

RETAIL MARKET MONITORING

Quarterly Transparency Report

Quarter 4: October to December 2018

Published 28th February 2019







Abstract

This paper is the latest of a series of Utility Regulator (UR) reports – the Quarterly Transparency Reports (QTRs) – that provide a range of information about the retail energy market in Northern Ireland (NI).

The data relates mainly to market shares, market activity and domestic prices in the electricity and gas retail markets. The data also includes information on non-domestic, or industrial and commercial (I&C), electricity prices.

We collect and monitor market information through the Retail Energy Market Monitoring (REMM) framework.

The information shown in this report comes from network companies, suppliers and Eurostat. Some figures have been calculated internally.

These reports are released at the end of the second month after each calendar quarter (in Feb, May, Aug and Nov).

Audience

Electricity and gas industry, associations of consumers, regulators, statistical bodies, suppliers, potential new market entrants, consultants, researchers and journalists.

Consumer impact

The information used to produce these reports allows us to monitor the retail market, flag potential concerns and to inform regulatory decisions. All of this directly impacts on consumers. This set of reports increases transparency for consumers on matters of their direct interest, such as the active suppliers in each energy market sector, and NI prices compared against other jurisdictions.

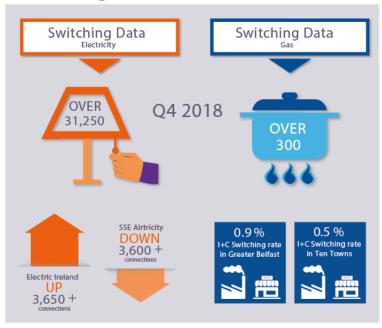
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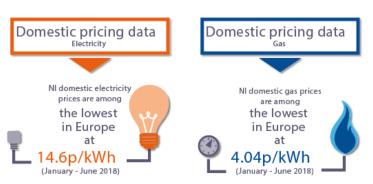
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1 Summary of key market indicators

Northern Ireland Retail Market Monitoring Quarter 4 2018







1.1 Key developments during Quarter 4 2018

- 1. The semester 1 (January to June) 2018 electricity pricing data is sourced from Eurostat and individual supplier's submissions under the REMM framework. The current pricing data illustrates the following:
 - NI domestic electricity prices continue to rank amongst the lowest in Europe at 14.6 p/kWh and are considerably lower than the Republic of Ireland (20.8 p/kWh), the EU median (17.3 p/kWh) and the UK (16.2 p/kWh).
 - NI I&C electricity prices for the Very Small connections (which represent 67% of I&C connections) remain among the lowest in Europe. The NI price at 14.3 p/kWh is lower than the EU median (15.8 p/kWh), the Republic of Ireland (17.8 p/kWh) and the UK (14.9 p/kWh).
 - For large I&C customers, NI prices are higher than Rol but are lower than in the UK overall.
- 2. The domestic gas prices in NI are amongst the lowest in Europe at 4.04 p/kWh. This is less than RoI at 5.56 p/kWh and the rest of the UK at 4.06 p/kWh.
- 3. Market activity in the electricity domestic and I&C sectors continues to illustrate a gradual change in the market dynamics. Power NI (the incumbent price controlled electricity supplier) retain their dominant position with 56.8% of connections in the domestic market with continued growth of the competing suppliers.
- **4.** Electricity switching activity in Q4 2018 has increased from the previous quarter. Domestic customers continue to engage in the electricity market with over 29,400 switches completed during Q4 2018 which is a 3.7% quarterly switching rate (an increase from 3.0% in Q3 2018). I&C electricity switching increased to a switching rate of 2.4% (from 2.2% in the previous quarter), with over 1,700 switches completed.
- **5.** In the gas sector, I&C switching activity increased in the Greater Belfast area and decreased in the Ten Towns I&C market. The I&C switching rate was 0.9% in Greater Belfast and 0.5% in the Ten Towns (compared to 0.8% and 1.3% respectively in Q3 2018).

2 Introduction

2.1 Purpose, methodology and data sources

The purpose of this report is to deliver transparency for stakeholders and consumers, providing readers with readily accessible information on the evolution and performance of Northern Ireland (NI) electricity and natural gas retail sectors.

The Quarterly Transparency Reports (QTRs) are one of the tools we use to communicate some of the main indicators we monitor in the retail energy markets. We protect consumers by promoting effective competition wherever appropriate, and by monitoring the markets. Therefore, monitoring the retail markets is key when complying with our statutory duties.

The framework in which this set of quarterly reports lies is called Retail Energy Market Monitoring (REMM) which was introduced in July 2015. The ultimate objective of introducing this enhanced framework was to develop the current monitoring of retail indicators, and to provide increased transparency in the retail energy markets in NI. As a result of this framework, there have been a number of changes made to the format of this publication and how some of the indicators are presented. We will continue to make changes as appropriate to represent the new indicators that we are monitoring under REMM. We will write to all relevant licensees over the coming months outlining our intentions regarding the publication of new indicators.

The main data sources for this QTR are as follows:

- Connections and consumption, market shares and market activity information is provided by the network companies:
 - Northern Ireland Electricity Networks (NIEN) for electricity data; and
 - Phoenix Natural Gas Limited (PNGL), firmus energy (Distribution) Limited (feDL) and Scotia Gas Networks Northern Ireland (SGN NG) for gas data.
- EU domestic and I&C electricity prices are from Eurostat. NI domestic and I&C electricity prices are derived directly from REMM data submitted by suppliers. NI domestic gas prices are also derived from REMM data submitted by suppliers.

2.2 Energy suppliers in NI energy market

The electricity and gas (in the Greater Belfast area) markets have been open to competition to domestic customers since 2007. However, there were no competing suppliers in the domestic market until 2010.

The Ten Towns area opened to gas competition for large I&C customers (those consuming over 732,000 kWh per annum) in October 2012, and to domestic and small I&C customers in April 2015.

The first gas connection to the new West¹ gas distribution area was a large I&C user during Q1 2017. We will gradually develop the publication of the data for the West as this network area grows.

¹ It is anticipated that gas in the West distribution area will be developed as per Annex 2, Part 3 of the Scotia Gas Networks Northern Ireland licence.

Table 2 Suppliers in the Retail Market

End of Q4 2018

| | | | ľ | Network O | perator | | | |
|------------------|----------------------|------|------------------------|-----------|------------------|------|-------------|------|
| | NI | EN | PN | PNGL | | feDL | | I NG |
| | Electricity | | Gas Greater Belfast | | Gas Ten Towns | | Gas West | |
| | Dom | I&C | Dom | I&C | Dom | I&C | Dom | I&C |
| Budget Energy | ₩ | -☆- | | | | | | |
| Click Energy | ' \$ | -☆- | | | | | | |
| Electric Ireland | - \$ | -☆- | | 6 | | 6 | | • |
| Energia | | -☆- | | | | | | |
| firmus energy | | | 6 | • | • | • | | |
| Flogas | | | | • | | • | | 6 |
| Go Power | | -☆- | | 6 | | • | | |
| Power NI | - <u>`</u> ` | -☆- | | | | | | |
| SSE Airtricity | - \ \dir_ | -☆- | 6 | 6 | | 6 | 6 | 6 |
| Naturgy | | -☆- | | 6 | | 6 | | |
| 3T Power | | -¦;- | | | | - | | - |
| | | _ | _ | _ | _ | | _ | |
| Suppliers | 5 | 9 | 2 | 6 | 1 | 6 | 1 | 3 |

Source: UR

During the fourth quarter of 2018 there were **nine** suppliers in the electricity market and **six** suppliers in the gas market although not all of these suppliers are certified to operate in all sectors (or in all gas distribution areas).

The detail of the dates of entry for the suppliers in each of the retail market segments is available in Annex A. Note that as of 29th November 2018 Vayu is trading as Naturgy. For more information about the retail energy market in NI, please visit:

https://www.uregni.gov.uk/supply.

2.3 Electricity wholesale market monitoring data

Readers should also be aware of the Quarterly Market Monitoring Report which provides an overview of the SEM and sets out recent trends in the market in relation to pricing, demand, scheduling and contract prices. It focuses in particular on the wholesale element of electricity prices, which makes up roughly 60% of customers' bills. These reports² are prepared by the Market Monitoring Unit (MMU) within the UR in joint collaboration with the Commission for Regulation of Utilities (CRU).

² <u>SEM Monitoring Report</u> covering the period 1 October 2018 – 31 January 2019.

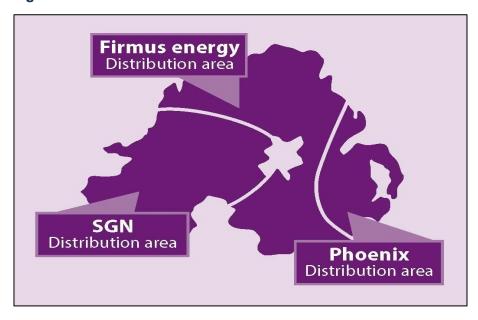
2.4 Northern Ireland gas market overview

The gas distribution network licensees are responsible for the medium and low pressure mains that convey to the licensed areas throughout Northern Ireland. There are three Distribution Network Operators (DNOs) who operate in separate distribution areas as illustrated on the map which follows:

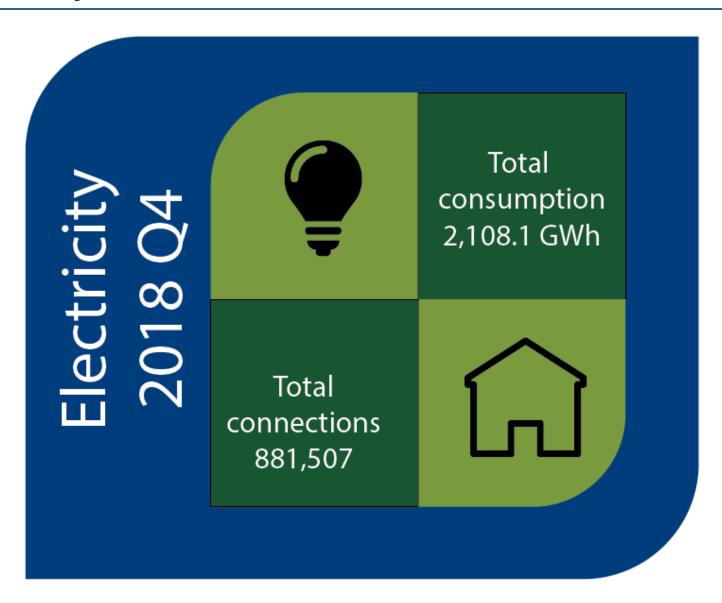
- firmus energy (Distribution) Ltd (feDL) from the North West through the Central region to the Southern areas of Northern Ireland:
- Phoenix Natural Gas Ltd (PNGL) mainly Greater Belfast, Larne and a recent extension into East Down; and
- SGN Natural Gas Ltd (SGN NG) in the West of Northern Ireland.

