

TRUSTED FOR MORE THAN JUST POWER

TWENTY SEVENTEEN ANNUAL REPORT



**WE
CONNECT,
EMPOWER
AND BRING
THINGS
TO LIFE**

We started life as a power company but these days we're more than just an electricity supplier. We're in the business of helping people make connections.

From the connections that brighten our homes, to the many connections that brighten our lives. As technology changes and new things become possible, we're here to be the one provider New Zealanders trust to make it happen.

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**IF YOU DON'T
STAY FOCUSED,
YOU WON'T SEE
OPPORTUNITIES**

**SEE WHAT WE'RE
DOING TO FIND NEW
OPPORTUNITIES
ON PAGE 11**

**WE'VE SUCCESSFULLY
DEMERGED FROM TILT
RENEWABLES AND
ESTABLISHED A NEW
LEADERSHIP TEAM; WE
ACHIEVED A STRONG
RESULT FROM OUR
HYDRO ASSETS IN NSW;
AND OUR INSIGHT-DRIVEN
ACQUISITION SAW
A SIGNIFICANT
17% INCREASE IN THE
AMOUNT OF CUSTOMERS
TAKING TWO OR MORE
SERVICES FROM US.**





WE'RE FOCUSED ON CONTINUING TO EXECUTE **OUR** MULTI-PRODUCT CUSTOMER **STRATEGY**, INCREASING EFFICIENCY THROUGHOUT THE BUSINESS, AND FINDING OPPORTUNITIES TO ADD VALUE **FOR** SHAREHOLDERS THROUGH STRATEGIC ACQUISITIONS OVER **THE YEAR AHEAD.**

WHERE WE WORK

Trustpower generates electricity at 30 sites across New Zealand and Australia. More than 99% of our power is generated sustainably, through hydroelectric generation.

Our retail customers throughout New Zealand now number 247,000, many of them purchasing multiple products across our suite of electricity, gas, broadband and phone services.

NEW ZEALAND

North Island

-  Auckland
- Counties
- Far North
- King Country
- Southern Thames Valley
- Taupo
- Waikato/Waipā
- Tauranga
- Rotorua
- New Plymouth/Taranaki
- Gisborne
- Manawatu
- Whanganui
- Hawke's Bay
- Wairoa
- Wellington

-  Hinemaiaia
- Kuratau
- Mokauti
- Piriaka
- Wairere Falls
- Kaimai
- Matahina
- Wheao/Flaxy
- Mangorei
- Motukawa
- Patea
- Mangahao
- Esk


-  Bream Bay

South Island

-  Tasman/Nelson
- Buller
- West Coast
- Invercargill/Southland
- Marlborough
- Central Otago
- Dunedin
- Oamaru
- Otago
- Ashburton
- Christchurch
- Rangiora
- Timaru

-  Cobb
- Arnold
- Kaniere Forks/McKays Creek
- Kumara/Dillmans/Duffers
- Wahapo
- Argyle/Wairau
- Waihopai
- Paerau/Patearoa
- Waipori
- Deep Stream
- Coleridge
- Highbank
- Montalto

AUSTRALIA

-  Burrinjuck
- Hume
- Keepit

 Retail Customers

 Hydro

 Diesel



**30 GENERATION SITES
ACROSS AUSTRALIA
AND NEW ZEALAND**



**MORE THAN 99%
OF OUR POWER
IS GENERATED
SUSTAINABLY**



**247,000 CUSTOMERS
INCLUDING 90,000
THAT PURCHASE
MULTIPLE PRODUCTS
FROM US**

**YOU'LL NEVER GET
ANYWHERE, IF
YOUR CUSTOMERS
AREN'T LOYAL**

**FIND OUT WHY
OUR CUSTOMERS
ARE SO LOYAL
ON PAGE 32**



**PAUL
RIDLEY-SMITH**

Chairman

CHAIRMAN & CHIEF EXECUTIVE'S REPORT

The 2017 financial year was notable for the successful demerger that resulted in the formation of Tilt Renewables Limited and Trustpower in its new form.

Last year we noted that "Trustpower will focus on maximising value in its hydro generation business in New Zealand and Australia and growing a profitable multi-product retail business".

Although the demerger took longer and was more complex than expected, it was successfully completed on 31 October 2016 after a last minute delay due to an extreme storm event in South Australia.

Since the demerger, Trustpower has made good progress in establishing a leading multi-product retail business built on a platform of strong performance by our generation business in both New Zealand and Australia. Our challenge is to position Trustpower for success as disruption gains pace in both the energy and telecommunication sectors.

STRATEGY

The completion of the demerger has allowed Trustpower to focus on increasing performance in its two key business areas of hydro generation and multi-product retail.

Our bundled product retail strategy is driven by the conviction that customers value the convenience, connectivity and comfort of purchasing energy and telecommunication products from a single provider.

We currently have 90,000 customers who purchase two or more products, 17% more than last year. It is particularly pleasing that 26,000 customers now have fibre

connections, giving them access to high speed broadband.

We believe that the increasing trend for customers to migrate to fibre products is a great opportunity for Trustpower.

It is expected that by 2021 more than 1.4 million homes will have the option to connect to the fibre network. We expect demand for connections to increase as more people access internet-based content in preference to traditional free-to-air broadcast and pay satellite TV.

During the year, we have continued to invest in our internet service provider (ISP) infrastructure, to support our growing customer base and their increasing data consumption.

These trends are in contrast to those in the energy markets, where the New Zealand market is largely flat and competition remains fierce.

Trustpower believes there are few potential catalysts for large-scale electricity generation demand growth as efficiency increases and distributed generation sources increase. However, as the electricity sector transitions to a more renewable and distributed supply future, wholesale market volatility becomes more likely.

Trustpower's small scale and geographically diverse generation portfolio gives it flexibility to adapt to this changing environment. We are optimising our generation investment by focusing, in particular, on the 35% of assets that provide 75% of revenue and ensuring our portfolio is managed to meet the demands of greater volatility.

Trustpower continues to seek value accretive investments. During the year, we have worked with the King Country Energy Power Trust (KCEPT) to find ways to improve the value of the King Country Energy investment. While this has not resulted in a transaction, we have identified a number of opportunities to create value through operational integration. We expect this to progress in the coming year.

Trustpower believes that disruption in both the energy and telecommunication sectors will lead to industry structure change. We remain alert to the opportunities and risks associated with this evolution.

OPERATING PERFORMANCE

Trustpower benefited from hydro generation volumes above the long-term average in both New Zealand and Australia. New Zealand generation volume was 27% higher than the prior period and Australian generation volume was 41% greater than the previous year.

However, the average price received for generation was lower than the prior period at \$52/MWh in New Zealand. Conversely, in Australia, prices were firm at \$78/MWh and, after the addition of renewable energy credits, contributed to the strong performance of our Australian assets.

Overall, customer connections are up 4% on the prior year. During the year we have put considerable effort into customer segmentation. This has

resulted in more targeted acquisition campaigns, including working with Samsung as a partner to create an entertainment product bundle. We expect this approach to drive higher quality acquisitions and lead to better retention.

We have also reviewed our approach to asset management to reflect the value created by each asset and the lower short-term outlook for wholesale prices. This year our hydro machines were started 20,934 times and achieved a start failure rate of 0.19%, compared with our long-term target of 0.25%.

FINANCIAL PERFORMANCE

This year represents the first set of financial statements produced since the demerger was completed on 31 October 2016. The financial results represent Trustpower's actual results from 1 November 2016 and its share of the financial performance of the old Trustpower group that existed prior to that date.

Trustpower's consolidated profit after tax was \$94.0 million for the year ended 31 March 2017, a 37% increase on the \$68.5 million for the previous year. Underlying earnings were \$114.6 million compared with \$84.0 million in the previous year, an increase of 36%. Earnings before interest, tax, depreciation, amortisation, fair value movements of financial instruments, asset impairments and discount on acquisition (EBITDAF) were

\$217.8 million, an increase of 5% over the previous year. The EBITDAF result includes \$16.8 million of costs associated with the demerger. Excluding this one-off cost, the increase was 12%.

The increase in profitability was driven by the strong generation results noted above, particularly in Australia. The 2017 financial year also includes a full year of operations for King Country Energy Limited. Trustpower acquired a 65% stake in this company in December 2015 and therefore the 2016 results only included four months of operations. Trustpower's operating costs have increased in line with the increased activity. Reducing costs is a strong focus area for the business and we expect to deliver cost efficiencies in the future.

