

## STOCK EXCHANGE ANNOUNCEMENT

12 July 2021

### Q4 FY21 overview

#### Total fixed line connections declined by 16k to 1,340,000\*

##### Copper broadband and voice connections declined by 44k (Q3 FY21: -42k)

- fixed wireless providers continued targeted sales campaigns to their fixed line customers
- voice only disconnections increased to 14k (Q3: -11k)

##### Total broadband connections declined by 1k to 1,180,000\* (Q3 FY21: -2k)

- COVID-19 impact on net migration continues to constrain broadband growth below historic rate
- increase of 5k connections in Chorus UFB zone driven by Chorus incentive and migration campaigns
- market reports indicate smaller retailers continue to grow broadband market share
- Vodafone and Skinny introduced \$55 and \$50 4G unlimited fixed wireless plans; 5G plans in some areas

##### Fibre broadband connections increased by 29k (Q3 FY21: +29k)

- fibre uptake across the completed UFB footprint grew from 64% to 65%
- strongest quarterly fibre growth was in the Queenstown and Wellington-Kapiti regions
- 1Gbps connections increased 14k and are now 19% of GPON connections
- average monthly data usage on fibre increased to 500GB, up from 491GB in March (including upstream traffic)
- streaming traffic continues to grow with highest June throughput of 2.97Tbps on Queen's Birthday

\*totals exclude 10,000 broadband connections Chorus is partly subsidising for student households

Authorised by:  
JB Rousselot  
Chief Executive Officer

## ENDS

For further information:

Steve Pettigrew  
Head of External Communications  
Mobile +64 (27) 258 6257  
Email: [Steve.Pettigrew@chorus.co.nz](mailto:Steve.Pettigrew@chorus.co.nz)

Brett Jackson  
Investor Relations Manager  
Phone: +64 4 896 4039  
Mobile: +64 (27) 488 7808  
Email: [Brett.Jackson@chorus.co.nz](mailto:Brett.Jackson@chorus.co.nz)