



## **June highlights**



In the month to 13 July 2016, national hydro storage decreased from 122% to 119% of historical average

South Island storage sat at 121% of average and North Island storage at 109% of average on 13 July 2016



Meridian's June 2016 monthly inflows were 136% of historical average

Meridian's Waitaki catchment storage at the end of June 2016 was 133% of historical average



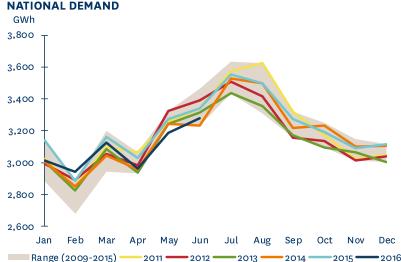
National electricity demand in June 2016 was 1.8% lower than the same month last year

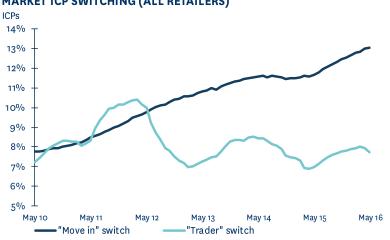
June 2016 was the 3<sup>rd</sup> warmest June on record

Meridian's retail sales volumes in June 2016 decreased by 2.6% compared to June 2015, as a result of lower corporate sales volumes and the warmer temperatures

#### Market data

- National electricity demand in June 2016 was 1.8% lower than the same month last year
- June 2016 was the 3rd warmest June on record
- The first six months of 2016 have all been warmer than average and those six months together were the warmest January to June period on record
- As a result, demand in the last 12 months was 0.7% lower than the preceding 12 months
- New Zealand Aluminium Smelter's average load during June 2016 was above 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 May 2016
- I2-month average switching rate of customers moving and changing retailers ("move in" switch) was 13.1% at the end of May 2016

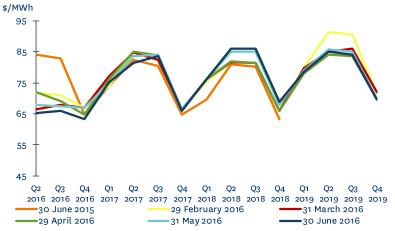




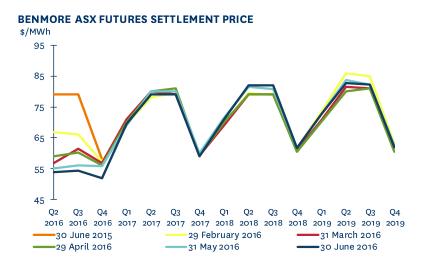
MARKET ICP SWITCHING (ALL RETAILERS)

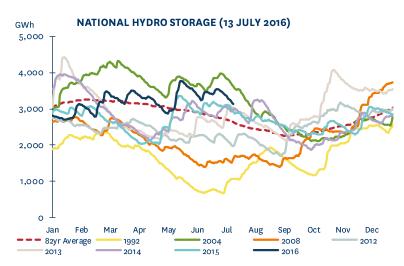
## **Market data**

#### **OTAHUHU ASX FUTURES SETTLEMENT PRICE**

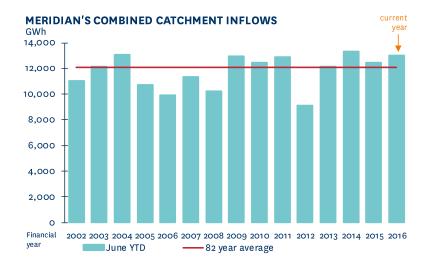


- June 2016 saw small changes in near-term ASX prices
- National storage decreased from 122% of the 82 year average on 13 June 2016 to 119% of average on 13 July 2016
- South Island storage decreased to 121% of historical average on 13 July 2016. North Island storage increased to 109% of average