FINANCIAL POSITION AND CAPITAL STRUCTURE

As at 31 March 2017, net debt (including subordinated bonds) was \$660.8 million, down from \$730.7 million the year before.

The key metric Trustpower uses is Net Debt/EBITDAF. This measure gives an indication of a company's ability to repay debt. The current level of 3.0 times Net Debt/EBITDAF is a marked improvement on the prior year ratio of 3.5 times and is considered to be a long-term sustainable level by the Board.

HEALTH AND SAFETY AND ENVIRONMENT

Trustpower has continued to focus on the health, safety and welfare of all our staff, contractors and the public. This year we have undertaken two external audits of our compliance with statutory requirements and our execution of the processes to keep people safe. Whilst largely positive, these audits have identified opportunities for future improvement.

During the 2017 financial year we had 8 lost time injuries.

The role of hydro generation is particularly important in New Zealand's low carbon future, especially as the transport sector transitions to electric vehicles. Hydro generation schemes do not consume water, rather they channel and extract the energy and immediately return the water to allow others to use and enjoy. Trustpower generates within operational and resource consent constraints designed to ensure that we minimise environmental effects and consider our stakeholder interests. These limits are reset from time to time by local authorities through robust processes that allow meaningful participation by other stakeholders. As policy makers and politicians give more thought to water issues, we will continue to remind them of the environmental, social and economic benefits that come from having a sustainable electricity industry based on hydro generation.

OUR PEOPLE

A key goal this year was to ensure that we have the leadership capability to maintain momentum post demerger and continue to challenge the status quo. The newly appointed senior leadership team brings a balance of deep understanding of the sectors we operate in, as well as new ideas and fresh thinking to continue our success.

Our leadership and diversity programmes are delivering the capability we need to support our strategies in the energy and telecommunication markets. This will continue to be a key focus to ensure we have the capability for growth.

Trustpower is conscious of our role in the communities in which we operate.

We remain committed to celebrating our local community and voluntary groups in the regional awards that culminate in our Trustpower National Community Awards. The 2016 Supreme Winners were Koha Kai, representing Invercargill City and Southland Districts. They developed a transferable and life-changing model for people disadvantaged by disability, leading to employment and integration into their local community by providing meals to local school children. The runner up award went to Bay Bush Action Trust from the Far North District, which has established a number of initiatives and tools to raise awareness of, educate about and protect the valuable biodiversity of the Opua State Forest.

4%

INCREASE IN
CUSTOMER
CONNECTIONS

27%

INCREASE IN
NEW ZEALAND
GENERATION
VOLUME

REGULATORY LANDSCAPE

Telecommunications Regulation

We are participating in the ongoing review of the Telecommunications Act. While a key focus of the review is to determine the policy for the fixed line telecommunication services to apply from 2020, we also see this as a prime opportunity to look at broader improvements to industry governance and the introduction of pro-consumer, pro-competitive and operational efficiency measures to reduce existing barriers to entry. There are lessons that can be learnt from the electricity sector, and we have been encouraging the Ministry of Business, Innovation and Employment to implement similar changes to the telecommunication sector.

Electricity Regulation

Two of the regulatory issues of most relevance to Trustpower's electricity interests are the Electricity Authority's ongoing review of the Transmission Pricing Methodology (TPM) and its review of the Distributed Generation Pricing Principles (DGPPs – the framework which regulates avoided cost of transmission (ACOT) payments to distributed generation (DG) stations such as Trustpower's). The Electricity Authority consulted on final proposals for both reviews in May-July 2016, allowing just ten weeks for responses. In our view this was far from sufficient time to review two sets of detailed proposals of such significant impact, and the associated Electricity Industry Participation Code amendments and cost-benefit analyses (CBAs), particularly given the materiality of the flaws in both

proposals and both CBAs. However, in our subsequent legal review of the process followed by the Electricity Authority, the judge ruled that the process had not gone completely "off the rails" and therefore had not met the high threshold for intervention.

Avoided Cost of Transmission

The Electricity Authority announced a final decision on the DGPPs in December 2016, including new Code amendments that it had not previously consulted on. As the new Code requires, Transpower is currently reviewing which DG stations should continue to receive ACOT payments. Its assessments for each station are to be reviewed and approved by the Electricity Authority. We have made our own assessment based on Transpower's publicly-available security assessments, and forecast a reduction in ACOT payments from April 2018.

Transmission Pricing Methodology Review

With regard to the TPM review, we remain highly concerned about the quality of the proposals and the process being used to assess them. We believe there are important precedents being set, particularly in relation to the lack of consideration of the wealth transfers away from consumers.

Our most recent submission, in February 2017, focused on two key themes: firstly, that the Electricity Authority's review and proposals are based on fundamental errors of law and process; and secondly, that the review and proposals are not based on sound evidence.



**VINCE
HAWSWORTH**

Chief Executive

“WE BELIEVE THIS WILL CREATE OPPORTUNITIES FOR GROWTH IN VALUE THROUGH CUSTOMER INSIGHT, PORTFOLIO MANAGEMENT, COST EFFICIENCY AND TARGETED INVESTMENT.”

In particular, we have maintained strongly since mid-2016 that the cost benefit analysis used to support the TPM proposals is fatally flawed. We were pleased that the Electricity Authority finally acknowledged this fact in its decision in April 2017 to undertake a new analysis. We also believe the Electricity Authority's proposal will be unworkable. Transpower will be required to undertake 30-year forecasts of market outcomes, including assessing shares of benefits for parties that do not yet exist. The methods used by the Electricity Authority to calculate what it has called "indicative" charges bear little or no resemblance to what Transpower would be required to do.

Regulating Technology Change

There is also growing debate worldwide about who should be able to provide services that support the poles and wires owned and used by electricity network companies. These services include peak-load shaving, and frequency and voltage control. The services are technology agnostic, in that they can be offered by many different technologies and participants. It will be important for the regulatory framework to evolve and ensure that markets are fostered for the provision of these services so that distributed generators, battery owners, demand-side aggregators and others are able to compete on a level playing field and keep network costs as low as possible for consumers. In our view, Australia has thought through these issues well and provides some useful lessons for the New Zealand market.

DIRECTORS

Over the past 12 months there have been no changes to the Board. We would like to thank the Board for the extra efforts during the demerger.

Sam Knowles and Paul Ridley-Smith will retire on rotation. Both have offered themselves for re-election.

AUDITOR

PricewaterhouseCoopers has indicated its willingness to continue in office.

DIVIDEND

The Directors are pleased to declare a fully imputed final dividend of 17 cents per share, payable 9 June 2017 (record date of 26 May 2017). This, together with an interim dividend of 16 cents per share, provides a total pay-out of 33 cents per share for the 2017 financial year.

LOOKING AHEAD

Trustpower does not rely on our strong position in the traditional electricity industry to build our future business success.

Instead, we have made investments to ensure we are well positioned for future industry change. Our diversified generation portfolio, multi-product offer supported by flexible systems, and passionate and capable staff position us to compete across the energy and telecommunication sectors.

We believe this will create opportunities for growth in value through customer insight, portfolio management, cost efficiency and targeted investment.



PAUL RIDLEY-SMITH
Chairman



VINCE HAWKSWORTH
Chief Executive

THE TEAM BEHIND THE SCENES

**PAUL
RIDLEY-SMITH**

Chairman



**VINCE
HAWKSWORTH**

Chief Executive



**MARKO
BOGOIEVSKI**

Director



**MELANIE
DYER**

*General Manager
People and Culture*



**SAM
KNOWLES**

Director



**SUSAN
PETERSON**

Director



**KEVIN
PALMER**

*Chief Financial Officer
and Company Secretary*



STEPHEN FRASER

*General Manager
Generation*



ALAN BICKERS

Director



CRAIG NEUSTROSKI

General Manager Markets



GEOFF SWIER

Director



SIMON CLARKE

*General Manager
Business Solutions
and Technology*



PETER CALDERWOOD

*General Manager
Strategy and Growth*



RICHARD AITKEN

Director



FIONA SMITH

*General Manager
Customer Operations*



**NEW THINKING
ALWAYS LEADS
TO NEW
CONNECTIONS**

**FIND OUT
HOW WE ARE
CONNECTING
ON PAGE 30**

OUR HYDRO ASSETS

Trustpower's large portfolio of power stations across New Zealand generates greater than 99% of its electricity from renewable resources.

Trustpower increased its electricity output in the past year through favourable hydrology, efficiency improvements and the acquisition of King Country Energy.

