Media Statement
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How Foreign Direct Investment is Helping Deliver World Leading Infrastructure in NZ

Foreign direct investment is helping deliver world-class mobile telecommunications infrastructure for New Zealanders, and the approach could unlock major gains across the rest of our infrastructure sector, says a new report by Infrastructure New Zealand and Connexa.

“We constantly talk about reaching an infrastructure nirvana with modern assets providing world-class services and economic and social opportunities for Kiwis,” says Infrastructure New Zealand Chief Executive Nick Leggett. “The good news is there are people already doing it using innovative delivery methods, components and pipeline certainty.”

“Connexa is a compelling example of how foreign direct investment, enabled by long-term thinking and a committed pipeline, can deliver nation-building infrastructure vital to the lives of New Zealanders. We just have to learn from them; the public good opportunity is huge.”

“Infrastructure development is sometimes thought about in old-fashioned terms, with slow-moving projects and eye-wateringly long timeframes,” says Connexa Chief Executive Rob Berrill. “But with the right people and partners in place, critical community infrastructure can be delivered at pace and to a world-class standard.”

“Having a start-up mindset, combined with a committed pipeline of projects and experienced investors with a long-term vision, has enabled Connexa to deliver infrastructure in new and better ways.”

“The benefit of being a new company is that we started with a blank canvas and have been able to define our own culture, the way we work, and the kind of people we want to help take us on that journey.”

Connexa is New Zealand’s largest mobile tower infrastructure company (TowerCo). In February, Spark sold its remaining holding in the company to Canadian global investment group La Caisse, who along with Ontario Teachers’ Pension Plan are now co-controlling shareholders, each with a 50% equity stake in Connexa.

Titled *Delivering Next Generation Infrastructure*, the report outlines how Connexa has grown rapidly since 2022 to manage more than 2,500 tower sites, with another 800 new mobile towers planned over the next eight years. The report delivers seven insights that underpin Connexa's success, from the international investment model, forward pipeline and modular design to new approaches to workforce culture and delivery.

"The Connexa experience shows that if we want the best possible infrastructure for our people to earn, learn and lead productive lives we must be open to the benefits of foreign direct investment and willing to embark on new ways of funding, planning and delivering projects," says Leggett.

"We now must learn to adapt this model to other sectors of our economy - and the wider way we plan, fund, procure and build the infrastructure we need."

Delivering Next Generation Infrastructure: How global investment and local innovation are shaping Aotearoa's digital future – the Connexa story is available **here**.

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