### Form 603 Corporations Act 2001 Section 671B

#### Notice of Initial Substantial Holder

To: Xero Limited ACN/ARSN:

## 1. Details of substantial holder (s)

Name: FMR LLC and the entities listed in Annexure A ("FMR") ACN/ARSN (if applicable)

The holder became a substantial holder on

4 December 2014

#### 2. Details of voting power

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in on the date the substantial holder became a substantial holder are as follows:

| Class of Securities (4) | Number of securities | Person's votes (5) | Voting power (6) |
|-------------------------|----------------------|--------------------|------------------|
| Ordinary shares         | 6,899,563            | 6,899,563          | 5.39%            |

#### 3. Details of relevant interests

The nature of the relevant interest the substantial holder or an associate had in the following voting securities on the date the substantial holder became a substantial holder are as follows:

|                       | \(\frac{1-1}{2}\) |  |
|-----------------------|-------------------|--|
| Refer to Annexure A   |                   |  |
| I Note to Attribute A |                   |  |

## 4. Details of present registered holders

The persons registered as holders of the securities referred to in paragraph 3 above are as follows:

| Defends Assessed A     |  |
|------------------------|--|
| Refer to Annexure A    |  |
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#### 5. Consideration

The consideration paid for each relevant interest referred to in paragraph 3 above, and acquired in the four months prior to the day that the substantial holder became a substantial holder is as follows:

| Date of<br>Change | Person<br>whose<br>relevant<br>interest<br>changed | Nature of change (6) | Consideration<br>given in<br>relation to<br>change (7) | Class and<br>number of<br>securities<br>affected | Person's votes<br>affected |
|-------------------|--|----------------------|--|--|----------------------------|
|                   |  |                      | NZD \$   | Common Stock                                     | Common Stock               |
| 9/25/2014         | FMR LLC  | BUY                  | 21.00  | 260,000  | 260,000                    |
| 9/26/2014         | FMR LLC  | BUY                  | 20.75  | 140,000  | 140,000                    |
| 9/29/2014         | FMR LLC  | BUY                  | 21.00  | 25,500   | 25,500                     |
| 9/30/2014         | FMRILC   | BUY                  | 21.44  | 17,500   | 17,500                     |
| 10/1/2014         | FMR LLC  | BUY                  | 21.35  | 40,000   | 40,000                     |
| 10/2/2014         | FMR LLC  | BUY                  | 21.30  | 25,079   | 25,079                     |
| 10/3/2014         | FMR LLC  | BUY                  | 21.41  | 1,714  | 1,714                      |
| 10/3/2014         | FMR LLC  | BUY                  | 21.37  | 53,000   | 53,000                     |
| 10/6/2014         | FMR LLC  | BUY                  | 21.61  | 2,326  | 2,326                      |
| 10/7/2014         | FMR LLC  | BUY                  | 21.48  | 81,000   | 81,000                     |
| 10/8/2014         | FMR LLC  | BUY                  | 21.07  | 4,647  | 4,647                      |
| 10/9/2014         | FMR LLC  | BUY                  | 20.96  | 314,272  | 314,272                    |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 84,747   | 84,747                     |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 125,389  | 125,389                    |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 293  | 293                        |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 1,312  | 1,312                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 1,941  | 1,941                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 5  | 5                          |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 675  | 675                        |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 999  | 999                        |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 2  |                            |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 21,103   | 21,103                     |
| 10/22/2014        | ·-   | BUY                  | 16.72  | 31,224   | 31,224                     |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 73   | 73                         |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 4,477  | 4,477                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 6,624  | 6,624                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 15   | 15                         |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 4,872  | 4,872                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 7,209  | 7,209                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 17   | 17                         |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 2,111  | 2,111                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 3,124  | 3,124                      |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 7  | 7                          |
| 10/22/2014        | FMR LLC  | BUY                  | 17.00  | 15,025   | 15,025                     |
| 10/22/2014        | FMR LLC  | BUY                  | 16.72  | 22,230   | 22,230                     |
| 10/22/2014        | FMR LLC  | BUY                  | 16.70  | 52   | 52                         |
| 10/23/2014        | FMR LLC  | BUY                  | 16.55  | 544  | 544                        |
| 10/23/2014        | FMR LLC  | BUY                  | 16.47  | 115,239  | 115,239                    |
| 10/23/2014        | FMR LLC  | BUY                  | 16.55  | 8  | 110,233                    |
| 10/23/2014        | FMR LLC  | BUY                  | 16.47  | 1,790  | 1,790                      |

