

CHORUS

ANNUAL MEETING

1 November 2018

Agenda

- > Chairman's Introduction & Address
- > CEO Address
- > Resolutions
- > Shareholder Discussion & Questions
- > Morning tea

notice of annual meeting 2018

Notice is hereby given that the Chorus Limited (Chorus) 2018 annual meeting of shareholders (Annual Meeting) will be held at our Wellington office.

Where

Aon Centre
Level 10
1 Willis Street
Wellington
New Zealand

When

Thursday
1 November 2018
Commencing at 10:30am
(New Zealand time)

Important dates

All times are given in New Zealand time unless otherwise specified.

30 October 2018, 10:30am

Latest time for receipt of Proxy Forms

31 October 2018, 5:00pm

Record date for voting entitlements for the Annual Meeting

1 November 2018, 10:30am

Annual Meeting

www.chorus.co.nz/webcast

You are encouraged to read this Notice (including the Explanatory Notes and Procedural Notes) and the instructions on the Proxy/Voting Form carefully.

Business

Shareholders will be asked to consider and, if thought appropriate, pass the following ordinary resolutions:

Re-election of Directors

1. That Dr Patrick Strange be re-elected as a Chorus director.
2. That Ms Anne Urlwin be re-elected as a Chorus director.
3. That Mr Murray Jordan be re-elected as a Chorus director.

Details of each director offering themselves for re-election are set out in Explanatory Note 1.

Auditor Fees and Expenses

4. That the Board be authorised to fix the fees and expenses of KPMG as auditor.

See Explanatory Note 2.

By order of the Board

Elaine Campbell
General Counsel & Company Secretary
25 September 2018

Your Board



Patrick Strange



Jon Hartley



Mark Cross



Prue Flacks



Murray Jordan



Jack Matthews



Kate McKenzie



Anne Urlwin

FY18 results overview

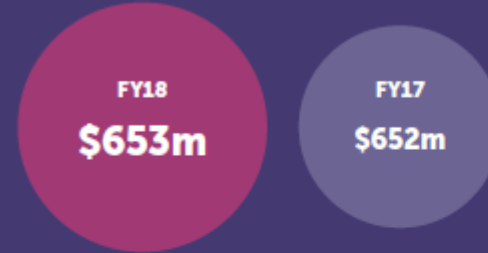
Fixed line connections



Broadband connections



EBITDA¹



Adjusted² EBITDA



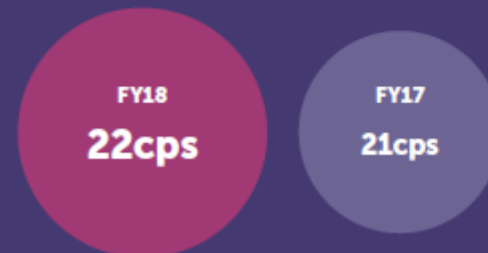
Fibre connections



Net profit after tax



Dividend



Employee engagement score



1 Earnings before interest, income tax, depreciation and amortisation (EBITDA) is a non-GAAP profit measure. We monitor this as a key performance indicator and we believe it assists investors in assessing the performance of the core operations of our business.

2 Adjusted to reflect the effect the NZ IFRS accounting standards adopted in FY18 would have had if they had applied in FY17.

CEO Address






Looking back...

> **In late 2011** when we started the UFB rollout, our contractual target was **20% fibre uptake by the end of 2019**



> **In September 2018** we **achieved 50% uptake** and fibre connections were 40% of our broadband connections

One year on...

	Sept 2017		Sept 2018
Chorus customers on high speed broadband (fibre or VDSL)	53%		66%
Average broadband speed	59Mbps		87Mbps
Average monthly home data usage	162GB		221GB
Average monthly data usage - fibre	251 GB		307GB
NZ residential connections on unlimited plans (Statistics NZ)	62%		71%

Stream big New Zealand!

Are you on the best available broadband? Check here

Enter your address here



A faster connection equals better streaming. We recommend a fibre plan of 100Mbps or above. If fibre isn't available upgrade to VDSL.



Choose an unlimited data plan so you don't have to worry about going over your data cap.



