

## **RETAIL MARKET MONITORING**

**Quarterly Transparency Report** 

Quarter 2: April - June 2016

Published 31<sup>st</sup> August 2016







## **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.

The information shown in this report comes from network companies, suppliers, Department of Energy & Climate Change (DECC) 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).

There have been a number of changes made to the format of this publication and how some of the indicators are presented, due to the introduction of the Retail Energy Market Monitoring (REMM) framework.

## **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.

## **Contents**

| 1   | Sum    | nmary of key market indicators                          | 1  |
|-----|--------|---|----|
|     | 1.1    | Key developments during Quarter 2 2016                  | 2  |
| 2   | Intro  | oduction  | 3  |
|     | 2.1    | Purpose, methodology and data sources                   | 3  |
|     | 2.2    | Energy suppliers in NI energy market                    | 3  |
|     | 2.3    | Wholesale market monitoring data                        | 4  |
| 3   | Elec   | etricity  | 5  |
|     | 3.1    | NI connections and total consumption                    | 5  |
|     | 3.2    | Electricity Market shares                               | 7  |
|     | 3.3    | Electricity market activity                             | 14 |
|     | 3.4    | Electricity prices                                      | 15 |
| 4   | Gas    | in the Greater Belfast area                             | 18 |
|     | 4.1    | Connections and consumption in the Greater Belfast area | 18 |
|     | 4.2    | Gas market shares in the Greater Belfast area           | 20 |
|     | 4.3    | Market activity in the Greater Belfast area             | 24 |
| 5   | Gas    | in the Ten Towns area                                   | 26 |
|     | 5.1    | Connections and consumption in the Ten Towns area       | 26 |
|     | 5.2    | Market shares in the Ten Towns area                     | 28 |
|     | 5.3    | Market activity in the Ten Towns area                   | 32 |
| 6   | Gas    | prices in the Greater Belfast & Ten Towns areas         | 33 |
|     | 6.1    | Comparison against GB and Rol standard tariffs          | 33 |
|     | 6.2    | Comparison against EU prices                            |    |
| Glo | ossary | y   | 35 |
|     | _      | .: Supplier Entry to Retail Markets                     |    |
|     |        |   |    |

# **Summary of key market indicators**

**Table 1 Summary of retail market** 

| 00.0040   | Elect   | ricity   | Gas – Grea   | ater Belfast  | Gas - Ten Towns   |   |  |  |
|---|---|--|--|---|---|---|--|--|
| Q2 2016<br>(Apr - Jun)                              | Domestic  | I&C  | Domestic and<br>Small I&C <sup>1</sup>                 | Medium and<br>Large I&C <sup>2</sup>                          | Domestic and<br>Small I&C <sup>1</sup>                    | Medium and<br>Large I&C <sup>2</sup>                        |  |  |
| Number of active suppliers in this quarter          | 6   | 8  | 5 <sup>3</sup>   | 6   | 4 <sup>4</sup>  | 4   |  |  |
| Connections at end of quarter                       | 788,944 70,818  |  | 187,913  | 3,038   | 28,610  | 1,157   |  |  |
| Market shares of largest suppliers (by connections) | Power NI 63.5% Power NI 48.5% SSE Airtricity 25.4% SSE Airtricity 21.4% Budget Energy 8.0% Go Power 15.2% |  | SSE Airtricity 73.0% firmus energy 26.2% Go Power 0.4% | SSE Airtricity 40.3%<br>Go Power 21.7%<br>firmus energy 19.4% | firmus energy 99.2%<br>Flogas 0.5%<br>SSE Airtricity 0.2% | firmus energy 55.6%<br>Flogas 25.6%<br>SSE Airtricity 14.3% |  |  |
| Market shares of largest suppliers (by consumption) | Power NI 60.9%<br>SSE Airtricity 28.4%<br>Budget Energy 8.1%  | Go Power 32%<br>SSE Airtricity 21.2%<br>Power NI 16.2% | SSE Airtricity 70.1% firmus energy 28.3% Flogas 0.8%   | SSE Airtricity 39.2% firmus energy 35.8% Go Power 12.5%       | firmus energy 97.5%<br>Flogas 1.5%<br>SSE Airtricity 0.6% | firmus energy 74.0%<br>SSE Airtricity 18.9%<br>Flogas 4.8%  |  |  |
| Quarterly switching rate                            | 4%  | 3.6%   | Domestic 0.1%  | All I&C 3.4%  | Domestic 0%   | All I&C 18.3%   |  |  |

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

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.

Of these five active suppliers in the domestic and small I&C sector in the Greater Belfast area, only two are active in the domestic market.

Of these four active suppliers in the domestic and small I&C sector in the Ten Towns area, only one is active in the domestic market.

## 1.1 Key developments during Quarter 2 2016

- 1. The pricing section for electricity and gas details the NI and EU prices in domestic and I&C sectors for semester 2 (July December) 2015. This data is sourced from Eurostat and suppliers submissions. NI domestic prices lie below the UK and EU levels and are substantially lower than RoI.
- 2. The Power NI electricity price drop of 10.3% came into effect on 1st April. Other non price regulated electricity suppliers have since made similar announcements.
- 3. In the gas markets price drops for SSE Airtricity and firmus energy (the incumbent price controlled gas suppliers) came into effect this quarter. firmus energy published a 7.7% decrease in the Ten Towns and SSE a 10.2% decrease in Greater Belfast.
- **4.** Market activity in the electricity domestic and I&C sectors continues to illustrate a change in the market dynamics. Power NI (the incumbent price controlled electricity supplier) retain their dominant position with 63.5% of the domestic market. Click Energy entered the electricity market in Q4 2015 and continue to grow in the domestic sector, with 10,609 connections to date. Notably this quarter Electric Ireland also increased their domestic electricity market share with 13,145 connections.
- **5.** Switching in the domestic electricity sector continues to increase from 29,307 switches in Q1 2016 to 31,709 switches in Q2 2016. I&C electricity switching rose quarter on quarter from 2.5% to 3.6%
- **6.** In the gas sector, switching activity in the Greater Belfast domestic market dropped slightly to 0.1% from 0.2% in the previous quarter. I&C switching in the Greater Belfast area was also down from 7.3% in Q1 2016 to 3.4% in Q2 2016. On the converse I&C market activity in the Ten Towns dramatically increased in Q2 2016 to 18.3% compared to 3.1% in Q1 2016.

## 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 new 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.

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) and firmus energy (Distribution) Limited (feDL) for gas data.
- EU domestic and I&C electricity prices are from Eurostat. NI domestic and I&C electricity prices are derived directly from data submitted by suppliers.
- EU domestic gas prices are from the Department of Energy & Climate Change (DECC). Domestic gas prices for Great Britain (GB) and the Republic of Ireland (ROI) are derived from tariffs published by relevant suppliers. NI domestic gas prices are derived from the tariffs published by NI 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.

**Table 2 Suppliers in the Retail Market** 

End of Q2 2016

| Supplier         | Elect              | ricity                 |     | as<br>Belfast | Gas<br>Ten Towns |     |  |
|------------------|--------------------|------------------------|-----|---------------|------------------|-----|--|
|                  | Dom                | I&C                    | Dom | I&C           | Dom              | I&C |  |
| Budget Energy    | <del>\</del>       |                        |     |               |                  |     |  |
| Click Energy     | <del>-</del> \$-   |                        |     |               |                  |     |  |
| Electric Ireland | -\ <del>\'</del> - | -\$ <del>\</del> -     |     | 6             |                  |     |  |
| Energia          |                    | -\$ <del>\</del> -     |     |               |                  |     |  |
| firmus energy    |                    |                        | 6   | 6             | 6                | 6   |  |
| Flogas           |                    |                        |     | 6             |                  | 6   |  |
| Go Power         |                    | <del>\</del> \$\dagger |     | 6             |                  | 6   |  |
| Open Electric    | -\ <del>\'</del> - |                        |     |               |                  |     |  |
| Power NI         | -\ <del>\'</del> - | -\$ <del>\</del> -     |     |               |                  |     |  |
| SSE Airtricity   | -\ <del>\'</del> - | -\$ <del>\</del> -     | 6   | 6             |                  | 6   |  |
| Vayu             |                    | -\ <del>\'</del> -     |     | 6             |                  |     |  |
|                  |                    |                        |     |               |                  |     |  |
| Suppliers        | 6                  | 8                      | 2   | 6             | 1                | 4   |  |

Source: UR

In summary there are **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.

The detail of the dates of entry for the suppliers in each of the retail market segments is available in Annex A.

For more information about the retail energy market in NI, please visit: <a href="http://www.uregni.gov.uk/retail/">http://www.uregni.gov.uk/retail/</a>.

