

1 **Q. Reference: Power Sales – General**

2 Does Newfoundland Labrador Hydro (“Hydro”) sell export power (“Export Power Sales”) through
 3 any corporation other than Nalcor Energy Marketing Corporation (“NEMC”)? Provide details on
 4 the quantity of export power sold by Hydro, NEMC and any related entities, where such power
 5 was sold and a breakdown of the gross revenue, cost of sales and net profits in each year such
 6 power was sold.

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9 A. Newfoundland and Labrador Hydro exports power only through Nalcor Energy Marketing
 10 Corporation (“NEM”).

11 Table 1 details the quantity of export energy sold by NEM, and where such power was sold,
 12 from 2018 to present.^{1,2}

**Table 1: Export Energy Sold by Nalcor Energy Marketing
 (MWh)**

Region	2018	2019	2020	2021	2022 (Jan to Nov)
New England	389,201	355,613	382,642	373,329	346,397
New York	1,034,175	901,763	833,396	779,125	1,031,020
Ontario	137,549	59,254	51,661	182,957	257,912
Nova Scotia	1,408	2,052	6,129	89,099	103,115
Québec	-	-	-		
New Brunswick	-	-	-	576	-

¹ Exports exclude revenues associated with ponding and spill energy sales for Hydro Regulated and also exclude deliveries of the Nova Scotia Block energy.

² Exports exclude sales of power from Churchill Falls (Labrador) Corporation to Québec.

1 Table 2 provides a breakdown of gross and net revenue³ from exports from 2018 to present.

**Table 2: Gross and Net Revenue from Exports
(\$ CDN)**

	2018	2019	2020	2021	2022 (Jan to Nov)
Gross Revenue	58,100,878.63	36,141,234.86	29,357,584.33	57,364,003.18	
Net Revenue	26,449,310.63	4,976,509.06	1,480,923.23	27,578,702.31	

³ Net revenue is equal to gross revenue less costs of goods sold (power purchases, transmission and market fees).