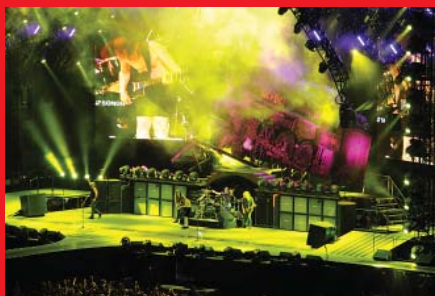


Westpac Stadium | **Concert Manual**

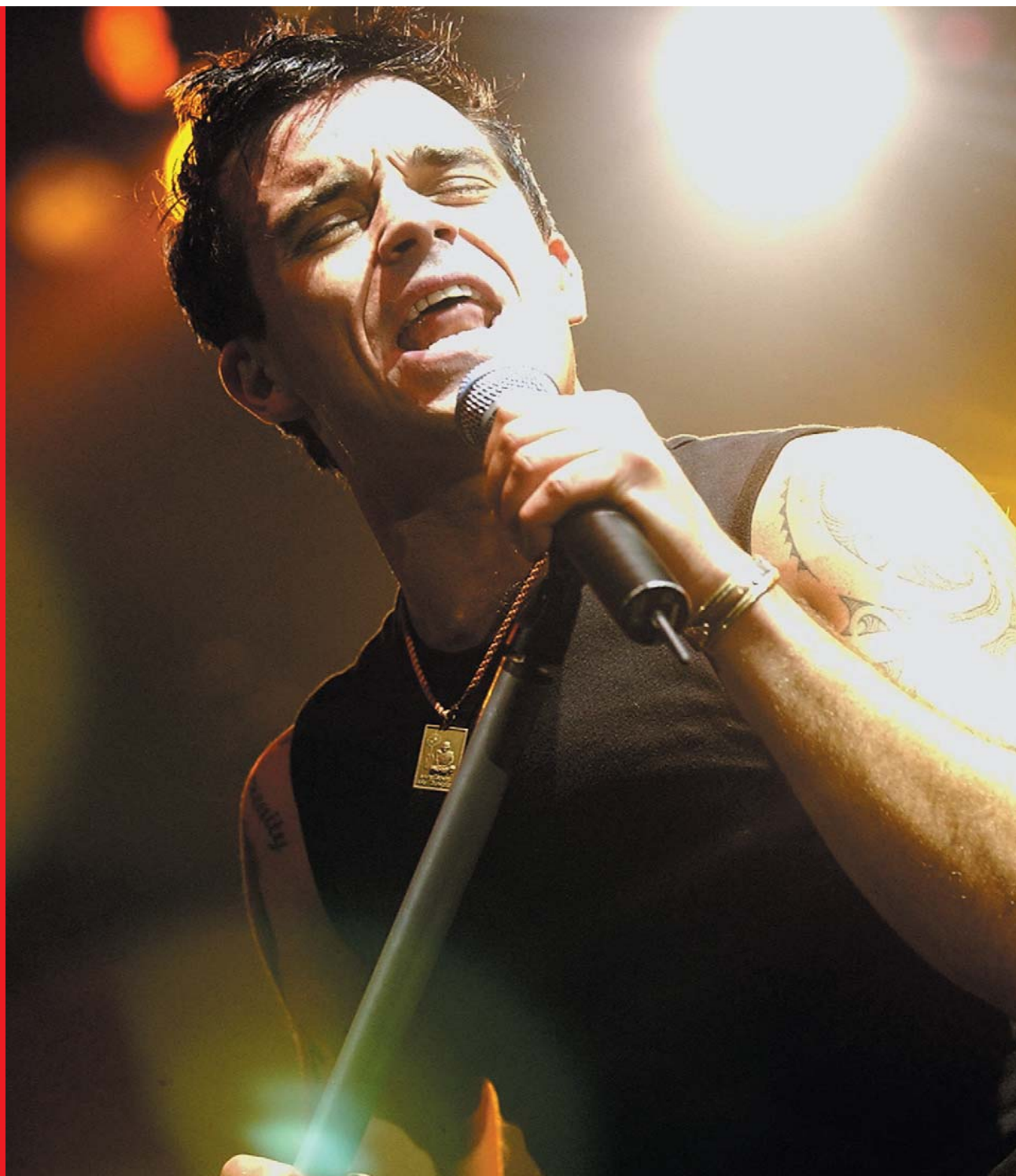




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Westpac | STADIUM



New Zealand's Premier Stadium

Wellington's Westpac Stadium is the premier outdoor multipurpose stadium in New Zealand.

Since its opening in 2000 it has consistently delivered a superior entertainment experience, resulting in record average attendances for major sporting and concert events.

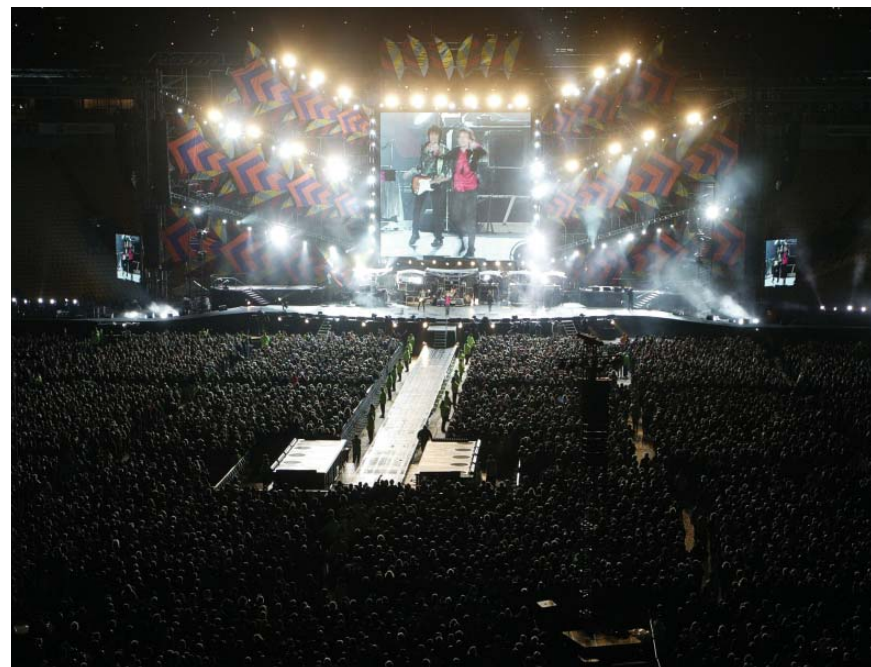
Concert	Dates	Attendance
Edinburgh Military Tattoo	March 10,11,12,13 2000	88,409
Robbie Williams	16 November 2001	42,500
Stadium Spectacular	8 March 2002 22 February 2003	29,500 21,000
David Bowie	14 February 2004	24,200
Neil Diamond	5 March 2005	32,500
Rolling Stones	18 April 2006	38,100
Elton John	5 December 2006	32,300
Police	17 January 2007	18,800
Rock 2 Wellington	22/23 March 2008	32,400
ACDC	28 January 2010	36,003
ACDC	30 January 2010	24,401

