

NOVEMBER 2017.



meridian

**MERIDIAN
ENERGY
LIMITED
MONTHLY
OPERATING
REPORT**

MEMBER OF
**Dow Jones
Sustainability Indices**

In Collaboration with RobecoSAM 

November highlights.

In the month to 12 December 2017, national hydro storage decreased from 104% to 90% of historical average

South Island storage sat at 86% of average and North Island storage at 105% of average on 12 December 2017

Meridian's November 2017 monthly total inflows were 77% of historical average

Meridian's Waitaki catchment storage at the end of November 2017 was 102% of historical average

Storage in Meridian's Waiau catchment was below half the long-term average at the end of November 2017

Waiau catchment inflows were 54% of average in November 2017

Meridian has made short-term calls on load under the Genesis Swaption during December 2017

National electricity demand in November 2017 was 3.6% higher than the same month last year

November 2017 saw hot, dry conditions across much of New Zealand with high irrigation load in the east of the South Island

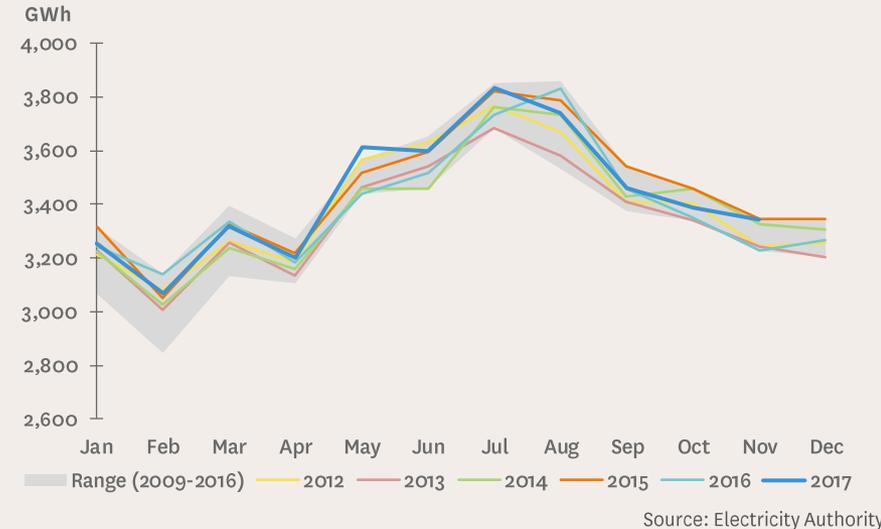
Meridian's retail sales volumes in November 2017 increased by 18.5% compared to November 2016

www.meridianenergy.co.nz/investors/

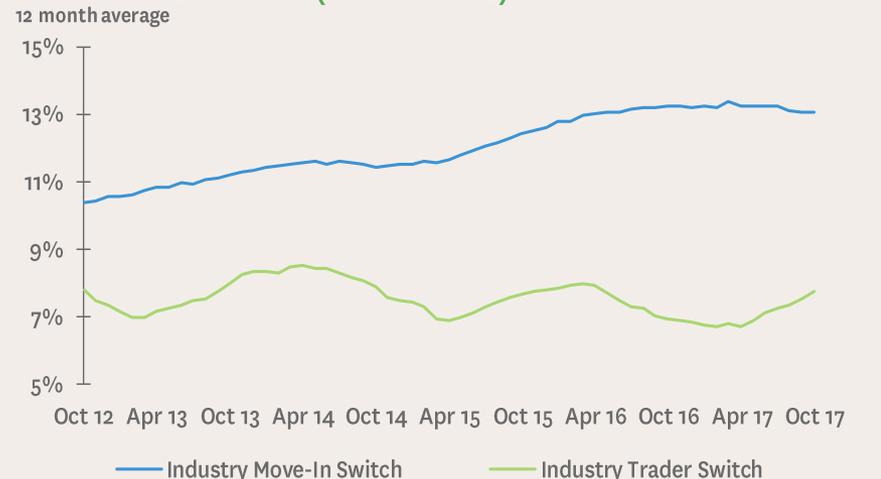
Market data.

