

Disclosure of beginning to have substantial holding

Section 276, Financial Markets Conduct Act 2013

To	NZX Limited
and	
To	EROAD Limited (ERD)
Date this disclosure made:	6 April 2018
Date on which substantial holding began:	27 March 2018

Substantial product holder(s) giving disclosure

Full name(s):	First NZ Capital Group Limited
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Summary of substantial holding

Class of quoted voting products:	Ordinary shares
Summary for:	Harbour Asset Management Limited and First NZ Capital Securities Limited
For this disclosure - (a) total number held in class:	3,430,697
(b) total in class:	68,089,931
(c) total percentage held in class:	5.038%

Details of relevant interests

Details for:	First NZ Capital Securities Limited	Harbour Asset Management Limited
Nature of relevant interest(s):	Beneficial owner of financial products	As fund manager, the power to exercise a right to vote attached to, and power to acquire or dispose of, the products, under powers of investment contained in investment management contracts with clients (the

			beneficial owners of the products).
For that relevant interest -	number held in class:	370,399	3,060,298
	percentage held in class:	0.544%	4.494%
	current registered holder of financial products:	First NZ Capital Securities Limited	Unknown + various nominee companies on behalf of clients as beneficial owners.
	registered holder of financial products once transfer is registered:	First NZ Capital Securities Limited No relevant agreement needs to be attached under regulation 139.	Various nominee companies on behalf of clients as beneficial owners. No relevant agreement needs to be attached under regulation 139.

Details of transactions and events giving rise to relevant event

Details of the transactions or other events requiring disclosure:	<p>As at 27 March 2018, Harbour Asset Management Limited, on behalf of clients as beneficial owners, holds 3,060,298 ordinary shares in ERD. During the 4 months prior to 27 March 2018 Harbour Asset Management Limited, on behalf of clients and in the ordinary course of business purchased 3,152,498 ERD ordinary shares for a gross consideration of 10,855,747 and sold 92,200 ERD ordinary shares for a gross consideration of 328,566.</p> <p>As at 27 March 2018, First NZ Capital Securities Limited, in the ordinary course of daily trading activity, holds 370,399 ordinary shares in ERD. During the 4 months prior to 27 March 2018 First NZ Capital Securities Limited, in the ordinary course of trading activity purchased 3,011,347 ERD ordinary shares for a gross consideration of \$9,944,402 and sold 2,985,448 ERD ordinary shares for a gross consideration of \$9,869,344.</p>
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Additional information

Address(es) of substantial product holder(s):	Level 14, 171 Featherston Street, Wellington
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Contact details:	Kate Livingston, + 64 9 307 5747, kate.livingston@fnzc.co.nz
Nature of connection between substantial product holders:	First NZ Capital Group Limited, First NZ Capital Securities Limited and Harbour Asset Management Limited are related bodies corporate.

Name of any other person believed to have given, or believed to be required to give, a disclosure under the Financial Markets Conduct Act 2013 in relation to the financial products to which this disclosure relates: none.

Certification

I, Kate Livingston, 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.