The late 2015 purchase added four hydro generation stations in the King Country and the Mangahao station near Palmerston North to the Trustpower portfolio. It increased Trustpower's generation capacity by 53.7 megawatts, with the stations producing an average 191 gigawatt hours per year.

In New Zealand, Trustpower now has 29 hydro-electricity schemes, with a total of 47 power stations. In Australia, the Company has three schemes containing six generating units. In total, it has generating capacity of 532 megawatts.

Trustpower's new General Manager of Generation, Stephen Fraser, says the Company is at a juncture following the King Country Energy acquisition and the separation of Tilt Renewables last year.

"It's an exciting time, with the opportunity to shape Trustpower's future. We've got lots of scope to look at improving our existing assets, without having to worry about funding big new generation projects," he says.

"We've got a strong and diverse portfolio that is geographically spread out, so we've got lots of flexibility to seize opportunities."

The current focus is on maximising profitability, minimising risk, making sure assets are as efficient as possible, and keeping an eye on future new generation possibilities.

Stephen says Trustpower needs to better utilise its maintenance management systems to improve performance even more. Newly centralised asset management will help with identifying and prioritising preventive maintenance, he says.

In the last financial year, a combination of targeted maintenance and small capital projects helped Trustpower to futureproof its assets.

"We have adopted a continuous improvement philosophy," says Stephen. "There are lots of opportunities we've identified to improve profitability through relatively small, but effective, initiatives. We've successfully completed 17 of these projects in the last two years across Australia and New Zealand."

In the coming year, there will be a major upgrade to two generators at the Coleridge power station, which opened on Canterbury's Rakaia River in 1914. The project, when completed, will ensure a further 40 years of reliable operation for the station.

Stephen joined Trustpower at the beginning of the year from a post in Nigeria with Shell International.

"I was attracted to the role because it was the start of an exciting new chapter after the demerger between Trustpower and Tilt," he says.

Stephen, who grew up in Rotorua before an international career in the oil and gas industry, has professional qualifications in chemical and process engineering, commercial law and business administration.



SO MUCH MORE

Trustpower has disrupted the energy industry by offering one-stop-shopping for its customers – an approach more commonly used in retailing than in the electricity market.

One phone call to Trustpower can sort out a household's electricity, gas, phone and broadband, and all the charges come in one itemised bill.

"We're more like a shopping mall or supermarket than a traditional electricity provider," says Trustpower's General Manager Markets Craig Neustroski.

"The electricity market has never been more competitive. Electricity demand isn't growing, so power providers are scrapping over market share."

"We've taken a completely fresh approach. We've taken the opportunity to become a genuine retailer, offering our customers a range of products and the convenience of finding them in one place," says Craig.

The relationships that Trustpower is building with its customers are "insights-led", which means it combines data from multiple sources to understand consumers' attitudes, behaviours and needs.

Craig's team gains a much deeper understanding of customers and their needs and are developing products to suit. An example is Trustpower's new "Samsung TV bundle", which includes power, broadband and a Samsung smart television.

"These days people want more than just a fair price," says Craig.

"We have bundled together life's necessities and it's attractive to our customers because it's so convenient."

Trustpower is now looking at new products to add to the existing bundles, and innovative ways to deliver services.

"We're thinking about the next thing we can do to build on the value we've created," says Craig.

Underpinning the retail strategy is an unwavering belief in excellent customer service.

"We've always tried to provide excellent service to our customers. It is important to us that we are easy to do business with," says Craig.

"We've extended that philosophy into the multi-product realm and I genuinely believe we make our customers' lives easier because of it," he says.

Trustpower's customers return this consideration with their loyalty.

Over two thirds of customers that joined Trustpower in recent months elected to take two or more services. The more products they source, the better value created for the customer and the more likely they are to stay with Trustpower.

The proof of loyalty is in the numbers of Trustpower's customers who move, recognised to be among the lowest in the electricity and telecommunications sectors.

High numbers of customers are also prepared to sign multi-year contracts, confident in the knowledge they are getting a good deal.

"We're building long-term relationships that we can evolve and add more value to," says Craig.



FIRST CLASS IN SERVICE

Trustpower's legendary customer service is award-winning. We make it our business to get to know our customers and their needs, and quickly solve any problems.

Trustpower is harnessing the power of digital technology to make life even easier for its customers.

General Manager Customer Operations Fiona Smith says Trustpower is using technology to ensure customers are getting the right products for their needs. And when people need or want to contact the Company, it's a speedy and easy process using the communications channel of their choice.

"We can use robotic processes to ensure we're not wasting anybody's time," says Fiona.

"It frees up our staff to focus on the things that need human intervention and we've made huge gains in how many issues we can resolve quickly on our customer's first contact."

Increasing numbers of customers are using Trustpower's web chat feature, with the channel growing quickly to support a significant percentage of conversations.

"It means we can get waiting times right down. We believe we are among the fastest in the industry at answering our customers," says Fiona.

Customer accounts are reviewed regularly to ensure they are on the right plans and do not incur unnecessary charges. Analysing information about customers also helps Trustpower anticipate what services they will need next.

For example, the Internet team constantly monitors data use to maximise existing capacity and keep ahead of rapidly increasing demand by anticipating where additional

bandwidth is required to maintain broadband speeds.

This comprehensive, proactive approach engenders loyalty among Trustpower's customers.

Trustpower was the 2016 Canstar Blue award winner for Most Satisfied Customers - Bundled Telecommunications Plans. In the Canstar Blue 2016 survey, Trustpower was the only telecommunications provider to score five stars for overall satisfaction, and also scored highly in customer service, value for money, billing and contact clarity.

Fiona says the award reflects Trustpower's own research, which shows that customer satisfaction is increasing. She says the Company refuses to take data at face value, however, and tries to really understand the underlying reasons for ratings.

"As we continue to grow as a business, we need to ensure we don't lose sight of our customers' fundamental need to have stable, reliable services," she says.

"We will add new products and services as we identify the right ones for our current and future customers. But our commitment to excellent customer service will not waver."

Customers who still wish to use the telephone to contact Trustpower will always find a helpful person at the end of the line. "We have a large number of customers who really value traditional customer service and they will always be able to use their communications channel of choice."



A BRIGHT FUTURE AHEAD

The changed shape of Trustpower created an opportunity to assemble a new senior leadership team to steer the Company forward.

The group has a balance of fresh faces as well as some more familiar ones. Its members represent years of experience at the Company, as well as new blood.

The group has approached its task with passion and enthusiasm, says new General Manager Customer Operations Fiona Smith.

"There's real openness, and willingness to chip in and have a say about how we do things. It challenges old, traditional methods," says Fiona, who joined Trustpower two decades ago.

Newly-appointed Chief Financial Officer Kevin Palmer joined Trustpower nearly a decade ago as Financial Controller. Since then he has participated in leadership development programmes and led projects outside his original remit to expand his experience.

"Trustpower encourages its people to take on extra responsibilities, develop their roles and increase their capability so that they are ready to step up when the time comes," says Kevin.

He says the new leadership team harbours a vast amount of technical skill, yet manages to avoid operating as a bunch of individual experts.

"Our real strength is our ability to rise above our areas of responsibility, look at the Company as a whole and think strategically."

Craig Neustroski, General Manager Markets, has had a long career with Trustpower and agrees that the new team is working towards a common goal.

"We can call on our deep understanding of the business, as well as the breadth of experiences that we've had as individuals," he says.

One of the new faces, General Manager of Generation Stephen Fraser, joins Trustpower from an 11-year career with Shell International.

"It's been a very welcoming environment – a good mix of people, and they are open and transparent.

"I think the strength is the diversity of the team. Trustpower's people and culture are a real asset," says Stephen.

"The physical asset portfolio is also a strength. We have relatively small, geographically dispersed power generation sites, which spreads our risk and creates opportunities to do some really innovative stuff."

The rest of the senior executive team includes Chief Executive Vince Hawksworth, who joined Trustpower in 2010; General Manager Strategy and Growth Peter Calderwood, who joined Trustpower's predecessor, the Tauranga Electric Power Board, in 1987; General Manager Business Solutions and Technology Simon Clarke, with Trustpower since 2011; and General Manager People and Culture Melanie Dyer, who joined in 2014.



**SUSTAINABILITY
IS THE POWER
TO ACT
RESPONSIBLY**

**SUSTAINABILITY IS
AT OUR CORE, FIND
MORE ON PAGE 38**

SUSTAINABILITY REPORT

At Trustpower we believe that sustainability means building a long term business through relationships with all who we interact with. In order to report on our progress in this regard we report economic, staff, environmental, customer and community related measures.