- National electricity demand in November 2017 was 3.6% higher than the same month last year
- November 2017 saw hot, dry conditions across much of New Zealand with high irrigation load in the east of the South Island
- Demand in the last 12 months was 0.7% higher than the preceding 12 months
- New Zealand Aluminium Smelter's average load during November 2017 was around the 572MW base quantity of the NZAS agreement
- 12-month average switching rate of customers changing retailers but not moving (“trader” switch) was 7.7% at the end of October 2017
- 12-month average switching rate of customers moving and changing retailers (“move in” switch) was 13.1% at the end of October 2017

NATIONAL DEMAND



MARKET ICP SWITCHING (ALL RETAILERS)



Market data.

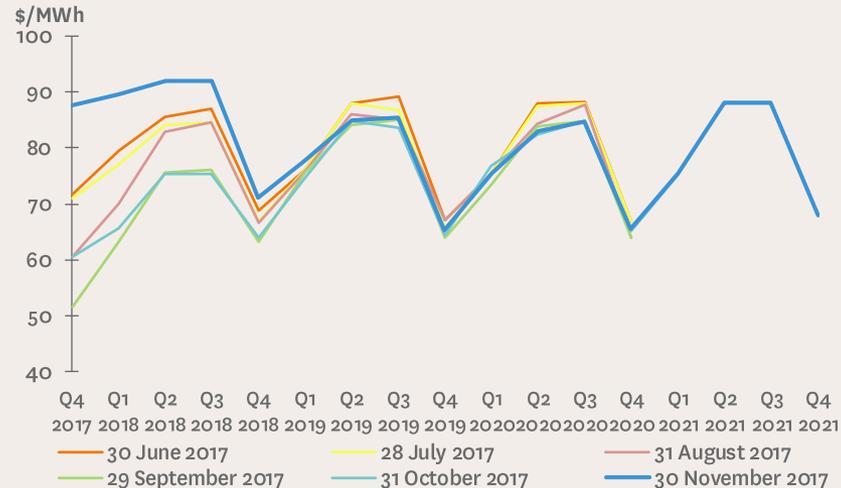
NATIONAL HYDRO STORAGE (12 December 2017)



Source: NZX

- November 2017 saw a further rise in near-term ASX prices
- National storage decreased from 104% of the 83 year average on 9 November 2017 to 90% of average on 12 December 2017
- South Island storage decreased to 86% of historical average on 12 December 2017. North Island storage decreased to 105% of average

OTAHUHU ASX FUTURES SETTLEMENT PRICE



Source: ASX

BENMORE ASX FUTURES SETTLEMENT PRICE



Source: ASX

Operating information.

- November 2017 monthly inflows were 77% of historical average
- To date this financial year, inflows are 100% of historical average
- Meridian's Waitaki catchment storage moved from 1,253GWh to 1,287GWh during November 2017
- Waitaki storage at the end of November 2017 was 102% of historical average and 18% lower than the same time last year
- Storage in Meridian's Waiau catchment was below half the long-term average at the end of November 2017
- Waiau catchment inflows were 54% of average in November 2017
- Meridian has made short-term calls on load under the Genesis Swaption during December 2017