| 4      | 4      | 16.55 | BUY | FMR LLC | 10/23/2014 |
|--------|--------|-------|-----|---------|------------|
| 918    | 918    | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 135    | 135    | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 28,748 | 28,748 | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 29     | 29     | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 6,086  | 6,086  | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 31     | 31     | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 6,625  | 6,625  | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 81     | 81     | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 17,303 | 17,303 | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 14     | 14     | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 2,878  | 2,878  | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 96     | 96     | 16.55 | BUY | FMR LLC | 10/23/2014 |
| 20,413 | 20,413 | 16.47 | BUY | FMR LLC | 10/23/2014 |
| 681    | 681    | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 1,538  | 1,538  | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 43,248 | 43,248 | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 11     | 11     | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 24     | 24     | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 668    | 668    | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 5      | 5      | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 12     | 12     | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 345    | 345    | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 169    | 169    | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 382    | 382    | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 10,738 | 10,738 | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 36     | 36     | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 81     | 81     | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 2,284  | 2,284  | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 39     | 39     | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 88     | 88     | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 2,488  | 2,488  | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 102    | 102    | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 231    | 231    | 16,33 | BUY | FMR LLC | 10/24/2014 |
| 6,501  | 6,501  | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 17     | 17     | 16,71 | BUY | FMR LLC | 10/24/2014 |
| 38     | 38     | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 1,074  | 1,074  | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 121    | 121    | 16.71 | BUY | FMR LLC | 10/24/2014 |
| 7,654  | 7,654  | 16.44 | BUY | FMR LLC | 10/24/2014 |
| 272    | 272    | 16.33 | BUY | FMR LLC | 10/24/2014 |
| 1,449  | 1,449  | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 92,374 | 92,374 | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 36,327 | 36,327 | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 22     | 22     | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 1,427  | 1,427  | 16.20 | BUY | FMR LLC | 10/28/2014 |

| 561    | 561    | 16.25 | BUY | FMR LLC | 10/28/2014 |
|--------|--------|-------|-----|---------|------------|
| 12     | 12     | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 738    | 738    | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 290    | 290    | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 359    | 359    | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 22,933 | 22,933 | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 9,019  | 9,019  | 16.25 | BUY | FMR LLC | 10/28/2014 |
|        | 76     | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 4,877  | 4,877  | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 1,918  | 1,918  | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 83     | 83     | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 5,322  | 5,322  | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 2,093  | 2,093  | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 218    | 218    | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 13,877 | 13,877 | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 5,457  | 5,457  | 16.25 | BUY | FMR_LLC | 10/28/2014 |
| 36     | 36     | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 2,295  | 2,295  | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 902    | 902    | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 16,357 | 16,357 | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 256    | 256    | 16.20 | BUY | FMR LLC | 10/28/2014 |
| 6,433  | 6,433  | 16.25 | BUY | FMR LLC | 10/28/2014 |
| 71,756 | 71,756 | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 1,106  | 1,106  | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 573    | 573    | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 17,773 | 17,773 | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 3,786  | 3,786  | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 4,136  | 4,136  | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 10,794 | 10,794 | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 1,778  | 1,778  | 16.21 | BUY |         | 10/29/2014 |
| 12,719 | 12,719 | 16.21 | BUY | FMR LLC | 10/29/2014 |
| 1,387  | 1,387  | 15.84 | BUY | FMR LLC | 10/30/2014 |
| 22,295 | 22,295 | 15.84 | BUY | FMR LLC | 10/30/2014 |
| 13,522 | 13,522 | 15.84 | BUY | FMR LLC | 10/30/2014 |
| 2,230  | 2,230  | 15.84 | BUY | FMR LLC | 10/30/2014 |
| 15,952 | 15,952 | 15.84 | BUY | FMR LLC | 10/30/2014 |
| 2,509  | 2,509  | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 549    | 549    | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 40,195 | 40,195 | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 8,799  | 8,799  | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 24,472 | 24,472 | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 5,357  | 5,357  | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 4,022  | 4,022  | 15.84 | BUY |         | 10/31/2014 |
| 881    | 881    | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 6,305  | 6,305  | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 28,802 | 28,802 | 15.84 | BUY | FMR LLC | 10/31/2014 |
| 1,404  | 1,404  | 16.18 | BUY | FMR LLC | 11/3/2014  |
| 22,481 | 22,481 | 16.18 | BUY | FMR LLC | 11/3/2014  |

