



Meridian.

# Monthly Operating Report

October 2020

## October highlights

In the month to 11 November 2020, national hydro storage increased from **94%** to **111%** of historical average

South Island storage sat at **112%** of average and North Island storage at **107%** of average on 11 November 2020

Meridian's October 2020 monthly total inflows were **131%** of historical average

Meridian's Waitaki catchment water storage at the end of October 2020 was **98%** of historical average

Water storage in Meridian's Waiau catchment was above average at the end of October 2020

Waitaki snow storage at the end of October 2020 was **101%** of historical average

National electricity demand in October 2020 was **0.3%** higher than the same month last year

October 2020 was warm and dry for much of New Zealand. Above average rainfall was widespread across the West Coast, Fiordland, much of Southland, and Stewart Island. Soil moisture levels remain below normal for much of the country

Outages have commenced on the Clyde - Cromwell - Twizel circuits as part of the Clutha Upper Waitaki Lines Project

New Zealand Aluminium Smelter's average load during October 2020 was **561MW**

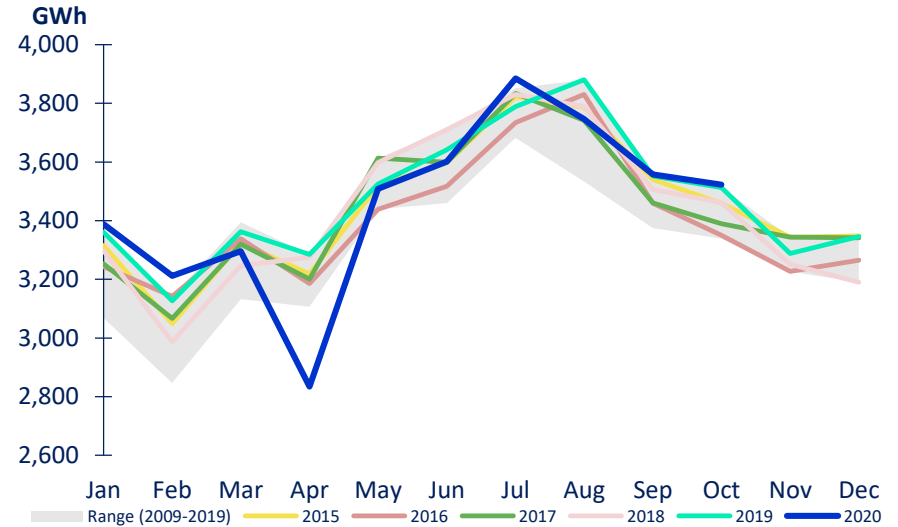
Meridian's New Zealand retail sales volumes in October 2020 were **21.6%** higher than October 2019

Compared to October 2019, Meridian saw increased segment sales in most segments: small medium business (+17.4%) agricultural (+75.2%), large business (+15.5%) and corporate (+16.8%). Residential sales were 1.8% lower

## Market data

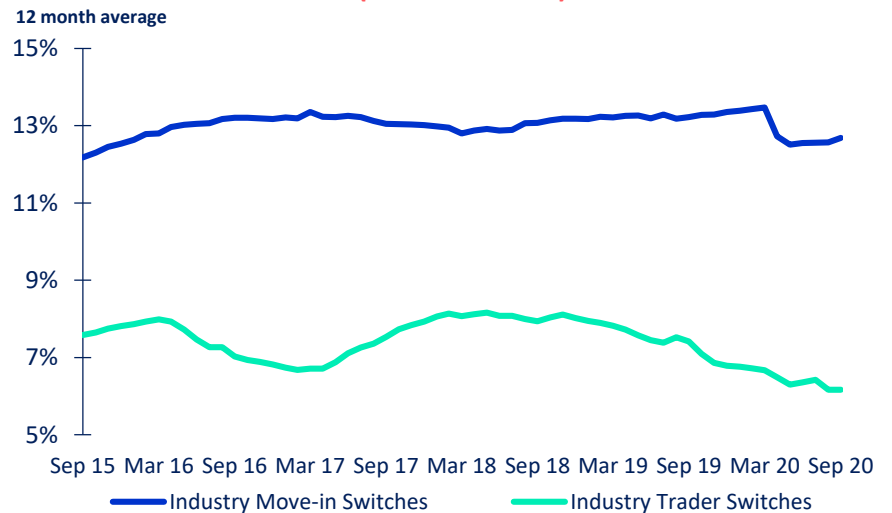
- National electricity demand in October 2020 was 0.3% higher than the same month last year
- October 2020 was warm and dry for much of New Zealand. Above average rainfall was widespread across the West Coast, Fiordland, much of Southland, and Stewart Island. Soil moisture levels remain below normal for much of the country
- Demand in the last 12 months was 0.7% lower than the preceding 12 months
- New Zealand Aluminium Smelter's average load during October 2020 was 561MW
- 12-month average switching rate of customers changing retailers but not moving ("trader" switch) was 6.2% at the end of September 2020
- 12-month average switching rate of customers moving and changing retailers ("move-in" switch) was 12.7% at the end of September 2020

### NATIONAL DEMAND



Source: Electricity Authority (reconciled demand)