Record of Success

- The Stadium has proved to be an ideal venue for major outdoor concert events. 66,000 tickets for the Edinburgh Tattoo were sold within two and a quarter hours of going on sale. When a fourth performance was added the tickets sold out within 24 hours.
- The Rolling Stones "Bigger Bang Tour" concert sold 32,000 tickets on the first day of public on-sale and was a sell-out on show day.
- ACDC sold 40,000 tickets on the first day of on-sale to trigger a second show. Total sales of both nights exceeded the Auckland concert.

The Westpac Stadium Concert Season

- The prime outdoor concert season for the Westpac Stadium is between November and April.
- While weather in November and December can be changeable, Wellington enjoys more sun and less rain than Auckland between January and April.



Capital City Event Support

Wellington City is committed to maintaining its position as the Events Capital of New Zealand.

City Event Fund

- To maximise the economic contribution that events make to the city the Wellington City Council has established an event fund to develop and support new events.
- The event fund will support new events that generate additional new event spend based on an investment/return ration of 20:1
- The Wellington City Council has identified major events at the Westpac Stadium as a priority for event funding.
- The Westpac Stadium can assist promoters in making presentations for City Council funding for events.
- The Westpac Stadium can also assist with securing commercial sponsorship or financial investors for events.

Wellington - Events Capital of New Zealand

- Wellington is compact in size but big on attitude. It has the smartest, youngest, wealthiest, population in the country. And when it comes to packing a venue, the City is ready and willing.



- The Westpac Stadium is the only major sports and concert venue in the southern half of the North Island. Its catchment is the one million people who live within a five hour drive of Wellington City.

Primary market - population within 5 hour driving radius	1,178,900
Secondary market - population within 7 hour driving radius	1,202,355
Total	2,381,255

*Source: Statistics New Zealand 2006 Census –
Age group by sex for usually resident population by territorial authority.*

High Income Demographic

- Wellingtonians spend more than the average New Zealander on admissions to events.
- People living in Wellington City have the highest median income in New Zealand with higher disposable incomes.
- 22.5% of people aged over 15 in Wellington City have an annual income of more than \$50,000, compared with 11.5% for New Zealand as a whole. The most popular occupational group in Wellington City is professionals.

Recreational & Cultural Events	
Region	Average weekly household expenditure
Wellington	\$36.89
Auckland	\$32.00
Canterbury	\$28.90
Total NZ	\$32.30

*Source: Statistics New Zealand –
Regional Annual Household Expenditure Estimates
for the year ended March 2007*

Booking Procedures and Financial Settlement

Linda Rieper, Chief Operating Officer, Westpac Stadium, is the first contact for all Stadium Hire booking enquiries.

Linda will work with promoters to determine the scope of the event, feasibility and its relationship with the Stadium's event calendar.

Contact Details

Linda Rieper | Chief Operating Officer
Wellington Regional Stadium Trust | Waterloo Quay
PO Box 2080 | WELLINGTON
DDI 00 64 4 470 0412 | Fax: 00 64 4 473 3882 | Mbl: 00 64 27 602 9595
Email: events@westpacstadium.co.nz

Venue Bookings

- Inquiries for date avails can be made by email or phone. The Marketing Manager will confirm by email any requested date avails and expressions of interest in particular event dates.
- Westpac Stadium use the establish 1st and 2nd pencil booking protocol where 1st pencil bookings have seven days to exercise first right of confirmation to contract when subsequent pencil bookings seek to confirm a particular date.
- Please note that inquiries for date avails are not regarded as pencil bookings and the venue has the right not to accept requests to hold multiple pencil bookings for a single proposed event.
- All arrangements are considered tentative until a contract has been signed and a deposit paid.
- Two copies of the contract will be mailed to the promoter prior to the event. Both copies must be signed, with one copy returned with the deposit for the contract to be executed.
- Event tickets cannot be released for sale until a venue contact has been signed by both parties.
- If you wish to cancel your event then written notice must be given to the Westpac Stadium as detailed in the Venue Contract.

Exclusive Supplier Arrangements

- The Westpac Stadium has exclusive service and supply arrangements for ticketing, catering services, beer, wine, softdrink and other food and beverage supply, cleaning and security.
- The nature of these arrangements are detailed in the venue contract.

Financial Settlement

- Ticket proceeds will be held by the Stadium's ticketing agent until the event takes place. For ticketed events, the Westpac Stadium will make an interim settlement of funds within three business days, with a final settlement, subject to final costs being established within one month of the event.
- For non-ticketed events rentals with agreed operating costs will be payable in full by the promoter prior to the event.
- If, in the opinion of the Westpac Stadium, ticket sale proceeds will be insufficient to cover facility rental and expenses, the promoter may be required to make additional deposits prior to the event.



Westpac Stadium in Concert Mode

Stage layout

- Promoters have a number of options for stage / seating set-up at the Westpac Stadium.
- The oval design of the stadium allows for flexibility of four major stage locations options:
 - Northern Stage set-up**
 - Western Stage set-up**
 - North -Western Stage set-up**
 - Centre Pitch Stage set-up**
- Westpac Stadium staff will assist promoters to reach a decision on what stage / seating set-up is most suitable for the proposed event.
- For smaller concerts (10-15,000 patrons) there are a number of options for stage position to provide a more intimate, cost effective venue set-up.



Maximum Patron Capacity

- The maximum seating capacity options for the major stage configurations are:

Stage Set-up	Pitch Capacity	Bowl Capacity (seated)	Total Capacity
Northern Stage			
Standing	31,346	19,269	50,615
Seated / Standing	25,528	19,269	44,797
Western Stage			
Standing	31,346	17,722	49,068
Seated / Standing	26,148	17,722	43,870
Centre Stage			
Standing	17,576	34,500	52,076
Seating / Standing	10,976	34,500	45,476

- Bowl capacity includes corporate boxes and corporate lounge seating.