Each DNO owns and manages the natural gas distribution network in their distribution area. Those companies who supply gas (suppliers) pay the relevant DNO a fee to transport natural gas, and then sell it straight to the consumer. Although a DNO is responsible for making sure the natural gas reaches individual homes, it is the responsibility of the gas supplier to bill consumers for the gas they use.

Figure 1: Gas Distribution Licenced Areas



3 Electricity



3.1 NI connections and total consumption

The table below shows electricity customer numbers³ at end December 2018 and consumption from October to December 2018.

Table 3 Electricity connections and consumption per market segment

Q4 2018

| Customer groups | Number of connections | % share of connections in market sector | Consumption (GWh) | % share of consumption in market sector |
|------------------------|-----------------------|---|----------------------|---|
| Domestic prepayment | 359,262 | 44.5% | 351.9 | 42.6% |
| Domestic credit | 448,883 | 55.5% | 472.9 | 57.3% |
| Total Domestic | 808,145 | 100% | 824.8 | 100% |
| | | | | |
| I&C < 20 MWh | 49,079 | 66.9% | 92.2 | 7.2% |
| I&C 20 – 49 MWh | 13,117 | 17.9% | 114.2 | 8.9% |
| I&C 50 – 499 MWh | 10,053 | 13.7% | 350.3 | 27.3% |
| I&C 500 – 1,999 MWh | 841 | 1.1% | 209.2 | 16.3% |
| I&C 2,000 – 19,999 MWh | 253 | 0.3% | 336.4 | 26.2% |
| I&C ≥ 20,000 MWh | 19 | 0.03% | 181.0 | 14.1% |
| Total I&C | 73,362 | 100% | 1,283.3 | 100% |
| | | | | |
| Total | 881,507 | | 2,108.1 | |

92% belong to the domestic sector, while the remaining 8% are I&C customers. In this quarter, this share translates into 39% and 61% in terms of consumption.

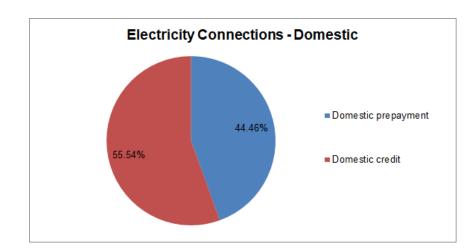
Of the total customers in Northern Ireland,

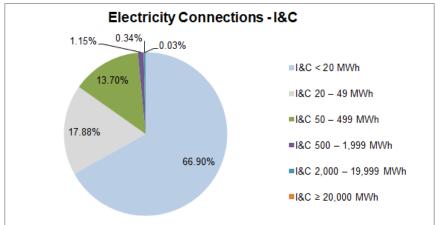
Within the domestic sector, 44.5% of the market use prepayment meters and 55.5% pay by credit (by connections).

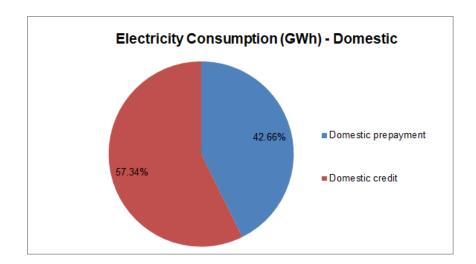
Within the I&C sector, more than 99.9% of the customers are small and medium enterprises (consuming less than 19,999 MWh), with 85.9% of the I&C consumption. The remaining are Large Energy Users (LEU) connections, that represent 8.6% of the total NI volume in this quarter, and 14.1% of the I&C consumption.

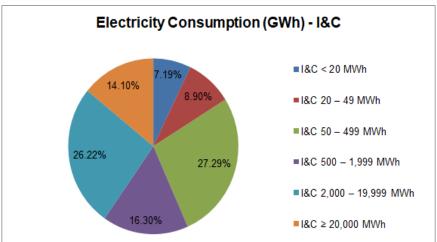
Source: NIEN

³ Note that long term vacant sites are not included in connection numbers, and that combined premises are included in the <20MWh category









3.2 Electricity Market shares

Electricity shares by connections⁴

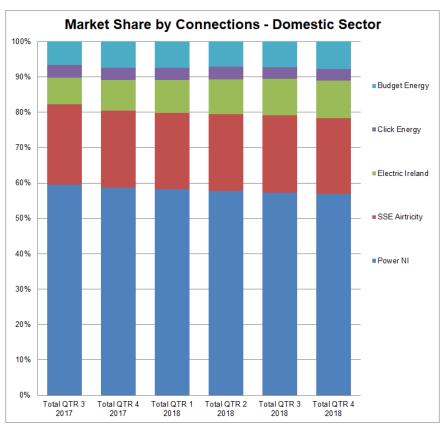
During the quarter there were five domestic electricity suppliers in NI, and nine active suppliers in the I&C electricity market. The total number of domestic customers at the end of Q4 2018 was 808,145. As is evident from the table below a significant number of domestic customers (56.8%) remain with the previously incumbent supplier Power NI. The introduction of a number of new suppliers and the associated increase in competition indicates that the dynamic of the domestic market is gradually changing.

Table 4 Domestic market shares by connections

End of Q4 2018

| Domestic Prepayment | | Domestic | Credit | Domestic Total | | |
|------------------------|---|--|--|---|--|--|
| 158,475 | 44.1% | 300,790 | 67.0% | 459,265 | 56.8% | |
| 78,584 | 21.9% | 94,744 | 21.1% | 173,328 | 21.4% | |
| 41,923 | 11.7% | 44,166 | 9.8% | 86,089 | 10.7% | |
| 24,280 | 6.8% | 2,075 | 0.5% | 26,355 | 3.3% | |
| 56,000 | 15.6% | 7,108 | 1.6% | 63,108 | 7.8% | |
| | | | | | | |
| 359,262 | 100% | 448,883 | 100% | 808,145 | 100% | |
| | 158,475 78,584 41,923 24,280 56,000 | 158,475 44.1% 78,584 21.9% 41,923 11.7% 24,280 6.8% 56,000 15.6% | 158,475 44.1% 300,790 78,584 21.9% 94,744 41,923 11.7% 44,166 24,280 6.8% 2,075 56,000 15.6% 7,108 | 158,475 44.1% 300,790 67.0% 78,584 21.9% 94,744 21.1% 41,923 11.7% 44,166 9.8% 24,280 6.8% 2,075 0.5% 56,000 15.6% 7,108 1.6% | 158,475 44.1% 300,790 67.0% 459,265 78,584 21.9% 94,744 21.1% 173,328 41,923 11.7% 44,166 9.8% 86,089 24,280 6.8% 2,075 0.5% 26,355 56,000 15.6% 7,108 1.6% 63,108 | |

Source: NIEN



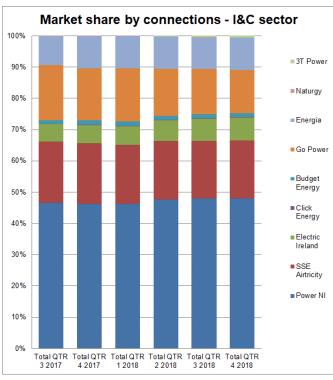
The market shares in this quarter illustrate a marginal decrease for Power NI. For Q4 2018 Power NI supplied 44.1% of the domestic prepayment and 67.0% of the domestic credit market. This shows a decrease from the last quarter and also from the same period in 2017 when Power NI held 45.2% of the domestic prepayment and 69.3% of the domestic credit connections. The continued growth of the new entrants in the domestic market is clear, given that the non-incumbents now represent over 43.2% of total domestic connections in NI (an increase from 41.3% in the same period last year).

⁴ Market shares figures do not include de-energised nor Long Term Vacant sites.

Table 5 I&C market shares by connections

End of Q4 2018

| I&C Suppliers | I&C < 2 | 0 MWh | I&C 20 MV | | |) – 499 Wh | | 500 – MWh | | 2,000 – 9 MWh | I&C ≥ : MV | 20,000 Vh | I&C Tota | |
|------------------|---------|-------|--------------|-------|--------|---------------|-----|--------------|-----|------------------|---------------|--------------|-------------|-------|
| Power NI | 27,524 | 56.1% | 4,741 | 36.1% | 2,773 | 27.6% | 124 | 14.7% | 24 | 9.5% | 0 | 0% | 35,186 | 48.0% |
| SSE Airtricity | 8,704 | 17.7% | 3,123 | 23.8% | 1,642 | 16.3% | 109 | 13.0% | 34 | 13.4% | 4 | 21.1% | 13,616 | 18.6% |
| Go Power | 6,002 | 12.2% | 2,023 | 16.4% | 1,894 | 18.8% | 216 | 25.7% | 49 | 19.4% | 4 | 21.1% | 10,188 | 13.9% |
| Electric Ireland | 2,382 | 4.9% | 1,123 | 8.6% | 1,605 | 16.0% | 159 | 18.9% | 63 | 24.9% | 8 | 42.2% | 5,340 | 7.3% |
| Energia | 3,554 | 7.2% | 1,872 | 14.3% | 1,817 | 18.1% | 203 | 24.1% | 70 | 27.7% | 3 | 15.8% | 7,519 | 10.2% |
| Budget Energy | 584 | 1.2% | 178 | 1.4% | 118 | 1.2% | 2 | 0.2% | 1 | 0.4% | 0 | 0% | 883 | 1.2% |
| Naturgy | 32 | 0.07% | 3 | 0.02% | 7 | 0.07% | 6 | 0.7% | 3 | 1.2% | 0 | 0% | 51 | 0.07% |
| Click Energy | 140 | 0.29% | 27 | 0.21% | 17 | 0.17% | 0 | 0% | 2 | 0.8% | 0 | 0% | 186 | 0.25% |
| 3T Power | 157 | 0.32% | 27 | 0.21% | 180 | 1.79% | 22 | 2.6% | 7 | 2.7% | 0 | 0% | 393 | 0.54% |
| | | | | | | | | | | | | | | |
| I&C Market | 49,079 | 100% | 13,117 | 100% | 10,053 | 100% | 841 | 100% | 253 | 100% | 19 | 100% | 73,362 | 100% |



Source: NIEN

The graph shows the trends in market shares (by customer numbers) for each active I&C supplier in NI by market segment, for the previous six quarters. Competition in the I&C market is more developed than the domestic sector, and consequently market shares are much more dispersed. Out of the nine active suppliers at the end of Q4 2018, based on customer numbers, four of these suppliers have shares in excess of 10% in the total I&C market.

