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## **STOCK EXCHANGE ANNOUNCEMENT**

13 October 2017

### **Chorus Q1 FY18 Connections Update**

**Total fixed line connections declined by 20k to 1,582,000 in the three months to 30 September, while total broadband connections declined by 2k to 1,184,000**

- line loss slowed progressively through Q1 as our *Ask for Better* campaign made customers more aware of their better broadband options
- broadband connections grew in Chorus' UFB areas, while local fibre companies continued to gain fibre connections in their areas and some retailers promoted their wireless networks more widely

#### **More customers than ever made the switch to better broadband on copper VDSL or fibre**

- 53% of broadband connections now on VDSL or fibre, up from 45% at 30 June
- 50,000 connections were added to VDSL, our largest increase ever
- field force productivity was the highest ever with 40,000 new fibre connections built
- fibre uptake across all Chorus UFB areas is now 39%, with Blenheim leading at 47% uptake

#### **Data demand continues to grow as video streaming drives increased broadband usage**

- 1,240 gigabits per second average network throughput at 9pm in September 2017, up from 1,084 Gbps in June 2017
- 162GB monthly average household data usage in September (128GB average on copper broadband; 251GB on fibre), up from 155GB in June

## **ENDS**

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