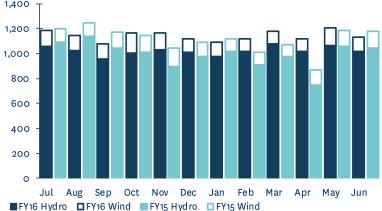
- June 2016 monthly inflows were 136% of historical average
- Meridian's Waitaki catchment storage moved from 2,142GWh to 2,111GWh during June 2016
- Waitaki storage at the end of June 2016 was 133% of historical average, compared with the position a month earlier, where storage was at 127% of historical average
- Waitaki storage at the end of June 2016 was 22% higher than the same time last year
- Total storage in Meridian's Waiau catchment decreased during June 2016



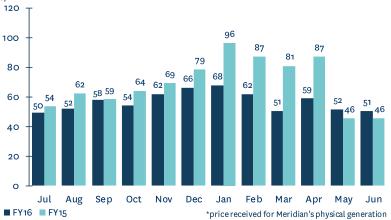




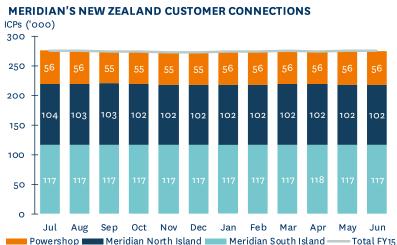
- Meridian's New Zealand generation in June 2016 MERIDIAN'S NEW ZEALAND GENERATION was 3.7% lower than the same month last year, 1,400 reflecting lower hydro and wind generation
- For the 2016 financial year Meridian's New Zealand generation was 2.8% higher than the same period last year, reflecting both higher hydro and wind generation
- Generation from both the Manapōuri station and the total wind portfolio were at record levels in 2016 financial year
- The average price Meridian received for its generation in June 2016 was 10.6% higher than the same month last year
- The average price Meridian paid to supply contracted sales in June 2016 was 12.1% higher than the same month last year
- For the 2016 financial year, the average price Meridian has received for its generation was 16.5% lower than the same period last year







- Meridian's New Zealand customer connection numbers reduced slightly during June 2016 and declined 0.6% during the 2016 financial year
- Retail sales volumes in June 2016 decreased by 2.6% compared to June 2015
- Compared to June 2015, residential/SMB sales volumes decreased by 2.0% (warmer temperatures) and corporate sales volumes decreased by 16.1% (from churn in time-ofuse customers)
- For the 2016 financial year Meridian's retail sales volumes are 0.4% higher than the same period last year
- This reflects a 2.4% increase in residential/SMB sales volumes and a 3.9% decrease in corporate sales volumes





#### MERIDIAN'S RETAIL SALES VOLUMES\*

	June 2016 month	June 2015 month	May 2016 month	April 2016 month	12 months to June 2016	12 months to June 2015
New Zealand Contracted Sales <sup>1</sup>						
Retail contracted sales volume (GWh)	443	479	476	410	5,969	5,967
Average retail contracted sales price (\$/MWh)	\$122.6	\$122.9	\$118.O	\$107.7	\$105.7	\$102.9
NZAS sales volume (GWh)	412	412	426	412	5,024	5,011
Sell side derivative volumes <sup>2</sup> (GWh)	51	100	177	112	1,280	1,100
Wholesale contracted sales average price (\$/MWh)	\$51.O	\$51.O	\$45.1	\$48.8	\$50.6	\$51.O
Total New Zealand customer connections <sup>3</sup>	274,920	276,446	274,947	275,771		
Powershop Australia customer connections <sup>4</sup>	77,970	48,208	not disclosed	not disclosed		
New Zealand Generation						
Hydro generation volume (GWh)	1,014	1,043	1,063	1,016	12,251	11,911
Wind generation volume (GWh)	121	136	144	102	1,456	1,421
Total generation volume (GWh)	1,135	1,179	1,207	1,118	13,707	13,332
Average generation price <sup>5</sup> (\$/MWh)	\$50.6	\$45.7	\$51.7	\$59.2	\$56.9	\$68.2
Acquired generation volume <sup>6</sup> (GWh)	80	77	87	111	1,130	1,054
Cost of acquired generation (\$/MWh)	\$78.9	\$91.7	\$75.1	\$78.7	\$75.8	\$80.2
Acquired generation revenue average price (\$/MWh)	\$58.1	\$48.3	\$57.6	\$66.3	\$61.0	\$64.9
Future contract close outs (\$m)	(\$0.3)	(\$0.5)	(\$2.0)	(\$1.1)	(\$7.1)	(\$14.8)
Contracted sales supply volume (GWh)	940	1,024	1,114	930	12,555	12,420
Cost to supply contracted sales (\$/MWh)	\$54.5	\$48.7	\$54.5	\$64.3	\$61.0	\$72.8