Table 6 Total NI market shares by connections

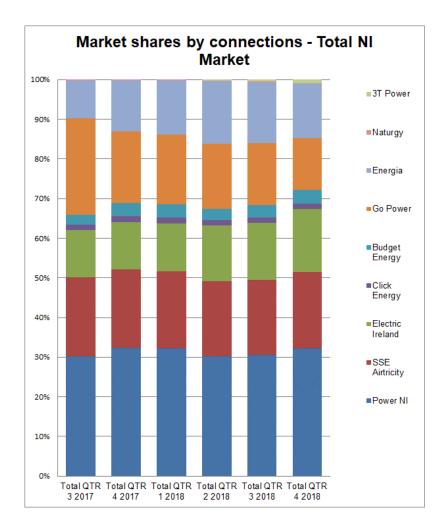
| End | Ωf | Ω 4 | 201 | 8 |
|-----|----|------------|-----|---|
| | | | | |

| Suppliers | То | tal |
|------------------|---------|--------|
| Power NI | 494,451 | 56.1% |
| SSE Airtricity | 186,944 | 21.2% |
| Go Power | 10,188 | 1.2% |
| Electric Ireland | 91,429 | 10.4% |
| Energia | 7,519 | 0.9% |
| Click Energy | 26,541 | 3.0% |
| Budget Energy | 63,991 | 7.3% |
| Naturgy | 51 | 0.006% |
| 3T Power | 393 | 0.04% |
| | | |
| Total Market | 881,507 | 100% |

Source: NIEN

When looking at the electricity retail market as a whole by connections, (domestic and I&C customers) Power NI's leading position as the incumbent supplier has decreased to 56.1%, which is less when compared to their 57.7% total market share in the same quarter last year (Q4 in 2017). This is attributable to the growth of market activity of the non-incumbent suppliers and further growth by the new entrants to the market.

The graph to the right shows the trends in market shares (by customer numbers) for each active domestic and I&C supplier in NI for the previous six quarters.



Electricity shares by consumption (GWh)

Table 7 Domestic market shares by consumption

Q4 2018

| Domestic Suppliers | | nestic nyment | | nestic edit | Domestic Total | | |
|-----------------------|-------|------------------|-------|----------------|----------------|-------|--|
| | GWh | % | GWh | % | GWh | % | |
| Power NI | 149.0 | 42.3% | 298.2 | 63.0% | 447.1 | 54.2% | |
| SSE Airtricity | 80.0 | 22.7% | 115.7 | 24.5% | 195.7 | 23.7% | |
| Electric Ireland | 43.8 | 12.5% | 47.8 | 10.1% | 91.7 | 11.1% | |
| Click Energy | 24.1 | 6.8% | 2.2 | 0.5% | 26.2 | 3.2% | |
| Budget Energy | 55.1 | 15.6% | 9.0 | 1.9% | 64.1 | 7.8% | |
| | | | | | | | |
| Dom Market | 351.9 | 100% | 472.9 | 100% | 824.8 | 100% | |

Source NIEN

In Q4 2018, Power NI's share of the market by consumption was 42.3% for domestic prepayment and 63.0% for domestic credit, this shows a decrease when compared to the same quarter in 2017 when Power NI's domestic prepayment market share was 43.4% and domestic credit was 65.3%.

The graph to the right shows the trends in market shares (by consumption) for each active domestic supplier in NI for the previous six quarters.

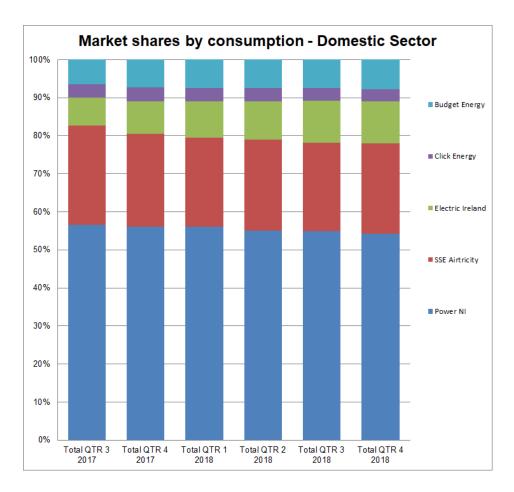


Table 8 I&C market shares by consumption

Q4 2018

| I&C Suppliers | I&C < 2 | 20 MWh | | 20 – 49 Wh | 1&C 50 MV | | | 500 – MWh | | 2,000 – 9 MWh | | 20,000 Wh | I&C T | otal |
|------------------|---------|--------|-------|---------------|--------------|-------|-------|--------------|-------|------------------|-------|--------------|---------|--------|
| | GWh | % | GWh | % | GWh | % | GWh | % | GWh | % | GWh | % | GWh | % |
| Power NI | 44.7 | 48.4% | 41.0 | 35.9% | 84.2 | 24.1% | 28.3 | 13.5% | 33.4 | 9.9% | 0.0 | 0.0% | 231.6 | 18.0% |
| SSE Airtricity | 16.8 | 18.2% | 26.6 | 23.3% | 52.0 | 14.8% | 24.9 | 11.9% | 48.2 | 14.3% | 42.1 | 23.2% | 210.6 | 16.4% |
| Go Power | 13.4 | 14.5% | 18.0 | 15.8% | 70.9 | 20.2% | 55.1 | 26.3% | 52.0 | 15.4% | 65.8 | 36.4% | 275.2 | 21.4% |
| Electric Ireland | 5.9 | 6.4% | 9.9 | 8.6% | 60.2 | 17.2% | 36.3 | 17.4% | 85.8 | 25.5% | 44.6 | 24.7% | 242.6 | 18.9% |
| Energia | 10.0 | 10.8% | 16.6 | 14.6% | 69.0 | 19.7% | 57.9 | 27.7% | 105.3 | 31.3% | 28.4 | 15.7% | 287.2 | 22.4% |
| Budget Energy | 1.0 | 1.1% | 1.7 | 1.5% | 3.1 | 0.9% | 0.3 | 0.2% | 2.7 | 0.8% | 0.0 | 0.0% | 8.8 | 0.7% |
| Naturgy | 0.01 | 0.02% | 0.1 | 0.1% | 0.3 | 0.1% | 1.6 | 0.8% | 2.4 | 0.7% | 0.0 | 0.0% | 4.3 | 0.3% |
| Click Energy | 0.2 | 0.2% | 0.2 | 0.2% | 0.5 | 0.1% | 0.0 | 0% | 1.9 | 0.6% | 0.0 | 0.0% | 2.7 | 0.2% |
| 3T Power | 0.3 | 0.4% | 0.2 | 0.2% | 10.1 | 2.9% | 4.8 | 2.3% | 4.7 | 1.4% | 0.0 | 0.0% | 20.3 | 1.6% |
| I&C Market | 92.2 | 100% | 114.2 | 100% | 350.3 | 100% | 209.2 | 100% | 336.4 | 100% | 181.0 | 100% | 1,283.3 | 100.0% |

Source: NIEN

The main suppliers by consumption in the I&C sector are Energia (22.4%), Go Power (21.4%), Power NI (18.0%), Electric Ireland (18.9%) and SSE Airtricity (16.4%).

The graph to the right shows the trends in market shares (by consumption) for each active I&C supplier in NI for the previous six quarters.

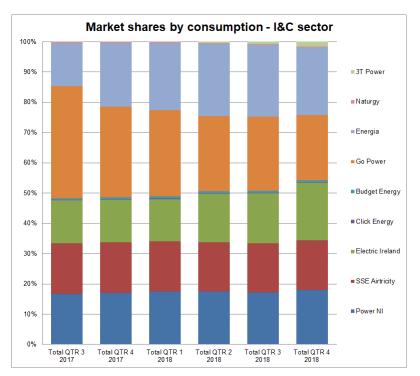


Table 9 Total NI market shares by consumption

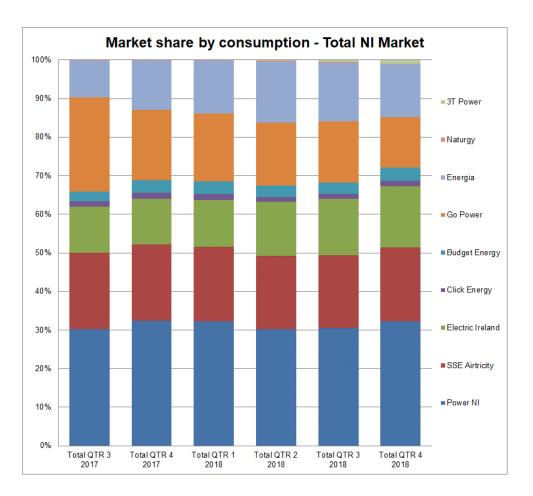
Q4 2018

| Total Market | То | tal |
|------------------|---------|-------|
| | GWh | % |
| Power NI | 678.8 | 32.2% |
| SSE Airtricity | 406.3 | 19.3% |
| Go Power | 275.2 | 13.1% |
| Electric Ireland | 334.3 | 15.9% |
| Energia | 287.2 | 13.6% |
| Click Energy | 29.0 | 1.4% |
| Budget Energy | 72.9 | 3.5% |
| Naturgy | 4.3 | 0.2% |
| 3T Power | 20.3 | 1.0% |
| | | |
| Total Market | 2,108.1 | 100% |

Source: NIEN

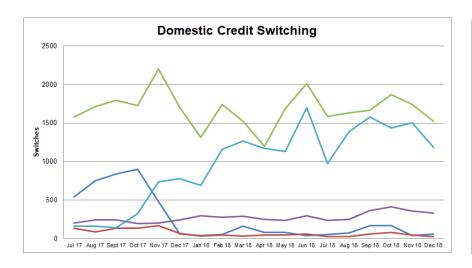
Electricity consumption in NI retail market for Q4 2018 was over 2,108.1 GWh, which indicates a year on year decrease when compared to 2,136.4 GWh consumed in Q4 2017.

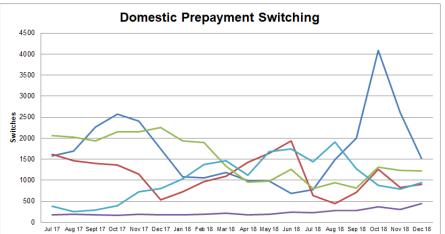
The graph to the right reflects the trends in market shares (by total consumption) for each active domestic and I&C supplier in NI for the previous six quarters.