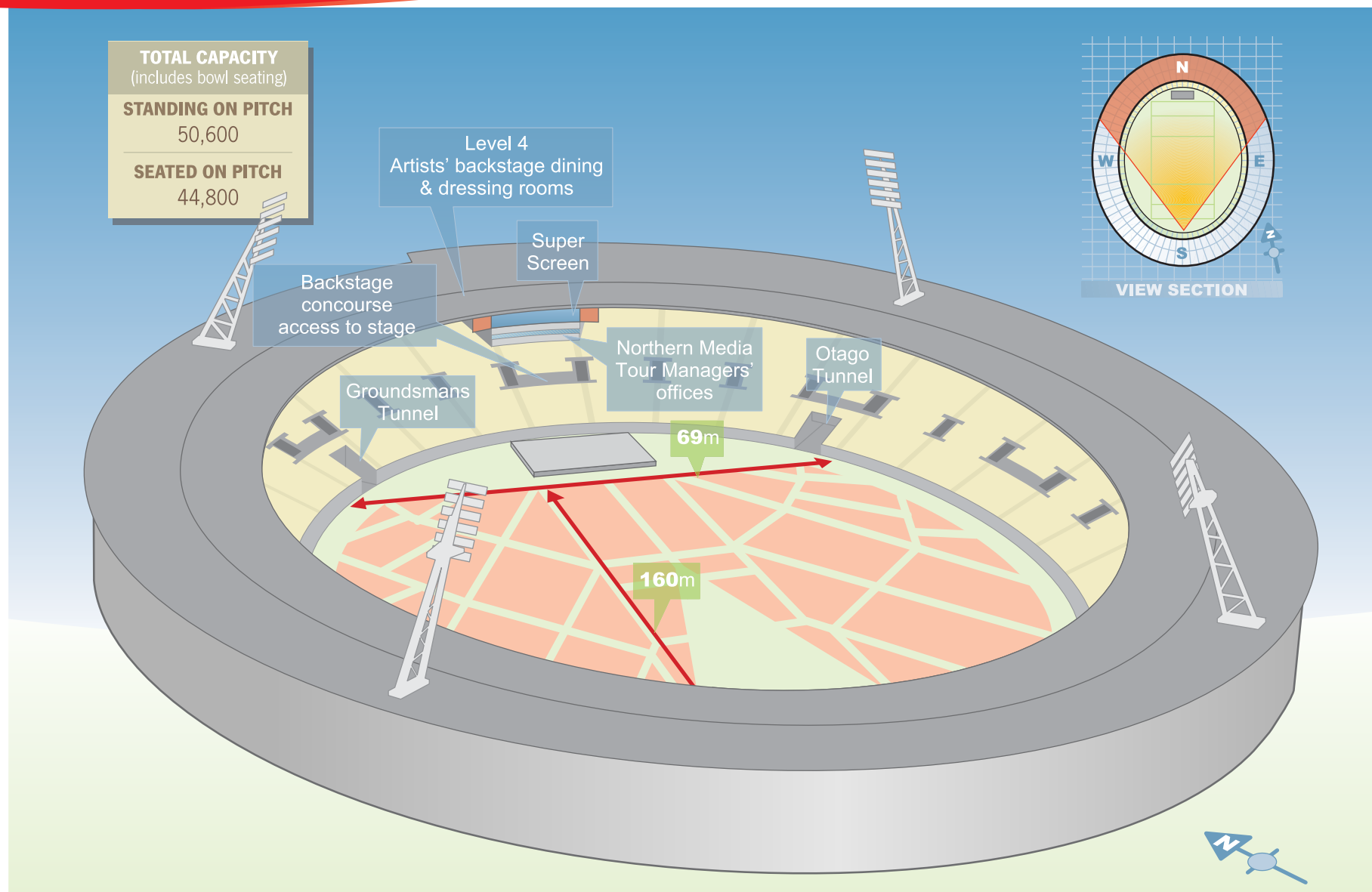
All Seated Capacity

- The all-seating capacity options for each stage configuration are:

Stage Set-up	Pitch Capacity	Bowl Capacity (seated)	Total Capacity
Northern Stage			
Seated	16,696	19,269	35,965
Western Stage			
Seated	15,545	17,722	33,267
North-Western Stage			
Seated	17,336	18,449	35,785

Final seating capacity will depend on stage size and sightlines.

Northern Stage

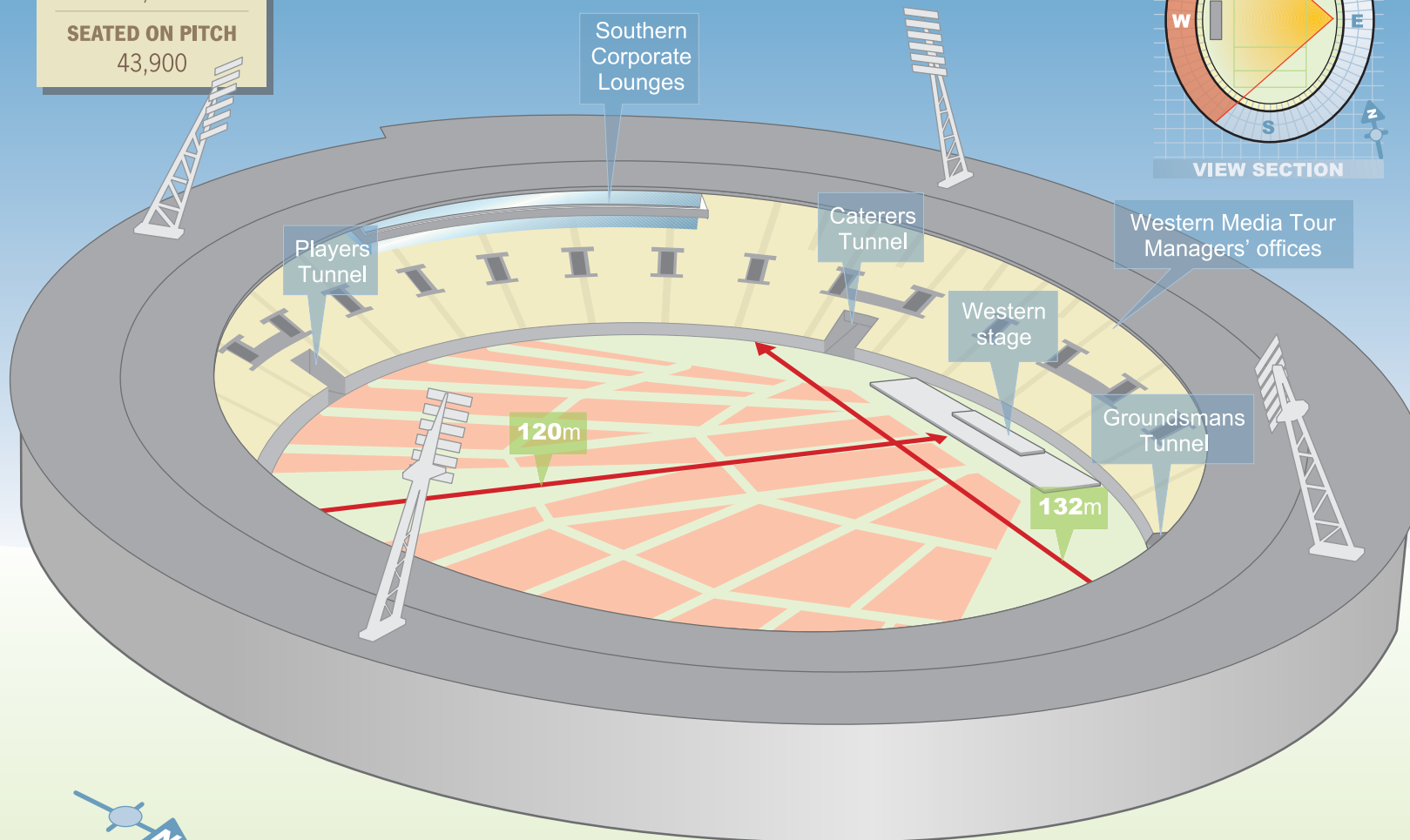
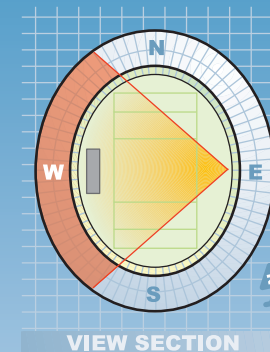


