

QUARTERLY CONNECTIVITY UPDATE

Q1: to 31 MARCH 2020



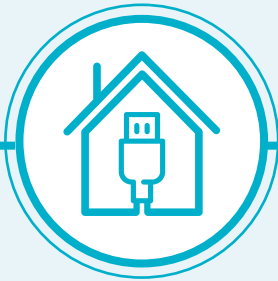
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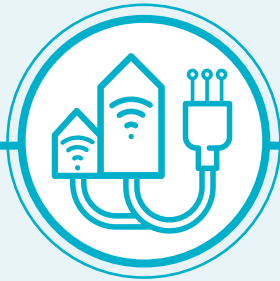
Q1 HIGHLIGHTS

JANUARY - MARCH 2020



17,038

UFB HOMES & BUSINESSES PASSED



41,878

UFB CONNECTIONS



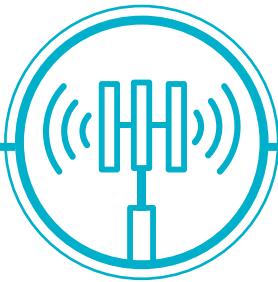
58%

UFB UPTAKE



23

UFB TOWNS AND CITIES COMPLETED



27

NEW MOBILE TOWERS COMPLETE



3,078

RURAL HOMES & BUSINESSES WITH ACCESS TO IMPROVED BROADBAND



84km

STATE HIGHWAY COVERED



3

NEW TOURISM SITES COVERED



52

MARAE CONNECTED THIS QUARTER



\$31m

INVESTED IN UFB THIS QUARTER



\$19m

INVESTED IN RBi2/MBSF* THIS QUARTER

* Rural Broadband Initiative Phase 2 and Mobile Black Spot Fund Programme

OUR TARGETS

ULTRA-FAST BROADBAND (UFB) TARGETS



OVER 1.8 MILLION HOMES & BUSINESSES

(87% of New Zealanders) will have access to UFB by the end of 2022



UFB will be rolled out to over 411 TOWNS & CITIES



When the programme is complete New Zealand will be one of the **LEADING COUNTRIES** in the OECD for fibre availability



OUR OVERALL TARGET

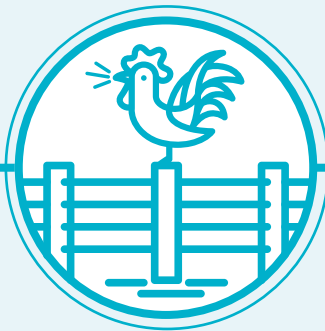
99.8%

of New Zealand's population will be able to access improved broadband by the end of 2023

RURAL BROADBAND INITIATIVE PHASE 2 (RBIZ) AND MOBILE BLACK SPOT FUND (MBSF) TARGETS



**818
ELIGIBLE MARAE**
can connect to broadband
on request



**84,000 RURAL HOMES
AND BUSINESSES**
will receive improved
broadband by the end of 2023



ABOUT 1,400 KM
of State Highway and over
168 TOURISM SITES
will receive mobile coverage