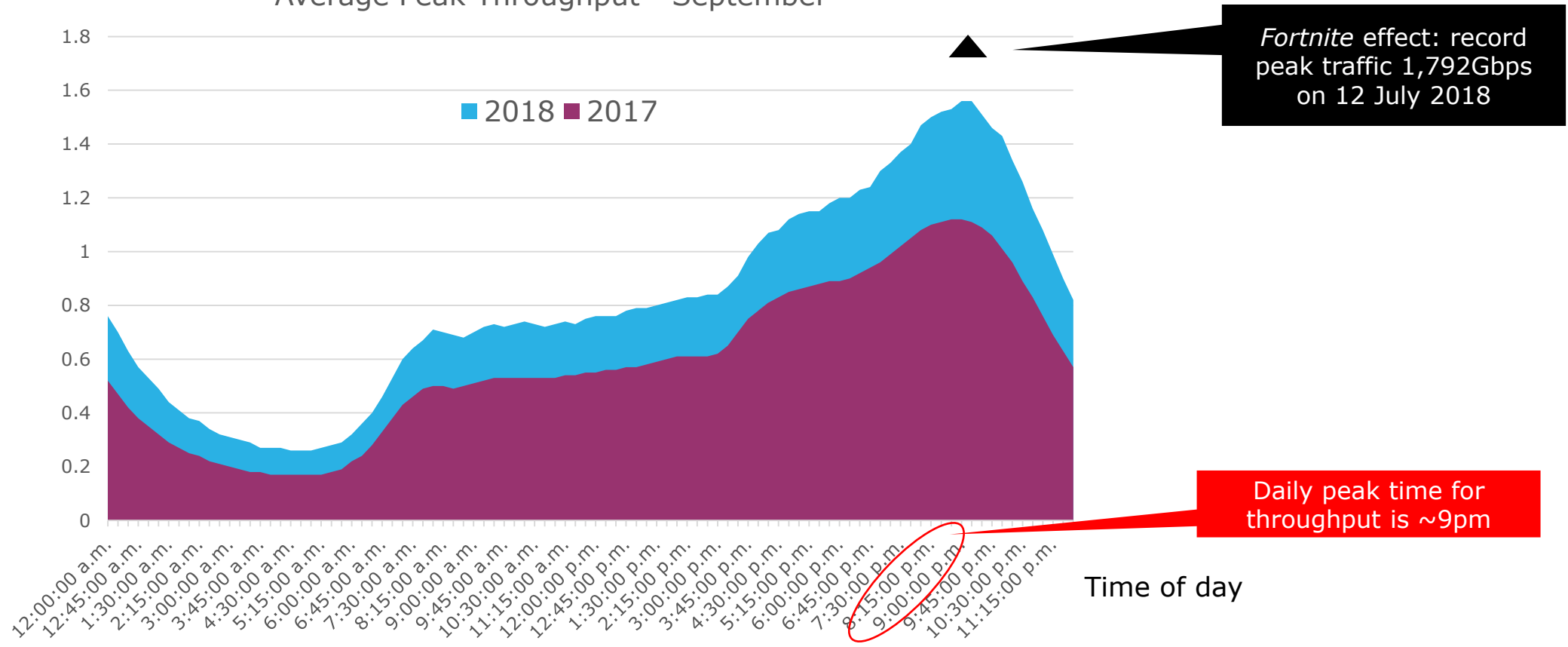
Streaming works best when you connect your modem directly into your TV rather than going over WiFi.