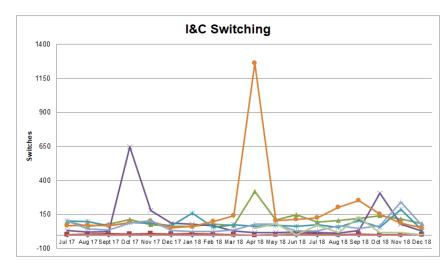


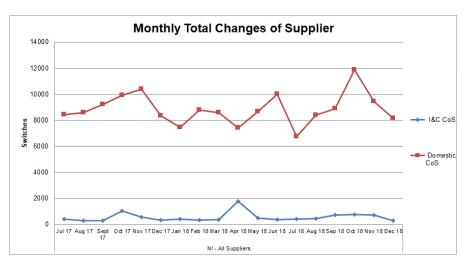
3.3 Electricity market activity

The line charts below reflect the change of customer numbers (gains per supplier), per market segment and anonymised supplier.









The table below shows market activity through changes of supplier (CoSs) on a quarterly basis in the whole NI market split by domestic and I&C. These percentages are calculated using the number of quarterly switches divided by the number of customers at the end of the quarter in the relevant market.

Table 10 Electricity market activity

Q4 2018

| Period | Domestic Switching | | | &C ching | Total Switching | | |
|---------|-----------------------|------|-------|-------------|--------------------|------|--|
| 2017 Q1 | 35,543 | 4.5% | 1,060 | 1.5% | 36,603 | 4.2% | |
| 2017 Q2 | 28,253 | 3.6% | 1,574 | 2.2% | 29,827 | 3.4% | |
| 2017 Q3 | 26,230 | 3.3% | 1,044 | 1.4% | 27,274 | 3.1% | |
| 2017 Q4 | 28,700 | 3.6% | 1,944 | 2.7% | 30,644 | 3.5% | |
| 2018 Q1 | 24,810 | 3.1% | 1,136 | 1.6% | 25,946 | 3.0% | |
| 2018 Q2 | 26,072 | 3.2% | 2,679 | 3.7% | 28,751 | 3.3% | |
| 2018 Q3 | 24,071 | 3.0% | 1,607 | 2.2% | 25,678 | 2.9% | |
| 2018 Q4 | 29,468 | 3.7% | 1,783 | 2.4% | 31,251 | 3.5% | |

Source: NIEN

The number of domestic switches over this quarter has increased from the previous quarter, with an average of c9,800 switches per month compared to c8,000 switches per month for the previous quarter. The percentage of domestic switching is currently 3.7% for the quarter which illustrates an increase in market activity when compared to the previous quarter (3.0%).

The I&C sector market activity has also increased when comparing quarter on quarter, with a switching rate of 2.4% (from 2.2% for Q3 2018).

For the electricity prices section, we follow Eurostat's format and methodology. As a result the average prices for NI are comparable with prices in other EU countries (those published in BEIS's Quarterly Energy Prices reports⁵ and Eurostat data base⁶) once these figures have been converted to GBP.

The base figures are all submitted on a quarterly basis by suppliers, split by domestic and non-domestic (I&C). The UR performs a high level reasonableness check of the base figures, but the suppliers are responsible for the accuracy of the information that is provided to the UR. The base figures are as follows:

- Volume of electricity sold to consumers.
- The value, or revenue gained from the sale, split into three categories: excluding all taxes, excluding VAT, and including all taxes.
- The **number** of customers supplied in that particular size category.

The volume and value are used to calculate a NI quarterly average value per size band. This value per unit (per size band) is what we refer to in this paper as "price". For clarity we do not receive from suppliers the actual price paid by their customers. Instead we calculate the average value or revenue collected per unit in that particular size category, as per the Eurostat methodology.

As the Eurostat figures are published on a semester basis (semester 1 (S1) January to June and semester 2 (S2) July to December) we therefore average the two relevant quarters to obtain the comparable six-month period for NI.

^{3.4} Electricity prices

⁵ https://www.gov.uk/government/collections/quarterly-energy-prices

⁶ <u>http://ec.europa.eu/eurostat/web/energy/data/database</u>

It should be noted that the comparability of the derived NI prices to the other Member States can be greatly affected by fluctuations in the Euro GBP exchange rate. For the purposes of tariff comparisons we convert the EU tariff data from Euro to GBP using the monthly average exchange rate applicable for the semester (published by Eurostat). Therefore tariff movements and comparisons between NI and other Member States can be impacted by both an increase and decrease in a tariff and/or also by any variation in exchange rates.

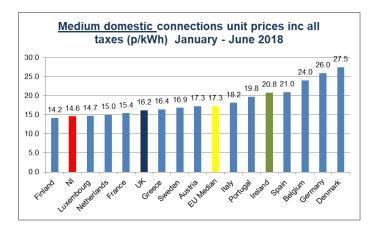
The pricing data detailed in this QTR is for the semester 1 January to June 2018.

Domestic price comparison with EU

In the domestic graph shown below, we use unit prices which include Climate Change Levy (CCL) and include VAT as this reflects the final prices paid by domestic Customers. The medium sized domestic customers (annual consumption of between 2,500 and 4,999 kWh) have been selected for the purpose of analysis, as this consumption category reflects the majority of domestic customers in NI.

In S1 2018 the NI price was significantly below the EU median, and ranks among the cheapest in Europe. The NI domestic price is also less than that of GB and considerably less than Rol.

It should be noted that Power NI announced a 13.8% increase in their regulated domestic tariff, effective from 1st October 2018. This is not reflected in the S1 2018 data.



I&C price comparison with EU

The following graphs show I&C electricity prices in the 15 EU countries (converted to GBP) and in NI, per consumption size bands (following standard EU categorisation). The I&C graphs use unit prices which include Climate Change Levy (CCL) but exclude VAT, as VAT is a refundable expense for many businesses. This reflects the final prices paid by I&C customers. We amalgamate the two largest categories of annual consumption (large and very large connections) to avoid any confidentiality issues in sectors where there are a small number of customers and suppliers involved.

For the Very Small I&C Category⁷ the NI prices are below the UK, below the EU median and significantly lower than RoI (two thirds of I&C connections in NI are in this size category). For medium and larger I&C customers, prices are marginally above those in RoI but are lower than in the UK overall. The following table shows the percentage of connections and consumption for the period end detailed in the I&C graphs (S1 2018).

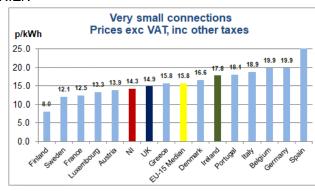
⁷ At the time of publication data was unavailable for the Netherlands Very Small Connections <20MWh. The Netherlands is therefore removed from this graph.

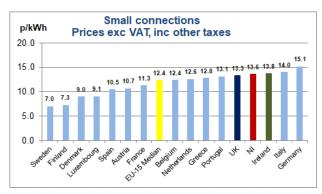
Table 11 Electricity market % by I&C consumption band

End of Q2 20188

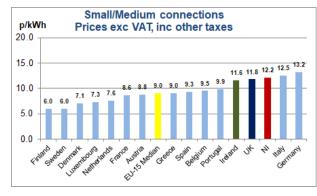
| Size of customer | Annual consumption bands (MWh) | % of I&C connections ⁹ | % of I&C consumption | I&C connection numbers |
|--------------------|--------------------------------------|--------------------------------------|----------------------|------------------------------|
| Very small | < 20 | 66.7% | 6.9% | 48,696 |
| Small | 20 – 499 | 31.7% | 34.4% | 23,195 |
| Small / Medium | 500 – 1,999 | 1.1% | 16.3% | 828 |
| Medium | 2,000 - 19,999 | 0.4% | 27.1% | 260 |
| Large & Very Large | >20,000 | 0.03% | 15.3% | 18 |

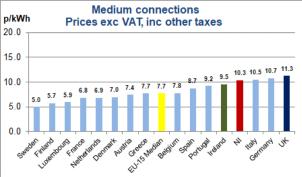
Source: NIEN

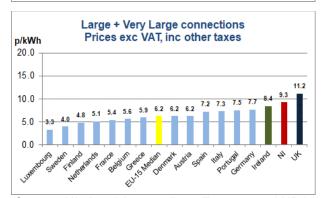




⁸ The pricing data relates to Q2 2018 as opposed to Q4 2018. This is due to the availability of pricing data from Eurostat and suppliers.

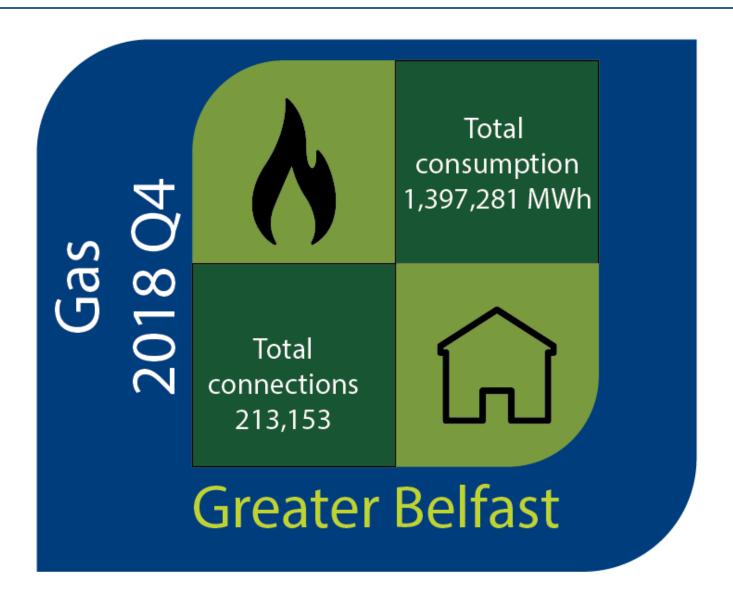






Source: NI electricity suppliers, Eurostat and UR internal calculations

4 Gas in the Greater Belfast area (PNGL)



4.1 Connections and consumption in the Greater Belfast area

The table below shows gas connection numbers in the Greater Belfast area at the end of December 2018 and the consumption in this area during October to December 2018.

Table 12 Gas connections and consumption per market segment in the Greater Belfast area

Q4 2018

| Market sector | Number of connections | % share of connections in sector | Consumption (MWh) ¹⁰ | % share of consumption in sector |
|--|-----------------------|----------------------------------|------------------------------------|----------------------------------|
| Domestic prepayment | 130,890 | 62.4% | 413,759 | 49.9% |
| Domestic credit | 71,167 | 33.9% | 44.4.002 | E4 40/ |
| I&C < 73,200 kWh | 7,865 | 3.7% | 414,903 | 51.1% |
| Total Domestic and Small I&C ¹¹ | 209,922 | 100% | 828,662 | 100% |
| I&C 73,200 to 732,000 kWh | 2,820 | 87.3% | 190,980 | 33.6% |
| I&C 732,001 to 2,196,000 kWh | 297 | 9.2% | 92,932 | 16.4% |
| I&C > 2,196,000 kWh | 114 | 3.5% | 284,707 | 50.1% |
| Medium & Large I&C ¹² | 3,231 | 100% | 568,619 | 100% |
| Total | 213,153 | | 1,397,281 | |

Source: PNGL

At the end of December 2018, the domestic and small I&C connections represent 98.5% of the total connections and 59.3% by consumption. The remaining 1.5% of connections are medium and large I&C which represent 40.7% of consumption.

