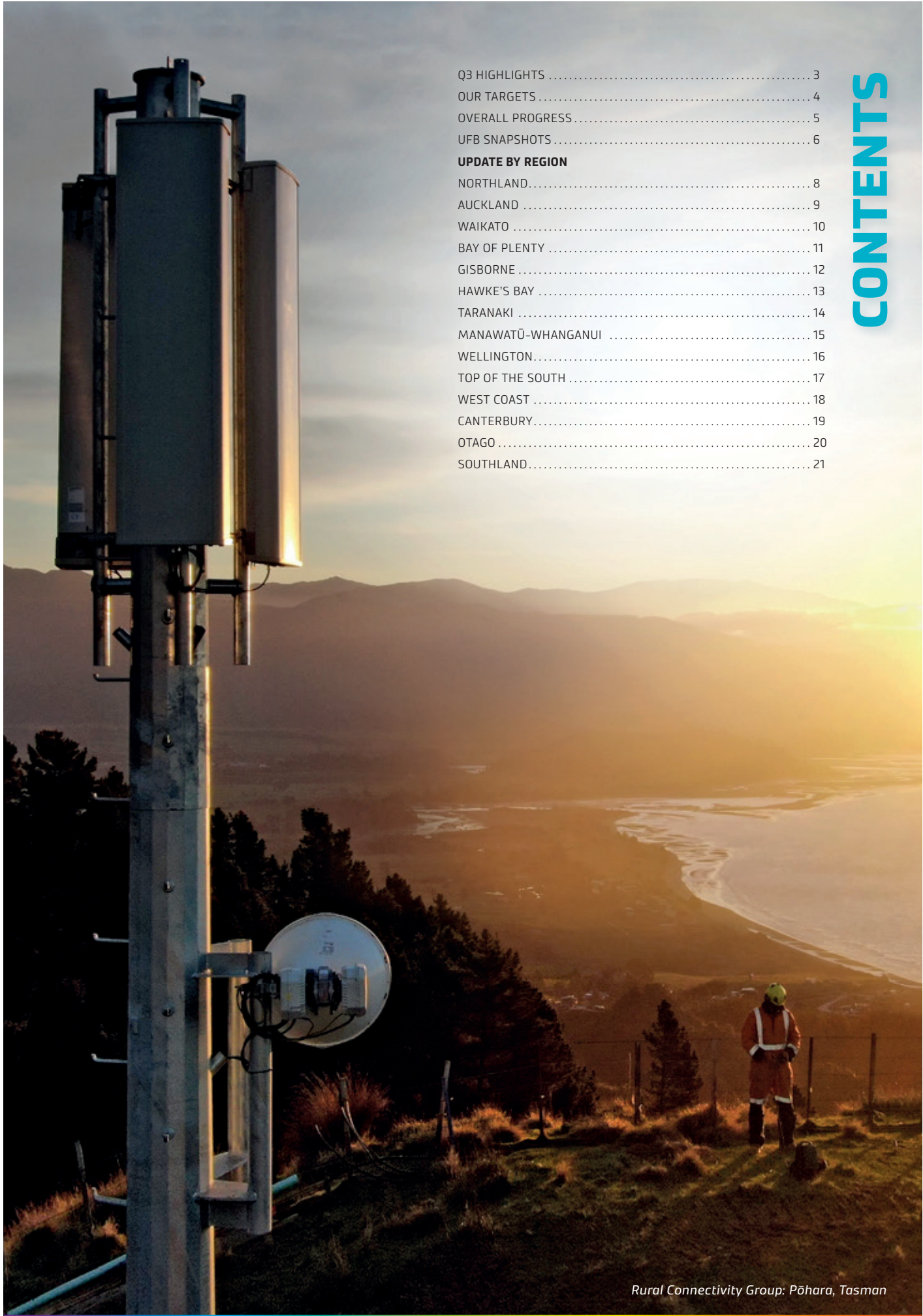


QUARTERLY CONNECTIVITY UPDATE

Q3: to 30 SEPTEMBER 2020





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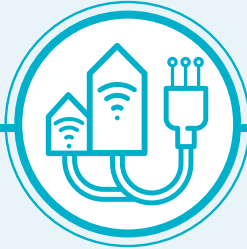
Q3 HIGHLIGHTS