### MARKET ICP SWITCHING (ALL RETAILERS)

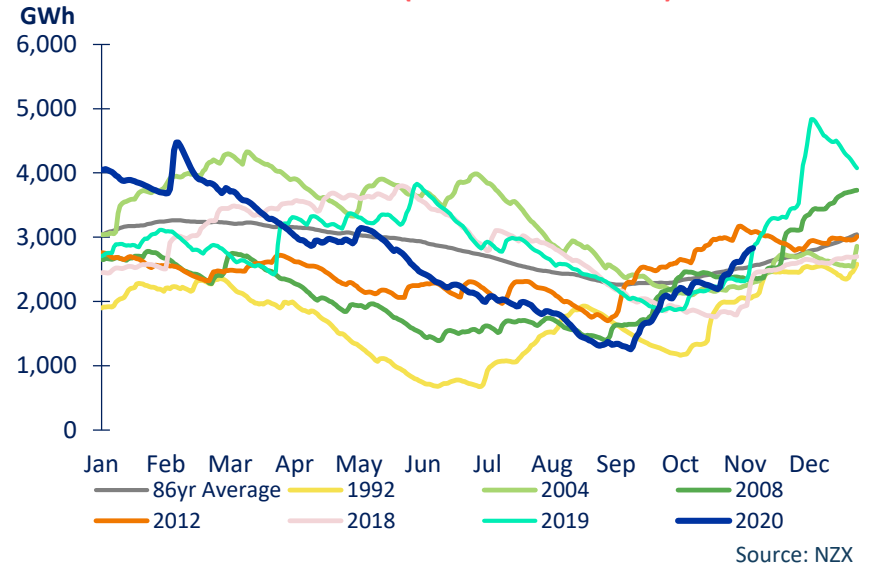


Source: Electricity Authority

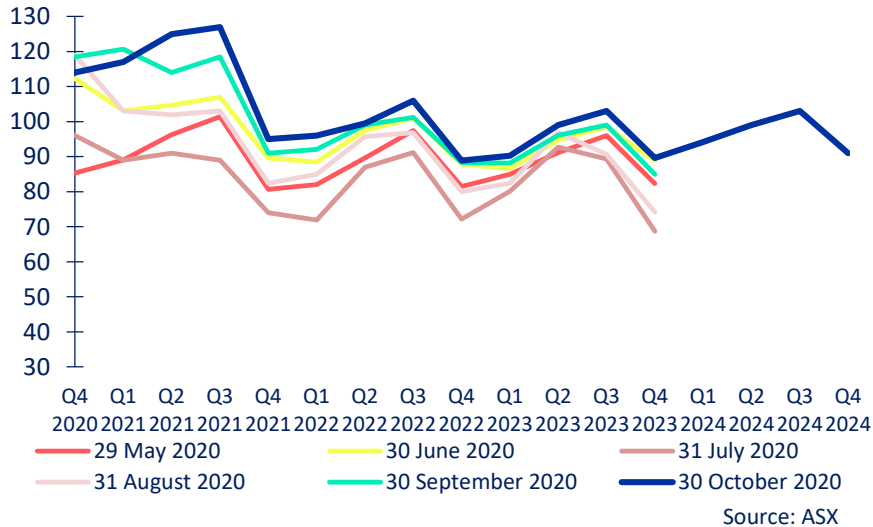
# Market data

- October 2020 saw small changes in ASX prices
- National storage increased from 94% of average on 8 October 2020 to 111% of average on 11 November 2020
- South Island storage increased to 112% of historical average on 11 November 2020. North Island storage increased to 107% of average

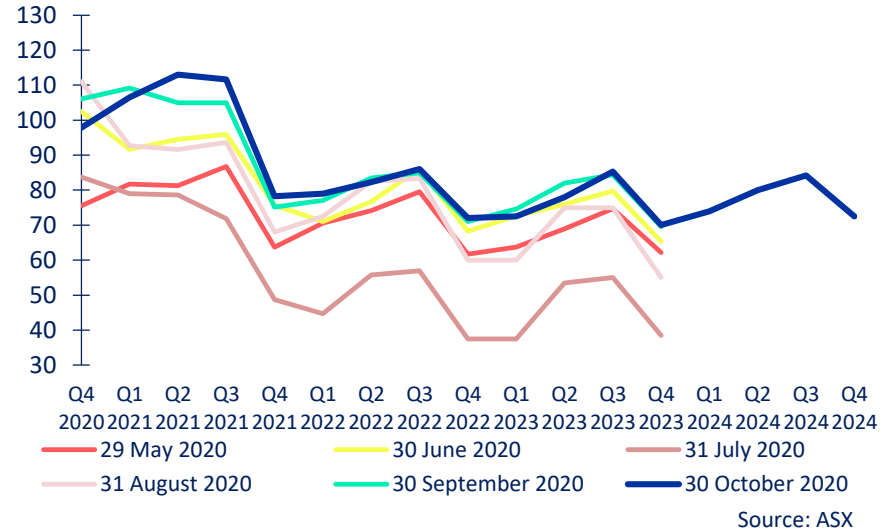
## NATIONAL HYDRO STORAGE (11 November 2020)



## OTAHUHU ASX FUTURES SETTLEMENT PRICE \$/MWh



## BENMORE ASX FUTURES SETTLEMENT PRICE \$/MWh

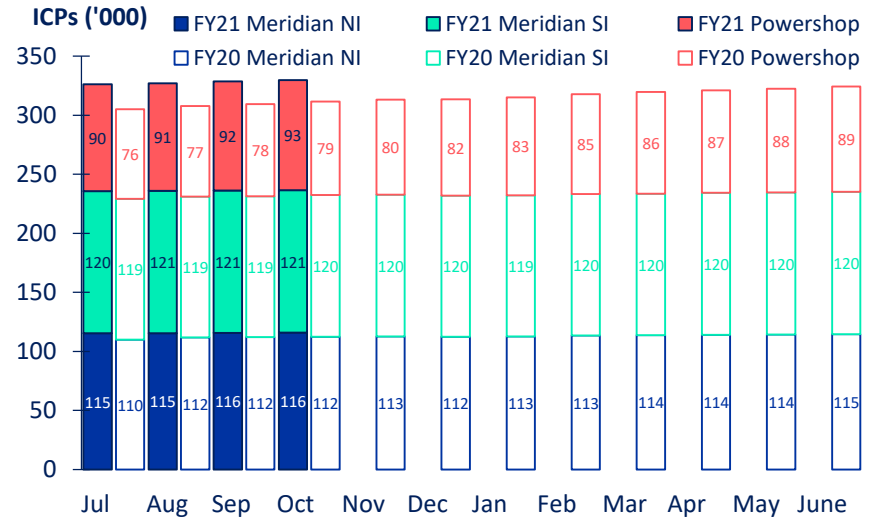


# New Zealand retail

- Meridian’s New Zealand customer connection numbers rose 0.3% during October 2020 and have risen 1.7% since June 2020
- Retail sales volumes in October 2020 were 21.6% higher than October 2019
- Compared to October 2019, Meridian saw increased segment sales in most segments: small medium business (+17.4%) agricultural (+75.2%), large business (+15.5%) and corporate (+16.8%). Residential sales were 1.8% lower
- To date this financial year, retail sales volumes are 13.9% higher than the same period last year
- This reflects increased sales in all segments: residential (+4.7%), small medium business (+13.0%) agricultural (+32.7%), large business (+19.3%) and corporate (+13.7%)