### 2.3 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 reports<sup>5</sup> are prepared by the Market Monitoring Unit (MMU) within the UR in joint collaboration with the Commission for Energy Regulation (CER).

<sup>&</sup>lt;sup>5</sup> SEM Monitoring Report Q1 2016, published June 2016: https://www.semcommittee.com/sites/semcommittee.com/files/media-files/SEM%20-%2016%20-%20037%20-%20MMU%20Quarterly%20report%20-%20Q1.pdf

# 3 Electricity

## NI connections and total consumption

The table below shows electricity customer numbers<sup>6</sup> at end June 2016 and consumption from April to June 2016.

Table 3 Electricity connections and consumption per market segment

Q2 2016

| Customer groups        | Number of connections | % share of connections in market sector | Consumption<br>(GWh) | % share of consumption in market sector |
|------------------------|-----------------------|---|----------------------|---|
| Domestic prepayment    | 339,495               | 43.03%                                  | 251.4                | 40.33%                                  |
| Domestic credit        | 449,449               | 56.97%                                  | 371.3                | 59.67%                                  |
| Total Domestic         | 788,944               | 100%                                    | 622.8                | 100%                                    |
|                        |                       |   |                      |   |
| I&C < 20 MWh           | 46,766                | 66.04%                                  | 74.0                 | 6.18%                                   |
| I&C 20 – 49 MWh        | 13,157                | 18.58%                                  | 93.8                 | 7.83%                                   |
| I&C 50 – 499 MWh       | 9,776                 | 13.80%                                  | 306.3                | 25.57%                                  |
| I&C 500 – 1,999 MWh    | 832                   | 1.17%                                   | 198.2                | 16.55%                                  |
| I&C 2,000 – 19,999 MWh | 268                   | 0.38%                                   | 340.0                | 28.39%                                  |
| I&C ≥ 20,000 MWh       | 19                    | 0.027%                                  | 185.3                | 15.49%                                  |
| Total I&C              | 70,818                | 100%                                    | 1,197.8              | 100%                                    |
|                        |                       |   |                      |   |
| Total                  | 859,762               |   | 1,820.5              |   |

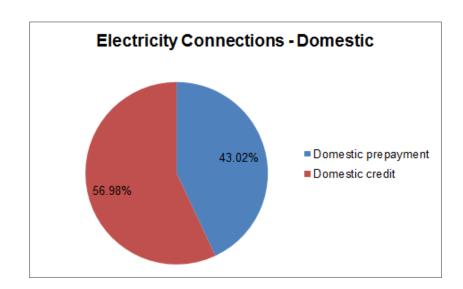
Of the total customers in Northern Ireland, 92% belong to the domestic sector, while the remaining 8% are I&C customers. In this quarter, this translates into 34% and 66% respectively in terms of consumption.

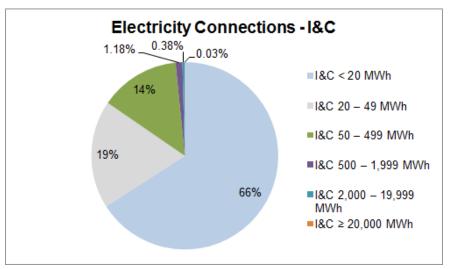
Within the domestic sector, 43% of the market use prepayment meters and 57% pay by credit.

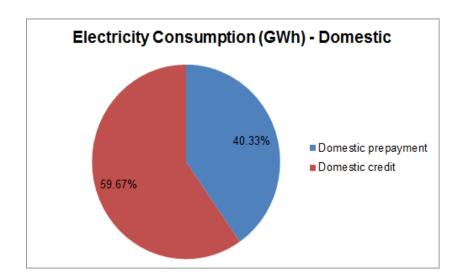
Within the I&C sector, more than 99.8% of the customers are small and medium enterprises (consuming less than 19,999 MWh), with 85% of the I&C consumption. The remaining are Large Energy Users (LEU) connections, that consumed 10% of the total NI volume in this quarter, and 15% of the I&C consumption.

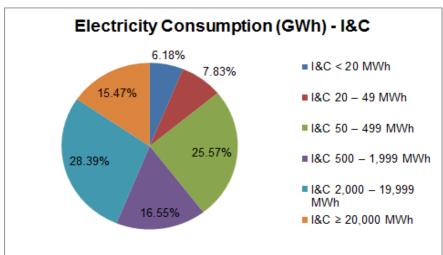
Source: NIEN

<sup>&</sup>lt;sup>6</sup> 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 connections<sup>7</sup>

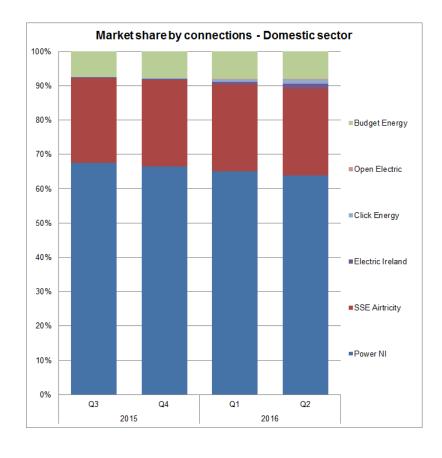
There are currently six domestic electricity suppliers in NI, and seven active suppliers in the I&C electricity market. The total number of domestic customers at the end of Q2 was 788,944. As is evident from the table below a significant number of domestic customers (63.5%) remain with the previously 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 Q2 2016

| Domestic<br>Suppliers | Dome<br>Prepay |       | Domestic ( | Credit | Domestic Total |       |  |
|-----------------------|----------------|-------|------------|--------|----------------|-------|--|
| Power NI              | 170,495        | 50.2% | 330,379    | 73.5%  | 500,874        | 63.5% |  |
| SSE Airtricity        | 95,483         | 28.1% | 105,083    | 23.4%  | 200,566        | 25.4% |  |
| Electric Ireland      | 4,734          | 1.4%  | 8,411      | 1.9%   | 13,145         | 1.7%  |  |
| Click Energy          | 9,535          | 2.8%  | 1,074      | 0.2%   | 10,609         | 1.3%  |  |
| Budget Energy         | 58,949         | 17.4% | 3,886      | 0.9%   | 62,835         | 8.0%  |  |
| Open Electric         | 299            | 0.1%  | 616        | 0.1%   | 915            | 0.1%  |  |
|                       |                |       |            |        |                |       |  |
| I&C Market            | 339,495        | 100%  | 449,449    | 100%   | 788,944        | 100%  |  |

Source: NIEN



Page | 7

<sup>&</sup>lt;sup>7</sup> Market shares figures do not include de-energised nor Long Term Vacant sites.

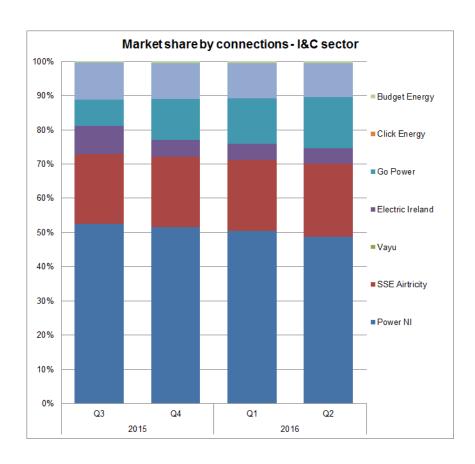
For Q2 2016 Power NI supplied 50.2% of the domestic prepayment and 73.5% of the domestic credit market. This shows a decrease from the same period in 2015 when Power NI held 57.1% of the domestic prepayment and 76.7% of the domestic credit connections. The continued growth of the new entrants in the domestic market is clear, given that the non-incumbents now represent over 36.5% of total domestic connections in NI.