KEY PERFORMANCE

Area	Measure	2016 Actual	2017 Actual	2017 Target	2018 Target
Economic ¹	EBITDAF Growth	N/A	5%	5-10%	5-10%
Our People	Voluntary Turnover	12%	16%	12%	15%
Environmental	Resource Consent Breaches	9	15	0	0
Customer	Customer churn rate compared to market average	76%	87%	<100%	<100%
Community	Stakeholder Engagement	Completed	Completed	Complete detailed stakeholder consultation	Complete detailed stakeholder consultation

¹This target is based on Trustpower's medium term growth aspirations and should not be taken as guidance for the 2018 financial year. Restated financial statements for the demerged Trustpower have not been produced for the 2015 financial year so 2016 EBITDAF growth cannot be calculated.

A more detailed analysis can be found in pages 40-49.

RISKS AND CHALLENGES

All businesses face risks and challenges. Our key risks and challenges are summarised in the table below.

Category	Key Risks / Challenges	Approach	Targets	Progress
Economic	<ul style="list-style-type: none"> • Shareholder value growth • Acquire profitable customers 	<ul style="list-style-type: none"> • Maintain strong focus on efficiency of operation • Focus on long term sustainable pricing • Understand characteristics of profitable customers and target them 	<ul style="list-style-type: none"> • Costs benchmarked at below industry average • Prices set at levels so customer base maintained with minimal churn 	<ul style="list-style-type: none"> ● ●
Environmental	<ul style="list-style-type: none"> • Need to minimise environmental impact of generation schemes 	<ul style="list-style-type: none"> • Work closely with special interest groups and the local community to minimise impact of generation schemes • Comply with resource consents 	<ul style="list-style-type: none"> • Zero significant resource consent breaches 	<ul style="list-style-type: none"> ●
Our people	<ul style="list-style-type: none"> • Need to retain and develop a team to produce ongoing performance 	<ul style="list-style-type: none"> • Extensive training and development programme • Succession planning and internal promotion • Health and safety focus 	<ul style="list-style-type: none"> • 75% of management roles filled by internal promotion • Zero lost time injuries 	<ul style="list-style-type: none"> ● ●
Community	<ul style="list-style-type: none"> • Relationships with and an understanding of local communities is required to operate effectively 	<ul style="list-style-type: none"> • Community engagement including sponsorship and community awards • Consultation around resource issues 	<ul style="list-style-type: none"> • Maintain a strong corporate profile in all areas in which we operate and build relationships within those communities 	<ul style="list-style-type: none"> ●
Customer	<ul style="list-style-type: none"> • Dissatisfied customers prevent sustainable economic performance • Disruptive technologies/ business models 	<ul style="list-style-type: none"> • Competitive pricing • Excellent customer service • Information and advice • Differentiated product offering 	<ul style="list-style-type: none"> • Customer churn below market average 	<ul style="list-style-type: none"> ●

● Achieved ● Partially achieved ● Not achieved

OUR COMMUNITY

PERFORMANCE AGAINST COMMITMENTS FOR 2017

Maintain and where appropriate expand involvement in the wider community through the Trustpower Community Awards programme and targeted sponsorship.

Involvement maintained in the wider community through various award programmes and targeted sponsorship.

COMMITMENTS FOR 2018

Maintain and where appropriate expand involvement in the wider community through the Trustpower Community Awards programme and targeted sponsorship.

ORGANISATIONS AND INDIVIDUALS SPONSORED THROUGH THE LEND A HAND FOUNDATION



2017 Target 120 2018 Target 140
2016 115 2015 136 2014 139 2013 124

COMMUNITY GROUPS INVOLVED IN THE TRUSTPOWER COMMUNITY AWARDS PROGRAMME



In previous years we have disclosed the numbers of community groups recognised in our Community Awards programme. We have changed this measure to be the total number of community groups involved as we feel this better reflects the level of engagement within these communities.

2017 Target NA 2018 Target 1,350

HIGH SCHOOL STUDENTS RECOGNISED VIA TRUSTPOWER YOUTH SPIRIT AWARDS



2017 Target 60 2018 Target 65



DANGER

RESCUE

TECT

Trust
power.

OUR ECONOMIC PERFORMANCE

PERFORMANCE AGAINST COMMITMENTS FOR 2017

Provide a year of earnings growth in line with EBITDAF growth goal.

5% uplift as a result of strong generation in New Zealand and especially New South Wales. This has been partly offset by demerger related costs.

COMMITMENTS FOR 2018

Provide a year of earnings growth in line with EBITDAF growth goal.

EBITDAF GROWTH (%)

2017



2017 Target 5-10*
2018 Target 5-10*

*This target is based on Trustpower's medium term growth aspirations and should not be taken as guidance for the 2018 financial year.

OPERATING COST PER MWH GENERATED**

2017

21.9

2017 Target N/A
2018 Target 22.0-23.0
2016 23.1

**Excludes King Country Energy

UNDERLYING EARNINGS (\$ MILLIONS)

2017

114.6

2017 Target N/A
2018 Target 100-110

TOTAL SHAREHOLDER RETURN (%)

2017



2017 Target 5-10 2018 Target 5-10

NET DEBT TO EBITDAF***

2017

3.0

2017 Target N/A
2018 Target <3.0
2016 3.5

***Trustpower has replaced debt to debt plus equity as its primary capital structure measure. This step has been taken to align with debt providers.

As a result of the demerger in October 2016 there is not a meaningful history available for these economic measures.



OUR PEOPLE

PERFORMANCE AGAINST COMMITMENTS FOR 2017

Focus on leadership development to build future capacity

Now in our fourth year the benefits of investing in leadership capacity in the business is evident. The business is emerging as well positioned to navigate future challenges. Work will continue to ensure sustainability of the capability developed.

Risk identification and controls, and safety culture

Worker engaged update to the Trustpower Hazard Registers has been finalised and resulted in a consolidated risk based Corporate H&S Risk Register and Risk Profile of critical risks. A number of projects (H&S21) have been identified and kicked off to address potential gaps in risk controls identified by the process. H&S Culture continues to be a focus for worker group discussions.

Maximising opportunity that the Tauranga office and new ways of working provides

The shift to Activity Based Working has been exceptionally successful for the business, collaboration and transparency has increased and this has resulted in more cross functional team work and greater cross team knowledge. These objectives assist us to deliver better integrated customer outcomes.

COMMITMENTS FOR 2018

Continue to focus on risk identification, controls and assurance as well as safety culture. We will sustain the cultural change and capability development as well as redesign our approach to remuneration and performance management.

DIVERSITY DISCLOSURE

	BOARD LEVEL	OFFICER	MANAGER	ALL STAFF
NUMBER OF WOMEN	1	2	36	448
TOTAL NUMBER	7	7	95	773
	14%	29%	38%	58%

Trustpower continues to meet its stated objectives by reporting on our progress in achieving increased diversity in the organisation. Specifically we are pleased to see an increase of females at the officer level this year. We note that our leadership programme has been over represented by females over the past 2 years. We will review our diversity performance in our remuneration approach over the coming year and will embark on specific training on unconscious bias with all our managers as part of our changes to our performance management approach.

LOST TIME INJURIES

2017



2017 Target 0 2018 Target 0
2016 5 2015 6 2014 6 2013 10

VOLUNTARY TURNOVER (%)

2017



2017 Target 12 2018 Target 15
2016 12.3 2015 12.3 2014 21.0 2013 22.9

UNSCHEDULED ABSENTEEISM (%)

2017



2017 Target 2 2018 Target 2
2016 2.2 2015 2.9 2014 2.5 2013 2.7

INJURY INCIDENCE RATE (per 200,000 hours worked)

2017



2017 Target 0 2018 Target 0
2016 9.2 2015 6.88 2014 9.88 2013 16.5



OUR CUSTOMERS

PERFORMANCE AGAINST COMMITMENTS FOR 2017

Trustpower's multi-utility offering is delivering clear savings and convenience benefits for customers. There remain, however, a number of industry processes in telecommunications related to customer on-boarding that are immature and can impact customer experience. We will be working with our industry partners and regulators to improve internal and external processes for the benefit of customers.

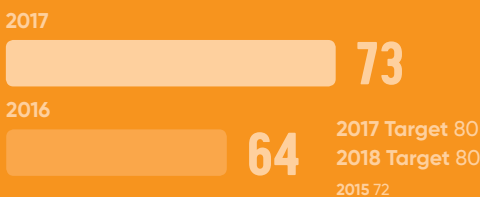
We actively engaged with regulators and in appropriate industry forums. There is still work to do but signs are encouraging.