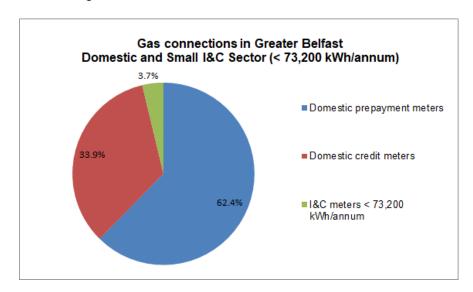
Within the domestic sector, 64.8% of the connections use prepayment meters and 35.2% use credit meters to pay for their gas.

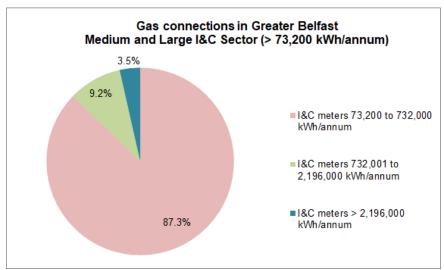
¹⁰ Gas consumption is presented in MWh (previously up to 2015 gas consumption was presented in Therms in the QTRs.

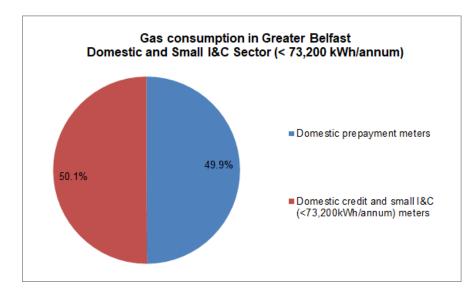
¹¹ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum. The consumption information for domestic credit and small I&C are combined as this information is not available separately.

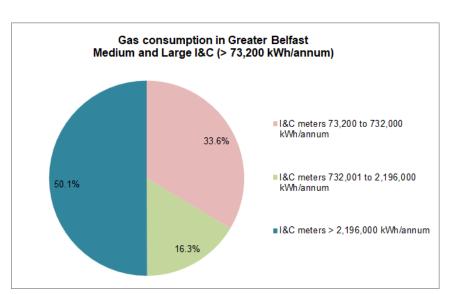
¹² The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

The charts below show the numbers of gas connections in the Greater Belfast area at the end of December 2018 and the consumption in this area during October to December 2018.









4.2 Gas market shares in the Greater Belfast area

This section provides information on the connection numbers and consumption, by supplier, in the Greater Belfast area. The market shares in terms of connections are as at the end of December 2018 and the market shares in terms of consumption are for the period October to December 2018. There are five suppliers in the domestic and small I&C sector, although only two of these suppliers are active in the domestic market. In the medium and large I&C market there are currently six active suppliers.

Gas shares by connections numbers

The table below shows the market shares for each supplier within the domestic and small I&C sector in the Greater Belfast area. The market shares are shown as number of connections per supplier and also as a percentage share within the sector (as at the end of December 2018).

Table 13 Domestic and small I&C¹³ market shares by connections

End of Q4 2018

| Supplier | Dome prepay | | Dome Cred | | | kC 00 kWh | Total for and Sm | |
|----------------|----------------|-------|--------------|-------|-------|--------------|------------------|-------|
| SSE Airtricity | 95,636 | 73.1% | 58,147 | 81.7% | 5,048 | 64.2% | 158,831 | 75.7% |
| firmus energy | 35,254 | 26.9% | 13,020 | 18.3% | 864 | 11.0% | 49,138 | 23.4% |
| Naturgy | 0 | 0% | 0 | 0% | 6 | 0.1% | 6 | 0.01% |
| Go Power | 0 | 0% | 0 | 0% | 635 | 8.1% | 635 | 0.3% |
| Flogas | 0 | 0% | 0 | 0% | 1,312 | 16.7% | 1,312 | 0.6% |
| | | | | | | | | |
| Total | 130,890 | 100% | 71,167 | 100% | 7,865 | 100% | 209,922 | 100% |

Source: PNGL

In terms of market shares by connections, SSE Airtricity (the incumbent supplier) retains a significant share of the domestic and small I&C market of currently 75.7%.

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¹³ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

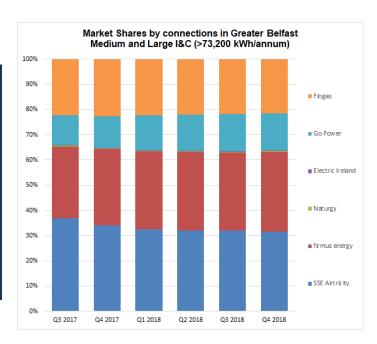
The table below shows the market shares for each supplier within the medium and large I&C sector (i.e. I&Cs with consumption over 73,200 kWh per annum) in the Greater Belfast area at the end of December 2018. The corresponding graph shows the change in market shares by supplier within the same sector over the last eighteen months.

Table 14 Medium and large I&C¹⁴ market shares by connections

End of Q4 2018

| Supplier | 18 73,20 732,00 | 00 to | 732,0 | &C 001 to 000 kWh | l& > 2,196,0 | .C 000 kWh | Total for and La | |
|------------------|-----------------------|-------|-------|-------------------------|-----------------|---------------|---------------------|-------|
| SSE Airtricity | 896 | 31.8% | 94 | 31.6% | 33 | 28.9% | 1,023 | 31.7% |
| firmus energy | 884 | 31.3% | 98 | 33.0% | 40 | 35.1% | 1,022 | 31.6% |
| Naturgy | 11 | 0.4% | 1 | 0.3% | 3 | 2.6% | 15 | 0.5% |
| Electric Ireland | 0 | 0% | 0 | 0% | 9 | 7.9% | 9 | 0.3% |
| Go Power | 371 | 13.2% | 71 | 23.9% | 26 | 22.8% | 468 | 14.5% |
| Flogas | 658 | 23.3% | 33 | 11.1% | 3 | 2.6% | 694 | 21.5% |
| | | | | | | | | |
| Total | 2,820 | 100% | 297 | 100% | 114 | 100% | 3,231 | 100% |

Source: PNGL



Competition in the medium and large I&C market is more active in the Greater Belfast area. At the end of Q4 2018, Go Power and Flogas had 14.5% and 21.5% share of the medium and large I&C market respectively. Out of the six active suppliers at the end of Q4 2018, based on connections, four of these have market shares in excess of 10% of the total I&C market.

¹⁴ The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

Gas shares by consumption¹⁵

This section provides information on the consumption, by supplier, in the Greater Belfast area during Q4 2018. The table below shows the market shares for each supplier within the domestic and small I&C sector in the Greater Belfast area.

Table 15 Domestic and small I&C¹⁶ market shares by consumption

Q4 2018

| Supplier | Total for Domestic and Small I&C Sector | | | | |
|----------------|---|---------|--|--|--|
| | (MWh) | % share | | | |
| SSE Airtricity | 605,078 | 73.0% | | | |
| firmus energy | 206,201 | 24.9% | | | |
| Naturgy | 49 | 0.01% | | | |
| Go Power | 5,069 | 0.6% | | | |
| Flogas | 12,264 | 1.5% | | | |
| | | | | | |
| Total | 828,662 | 100% | | | |

Source: PNGL

SSE Airtricity has retained the majority of the domestic and small I&C market share in the Greater Belfast area. Based on consumption their percentage market share in Q4 2018 was 73.0% compared with 71.8% in the same period last year.

firmus energy's market share has decreased from 26.2% during Q4 2017 to 24.9% during Q4 2018. The market share of the remaining suppliers based on consumption levels continues to be minimal as they are not active in the domestic market and supply only to a limited number of small I&C customers.

 $^{^{\}rm 15}$ Gas consumption is presented in this QTR in MWh.

¹⁶ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

The table below shows the market shares for each supplier within the medium and large I&C sector (i.e. those using at least 73,200 kWh per annum) in the Greater Belfast area during Q4 2018. The corresponding graph shows the change in market shares by supplier within the same sector over the last eighteen months.

Table 16 Medium and large I&C¹⁷ market shares by consumption

Q4 2018

| Supplier | I&C 73,200 to 732,000 kWh | | 73,200 to 732,001 to | | I&C > 2,196,000 kWh | | Total for Medium and Large I&C | |
|---------------------|---------------------------------|------------|----------------------|------------|---------------------------|------------|--------------------------------------|------------|
| | (MWh) | % share | (MWh) | % share | (MWh) | % share | (MWh) | % share |
| SSE Airtricity | 58,617 | 30.7% | 29,454 | 31.7% | 86,781 | 30.5% | 174,852 | 30.8% |
| firmus | 63,882 | 33.4% | 29,628 | 31.9% | 91,653 | 32.6% | 185,163 | 32.6% |
| Naturgy | 610 | 0.3% | 355 | 0.4% | 4,782 | 1.0% | 5,747 | 1.0% |
| Electric Ireland | 0 | 0% | 0 | 0% | 20,995 | 3.7% | 20,995 | 3.7% |
| Go Power | 25,624 | 13.4% | 23,173 | 24.9% | 76,539 | 22.0% | 125,335 | 22.0% |
| Flogas | 42,247 | 22.1% | 10,322 | 11.1% | 3,958 | 9.9% | 56,527 | 9.9% |
| | | | | | | | | |
| Total | 190,980 | 100% | 92,992 | 100% | 284,707 | 100% | 568,629 | 100% |

Market Shares by consumption in Greater Belfast Medium and Large I&C (>73,200 kWh/annum)

100%
90%
80%
70%
60%
40%
30%
20%
10%
Q3 2017 Q4 2017 Q1 2018 Q2 2018 Q3 2018 Q4 2018

Source: PNGL

Market share by consumption fluctuates throughout the year due to the movement of customers between suppliers, and also due to the amount of gas consumed by each customer during different seasons (as gas usage can be weather dependent for many, but not all, customers).

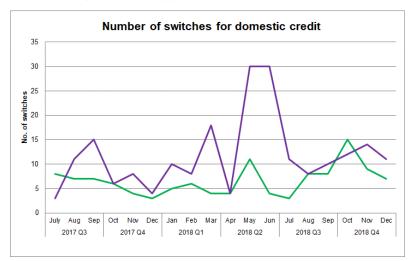
Go Powers' market share by consumption in the medium and large I&C market has increased significantly when compared to the same period last year. In Q4 2017 they held 14.2% compared to 22.0% in Q4 2018.