JULY - SEPTEMBER 2020



17,342

UFB HOMES & BUSINESSES PASSED



41,458

UFB CONNECTIONS



62%

UFB UPTAKE



22

UFB TOWNS AND CITIES COMPLETED



22.2

FIBRE LINKS KM COMPLETE



31

NEW MOBILE TOWERS COMPLETE



3,130

RURAL HOMES & BUSINESSES WITH ACCESS TO IMPROVED BROADBAND



82km

STATE HIGHWAY COVERED



2

NEW TOURISM SITES COVERED



100
MARAЕ CONNECTED
THIS QUARTER



121
MARAЕ WITH
HARDWARE
INSTALLED THIS QUARTER



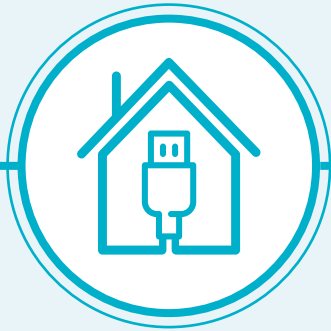
\$49.7m
INVESTMENT
IN DIGITAL
CONNECTIVITY
THIS QUARTER



1
MOBILE TOWER
WITH CAPACITY
UPGRADE
THIS QUARTER

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

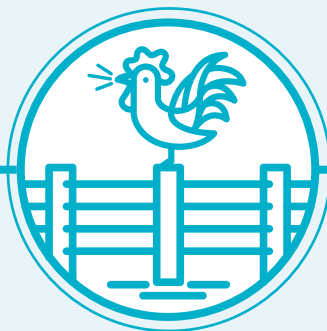
99.8%

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



**869
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

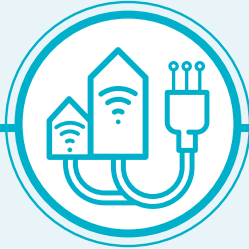
ULTRA-FAST BROADBAND (UFB) AND FIBRE PROGRESS



216 UFB TOWNS AND CITIES
are now complete



The UFB build is
93% COMPLETE AND 1% AHEAD
of schedule



1,045,843 HOMES AND BUSINESSES
connected to UFB



UPTAKE 62%



22.2 KM
Fibre Links KM
Complete

OUR OVERALL PROGRESS FOR UFB



84%
OF NEW ZEALANDERS
CAN NOW ACCESS UFB



277
MARAЕ
ARE NOW
CONNECTED



INVESTED
IN CY2020

\$145m

Total Investment



200
MARAЕ WITH
HARDWARE
INSTALLED

RURAL BROADBAND AND MOBILE BLACK SPOT FUND PROGRESS



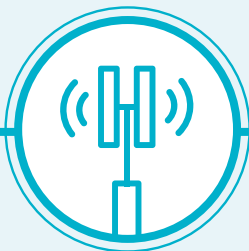
55,034 RURAL HOMES AND BUSINESSES
can access improved
broadband
65% complete



52 TOURISM SITES
have mobile coverage
31% complete



711KM OF STATE HIGHWAY
have mobile coverage
51% complete



157 MOBILE TOWERS
are live
27% complete



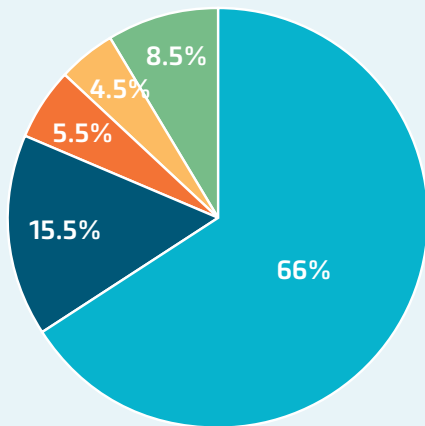
1 MOBILE TOWER WITH CAPACITY UPGRADE

UFB SNAPSHOTS

TOP 10 CENTRES FOR UFB UPTAKE THIS QUARTER

| RANK | TOWN | UPTAKE % | CHANGE IN RANK |
|------|--------------|----------|----------------|
| 1 | Morrinsville | 88% | New |
| 2 | Whatawhata | 85% | -1 |
| 3 | Horotiu | 81% | -1 |
| 4 | Rolleston | 76% | -1 |
| 5 | Waiuku | 73% | - |
| 6 | Hamilton | 73% | -2 |
| 7 | Tauranga | 72% | - |
| 8 | Mosgiel | 71% | - |
| 9 | Lincoln | 71% | -3 |
| 10 | Auckland | 70% | - |