OVERALL PROGRESS

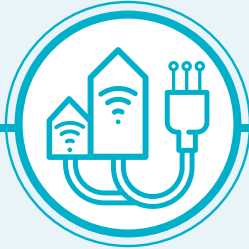
ULTRA-FAST BROADBAND (UFB) PROGRESS



169 UFB TOWNS AND CITIES are now complete



The UFB build is **91% COMPLETE AND 2% AHEAD** of schedule



966,773 HOMES AND BUSINESSES connected to UFB



UPTAKE 58%



4.5% INCREASE in connections versus previous quarter

OUR OVERALL PROGRESS FOR UFB



82%

OF NEW ZEALANDERS CAN NOW ACCESS UFB



114

MARAE ARE NOW CONNECTED



INVESTED IN CY2020

UFB: \$31m

RBI2/MBSF: \$19m

RURAL BROADBAND INITIATIVE PHASE 2 (RBI2) AND MOBILE BLACK SPOT FUND (MBSF) PROGRESS



45,768 RURAL HOMES AND BUSINESSES can access improved broadband
54% complete



36 TOURISM SITES have mobile coverage
21% complete



443KM OF STATE HIGHWAY have mobile coverage
32% complete



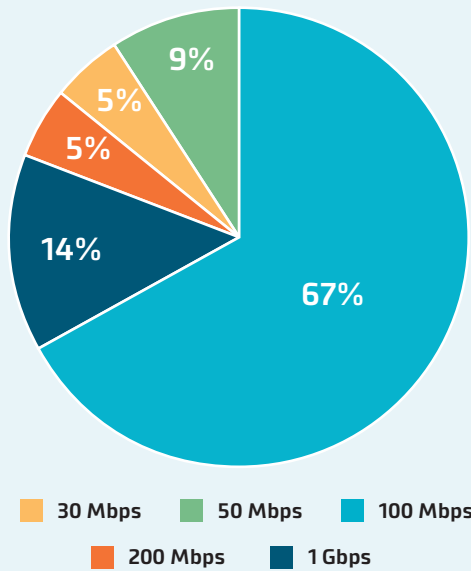
86 MOBILE TOWERS are live
15% complete

UFB SNAPSHOTS

TOP 10 CENTRES FOR UFB UPTAKE THIS QUARTER

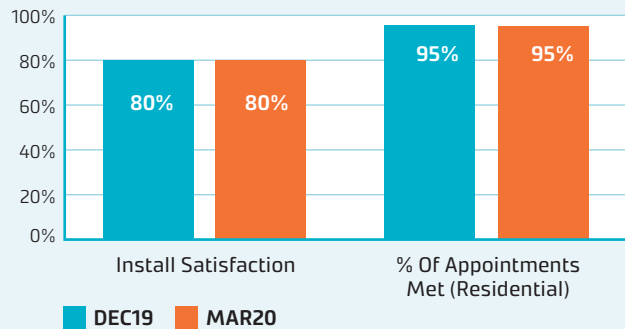
RANK	TOWN	UPTAKE %	CHANGE IN RANK
1	Rolleston	76%	-
2	Whatawhata	75%	-
3	Horotiu	72%	2
4	Hamilton	70%	3
5	Waiuku	69%	1
6	Tauranga	69%	2
7	Mosgiel	68%	-4
8	Nelson	68%	1
9	Lincoln	68%	-5
10	Cambridge	66%	0

UFB PRODUCT MIX AND INSTALLATION MEASURES

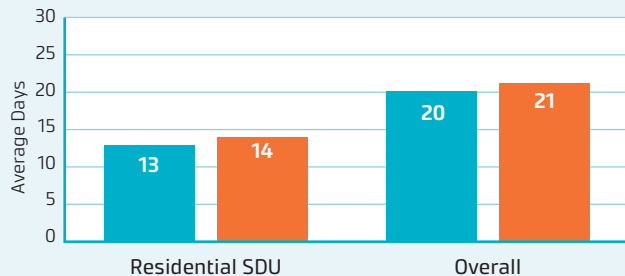


The average speed of UFB services is **223 Mbps**. Consumers are continuing to migrate to higher speed UFB plans, including the gigabit plan.

UFB INSTALL CUSTOMER MEASURES



UFB AVERAGE DAYS TO INSTALL



GIGABIT CONNECTIONS

132,659

Gigabit connections - end of quarter

21,946

Additional connections this quarter

SNAPSHOT FEATURE

UNIFONE - CATLINS COVERAGE. A JOINT EFFORT TO BENEFIT THE WHOLE COMMUNITY

UNIFONE, WITH THE HELP OF THE SECOND PHASE OF THE RURAL BROADBAND INITIATIVE (RBI2) FUNDING, HAS BEEN ABLE TO PUT INTERNET INFRASTRUCTURE INTO THE CATLINS AREA, FROM POUNAWEA RIGHT DOWN THE COASTLINE. WITH THANKS TO LOCAL FARMERS, THE TAUTUKU X 3C TRUST, AND LOCALS, THIS AREA NOW HAS ACCESS TO WIRELESS BROADBAND AND A RELIABLE PHONE SERVICE.

Getting internet to the Catlins has been a local effort. Unifone used the services of a local civil works contractor to set up the wireless broadband repeaters, as a way of supporting the local economy. The new network utilises private nearby farmland for infrastructure, with local businesses like the Whistling Frog Café now able to offer visitors internet access. Uptake is steady and the CIP funding has allowed Unifone to offer high speed plans which has been appreciated by customers like the Whistling Frog.

The Whistling Frog is a very busy property in the middle of the Catlins with accommodation and a café. The lack of reliable connectivity was always a big problem. The accounting, booking and management systems are all in the cloud, so slow, unreliable, internet was stopping staff doing their jobs. And, you could forget streaming a movie or even watching a YouTube video - until they joined forces with Unifone.