www.chorus.co.nz/streambig

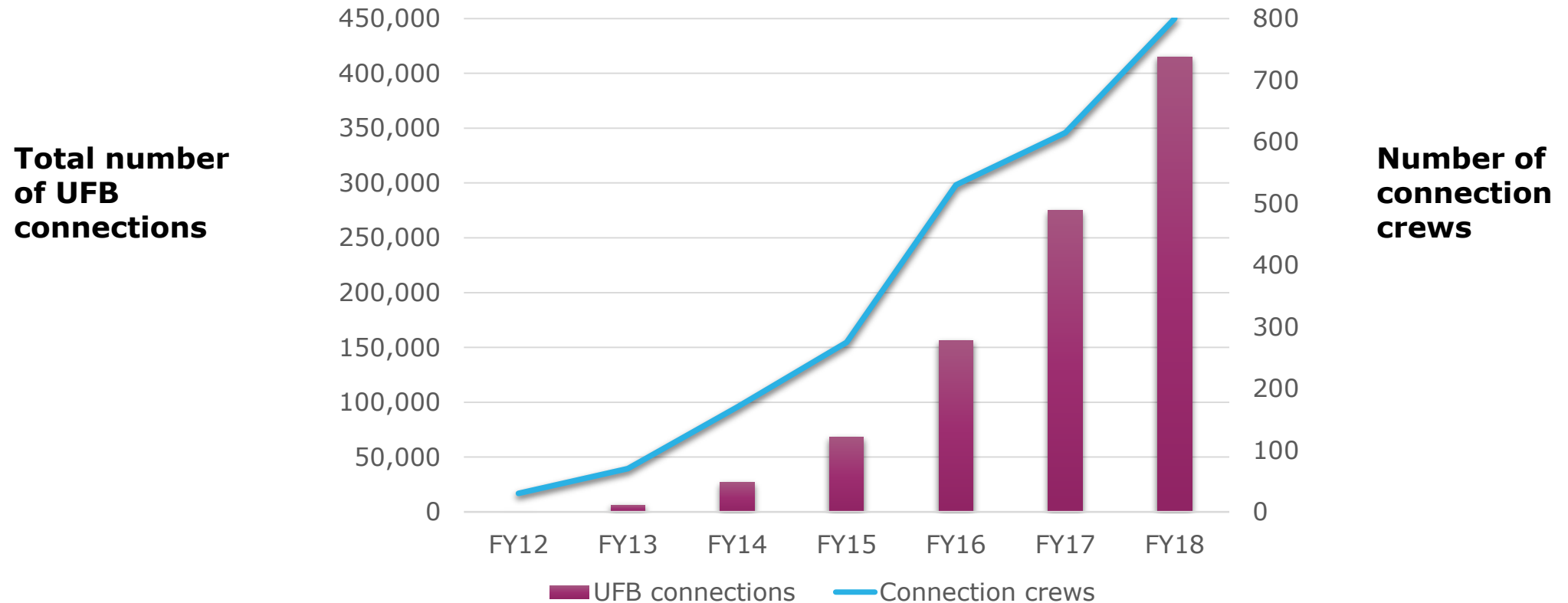
40% growth in traffic peak: Sept 2017-2018

Average Peak Throughput - September

Network throughput (Tbps)



Surging fibre demand drove rapid growth in workforce





WE'RE GOING TO

**KEEP
NEW ZEALAND
NEW**

WE'LL GET THERE BY

Creating an environment for our customers and our people that optimises today's business and allows us to innovate for growth

BECAUSE WE WANT TO

**MAKE
NEW ZEALAND
BETTER**

WE'RE FOCUSED ON

CUSTOMER

Transform customer experience

DIGITAL

Nothing happens if it's not digital

PEOPLE

We're committed to enabling our people

OPTIMISATION

We improve by getting better at what we do

INNOVATION

New revenue opportunities

Resolutions

Resolutions

1. That Dr Patrick Strange be re-elected as a Chorus director
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3. That Mr Murray Jordan be re-elected as a Chorus director
4. That the Board be authorised to fix the fees and expenses of KPMG as auditor

Any questions?

C H ● R U S

MEMBER OF
**Dow Jones
Sustainability Indices**
In Collaboration with RobecoSAM ●



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- Includes statements relating to past performance which should not be regarded as reliable indicators of future performance.
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- Should be read in conjunction with Chorus' audited consolidated financial statements for the year to 30 June 2018 and NZX and ASX market releases.
- Includes non-GAAP financial measures including "EBITDA". These measures do not have a standardised meaning prescribed by GAAP and therefore may not be comparable to similar financial information presented by other entities. They should not be used in substitution for, or isolation of, Chorus' audited consolidated financial statements. We monitor EBITDA as a key performance indicator and we believe it assists investors in assessing the performance of the core operations of our business.
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