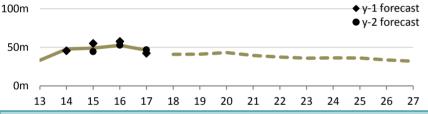
Unison Networks

Summary statistics 2017 5 year 3 year Rank **CAGR** value trend \$581m 5 Regulatory asset base +2.9% Regulatory profit \$45.9m +12.7% Return on investment 8.66% 9 \$148.4m +4.5% 5 Line charge revenue Other income \$1.4m +25.1% 5 **Customer connections** 111,842 +0.5% 5 1,583 GWh Energy delivered +0.7% 5 5 323 MW -0.9% Peak demand 1,119 MVA +0.8% 5 Network capacity Capital expenditure \$46.2m -1.0% 4 \$35.4m Operating expenditure -0.3% Capital contributions \$6.4m +8.4% 6 \$37.2m +112.9% 2 Related party transactions 9,182km Line length +1.1% +24.2% **Outages - SAIDI** 216 minutes 18 Outages - SAIFI 2.22 faults +8.0% 19

Capital expenditure



| | 3 year ratios | | | | | | | |
|---|---------------|----------|---------------|----------|---------------|----------|--|--|
| | Total capex / | | Total capex / | | Total capex / | | | |
| ı | asset base | | connections | | depreciation | | | |
| | 8.8% | Rank: 22 | \$443 | Rank: 18 | 2.03 | Rank: 15 | | |

| 0.070 Nank. 22 | 7440 | Marik. 10 | 2.03 | Marik. 13 |
|-------------------------------|------------------------|-----------------|------------|-----------|
| Capex by expenditure category | Average (2015–2017) | 5 year trend | % of capex | |
| Asset replacement & renev | wal | \$16.7m | | 33.8% |
| Consumer connection | | \$12.2m | | 24.8% |
| System growth | | \$8.5m | | 17.3% |
| Non-network assets | | \$6.8m | ~ | 13.9% |
| Reliability, safety & environ | nment | \$3.6m | | 7.4% |
| Asset relocations | | \$1.4m | | 2.8% |
| Total capital expenditure | | \$49.3m | | 100.0% |
| Related party transac | \$26.1m | | 53.1% | |

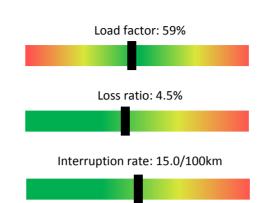
Excel workbook

Explanatory documentation: Link

Line charge revenues

| Pro | portion of revenue | Cha per | rges unit | Rank |
|----------------------|--------------------|------------|--------------|------|
| Average daily charge | 35.9% | 130.6¢ | /ICP | 26 |
| Delivery (kWh) | 57.0% | 5.3¢/l | кWh | 17 |
| Peak based | 7.1% | \$32, | /kW | 12 |
| 2014 | | | | |
| | | | | |
| 2017 | | | | |
| | | | | |
| ■ Fixed ■ [| Delivery | ■ Peak | Othe | r |

Network ratios



Company details

Summary database: Link

CEO:

PQ Regulated? Yes

Price breach: No

2017

Quality breach: No Ken Sutherland

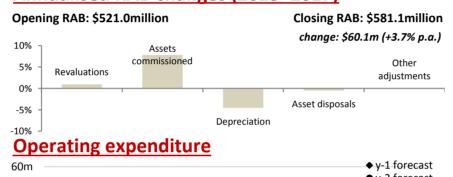
Hawke's Bay Power Consumers' Trust Ownership:

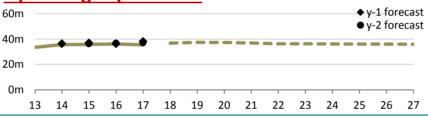
Head Office: 1101 Omahu Road, Hastings

06 873 9300 Phone number:

www.unison.co.nz Website:

Annualised RAB changes (2015-2017)





| 3 year ratio | S | | | | |
|---------------------------------|-----------|--------------------------------|----------|--------------------|----------|
| Network opex / metre of line | | Non-network opex / connections | | Total opex / kW | |
| \$0.92 | Rank: 6 | \$247 | Rank: 21 | \$109 | Rank: 16 |
| Opex by ex | penditure | | Average | 5 year | % of |

| Opex by expenditure category | Average (2015–2017) | 5 year trend | % of opex |
|-------------------------------------|---------------------|-----------------|-----------|
| Business support | \$19.9m | | 55.6% |
| System operations & network support | \$7.5m | | 21.0% |
| Service interruptions & emergencies | \$3.0m | | 8.3% |
| Routine & corrective maintenance | \$2.6m | | 7.4% |
| Asset replacement & renewal | \$1.6m | | 4.4% |
| Vegetation management | \$1.2m | | 3.3% |
| Total operating expenditure | \$35.8m | | 100.0% |
| Related party transactions | \$13.1m | | 36.6% |

Lines and cables

| Estimated state | | | | |
|------------------------|--------------------------------|---------------------------------|----------------------------------|---------------|
| of the assets | Distribution & LV O/H lines | Distribution & LV U/G cables | Subtransmission lines and cables | Poles |
| Quantity | 5,143km | 3,540km | 498km | 64,991 |
| RAB Value | \$115.4m | \$138.4m | \$44.7m | * |
| Average grade | 3.74 | 3.85 | 3.15 | 3.34 |
| Grade 1 / 2 | 0.0% / 0.3% | 0.4% / 0.4% | 0.0% / 0.0% | 0.9% / 8.8% |
| Unknown grade | 0.0% | 0.0% | 0.0% | 0.0% |
| Average age | 36 years | 28 years | 36 years | 29 years |
| Over generic age | 312km (6.1%) | 23km (0.6%) | 21km (4.2%) | 9,536 (14.7%) |
| Unknown age | 0.1% | 0.1% | 0.9% | 0.0% |
| 5yr replacement req (e | st) 0.2% | 0.7% | 0.0% | 5.3% |
| 5yr planned replaceme | nt 1.1% | 1.2% | 0.0% | 2.6% |
| Forecast repex (ave) | \$7.0m +23% | \$4.7m +25% | \$0.3m -85% | * |
| Repex series | | •••••••••••• | V ·· | * |

^{*} RAB and expenditure on poles is included within Distribution and LV lines

Switchgear and transformers

| Estimated state of the assets | | | | |
|-------------------------------|------------------------------|-------------------------|---------------------------------|-------------------------------|
| | Distribution transformers | Distribution switchgear | Zone-substation transformers | Zone-substation switchgear |
| Quantity | 9,737 | 12,327 | 62 | 662 |
| RAB Value | \$90.5m | \$50.2m | <\$ | 78.6m> |
| Average grade | 3.56 | 3.47 | 3.22 | 3.32 |
| Grade 1 / 2 | 1.0% / 2.7% | 1.0% / 3.1% | 0.0% / 8.5% | 0.0% / 3.9% |
| Unknown grade | 0.0% | 0.0% | 0.0% | 0.0% |
| Average age | 22 years | 27 years | 28 years | 21 years |
| Over generic age | 860 (8.8%) | 4,165 (33.8%) | 24 (39.0%) | 180 (27.2%) |
| Unknown age | 0.0% | 1.7% | 0.0% | 0.0% |
| 5yr replacement req (est | 2.3% | 2.5% | 4.3% | 1.9% |
| 5yr planned replacement | t 1.0% | 4.7% | 0.0% | 1.7% |
| Forecast repex (ave) | \$1.0m -3% | \$1.6m +23% | \$2. | 6m +6% |
| Repex series — | / · | ···· | | |



Reliability

| tenasine | <u>. y</u> | | |
|--------------|------------|---------|-------|
| | Unplanned | Planned | Trend |
| nterruptions | 651 | 728 | 1 |
| SAIDI | 155.8 | 60.7 | 1 |
| SAIFI | 1.90 | 0.32 | 1 |
| CAIDI | 81.8 | 190.1 | |