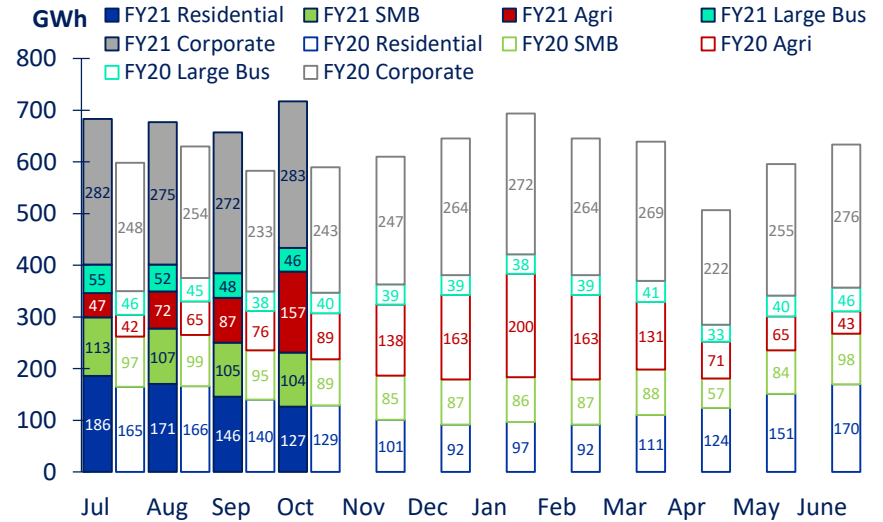
\*excludes volumes sold to New Zealand Aluminium Smelters and CFDs

## MERIDIAN'S NZ CUSTOMER CONNECTIONS



Source: Meridian

## MERIDIAN'S RETAIL SALES VOLUME\*

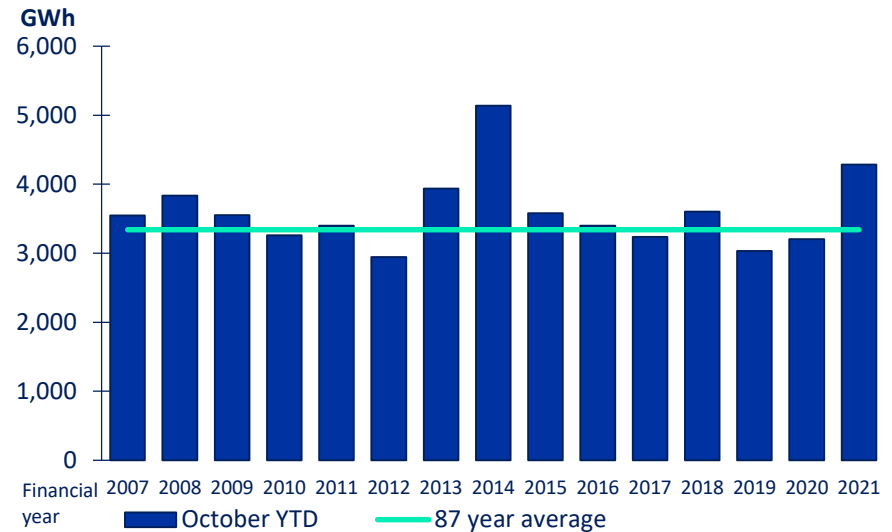


Source: Meridian

## New Zealand storage

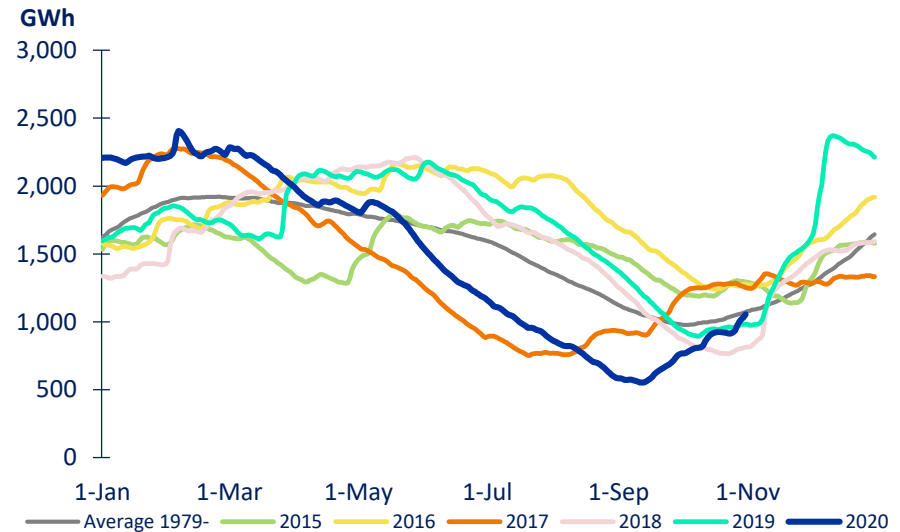
- October 2020 monthly inflows were 131% of historical average
- To date this financial year, inflows are 128% of historical average
- Meridian's Waitaki catchment water storage moved from 763GWh to 1,054GWh during October 2020
- Waitaki water storage at the end of October 2020 was 98% of historical average and 7% higher than the same time last year
- Water storage in Meridian's Waiau catchment was above average at the end of October 2020
- Waitaki snow storage at the end of October 2020 was 101% of historical average