Table 5 I&C market shares by connections

| End of Q2 2016 |  |
|----------------|--|

| I&C Suppliers    | I&C < 2 | 0 MWh | I&C 20<br>MV |       |       | ) – 499<br>Wh |     | 500 –<br>MWh |     | 2,000 –<br>9 MWh | I&C ≥∶<br>M\ | 20,000<br>Wh | I&C<br>Tota |        |
|------------------|---------|-------|--------------|-------|-------|---------------|-----|--------------|-----|------------------|--------------|--------------|-------------|--------|
| Power NI         | 26,593  | 56.9% | 4,924        | 37.4% | 2,720 | 27.8%         | 102 | 12.3%        | 19  | 7.1%             | 0            | 0%           | 34,358      | 48.5%  |
| SSE Airtricity   | 9,205   | 19.7% | 3,501        | 26.6% | 2,272 | 23.8%         | 151 | 18.1%        | 37  | 13.8%            | 6            | 31.6%        | 15,172      | 21.4%  |
| Go Power         | 6,049   | 12.9% | 2,147        | 16.3% | 2,153 | 22.0%         | 281 | 33.8%        | 98  | 36.6%            | 8            | 42.1%        | 10,736      | 15.2%  |
| Electric Ireland | 1,304   | 2.8%  | 609          | 4.6%  | 984   | 10.1%         | 131 | 15.7%        | 51  | 19.0%            | 4            | 21%          | 3,083       | 4.4%   |
| Energia          | 3,324   | 7.1%  | 1,878        | 14.3% | 1,588 | 16.2%         | 162 | 19.5%        | 60  | 22.4%            | 1            | 5.2%         | 7,013       | 9.9%   |
| Budget Energy    | 272     | 0.6%  | 97           | 0.7%  | 54    | 0.6%          | 0   | 0%           | 0   | 0%               | 0            | 0%           | 423         | 0.6%   |
| Vayu             | 16      | 0.03% | 1            | 0%    | 5     | 0.1%          | 5   | 0.6%         | 3   | 1.1%             | 0            | 0%           | 30          | 0.04%  |
| Click Energy     | 3       | 0.01% | 0            | 0%    | 0     | 0%            | 0   | 0%           | 0   |                  | 0            |              | 3           | .0004% |
|                  |         |       |              |       |       |               |     |              |     |                  |              |              |             |        |
| I&C Market       | 46,766  | 100%  | 13,157       | 100%  | 9,776 | 100%          | 832 | 100%         | 268 | 100%             | 19           | 100%         | 70,818      | 100%   |

Source: NIEN



The graph shows the trends in market shares (by customer numbers) for each active domestic supplier in NI by market segment, for the previous four quarters. Competition in the I&C market is more developed, and consequently market shares are much more dispersed than in the domestic sector. Out of the seven active suppliers at the end of Q2 2016, based on customer numbers, four of these suppliers have shares in excess of 10% in the largest consumption categories (greater than 500MWh).

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

Table 6 Total market shares by connections

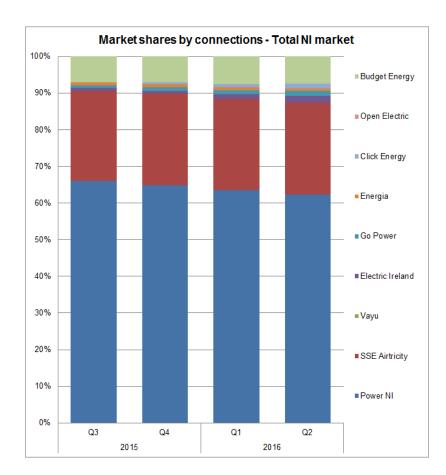
End of Q2 2016

| Suppliers        | To      | tal    |
|------------------|---------|--------|
| Power NI         | 535,232 | 62.3%  |
| SSE Airtricity   | 215,738 | 25.1%  |
| Go Power         | 10,736  | 1.2%   |
| Electric Ireland | 16,228  | 1.9%   |
| Energia          | 7,013   | 0.8%   |
| Click Energy     | 10,612  | 1.2%   |
| Budget Energy    | 63,258  | 7.4%   |
| Vayu             | 30      | 0.003% |
| Open Electric    | 915     | 0.11%  |
|                  |         |        |
| Total Market     | 859,762 | 100%   |

Source: NIEN

When looking at the electricity retail market as a whole Power NI's leading position as the incumbent supplier remains at 62.3%, although this has decreased when compared to their 67.2% total market share in the same quarter (Q2) in 2015. This is attributable to the growth of market activity of the non incumbent suppliers including new entrants to the market.

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



#### **Electricity shares by consumption (GWh)**

#### **Table 7 Domestic market shares by consumption**

Q2 2016

| Domestic<br>Suppliers |       | estic<br>yment |       | estic<br>edit | Domestic<br>Total |       |  |
|-----------------------|-------|----------------|-------|---------------|-------------------|-------|--|
|                       | GWh   | %              | GWh   | %             | GWh               | %     |  |
| Power NI              | 121.7 | 48.4%          | 257.5 | 69.3%         | 379.1             | 60.9% |  |
| SSE Airtricity        | 74.0  | 29.4%          | 102.8 | 27.7%         | 176.9             | 28.4% |  |
| Electric<br>Ireland   | 2.7   | 1.1%           | 6.0   | 1.6%          | 8.6               | 1.4%  |  |
| Click Energy          | 6.2   | 2.5%           | 0.9   | 0.2%          | 7.1               | 1.1%  |  |
| Budget<br>Energy      | 46.6  | 18.5%          | 3.7   | 1.0%          | 50.3              | 8.1%  |  |
| Open Electric         | 0.2   | 0.1%           | 0.5   | 0.1%          | 0.7               | 0.1%  |  |
|                       |       |                |       |               |                   |       |  |
| Total Market          | 251.4 | 100%           | 371.3 | 100%          | 622.8             | 100%  |  |

#### Source NIEN

In Q2 2016, Power NI's share of the market by consumption was 48.4% for domestic prepayment and 69.3% for domestic credit, this shows a decrease when compared to Q2 2015 where Power NIs domestic prepayment market share was 55.1% and domestic credit was 72.1%.

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

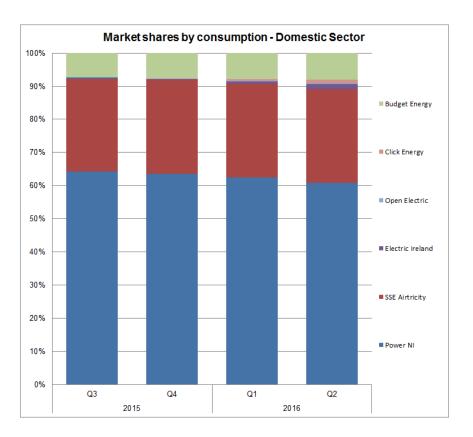
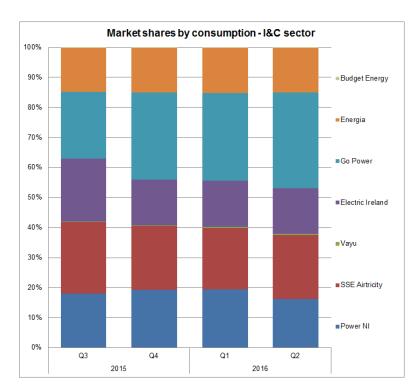


Table 8 I&C market shares by consumption

Q2 2016

| I&C Suppliers    | Suppliers I&C < 20<br>MWh |       | I&C < 20 – 49<br>MWh |       | I&C 50 – 499<br>MWh |       | I&C 500 –<br>1,999 MWh |       | I&C 2,000 –<br>19,999 MWh |       | I&C ≥ 20,000<br>MWh |       | I&C Total |       |
|------------------|---------------------------|-------|----------------------|-------|---------------------|-------|------------------------|-------|---------------------------|-------|---------------------|-------|-----------|-------|
|                  | GWh                       | %     | GWh                  | %     | GWh                 | %     | GWh                    | %     | GWh                       | %     | GWh                 | %     | GWh       | %     |
| Power NI         | 35.9                      | 48.4% | 34.6                 | 36.8% | 72.2                | 23.6% | 23.0                   | 11.6% | 28.5                      | 8.4%  | 0                   | 0%    | 194.1     | 16.2% |
| SSE Airtricity   | 16.4                      | 22.2% | 24.7                 | 26.3% | 68.2                | 22.3% | 32.7                   | 16.5% | 49.2                      | 14.5% | 63.1                | 32.1% | 254.4     | 21.2% |
| Go Power         | 11.4                      | 15.4% | 15.3                 | 16.3% | 71.6                | 23.4% | 70.3                   | 35.5% | 132.5                     | 39.0% | 82.7                | 46.3% | 383.8     | 32.0% |
| Electric Ireland | 2.7                       | 3.7%  | 4.7                  | 5.0%  | 39.5                | 12.9% | 32.7                   | 16.5% | 72.7                      | 21.4% | 30.5                | 16.5% | 182.8     | 15.3% |
| Energia          | 7.2                       | 9.8%  | 14.0                 | 14.9% | 53.5                | 17.5% | 37.9                   | 19.1% | 55.1                      | 16.2% | 8.9                 | 5.1%  | 176.7     | 14.8% |
| Budget Energy    | 0.4                       | 0.5%  | 0.6                  | 0.7%  | 1.0                 | 0.3%  | 0                      | 0%    | 0                         | 0%    | 0                   | 0%    | 2.0       | 0.2%  |
| Vayu             | 0.01                      | 0.02% | 0.01                 | 0.01% | 0.2                 | 0.1%  | 1.6                    | 0.8%  | 2.1                       | 0.6%  | 0                   | 0%    | 3.9       | 0.3%  |
| •                |                           |       |                      |       |                     |       |                        |       |                           |       |                     |       |           |       |
| Total Market     | 74.01                     | 100%  | 93.91                | 100%  | 306.3               | 100%  | 198.2                  | 100%  | 340.0                     | 100%  | 185.3               | 100%  | 1,197.8   | 100%  |

Source: NIEN



The main suppliers by consumption in the I&C sector are Go Power (32%), SSE Airtricity (21.2%), Power NI (16.2%), Electric Ireland (15.3%) and Energia (14.8%).

