

1 **Q. Reference: Information Session for Interested Parties, slide 30.**

2 Please detail in a table Hydro’s export sales (in energy and dollars) over the 5-year historical
 3 period, 2017 to 2021 and over the 5-year forecast period, 2022 to 2026. Please detail the export
 4 sales by generation source (e.g. Muskrat Falls). Further, please detail for each year where the
 5 export revenues were credited (e.g. deferral account, Hydro’s earnings).

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8 A. Table 1 details Newfoundland and Labrador Hydro’s (“Hydro”) export sales¹ over the five-year
 9 historical period from 2017 to 2022.

**Table 1: Export Sales
 2017–2022²**

	2017	2018	2019	2020	2021	2022 (Jan to Nov)
Volume (MWh)	1,594,678	1,562,332	1,334,217	1,304,961	1,491,646	1,959,073
Gross Sales (\$ CDN)	47,226,249	58,100,879	37,007,265	31,058,119	58,725,233	

10 Table 2 details Hydro’s export sales in the forecast period from 2023 to 2026.

**Table 2: Forecast Export Sales
 2023–2026³**

	2023	2024	2025	2026
Volume Delivered (MWh)	2,693,491	2,685,519	2,847,937	2,909,736
Gross Sales (\$ CDN)				

¹ Hydro exports power through Nalcor Energy Marketing Corporation (“NEM”).

² Export sales include ponding and spilled energy exports but exclude deliveries of the Nova Scotia Block energy.

³ Forecast does not include ponding and spilled energy exports. As per Hydro’s response to part b) of BKL-NLH-038 of this proceeding, Hydro is unable to specify when and in what quantity spill energy will be available.

1 Hydro does not track all final export sales by generation source. Export revenues are allocated
 2 based on existing contractual energy entitlements.

3 Table 3 provides the net export revenues⁴ from 2017 to November 2022.

**Table 3: Historical Net Revenues and Deferrals from Exports (\$ CDN)
 2017–2022⁵**

	2017	2018	2019	2020	2021	2022 (Jan to Nov)
Net Revenue	18,941,409.83	26,449,310.63	5,234,088	2,496,214	28,858,527	[REDACTED]
Portion Credited to SCVDA ⁶	N/A	N/A	N/A	N/A	\$0	\$6,997,800
Portion Credited to Hydraulic Resources Optimization Deferral Account	N/A	N/A	\$257,579	\$1,015,291	\$1,279,825	\$3,159,103

5 From 2017 to 2022, any export revenues earned by Hydro were deferred as shown in Table 3.
 6 The balance of net export revenues were allocated between NEM and Muskrat Falls.

7 Since the commissioning of the Maritime Link in 2018, pursuant to the Pilot Agreement for the
 8 Optimization of Hydraulic Resources,⁷ Hydro has the ability to engage NEM to conduct Spill
 9 Exports (to avoid spill from its Island reservoirs or reduce risk of future spill) and Ponding (the
 10 import of market energy when pricing is low and export of energy when market pricing is
 11 higher). The quantities of energy exported for each of these activities are summarized in Table 1
 12 of part c) of Hydro’s response to BKL-NLH-018 of this proceeding. Revenues from these activities
 13 are credited to the Hydraulic Resources Optimization Deferral Account as outlined in Table 3.

⁴ Net revenue is equal to gross revenue less costs of goods sold (power purchases, transmission and market fees).

⁵ Exports include revenues associated with ponding and spilled energy exports for Hydro Regulated and exclude deliveries of the Nova Scotia Block energy.

⁶ Supply Cost Variance Deferral Account (“SCVDA”).

⁷ The most recent version of this agreement was approved in *Public Utilities Act*, RSNL 1990, c P-47, Board Order No. P.U. 35(2022), Board of Commissioners of Public Utilities, December 16, 2022.

1 In 2022, Hydro began to credit exports to the SCVDA.⁸ Further net revenues will be allocated to
2 the SCVDA in 2022 following a final determination by Hydro on the portion of Deferred Energy
3 that will be monetized as NLH External Market Sales under the Muskrat Falls PPA.⁹

⁸ In the first quarter of 2022, Hydro began to supply Labrador customers with energy from the Muskrat Falls Generating Station to enable additional export of recall energy. This optimization of energy usage in Labrador to enable increased export activity resulted in a net benefit to Island customers through net revenues credited to Hydro's SCVDA without impacting costs for Labrador customers.

⁹ Muskrat Falls Power Purchase Agreement ("Muskrat Falls PPA").