Western Stage

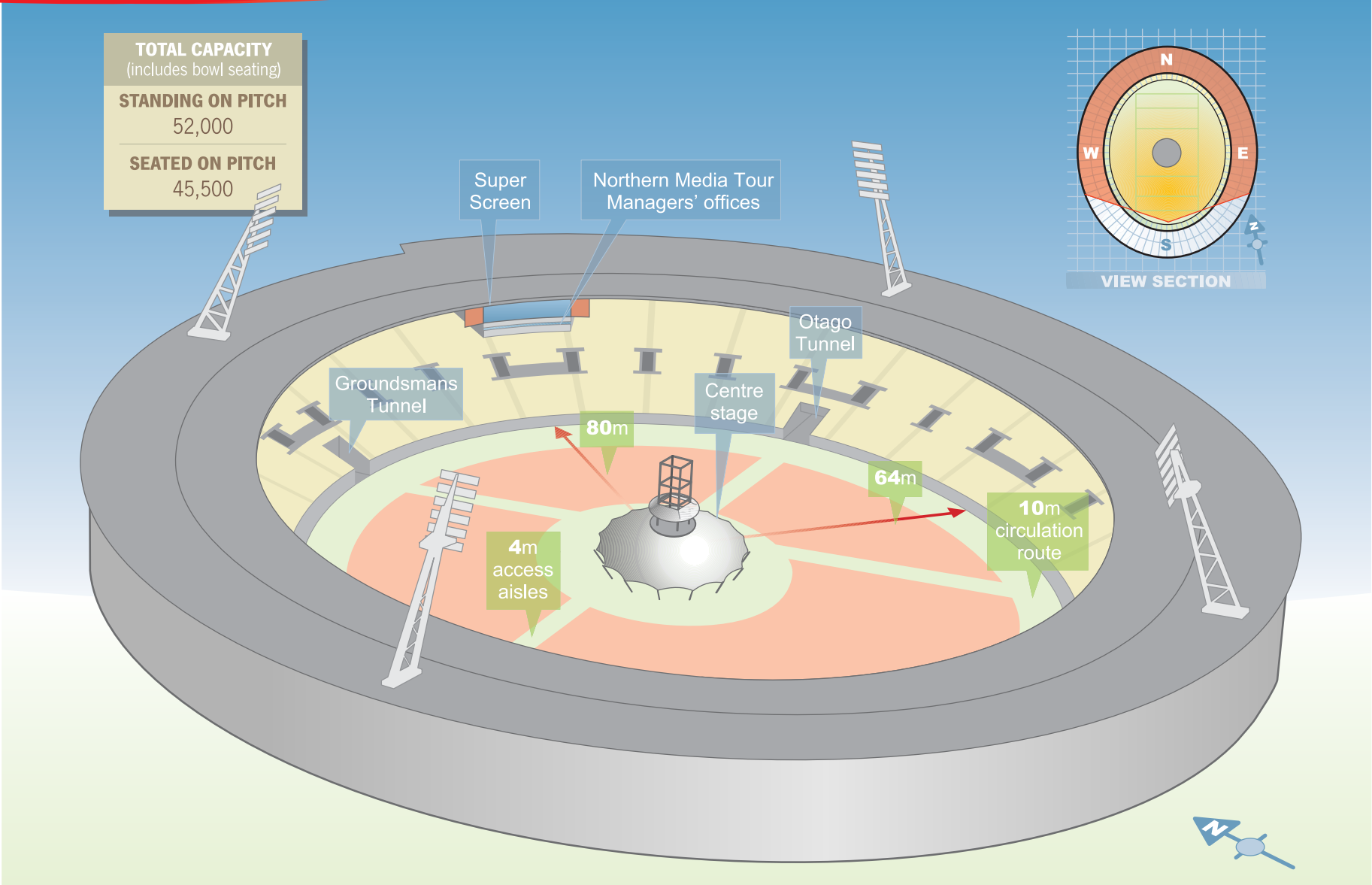
TOTAL CAPACITY
(includes bowl seating)

STANDING ON PITCH
49,000

SEATED ON PITCH
43,900



Centre Stage



Backstage Facilities

First-class backstage facilities are provided for performers and event personnel

Artist Backstage

- A secure, comfortable and well-appointed artist backstage area can be created on Level Four at the northern end of the Stadium. This comprises, 4-5 corporate boxes for dressing rooms (each with toilet facilities), corporate dining lounge (serviced by its own kitchen) and access by private lift.
- The entire artist dressing room / dining area can be secured from the rest of the Level Four corporate box corridor.
- Catering for visiting artists and crew is provided by the Westpac Stadium in-house caterers who will cater for all food and beverage requirements including hot breakfasts, staggered meal times, artists' riders and all day tea and coffee.

Stage Construction Area

- The Westpac Stadium has a weather-protected area underneath the bleachers at the northern end, next to the Groundsman's tunnel that has power, lighting and rest rooms facilities. It is an ideal place for stage pre-construction activities.
- Containerised stage equipment can be rail-freighted to Wellington, off-loaded at Wellington Rail-Freight yards and transported directly through

the northern gates into the Stadium, avoiding double handling.