MERIDIAN'S COMBINED CATCHMENT INFLOWS



Source: Meridian

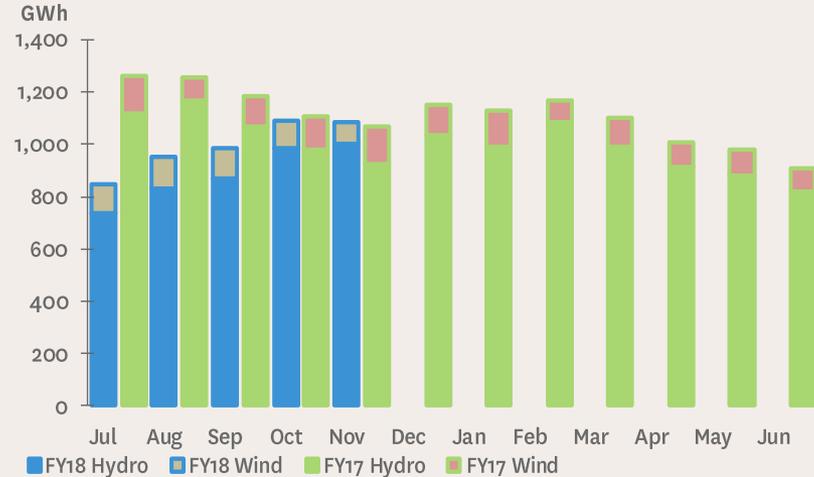
MERIDIAN'S WAITAKI STORAGE



Source: Meridian

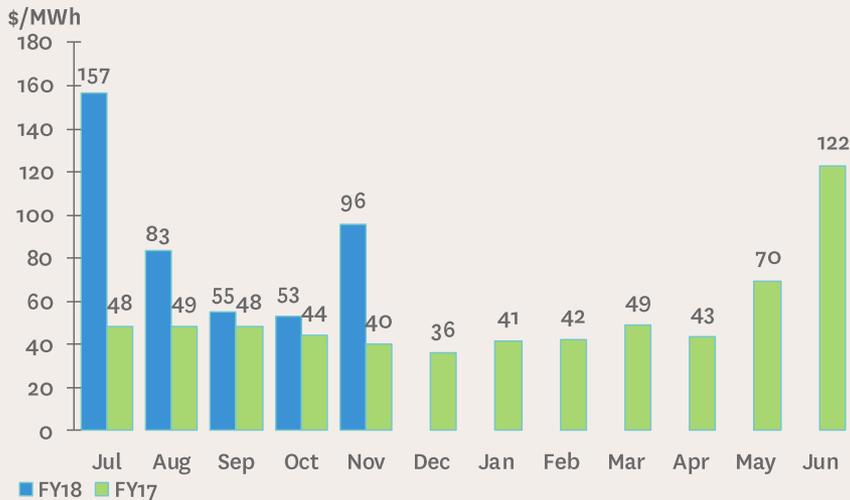
Operating information.

MERIDIAN'S NEW ZEALAND GENERATION



Source: Meridian

MERIDIAN'S AVERAGE GENERATION PRICE*



*price received for Meridian's physical generation
14 December 2017

Source: Meridian

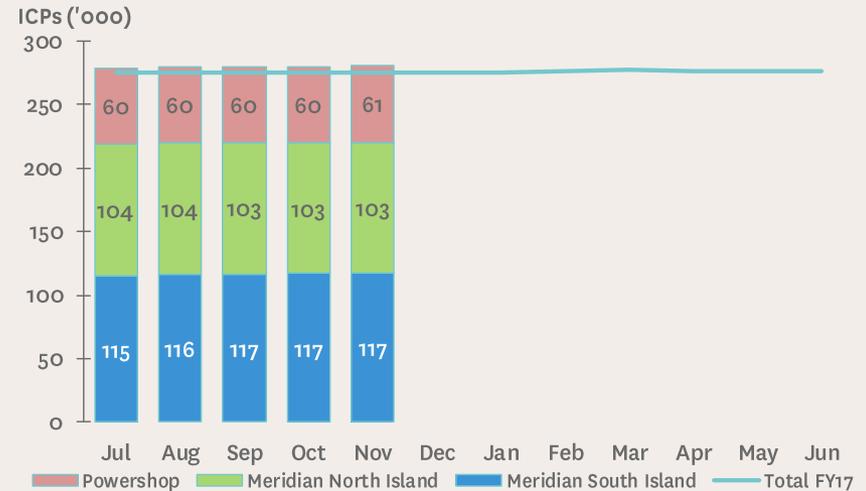
- Meridian's New Zealand generation in November 2017 was 1.1% higher than the same month last year, reflecting higher hydro generation and lower wind generation
- To date this financial year, Meridian's New Zealand generation is 15.7% lower than the same period last year, reflecting lower hydro generation and lower wind generation
- The average price Meridian received for its generation in November 2017 was 138.7% higher than the same month last year
- The average price Meridian paid to supply contracted sales in November 2017 was 136.5% higher than the same month last year
- To date this financial year, the average price Meridian received for its generation is 87.2% higher than the same period last year