### MERIDIAN'S COMBINED CATCHMENT INFLOWS



Source: Meridian

### MERIDIAN'S WAITAKI STORAGE

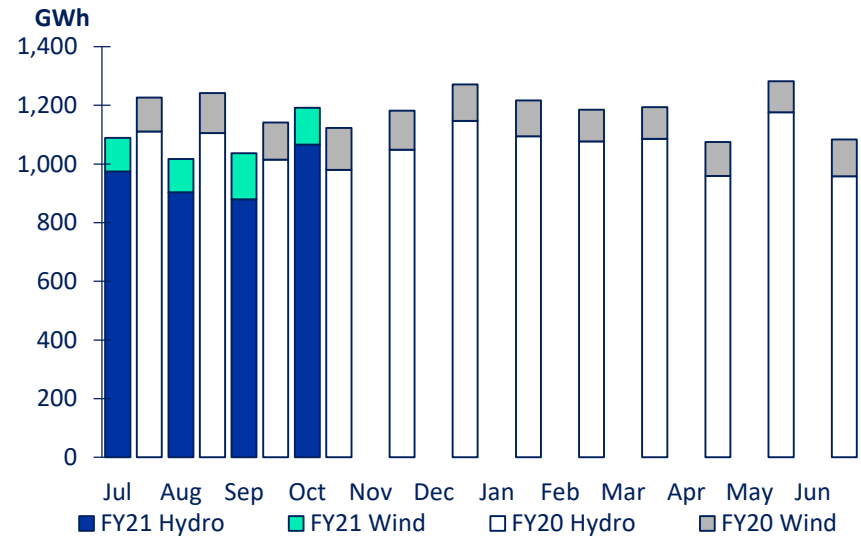


Source: Meridian

## New Zealand generation

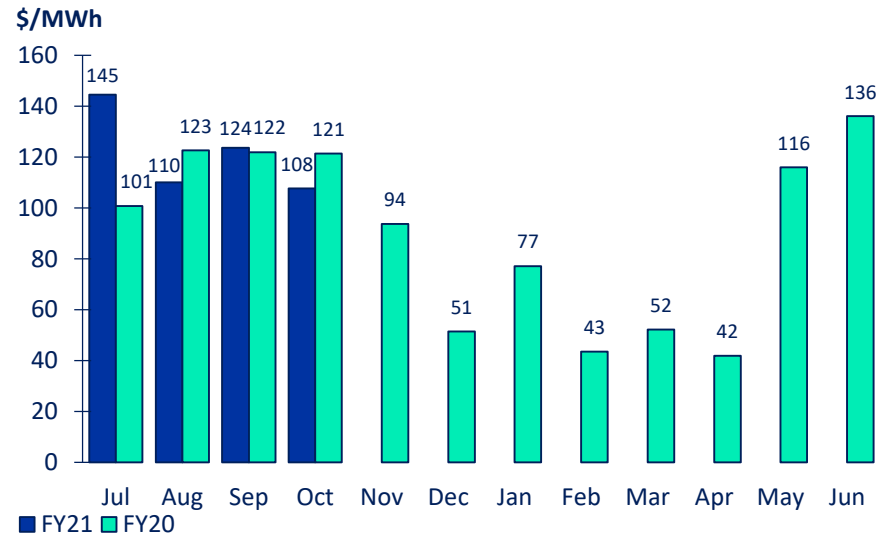
- Meridian’s New Zealand generation in October 2020 was 6.1% higher than the same month last year, reflecting higher hydro and lower wind generation
- To date this financial year, Meridian’s New Zealand generation is 8.4% lower than the same period last year, reflecting lower hydro and lower wind generation
- The average price Meridian received for its generation in October 2020 was 11.3% lower than the same month last year
- The average price Meridian paid to supply customers in October 2020 was 7.0% lower than the same month last year
- To date this financial year, the average price Meridian received for its generation is 4.1% higher than the same period last year and the average price paid to supply customers is 7.6% higher

### MERIDIAN'S NEW ZEALAND GENERATION



Source: Meridian

### MERIDIAN'S AVERAGE GENERATION PRICE\*



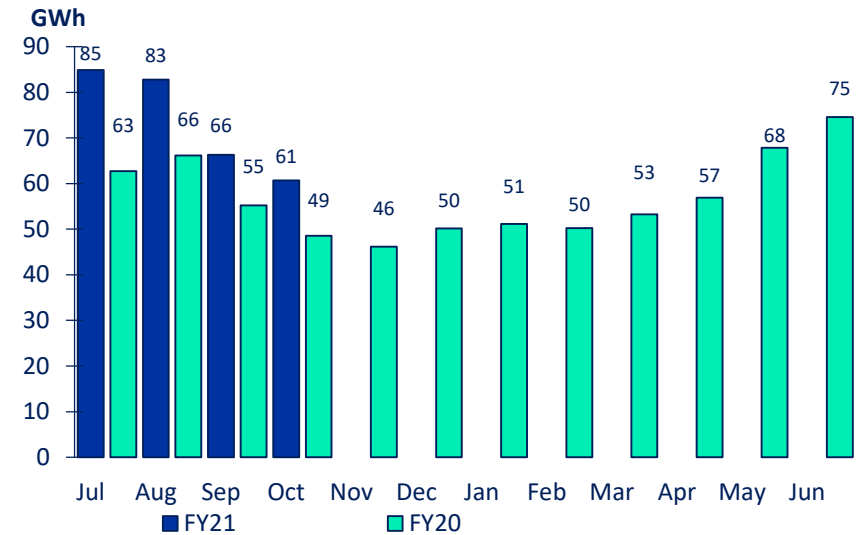
\*price received for Meridian’s physical generation

Source: Meridian

## Australian retail

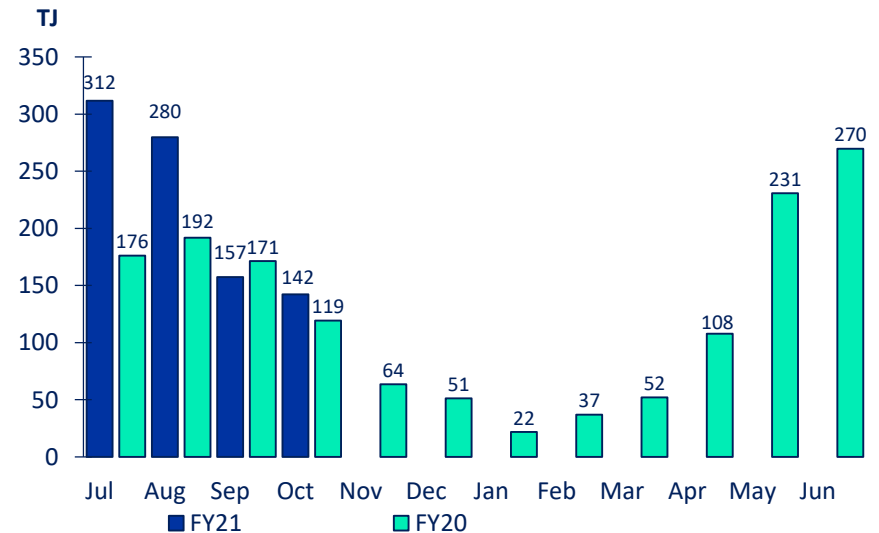
- Powershop Australia electricity customer connection numbers rose 0.6% during October 2020 and have risen 2.2% since June 2020
- Electricity sales volumes in October 2020 were 25.1% higher than the same month last year
- To date this financial year, electricity sales volumes are 26.6% higher than the same period last year
- Powershop Australia gas customer connection numbers rose 0.7% during October 2020 and have risen 4.4% since June 2020
- Gas sales volumes in October 2020 were 19.4% higher than the same month last year
- To date this financial year, gas sales volumes are 35.4% higher than the same period last year