- Access to the pitch is via the four tunnels, which are between 3.9 and 5.3 metres wide and 4.5 metres high.
- Tour managers' operations offices can be established in the northern media facilities which consist of three separate rooms, each with phone / power points, broadband connections, kitchenette, toilets and secure access via the Northern lift.



Power & Lighting

- Power is available on the pitch with two 600A 3phase outlets next to the NE tunnel (Otago) and SW tunnel (Caterers). Four 32A 3phase outlets are located next to each tunnel and one 32A 3phase outlet on half way.
- The pitch is capable of being lit to a standard suitable for television viewing (range 2000 - 2500 lux) via four light towers and lights around the roof perimeter.

Local Government Regulations

- The Westpac Stadium operates under a Local Government District Plan that applies the following statutory requirements in relation to concert events at the Stadium:

That the noise levels as measured on the nearest residential boundaries do not exceed 75dBA (L10).

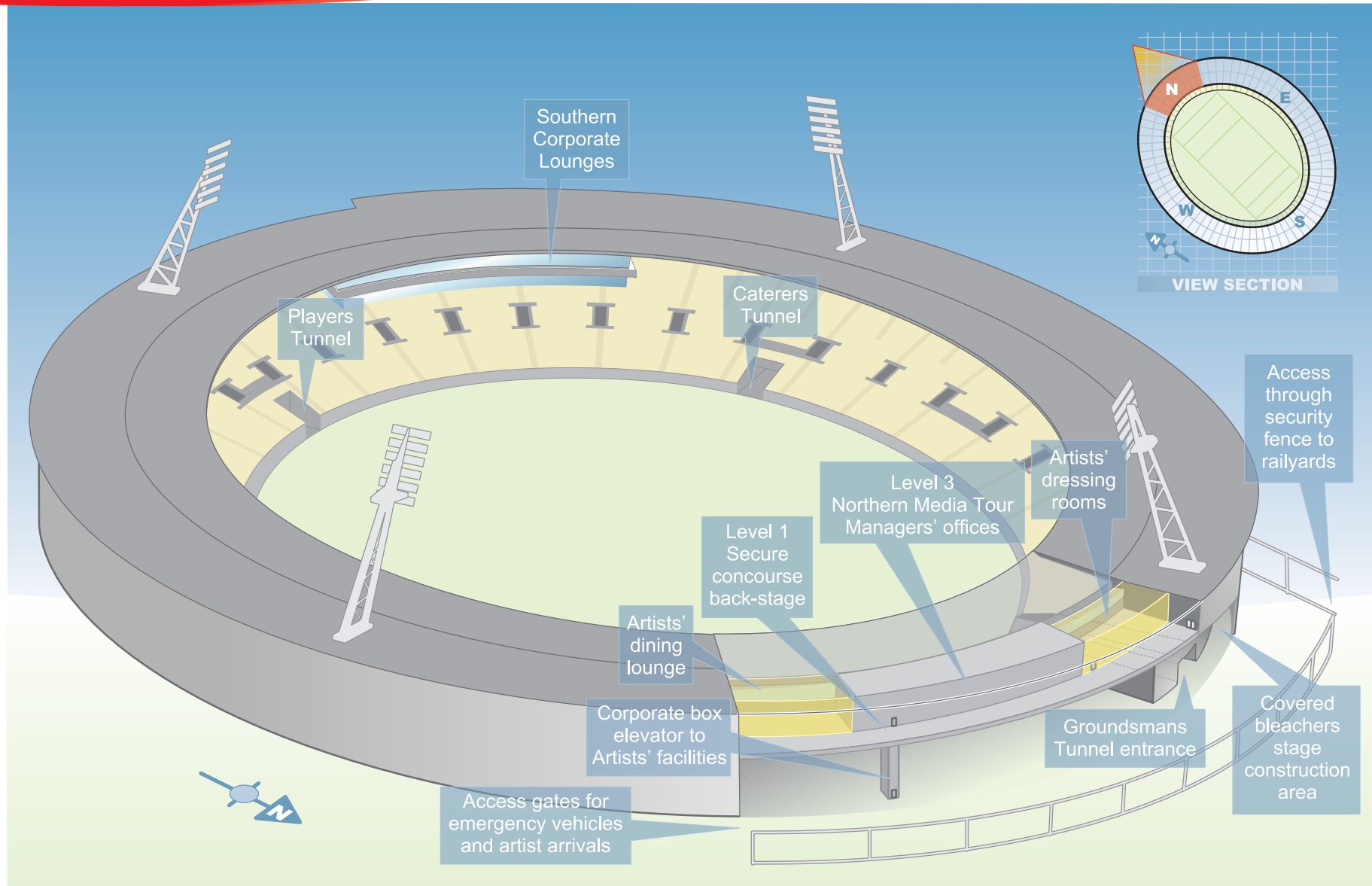
That each event shall not exceed 11 hours in any 24 hour period.

Sound testing and practice sessions can be conducted up to four days prior to the event between the hours of 9am and 5pm, totalling no more than three hours on any one day and must be completed within two hours of the commencement of the event

Pitch Protection

- The pitch consists of a 450mm sand base on a 50mm gravel foundation with 25mm of grass top.
- The Westpac Stadium ground staff will work with event promoters to develop and implement a turf management plan to limit the impact of concert events on the pitch. This will include protocols for laying roads for heavy equipment and pitch protection for sound/lighting and stage facilities.
- The promoter will be responsible for the reinstatement of the pitch to the standard required by Westpac Stadium. Any turf that is damaged and needs to be replaced shall be replaced at the hirer's expense as detailed in the venue contract.

Backstage Facilities



World Class Patron Facilities

The Westpac Stadium is at the heart of Wellington's transport hub with easy access to trains, ferries, bus and coach terminals, and just a few steps from downtown with its vibrant entertainment scene. Concert patrons enjoy easy entry access, 800 onsite car parks, large enclosed concourse with extensive food and beverage outlets, clear sight lines and comfortable seating.

Stadium Entry

- Patrons enter the Stadium via 42 electronic turnstile gates each with a dedicated ticket scanner. The entry gates are located on the southern plaza concourse. Onsite public car parking is located below the gates and a dedicated bus / disability drop off area is located next to the gates at the top of the access ramp.

Ticketing and Merchandising

- Four dedicated ticket sales booths are located at the gate entry. The maximum number of ticket sales windows is 23. All ticket sale booths are equipped with EFTPOS terminals.
- Two dedicated merchandising facilities are situated on the Level One concourse and two further merchandising facilities are available on the front entry plaza concourse. Opportunities are also available for merchandising in the members' entrance foyer. All facilities are capable of handling EFTPOS terminals.