Operating information.

- Meridian's New Zealand customer connection numbers rose 0.4% during November 2017 and have risen 2.3% since June 2017
- Retail sales volumes in November 2017 increased by 18.5% compared to November 2016
- Compared to November 2016, residential/SMB sales volumes increased by 15.9% (higher irrigation based agri volumes) and corporate sales volumes increased by 23.9%
- To date this financial year, retail sales volumes are 10.5% higher than the same period last year
- This reflects a 4.9% increase in residential/SMB sales volumes and a 22.2% increase in corporate sales volumes

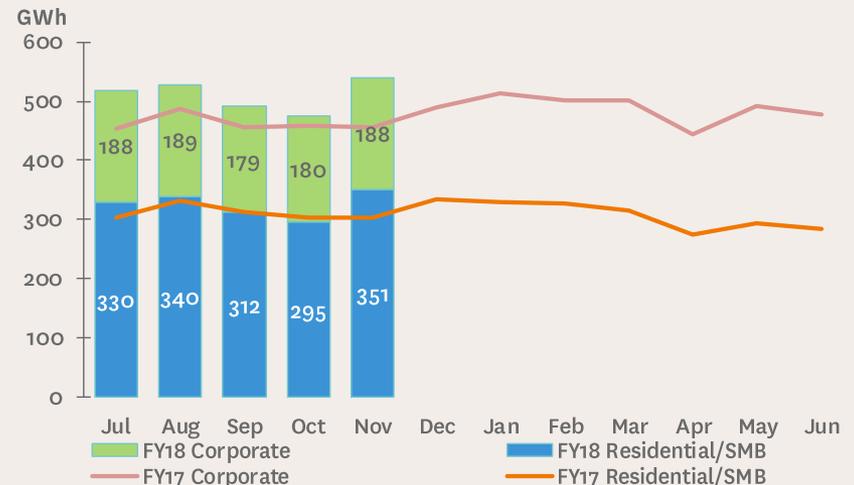
*excludes volumes sold to New Zealand aluminium Smelters and CFDs