| 11/3/2014  | FMR LLC | BUY | 16.18 | 13,701          | 13,701  |
|------------|---------|-----|-------|-----------------|---------|
| 11/3/2014  | FMR LLC | BUY | 16.18 | 2,250           | 2,250   |
| 11/3/2014  | FMR LLC | BUY | 16.18 | 1 <u>6,</u> 164 | 16,164  |
| 11/4/2014  | FMR LLC | BUY | 16.40 | 1,970           | 1,970   |
| 11/4/2014  | FMR LLC | BUY | 16.40 | 31,552          | 31,552  |
| 11/4/2014  | FMR LLC | BUY | 16.40 | 7,756           | 7,756   |
| 11/4/2014  | FMR LLC | BUY | 16.40 | 3,156           | 3,156   |
| 11/4/2014  | FMR LLC | BUY | 16.40 | 22,679          | 22,679  |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 1,164           | 1,164   |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 998             | 998     |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 18,615          | 18,615  |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 15,955          | 15,955  |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 1,860           | 1,860   |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 1,594           | 1,594   |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 13,361          | 13,361  |
| 11/5/2014  | FMR LLC | BUY | 16.50 | 11,453          | 11,453  |
| 11/18/2014 | FMR LLC | BUY | 17.70 | 2,572           | 2,572   |
| 11/20/2014 | FMR LLC | BUY | 16.95 | 11              | 11      |
| 11/20/2014 | FMR LLC | BUY | 16.95 | 174             | 174     |
| 11/20/2014 | FMR LLC | BUY | 16.95 | 17              | 17      |
| 11/20/2014 | FMR LLC | BUY | 16.95 | 124             | 124     |
| 11/21/2014 | FMR LLC | BUY | 16.95 | 1,328           | 1,328   |
| 11/21/2014 | FMR LLC | BUY | 16.95 | 20,942          | 20,942  |
| 11/21/2014 | FMR LLC | BUY | 16.95 | 2,097           | 2,097   |
| 11/21/2014 | FMR LLC | BUY | 16.95 | 15,039          | 15,039  |
| 11/24/2014 | FMR LLC | BUY | 17.00 | 1,685           | 1,685   |
| 11/24/2014 | FMR LLC | BUY | 16.98 | 325             | 325     |
| 11/24/2014 | FMR LLC | BUY | 17.00 | 26,562          | 26,562  |
| 11/24/2014 | FMR LLC | BUY | 16.98 | 5,119           | 5,119   |
| 11/24/2014 | FMR LLC | BUY | 17.00 | 2,660           | 2,660   |
| 11/24/2014 | FMR LLC | BUY | 16.98 | 513             | 513     |
| 11/24/2014 | FMR LLC | BUY | 16.98 | 3,680           | 3,680   |
| 11/24/2014 | FMR LLC | BUY | 17.00 | 19,093          | 19,093  |
| 11/25/2014 | FMR LLC | BUY | 17.00 | 11,794          | 11,794  |
| 11/25/2014 | FMR LLC | BUY | 17.00 | 185,895         | 185,895 |
| 11/25/2014 | FMR LLC | BUY | 17.00 | 18,627          | 18,627  |
| 11/25/2014 | FMR LLC | BUY | 17.00 | 133,684         | 133,684 |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 2,055           | 2,055   |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 1,349           | 1,349   |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 32,383          | 32,383  |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 21,249          | 21,249  |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 3,247           | 3,247   |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 2,131           | 2,131   |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 23,272          | 23,272  |
| 11/27/2014 | FMR LLC | BUY | 17.00 | 15,271          | 15,271  |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 1,349           | 1,349   |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 2,866           | 2,866   |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 21,249          | 21,249  |

