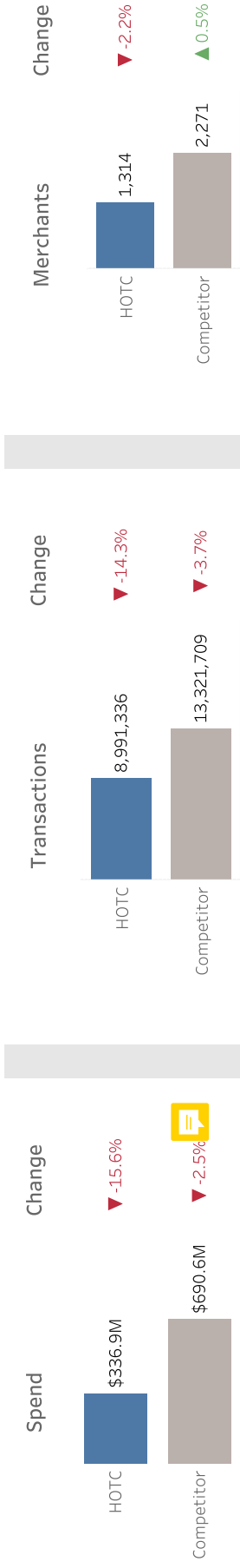


# QUARTERLY OVERVIEW

## 1. Performance Summary



Spending at HOTC Merchants was down 15.6% to the same quarter last year. There were 2.23% less merchants this quarter, taking the total to 1,314.

Spending at Competitor Merchants was down 2.5% to the same quarter last year. There were 0.53% more merchants this quarter, taking the total to 2,271.

while the number of transactions was down 14.3% to the same quarter last year,

while the number of transactions was down 3.7% to the same quarter last year,

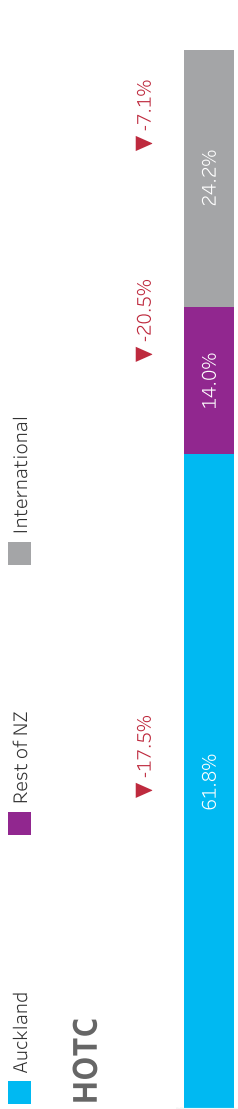
## 2. Cardholder Make Up

Spending from international cardholders at HOTC was down 7.1% compared to same quarter last year.  
Spending from Aucklanders was down 17.5%, and spending from the rest of NZ was down 20.5%.

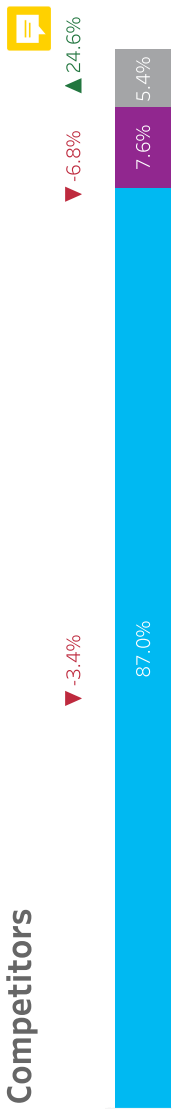
Spending from international cardholders at competitors was up 24.6% compared to same quarter last year.

Spending from Aucklanders was down 3.4%, and spending from the rest of NZ was down 6.8%.

The charts to the right show both cardholder make up, as well as change in spending, over the same time last year



## Competitors



## 2. CATEGORY BREAKDOWN

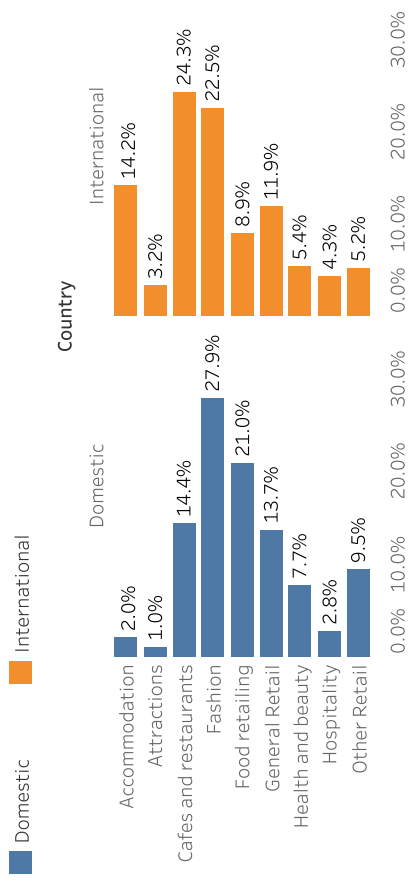
### 4.1. Change in Spending versus Competitors

Change in last quarter vs. same period last year

	HOTC	Competitor
Accommodation	-17.4%	5.2%
Attractions	-17.9%	-23.5%
Cafes and restaurants	-19.4%	-4.6%
Fashion	-18.7%	-8.1%
Food retailing	-10.0%	10.7%
General Retail	-11.7%	-6.1%
Health and beauty	5.6%	11.2%
Hospitality	-15.1%	-6.4%
Other Retail	-18.3%	-9.1%