iles volumes and volume weighted average price received from contracted customers less distribution costs

points (ICPs), excluding vacants

generation

2. Excludes the sell-side of virtual asset swaps

4. Financially responsible market participants, excluding vacants MERIDIAN ENERGY LIMITED Monthly operating report for June 2016

6. Excludes the buy-side of virtual asset swaps

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun
	2015	2015	2015	2015	2015	2015	2016	2016	2016	2016	2016	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.O	\$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
Powershop Australia customer connections	not disclosed r	not disclosed	55,993	not disclosed n	ot disclosed	63,763 r	ot disclosed	not disclosed	<b>71,111</b> n	ot disclosed i	not disclosed	77,970
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

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun
	2014	2014	2014	2014	2014	2014	2015	2015	2015	2015	2015	2015
New Zealand Contracted Sales												
Retail contracted sales volume (GWh)	481	475	474	505	538	521	568	519	514	434	460	479
Average retail contracted sales price (\$/MWh)	\$117.3	\$113.0	\$107.3	\$95.6	\$93.4	\$87.6	\$91.5	\$92.7	\$94.6	\$110.4	\$117.0	\$122.9
NZAS sales volume (GWh)	426	426	411	426	412	426	426	384	426	412	426	412
Sell side derivative volumes (GWh)	95	170	125	87	69	61	75	50	49	11	209	100
Wholesale contracted sales average price (\$/MWh)	\$50.2	\$50.7	\$50.7	\$50.4	\$51.0	\$50.4	\$53.6	\$53.6	\$52.1	\$49.8	\$49.0	\$51.0
Total New Zealand customer connections	276,413	275,410	274,821	274,319	273,970	273,572	274,052	274,673	275,488	274,881	275,360	276,446
Powershop Australia customer connections	not disclosed	not disclosed	21,776	not disclosed	not disclosed	28,353	not disclosed	not disclosed	35,138	not disclosed	not disclosed	48,208
New Zealand Generation												
Hydro generation volume (GWh)	1,095	1,141	1,046	1,010	894	979	1,020	907	977	745	1,057	1,043
Wind generation volume (GWh)	106	108	124	134	153	113	95	103	95	120	132	136
Total generation volume (GWh)	1,201	1,248	1,170	1,144	1,047	1,092	1,115	1,009	1,072	865	1,189	1,179
Average generation price (\$/MWh)	\$54.0	\$62.4	\$58.5	\$64.2	\$69.2	\$78.9	\$96.4	\$87.4	\$81.O	\$87.1	\$45.6	\$45.7
Acquired generation volume (GWh)	142	120	114	48	56	51	39	59	40	114	194	77
Cost of acquired generation (\$/MWh)	\$87.6	\$84.8	\$86.3	\$77.5	\$76.5	\$79.4	\$79.1	\$85.2	\$80.1	\$86.6	\$60.6	\$91.7
Acquired generation revenue average price (\$/MWh)	\$54.4	\$65.0	\$54.4	\$67.3	\$74.4	\$87.1	\$99.9	\$92.2	\$79.9	\$81.3	\$47.9	\$48.3
Future contract close outs (\$m)	(\$2.4)	(\$2.1)	(\$0.9)	(\$0.7)	(\$0.2)	(\$0.3)	(\$2.1)	(\$0.7)	(\$1.5)	(\$1.6)	(\$1.8)	(\$0.5)
Contracted sales supply volume (GWh)	1,022	1,083	1,053	1,060	1,046	1,037	1,110	984	1,001	866	1,132	1,024
Cost to supply contracted sales (\$/MWh)	\$57.9	\$70.7	\$60.4	\$68.2	\$73.2	\$84.0	\$100.8	\$91.0	\$83.2	\$91.2	\$48.7	\$48.7