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

Table 9 Total market shares by consumption

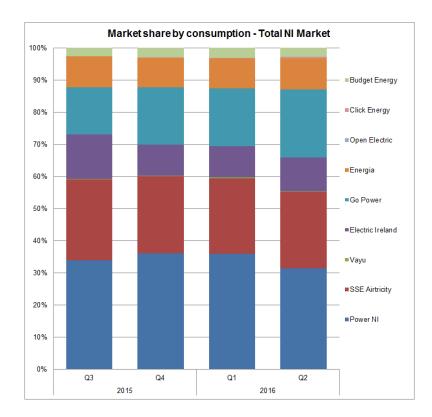
Q2 2016

| Total Market     | Tot     | tal   |
|------------------|---------|-------|
|                  | GWh     | %     |
| Power NI         | 573.3   | 31.5% |
| SSE Airtricity   | 431.3   | 23.7% |
| Go Power         | 383.8   | 21.1% |
| Electric Ireland | 191.4   | 10.5% |
| Energia          | 176.7   | 9.7%  |
| Click Energy     | 7.1     | 0.4%  |
| Open Electric    | 0.7     | 0.04% |
| Budget Energy    | 52.3    | 2.9%  |
| Vayu             | 3.9     | 0.2%  |
|                  |         |       |
| Total Market     | 1,820.5 | 100%  |

Source: NIEN

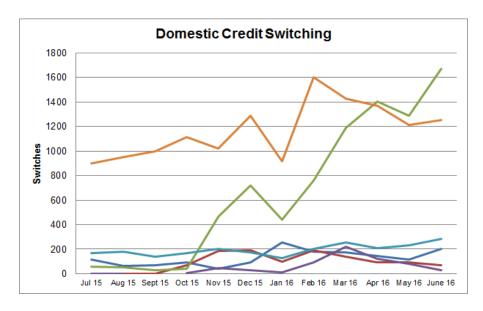
Electricity consumption in NI retail market for Q2 2016 was over 1,820 GWh, which indicates a small year on year decrease when compared to 1,841 GWh consumed in Q2 2015.

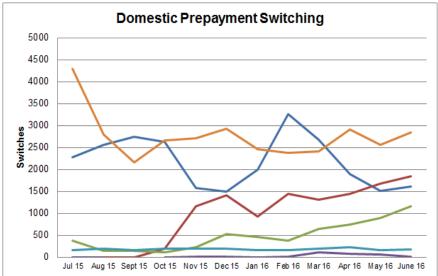
The graph to the right reflects the trends in market shares (by total consumption) for each active domestic and I&C supplier in NI for the previous four quarters.

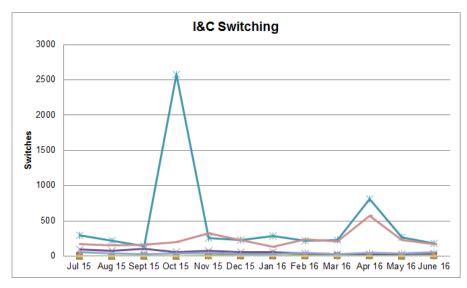


## 3.3 Electricity market activity

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** 

Q2 2016

| Period  | -      | nestic<br>ching | -     | &C<br>ching |        | Total<br>Switching |  |  |
|---------|--------|-----------------|-------|-------------|--------|--------------------|--|--|
| 2015 Q3 | 21,763 | 2.8%            | 1,598 | 2.3%        | 23,361 | 2.7%               |  |  |
| 2015 Q4 | 24,210 | 3.1%            | 4,256 | 6.1%        | 28,466 | 3.3%               |  |  |
| 2016 Q1 | 29,307 | 3.7%            | 1,724 | 2.5%        | 31,031 | 3.6%               |  |  |
| 2016 Q2 | 31,709 | 4.0%            | 2,566 | 3.6%        | 34,257 | 4.0%               |  |  |

Source: NIEN

The number of domestic switches over this quarter have increased from the previous quarter, with an average of c10,500 switches per month. There is also an increase in market activity when compared to the last quarter of 2015 where there were c7,400 switches per month. The percentage of domestic switching is currently 4% for the quarter which illustrates more market activity when compared to the same period last year (2.9%).

The I&C sector market activity has also increased when comparing quarter on quarter. The percentage of I&C switching is now at 3.6% (in comparison to 3.0% for the same quarter in 2015).

## 3.4 Electricity prices

For the electricity prices section, we follow DECC's format and methodology. As a result the average prices for NI are comparable with prices in other EU countries (those published in DECC's Quarterly Energy Prices reports<sup>8</sup> and Eurostat data base<sup>9</sup>).

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 DECC 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.

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

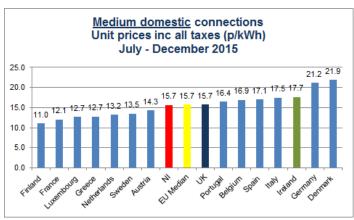
<sup>&</sup>lt;sup>8</sup> https://www.gov.uk/government/collections/quarterly-energy-prices

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 tariffs from Euro to GBP using the monthly average exchange rate applicable for the semester. Therefore tariff movements and comparisons between NI and other Member States can be impacted by both an increase and decrease in a tariff and also by any variation in exchange rates.

#### **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 2015 the NI price was above the EU median. This is now changed whereby the average NI price is below the EU median price.



#### I&C price comparison with EU

The following graphs show I&C electricity prices in the 15 EU countries 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 therefore 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.

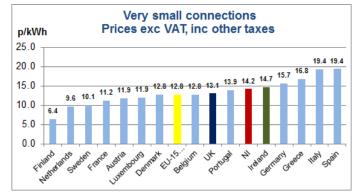
For the Very Small I&C Category the NI prices are above EU median, though marginally so, and are lower than RoI (two thirds of I&C customers in NI are in this size category). For the larger I&C customers, prices lie above those in RoI but are lower than in the UK overall. The following table shows the percentage of connections and consumption for the period end detailed in the I&C graphs (S2 2015).

Table 11 Electricity market % by I&C consumption band

End of Q4 2015<sup>10</sup>

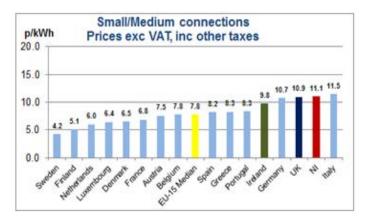
| Size of customer   | Annual<br>consumption<br>bands (MWh) | % of I&C<br>connections | % of I&C consumption | I&C<br>connection<br>numbers |
|--------------------|--------------------------------------|-------------------------|----------------------|------------------------------|
| Very small         | < 20                                 | 65.7%                   | 7.1%                 | 46,012                       |
| Small              | 20 – 499                             | 32.7%                   | 35.4%                | 22,908                       |
| Small / Medium     | 500 – 1,999                          | 1.2%                    | 16.0%                | 829                          |
| Medium             | 2,000 - 19,999                       | 0.4%                    | 27.4%                | 265                          |
| Large & Very Large | >20,000                              | 0.03%                   | 14.0%                | 20                           |

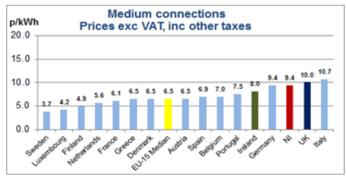
Source: NIEN

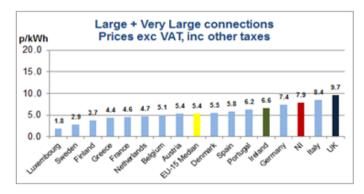




<sup>10</sup> The pricing data relates to Q4 2015 as opposed to Q2 2016. This is due to the availability of pricing data from Eurostat and suppliers.







Source: NI electricity suppliers, Eurostat and UR internal calculations

## 4 Gas in the Greater Belfast area

### 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 June 2016 and the consumption in this area during April to June 2016.