Corporate Dining

- The Stadium has two levels of corporate entertainment facilities that can be configured for first class table dining or more casual cocktail pre-concert functions in four separate rooms.
- The Stadium function lounges can accommodate over 500 premium dining/ticketing packages for the corporate market, or up to 1200 capacity for cocktail packages.

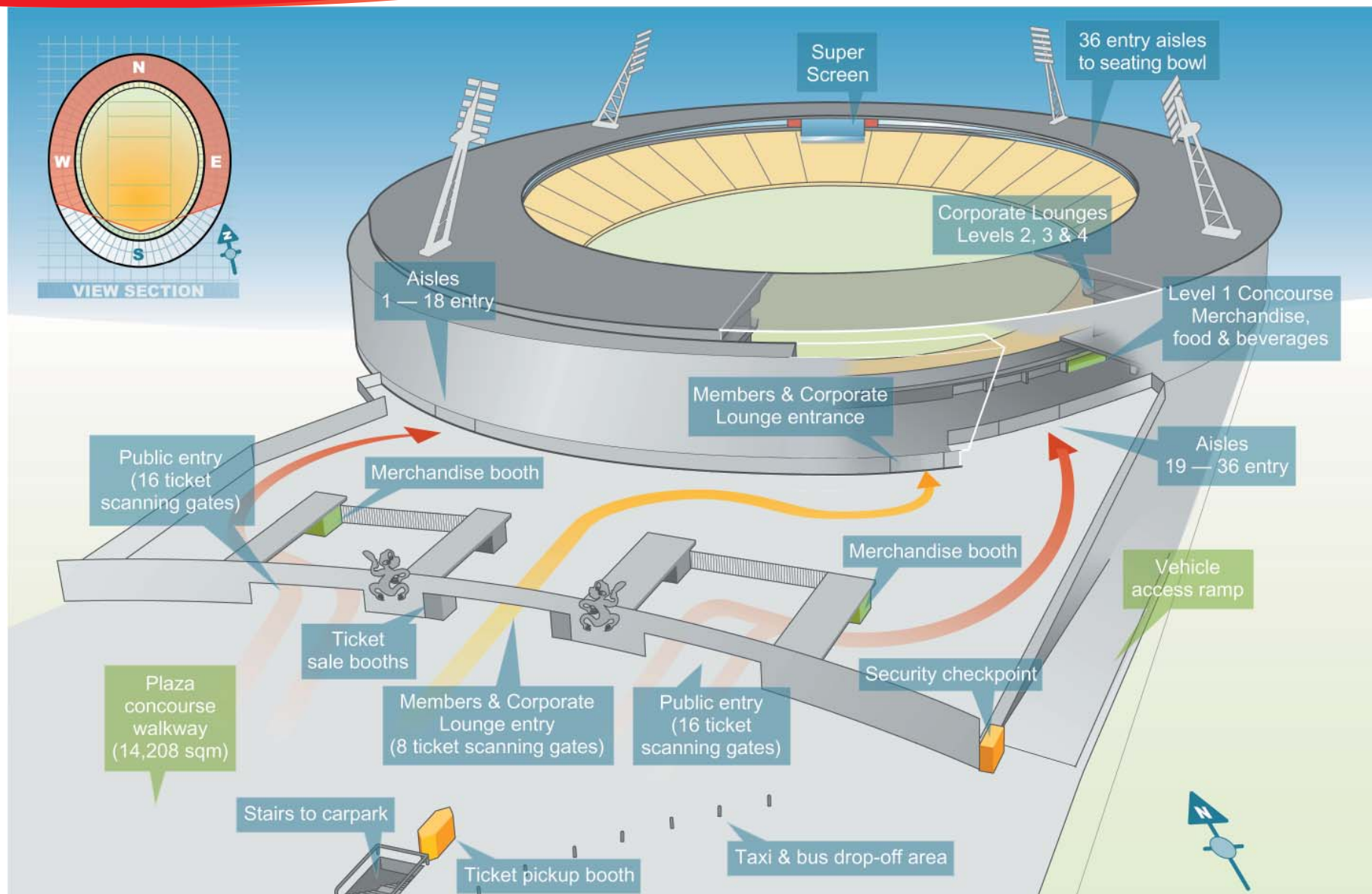
Audio Visual Facilities

- The Stadium has a permanently installed Mitsubishi LED video screen (14m by 6m) located at the northern end of the ground. A full audio/visual control suite is located in the control room at the southern end of the Stadium.
- A second Mitsubishi LED video screen (11m x 5m) is located at the southern end of the ground.
- The public address system is designed to cover all areas of the Stadium or can be transmitted independently to 3 areas: Pitch and seating bowl, Level One Concourse and all corporate lounges.

Patron Health & Safety

- Stadium medical facilities include a consulting room and office adjacent to the ground level players' tunnel, equipped with two examination tables. A first aid room is located on the Concourse. The Westpac Stadium will co-ordinate Wellington Free Ambulance to be in attendance for events.
- Security cameras are located throughout Westpac Stadium to ensure public safety. The Stadium conforms to standards set by the Green Guide to Safety at Sports Grounds.
- The Westpac Stadium is a non-smoking venue.