"We also have around two to three hundred people a day needing internet as we don't have any cell phone coverage. Our usage went from megabytes a day to terabytes a day when we upgraded to the new high-speed internet link" says Paul Bridson, owner of the Whistling Frog. "Customers are much happier now, and can share their experiences here with family and friends where ever they may be in the world".

Having a local company managing the whole property from their office in Balclutha is helpful as well. Unifone is on hand to work with them on solutions, and results are fast.



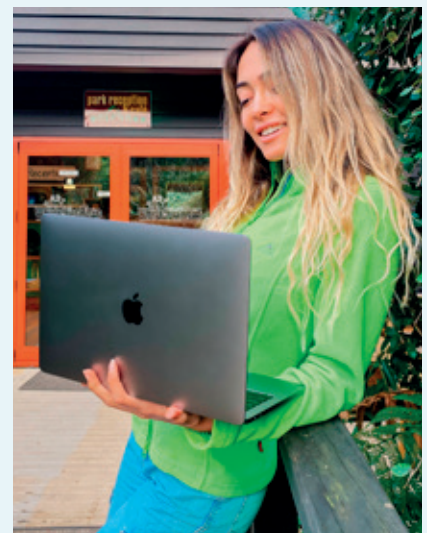
This antenna on Mt Stewart shares its windy location with nine wind turbines.

As well as increasing the Catlins network, Unifone's RBI2 funding involves increasing the internet coverage in the Clutha district, Cromwell, and Central Otago from Alexandra to Lauder. It also provides enhanced internet coverage in the rural areas around Dunedin City and North Otago.

Getting internet access and a reliable phone service to this part of Otago has been a challenge, but it's been incredibly rewarding, and as tourist numbers in the area look to continue to increase, locals and tourists alike will benefit from the generosity hard work that the local community have put into supporting the infrastructure in the area.

This antenna on Mt Stewart, shown above, shares its windy location with nine wind turbines. It is the first of Unifone's sites to be built under the RBI2 contract with CIP. It was built in the company's workshop, and then brought to the site

and installed there by three Unifone staff and was fully functional in one day.



Staff member Lily making the most of the Unifone broadband upgrade.

UPDATE BY REGION





NORTHLAND



UFB

- There are **14** towns and cities with UFB available.
- **52%** of those with access to UFB have connected.
- There is a total of **20,787** premises connected.

RANK	TOWN	UPTAKE
1	Waipū	66%
2	Hikurangi	63%
3	Whangārei	62%
4	One Tree Point	52%
5	Kerikeri	48%



RB12/MBSF

- There are **6,316** households or businesses with RB12 access which is **69%** of target.
- There are **74** kilometres of mobile coverage on State Highways which is **65%** of target.
- There are **5** tourist sites with mobile coverage which is **33%** of target.
- There have been **21** mobile towers built which is **33%** of target.



MARAE

There are **24** Marae connected in Northland.

TOTAL INVESTED:

Northland: **\$61.3m**





AUCKLAND



UFB

- There are **9** towns and cities with UFB available.
- **65%** of those with access to UFB have connected.
- There is a total of **371,397** premises connected.

RANK	TOWN	UPTAKE
1	Waiuku	69%
2	Auckland	66%
3	Pukekohe	61%
4	Waiheke Island	53%
5	Waimauku	52%



RB12/MBSF

- There are **3,470** households or businesses with RB12 access which is **57%** of target.
- There are **11** kilometres of mobile coverage on State Highways which is **69%** of target.
- There have been **2** mobile towers built which is **8%** of target.



MARAE

There are **4** Marae connected in Auckland.

TOTAL INVESTED:

Auckland: **\$461.7m**





WAIKATO



UFB

- There are **32** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **77,426** premises connected.

RANK	TOWN	UPTAKE
1	Whatawhata	75%
2	Horotiu	72%
3	Hamilton	70%
4	Cambridge	66%
5	Hamilton Fringes	58%



RB12/MBSF

- There are **4,439** households or businesses with RB12 access which is **43%** of target.
- There are **12** kilometres of mobile coverage on State Highways which is **12%** of target.
- There are **2** tourist sites with mobile coverage which is **15%** of target.



MARAE

There are **18** Marae connected in Waikato.