MERIDIAN'S NEW ZEALAND CUSTOMER CONNECTIONS



Source: Meridian

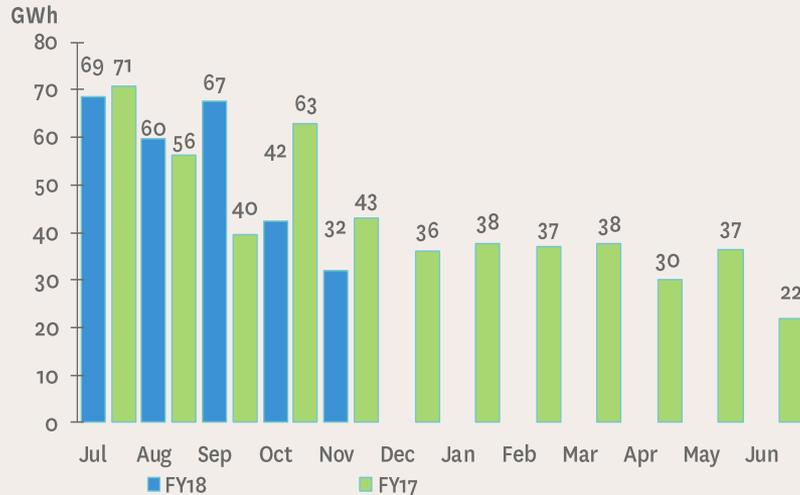
MERIDIAN'S RETAIL SALES VOLUMES*



Source: Meridian

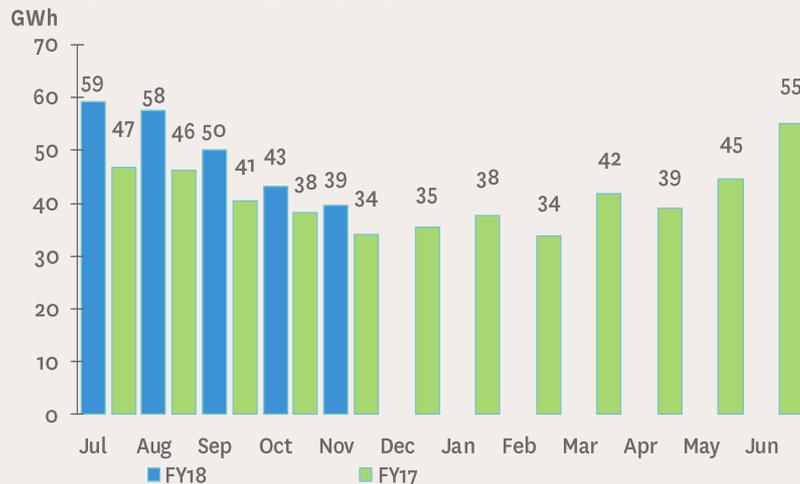
Operating information.

MERIDIAN'S AUSTRALIAN GENERATION



Source: Meridian

AUSTRALIAN RETAIL SALES VOLUMES



Source: Meridian

- Meridian's Australian generation in November 2017 was 25.7% lower than the same month last year
- To date this financial year, Australian generation is 1.0% lower than the same period last year
- Australian retail sales volumes in November 2017 increased by 16.0% compared to November 2016
- To date this financial year, Australian retail sales volumes are 21.3% higher than the same period last year

Operating information.

	NOVEMBER 2017 MONTH	NOVEMBER 2016 MONTH	OCTOBER 2017 MONTH	SEPTEMBER 2017 MONTH	5 MONTHS TO NOVEMBER 2017	5 MONTHS TO NOVEMBER 2016
New Zealand contracted sales¹						
Retail contracted sales volume (GWH)	539	455	475	491	2,552	2,309
Average retail contracted sales price (\$/MWH)	\$96.0	\$98.7	\$98.7	\$109.0	\$106.7	\$110.8
NZAS sales volume (GWH)	412	412	426	411	2,100	\$2,100
Sell side derivative volumes ² (GWH)	194	110	142	111	643	490
Wholesale contracted sales average price ³ (\$/MWH)	\$57.6	\$50.4	\$54.9	\$58.1	\$58.0	\$50.3
Total New Zealand customer connections ⁴	281,314	275,785	280,211	280,209		
New Zealand generation						
Hydro generation volumes (GWH)	1,000	926	985	867	4,422	5,260
Wind generation volumes (GWH)	82	144	106	116	530	617
Total generation volumes (GWH)	1,082	1,070	1,091	983	4,952	5,877
Average generation price ⁵ (\$/MWH)	\$95.5	\$40.0	\$53.1	\$55.0	\$86.2	\$46.1
Acquired generation volume ⁶ (GWH)	178	64	164	158	988	398
Cost of acquired generation (\$/MWH)	\$64.9	\$66.8	\$60.6	\$62.5	\$68.5	\$56.9
Acquired generation revenue average price (\$/MWH)	\$99.7	\$47.2	\$54.4	\$55.6	\$93.0	\$51.5
Future contract close outs (\$M)	\$0.1	0.0	-\$0.3	-\$0.7	-\$2.1	-\$0.3
Contracted sales supply volumes (GWH)	1,174	1,007	1,054	1,053	5,425	5,012
Cost to supply contracted sales (\$/MWH)	\$100.1	\$42.3	\$54.4	\$59.2	\$91.7	\$49.5
Australia						
Wind generation volumes (GWH)	32	43	42	67	270	273
Retail contracted sales volume (GWH)	39	34	43	50	249	206
Powershop customer connections ⁷	<i>not disclosed</i>	<i>not disclosed</i>	<i>not disclosed</i>	101,096		

Operating information.