Patron Entry & Facilities

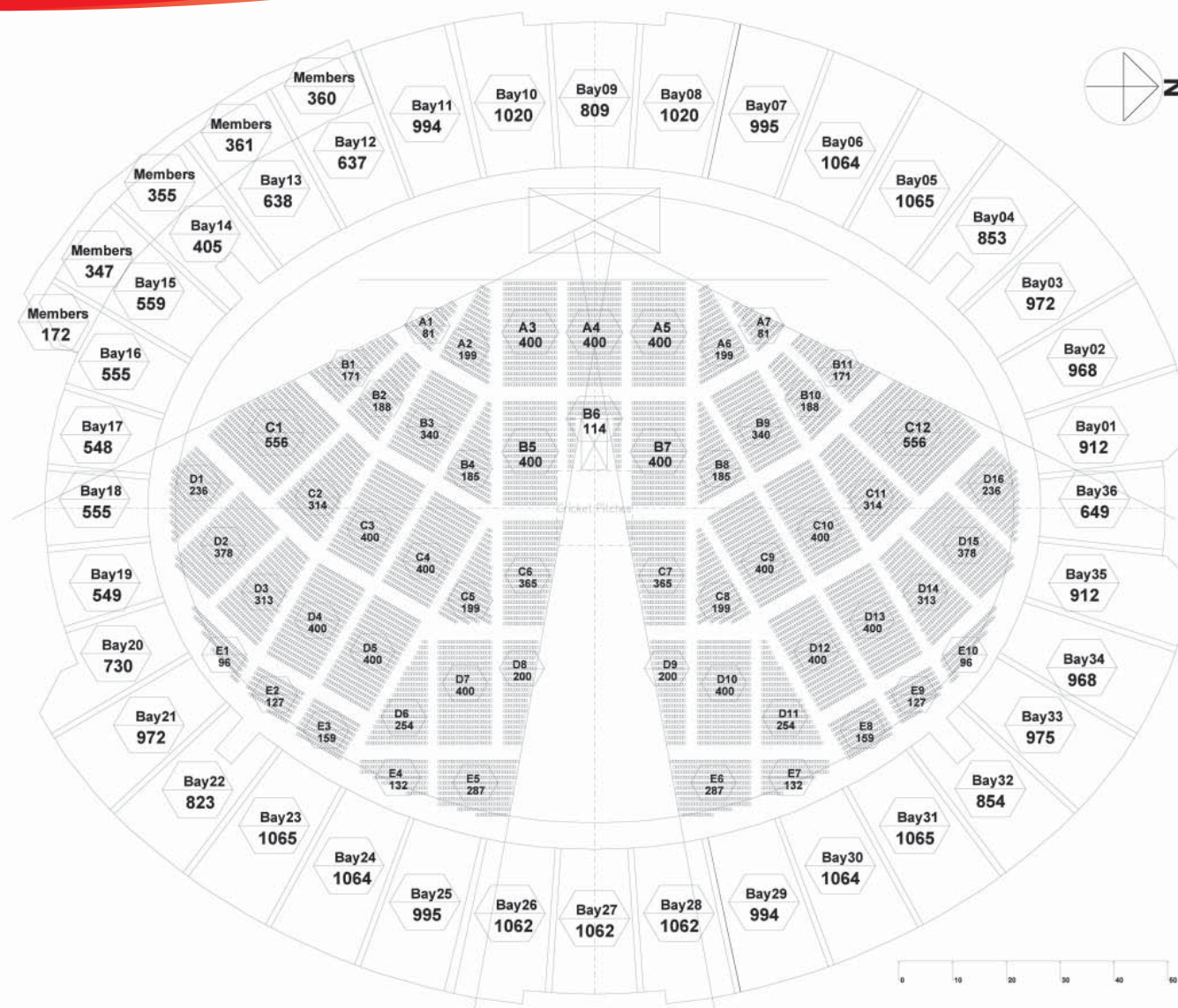


Technical Summary

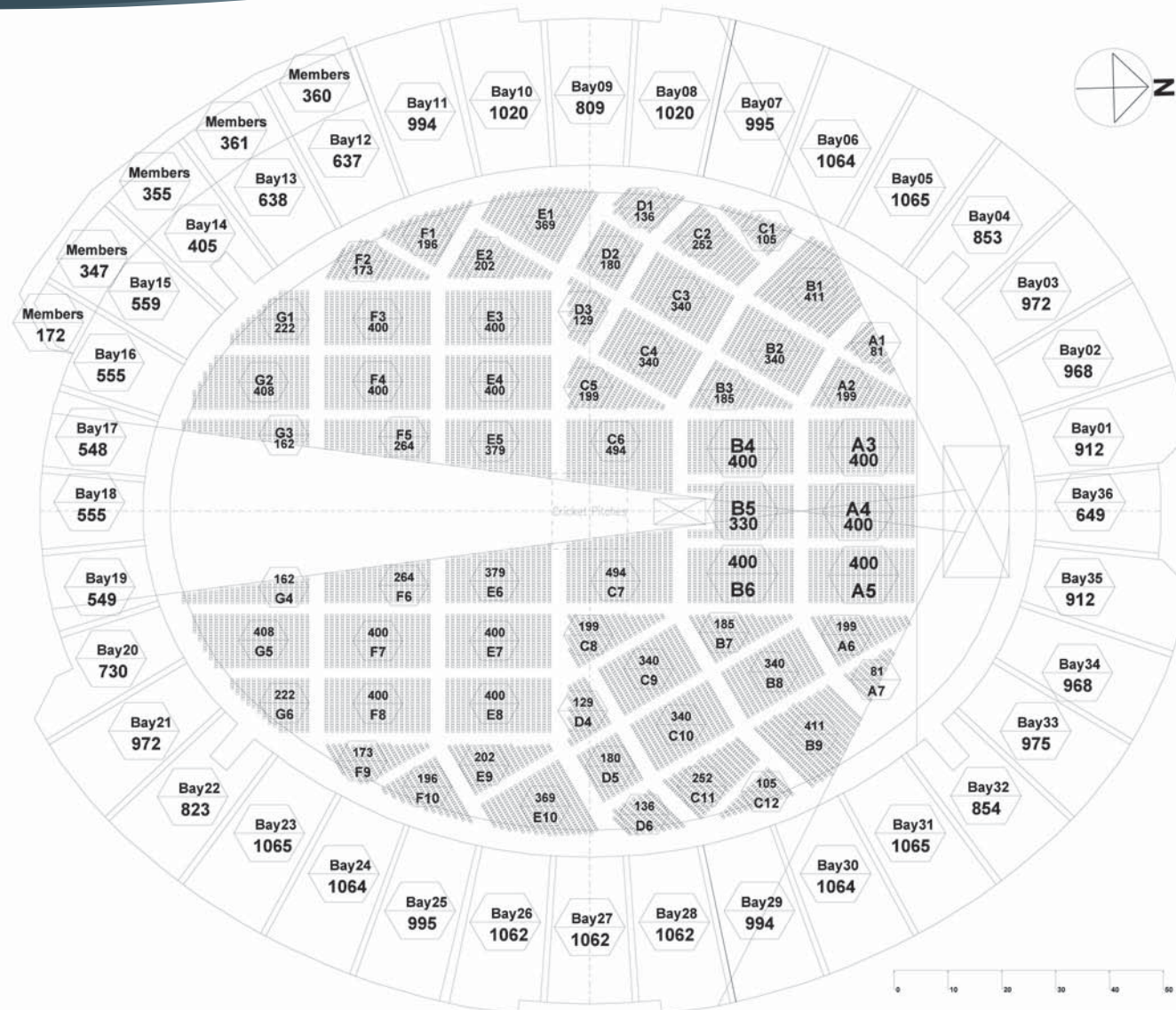
Westpac Stadium General	
Telephone / Faxes	Will be provided to meet requirements
Public Entry	Access via main walkway and 42 ticket scanning gates Two main patron entries to seating bowl and one main entry to corporate / members lounges
Wheelchair Access	140 Access to all areas including disabled toilets
Parking	800 car parks, 100 bus parks.
Promoter Office	Site offices in Northern or Western Media can be provided
Corporate Lounges	Nine lounges of varying sizes can be provided
Toilets	Concourse: 234 urinals, 270 pans, 9 wheelchair / baby change facilities. Portaloos can be accommodated under bleachers for pitch patrons if necessary
PA System	Throughout complex. Public address messages may be transmitted independently to 3 areas: Pitch and seating bowl, Level 1 concourse, all members' and corporate boxes
Fire Officers / Hoses	Fire hose reels are provided in accordance with fire engineering design. Fire officers will be in attendance in accordance with the health and safety plan
Exclusive Service Arrangements	<ul style="list-style-type: none"> ▪ Ticketing – Ticketek NZ ▪ Security – Red Badge ▪ Catering – Spotless Services ▪ Cleaning – Spotless Services
Security	Security cameras throughout Stadium. Secure access, electronic card access to: Level 0 entrance, Level 1 entrance lobby, and stair access at concourse and ground level. All other areas accessible by keys or push button codes
Evacuation Procedure	Via entry doors (3 sets) at southern end. Via emergency access at north end. Onto pitch via 36 entry tunnels throughout concourse