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

Q2 2016

| Market sector                              | Number of connections | % share of connections in sector | Consumption<br>(MWh) <sup>12</sup> | % share of consumption in sector |  |
|--|-----------------------|----------------------------------|------------------------------------|----------------------------------|--|
| Domestic prepayment                        | 116,564               | 62.0%                            | 187,260                            | 46.4 %                           |  |
| Domestic credit                            | 63,545                | 33.8%                            | 246 225                            | F2 60/                           |  |
| I&C < 73,200 kWh                           | 7,804                 | 4.2%                             | 216,325                            | 53.6%                            |  |
| Total Domestic and Small I&C <sup>13</sup> | 187,913               | 100%                             | 403,585                            | 100%                             |  |
| I&C 73,200 to 732,000 kWh                  | 2,639                 | 86.9%                            | 108,854                            | 25.8%                            |  |
| I&C 732,001 to 2,196,000 kWh               | 295                   | 9.7%                             | 72,436                             | 17.1%                            |  |
| I&C > 2,196,000 kWh                        | 104                   | 3.4%                             | 241,439                            | 57.1%                            |  |
| Medium & Large I&C <sup>14</sup>           | 3,038                 | 100%                             | 422,730                            | 100%                             |  |
| Total                                      | 190,951               |                                  | 826,315                            |                                  |  |

Source: PNGL

At the end of June 2016, the domestic and small I&C connections represent 98.4% of the total connections and 48.8% by consumption. The remaining 1.6% of connections are medium and large I&C which represent 51.2% of consumption.

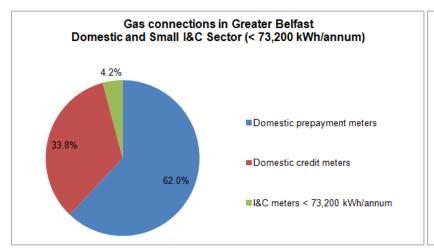
Within the domestic sector, 64.7% of the connections use prepayment meters and 35.3% use credit meters to pay for their gas.

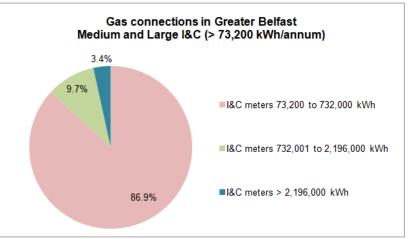
<sup>&</sup>lt;sup>12</sup> Gas consumption is presented in this QTR in MWh. It is important to note that gas consumption was presented in Therms in the QTRs for 2015 and previous years.

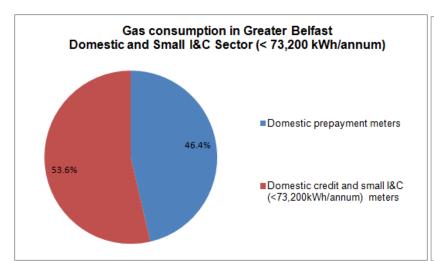
<sup>&</sup>lt;sup>13</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum. The consumption information for domestic credit and small I&C are combined as this information is not available to us with a full split.

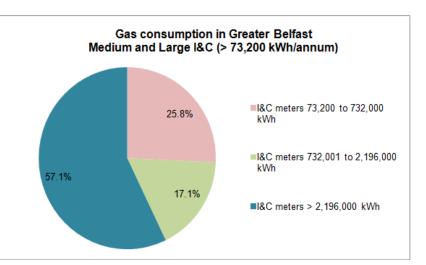
<sup>&</sup>lt;sup>14</sup> The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

The charts below show the numbers of gas connections in the Greater Belfast area at the end of June 2016 and the consumption in this area during April to June 2016.









#### 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 June 2016 and the market shares in terms of consumption are for the period April to June 2016. 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 June 2016).

Table 13 Domestic and small I&C<sup>15</sup> market shares by connections

End of Q2 2016

| Supplier       | Domestic prepayment |       |        | Domestic credit |       | I&C<br>< 73,200 kWh |         | Total for Domestic and Small I&C |  |
|----------------|---------------------|-------|--------|-----------------|-------|---------------------|---------|----------------------------------|--|
| SSE Airtricity | 81,467              | 69.9% | 50,373 | 79.3%           | 5,369 | 68.6%               | 137,209 | 73.0%                            |  |
| firmus energy  | 35,097              | 30.1% | 13,155 | 20.7%           | 1,043 | 13.3%               | 49,295  | 26.2%                            |  |
| Vayu           | 0                   | 0%    | 0      | 0%              | 13    | 0.2%                | 13      | 0.01%                            |  |
| Go Power       | 0                   | 0%    | 0      | 0%              | 754   | 9.6%                | 754     | 0.4%                             |  |
| Flogas         | 0                   | 0%    | 0      | 0%              | 642   | 8.2%                | 642     | 0.3%                             |  |
|                |                     |       |        |                 |       |                     |         |                                  |  |
| Total          | 116,564             | 100%  | 63,528 | 100%            | 7,821 | 100%                | 187,913 | 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 73.0% (market share at the end of Q1 2016 was 72.8%). This market share has remained similar to the equivalent quarter in 2015 (72.4%).

Flogas and Go Power market shares, in terms of connection numbers, are gradually increasing each quarter with a combined share of the domestic and small I&C market of 0.7% (an increase from 0.2% for Q2 in 2015).

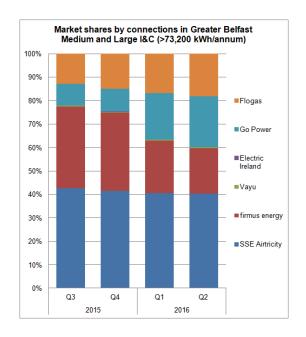
<sup>&</sup>lt;sup>15</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

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 June 2016. The corresponding graph shows the change in market shares by supplier within the same sector over the last twelve months.

Table 14 Medium and large I&C<sup>16</sup> market shares by connections

End of Q2 2016

| Supplier         | 73,20 | cC<br>00 to<br>0 kWh | I&C<br>732,001 to<br>2,196,000 kWh |       | I&C<br>> 2,196,000 kWh |       | Total for Medium<br>and Large I&C |       |
|------------------|-------|----------------------|------------------------------------|-------|------------------------|-------|-----------------------------------|-------|
| SSE Airtricity   | 1,051 | 39.8%                | 129                                | 43.7% | 45                     | 43.3% | 1,225                             | 40.3% |
| firmus energy    | 440   | 16.7%                | 108                                | 36.6% | 40                     | 38.5% | 588                               | 19.4% |
| Vayu             | 11    | 0.4%                 | 1                                  | 0.3%  | 0                      | 0%    | 12                                | 0.4%  |
| Electric Ireland | 0     | 0%                   | 0                                  | 0%    | 1                      | 1.0%  | 1                                 | 0.03% |
| Go Power         | 620   | 23.5%                | 25                                 | 8.5%  | 13                     | 12.5% | 658                               | 21.7% |
| Flogas           | 517   | 19.6%                | 32                                 | 10.8% | 5                      | 4.8%  | 554                               | 18.2% |
|                  |       |                      |                                    |       |                        |       |                                   |       |
| Total            | 2,639 | 100%                 | 295                                | 100%  | 104                    | 100%  | 3,038                             | 100%  |



Source: PNGL

Competition in the medium and large I&C market is more active and the market shares have continued to move for some suppliers. Flogas and Go Power both entered the Greater Belfast market in 2014 and have gradually increased their market shares each quarter. At the end of Q2 2016, Go Power and Flogas had 21.7% and 18.2% share of the medium and large I&C market respectively, which is a substantial increase from 6.9% and 8.6% share at the end of Q2 2015.

Over the last year, SSE Airtricity and firmus energy's share of the medium and large I&C market has seen substantial decreases from 46.8% and 37.4% respectively at the end of Q2 2015 to 40.3% and 19.4% respectively at the end of Q2 2016.

<sup>&</sup>lt;sup>16</sup> 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 17

This section provides information on the consumption, by supplier, in the Greater Belfast area during Q2 2016. 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&C<sup>18</sup> market shares by consumption Q2 2016

| Supplier       | Total for Domestic and<br>Small I&C Sector |         |  |  |  |
|----------------|--|---------|--|--|--|
|                | (MWh)                                      | % share |  |  |  |
| SSE Airtricity | 283,061                                    | 70.1%   |  |  |  |
| firmus energy  | 114,090                                    | 28.3%   |  |  |  |
| Vayu           | 53   | 0.01%   |  |  |  |
| Go Power       | 3,112                                      | 0.8%    |  |  |  |
| Flogas         | 3,269                                      | 0.8%    |  |  |  |
|                |  |         |  |  |  |
| Total          | 403,585                                    | 100%    |  |  |  |

Source: PNGL

SSE Airtricity has retained the majority of the domestic and small I&C market share in the Greater Belfast area. Their percentage market share in Q2 2016 was 70.1% compared with 67.8% in the same period last year.

firmus energy's market share has also decreased from 31.8% during Q2 2015 to 28.3% during Q2 2016. The market share of the remaining suppliers continues to be minimal as they are not active in the domestic market and supply to a limited number of small I&C customers.

