scheme - first with self-select to mass market

BUSINESS
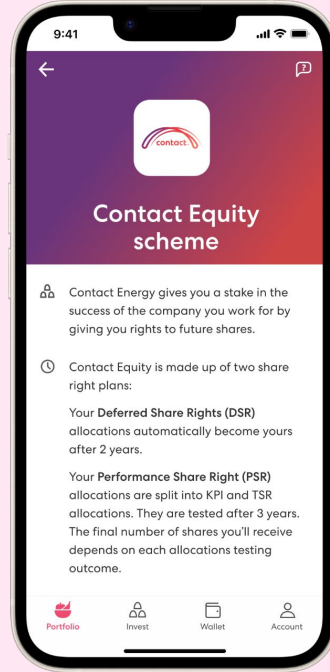
ECM

Staff Shares

Sharesies Open
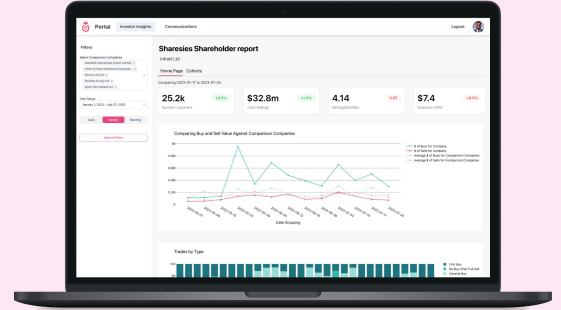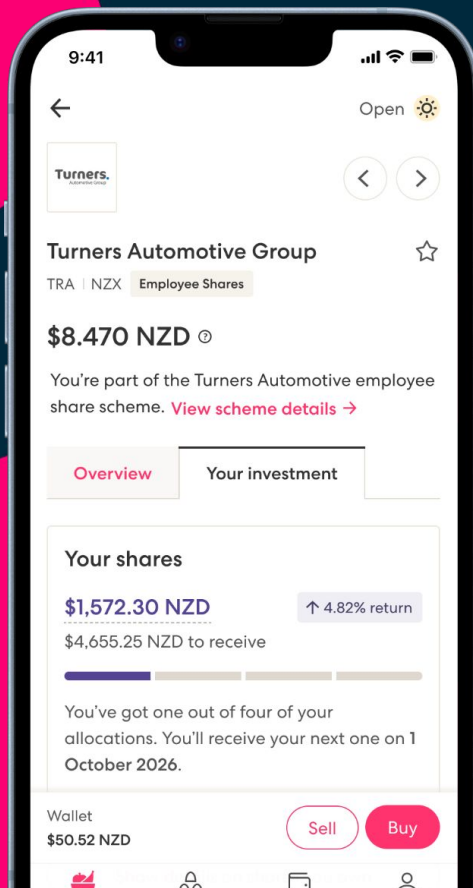
Fonterra partnership

Orchestra

Capital raise

Ryman Healthcare rights offer

RYMAN HEALTHCARE

Capital raise

Australia and New Zealand Banking Group rights offer

ANZ

OWNING IT ON SHARESIES

Contact Equity scheme

Contact Energy gives you a stake in the success of the company you work for by giving you rights to future shares.

Contact Equity is made up of two share right plans:

Your **Deferred Share Rights (DSR)** allocations automatically become yours after 2 years.

Your **Performance Share Right (PSR)** allocations are split into KPI and TSR allocations. They are tested after 3 years. The final number of shares you'll receive depends on each allocations testing outcome.

Portfolio · Invest · Wallet · Account

Sharesies Shareholder report

Equity Capital Raises

Staff Shares

Sharesies Open
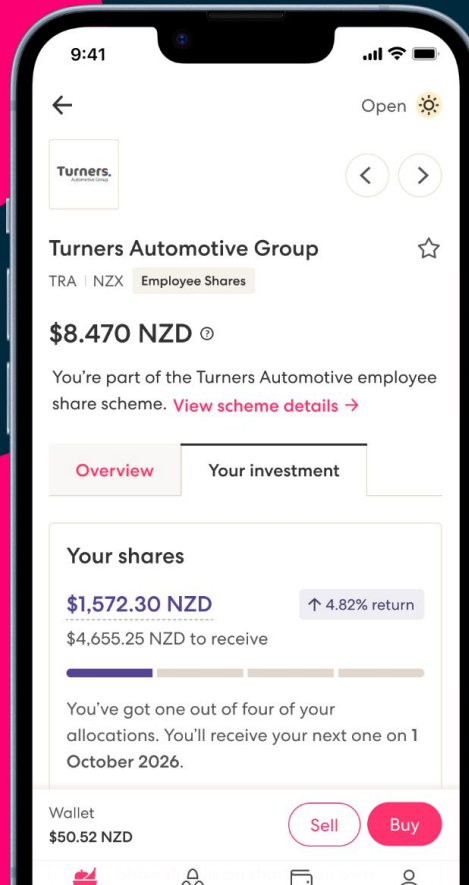
NEXT
10 YEARS

NEXT ~~10~~ 2 YEARS

ARTIFICIAL INTELLIGENCE IS HITTING THE GLOBAL LABOUR MARKET

Like a

"TSUNAMI"

International Monetary Fund Managing Director Kristalina Georgieva said on Monday.