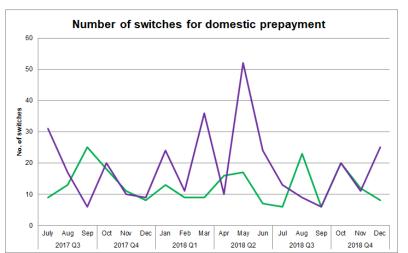
The market shares of SSE Airtricity in this market has decreased from 34.1% during Q3 2017 to 30.8% in Q4 2018.

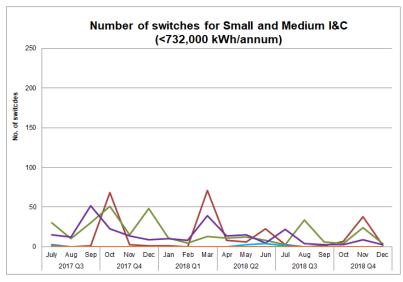
¹⁷ The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

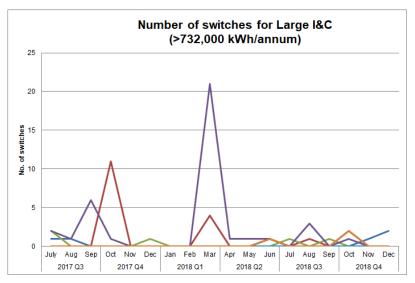
4.3 Market activity in the Greater Belfast area

The line charts below reflect the number of switching gains per market sector in the Greater Belfast area. The switching gains are displayed by supplier; however the supplier names have been anonymised. Note that prepayment switches, within the domestic sector, include switches back to the previous supplier in cases where the customer has not taken the required action to complete their switch.









There are only two active suppliers in the domestic market and market switching has continued at a low level. The I&C graphs above represent the split between the small and medium I&C customers (i.e. customers consuming less than 732,000 kWh per annum) and large I&C consumers (i.e. consuming more than 732,000 kWh per annum). There was a spike in switching in the Large I&C sector (>732,000) during Q2 2018, but this has decreased during Q3 and Q4 2018.

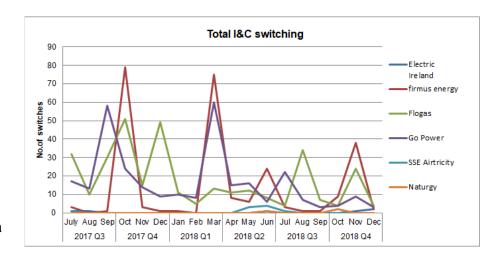
The table below shows market activity through the number of customer switches on a quarterly basis in the Greater Belfast gas market and the associated percentage switching rate. The switching rate percentages are calculated using the number of quarterly switches divided by the number of customers at the end of the quarter in the relevant market.

Table 17 Quarterly market activity in the Greater Belfast area

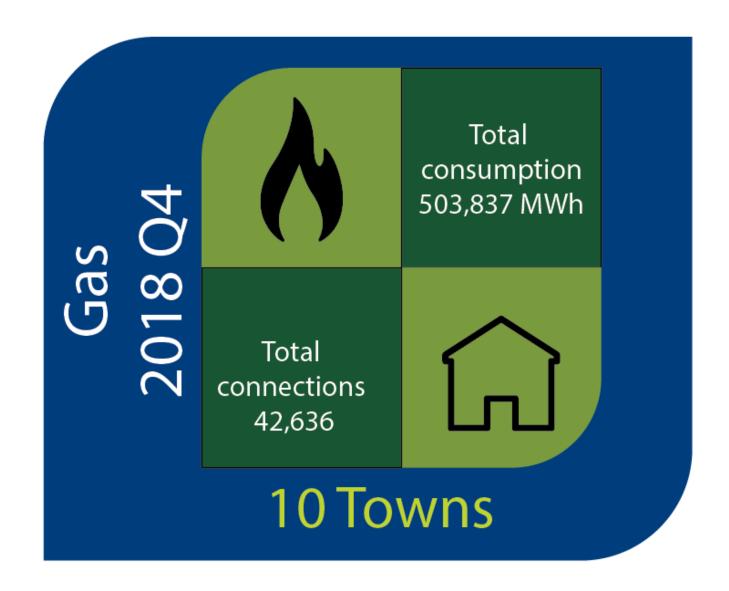
| Period | Domestic Switching | | | I&C Switching | | Total Switching | |
|---------|-----------------------|------|-----|------------------|-----|--------------------|--|
| 2017 Q3 | 154 | 0.1% | 167 | 1.5% | 321 | 0.2% | |
| 2017 Q4 | 107 | 0.1% | 245 | 2.3% | 352 | 0.2% | |
| 2018 Q1 | 153 | 0.1% | 183 | 1.7% | 336 | 0.2% | |
| 2018 Q2 | 209 | 0.1% | 115 | 1.5% | 324 | 0.2% | |
| 2018 Q3 | 111 | 0.1% | 83 | 0.8% | 194 | 0.1% | |
| 2018 Q4 | 188 | 0.1% | 102 | 0.9% | 290 | 0.1% | |

Source: PNGL

The graph to the right represents the total number of switches completed on a quarterly basis, split by the domestic and I&C markets. The graph shows that the overall level of switching has been consistently low over the last year. During Q4 2018 the gas customer market engagement continued at its traditional lower levels.



5 Gas in the Ten Towns area (FeDL)



5.1 Connections and consumption in the Ten Towns area

The table below shows gas connection numbers in the Ten Towns area at the end of December 2018 and the consumption in this area during October to December 2018.

Table 18 Gas connections and consumption per market segment in the Ten Towns area

Q4 2018

| Market segment | Number of connections | % share of connections in sector | Consumption (MWh) ¹⁸ | % share of consumption in sector | |
|--|-----------------------|----------------------------------|------------------------------------|----------------------------------|--|
| Domestic prepayment | 34,420 | 83.1% | 93,323 | 72.2% | |
| Domestic credit | 5,579 | 13.5% | 35,970 | 27.80/ | |
| I&C < 73,200 kWh | 1,417 | 3.4% | 35,970 | 27.8% | |
| Total Domestic and Small I&C ¹⁹ | 41,416 | 100.0% | 129,294 | 100% | |
| | | | | | |
| I&C 73,200 to 732,000 kWh | 961 | 78.8% | 81,162 | 21.7% | |
| I&C 732,001 to 2,196,000 kWh | 169 | 13.9% | 55,571 | 14.8% | |
| I&C > 2,196,000 kWh | 90 | 7.4% | 237,809 | 63.5% | |
| Medium & Large I&C ²⁰ | 1,220 | 100% | 374,543 | 100.0% | |
| Total | 42,636 | | 503,837 | | |

Source: feDL

At the end of December 2018, the domestic and small I&C connections represent 97.1% of the total connections and 25.6% of consumption. The remaining 2.9% are medium and large I&C connections and represent 74.4% of total consumption in this area.

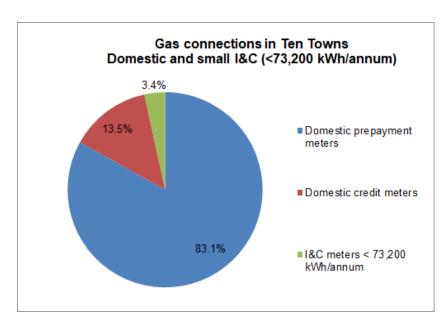
Within the domestic sector, 86.1% of the domestic connections use prepayment meters and 13.9% use credit meters to pay for their gas.

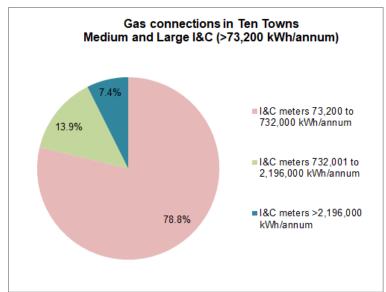
The charts on the following page show the numbers of gas connections in the Ten Towns area at the end of December 2018 and the consumption in this area during October to December 2018.

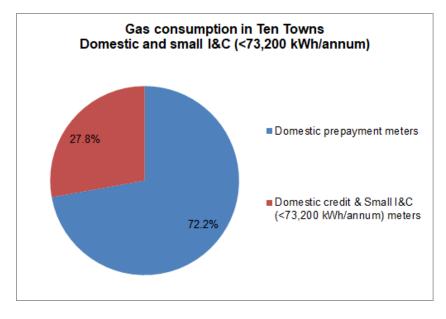
¹⁸ Gas consumption is presented in this QTR in MWh. It is important to note that gas consumption was presented in Therms in the QTRs for 2015 and previous years.

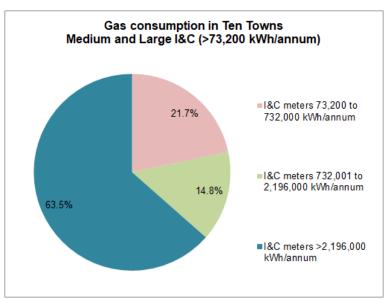
¹⁹ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum. The consumption information for domestic credit and small I&C are combined as this information is not available to us with a full split.

²⁰ The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.









5.2 Gas market shares in the Ten Towns area

This section provides information on the connection numbers and consumption, by supplier, in the Ten Towns area. The market shares in terms of connections are as at the end of December 2018 and the market shares in terms of consumption are for the period October to December 2018.

Competition opened in the Ten Towns large I&C market (>732,000 kWh per annum) in October 2012. The remainder of the market opened to competition in April 2015. There were four suppliers in the domestic and small I&C sector during Q4 2018, although only one supplier was active in the domestic market (the incumbent supplier). In the medium and large I&C market there were six active suppliers.

Gas shares by connections numbers

The table below shows the market shares for each supplier within the domestic and small I&C sector in the Ten Towns area.

Table 19 Domestic and small I&C²¹ market shares by connections

End of Q4 2018

| Supplier | | estic yment | | estic edit | | C 00 kWh | Total for land Sm | |
|----------------|--------|----------------|-------|---------------|-------|-------------|-------------------|-------|
| SSE Airtricity | 0 | 0% | 0 | 0% | 61 | 4.3% | 61 | 0.1% |
| firmus energy | 34,420 | 100% | 5,579 | 100% | 856 | 60.4% | 40,855 | 98.6% |
| Go Power | 0 | 0% | 0 | 0% | 174 | 12.3% | 174 | 0.4% |
| Flogas | 0 | 0% | 0 | 0% | 326 | 23.0% | 326 | 0.8% |
| | | | | | | | | |
| Total | 34,420 | 100% | 5,579 | 100% | 1,417 | 100% | 41,416 | 100% |

Source: feDL

firmus energy, the incumbent supplier, is the only domestic supplier in the Ten Towns area. In terms of market share by connections, firmus energy retains the majority of the small I&C market with 60.4% share at the end of Q4 2018. The competing suppliers in the small I&C market, SSE Airtricity, Go Power and Flogas have been steadily increasing their market shares since entering the I&C market. At the end of Q4 2018, the collective market share of these three suppliers was 39.6%.