TOTAL INVESTED:

Waikato: **\$138.6m**





BAY OF PLENTY



UFB

- There are **10** towns and cities with UFB available.
- **61%** of those with access to UFB have connected.
- There is a total of **67,803** premises connected.

RANK	TOWN	UPTAKE
1	Tauranga	69%
2	Rotorua	58%
3	Whakātane	53%
4	Ōmokoroa	51%
5	Katikati	39%



RB12/MBSF

- There are **2,842** households or businesses with RB12 access which is **46%** of target.
- There are **25** kilometres of mobile coverage on State Highways which is **38%** of target.
- There are **6** tourist sites with mobile coverage which is **67%** of target.
- There have been **3** mobile towers built which is **9%** of target.



MARAE

There are **4** Marae connected in the Bay of Plenty.

TOTAL INVESTED:

Bay of Plenty: **\$101.9m**





GISBORNE



UFB

- There are **3** towns and cities with UFB available.
- **49%** of those with access to UFB have connected.
- There is a total of **7,507** premises connected.

RANK	TOWN	UPTAKE
1	Gisborne	49%
2	Ruatoria	42%
3	Tolaga Bay	33%



RB12/MBSF

- There are **1,383** households or businesses with RB12 access which is **58%** of target.
- There are **36** kilometres of mobile coverage on State Highways which is **32%** of target.
- There have been **2** mobile towers built which is **12%** of target.



MARAE

There are **28** Marae connected in Gisborne.

TOTAL INVESTED:

Gisborne: **\$17.6m**





HAWKE'S BAY



UFB

- There are **8** towns and cities with UFB available.
- **50%** of those with access to UFB have connected.
- There is a total of **28,241** premises connected.

RANK	TOWN	UPTAKE
1	Napier	55%
2	Bay View	52%
3	Hastings	43%
4	Wairoa	41%
5	Takapau	41%



RB12/MBSF

- There are **1,550** households or businesses with RB12 access which is **37%** of target.
- There are **29** kilometres of mobile coverage on State Highways which is **28%** of target.
- There are **2** tourist sites with mobile coverage which is **22%** of target.
- There have been **8** mobile towers built which is **18%** of target.



MARAE

There are **26** Marae connected in Hawke's Bay.

TOTAL INVESTED:

Hawke's Bay: **\$59.3m**





TARANAKI



UFB

- There are **14** towns and cities with UFB available.
- **55%** of those with access to UFB have connected.
- There is a total of **23,600** premises connected.

RANK	TOWN	UPTAKE
1	New Plymouth	63%
2	Hāwera	59%
3	Stratford	49%
4	Inglewood	44%
5	Lepperton	43%



RBI2/MBSF

- There are **1,322** households or businesses with RBI2 access which is **55%** of target.
- There are **30** kilometres of mobile coverage on State Highways which is **38%** of target.
- There have been **4** mobile towers built which is **24%** of target.



MARAE

There are **6** Marae connected in Taranaki.

TOTAL INVESTED:

Taranaki: **\$38.1m**





MANAWATŪ-WHANGANUI



UFB

- There are **12** towns and cities with UFB available.
- **54%** of those with access to UFB have connected.
- There is a total of **40,853** premises connected.

RANK	TOWN	UPTAKE
1	Longburn	64%
2	Palmerston North	59%
3	Feilding	58%
4	Levin	53%
5	Whanganui	50%



RBI2/MBSF

- There are **6,909** households or businesses with RBI2 access which is **62%** of target.
- There are **47** kilometres of mobile coverage on State Highways which is **54%** of target.
- There are **2** tourist sites with mobile coverage which is **33%** of target.
- There have been **5** mobile towers built which is **13%** of target.



MARAE

There are **4** Marae connected in Manawatū-Whanganui.

TOTAL INVESTED:

Manawatu-Whanganui: **\$80.4m**





WELLINGTON



UFB

- There are **10** towns and cities with UFB available.
- **46%** of those with access to UFB have connected.
- There is a total of **101,006** premises connected.

RANK	TOWN	UPTAKE
1	Masterton	57%
2	Porirua	51%
3	Wellington	49%
4	Hutt City	48%
5	Ōtaki	48%



RBI2/MBSF

- There are **1,763** households or businesses with RBI2 access which is **45%** of target.
- There is **1** tourist site with mobile coverage which is **20%** of target.