### AUSTRALIAN RETAIL ELECTRICITY SALES VOLUMES



Source: Meridian

### AUSTRALIAN RETAIL GAS SALES VOLUMES



Source: Meridian



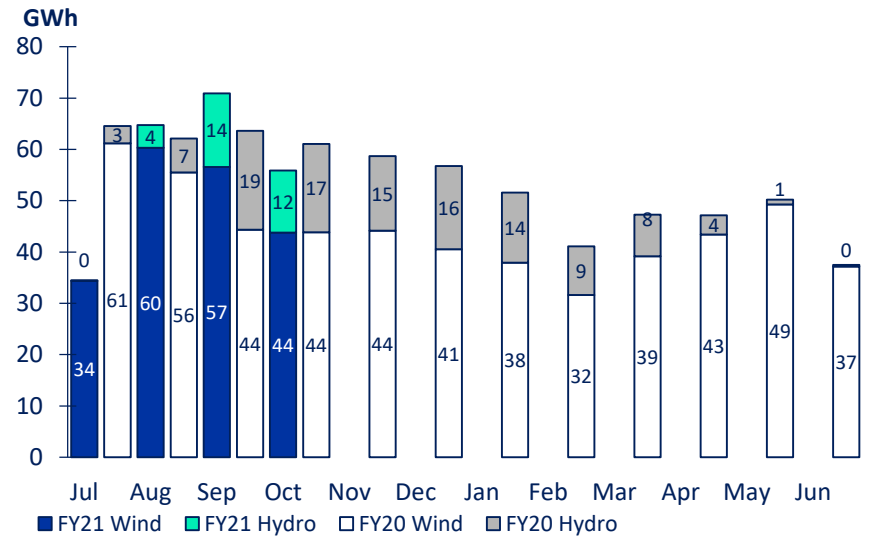
# Australian generation

- Meridian’s Australian generation in October 2020 was 8.5% lower than the same month last year, reflecting lower wind generation and lower hydro generation
- To date this financial year, Meridian’s Australian generation is 10.1% lower than the same period last year, reflecting lower wind and lower hydro generation
- Storage at Meridian’s Hume hydro power station increased to 80% of capacity by mid November 2020
- NEM<sup>1</sup> electricity demand in October 2020 was again lower than the same month last year, however wholesale electricity prices rose with increases in spot gas prices

<sup>1</sup>See glossary on page 17 for a definition of Australia’s National Electricity Market

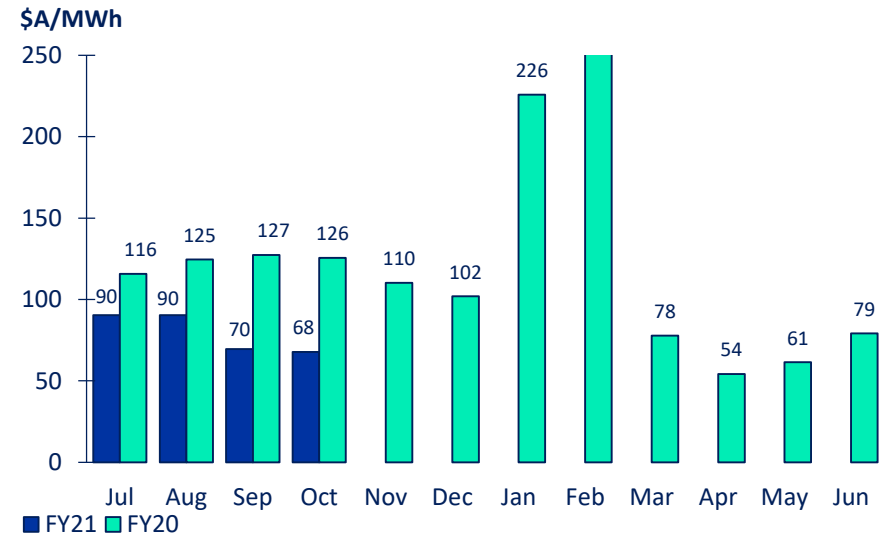
<sup>2</sup>February 2020 average wind generation price includes the settlement of CY19 forward sold Large Generation Certificates

## MERIDIAN'S AUSTRALIAN GENERATION



Source: Meridian

## AVERAGE WIND GENERATION PRICE<sup>2</sup>



Source: Meridian

# New Zealand

	OCTOBER 2020 MONTH	OCTOBER 2019 MONTH	SEPTEMBER 2020 MONTH	AUGUST 2020 MONTH	4 MONTHS TO OCTOBER 2020	4 MONTHS TO OCTOBER 2019
<b>New Zealand sales</b>						
Residential sales volume (GWh)	127	129	146	171	629	601
Small medium business sales volume (GWh)	104	89	105	107	429	380
Agricultural sales volume (GWh)	157	89	86	72	362	273
Large business sales volume (GWh)	46	40	48	52	201	168
Corporate and industrial sales volume (GWh)	283	243	272	275	1,113	979
<b>Retail contracted sales volume (GWh)</b>	<b>717</b>	<b>590</b>	<b>657</b>	<b>677</b>	<b>2,734</b>	<b>2,401</b>
Average retail contracted sales price <sup>1</sup> (\$NZ/MWh)	\$106.0	\$102.7	\$118.1	\$119.3	\$115.8	\$110.4
NZAS sales volume (GWh)	426	463	411	426	1,688	1,836
Financial contract sales volumes <sup>2</sup> (GWh)	126	129	201	125	639	603
Avg. wholesale & financial contracts sales price <sup>3</sup> (\$NZ/MWh)	\$69.4	\$67.0	\$74.2	\$70.4	\$74.2	\$69.1
Retail customer supply volumes (GWh)	755	623	696	717	2,872	2,510
Cost to supply retail customers (\$NZ/MWh)	\$126.9	\$130.2	\$140.3	\$120.6	\$137.9	\$126.4
Cost to supply wholesale customers (\$NZ/MWh)	\$95.8	\$118.7	\$122.2	\$109.6	\$117.8	\$115.7
Cost of financial contracts (\$NZ/MWh)	\$110.8	\$112.6	\$127.8	\$113.1	\$126.3	\$113.5
Total New Zealand customer connections <sup>4</sup>	329,710	311,694	328,602	327,125		