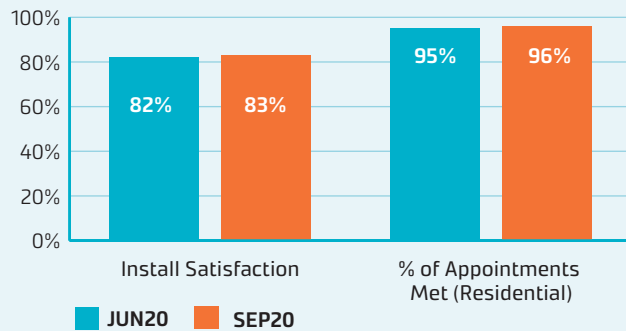
UFB PRODUCT MIX AND INSTALLATION MEASURES



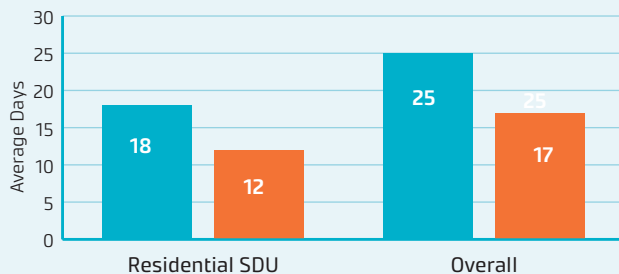
30 Mbps 50 Mbps 100 Mbps
200 Mbps 1 Gbps

The average speed of UFB services is **238 Mbps**. Consumers are continuing to migrate to higher speed UFB plans, including the gigabit plan.