²¹ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

The following table shows the market shares for each supplier within the medium and large I&C sector (i.e. I&Cs with consumption over 73,200 kWh per annum) in the Ten Towns area at the end of Q4 2018. The corresponding graph shows the change in market shares by supplier within the same sector over the last eighteen months.

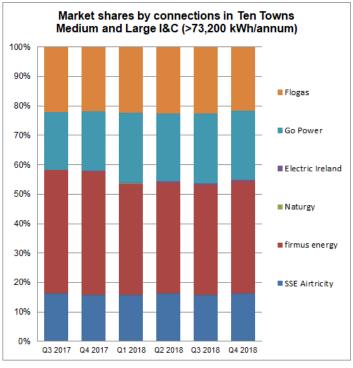
Table 20 Medium and large I&C²² market shares by connections

End of Q4 2018

| Supplier | 73, | l&C 200 to 000 kWh | 732,0 | kC 001 to 000 kWh | > 2,19 | kC 96,000 Vh | Total for and La | |
|------------------|-----|--------------------------|-------|-------------------------|--------|--------------------|------------------|-------|
| SSE Airtricity | 128 | 13.3% | 44 | 26.0% | 26 | 28.9% | 199 | 16.2% |
| firmus energy | 328 | 34.1% | 93 | 55.0% | 44 | 48.9% | 465 | 38.1% |
| Naturgy | 0 | 0% | 0 | 0% | 1 | 1.1% | 1 | 0.1% |
| Go Power | 259 | 27.0% | 17 | 10.1% | 11 | 12.2% | 287 | 23.5% |
| Flogas | 246 | 25.6% | 15 | 8.9% | 2 | 2.2% | 263 | 21.6% |
| Electric Ireland | 0 | 0% | 0 | 0% | 6 | 6.7% | 6 | 0.5% |
| | | | | | | | | |
| Total | 961 | 100% | 169 | 100% | 90 | 100% | 1,220 | 100% |

Source: feDL

Competing suppliers are more active in the medium and large I&C market than the small I&C market in the Ten Towns area.



In the medium and large sector market shares of Go Power show year on year gains with 23.5% this quarter compared to 20.5% at the end of Q4 2018. The shares of firmus energy, the incumbent supplier, have decreased from 41.9% to 38.1% over the same period.

²² The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

Gas shares by consumption (MWh²³)

This section provides information on the consumption, by supplier, in the Ten Towns area. The market shares in terms of consumption are for the period from October to December 2018.

Table 21 Domestic and small I&C²⁴ market shares by consumption

Q4 2018

| Supplier | Total for Domestic and Small I&C Sector | | | | |
|----------------|--|---------|--|--|--|
| | (MWh) | % share | | | |
| SSE Airtricity | 584 | 0.5% | | | |
| firmus energy | 124,249 | 96.1% | | | |
| Go Power | 1,638 | 1.3% | | | |
| Flogas | 2,822 | 2.2% | | | |
| | | | | | |
| Total | 129,294 | 100% | | | |

Source: feDL

As firmus energy is the only supplier in the domestic market they hold the large majority of the market share by consumption in the domestic and small I&C sector.

The other competing suppliers in the small I&C section of this market (SSE Airtricity, Go Power and Flogas) have been active since Q3 2015 and are gradually increasing their market share as they take on more customers. During Q4 2018 their combined market share in terms of consumption in the domestic and small I&C market was 3.9% compared to 3.4% in the same period last year (i.e. Q4 2017).

²³ Gas consumption is presented in this QTR in MWh. It is important to note that gas consumption was presented in Therms in the QTRs for 2015 and previous years.

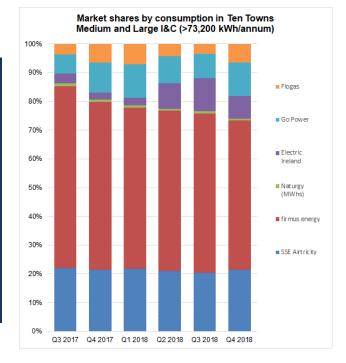
²⁴ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

The table below shows the market shares for each supplier within the medium and large I&C sector (I&Cs using more than 73,200 kWh per annum) in the Ten Towns area during Q4 2018.

Table 22 Medium and large I&C²⁵ market shares by consumption

Q4 2018

| Supplier | I&C 73,200 to upplier 732,000 kWh | | 732,0 | I&C 732,001 to 2,196,000 kWh | | I&C > 2,196,000 kWh | | Total for Medium and Large I&C | |
|---------------------|---|------------|--------|------------------------------------|---------|---------------------------|---------|--------------------------------|--|
| | (MWh) | % share | (MWh) | % share | (MWh) | % share | (MWh) | % share | |
| SSE Airtricity | 13,489 | 16.6% | 14,760 | 26.6% | 51,708 | 21.7% | 79,958 | 21.3% | |
| firmus energy | 26,130 | 32.2% | 30,410 | 54.7% | 138,306 | 58.2% | 194,846 | 52.0% | |
| Naturgy | 0 | 0% | 0 | 0% | 2,243 | 0.9% | 2,243 | 0.6% | |
| Go Power | 24,197 | 29.8% | 5,529 | 9.9% | 14,371 | 6.0% | 44,097 | 11.8% | |
| Flogas | 17,346 | 21.4% | 4,872 | 8.8% | 1,751 | 0.7% | 23,969 | 6.4% | |
| Electric Ireland | 0 | 0% | 0 | 0% | 29,429 | 12.4% | 29,429 | 7.9% | |
| | | | | | | | | | |
| Total | 81,162 | 100% | 55,571 | 100% | 237,809 | 100% | 374,543 | 100% | |



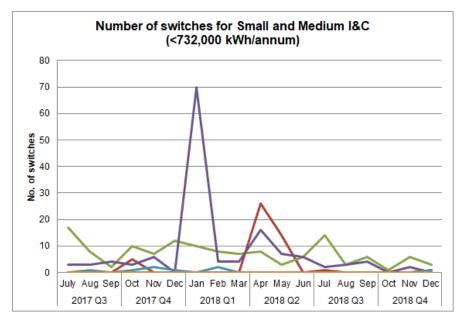
Source: feDL

In terms of market share by consumption, firmus energy retains the largest share of the medium and large I&C sector. At the end of Q4 2018, firmus energy has 52.0% share of this market sector compared to 58.4% at the end of Q4 2017. Go Power made notable gains this quarter, increasing from 8.5% in Q3 2018 to 11.8% in Q4 2018.

²⁵ The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

5.3 Market activity in the Ten Towns area

The line graphs below reflect the number of switching gains in the I&C market sector in the Ten Towns area. The switching gains are displayed by supplier; however the supplier names have been anonymised. There is no information provided on domestic switching in the Ten Towns area as there are no competing suppliers in the domestic market.



These line graphs represent the split between the price-regulated and non price-regulated sectors in the Ten Towns. In both sectors there was an increase in January 2018.

The table below shows market activity through the number of switches on a quarterly basis in the Ten Towns gas market and the associated percentage switching rate. The switching rate percentages are calculated using the number of quarterly switches divided by the number of customers at the end of the quarter in the

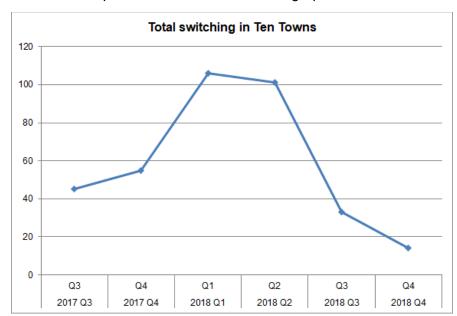
relevant market.

Table 23 Market activity in the Ten Towns area

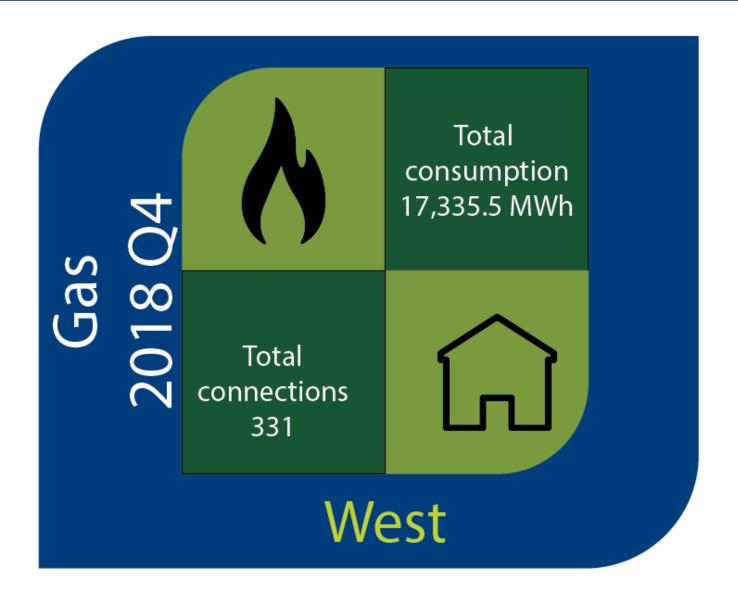
| Period | I&C Switching | | |
|---------|---------------|------|--|
| 2017 Q3 | 45 | 1.8% | |
| 2017 Q4 | 55 | 2.2% | |
| 2018 Q1 | 106 | 4.2% | |
| 2018 Q2 | 101 | 3.9% | |
| 2018 Q3 | 33 | 1.3% | |
| 2018 Q4 | 14 | 0.5% | |

Source: feDL

The overall level of switching has been consistently low in the Ten Towns however there was an increase in switches within the I&C sector in this guarter which is shown in the graph below.



6 Gas in the West Area (SGN NG)



6.1 Connections and consumption in the West area

The table below shows gas connection numbers in the West area at the end of December 2018 and the consumption in this area during October to December 2018.