COMMITMENTS FOR 2018

We are placing the customer at the heart of everything we do and providing channels of choice and enabling our customers to do business with us how they want is key. We intend to do this by both leveraging technology and ensuring we continue to respect the value our customers place on personal service.

We will continue to innovate and create great bundles of services for our customers.

CALL SERVICE LEVEL* (%)



*Calls to call centre answered within 60 seconds

ELECTRICITY CONNECTIONS (000s)



HALF HOURLY METERED SALES (GWH)



CUSTOMER NUMBER GROWTH (%)



TELECOMMUNICATION CONNECTIONS (000s)



MASS MARKET SALES (GWH)



GAS CONNECTIONS (000s)





OUR ENVIRONMENT

PERFORMANCE AGAINST COMMITMENTS FOR 2017

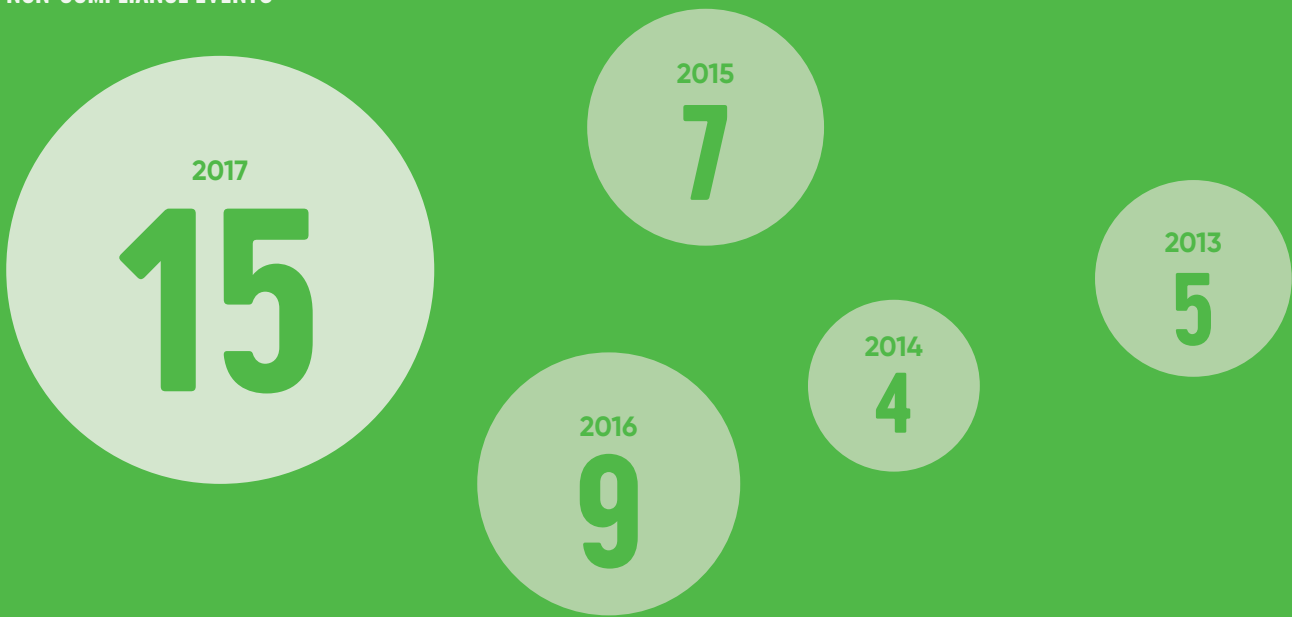
Achieve zero non-compliance events

15 non-compliance events recorded this year. The increase from previous year is largely due to changes in interpretation of consent conditions and recording instrument error. No non-compliance events had any material adverse environmental consequences.

COMMITMENTS FOR 2018

Achieve zero non-compliance events

RESOURCE CONSENT NON-COMPLIANCE EVENTS



2017 Target 0 2018 Target 0



NON-COMPLIANCE EVENTS HAD ANY MATERIAL ADVERSE ENVIRONMENTAL CONSEQUENCES.



CORPORATE GOVERNANCE

Across all that we do, Trustpower is deeply committed to working responsibly, ethically and in full compliance with our obligations.

Our governance programme sets out our accountabilities to our shareholders and the direction we are heading, as well as how we run our business, manage risks, and review and improve our performance.

This information summarises Trustpower's Corporate Governance Statement. A full copy of the statement along with Board and Committee Charters, Trustpower's Code of Ethics and Constitution and other policy documents are available at www.trustpower.co.nz/company-and-investor-information/governance-documents

Trustpower believes that our corporate governance principles comply with the NZX Corporate Governance Best Practice Code. Please note the Trustpower Board has chosen not to constitute a Nominations Committee as recommended by the Code. The Board has decided that Director nominations are able to be handled more effectively by the full Board.

BOARD OF DIRECTORS

Our Directors have overall responsibility for Trustpower's strategy, culture, health and safety, governance and performance.

The Board comprises four independent Directors and three non-independent Directors in keeping with the Company's Constitution and NZX Listing Rules.

The full Board meets at least nine times a year and draws on relevant corporate governance best practice principles to assist and contribute to the performance of the Group. It operates to a charter which outlines its responsibilities and commitments.

The performance of the Board and individual Directors is reviewed by the Chairman annually.

BOARD COMMITTEES

Board Committees focus on specific responsibilities in greater detail than is possible for the full Board. Committee recommendations are reported to the Board by Committee Chairpersons, and Committee members are appointed by the Board. Subcommittee roles are formally

recorded in a charter document approved by the Board.

Trustpower has two standing Committees – the Audit and Risk Committee and Remuneration Committee.

The Audit and Risk Committee exists to assist the Board in fulfilling its responsibilities relating to accounting and reporting practices, auditing and risk management of the Group.

The Remuneration Committee exists to assist the Board in overseeing Trustpower's remuneration and performance frameworks as well as compliance with the provisions of the Employment Relations Act 2000, the Companies Act 1993, the NZX Listing Rules and any other relevant legal requirements.

Other committees include a committee established to oversee any transaction to be undertaken by the Company in relation to on-market share buybacks, and a temporary committee to facilitate the demerger of Trustpower.

DOING THE RIGHT THING

Our values of passion, respect, integrity, innovation, delivery and empowerment are at the heart of the way we do things at Trustpower.

Trustpower is committed to maintaining the highest standards of honesty, integrity and ethical conduct and has adopted a Code of Ethics for the Board and employees to help guide decision making in keeping with our values, business goals, and legal and policy obligations.

Health and Safety

Trustpower believes that no business activity should take priority over health and safety. We want our people and anyone who enters our workplace to go home safe to their families at the end of each day, and we are committed to protecting all people from injury or illness as a result of our operations. While Directors and Management have ultimate accountability, building a safety culture where everyone is involved and engaged in their personal health and safety is a key focus for the Group.

Environment

It's our aim to leave the environment in the same state or better than we found it. We are committed to improving the impact of our operations on the environment and to using energy and other resources efficiently, and expect the same of our suppliers, contractors and distributors. To help us achieve the highest levels of environmental performance we have developed and implemented both environmental policies and a comprehensive environmental management system.

MANAGING RISK

Identifying, assessing, monitoring and managing potential and relevant risks is a priority for Trustpower. We have developed a comprehensive, enterprise-wide risk management framework and the Audit and Risk Committee and Board routinely monitors the Company's risks and the treatment of those risks.

An internal system of control including policies, procedures, guidelines

and organisational structures provide an appropriate division of responsibility, sound risk management, a programme of internal audit, and the careful selection and training of qualified personnel.

Trustpower has established a Whistleblowing Policy in order to facilitate the disclosure and impartial investigation of any serious wrongdoing in keeping with the Protected Disclosures Act 2000.

We have a number of policies covering but not limited to disclosure of information, purchasing, treasury, human resources, health and safety, buildings and security, business continuity and disaster recovery planning. These policies are regularly reviewed and approved by senior management and where appropriate the Board.

We have established an outsourced internal audit function that is responsible for monitoring the Group's system of internal financial control and the integrity of the financial information reported to the Board. Internal audit operates independently from the Board and reports its findings directly to the Audit and Risk Committee. Internal audit liaises closely with the external auditor, who reviews the internal audit work undertaken to the extent necessary to support its audit opinion.