| 11/28/2014 | FMR LLC | BUY | 16.99 | 45,155  | 45,155  |
|------------|---------|-----|-------|---------|---------|
| 11/28/2014 | FMR LLC | BUY | 16.99 | 2,131   | 2,131   |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 4,528   | 4,528   |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 15,271  | 15,271  |
| 11/28/2014 | FMR LLC | BUY | 16.99 | 32,451  | 32,451  |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 675     | 675     |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 1,857   | 1,857   |
| 12/1/2014  | FMR LLC | BUY | 16.92 | 741     | 741     |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 10,635  | 10,635  |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 29,244  | 29,244  |
| 12/1/2014  | FMR LLC | BUY | 16.92 | 11,675  | 11,675  |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 1,066   | 1,066   |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 2,933   | 2,933   |
| 12/1/2014  | FMR LLC | BUY | 16.92 | 1,171   | 1,171   |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 7,624   | 7,624   |
| 12/1/2014  | FMR LLC | BUY | 16.85 | 20,966  | 20,966  |
| 12/1/2014  | FMR LLC | BUY | 16.92 | 8,370   |         |
| 12/2/2014  | FMR LLC | BUY | 16.58 | 964     | 964     |
| 12/2/2014  | FMR LLC | BUY | 16.58 | 15,170  | 15,170  |
| 12/2/2014  | FMR LLC | BUY | 16.58 | 1,523   | 1,523   |
| 12/2/2014  | FMR LLC | BUY | 16.58 | 10,859  | 10,859  |
| 12/3/2014  | FMR LLC | BUY | 16.29 | 832     | 832     |
| 12/3/2014  | FMR LLC | BUY | 16.31 | 110     | 110     |
| 12/3/2014  | FMR LLC | BUY | 16.29 | 13,078  | 13,078  |
| 12/3/2014  | FMR LLC | BUY | 16.31 | 1,739   | 1,739   |
| 12/3/2014  | FMR LLC | BUY | 16.29 | 1,310   | 1,310   |
| 12/3/2014  | FMR LLC | BUY | 16.31 | 174     | 174     |
| 12/3/2014  | FMR LLC | BUY | 16.29 | 9,377   | 9,377   |
| 12/3/2014  | FMR LLC | BUY | 16.31 | 1,247   | 1,247   |
| 12/4/2014  | FMR LLC | BUY | 16.31 | 22,428  | 22,428  |
| 12/4/2014  | FMR LLC | BUY | 16.30 | 3,874   | 3,874   |
| 12/4/2014  | FMR LLC | BUY | 16.31 | 394,610 | 394,610 |
| 12/4/2014  | FMR LLC | BUY | 16.30 | 60,853  | 60,853  |
| 12/4/2014  | FMR LLC | BUY | 16.31 | 32,574  | 32,574  |
| 12/4/2014  | FMR LLC | BUY | 16.30 | 6,097   | 6,097   |
| 12/4/2014  | FMR LLC | BUY | 16.31 | 616,382 | 616,382 |
| 12/4/2014  | FMR LLC | BUY | 16.30 | 43,676  | 43,676  |

# 6. Associates

The reasons the persons named in paragraph 3 above are associates of the substantial holder are all follows:

| Name and ACN/ARSN (if applicable) | Nature of association |
|-----------------------------------|-----------------------|
| N/A                               |                       |

# 7. Addresses

The addresses of the persons named in this form are as follows:

Refer to Annexure A

Sign Here: Palao ancier

Dated: 8 December 2014

Philip Alexander

Regulatory Reporting Manager
Duly authorized under Powers of Attorney on behalf of FMR LLC

Annexure A

| Investment Manager Address | Address                             | Custodian                      | Nature of Relevent Interest         | Sum of Numerator Shares |
|----------------------------|-------------------------------------|--------------------------------|-------------------------------------|-------------------------|
|                            |                                     | BROWN BROTHERS HARRIMAN AND CO |                                     | 3,271,431               |
|                            |                                     | CITIBANK NA                    |                                     | 1,666,793               |
| FMR CO., INC               | 245 Summer Street, Boston, MA 02210 | JPMORGAN CHASE BANK            | Investment Discretion/ Voting Power | 215,772                 |
|                            |                                     | NORTHERN TRUST CO (C)          |                                     | 661,157                 |
|                            |                                     | STATE STREET BANK AND TR CO    |                                     | 1,084,410               |
| Grand Total                |                                     |                                |                                     | E95'668'9               |