Footnotes

1. Contracted sales volumes and volume weighted average price received from contracted customers less distribution costs
2. Derivatives sold excluding the sell-side of virtual asset swaps
3. Average price of both NZAS sales volume and sell side derivative volumes
4. Meridian Retail and Powershop New Zealand installation control points (ICPs), excluding vacants
5. Volume weighted average price received for Meridian's physical generation
6. Over the counter and ASX contracts excluding the buy-side of virtual asset swaps
7. Financially responsible market participants

FY18 operating information.

	Jul 2017	Aug 2017	Sep 2017	Oct 2017	Nov 2017	Dec 2017	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018
New Zealand Contracted Sales												
Retail contracted sales volume (GWh)	519	529	491	475	539							
Average retail contracted sales price (\$/MWh)	\$113.9	\$115.5	\$109.0	\$98.7	\$96.0							
NZAS sales volume (GWh)	426	426	411	426	412							
Sell side derivative volumes (GWh)	95	100	111	142	194							
Wholesale contracted sales average price (\$/MWh)	\$60.9	\$59.0	\$58.1	\$54.9	\$57.6							
Total New Zealand customer connections	278,595	279,967	280,209	280,211	281,314							
New Zealand Generation												
Hydro generation volume (GWh)	739	831	867	985	1,000							
Wind generation volume (GWh)	108	118	116	106	82							
Total generation volume (GWh)	847	949	983	1,091	1,082							
Average generation price (\$/MWh)	\$156.5	\$83.4	\$55.0	\$53.1	\$95.5							
Acquired generation volume (GWh)	282	206	158	164	178							
Cost of acquired generation (\$/MWh)	\$77.4	\$70.1	\$62.5	\$60.6	\$64.9							
Acquired generation revenue average price (\$/MWh)	\$138.8	\$84.1	\$55.6	\$54.4	\$99.7							
Future contract close outs (\$m)	\$0.7	\$0.6	(\$0.7)	(\$0.3)	(\$0.1)							
Contracted sales supply volume (GWh)	1,067	1,077	1,053	1,054	1,174							
Cost to supply contracted sales (\$/MWh)	\$155.0	\$88.2	\$59.2	\$54.4	\$100.1							
Australia												
Wind generation volume (GWh)	69	60	67	42	32							
Retail contracted sales volume (GWh)	59	58	50	43	39							
Powershop Australia customer connections	not disclosed	not disclosed	101,096	not disclosed	not disclosed							

FY17 operating information.