Energy Trading

We have adopted an Energy Trading Policy to manage the risk relating to the purchasing of electricity and gas from wholesale energy markets and the trading of carbon related products. Derivative instruments are

used to set the price of electricity at a future nominated time. The Energy Trading Policy allows wholesale energy and carbon trading to occur within risk limits set by the Board.

Securities Trading

In order to protect Trustpower's reputation and safeguard employees who may want to buy or sell Trustpower securities, the Company's Securities Trading Policy requires an approved procedure to be followed by all employees and Directors. Certain employees of the Company are required to make additional disclosures under the Financial Markets Conduct Act 2013.

SHAREHOLDER ENGAGEMENT

Trustpower is committed to engaging with shareholders and keeping them informed of all major developments affecting the Group's state of affairs. Information is communicated to shareholders in the annual and interim reports, and various announcements to NZX, as well as the company website.

Quarterly operational information is also provided following the end of each quarter via NZX announcement. The Board encourages full participation of shareholders at the annual meeting to ensure a high level of accountability and identification with the Group's strategies and goals.

**PROFITS,
CASHFLOW,
ALLOCATIONS,
ASSETS, INCOME,
EQUITY, THE
NUMBERS.**

FIND OUT WHAT
THE NUMBERS ARE
ON PAGE 54

FINANCIAL STATEMENTS

Trustpower is pleased to present its audited financial statements. These are the first financial statements of Trustpower since the demerger that created Trustpower and Tilt Renewables Limited in October 2016. These financial statements have been prepared as if the demerged Trustpower had been a stand alone entity since 1 April 2015, the start of the prior comparative period. More information on how the pre-demerger financial information was separated can be found in note 1.

The notes to our financial statements are grouped into the broad categories the Directors consider the most relevant when evaluating the performance of Trustpower. The sections are:

Retail	Notes 3 – 8
Generation	Notes 9 – 13
Funding	Notes 14 – 20
Tax, Related Parties & Other Notes	Notes 21 – 26

There is also an appendix, from notes A1 to A19, which contains additional detailed disclosure readers may wish to use to supplement the disclosures in the primary sections of notes listed above.

There are also profitability analysis notes 3 and 9 for the Retail and Generation segments.

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Accounting policies can be found throughout the notes to the financial statements and are denoted by the blue box surrounding them.

KEY METRICS

	2017	2016	2015	2014	2013
Earnings Before Interest, Tax, Depreciation, Amortisation, Fair Value Movements of Financial Instruments, Asset Impairments and Discount on Acquisition (EBITDAF) (\$M)	218	208			
Profit After Tax (\$M)	94	68			
Underlying earnings after tax (\$M)	115	84			
Basic earnings per share (cents per share)	30	22			
Underlying earnings per share (cents per share)	37	27			
Dividends paid during the year (cents per share)	33	34			
Net debt to EBITDAF	3.0	3.5			
Net tangible assets per share (dollars per share)	4.21	4.24			
Customers, Sales and Service					
Electricity connections (000s)	276	277	242	224	206
Telecommunication connections (000s)	76	62	38	31	27
Gas connections (000s)	33	31	24	14	–
Total utility accounts	385	370	304	269	233
Customers with two or more services (000s)	90	77	52	38	22
Mass market sales – fixed price (GWh)	1,895	1,820	1,659	1,578	1,613
Time of use sales – fixed price (GWh)	835	823	810	601	710
Time of use sales – spot price (GWh)	1,244	1,389	1,465	1,333	1,360
Total customer sales (GWh)	3,974	4,032	3,934	3,512	3,683
Average spot price of electricity purchased (\$/MWh)	55	64	77	73	86
Gas Sales (TJ)	1,013	1,046	903	593	–
Annualised customer churn rate	17%	16%	14%	14%	12%
Annualised customer churn rate – total market	20%	21%	19%	21%	19%
Generation Production and Procurement					
North Island generation production (GWh)	1,010	639	532	571	725
South Island generation production (GWh)	1,007	949	1,034	965	967
Total New Zealand generation production (GWh)	2,017	1,588	1,566	1,536	1,692
Average spot price of electricity generated (\$/MWh)	52	60	71	67	83
Net third party fixed price volume purchased (GWh)	1,309	1,626	1,400	1,234	1,267
Australian generation production (GWh)	359	254	278	–	–
Average spot price of electricity generated (A\$/MWh, excludes large-scale generation certificate revenue)	78	43	31	–	–
Other Information					
Resource consent non-compliance events	15	7	7	4	5
Staff numbers (full time equivalents)	786	727	628	572	481

Certain financial information for Trustpower does not exist prior to the 2016 financial year as a result of the October 2016 demerger. All other metrics have been restated to reflect the operations of the demerged Trustpower.

DIRECTORS' RESPONSIBILITY STATEMENT

The Directors are pleased to present the financial statements of Trustpower Limited and subsidiaries for the year ended 31 March 2017.

The Directors are responsible for ensuring that the financial statements give a true and fair view of the financial position of the Group as at 31 March 2017 and the financial performance and cash flows for the year ended on that date.

The Directors consider that the financial statements of the Group have been prepared using appropriate accounting policies, consistently applied and supported by reasonable judgements and estimates and that all relevant financial reporting and accounting standards have been followed.

The Directors believe that proper accounting records have been kept that enable, with reasonable accuracy, the determination of the financial position of the Group and facilitate compliance of the financial statements with the Financial Markets Conduct Act 2013.

The Directors consider that they have taken adequate steps to safeguard the assets of the Group to prevent and detect fraud and other irregularities.



PAUL RIDLEY-SMITH
Chairman



Geoff Swier
Director

Company Registration Number
565426

Dated: 15 May 2017



Independent auditor's report

To the shareholders of Trustpower Limited

The consolidated financial statements comprise:

- the statement of financial position as at 31 March 2017;
- the income statement for the year then ended;
- the statement of comprehensive income for the year then ended;
- the statement of changes in equity for the year then ended;
- the cash flow statement for the year then ended; and
- the notes to the financial statements, which include significant accounting policies.

Our opinion

In our opinion, the consolidated financial statements of Trustpower Limited (the Company), including its subsidiaries (the Group), present fairly, in all material respects, the financial position of the Group as at 31 March 2017, its financial performance and its cash flows for the year then ended in accordance with New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS) and International Financial Reporting Standards (IFRS).

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (New Zealand) (ISAs NZ) and International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

We are independent of the Group in accordance with Professional and Ethical Standard 1 (Revised) *Code of Ethics for Assurance Practitioners* (PES 1) issued by the New Zealand Auditing and Assurance Standards Board and the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Our firm carries out other services for the Group in the areas of tax compliance services and advice specifically surrounding review of income tax returns and advice on provisional tax, tax pooling services and sundry tax compliance. Additionally our firm has assisted the Group by reviewing responses to Inland Revenue in respect of tax disputes. Our firm has also carried out demerger related services including review of financial models, tax due diligence and issuance of the investigating accountant's report included within the Scheme Booklet for the demerger of Trustpower Limited released in August 2016. The provision of these other services has not impaired our independence as auditor of the Group.

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Our audit approach

Overview



An audit is designed to obtain reasonable assurance whether the financial statements are free from material misstatement.

Overall group materiality: \$6.5 million, which represents 5% of profit before tax.

We chose profit before tax as the benchmark because, in our view, it is a benchmark against which the performance of the Group is commonly measured by users, and is a generally accepted benchmark.

Key Audit Matters

- Accounting for demerger
- NZ IFRS 15 – *Revenue from Contracts with Customers* - early adoption
- Generation asset carrying value

Materiality

The scope of our audit was influenced by our application of materiality.

Based on our professional judgement, we determined certain quantitative thresholds for materiality, including the overall Group materiality for the consolidated financial statements as a whole as set out above. These, together with qualitative considerations, helped us to determine the scope of our audit, the nature, timing and extent of our audit procedures and to evaluate the effect of misstatements, both individually and in aggregate on the consolidated financial statements as a whole.

Audit scope

We designed our audit by assessing the risks of material misstatement in the consolidated financial statements and our application of materiality. As in all of our audits, we also addressed the risk of management override of internal controls including among other matters, consideration of whether there was evidence of bias that represented a risk of material misstatement due to fraud.

We tailored the scope of our audit in order to perform sufficient work to enable us to provide an opinion on the consolidated financial statements as a whole, taking into account the structure of the Group, the accounting processes and controls, and the industry in which the Group operates.