UFB INSTALL CUSTOMER MEASURES



UFB AVERAGE DAYS TO INSTALL



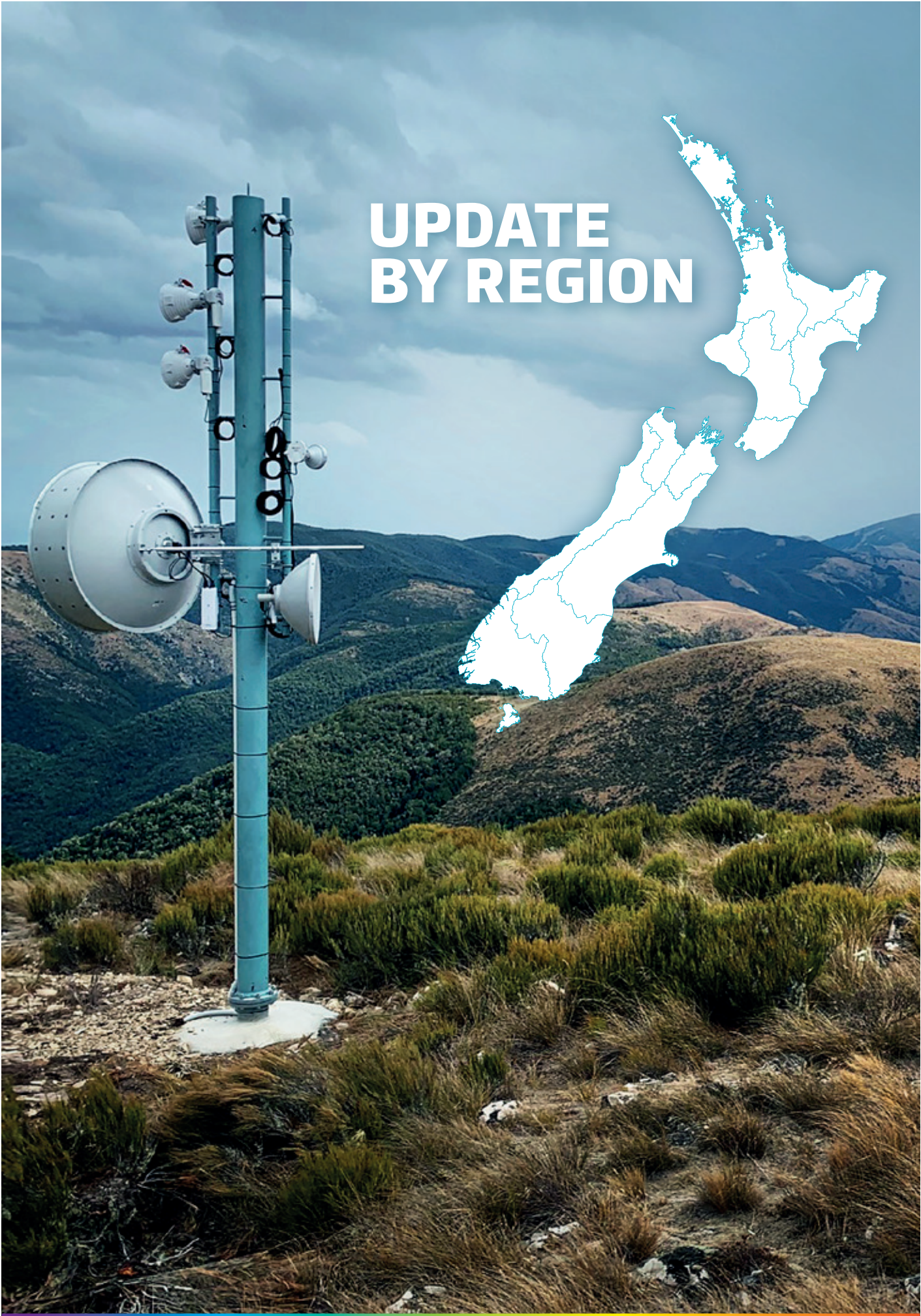
GIGABIT CONNECTIONS

161,420

Gigabit connections - end of quarter

15,635

Additional connections this quarter





NORTHLAND



UFB AND FIBRE

- There are **21** towns and cities with UFB available.
- **54%** of those with access to UFB have connected.
- There is a total of **23,262** premises connected.

| RANK | TOWN | UPTAKE |
|------|----------------|--------|
| 1 | Waipū | 68% |
| 2 | Hikurangi | 66% |
| 3 | Whangārei | 65% |
| 4 | Kerikeri | 55% |
| 5 | One Tree Point | 54% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **7,364** households or businesses with RBI2 access which is **80%** of target.
- There are **90** kilometres of mobile coverage on State Highways which is **79%** of target.
- There are **6** tourist sites with mobile coverage which is **40%** of target.
- There have been **27** mobile towers built which is **42%** of target.



MARAE

There are **70** Marae connected in Northland.

TOTAL INVESTED:

Northland: **\$67.9m**



AUCKLAND



UFB AND FIBRE

- There are **9** towns and cities with UFB available.
- **70%** of those with access to UFB have connected.
- There is a total of **399,339** premises connected.

| RANK | TOWN | UPTAKE |
|------|----------------|--------|
| 1 | Waiuku | 73% |
| 2 | Auckland | 70% |
| 3 | Waimauku | 69% |
| 4 | Pukekohe | 65% |
| 5 | Waiheke Island | 56% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **4,131** households or businesses with RBI2 access which is **67%** of target.
- There are **10** kilometres of mobile coverage on State Highways which is **66%** of target.
- There have been **4** mobile towers built which is **15%** of target.



MARAE

There are **8** Marae connected in Auckland.

TOTAL INVESTED:

Auckland: **\$463.8m**



WAIKATO



UFB AND FIBRE

- There are **41** towns and cities with UFB available.
- **62%** of those with access to UFB have connected.
- There is a total of **85,570** premises connected.

| RANK | TOWN | UPTAKE |
|------|--------------|--------|
| 1 | Morrinsville | 88% |
| 2 | Whatawhata | 85% |
| 3 | Horotiu | 81% |
| 4 | Hamilton | 73% |
| 5 | Te Kauwhata | 70% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **5,680** households or businesses with RBI2 access which is **55%** of target.
- There are **37** kilometres of mobile coverage on State Highways which is **35%** of target.
- There are **4** tourist sites with mobile coverage which is **31%** of target.
- There have been **7** mobile towers built which is **10%** of target.



MARAE

There are **33** Marae connected in Waikato.

