

Dear Shareholder

HEARTLAND FULL YEAR RESULTS AND 2017 ANNUAL REPORT

Please find **enclosed** a copy of Heartland's 2017 Annual Review and 2017 Financial Report, which together form Heartland's 2017 Annual Report.

On behalf of the Board, it is my pleasure to report that in delivering a net profit after tax of \$60.8m, Heartland has demonstrated that it continues to generate strong growth in assets and profitability, and has a clear strategy in place for future growth.

Request to continue receiving printed Annual and Interim Reports

Due to a change of regulation, you will need to make a new election in order to continue receiving printed copies of our Annual and Interim Reports free of charge. In order to do so, or to request electronic copies free of charge, please visit the Link Market Services Investor Centre at <https://investorcentre.linkmarketservices.co.nz> and update your communication preferences at any time. You will require your CSN/Holder Number and FIN to access your holding information.

We note that electronic copies of our most recent Annual and Interim Reports can be viewed online at our Shareholder Centre, shareholders.heartland.co.nz, and copies of our future Annual and Interim Reports will also be available here.

Receiving shareholder communications electronically

We encourage you to elect to receive your shareholder communications from Heartland electronically, including copies of our Annual and Interim Reports. Please visit the Link Market Services Investor Centre at <https://investorcentre.linkmarketservices.co.nz> to update your communication preferences at any time. You will require your CSN/Holder Number and FIN.

Alternatively, please write your email address below and return this form to Link Market Services by email to operations@linkmarketservices.co.nz. Please include your CSN/Holder Number and "Heartland Communications" in the subject of the email.

Yours sincerely



Geoffrey Ricketts
Chair of the Board

I/We would like to receive all Heartland shareholder communications electronically (by email), where possible, at the following email address:
