

STOCK EXCHANGE ANNOUNCEMENT

14 October 2021

Q1 FY22 overview

Total fibre connections increased by 23k to 894,000 (Q4 FY21: +29k)

Fibre uptake across the completed UFB footprint grew from 65% to 66%

- fibre broadband connections increased by 23k despite cessation of installation activity during COVID alert level 4 lockdowns and reduced volumes under alert level 3 across major centres in the latter half of the quarter
- uptake in UFB1 areas reached 71% (+2%) with Auckland reaching 76% (+1%)
- uptake in UFB2 areas now averages 44% with the fibre rollout recently completed in Whangamata, Rakaia, Haast and Ranfurly
- COVID lockdowns have driven increased demand for higher speed plans with strong momentum in 1Gbps upgrades and demand for Hyperfibre during the quarter

Total broadband connections increased 3k to 1,183,000* (Q4 FY21: -1k)

- first three months of FY22 delivered positive net monthly broadband connections

Copper broadband and voice connections declined by 32k (Q4 FY21: -44k)

- COVID lockdowns in Aug-Sept reduced the number of copper broadband disconnections in all geographies
- voice only disconnections also slowed slightly to 12k (Q4 FY21: -14k)
- total fixed line connections declined by 9k to 1,331,000* (Q4 FY21: -16k)

Average monthly data usage grew 25% from June, boosted by COVID lockdown demand

- average fibre usage was 621GB in September, up from 500GB in June
- average monthly usage on copper was 297GB, up from 254GB in June

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

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