TOTAL INVESTED:

Waikato: **\$161.5m**



BAY OF PLENTY



UFB AND FIBRE

- There are **14** towns and cities with UFB available.
- **64%** of those with access to UFB have connected.
- There is a total of **72,594** premises connected.

| RANK | TOWN | UPTAKE |
|------|-----------|--------|
| 1 | Tauranga | 72% |
| 2 | Rotorua | 60% |
| 3 | Whakatāne | 57% |
| 4 | Ōmokoroa | 52% |
| 5 | Katikati | 45% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **3,497** households or businesses with RB12 access which is **57%** of target.
- There are **32** kilometres of mobile coverage on State Highways which is **47%** of target.
- There are **6** tourist sites with mobile coverage which is **67%** of target.
- There have been **7** mobile towers built which is **20%** of target.



MARAE

There are **34** Marae connected in the Bay of Plenty.

TOTAL INVESTED:

Bay of Plenty: **\$109.8m**



GISBORNE



UFB AND FIBRE

- There are **3** towns and cities with UFB available.
- **53%** of those with access to UFB have connected.
- There is a total of **8,177** premises connected.

| RANK | TOWN | UPTAKE |
|------|------------|--------|
| 1 | Gisborne | 53% |
| 2 | Ruatoria | 48% |
| 3 | Tolaga Bay | 42% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **1,622** households or businesses with RB12 access which is **67%** of target.
- There are **70** kilometres of mobile coverage on State Highways which is **63%** of target.
- There is **1** tourist site with mobile coverage which is **25%** of target.
- There have been **4** mobile towers built which is **24%** of target.



MARAE

There are **39** Marae connected in Gisborne.

TOTAL INVESTED:

Gisborne: **\$17.9m**



HAWKE'S BAY



UFB AND FIBRE

- There are **10** towns and cities with UFB available.
- **54%** of those with access to UFB have connected.
- There is a total of **30,939** premises connected.

| RANK | TOWN | UPTAKE |
|------|----------|--------|
| 1 | Bay View | 63% |
| 2 | Havelock | 61% |
| 3 | Napier | 59% |
| 4 | Wairoa | 49% |
| 5 | Hastings | 48% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **1,975** households or businesses with RB12 access which is **47%** of target.
- There are **43** kilometres of mobile coverage on State Highways which is **42%** of target.
- There are **2** tourist sites with mobile coverage which is **22%** of target.
- There have been **13** mobile towers built which is **29%** of target.



MARAE

There are **41** Marae connected in Hawke's Bay.

TOTAL INVESTED:

Hawke's Bay: **\$61.5m**



TARANAKI



UFB AND FIBRE

- There are **15** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **25,492** premises connected.

| RANK | TOWN | UPTAKE |
|------|--------------|--------|
| 1 | New Plymouth | 66% |
| 2 | Lepperton | 63% |
| 3 | Hāwera | 61% |
| 4 | Stratford | 52% |
| 5 | Inglewood | 48% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **1,705** households or businesses with RBI2 access which is **71%** of target.
- There are **53** kilometres of mobile coverage on State Highways which is **68%** of target.
- There are **2** tourist sites with mobile coverage which is **67%** of target.
- There have been **9** mobile towers built which is **53%** of target.



MARAE

There are **9** Marae connected in Taranaki.

TOTAL INVESTED:

Taranaki: **\$39.9m**



MANAWATŪ-WHANGANUI



UFB AND FIBRE

- There are **16** towns and cities with UFB available.
- **56%** of those with access to UFB have connected.
- There is a total of **44,534** premises connected.

| RANK | TOWN | UPTAKE |
|------|------------------|--------|
| 1 | Longburn | 66% |
| 2 | Palmerston North | 63% |
| 3 | Feilding | 61% |
| 4 | Levin | 56% |
| 5 | Summerhill | 54% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **7,823** households or businesses with RB12 access which is **70%** of target.
- There are **61** kilometres of mobile coverage on State Highways which is **71%** of target.
- There are **2** tourist sites with mobile coverage which is **33%** of target.
- There have been **11** mobile towers built which is **28%** of target.



MARAE

There are **30** Marae connected in Manawatū-Whanganui.

TOTAL INVESTED:

Manawatu-Whanganui: **\$88.8m**



WELLINGTON



UFB AND FIBRE

- There are **12** towns and cities with UFB available.
- **51%** of those with access to UFB have connected.
- There is a total of **112,892** premises connected.

| RANK | TOWN | UPTAKE |
|------|------------|--------|
| 1 | Masterton | 59% |
| 2 | Porirua | 55% |
| 3 | Wellington | 53% |
| 4 | Ōtaki | 53% |
| 5 | Carterton | 53% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **1,908** households or businesses with RBI2 access which is **49%** of target.
- There is **1** tourist site with mobile coverage which is **20%** of target.