Table 24 Gas connections and consumption per market segment in the West area

Q4 2018

| Market segment | Number of connections | % share of connections in sector | Consumption (MWh) ²⁶ | % share of consumption in sector |
|--|-----------------------|----------------------------------|------------------------------------|----------------------------------|
| Domestic prepayment | 269 | 83.3% | 518.4 | 78.3% |
| Domestic credit 48 | | 14.9% | 143.5 | 21.7% |
| I&C < 73,200 kWh | 6 | 1.9% | 143.3 | 21.770 |
| Total Domestic and Small I&C ²⁷ | 323 | 100.0% | 661.9 | 100% |
| I&C 73,200 to 732,000 kWh | 4 | 50.0% | 137.6 | 0.8% |
| I&C 732,001 to 2,196,000 kWh | 0 | 0.0% | 0 | 0.0% |
| I&C > 2,196,000 kWh | 4 | 50.0% | 16,536.0 | 99.2% |
| Medium & Large I&C ²⁸ | 8 | 100% | 16,673.6 | 100.0% |
| Total | 331 | | 17,335.5 | |

Source: SGN NG

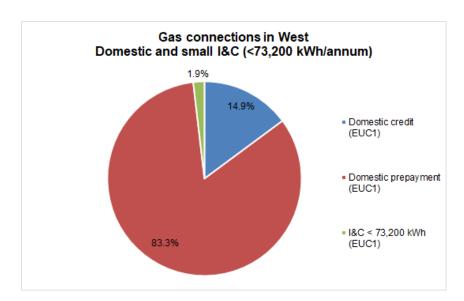
At the end of December 2018, the domestic and small I&C connections represent 97.6% of the total connections and 3.8% of consumption. The remaining 2.4% are medium and large I&C connections and represent 96.2% of total consumption in this area. Within the domestic sector, 84.8% use prepayment meters and 15.2% use credit meters to pay for their gas.

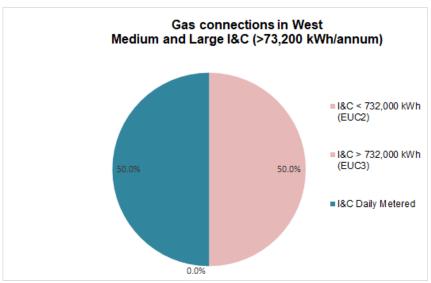
There are now 3 active suppliers in the West area, namely SSE Airtricity Gas NI as the commissioning domestic supplier, with Electric Ireland and Flogas active in the I&C market. A breakdown of market shares by supplier and switching data will be included in this publication as the network continues to develop.

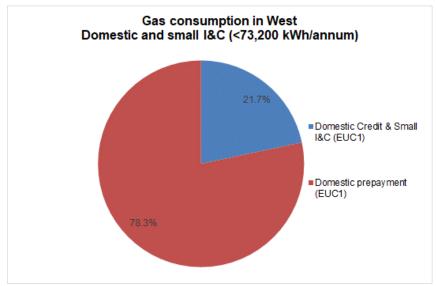
²⁶ Gas consumption is presented in this QTR in MWh. It is important to note that gas consumption was presented in Therms in the QTRs for 2015 and previous years.

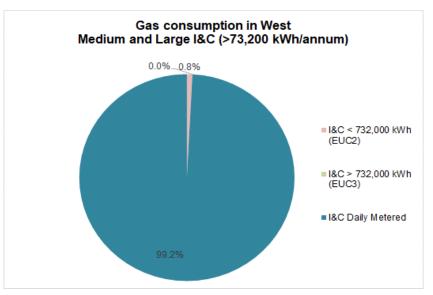
²⁷ The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum. The consumption information for domestic credit and small I&C are combined as this information is not available to us with a full split.

²⁸ The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.







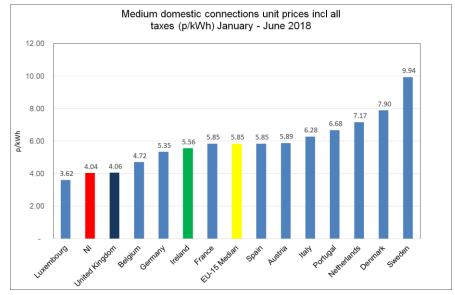


7 Gas prices

7.1 Comparison against EU prices

The gas prices section, also follows the Eurostat format and methodology (as outlined in section 3.4 electricity prices). As a result the average prices for NI are comparable with prices in other EU countries (those published in BEIS's Quarterly Energy Prices reports²⁹ and Eurostat data base³⁰) once these figures have been converted to GBP.

The pricing data detailed in this QTR is for the semester January to June 2018 (S1). In the domestic graph show below, we use unit prices which include Climate Change Levy (CCL) and include VAT, as this reflects the final prices paid by domestic customers. The medium sized domestic customers (annual consumption between 5,557 - 55,557 kWh) have been selected for the purpose of analysis, as this consumption category reflects the majority of domestic customers in NI.



Source: Eurostat and NI gas suppliers collated by UR

The NI unit price is the average pence per kWh for medium customers for the Greater Belfast, Ten Towns and West network areas. The NI domestic gas prices rank among the lowest in the EU³¹. The NI gas prices is less than GB, RoI and considerably less than the EU median. It should be noted that the vast majority of NI domestic gas connections are customers of the relevant network incumbent suppliers and are therefore subject to their regulated tariffs.

During the period illustrated in the graph (Semester 2: January to

²⁹ https://www.gov.uk/government/collections/guarterly-energy-prices

³⁰ http://ec.europa.eu/eurostat/web/energy/data/database

³¹ As at the date of publication the Medium domestic size band, S1 2018 data was unavailable for Greece. Greece has therefore been removed from the graph.

June 2018), the regulated tariffs were reviewed. Price increases were announced by SSE Airtricity in the Greater Belfast area and firmus energy in the Ten Towns in March 2018, further detail on these are available in the UR tariff review briefing notes³². The table below illustrates the regulated tariffs for S1 2018 period.

Table 25 Regulated Gas Supply Tariffs

| 1 January to 30 March 2018 | Greater Belfast SSE Airtricity | Ten Towns firmus energy |
|--|--------------------------------|-------------------------|
| Domestic Regulated Tariff Usage for first 2,000 kWh | 5.445 p/kWh | 6.690 p/kWh |
| Domestic Regulated Tariff Usage >2,000 kWh | 3.732 p/kWh | 4.511 p/kWh |

Following Regulated Tariff Reviews:

| 31 March to 30 June 2018 | Greater Belfast SSE Airtricity | Ten Towns firmus energy |
|--|-----------------------------------|-------------------------|
| Domestic Regulated Tariff Usage for first 2,000 kWh | 5.871 p/kWh | 7.307 p/kWh |
| Domestic Regulated Tariff Usage >2,000 kWh | 4.023 p/kWh | 4.852 p/kWh |

³² Firmus energy (Supply) Ltd March 2018 UR tariff review for the Ten Towns is available <u>here</u>. SSE Airtricity Gas Supply (NI) Ltd UR tariff review for Greater Belfast is available <u>here</u>.

Glossary

| CCL | The Climate Change Levy (CCL) is a tax on electricity, gas and solid fuels delivered to I&C consumers. Its |
|----------|--|
| | objective is to encourage businesses to reduce their |
| | energy consumption or use energy from renewable |
| | sources. The rate changes every year. |
| CoS | Change of supplier |
| EU | European Union |
| Eurostat | Statistical office of the EU. Its task is to provide the EU |
| | with statistics at European level that enable |
| | comparisons between countries and regions |
| feDL | firmus energy (Distribution) Limited |
| firmus | firmus energy (Supply) Limited |
| energy | |
| GB | Great Britain |
| GBP | Great British Pound |
| I&C | Industrial and Commercial |
| kWh | Kilowatt hour. Unit of energy equivalent to one kilowatt |
| | (1kW) of power expended for one hour (1h) of time. |
| | 1,000kWh = 1MWh. 1,000MWh = 1GWh. |
| NI | Northern Ireland |
| NIEN | Northern Ireland Electricity Networks |
| LEU | Large Energy Users |
| Ofgem | Office of the Gas and Electricity Markets |
| PNGL | Phoenix Natural Gas Limited |
| Q | Quarter. In this report, Q refers to the calendar year |
| | (i.e. Q1 refers to the quarter January-March). |
| QTRs | Quarterly Transparency Reports published by the UR |
| | at the end of the second month after each calendar |
| | |

| | quarter (at the end of Feb, May, Aug and Nov). |
|--------|--|
| REMM | Retail Energy Market Monitoring |
| Rol | Republic of Ireland |
| SGN NG | SGN Natural Gas |
| S1 | Semester 1 |
| S2 | Semester 2 |
| UR | Utility Regulator |
| VAT | Value Added Tax |
| UK | United Kingdom |

Annex A: Supplier Entry to Retail Markets

The tables below set out the dates that each supplier entered the retail market sectors.

| | Electricity |
|----------|---|
| Domestic | Incumbent supplier: Power NI June 2010: SSE Airtricity June 2009: firmus supply June 2011: Budget Energy October 2011: Electric Ireland October 2015: Click Energy October 2015: Open Electric December 2016: Open Electric ceased supply |
| I&C | Incumbent supplier: Power NI July 1999: ESB Independent Energy (NI) t/a Electric Ireland August 1999: Energia January 2008: SSE Airtricity April 2009: firmus supply ³³ July 2011: Budget Energy February 2012: VAYU (Naturgy as of 29 th November 2018) April 2012: Go Power October 2015: Click Energy April 2018: 3T Power |

| | Gas: Greater Belfast Area ³⁴ |
|----------|---|
| Domestic | Incumbent supplier since September 1996: SSE Airtricity ³⁵ |
| | July 2010: firmus energy |
| I&C | Incumbent supplier since September 1996: SSE Airtricity |
| | September 2008: firmus energy |
| | March 2009: Vayu (Naturgy as of 29th November 2018) |
| | May 2013: Electric Ireland |
| | August 2014: Go Power |
| | December 2014: Flogas |

| | Gas: Ten Towns Area ³⁶ |
|----------|--|
| Domestic | Incumbent supplier since 2005: firmus |
| I&C | Incumbent supplier since 2005: firmus January 2013: SSE Airtricity May 2015: Flogas June 2015: Go Power January 2017: Vayu (Naturgy as of 29th November 2018) April 2017: Electric Ireland |

| Gas: West Area ³⁷ | | |
|------------------------------|---|--|
| Domestic | July 2017 Designated Commissioning Supplier: SSE Airtricity | |
| I&C | January 2017: Electric Ireland | |
| | July 2017: SSE Airtricity | |
| | January 2018: Flogas | |

Note that firmus supply left the electricity market at the end of 2015.
 The Greater Belfast area is defined in Schedule 1 of the Phoenix Natural Gas Limited conveyance licence.

³⁵ Formerly Phoenix Supply Ltd (PSL).

³⁶ The Ten Towns area is defined in Schedule 1 of the firmus energy (Distribution) Limited conveyance licence.

³⁷ The West area is defined in Schedule 1 of the Scotia Gas Networks Northern Ireland Ltd (Distribution) Limited conveyance licence.