Artificial intelligence is likely to impact **60%** of jobs in advanced economies and **40%** of jobs around the world in the next two years, Georgieva told an event in Zurich.
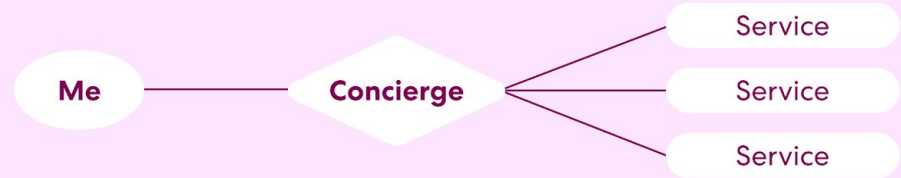
KEY CONCEPTS: Concierge, Co-Pilot and Service Agent

Concierge

An AI that is primarily focused around you, it holds your data and it advises and executes at a very high level on your behalf

Me — Concierge
- Service
- Service
- Service

Co-pilot

An AI that assists, it provides advice and some level of execution but the user is still making decisions and judgement

Me
Concierge
- Service
- Service
- Service
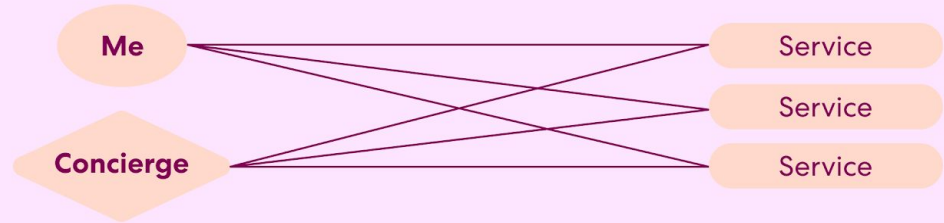
Service agent

An AI that is focused on a specific service and advises and executes for external parties for that service only

Me
- Service AI — Service
- Service AI — Service
- Service AI — Service
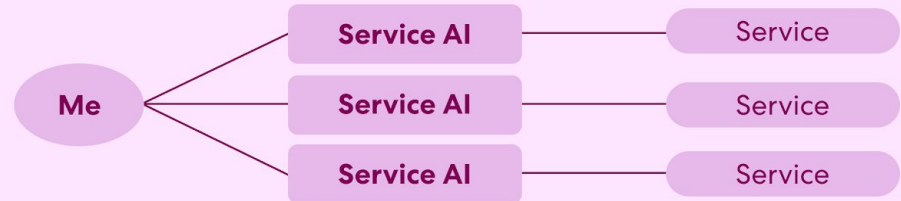
Why does this matter?

We can largely tell what the minimum AI is going to be able to do is in the near term, but what we can't tell is how quickly adoption will occur.

Assist scenario: AI is smart enough to be useful, but only provides a small multiple of productivity.

Replace scenario: AI is smart enough to replace humans in most roles, providing a huge multiple in productivity.

Singularity: AI is smart enough to self-improve, math breaks.

?

Why does it matter?

- Are we working on things that will be valuable 2+ years into the future?

Why does it matter?

- **Are we identifying the places where we have an opportunity?**

PEOPLE WANT TO HAVE ACCESS TO DEVELOP WEALTH

Why does it matter?

- **Do we even know how to understand our role in the world in a place where this technology exists?**

How do you prepare?

Mindset & Speed

"Quick easy answers"

"The bot answered my question while the humans were doing human stuff. Nice bot"

"Answered my question immediately"

"Could answer a wordy question"

"Answered the question"

"Very good service"

"Great AI great answer - thanks!"

"Very Helpful"

"Ve... to reply with easy to understand instructions. Very helpful indeed. If I struggle with this process I will contact..."

"Questions were answered clearly and explicitly, ...standard compared to other ...with bot answ..."

"Awesome exact response from AI very impressed"

"I didn't realise that auto-invest... processed from 11am. It fully ex... hasn't gone through..."

"Quick and concise"

"Quick and accurate"

"Excellent"

"The answer was well wi... the reason I asked"

"Just the informa... I needed"

"Under...anding payments"

"The bot g... correct i..."

"Thanks so much"

"BOT took me right to the solution. Many thx

"Really helpful and clear!"

"Only a few... reach the... ...wer, good"

"The process was well set out. N... have to follow the steps"

"Great communication helpful and easy... understand"

WHAT?
YOUR
ROLE

THANKS

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