<sup>&</sup>lt;sup>17</sup> 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. <sup>18</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

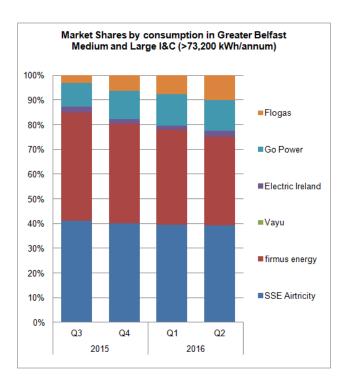
The table below shows the market shares for each supplier within the medium and large I&C sector (i.e. those using at least 73,200 kWh per annum) in the Greater Belfast area during Q2 2016. The corresponding graph shows the change in market shares by supplier within the same sector over the last twelve months.

Table 16 Medium and large I&C<sup>19</sup> market shares by consumption

Q2 2016

| Supplier            | 73,20   | cC<br>00 to<br>00 kWh |        | C<br>01 to<br>00 kWh | I&<br>> 2,19<br>kV | 6,000      | Tota<br>Mediu<br>Large | m and      |
|---------------------|---------|-----------------------|--------|----------------------|--------------------|------------|------------------------|------------|
|                     | (MWh)   | %<br>share            | (MWh)  | %<br>share           | (MWh)              | %<br>share | (MWh)                  | %<br>share |
| SSE Airtricity      | 43,229  | 39.7%                 | 32,038 | 44.2%                | 90,540             | 37.5%      | 165,808                | 39.2%      |
| firmus              | 18,294  | 16.8%                 | 26,346 | 36.4%                | 106,606            | 44.2%      | 151,246                | 35.8%      |
| Vayu                | 314     | 0.3%                  | 209    | 0.3%                 | 0                  | 0%         | 523                    | 0.1%       |
| Electric<br>Ireland | 0       | 0%                    | 0      | 0%                   | 9,736              | 4.0%       | 9,736                  | 2.3%       |
| Go Power            | 24,830  | 22.8%                 | 6,731  | 9.3%                 | 21,205             | 8.8%       | 52,765                 | 12.5%      |
| Flogas              | 22,187  | 20.4%                 | 7,112  | 9.8%                 | 13,353             | 5.5%       | 42,652                 | 10.1%      |
|                     |         |                       |        |                      |                    |            |                        |            |
| Total               | 108,854 | 100%                  | 72,436 | 100%                 | 241,440            | 100%       | 422,730                | 100%       |

Source: PNGL



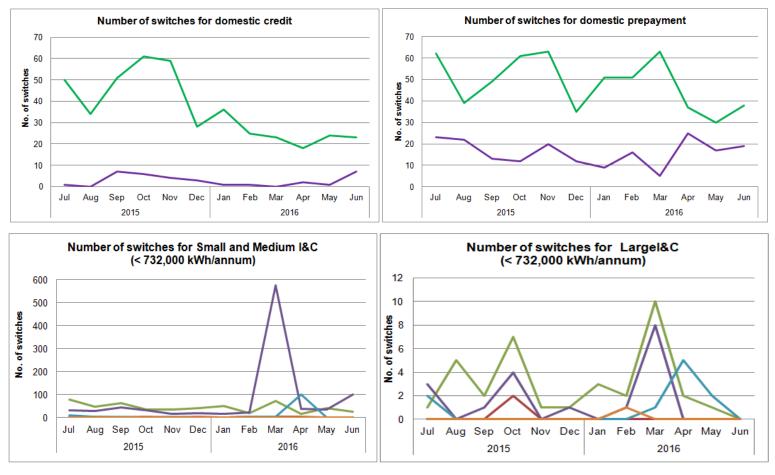
In terms of market share by consumption, the market shares of SSE Airtricity and firmus energy in the medium and large I&C market have decreased compared to the same period last year. In Q2 2015 their shares were 42.2% and 44.8% respectively compared to 39.2% and 35.8% in Q2 2016.

Flogas and Go Power market shares in the medium and large sector have been increasing steadily over the last year. The market share of Flogas has increased from 1.9% in Q2 2015 to 10.1% in Q2 2016 and Go Power from 9.1% in Q2 2015 to 12.5% in Q2 2016.

<sup>&</sup>lt;sup>19</sup> 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 during the second quarter of 2016. The I&C graphs above represent the split between the price-regulated and non price-regulated sectors. Following a spike in switching in the price regulated market (<732,000 kWh/annum) at the end of Q1 2016 the switching levels returned to lower levels for Q2 2016.

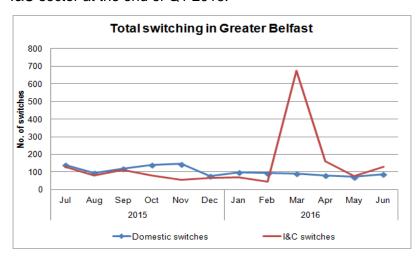
The table below shows market activity through the number of customer switches on a quarterly basis in the Greater Belfast gas market and the associated percentage switching rate. The switching rate percentages are calculated using the number of quarterly switches divided by the number of customers at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

**Table 17 Market activity in the Greater Belfast area** 

| Period  | Domestic<br>Switching |      |     | kC<br>ching | Total<br>Switching |      |  |
|---------|-----------------------|------|-----|-------------|--------------------|------|--|
| 2015 Q3 | 356                   | 0.2% | 324 | 3.1%        | 680                | 0.4% |  |
| 2015 Q4 | 364                   | 0.2% | 203 | 1.9%        | 567                | 0.3% |  |
| 2016 Q1 | 281                   | 0.2% | 789 | 7.3%        | 1,070              | 0.6% |  |
| 2016 Q2 | 241                   | 0.1% | 370 | 3.4%        | 611                | 0.3% |  |

Source: PNGL

The graph below represents the total number of switches completed on a monthly 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, however there was a large increase in switching within the I&C sector at the end of Q1 2016.



## 5 Gas in the Ten Towns area

## 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 June 2016 and the consumption in this area during April to June 2016.

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

Q2 2016

| Market segment                             | Number of connections | % share of connections in sector | Consumption (MWh) <sup>20</sup> | % share of consumption in sector |
|--|-----------------------|----------------------------------|---------------------------------|----------------------------------|
| Domestic prepayment                        | 24,561                | 85.8%                            | 45,297                          | 77.9%                            |
| Domestic credit                            | 2,872                 | 10.0%                            | 10.061                          | 22.10/                           |
| I&C < 73,200 kWh                           | 1,177                 | 4.1%                             | 12,861                          | 22.1%                            |
| Total Domestic and Small I&C <sup>21</sup> | 28,610                | 100.0%                           | 58,158                          | 100%                             |
| I&C 73,200 to 732,000 kWh                  | 912                   | 78.8%                            | 41,036                          | 11.4%                            |
| I&C 732,001 to 2,196,000 kWh               | 154                   | 13.3%                            | 41,183                          | 11.4%                            |
| I&C > 2,196,000 kWh                        | 91                    | 7.9%                             | 277,679                         | 77.2%                            |
| Medium & Large I&C <sup>22</sup>           | 1,157                 | 100%                             | 359,898                         | 100.0%                           |
| Total                                      | 29,767                |                                  | 418,056                         |                                  |

Source: feDL

At the end of June 2016, the domestic and small I&C connections represent 96.1% of the total connections and 13.9% of consumption. The remaining 3.9% are medium and large I&C connections and represent 86.1% of total consumption in this area.

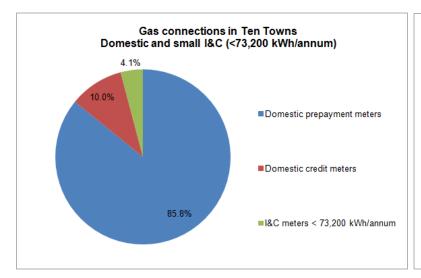
Within the domestic sector, 89.5% of the domestic connections use prepayment meters and 10.5% use credit meters to pay for their gas.