# New Zealand

	OCTOBER 2020 MONTH	OCTOBER 2019 MONTH	SEPTEMBER 2020 MONTH	AUGUST 2020 MONTH	4 MONTHS TO OCTOBER 2020	4 MONTHS TO OCTOBER 2019
<b>New Zealand generation</b>						
Hydro generation volumes (GWh)	1,066	980	879	904	3,824	4,212
Wind generation volumes (GWh)	126	143	158	113	511	521
<b>Total generation volumes (GWh)</b>	<b>1,192</b>	<b>1,123</b>	<b>1,037</b>	<b>1,017</b>	<b>4,335</b>	<b>4,733</b>
Average generation price <sup>5</sup> (\$NZ/MWh)	\$107.7	\$121.4	\$123.7	\$110.1	\$121.3	\$116.5
<b>New Zealand hedging</b>						
Hedging volume <sup>6</sup> (GWh)	241	145	268	266	1,094	561
Hedging cost average price (\$NZ/MWh)	\$96.2	\$64.4	\$101.2	\$104.6	\$103.3	\$63.7
Hedging spot revenue average price (\$NZ/MWh)	\$114.4	\$122.6	\$132.6	\$123.8	\$126.7	\$120.2
Future contract close outs (\$NZ m)	\$0.6	-\$1.5	-\$2.9	-\$1.9	-\$5.9	-\$3.7

# Australia

	OCTOBER 2020 MONTH	OCTOBER 2019 MONTH	SEPTEMBER 2020 MONTH	AUGUST 2020 MONTH	4 MONTHS TO OCTOBER 2020	4 MONTHS TO OCTOBER 2019
<b>Australian contracted sales</b>						
Retail contracted electricity sales volume (GWh)	61	49	66	83	294	233
Average electricity contracted sales price <sup>1</sup> (\$A/MWh)	\$140.0	\$168.0	\$146.3	\$137.7	\$141.7	\$148.4
Retail contracted gas sales volume (TJ)	142	119	157	280	891	658
Average gas contracted sales price <sup>1</sup> (\$A/GJ)	\$15.5	\$13.8	\$12.0	\$11.5	\$13.3	\$13.8
Financial contract sales volumes <sup>2</sup> (GWh)	42	65	29	33	131	222
Financial contracted sales average price (\$A/MWh)	\$66.8	\$80.1	\$66.5	\$65.7	\$66.6	\$84.7
Cost to supply electricity customers (\$A/MWh)	\$73.1	\$119.9	\$61.3	\$85.5	\$75.9	\$117.4
Cost to supply gas customers (\$A/GJ)	\$13.4	\$8.6	\$14.6	\$11.3	\$11.8	\$10.6
Cost of financial contracts (\$A/MWh)	\$52.2	\$100.1	\$37.0	\$53.5	\$50.1	\$89.0
Powershop electricity customer connections <sup>7</sup>	139,162	118,721	138,289	137,530		
Powershop gas customer connections <sup>8</sup>	39,540	27,858	39,251	38,978		

# Australia

	OCTOBER 2020 MONTH	OCTOBER 2019 MONTH	SEPTEMBER 2020 MONTH	AUGUST 2020 MONTH	4 MONTHS TO OCTOBER 2020	4 MONTHS TO OCTOBER 2019
<b>Australian generation</b>						
Wind generation volumes (GWh)	44	44	57	60	195	205
Average wind generation price <sup>5</sup> (\$A/MWh)	\$67.8	\$125.5	\$69.6	\$90.4	\$79.3	\$122.8
Hydro generation volumes (GWh)	12	17	14	4	31	46
Average hydro generation price <sup>5</sup> (\$A/MWh)	\$59.0	\$99.3	\$39.0	\$51.7	\$48.6	\$98.6
PPA generation received (GWh)	30	31	34	33	124	99
Average PPA generation price [net of costs] (\$A/MWh)	-\$2.2	\$45.2	-\$14.4	-\$3.8	\$5.8	\$33.7
<b>Australian hedging</b>						
Hedging volume <sup>6</sup> (GWh)	13	50	37	42	127	160
Hedging costs (\$A/MWh)	\$204.9	\$102.1	\$82.6	\$78.3	\$83.9	\$98.8
Hedging spot revenue average price (\$A/MWh)	\$149.6	\$107.7	\$40.6	\$55.8	\$50.4	\$106.2
Future contract close outs (\$A M)	\$0.0	\$0.0	\$0.0	\$0.0	-\$0.3	\$0.1

# Meridian group

	OCTOBER 2020 MONTH	OCTOBER 2019 MONTH	SEPTEMBER 2020 MONTH	AUGUST 2020 MONTH	4 MONTHS TO OCTOBER 2020	4 MONTHS TO OCTOBER 2019
<b>Meridian Group</b>						
Employee and Operating Costs <sup>9</sup> (\$m)	21	22	21	21	83	86
Stay in Business Capital Expenditure (\$m)	4	4	4	4	14	15
Investment Capital Expenditure (\$m)	2	1	3	3	16	6
<b>Total Capital Expenditure (\$m)</b>	<b>6</b>	<b>5</b>	<b>7</b>	<b>7</b>	<b>30</b>	<b>21</b>

## Footnotes

- Contracted sales volumes and volume weighted average price received from contracted customers less distribution costs
- Derivatives sold excluding the sell-side of virtual asset swaps
- Average price of both NZAS sales volume and derivative sales volumes
- Meridian Retail and Powershop New Zealand installation control points (ICPs), excluding vacants
- Volume weighted average price received for Meridian's physical generation
- Over the counter and ASX contract volumes excluding the buy-side of virtual asset swaps
- Financially responsible market participants, excluding vacants
- Meter installation registration numbers
- Excludes electricity metering expenses, now reclassified into gross margin

