

## SHAREHOLDER HIGHLIGHTS

### Domicile of Shareholdings

| NEW ZEALAND REGION                                | Holders    | % Holders    | Issued Capital    | % Issued Capital |
|---------------------------------------------------|------------|--------------|-------------------|------------------|
| Northland                                         | 29         | 3.01         | 96,886            | 0.37             |
| Auckland (incl North Shore, Waitakere and Rodney) | 184        | 19.09        | 2,149,617         | 8.19             |
| Greater Auckland Region (includes Manukau)        | 45         | 4.67         | 107,674           | 0.41             |
| Waikato and Bay of Plenty                         | 141        | 14.63        | 681,361           | 2.60             |
| Taranaki, Wanganui, Hawkes Bay and Gisborne       | 72         | 7.47         | 205,721           | 0.78             |
| Wellington Region                                 | 47         | 4.87         | 166,949           | 0.64             |
| Wellington City                                   | 40         | 4.15         | 368,575           | 1.40             |
| Upper South Island                                | 68         | 7.05         | 1,836,939         | 7.00             |
| Christchurch                                      | 48         | 4.98         | 261,920           | 1.00             |
| Lower South Island                                | 254        | 26.35        | 20,026,817        | 76.34            |
|                                                   | <b>928</b> | <b>96.27</b> | <b>25,902,459</b> | <b>98.73</b>     |

| COUNTRY                       | Holders    | % Holders     | Issued Capital    | % Issued Capital |
|-------------------------------|------------|---------------|-------------------|------------------|
| Australia                     | 21         | 2.18          | 242,829           | 0.93             |
| Canada                        | 1          | 0.10          | 49,000            | 0.19             |
| Germany, Federal Republic Of  | 1          | 0.10          | 1,000             | 0.00             |
| Hong Kong                     | 2          | 0.21          | 5,070             | 0.02             |
| New Zealand (Breakdown above) | 928        | 96.27         | 25,902,459        | 98.73            |
| Philippines                   | 1          | 0.10          | 1,000             | 0.00             |
| Singapore                     | 1          | 0.10          | 4,125             | 0.02             |
| South Africa                  | 1          | 0.10          | 550               | 0.00             |
| Switzerland                   | 1          | 0.10          | 5,365             | 0.02             |
| Taiwan                        | 1          | 0.10          | 5,000             | 0.02             |
| Thailand                      | 2          | 0.21          | 13,200            | 0.05             |
| United Kingdom                | 4          | 0.41          | 5,300             | 0.02             |
|                               | <b>964</b> | <b>100.00</b> | <b>26,234,898</b> | <b>100.00</b>    |

### 10 Year Cumulative Total Shareholder Return