We audited the operations of the Group in New Zealand and Australia at a materiality level calculated by reference to a proportion of Group materiality appropriate to the relative size of the New Zealand and Australian businesses. In New Zealand we instruct the auditors of King Country Energy to perform work on our behalf and review key aspects of the work performed.

Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current year. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



Key audit matter	How our audit addressed the key audit matter
<p><i>Accounting for the demerger</i></p> <p>The Trustpower Group underwent a demerger on 31 October 2016 which split Trustpower Group into two new Groups being the new Trustpower Limited and Tilt Renewables Limited.</p> <p>Prior to the demerger Trustpower reorganised the Group in accordance with the demerger steps contained within the Separation Deed. The demerger was voted on by the shareholders on 9 September 2016 and was implemented effective 31 October 2016. The reorganisation was accomplished by allocating assets, liabilities and contracts existing under the Group between the two new Groups.</p> <p>The reorganisation was a common control transaction, in that the two new Groups were controlled by the same parties as the Group at the time of the reorganisation. Under common control accounting rules the Group was able to utilise existing book values in the allocation of assets and liabilities to the two new Groups.</p> <p>The demerged new Trustpower has presented historic financial information as though the demerger had occurred on 1 April 2015. This is disclosed in Note 1- Basis of preparation.</p> <p>Demerger accounting is included as a key audit matter due to the significance of the transaction to the reporting group and level of audit effort involved.</p>	<p>We performed our own independent assessment and determined management's application of common control accounting principles under New Zealand accounting standards were appropriate to use in accounting for the reorganisation prior to the demerger.</p> <p>We have performed procedures to ensure the assets and liabilities were appropriately allocated between the two new Groups in preparation for the demerger including:</p> <ul style="list-style-type: none"> - Validating that the transfer of assets and liabilities were executed with reference to the demerger steps contained within the Separation Deed and agreeing the material balances to the post reorganisation accounting records. - Sighting evidence that intercompany balances, novations, advances, share redemptions and dividends were appropriately reflected in the post reorganisation accounting records and occurred as detailed in the demerger steps. - Obtaining representation that contracts have been appropriately allocated to the respective new Groups. <p>With respect to the impact of the pre-demerger activity on the disclosures of comparative period information we have tested that the historic financial information contained within previously audited Group consolidation schedules and underlying accounting records were appropriately reflected in the new Trustpower Limited financial statements.</p> <p>Our procedures did not result in any significant findings surrounding management's accounting for the demerger.</p>
<p><i>NZ IFRS 15 - Revenue from Contract with Customers - early adoption</i></p> <p>In the year ended 31 March 2017 the Group has early adopted <i>NZ IFRS 15- Revenue from Contracts with Customers</i>. This accounting standard which becomes mandatory for annual periods beginning on or after 1 January 2018 specifies the accounting treatment of revenue and related transactions. The early adoption of this accounting standard has impacted both how the</p>	<p>We gained comfort over the completeness of the figures used for the restatement by agreeing the amounts to previously audited accounting records.</p> <p>In relation to the criteria utilised by management to determine the appropriate level of revenue to be recognised we have, on a sample basis, tested that:</p> <ul style="list-style-type: none"> • Performance obligations identified were consistent with the Terms and Conditions in the underlying contract;



Group recognises revenue and the treatment of costs to obtain customer contracts.

In order to adopt the new standard management undertook a process to identify customer contracts relating to services provided. For each type of contract identified management determined the performance obligations that exist under the contract and the transaction price which represents revenue expected to be received under the contract. The revenue has then been allocated to the performance obligations under the contract utilising a proportionate allocation method. Revenue is recognised proportionately as performance obligations are satisfied.

The second key impact is that incremental customer acquisition costs incurred to obtain a customer under contract are now capitalised and amortised over the expected life of the relationship with that customer. Previously these costs were expensed as incurred.

The early adoption has been retrospectively applied with comparative periods being restated in the financial statements.

The matter is disclosed in Note 1- Basis of preparation, Note 3- Retail profitability analysis and Note 4- Contract assets.

Generation asset carrying value

Generation assets are carried at fair value and are re-valued at least every 3 years by an independent valuer. Valuation of generation assets contains a number of significant assumptions including the forward electricity prices, future generation volumes and the rate used to discount future cashflows. All these assumptions involve judgements on the future.

Generation assets carrying value is \$2,219 million as at 31 March 2017 and was based on the last independent valuation at 31 March 2016.

Management considered the key assumptions and determined that to the best of their knowledge there were no significant changes to those

- The transaction price agreed to executed customer contracts; and
- The value of performance obligations used in allocating the transaction price were determined using market rates for each stand-alone service provided.

With respect to customer acquisition costs we have, on a sample basis:

- Tested these costs back to supporting documentation to ensure that the costs were incremental in nature and incurred in the process of obtaining a customer contract;
- Tested that incremental costs are appropriately amortised over the expected life of the relationship with the customer; and
- Evaluated the appropriateness of the expected life of the relationship with the customer by observing past customer behaviour and assessing internal customer churn data.

We have agreed the restatement Note 1- Basis of preparation, including the impact on the statement of financial position, income statement and earnings per share to the underlying calculations and reperformed those calculations.

Our procedures did not identify any significant findings surrounding the adoption of *NZ IFRS 15 – Revenue from Contracts with Customers*.

Our procedures included:

- Utilising our internal valuation experts, we assessed whether or not key assumptions used in the 2016 valuation report remained appropriate as at March 2017, this included:
 - Assessing the movement in the forward electricity price path by comparing the forward price path used for the 2016 valuation to current externally derived market forecast data; and
 - Assessing any changes to the weighted average cost of capital by assessing rates received by other market participants.
- Obtaining comfort over the accuracy of the future generation volumes used in the 2016 valuation by



assumptions which would warrant performing a full revaluation at 31 March 2017.

The matter is disclosed in Note 10- Property, plant and equipment and Note 11- Generation critical accounting estimates and judgements.

Given the significance of generation assets and the judgements applied to determining that key assumptions about the future have not changed significantly to warrant an independent valuation at 31 March 2017 we considered this to be a key area of focus in our audit.

comparing forecast volumes for FY17 with actual realised volumes.

- Assessing if there were any changes to the operating cost structure of generation sites impacting the expected future cash flows by comparing forecast operating costs for FY17 with actual operating costs incurred.
- Specific consideration was given to the 17 May 2016 Electricity Authority proposed reform of Avoided Cost of Transmission. We determined there was no impact on the valuation as there was no further clarity than existed at 31 March 2016. The impacts of the potential abolishment of the Avoided Cost of Transmission regime is disclosed in Note 11- Generation critical accounting estimates and judgements of the financial statements.
- Because of the subjectivity involved in determining values for individual generation assets we performed sensitivity analysis on the range of assumptions to evaluate whether there has been a material change in values between 2016 and 2017. The change in assumptions between 2016 and 2017 were within an acceptable range.

As a result of our procedures the values determined by management were within ranges that were considered appropriate in the context of our audit.

Information other than the financial statements and auditor's report

The Directors are responsible for the annual report. Our opinion on the consolidated financial statements does not cover the other information included in the annual report and we do not express any form of assurance conclusion on the other information.

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



Responsibilities of the Directors for the consolidated financial statements

The Directors are responsible, on behalf of the Company, for the preparation and fair presentation of the consolidated financial statements in accordance with NZ IFRS and IFRS, and for such internal control as the Directors determine is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, the Directors are responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the consolidated financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements, as a whole, are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs NZ and ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

A further description of our responsibilities for the audit of the financial statements is located at the External Reporting Board's website at:

<https://xrb.govt.nz/standards-for-assurance-practitioners/auditors-responsibilities/audit-report-1/>

This description forms part of our auditor's report.

Who we report to

This report is made solely to the Company's shareholders, as a body. Our audit work has been undertaken so that we might state those matters which we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the Company and the Company's shareholders, as a body, for our audit work, for this report or for the opinions we have formed.

The engagement partner on the audit resulting in this independent auditor's report is Graeme Pinfold.

