

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

2 Is power exported and sold to places other than New York Zone A and New England Mass Hub?
3 If so, provide a list of such places, quantities sold, the prices at which sold, gross revenue, a
4 breakdown of the cost of sales, the net profit derived therefrom on an annual basis and a pricing
5 comparison with New York Zone A and New England Mass Hub.

6

7

8 A. Please refer to Newfoundland and Labrador Hydro's ("Hydro") response to BKL-NLH-001 of this
9 proceeding. Energy is sold to a number of markets; however, the majority of the volumes sold
10 and the revenue from sales come from the New York and New England markets. The New York
11 Zone A and New England Massachusetts Hub prices are proposed to be used as proxies for the
12 market value of sales to New York and New England.

13 Actual costs are not calculated by where energy is delivered to each market. For example, a
14 portion of Hydro's 250 MW transmission reservation with Hydro-Québec TransÉnergie is unused
15 from time to time and these costs are not directly attributable to any specific market; therefore,
16 there is no breakdown of the cost of sales in the way requested. Please refer to Hydro's
17 response to BKL-NLH-001 of this proceeding for a breakdown of gross and net revenue from
18 exports.

19 The price received per MWh by market is highlighted in Chart 1.

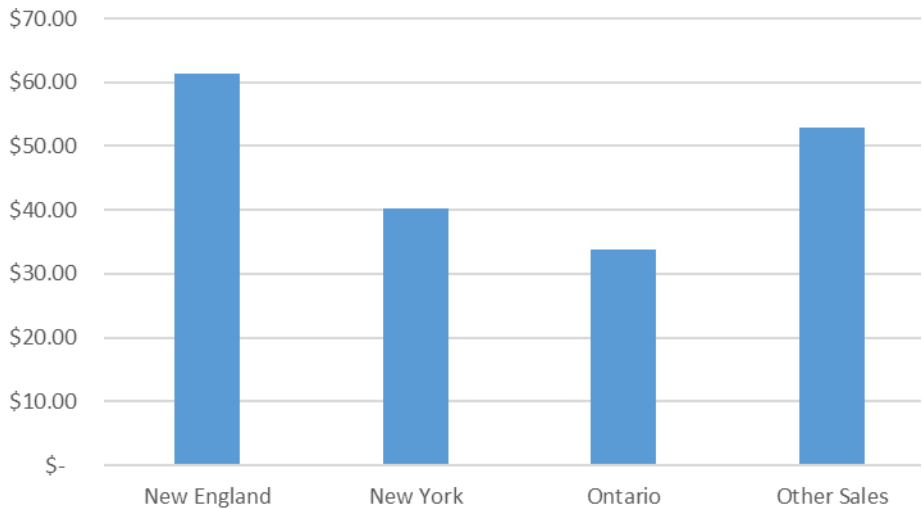


Chart 1: Average price per MWh Achieved by Market from January 2020 to November 2022