# FY21 operating information

	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021
<b>New Zealand contracted sales</b>												
Residential sales volume (GWh)	186	171	146	127								
Small medium business sales volume (GWh)	113	107	105	104								
Agricultural sales volume (GWh)	47	72	86	157								
Large business sales volume (GWh)	55	52	48	46								
Corporate and industrial sales volume (GWh)	282	275	272	283								
<b>Retail contracted sales volume (GWh)</b>	<b>683</b>	<b>677</b>	<b>657</b>	<b>717</b>								
Average retail contracted sales price (\$NZ/MWh)	\$120.4	\$119.3	\$118.1	\$106.0								
NZAS sales volume (GWh)	426	426	411	426								
Financial contract sales volumes (GWh)	188	125	201	126								
Average wholesale & financial contracts sales price (\$NZ/h)	\$82.0	\$70.4	\$74.2	\$69.4								
Retail customer supply volumes (GWh)	704	717	696	755								
Cost to supply retail customers (\$NZ/MWh)	\$165.1	\$120.6	\$140.3	\$126.9								
Cost to supply wholesale customers (\$NZ/MWh)	\$143.8	\$109.6	\$122.2	\$95.8								
Cost of financial contracts (\$NZ/MWh)	\$143.7	\$113.1	\$127.8	\$110.8								
<b>Total New Zealand customer connections</b>	<b>326,148</b>	<b>327,125</b>	<b>328,602</b>	<b>329,710</b>								
<b>New Zealand generation</b>												
Hydro generation volume (GWh)	975	904	879	1,066								
Wind generation volume (GWh)	114	113	158	126								
<b>Total generation volume (GWh)</b>	<b>1,089</b>	<b>1,017</b>	<b>1,037</b>	<b>1,192</b>								
Average generation price (\$NZ/MWh)	\$144.5	\$110.1	\$123.7	\$107.7								
<b>New Zealand hedging</b>												
Hedging volume (GWh)	318	266	268	241								
Hedging cost average price (\$NZ/MWh)	\$109.3	\$104.6	\$101.2	\$96.2								
Hedging spot revenue average price (\$NZ/MWh)	\$133.4	\$123.8	\$132.6	\$114.4								
Future contract close outs (\$NZm)	-1.6	-1.9	-2.9	0.6								
<b>Australia contracted sales</b>												
Retail contracted electricity sales volume (GWh)	85	83	66	61								
Average electricity contracted sales price <sup>1</sup> (\$A/MWh)	\$142.7	\$137.7	\$146.3	\$140.0								
Retail contracted gas sales volume (TJ)	312	280	157	142								
Average gas contracted sales price <sup>1</sup> (\$A/GJ)	\$14.7	\$11.5	\$12.0	\$15.5								
Financial contract sales volumes <sup>2</sup> (GWh)	26	33	29	42								
Financial contracted sales average price (\$A/MWh)	\$67.6	\$65.7	\$66.5	\$66.8								
Cost to supply electricity customers (\$A/MWh)	\$79.5	\$85.5	\$61.3	\$73.1								
Cost to supply gas customers (\$A/GJ)	\$10.1	\$11.3	\$14.6	\$13.4								
Cost of financial contracts (\$A/MWh)	\$56.7	\$53.5	\$37.0	\$52.2								
Powershop electricity customer connections <sup>7</sup>	136,696	137,530	138,289	139,162								
Powershop gas customer connections <sup>8</sup>	38,544	38,978	39,251	39,540								
<b>Australia generation</b>												
Wind generation volume (GWh)	34	60	57	44								
Average wind generation price (\$A/MWh)	\$90.3	\$90.4	\$69.6	\$67.8								
Hydro generation volume (GWh)	0	4	14	12								
Average hydro generation price (\$A/MWh)	-	\$51.7	\$39.0	\$59.0								
PPA generation received (GWh)	27	33	34	30								
Average PPA generation price [net of costs] (\$A/MWh)	-\$1.6	-\$3.8	-\$14.4	-\$2.2								
<b>Australia hedging</b>												
Hedging volume (GWh)	35	42	37	13								
Hedging costs (\$A/MWh)	\$48.4	\$78.3	\$82.6	\$204.9								
Hedging spot revenue average price (\$A/MWh)	\$18.6	\$55.8	\$40.6	\$149.6								
Future contract close outs (\$A M)	-\$0.2	\$0.0	\$0.0	\$0.0								
<b>Meridian Group</b>												
Employee and Operating Costs (\$NZ m)	21	21	21	21								
Stay in Business Capital Expenditure (\$NZ m)	3	4	4	4								
Investment Capital Expenditure (\$NZ m)	7	3	3	2								
<b>Total Capital Expenditure (\$NZ m)</b>	<b>10</b>	<b>7</b>	<b>7</b>	<b>6</b>								