	Jul 2016	Aug 2016	Sep 2016	Oct 2016	Nov 2016	Dec 2016	Jan 2017	Feb 2017	Mar 2017	Apr 2017	May 2017	Jun 2017
New Zealand Contracted Sales												
Retail contracted sales volume (GWh)	454	487	456	458	455	489	512	502	502	445	492	477
Average retail contracted sales price (\$/MWh)	\$122.9	\$119.7	\$112.2	\$100.1	\$98.7	\$99.6	\$96.9	\$98.6	\$101.5	\$108.4	\$115.7	\$109.5
NZAS sales volume (GWh)	426	426	411	426	412	426	426	384	426	412	426	412
Sell side derivative volumes (GWh)	64	87	128	102	110	87	137	182	144	240	149	168
Wholesale contracted sales average price (\$/MWh)	\$49.7	\$50.8	\$50.3	\$50.2	\$50.4	\$50.0	\$55.5	\$53.5	\$56.0	\$56.8	\$56.7	\$59.5
Total New Zealand customer connections	275,344	275,861	275,840	275,339	275,785	275,714	275,598	276,429	277,096	278,518	276,147	276,767
New Zealand Generation												
Hydro generation volume (GWh)	1,119	1,166	1,069	980	926	1,036	991	1,083	992	912	882	818
Wind generation volume (GWh)	143	91	114	125	144	116	138	84	110	93	96	87
Total generation volume (GWh)	1,262	1,257	1,183	1,105	1,070	1,152	1,129	1,167	1,102	1,005	978	905
Average generation price (\$/MWh)	\$48.1	\$48.5	\$48.3	\$44.4	\$40.0	\$35.9	\$41.4	\$42.3	\$48.9	\$43.3	\$69.5	\$122.5
Acquired generation volume (GWh)	102	112	72	49	64	56	172	136	158	175	210	259
Cost of acquired generation (\$/MWh)	\$46.2	\$58.2	\$52.1	\$70.0	\$66.8	\$65.6	\$59.6	\$61.0	\$61.0	\$58.4	\$59.8	\$75.8
Acquired generation revenue average price (\$/MWh)	\$48.3	\$57.8	\$51.5	\$49.1	\$47.2	\$43.9	\$45.4	\$45.7	\$51.1	\$45.2	\$64.6	\$112.4
Future contract close outs (\$m)	(\$0.2)	(\$0.1)	(\$0.1)	\$0.0	\$0.0	\$0.1	\$0.1	\$0.1	(\$0.1)	\$0.1	(\$1.1)	(\$1.6)
Contracted sales supply volume (GWh)	950	1,021	1,003	1,032	1,007	1,022	1,091	1,088	1,106	1,124	1,097	1,070
Cost to supply contracted sales (\$/MWh)	\$54.4	\$52.7	\$51.1	\$47.0	\$42.3	\$38.6	\$44.6	\$45.7	\$52.2	\$45.4	\$71.1	\$125.8
Australia												
Wind generation volume (GWh)	71	56	40	63	43	36	38	37	38	30	37	22
Retail contracted sales volume (GWh)	47	46	41	38	34	35	38	34	42	39	45	55
Powershop Australia customer connections	not disclosed	not disclosed	83,908	not disclosed	not disclosed	90,638	not disclosed	not disclosed	95,963	not disclosed	not disclosed	100,524

FY16 operating information.

