

# Telecom Corp. of New Zealand Ltd. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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## Abstracts

Telecom Corp. of New Zealand Ltd. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between Telecom Corp. of New Zealand Ltd. and its competitors. This provides our Clients with a clear understanding of Telecom Corp. of New Zealand Ltd. position in the [Communication Services](#) Industry.

The report contains detailed information about Telecom Corp. of New Zealand Ltd. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for Telecom Corp. of New Zealand Ltd.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The Telecom Corp. of New Zealand Ltd. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios

pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes Telecom Corp. of New Zealand Ltd. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of Telecom Corp. of New Zealand Ltd. business.

### **About Telecom Corp. of New Zealand Ltd.**

Telecom Corporation of New Zealand Limited supplies telecommunications and information technology services in New Zealand and Australia. The company provides a range of telecommunications and information technology products and services, including local, national, international, and value-added telephone services; mobile services, data, broadband, and Internet services; IT consulting, implementation, and procurement; and equipment sales and installation services.

#### Segments

#### CHORUS

Chorus manages the company's local access network in New Zealand. Chorus is responsible for network access through local loop unbundling, sub-loop unbundling and co-location, its FTTN programme, and the general field services and maintenance activities for its network. The local access network is made up of local telephone exchanges, and copper and fibre cables, which connect approximately 1.8 million New Zealand homes and businesses. A range of telecommunications providers use this

network to deliver phone and Internet services to New Zealanders.

### Products and services

Chorus' network: As of June 30 2009, the local access network included 637 telephone exchanges, 11,000 cabinets, 130,000 kilometers of copper cables; and approximately 9,000km of fibre optic cables connecting homes and businesses. There are approximately 23,500 kilometers of fibre in the company's nationwide network, including the local access network.

Regulated services – unbundling: Chorus' primary offering is a portfolio of regulated services that lets access seekers install their broadband equipment in local exchanges (UCLL co-location) and connect the equipment directly to the copper cable between the exchange and the end-user's premises (unbundled copper local loop or UCLL). This gives phone and Internet service providers equal access to local access network, enabling them to deliver phone and broadband services directly to their customers via their own equipment. Another associated regulated service, UCLL backhaul, provides the connectivity from the local exchange to the access seeker's nearest available point of interconnect. Sub-loop unbundling services (comprising sub-loop backhaul, sub-loop co-location and sub-loop UCLL) would enable customers to offer differentiated voice and broadband services from cabinet-based DSLAM by providing access to the copper line that connects the cabinet with an end-user's premises. DSLAMs are digital subscriber line access multiplexers, which is network-based equipment used to deliver a family of communications technologies allowing high-speed data over existing copper-based telephony plant in the local loop to customers (DSL services or digital subscriber line).

### Customers

Chorus' customers include Orcon, Vodafone, and Actrix.

### Competition

Chorus competes with TelstraClear, Woosh Wireless, CallPlus, Airnet, Vodafone, 2degrees, TelstraClear, Vector Communications, and FX Networks.

### WHOLESALE & INTERNATIONAL

Wholesale & International consists of two separate market facing business units.

Telecom Wholesale is the operationally separate business unit that delivers wholesale products to service providers throughout New Zealand. Telecom International provides international wholesale services.

Telecom Wholesale

Products and services:

Telecom Wholesale's portfolio of broadband, backhaul, business data, voice, and interconnect products gives service provider customers the foundation they need to enable them to build their own networks and / or provide a range of telecommunications services to their end-users.

Voice: Telecom Wholesale provides a suite of voice products ranging from a basic PSTN connection to the Telecom network – carrying calls, faxes, EFTPOS transactions, and linking to the Internet – to ISDN Primary Rate Access, which allows service providers to meet the networking requirements of large businesses.

Mobile: Telecom Wholesale manages Gen-i's mobile virtual network operator agreement with TelstraClear. The mobile virtual network model enables service providers to sell mobile products and services without the need to build their own physical network.

Interconnection: Telecom Wholesale

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

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## ANALYSIS FEATURES

### SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

### Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

### PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

### Key Factors Examined by PESTEL Analysis:

**Political** – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

**Economic** – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

**Sociological** – What cultural and societal aspects will work upon the demand for the business's products and operations?

**Technological** – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

**Environmental** – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

**Legal** – What laws and legislation will exert influence on the style the business is carried out?

### **IFE, EFE, IE Matrices**

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

### **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

### **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

## Reputation

### Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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