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Мау	Jun
	2013	2013	2013	2013	2013	2013	2014	2014	2014	2014	2014	2014
New Zealand Contracted Sales												
Retail contracted sales volume (GWh)	479	470	463	448	509	516	492	498	482	479	462	455
Average retail contracted sales price (\$/MWh)	\$114.7	\$120.8	\$109.1	\$97.8	\$91.7	\$85.6	\$98.4	\$92.2	\$91.9	\$112.1	\$116.0	\$118.4
NZAS sales volume (GWh)	426	426	411	426	412	426	426	384	426	412	426	412
Sell side derivative volumes (GWh)	38	29	36	82	129	122	97	88	80	53	57	88
Wholesale contracted sales average price (\$/MWh)	\$52.6	\$50.4	\$51.4	\$49.3	\$47.7	\$48.5	\$51.4	\$52.1	\$51.1	\$54.7	\$54.6	\$55.2
Total New Zealand customer connections	272,972	272,638	275,303	275,870	276,403	276,564	277,059	277,226	277,404	277,810	277,412	276,708
Powershop Australia customer connections	not disclosed	not disclosed	529	not disclosed	not disclosed	1,106	not disclosed i	not disclosed	5,879	not disclosed r	not disclosed	13,426
New Zealand Generation												
Hydro generation volume (GWh)	989	954	892	953	1,059	1,145	1,200	1,056	907	785	915	1,049
Wind generation volume (GWh)	127	98	117	132	86	99	113	86	90	93	103	100
Total generation volume (GWh)	1,116	1,052	1,009	1,085	1,145	1,244	1,313	1,142	997	878	1,018	1,149
Average generation price (\$/MWh)	\$48.6	\$45.2	\$52.3	\$25.4	\$25.5	\$42.5	\$57.1	\$113.5	\$122.9	\$100.9	\$55.1	\$48.0
Acquired generation volume (GWh)	157	158	119	82	77	71	28	21	123	165	146	121
Cost of acquired generation (\$/MWh)	\$87.5	\$86.6	\$83.7	\$76.7	\$68.7	\$83.7	\$83.0	\$86.4	\$87.3	\$90.1	\$89.2	\$90.4
Acquired generation revenue average price (\$/MWh)	\$52.9	\$55.0	\$60.3	\$40.0	\$61.1	\$49.4	\$104.4	\$72.3	\$116.4	\$90.3	\$59.2	\$49.0
Future contract close outs (\$m)	(\$2.4)	(\$1.0)	(\$1.6)	(\$0.3)	(\$0.2)	(\$0.1)	(\$0.3)	(\$0.9)	(\$0.8)	(\$0.1)	(\$0.9)	(\$2.1)
Contracted sales supply volume (GWh)	958	933	921	963	1,078	1,089	1,064	980	1,045	968	967	991
Cost to supply contracted sales (\$/MWh)	\$50.0	\$50.3	\$56.5	\$28.2	\$28.5	\$46.9	\$59.1	\$122.0	\$125.1	\$103.8	\$58.6	\$51.1



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 81 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	Transpower's Daily Demand reporting, adjusted for embedded generation from Meridian's Te Uku, White Hill and Mill Creek wind farms
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 Mightly River Power. They do not result in the physical supply of electricity MERIDIAN ENERGY LIMITED Monthly operating report for June 2016