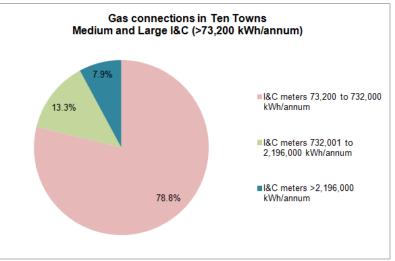
<sup>20</sup> Gas consumption is presented in this QTR in MWh. It is important to note that gas consumption was presented in Therms in the QTRs for 2015 and previous years.

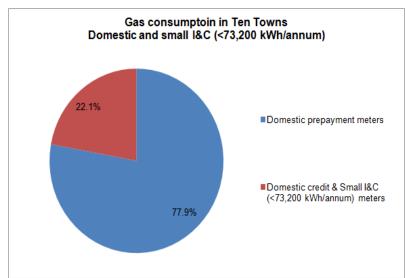
<sup>&</sup>lt;sup>21</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum. The consumption information for domestic credit and small I&C are combined as this information is not available to us with a full split.

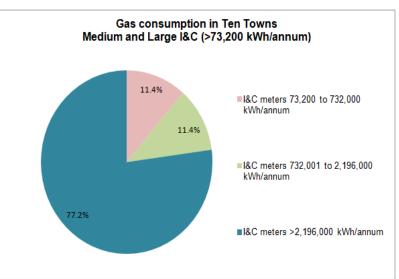
<sup>&</sup>lt;sup>22</sup> The medium and large I&C sector relates to any customers with annual consumption that is greater than or equal to 73,200 kWh per annum.

The charts below show the numbers of gas connections in the Ten Towns area at the end of June 2016 and the consumption in this area during April to June 2016.









#### 5.2 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 June 2016 and the market shares in terms of consumption are for the period April to June 2016.

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 Q2, although only one supplier was active in the domestic market (the incumbent supplier). In the medium and large I&C market there were four 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&C<sup>23</sup> market shares by connections

End of Q2 2016

| Supplier       | Domestic prepayment |      |       | Domestic credit |       | I&C<br>< 73,200 kWh |        | Total for Domestic and Small I&C |  |
|----------------|---------------------|------|-------|-----------------|-------|---------------------|--------|----------------------------------|--|
| SSE Airtricity | 0                   | 0%   | 0     | 0%              | 53    | 4.5%                | 53     | 0.2%                             |  |
| firmus energy  | 24,561              | 100% | 2,872 | 100%            | 949   | 80.6%               | 28,382 | 99.2%                            |  |
| Go Power       | 0                   | 0%   | 0     | 0%              | 36    | 3.1%                | 36     | 0.1%                             |  |
| Flogas         | 0                   | 0%   | 0     | 0%              | 139   | 11.8%               | 139    | 0.5%                             |  |
|                |                     |      |       |                 |       |                     |        |                                  |  |
| Total          | 24,561              | 100% | 2,872 | 100%            | 1,177 | 100%                | 28,610 | 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 80.6% share at the end of Q2 2016. There has however been a notable decrease in firmus energy's share of this market since during Q2 2016 (89.9% at the end of Q1 2016). The competing suppliers in the small I&C market, SSE Airtricity, Flogas and Go Power have all taken on additional customers during Q2 2016 resulting in increases to their market shares.

<sup>23</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

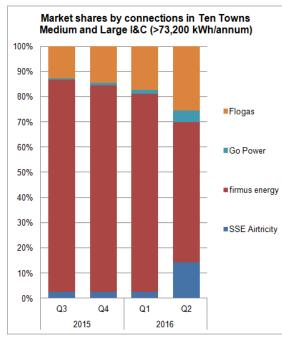
The table below shows the market shares for each supplier within the medium and large I&C sector (i.e. I&Cs with consumption over 73,200 kWh per annum) in the Ten Towns area at the end of Q2 2016. The corresponding graph shows the change in market shares by supplier within the same sector over the last twelve months.

Table 20 Medium and large I&C<sup>24</sup> market shares by connections

End of Q2 2016

| Supplier       | 73,2 | &C<br>200 to<br>00 kWh | 732,0 | I&C<br>732,001 to<br>2,196,000 kWh |    | I&C<br>> 2,196,000<br>kWh |       | Total for Medium<br>and Large I&C |  |
|----------------|------|------------------------|-------|------------------------------------|----|---------------------------|-------|-----------------------------------|--|
| SSE Airtricity | 117  | 12.8%                  | 30    | 19.5%                              | 19 | 20.9%                     | 166   | 14.3%                             |  |
| firmus energy  | 475  | 52.1%                  | 103   | 66.9%                              | 65 | 71.4%                     | 643   | 55.6%                             |  |
| Go Power       | 35   | 3.8%                   | 11    | 7.1%                               | 6  | 6.6%                      | 52    | 4.5%                              |  |
| Flogas         | 285  | 31.3%                  | 10    | 6.5%                               | 1  | 1.1%                      | 296   | 25.6%                             |  |
|                |      |                        |       |                                    |    |                           |       |                                   |  |
| Total          | 912  | 100%                   | 154   | 100%                               | 91 | 100%                      | 1,157 | 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. During Q2 2016 there has been quite substantial movement in the market shares in this sector in percentage terms. This is evident in the graphical representation shown above.

SSE Airtricity has increased its share in the medium and large I&C market from 2.4% at the end of Q1 2016 to 14.3% at the end of Q2 2016; and Flogas has increased its share from 17.3% at the end of Q1 2016 to 25.6% at the end of Q2 2016. The shares of firmus energy, the incumbent supplier, have decreased from 78.7% to 55.6% over the same period.

<sup>&</sup>lt;sup>24</sup> 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 (MWh<sup>25</sup>)

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 April to June 2016.

Table 21 Domestic and small I&C<sup>26</sup> market shares by consumption

Q2 2016

| Supplier       | Total for Domestic and Small I&C Sector |         |  |  |  |  |
|----------------|---|---------|--|--|--|--|
|                | (MWh)                                   | % share |  |  |  |  |
| SSE Airtricity | 344                                     | 0.6%    |  |  |  |  |
| firmus         | 56,729                                  | 97.5%   |  |  |  |  |
| Go Power       | 192                                     | 0.3%    |  |  |  |  |
| Flogas         | 894                                     | 1.5%    |  |  |  |  |
|                |   |         |  |  |  |  |
| Total          | 58,158                                  | 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 this market (SSE Airtricity, Go Power and Flogas) have been active since Q2 2015 and are gradually increasing their market share as they take on more customers. During Q2 2016 their combined market share in terms of consumption in the domestic and small I&C market was 2.5% compared to 0.1% in the same period last year (i.e. Q2 2015).

<sup>&</sup>lt;sup>25</sup> 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. <sup>26</sup> The domestic and small I&C sector relates to any customers using less than 73,200 kWh per annum.

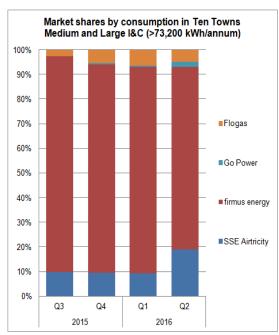
The table below shows the market shares for each supplier within the medium and large I&C sector (I&Cs using more than 73,200 kWh per annum) in the Ten Towns area during Q2 2016.

Table 22 Medium and large I&C<sup>27</sup> market shares by consumption

Q2 2016

| Supplier       | 73,20  | I&C<br>73,200 to<br>732,000 kWh |        | I&C<br>732,001 to<br>2,196,000 kWh |         | I&C<br>> 2,196,000<br>kWh |         | Total for Medium<br>and Large I&C |  |
|----------------|--------|---------------------------------|--------|------------------------------------|---------|---------------------------|---------|-----------------------------------|--|
|                | (MWh)  | %<br>share                      | (MWh)  | %<br>share                         | (MWh)   | %<br>share                | (MWh)   | %<br>share                        |  |
| SSE Airtricity | 5,584  | 13.6%                           | 9,139  | 22.2%                              | 53,351  | 19.2%                     | 68,073  | 18.9%                             |  |
| firmus         | 20,037 | 48.8%                           | 26,772 | 65.0%                              | 219,438 | 79.0%                     | 266,247 | 74.0%                             |  |
| Go Power       | 1,495  | 3.6%                            | 2,873  | 7.0%                               | 3,782   | 1.4%                      | 8,149   | 2.3%                              |  |
| Flogas         | 13,920 | 33.9%                           | 2,399  | 5.8%                               | 1,109   | 0.4%                      | 17,428  | 4.8%                              |  |
|                |        |                                 |        |                                    |         |                           |         |                                   |  |
| Total          | 41,036 | 100%                            | 41,183 | 100%                               | 277,679 | 100%                      | 359,898 | 100%                              |  |



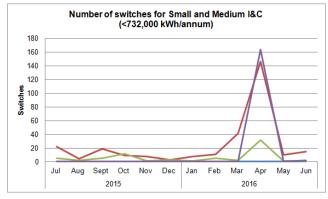


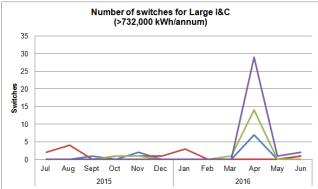
In terms of market share by consumption, firmus energy retains the largest share of the medium and large I&C sector; however their market shares are continuing to decrease as customers switch to competing suppliers. firmus energy's share of the medium and large I&C market has reduced from 83.6% during Q1 2016 to 74.0% during Q2 2016. Conversely, SSE Airtricity's share of this market sector has increased from 9.4% to 18.9% during the same period. The graph above shows the noticeable change in market share in terms of consumption during Q2 2016.