# FY20 operating information

	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020
<b>New Zealand contracted sales</b>												
Residential sales volume (GWh)	165	166	140	129	101	98	97	92	111	124	151	170
Small medium business sales volume (GWh)	97	99	95	89	85	81	86	87	88	57	85	98
Agricultural sales volume (GWh)	42	65	76	89	138	181	200	163	131	71	65	43
Large business sales volume (GWh)	46	45	38	40	39	40	38	39	41	33	40	46
Corporate and industrial sales volume (GWh)	249	255	233	243	247	248	272	264	269	222	255	277
<b>Retail contracted sales volume (GWh)</b>	<b>599</b>	<b>630</b>	<b>583</b>	<b>590</b>	<b>610</b>	<b>650</b>	<b>694</b>	<b>646</b>	<b>639</b>	<b>507</b>	<b>596</b>	<b>634</b>
Average retail contracted sales price (\$NZ/MWh)	\$113.5	\$115.4	\$109.5	\$102.7	\$99.8	\$100.0	\$103.3	\$109.5	\$108.3	\$109.2	\$106.8	\$116.5
NZAS sales volume (GWh)	463	463	447	463	448	463	463	433	463	416	426	485
Financial contract sales volumes (GWh)	150	176	148	129	135	164	170	283	354	222	318	280
Average wholesale & financial contracts sales price (\$NZ/h)	\$69.9	\$70.9	\$68.4	\$67.0	\$65.3	\$62.3	\$66.5	\$68.7	\$66.7	\$64.8	\$65.4	\$66.5
Retail customer supply volumes (GWh)	645	662	581	623	650	669	733	682	666	537	624	661
Cost to supply retail customers (\$NZ/MWh)	\$110.4	\$135.6	\$129.3	\$130.2	\$112.7	\$57.1	\$95.1	\$67.9	\$67.4	\$50.1	\$132.3	\$132.2
Cost to supply wholesale customers (\$NZ/MWh)	\$97.9	\$120.5	\$126.1	\$118.7	\$89.6	\$45.4	\$76.8	\$36.6	\$44.7	\$43.4	\$113.4	\$144.3
Cost of financial contracts (\$NZ/MWh)	\$101.9	\$118.2	\$120.5	\$112.6	\$92.8	\$81.6	\$86.7	\$47.0	\$45.7	\$52.1	\$98.9	\$130.6
<b>Total New Zealand customer connections</b>	<b>304,993</b>	<b>307,798</b>	<b>309,372</b>	<b>311,694</b>	<b>313,150</b>	<b>313,599</b>	<b>315,225</b>	<b>317,784</b>	<b>319,778</b>	<b>321,051</b>	<b>322,448</b>	<b>324,253</b>
<b>New Zealand generation</b>												
Hydro generation volume (GWh)	1,111	1,106	1,015	980	1,049	1,147	1,095	1,077	1,085	959	1,176	958
Wind generation volume (GWh)	116	135	126	143	133	125	122	108	109	116	106	126
<b>Total generation volume (GWh)</b>	<b>1,227</b>	<b>1,241</b>	<b>1,141</b>	<b>1,123</b>	<b>1,182</b>	<b>1,272</b>	<b>1,217</b>	<b>1,185</b>	<b>1,194</b>	<b>1,075</b>	<b>1,282</b>	<b>1,084</b>
Average generation price (\$NZ/MWh)	\$100.7	\$122.7	\$121.9	\$121.4	\$93.7	\$51.4	\$77.1	\$43.4	\$52.1	\$41.9	\$116.0	\$126.8
<b>New Zealand hedging</b>												
Hedging volume (GWh)	145	139	132	145	148	182	296	342	428	239	218	317
Hedging cost average price (\$NZ/MWh)	\$65.0	\$63.2	\$62.2	\$64.4	\$67.3	\$64.4	\$96.1	\$100.7	\$106.4	\$77.4	\$70.1	\$87.6
Hedging spot revenue average price (\$NZ/MWh)	\$104.4	\$130.5	\$124.0	\$122.6	\$104.1	\$63.1	\$100.0	\$75.1	\$59.8	\$51.5	\$101.9	\$134.9
Future contract close outs (\$NZm)	-0.3	-0.6	-1.4	-1.5	-0.2	-0.9	-0.2	-0.2	-0.1	-2.0	-4.3	-2.3
<b>Australia contracted sales</b>												
Retail contracted electricity sales volume (GWh)	63	66	55	49	46	50	51	50	53	57	68	75
Average electricity contracted sales price <sup>1</sup> (\$A/MWh)	\$149.8	\$147.0	\$131.2	\$168.0	\$174.0	\$161.1	\$130.0	\$150.4	\$142.0	\$121.1	\$146.5	\$147.6
Retail contracted gas sales volume (TJ)	176	192	171	119	64	51	22	37	52	108	231	270
Average gas contracted sales price <sup>1</sup> (\$A/GJ)	\$13.9	\$14.0	\$13.4	\$13.8	\$18.9	\$20.0	\$33.4	\$22.2	\$18.7	\$12.5	\$15.4	\$12.5
Financial contract sales volumes <sup>2</sup> (GWh)	54	43	60	65	63	68	46	43	46	7	19	22
Financial contracted sales average price (\$A/MWh)	\$83.3	\$86.1	\$90.1	\$80.1	\$80.1	\$79.2	\$122.0	\$122.0	\$122.0	\$176.6	\$69.5	\$59.8
Cost to supply electricity customers (\$A/MWh)	\$105.5	\$126.4	\$118.0	\$119.9	\$89.2	\$82.2	\$257.6	\$111.9	\$53.6	\$56.8	\$67.5	\$78.1
Cost to supply gas customers (\$A/GJ)	\$11.8	\$11.4	\$9.8	\$8.6	\$14.0	\$9.9	\$41.1	\$20.4	\$13.6	\$13.4	\$11.2	\$11.6
Cost of financial contracts (\$A/MWh)	\$86.9	\$101.0	\$103.6	\$100.1	\$68.3	\$58.2	\$138.8	\$52.2	\$45.8	\$87.4	\$39.8	\$42.3
Powershop electricity customer connections <sup>7</sup>	111,373	112,995	115,099	118,721	121,575	124,668	127,847	131,647	134,399	135,205	135,628	136,202
Powershop gas customer connections <sup>8</sup>	24,096	25,240	26,529	27,858	29,182	30,465	32,387	33,428	35,392	36,077	36,955	37,878
<b>Australia generation</b>												
Wind generation volume (GWh)	61	56	44	44	44	41	38	32	39	43	49	37
Average wind generation price (\$A/MWh)	\$115.7	\$124.7	\$127.3	\$125.5	\$110.3	\$101.9	\$225.9	\$474.6	\$77.8	\$54.2	\$61.4	\$79.2
Hydro generation volume (GWh)	3	7	19	17	15	16	14	9	8	4	1	0
Average hydro generation price (\$A/MWh)	\$81.0	\$104.0	\$99.2	\$99.4	\$66.9	\$64.4	\$153.1	\$56.4	\$43.8	\$39.1	\$39.9	\$58.5
PPA generation received (GWh)	35	34	30	31	30	29	29	28	30	30	32	28
Average PPA generation price [net of costs] (\$A/MWh)	\$22.9	\$30.3	\$38.4	\$45.2	\$16.5	\$7.8	\$59.5	\$1.4	-\$8.9	-\$14.5	-\$13.1	-\$9.1
<b>Australia hedging</b>												
Hedging volume (GWh)	36	39	36	50	48	50	39	43	42	36	40	37
Hedging costs (\$A/MWh)	\$87.3	\$98.6	\$105.6	\$102.1	\$109.8	\$93.9	-\$23.1	\$197.7	\$185.1	\$79.3	-\$49.6	\$80.6
Hedging spot revenue average price (\$A/MWh)	\$99.6	\$105.5	\$111.4	\$107.7	\$72.3	\$58.6	\$130.3	\$58.6	\$43.5	\$41.7	\$42.9	\$55.0
Future contract close outs (\$A M)	\$0.0	\$0.2	-\$0.1	\$0.0	\$0.7	-\$0.1	\$0.0	\$0.5	-\$0.1	\$0.8	\$0.7	\$0.0
<b>Meridian Group</b>												
Employee and Operating Costs (\$NZ m)	21	21	22	22	22	19	19	21	21	20	19	31
Stay in Business Capital Expenditure (\$NZ m)	4	3	4	4	4	4	3	3	4	3	3	6
Investment Capital Expenditure (\$NZ m)	1	2	2	1	2	1	1	2	2	1	1	3
<b>Total Capital Expenditure (\$NZ m)</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>4</b>	<b>4</b>	<b>9</b>



# Glossary

Hedging 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) and financial contracts
Combined catchment inflows	combined water inflows into Meridian’s Waitaki and Waiau hydro storage lakes
Cost of hedges	volume weighted average price Meridian pays for derivatives acquired
Cost to supply contracted sales	volume weighted average price Meridian pays to supply contracted customer sales and financial contracts
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 85 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 <a href="http://www.emi.ea.govt.nz">www.emi.ea.govt.nz</a>
NEM	Australia’s national energy market, comprising Queensland, New South Wales (including the Australian Capital Territory), Victoria, South Australia, and Tasmania
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
Financial contract sales	sell-side electricity derivatives excluding the sell-side of virtual asset swaps
TJ	Terajoules
Virtual Asset Swaps (VAS)	CFDs Meridian has with Genesis Energy and Mercury New Zealand. They do not result in the physical supply of electricity