Pitch	
Total Area	16,643sqm
Pitch Profile	25mm grass top 450mm sand base 50mm gravel foundation over core rock base
Water/Drainage	Onto pitch, or into drains around the perimeter depending on substance and quantity
Lighting	Pitch light to standard suitable for television viewing via 4 light towers and lights around roof perimeter
Electricity Capacities	Power is available on the pitch with two 600A3phase outlets next to the NE tunnel (Otago) and SW tunnel (Caterers). Four 32A 3phase outlets are located next to each tunnel and one 32A 3phase outlet on half way
Vehicle Access	Via 4 Tunnels <ul style="list-style-type: none"> ▪ Groundsman (NW) = 3.9m x 4.5m high ▪ Otago (NE) = 3.9m x 4.5m high ▪ Caterers (SW) = 5.3m x 4.5m high ▪ Players (SE) = 5.3m x 4.5m high
Public Entry	Via 4 permanent and 32 temporary stairs from seating bowl
Wheelchair Access	Via access tunnels
Toilets	On concourse level or portaloos under bleachers
Pitch Protection & Pitch Restrictions	Systems, restrictions and costs to be confirmed with Marketing Manager
Evacuation Procedure	Via four tunnels

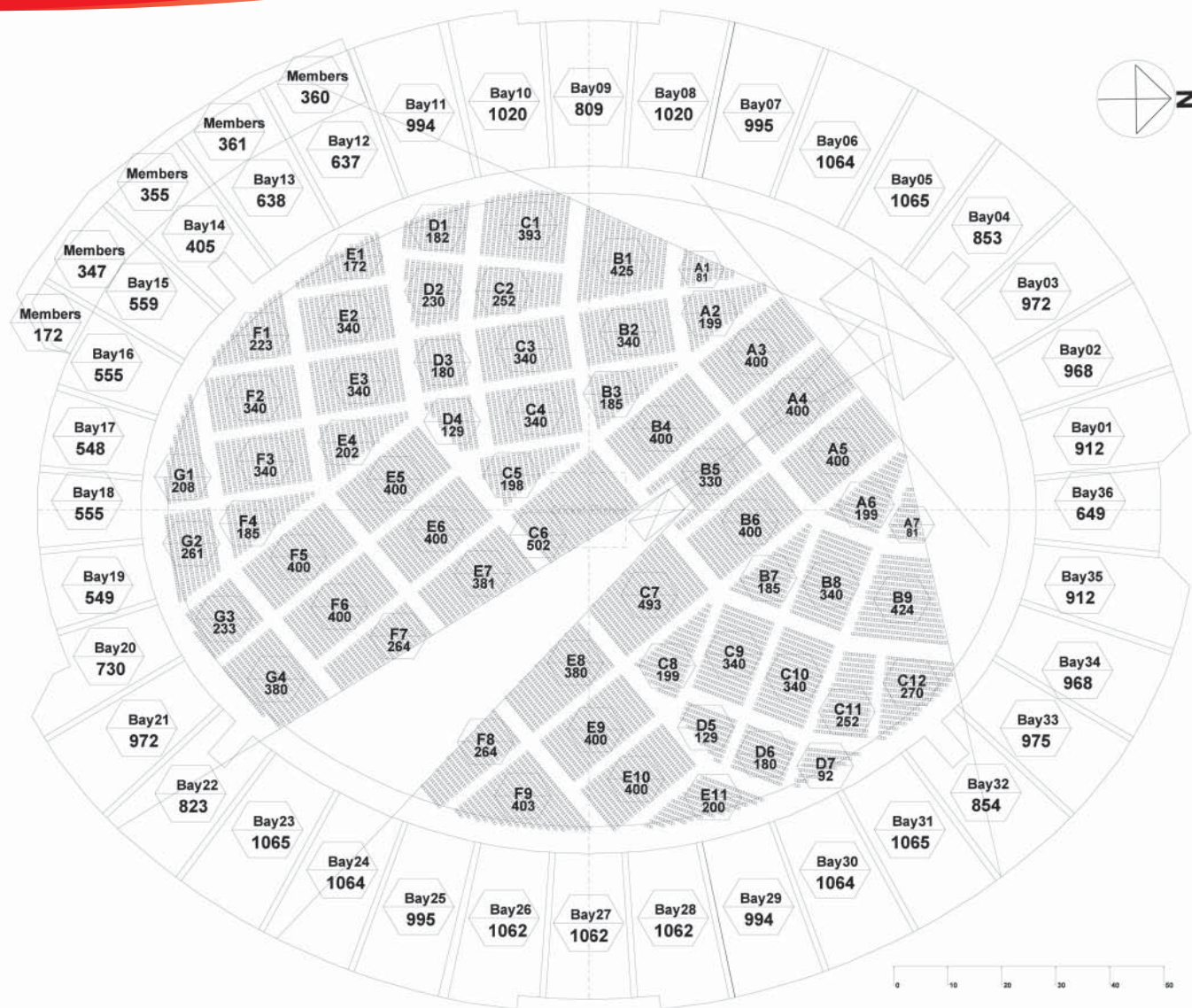
Western Seating Plan



Northern Seating Plan



North-Western Seating Plan



Westpac Stadium | Waterloo Quay | PO Box 2080 | Wellington | Phone: 64 4 473 3881 | Fax: 64 4 473 3882

www.westpacstadium.co.nz



Backstage construction area



Tour managers office



Rolling Stones concert 2006



ACDC concert 2010