MARAE

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

TOTAL INVESTED:

Wellington: **\$187.6m**



TOP OF THE SOUTH



UFB AND FIBRE

- There are **9** towns and cities with UFB available.
- **61%** of those with access to UFB have connected.
- There is a total of **31,368** premises connected.

| RANK | TOWN | UPTAKE |
|------|----------|--------|
| 1 | Nelson | 70% |
| 2 | Ruby Bay | 67% |
| 3 | Blenheim | 59% |
| 4 | Motueka | 51% |
| 5 | Picton | 36% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **2,605** households or businesses with RBI2 access which is **52%** of target.
- There are **78** kilometres of mobile coverage on State Highways which is **57%** of target.
- There are **3** tourist sites with mobile coverage which is **20%** of target.
- There have been **14** mobile towers built which is **26%** of target.

TOTAL INVESTED:

Top of the South: **\$66.3m**



WEST COAST



UFB AND FIBRE

- There are **14** towns and cities with UFB available.
- **44%** of those with access to UFB have connected.
- There is a total of **4,978** premises connected.

| RANK | TOWN | UPTAKE |
|------|-----------|--------|
| 1 | Hokitika | 64% |
| 2 | Greymouth | 58% |
| 3 | Runanga | 51% |
| 4 | Punakaiki | 40% |
| 5 | Reefton | 33% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **1,487** households or businesses with RBI2 access which is **52%** of target.
- There are **71** kilometres of mobile coverage on State Highways which is **27%** of target.
- There are **13** tourist sites with mobile coverage which is **42%** of target.
- There have been **17** mobile towers built which is **34%** of target.

TOTAL INVESTED:

West Coast: **\$21.1m**



CANTERBURY



UFB AND FIBRE

- There are **33** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **138,004** premises connected.

| RANK | TOWN | UPTAKE |
|------|-----------|--------|
| 1 | Rolleston | 76% |
| 2 | Lincoln | 71% |
| 3 | Woodend | 67% |
| 4 | Rangiora | 62% |
| 5 | Timaru | 62% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **6,408** households or businesses with RBI2 access which is **66%** of target.
- There are **72** kilometres of mobile coverage on State Highways which is **52%** of target.
- There are **5** tourist sites with mobile coverage which is **18%** of target.
- There have been **12** mobile towers built which is **19%** of target.



MARAE

There are **5** Marae connected in Canterbury.

TOTAL INVESTED:

Canterbury: **\$208.1m**



OTAGO



UFB AND FIBRE

- There are **11** towns and cities with UFB available.
- **60%** of those with access to UFB have connected.
- There is a total of **50,362** premises connected.

| RANK | TOWN | UPTAKE |
|------|------------|--------|
| 1 | Mosgiel | 71% |
| 2 | Dunedin | 67% |
| 3 | Cromwell | 58% |
| 4 | Queenstown | 55% |
| 5 | Ōamaru | 54% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **3,645** households or businesses with RB12 access which is **73%** of target.
- There are **85** kilometres of mobile coverage on State Highways which is **58%** of target.
- There are **3** tourist sites with mobile coverage which is **25%** of target.
- There have been **10** mobile towers built which is **30%** of target.

TOTAL INVESTED:

Otago: **\$95.0m**



UFB AND FIBRE

- There are **8** towns and cities with UFB available.
- **59%** of those with access to UFB have connected.
- There is a total of **18,332** premises connected.

| RANK | TOWN | UPTAKE |
|------|--------------|--------|
| 1 | Invercargill | 65% |
| 2 | Otatara | 65% |
| 3 | Winton | 37% |
| 4 | Mossburn | 34% |
| 5 | Manapouri | 28% |



RURAL BROADBAND AND MOBILE BLACK SPOTS

- There are **5,184** households or businesses with RB12 access which is **89%** of target.
- There are **7** kilometres of mobile coverage on State Highways which is **16%** of target.
- There are **4** tourist sites with mobile coverage which is **25%** of target.
- There have been **22** mobile towers built which is **56%** of target.



MARAE

There are **2** Marae connected in Southland.

TOTAL INVESTED:

Southland: **\$45.1m**