TOTAL INVESTED:

Wellington: **\$183.9m**





TASMAN



UFB

- There are **3** towns and cities with UFB available.
- **46%** of those with access to UFB have connected.
- There is a total of **2,275** premises connected.

RANK	TOWN	UPTAKE
1	Ruby Bay	63%
2	Motueka	47%
3	Kaiteriteri	10%



RBI2/MBSF

- There are **696** households or businesses with RBI2 access which is **28%** of target.
- There are **16** kilometres of mobile coverage on State Highways which is **23%** of target.
- There has been **1** mobile tower built which is **3%** of target.

TOTAL INVESTED:

Tasman: **\$14.7m**



NELSON



UFB

- There is **1** city with UFB available.
- **68%** of those with access to UFB have connected.
- There is a total of **18,375** premises connected.

RANK	TOWN	UPTAKE
1	Nelson	68%



RB12/MBSF

- There are **27** households or businesses with RB12 access which is **12%** of target.
- There is **1** kilometre of mobile coverage on State Highways which is **5%** of target.

TOTAL INVESTED:

Nelson: **\$22.5m**



MARLBOROUGH



UFB

- There are **3** towns and cities with UFB available.
- **51%** of those with access to UFB have connected.
- There is a total of **9,070** premises connected.

RANK	TOWN	UPTAKE
1	Blenheim	57%
2	Picton	33%
3	Renwick	24%



RBI2/MBSF

- There are **1,066** households or businesses with RBI2 access which is **45%** of target.
- There are **15** kilometres of mobile coverage on State Highways which is **30%** of target.
- There have been **2** mobile towers built which is **11%** of target.

TOTAL INVESTED:

Marlborough: **\$20.5m**



WEST COAST



UFB

- There are **9** towns and cities with UFB available.
- **41%** of those with access to UFB have connected.
- There is a total of **4,174** premises connected.

RANK	TOWN	UPTAKE
1	Hokitika	60%
2	Greymouth	55%
3	Runanga	46%
4	Punakaiki	33%
5	Reefton	29%



RBI2/MBSF

- There are **1,271** households or businesses with RBI2 access which is **44%** of target.
- There are **58** kilometres of mobile coverage on State Highways which is **22%** of target.
- There are **11** tourist sites with mobile coverage which is **36%** of target.
- There have been **15** mobile towers built which is **30%** of target.

TOTAL INVESTED:

West Coast: **\$18.9m**





CANTERBURY



UFB

- There are **25** towns and cities with UFB available.
- **57%** of those with access to UFB have connected.
- There is a total of **129,922** premises connected.

RANK	TOWN	UPTAKE
1	Rolleston	76%
2	Woodend	63%
3	Rangiora	60%
4	Lincoln	68%
5	Timaru	60%



RB12/MBSF

- There are **5,219** households or businesses with RB12 access which is **54%** of target.
- There are **23** kilometres of mobile coverage on State Highways which is **16%** of target.
- There is **1** tourist site with mobile coverage which is **4%** of target.
- There have been **3** mobile towers built which is **5%** of target.

TOTAL INVESTED: Canterbury: **\$196.4m**





OTAGO



UFB

- There are **8** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **47,389** premises connected.

RANK	TOWN	UPTAKE
1	Mosgiel	68%
2	Dunedin	63%
3	Queenstown	53%
4	Oamaru	51%
5	Cromwell	51%



RBI2/MBSF

- There are **2,761** households or businesses with RBI2 access which is **55%** of target.
- There are **62** kilometres of mobile coverage on State Highways which is **43%** of target.
- There are **3** tourist sites with mobile coverage which is **25%** of target.
- There have been **4** mobile towers built which is **12%** of target.

TOTAL INVESTED:

Otago: **\$80m**





SOUTHLAND



UFB

- There are **8** towns and cities with UFB available.
- **55%** of those with access to UFB have connected.
- There is a total of **16,947** premises connected.

RANK	TOWN	UPTAKE
1	Invercargill	61%
2	Otatara	58%
3	Winton	29%
4	Mossburn	29%
5	Manapouri	24%



RBI2/MBSF

- There are **4,724** households or businesses with RBI2 access which is **81%** of target.
- There are **3** kilometres of mobile coverage on State Highways which is **8%** of target.
- There are **3** tourist sites with mobile coverage which is **19%** of target.
- There have been **16** mobile towers built which is **41%** of target.

TOTAL INVESTED:

Southland: **\$36.4m**

