

## Quarterly Overview

Sep Quarter, 2016

### HOTC MERCHANTS

### COMPETITORS

#### 1. Performance Summary

These figures show the percentage change in spending on the same quarter last year.



Spending at HOTC merchants was up 3.6% compared to the same quarter last year, while the number of transactions was up 11.9%. There were 4.6% more merchants this quarter, taking the total to 3314.

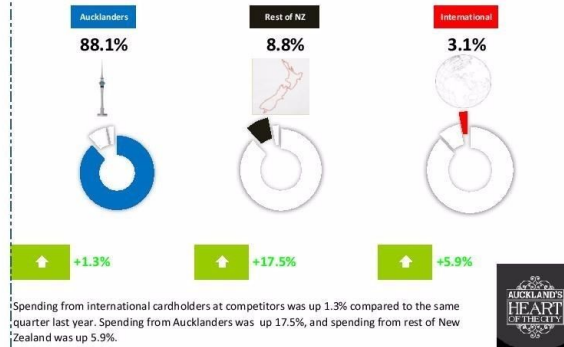


Spending at competitors was down 2.6% compared to the same quarter last year, while the number of transactions was up 3.3%. There were 1.7% less merchants this quarter, taking the total to 5488.

#### 2. Cardholder Make Up



Spending from international cardholders at HOTC was down -8.8% compared to the same quarter last year. Spending from Aucklanders was down -4.0%, and spending from rest of New Zealand was up 25.6%.



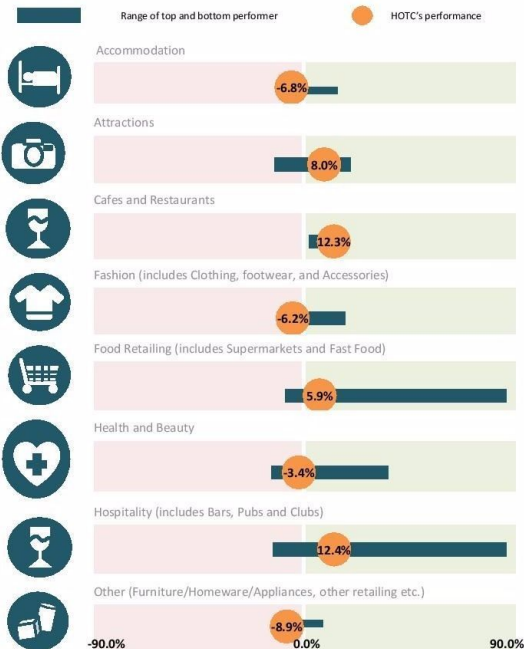
Spending from international cardholders at competitors was up 1.3% compared to the same quarter last year. Spending from Aucklanders was up 17.5%, and spending from rest of New Zealand was up 5.9%.

## 4. Category Breakdown

### HOTC Quarterly Market Activity Report

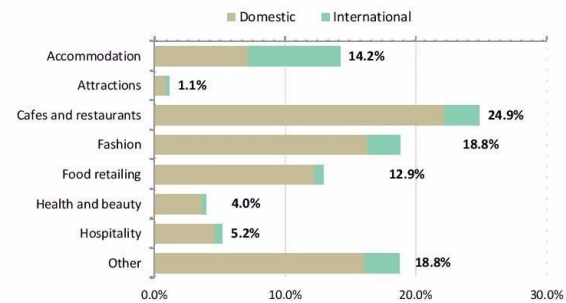
#### 4.1 Change in Spending vs Competitors\*

(Change in Last Quarter vs same period last year)



#### 4.2 Distribution of Spending in the Market by Category

(Including domestic/ international split)



#### 4.3 Fastest Growing Categories

(Based on change in Spending)



#### \*Reading this Chart

This chart shows change in spending in HOTC for each sector in relation to competitors. The dark blue bars show the range in spending change and the orange bubbles show HOTC's position.

A good result is represented by the orange dot being closer or on the right end of the blue bar.