

For that derivative,-

Parties to the derivative:

If the director or senior manager is not a party to the derivative, the nature of the relevant interest in the derivative:

Not applicable Not applicable

Ongoing Disclosure Notice

Disclosure of Directors and Senior Managers Relevant Interests

| Sections 297(2) and 298(2), Financial Markets Conduct Act 2013 | |
|---|---|
| To NZX Limited; and | |
| Name of listed issuer: | Xero Limited (XRO) |
| Date this disclosure made; | A March 2015 |
| Date of last disclosure: | Not applicable |
| | |
| Director or senior manager giving disclosure | |
| Full name(s): | Andy Lark |
| Name of listed issuer: | Xero Limited (XRO) |
| Name of related body corporate (if applicable): | Not applicable |
| Position held in listed issuer: | Chief Marketing Officer |
| Summary of acquisition or disposal of relevant interest (excluding specified derivatives) | |
| Class of affected quoted financial products: | Unlisted conditional contractual right to be issued Ordinary Shares in Xero Limited (Restricted Stock Units or RSUs) |
| Nature of the affected relevant interest(s): | RSUs, subject to the terms of the Xero Limited Restricted Stock Unit Plan (AU) (Plan). 70,000 of the RSUs granted will vest (meaning that an equivalent number of Ordinary Shares in Xero Limited will be issued) (Vest) in three parts on each of 31 March 2015, 31 March 2016, and 31 March 2017 (20%; 40%; 40%), subject to the terms of the Plan, including continued employment of the employee with the Xero Limited Group, and the satisfaction of certain performance hurdles, on each vesting date. 5,250 of the RSUs will Vest in three equal parts on each of 31 March 2015, 31 March 2016, and 31 March 2017, subject to the terms of the Plan, including continued employment of the employee with the Xero Limited Group on each vesting date (no performance hurdles). |
| For that relevant interest- | |
| Number held in class before acquisition or disposal: | None |
| Number held in class after acquisition or disposal: | 75,250 |
| Current registered holder(s): | Not applicable |
| Registered holder(s) once transfers are registered: | Andy Lark |
| Summary of acquisition or disposal of specified derivatives relevant interest (if applicable) | |
| Type of affected derivative: | Not applicable |
| Class of underlying financial products: | Not applicable |
| Details of affected derivative- | |
| The notional value of the derivative (if any) or the notional amount of underlying financial products (if any): | Not applicable |
| A statement as to whether the derivative is cash settled or physically settled: | Not applicable |
| Maturity date of the derivative (if any): | Not applicable |
| Expiry date of the derivative(if any): | Not applicable |
| The price specified in the terms of the derivative (if any): | Not applicable |
| Any other details needed to understand how the amount of the consideration payable under the derivative or the value of the derivative is affected by the value of the underlying financial products; | Not applicable |

| Details of | transactions | giving | rise to | acquisition | or disposal |
|------------|--------------|--------|---------|-------------|-------------|
| | | 3 | | | |

| | |
|---|------|
| Total number of transactions to which notice relates: | 1 11 |

| Date of transaction: | 25 February 2015 |
|---|--|
| Nature of transaction: | Allocation of RSUs under the Xero Limited Restricted Stock Unit Plan (AU). |
| Name of any other party or parties to the transaction (if known): | Not applicable |
| The consideration, expressed in New Zealand dollars, paid or received for the acquisition or disposal. If the consideration was not in cash and cannot be readily by converted into a cash value, describe the consideration: | The RSUs have been granted pursuant to the Xero Limited Restricted Stock Unit Plan (AU) as part of the remuneration package of Andy Lark in his role as Chie Marketing Officer of Xero Limited. The RSUs are subject to certain conditions in order to vest (as described above). No cash consideration is required to be paid for the RSUs to vest. |
| Number of financial products to which the transaction related: | 1 |
| If the issuer has a financial products trading policy that prohibits directors or senior managers from trading during any period without written clearance (a closed period) include the following details— | |
| Whether relevant interests were acquired or disposed of during a closed period: | Not applicable |
| Whether prior written clearance was provided to allow the acquisition or disposal to proceed | Not applicable |
| during the closed period: Date of the prior written clearance (if any); | Not applicable |
| ere of the prior million obstantion (it diff). | 1.101 applicable |
| Summary of other relevant interests after acquisition or disposal: | |
| Class of quoted financial products: | Not applicable |
| Nature of relevant interest: | Not applicable |
| For that relevant interest,- | Nat and Santa |
| Number held in class: Current registered holder(s): | Not applicable Not applicable |
| For a derivative relevant interest,- | rtot applicable |
| Type of derivative: | Not applicable |
| Details of derivative,- | |
| The notional value of the derivative (if any) or the notional amount of underlying financial products (if any): | Not applicable |
| A statement as to whether the derivative is cash settled or physically settled: | Not applicable |
| Maturity date of the derivative (if any): | Not applicable |
| Expiry date of the derivative (if any): | Not applicable |
| The price's specified terms (if any): | Not applicable |
| Any other details needed to understand how the amount of the consideration payable under the derivative or the value of the derivative is affected by the value of the underlying financial products: | Not applicable |
| For that derivative relevant interest,- | |
| Parties to the derivative: | Not applicable |
| f the director or senior manager is not a party to the derivative, the nature of the relevant interest n the derivative: | Not applicable |
| if the derivative, | L |
| Certification | |
| I 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. | photographic state and the sta |
| Signature of director or officer: Andrew Lank | |
| | 2 March 2015 |
| Date of signature: | 2 March 2015 |

