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STOCK EXCHANGE ANNOUNCEMENT

17 January 2020

Chorus Q2 FY20 Connections Update

The Q2 period saw the gigabit fibre uptake surge and the completion of the UFB1 rollout.

Total fixed line connections declined by 12k to 1,432,000 (Q1 FY20: -6k; Q2 FY19: -21k)

- copper voice line reductions moderated in Q2 (Q2 -12k; Q1 -16k) while seasonal factors (e.g. holidays and student disconnections) meant reduced broadband growth in Chorus UFB areas

Total broadband connections stable at 1,206,000 (Q1 FY20: +10k; Q2 FY19: -4k)

- another strong quarter for fibre demand, with 36k connections added
- 1Gbps connections now 13% of mass market fibre connections, at 87k connections (Q1: 69k)
- UFB uptake rose from 55% to 56%, with the UFB1 rollout now complete and a further 52,000 customers able to connect to fibre across the UFB1 and 2 footprint
- UFB2 uptake already at 34%

Monthly average data usage for December grew to 293GB, up from 279GB in September

- copper broadband usage grew to 200GB vs 363GB for fibre users

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