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

Including domestic and international spend



### 4.3. Fastest Growing Category

Based on change in spending

HOTC Category with the highest spend growth

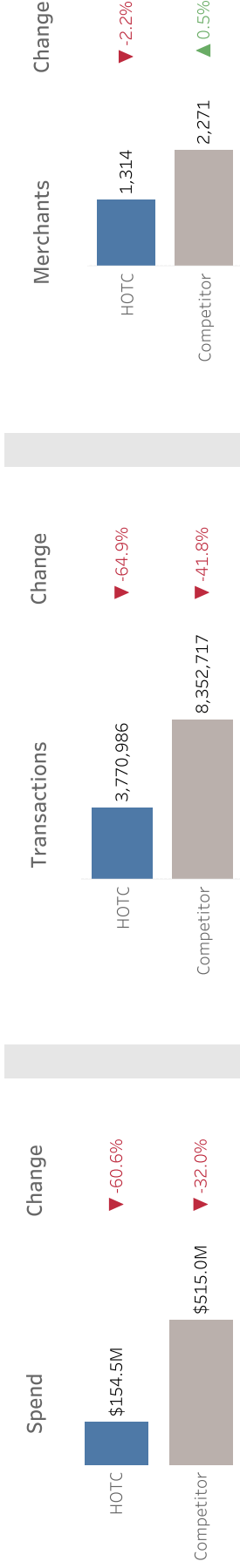
Health and beauty

Competitor Category with the highest spend growth

Health and beauty

# QUARTERLY OVERVIEW

## 1. Performance Summary



Spending at HOTC Merchants was down 60.6% to the same quarter last year, while the number of transactions was down 64.9% to the same quarter last year, there were 2.23% less merchants this quarter, taking the total to 1,314.

Spending at Competitor Merchants was down 32.0% to the same quarter last year, while the number of transactions was down 41.8% to the same quarter last year, there were 0.53% more merchants this quarter, taking the total to 2,271.

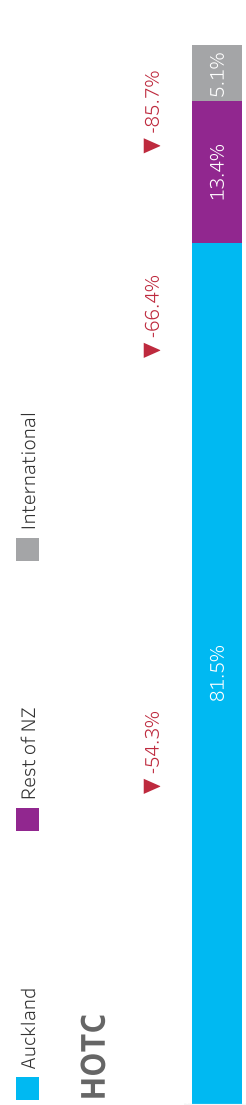
## 2. Cardholder Make Up

Spending from international cardholders at HOTC was down 85.7% compared to same quarter last year. Spending from Aucklanders was down 54.3% and spending from the rest of NZ was down 66.4%.

Spending from international cardholders at competitors was down 37.2% compared to same quarter last year.

Spending from Aucklanders was down 30.7%, and spending from the rest of NZ was down 45.6%,

The charts to the right show both cardholder make up, as well as change in spending, over the same time last year.



## Competitors



## 2. CATEGORY BREAKDOWN

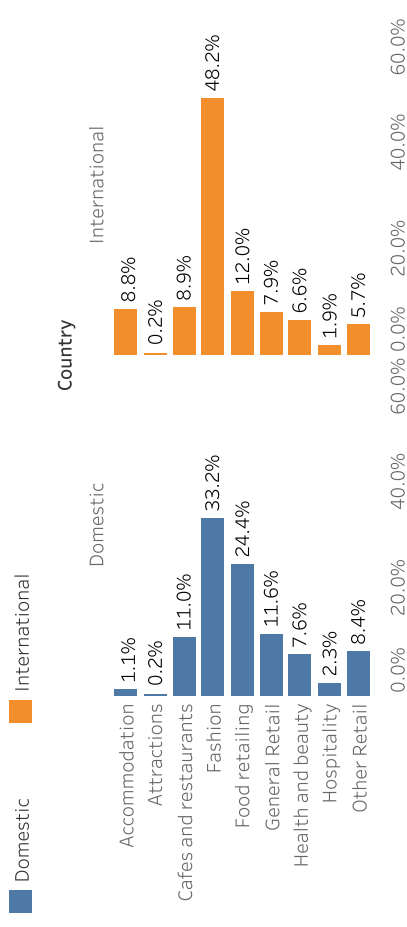
### 4.1. Change in Spending versus Competitors

Change in last quarter vs. same period last year

	HOTC	Competitor
Accommodation	-78.0%	-67.8%
Attractions	-90.1%	-91.2%
Cafes and restaurants	-66.7%	-48.8%
Fashion	-47.6%	-33.0%
Food retailing	-53.3%	-4.1%
General Retail	-65.3%	-42.1%
Health and beauty	-38.9%	-27.8%
Hospitality	-62.7%	-44.0%
Other Retail	-64.9%	-41.5%

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

Including domestic and international spend



### 4.3. Fastest Growing Category

Based on change in spending

HOTC Category with the highest spend growth

Health and beauty

Competitor Category with the highest spend growth

Food retailing