	Jul 2015	Aug 2015	Sep 2015	Oct 2015	Nov 2015	Dec 2015	Jan 2016	Feb 2016	Mar 2016	Apr 2016	May 2016	Jun 2016
New Zealand Contracted Sales												
Retail contracted sales volume (GWh)	509	510	495	513	563	574	489	480	509	410	476	443
Average retail contracted sales price (\$/MWh)	\$120.9	\$119.3	\$111.5	\$96.1	\$94.9	\$88.2	\$96.1	\$100.0	\$99.9	\$107.7	\$118.0	\$122.6
NZAS sales volume (GWh)	426	426	411	426	412	426	426	398	426	412	426	412
Sell side derivative volumes (GWh)	140	158	113	114	102	49	94	90	81	112	177	51
Wholesale contracted sales average price (\$/MWh)	\$50.7	\$51.4	\$51.6	\$50.2	\$51.7	\$50.4	\$53.5	\$52.6	\$50.6	\$48.8	\$45.1	\$51.0
Total New Zealand customer connections	276,366	275,479	275,875	275,048	274,146	274,101	274,433	275,006	275,869	275,771	274,947	274,920
New Zealand Generation												
Hydro generation volume (GWh)	1,060	1,021	954	1,006	1,033	1,013	980	1,015	1,076	1,016	1,063	1,014
Wind generation volume (GWh)	123	124	124	157	135	108	114	103	101	102	144	121
Total generation volume (GWh)	1,183	1,145	1,078	1,163	1,168	1,121	1,094	1,118	1,177	1,118	1,207	1,135
Average generation price (\$/MWh)	\$49.7	\$52.2	\$58.0	\$54.5	\$62.1	\$66.3	\$67.9	\$61.8	\$50.7	\$59.2	\$51.7	\$50.6
Acquired generation volume (GWh)	144	97	95	133	94	105	71	44	69	111	87	80
Cost of acquired generation (\$/MWh)	\$82.2	\$84.7	\$83.6	\$62.0	\$70.5	\$70.8	\$74.5	\$75.2	\$75.1	\$78.7	\$75.1	\$78.9
Acquired generation revenue average price (\$/MWh)	\$50.4	\$52.4	\$56.6	\$56.6	\$66.6	\$72.3	\$72.2	\$74.6	\$62.9	\$66.3	\$57.6	\$58.1
Future contract close outs (\$m)	(\$0.1)	(\$0.9)	(\$0.1)	(\$0.1)	(\$0.2)	(\$0.2)	(\$0.1)	(\$0.8)	(\$1.0)	(\$1.1)	(\$2.0)	(\$0.3)
Contracted sales supply volume (GWh)	1,093	1,120	1,050	1,090	1,096	1,086	1,009	991	1,036	930	1,114	940
Cost to supply contracted sales (\$/MWh)	\$52.6	\$55.5	\$60.4	\$57.9	\$69.0	\$70.7	\$72.3	\$66.6	\$54.4	\$64.3	\$54.5	\$54.5
Australia												
Wind generation volume (GWh)	60	47	43	38	33	38	36	29	29	39	71	53
Retail contracted sales volume (GWh)	31	32	27	24	22	27	26	25	29	28	33	41
Powershop Australia customer connections	not disclosed	not disclosed	55,993	not disclosed	not disclosed	63,763	not disclosed	not disclosed	71,111	not disclosed	not disclosed	77,970

Glossary

Acquired generation volumes	buy-side electricity derivatives excluding the buy-side of virtual asset swaps
Average generation price	the volume weighted average price received for Meridian's physical generation
Average retail contracted sales price	volume weighted average electricity price received from retail customers, less distribution costs
Average wholesale contracted sales price	volume weighted average electricity price received from wholesale customers, including NZAS
Combined catchment inflows	combined water inflows into Meridian's Waitaki and Waiau hydro storage lakes
Cost of acquired generation	volume weighted average price Meridian pays for derivatives acquired to supplement generation
Cost to supply contracted sales	volume weighted average price Meridian pays to supply contracted customer sales
Contracts for Difference (CFDs)	an agreement between parties to pay the difference between the wholesale electricity price and an agreed fixed price for a specified volume of electricity. CFDs do not result in the physical supply of electricity
Customer connections (NZ)	number of installation control points, excluding vacants
FRMP	financially responsible market participant
GWh	gigawatt hour. Enough electricity for 125 average New Zealand households for one year
Historic average inflows	the historic average combined water inflows into Meridian's Waitaki and Waiau hydro storage lakes over the last 83 years
Historic average storage	the historic average level of storage in Meridian's Waitaki catchment since 1979
HVDC	high voltage direct current link between the North and South Islands of New Zealand
ICP	New Zealand installation control points, excluding vacants
ICP switching	the number of installation control points changing retailer supplier in New Zealand, recorded in the month the switch was initiated
MWh	megawatt hour. Enough electricity for one average New Zealand household for 46 days
National demand	Electricity Authority's reconciled grid demand www.emi.ea.govt.nz
NZAS	New Zealand Aluminium Smelters Limited
Retail sales volumes	contract sales volumes to retail customers, including both non half hourly and half hourly metered customers
Sell side derivatives	sell-side electricity derivatives excluding the sell-side of virtual asset swaps
Virtual Asset Swaps (VAS)	CFDs Meridian has with Genesis Energy and Mercury. They do not result in the physical supply of electricity

Thank you.



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