<sup>&</sup>lt;sup>27</sup> 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 per I&C market sector in the Ten Towns area. The switching gains are displayed by supplier; however the supplier names have been anonymised. Also note that no information is provided on domestic switching in the Ten Towns area as there are no competing suppliers in the domestic market.





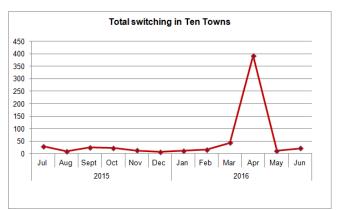
The line graphs above represent the split between the priceregulated and non price-regulated sectors. In both sectors there was a spike in the number of switches during March and April 2016. The table below shows market activity through the number of switches on a quarterly basis in the Ten Towns gas 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 |       |
|---------|---------------|-------|
| 2015 Q3 | 64            | 2.9%  |
| 2015 Q4 | 43            | 2.0%  |
| 2016 Q1 | 72            | 3.1%  |
| 2016 Q2 | 426           | 18.3% |

Source: feDL

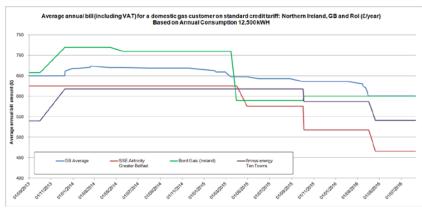
The overall level of switching has been consistently low in the Ten Towns however there was a substantial increase in switches within the I&C sector in April 2016 which is shown in the graph below.



# 6 Gas prices in the Greater Belfast & Ten Towns areas

# 6.1 Comparison against GB and Rol standard tariffs

The graph below compares gas domestic prices for standard gas tariffs. It shows a GB average which includes the 'Big Six' suppliers<sup>28</sup>. The annual usage estimate used is 12,500 kWh<sup>29</sup>. The tariffs used for comparison purposes are the standard tariff rates for domestic credit customers excluding any discounts that might be available such as payment by direct debit, viewing bills online etc.



Source: GB, ROI & NI published tariffs collated by UR

Each of the Big 6 Suppliers in GB have decreased their standard domestic gas tariffs since the beginning of this year. These decreases ranged from 5% to 5.4% and took effect between 1st

February 2016 and 29 March 2016. In the Republic of Ireland (RoI) Bord Gais announced a reduction of 2.5% off its gas tariffs from 1 October 2015. This reduction is included in the figures used to plot the graph above but is displayed as an increase. This is because, for the purposes of tariff comparison, we convert the RoI tariff from Euro to GBP using the exchange rate applicable at the date of each tariff change.

In NI, SSE Airtricity decreased its domestic tariff in the Greater Belfast area by 10% from 1 October 2015. SSE Airtricity then announced a further decrease of 10.2% to its tariffs in the Greater Belfast area. This decrease took effect from 1 April 2016.

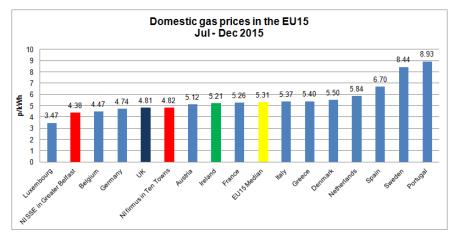
The firmus energy tariffs in the Ten Towns area were reduced by 5% from 1 October 2015. firmus energy then implemented a further reduction of 7.7% to their tariffs in the Ten Towns area which took effect from 1 April 2016.

<sup>&</sup>lt;sup>28</sup> The larger energy suppliers in GB (often called the 'Big Six') are the companies that supply most of the energy to domestic households in the GB market. They are: British Gas, E.ON UK, Scottish and Southern Energy (SSE), nPower, EDF Energy and Scottish Power.

<sup>&</sup>lt;sup>29</sup> Ofgem's most recent <u>review</u> of the typical domestic consumption is 12,500kWh per annum.

### 6.2 Comparison against EU prices

The graph below compares NI regulated gas tariffs with the prices for other countries in Europe, including taxes, for the period July to December 2015.



Source: DECC and NI published tariffs collated by UR

The NI price for Greater Belfast shown in the graph is based on the standard credit tariffs of SSE Airtricity, including VAT, that applied during July to December 2015. The price has been calculated as an average of the SSE Airtricity tariff that applied from July to September 2015 and the tariff that applied from October to December 2015. The average pence per kWh was calculated based on a domestic customer with average annual consumption of 12,500 kWh.

 The SSE Airtricity tariff that applied during the period July to September 2015 was: 6.261 p/kWh for first 2000 kWh, and then 4.291 p/kWh (note that this is not the current SSE Airtricity tariff in the Greater Belfast area).  The SSE Airtricity tariff that applied during the period October to December 2015 was: 5.635 p/kWh for first 2000 kWh, and then 3.862 p/kWh (note that this is not the current SSE Airtricity tariff in the Greater Belfast area).

The NI price for Ten Towns shown in the graph is based on the standard credit tariffs of firmus energy, including VAT, that applied during July to December 2015. The price has been calculated as an average of the firmus energy tariff that applied from July to September 2015 and the tariff that applied from October to December 2015. The average pence per kWh was calculated based on a domestic customer with average annual consumption of 12,500 kWh.

- The firmus energy tariff that applied during the period July to September 2015 was: 6.804 p/kWh for first 2000 kWh, and then 4.586 p/kWh (note that this is not the current firmus energy tariff in the Ten Towns area).
- The firmus energy tariff that applied during the period October to December 2015 was: 6.464 p/kWh for first 2000 kWh, and then 4.357 p/kWh (note that this is not the current firmus energy tariff in the Ten Towns area).

The prices for the EU countries shown in the graph above are the average domestic gas prices for medium consumers (5,557-55,556 kWh per annum) during the period from July to December 2015. These prices include taxes. These prices are published by the Department of Energy & Climate Change (DECC) in their Quarterly Energy Prices, Table 5.10.2.

# **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   |
| DECC     | Department of Energy and Climate Change                      |
| ERGEG    | European Regulators' Group for Electricity and Gas           |
| 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<br>the end of the second month after each calendar quarter<br>(at the end of Feb, May, Aug and Nov). |
| REMM | Retail Energy Market Monitoring  |
| Rol  | Republic of Ireland  |
| S1   | Semester 1   |
| S2   | Semester 2   |
| UR   | Utility Regulator  |
| VAT  | Value Added Tax  |

# **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  |
| 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 <sup>30</sup> July 2011: Budget Energy February 2012: VAYU April 2012: Go Power October 2015: Click Energy |

| Gas: Greater Belfast Area <sup>31</sup> |   |  |
|---|---|--|
| Domestic                                | Incumbent supplier since September 1996: SSE Airtricity <sup>32</sup> July 2010: firmus energy  |  |
| I&C                                     | Incumbent supplier since September 1996: SSE Airtricity September 2008: firmus energy March 2009: Vayu May 2013: Electric Ireland August 2014: Go Power December 2014: Flogas |  |

| Gas: Ten Towns Area <sup>33</sup> |   |  |
|-----------------------------------|---|--|
| Domestic                          | Incumbent supplier since 2005: firmus   |  |
| I&C                               | Incumbent supplier since 2005: firmus January 2013: SSE Airtricity May 2015: Flogas June 2015: Go Power |  |

<sup>&</sup>lt;sup>30</sup> Note that firmus supply left the electricity market at the end of 2015.

<sup>&</sup>lt;sup>31</sup> The Greater Belfast area is defined in Schedule 1 of the Phoenix Natural Gas Limited conveyance licence.

32 Formerly Phoenix Supply Ltd (PSL).

33 The Ten Towns area is defined in Schedule 1 of the firmus energy (Distribution)

Limited conveyance licence.