

Disclosure of movement of 1% or more in substantial holding  
or change in nature of relevant interest, or both

*Sections 277 and 278, Financial Markets Conduct Act 2013*

**To** NZX Limited  
and  
**To** Tower Limited

Relevant event being disclosed: Change in the nature of any relevant interest in the  
substantial holding

Date of relevant event: 1 March 2017

Date this disclosure made: 1 March 2017

Date last disclosure made: 1 March 2017

**Substantial product holder(s) giving disclosure**

Full name(s): Vero Insurance New Zealand Limited (a wholly-owned subsidiary of Suncorp  
Group Limited) ("**Vero**")

**Summary of substantial holding**

Class of quoted voting products: Ordinary shares in Tower Limited (NZX: TWR)

Summary for Vero

For **this** disclosure,—

- (a) total number held in class: 22,416,709
- (b) total in class: 168,662,150
- (c) total percentage held in class: 13.291%

For **last** disclosure,—

- (a) total number held in class: 22,416,709
- (b) total in class: 168,662,150
- (c) total percentage held in class: 13.291%

**Details of transactions and events giving rise to relevant event**

Details of the transactions or other events requiring disclosure:

On 22 February 2017, Vero agreed to purchase 18,782,107 ordinary shares in Tower  
Limited on-market from various holders at a sale price of \$1.30 per share (total  
consideration of \$24,416,739.10) ("**Transaction**"). Settlement in respect of 1,472,628  
ordinary shares in Tower involved in the Transaction was completed on 1 March 2017.  
Settlement has now occurred in respect of all of the ordinary shares in Tower Limited

acquired by Vero in the Transaction (as well as those acquired on-market on 24 February 2017).

In connection with the Transaction, Vero has agreed to pay an "escalation payment" to each of the sellers from which it has acquired shares, in the following circumstances:

- If, in the 12 months after 22 February 2017, Vero sells shares acquired in the Transaction from a particular seller to a third party, Vero must pay that seller (for each share purchased from that seller) the difference between the price paid per share to the seller and the greater price that Vero receives for that seller's shares from the third party.
- If, in the 12 months after 22 February 2017, Vero purchases shares in Tower Limited from a person that is not involved in the Transaction, and the price paid per share to that person is greater than the price paid per share to a particular seller, then Vero must pay (for each share purchased from that seller) the difference between the price per share paid to that seller and the greater price paid per share to the other person.

#### **Details after relevant event**

Details for Vero

Nature of relevant interest(s): Registered holder and beneficial owner of ordinary shares.  
There is no relevant agreement to be attached

For that relevant interest,—

- (a) number held in class: 1,472,628
- (b) percentage held in class: 0.873%
- (c) current registered holder(s): Vero
- (d) registered holder(s) once transfers are registered: Vero

#### **Additional information**

Address of substantial product holder: Level 14, 48 Shortland Street, Auckland, 1010, New Zealand

Contact details: Vero Insurance New Zealand Limited  
Attn: Pamela Bonney  
Level 14, 48 Shortland Street, Auckland  
Email: pamela\_bonney@vero.co.nz

Name of any other person believed to have given, or believed to be required to give, a disclosure under the Financial Markets Conduct Act 2013 in relation to the financial products to which this disclosure relates: None.

#### **Certification**

I, Tim Buckett, certify that, to the best of my knowledge and belief, the information contained in this disclosure is correct and that I am duly authorised to make this disclosure by all persons for whom it is made.