For and on behalf of:

Chartered Accountants
15 May 2017

Auckland

INCOME STATEMENT

FOR THE YEAR ENDED 31 MARCH 2017	Note	2017 \$000	Restated 2016 \$000
Operating Revenue			
Electricity revenue	3, 9	819,843	802,848
Telecommunications revenue	3	65,896	49,810
Gas revenue	3	28,545	27,255
Other operating revenue		25,575	24,820
		939,859	904,733
Operating Expenses			
Line costs		297,190	289,750
Electricity costs		159,518	192,596
Generation production costs		41,259	38,905
Employee benefits		65,291	54,761
Telecommunications cost of sales		47,937	38,188
Gas cost of sales		21,962	20,000
Other operating expenses	A5	88,871	62,832
		722,028	697,032
Earnings Before Interest, Tax, Depreciation, Amortisation, Fair Value Movements of Financial Instruments, Asset Impairments and Discount on Acquisition (EBITDAF)			
	A2	217,831	207,701
Impairment of assets		3,479	3,476
Discount on acquisition		–	(2,114)
Net fair value (gains) / losses on financial instruments	A9	(4,735)	10,480
Amortisation of intangible assets	5	15,549	14,900
Depreciation	10	31,985	27,639
Operating Profit		171,553	153,320
Interest paid	15	44,545	49,226
Interest received	15	(3,923)	(5,340)
Net finance costs		40,622	43,886
Profit Before Income Tax		130,931	109,434
Income tax expense	21	36,942	40,940
Profit After Tax		93,989	68,494
Profit after tax attributable to the shareholders of the Company		92,545	67,798
Profit after tax attributable to non-controlling interests		1,444	696
Basic and diluted earnings per share (cents per share)	A3	29.6	21.7

The accompanying notes form part of these financial statements

STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 MARCH 2017	Note	2017 \$000	Restated 2016 \$000
Profit after tax		93,989	68,494
Other Comprehensive Income			
Items that will not be reclassified to profit or loss:			
Revaluation gains on generation assets	16	–	42,191
Items that may be reclassified to profit or loss:			
Other currency translation differences	16	(2,291)	9,526
Fair value gains/(losses) on cash flow hedges	A10	(5,203)	(8,750)
Tax effect of the following:			
Revaluation gains on generation assets	16	–	(9,462)
Fair value gains/(losses) on cash flow hedges	A10	1,457	2,450
Total Other Comprehensive Income		(6,037)	35,955
Total Comprehensive Income		87,952	104,449
Attributable to shareholders of the Company		86,508	103,753
Attributable to non-controlling interests		1,444	696

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 MARCH 2017

	Note	Share capital \$'000	Invested capital \$'000	Revalu- ation reserve \$'000	Cash flow hedge reserve \$'000	Foreign currency trans- lation reserve \$'000	Retained earnings \$'000	Total Share- holders' Equity \$'000	Non- cont- rolling interest \$'000	Total Equity \$'000
Opening balance as at 1 April 2015		–	450,121	936,669	4,806	(7,407)	–	1,384,189	–	1,384,189
Adjustment to opening balance following adoption of NZ IFRS 15	1	–	10,436	–	–	–	–	10,436	–	10,436
Restated opening balance as at 1 April 2015		–	460,557	936,669	4,806	(7,407)	–	1,394,625	–	1,394,625
Total comprehensive income for the period		–	67,798	32,729	(6,300)	9,526	–	103,753	696	104,449
Disposal of revalued assets		–	87	(87)	–	–	–	–	–	–
<i>Contributions by and distributions to non- controlling interest</i>										
Minority interest arising on acquisition of subsidiary		–	–	–	–	–	–	–	57,370	57,370
Acquisition of shares held by outside equity interest		–	–	–	–	–	–	–	(12,687)	(12,687)
<i>Transactions with owners recorded directly in equity</i>										
Purchase of treasury shares by Directors	26	–	310	–	–	–	–	310	–	310
Dividends paid	18	–	(106,789)	–	–	–	–	(106,789)	–	(106,789)
Total transactions with owners recorded directly in equity		–	(106,479)	–	–	–	–	(106,479)	–	(106,479)
Closing balance as at 31 March 2016		–	421,963	969,311	(1,494)	2,119	–	1,391,899	45,379	1,437,278
Movements 1 April 2016 – 31 October 2016										
Total comprehensive income for the period		–	57,721	–	32	(4,192)	–	53,561	246	53,807
Disposal of revalued assets		–	–	–	–	–	–	–	–	–
<i>Contributions by and distributions to non- controlling interest</i>										
Minority interest arising on acquisition of subsidiary		–	–	–	–	–	–	–	–	–
Acquisition of shares held by non-controlling interest		–	–	–	–	–	–	–	(708)	(708)

The accompanying notes form part of these financial statements

STATEMENT OF CHANGES IN EQUITY (CONTINUED)

	Note	Share capital \$000	Invested capital \$000	Revaluation reserve \$000	Cash flow hedge reserve \$000	Foreign currency translation reserve \$000	Retained earnings \$000	Total Shareholders' Equity \$000	Non-controlling interest \$000	Total Equity \$000
<i>Transactions with owners recorded directly in equity</i>										
Purchase of treasury shares by Directors		-	-	-	-	-	-	-	-	-
Dividends paid		-	(53,713)	-	-	-	-	(53,713)	(1,277)	(54,990)
Total transactions with owners recorded directly in equity		-	(53,713)	-	-	-	-	(53,713)	(1,277)	(54,990)
Demerger on 31 October 2016	1	2	(425,971)	-	-	-	425,969	-	-	-
Balance as at 31 October 2016		2	-	969,311	(1,462)	(2,073)	425,969	1,391,747	43,640	1,435,387
Movements 1 November 2016 – 31 March 2017										
Total comprehensive income for the period		-	-	-	(3,778)	1,901	34,824	32,947	1,198	34,145
Disposal of revalued assets		-	-	-	-	-	-	-	-	-
<i>Contributions by and distributions to non-controlling interest</i>										
Minority interest arising on acquisition of subsidiary		-	-	-	-	-	-	-	-	-
Acquisition of shares held by non-controlling interest		-	-	-	-	-	-	-	-	-
<i>Transactions with owners recorded directly in equity</i>										
Purchase of treasury shares by Directors	26	-	-	-	-	-	-	-	-	-
Dividends paid	18	-	-	-	-	-	(49,976)	(49,976)	(1,162)	(51,138)
Total transactions with owners recorded directly in equity		-	-	-	-	-	(49,976)	(49,976)	(1,162)	(51,138)
Closing balance as at 31 March 2017		2	-	969,311	(5,240)	(172)	410,817	1,374,718	43,676	1,418,394

The accompanying notes form part of these financial statements

STATEMENT OF FINANCIAL POSITION

AS AT 31 MARCH 2017	Note	2017 \$'000	Restated 2016 \$'000	Restated 2015 \$'000
Equity				
<i>Capital and reserves attributable to shareholders of the Company</i>				
Share capital	16	2	–	–
Invested capital	16	–	421,963	460,557
Revaluation reserve	16	969,311	969,311	936,669
Retained earnings	16	410,817	–	–
Cash flow hedge reserve	A10	(5,240)	(1,494)	4,806
Foreign currency translation reserve	16	(172)	2,119	(7,407)
Non-controlling interests	16	43,676	45,379	–
Total Equity		1,418,394	1,437,278	1,394,625
<i>Represented by:</i>				
Current Assets				
Cash at bank		8,183	7,642	5,046
Accounts receivable from Tilt Renewables	26	3,344	93,171	69,844
Other deposits		957	3,647	2,740
Accounts receivable and prepayments	A7	108,894	103,515	99,628
Land and buildings held for sale		–	7,189	–
Contract assets	4	35,044	28,921	14,494
Derivative financial instruments	A11	4,432	3,492	2,821
Taxation receivable		260	–	5,145
		161,114	247,577	199,718
Non-Current Assets				
Property, plant and equipment	10	2,276,094	2,296,357	2,074,985
Derivative financial instruments	A11	3,245	4,272	10,648
Other investments		8,008	8	1,892
Intangible assets	5	56,479	65,540	72,207
		2,343,826	2,366,177	2,159,732
Total Assets		2,504,940	2,613,754	2,359,450
Current Liabilities				
Accounts payable and accruals	A8	89,762	94,724	82,227
Accounts payable to Tilt Renewables	26	–	17,408	8,693
Unsecured subordinated bonds	14	–	–	100,000
Unsecured senior bonds	14	51,992	65,000	–
Unsecured bank loans	14	80,000	180,200	–
Derivative financial instruments	A11	7,140	4,925	1,968
Taxation payable		17,282	2,091	195
		246,176	364,348	193,083
Non-Current Liabilities				
Unsecured bank loans	14	215,791	175,373	116,023
Unsecured subordinated bonds	14	113,133	139,069	138,671
Unsecured senior bonds	14	208,110	178,704	243,140
Derivative financial instruments	A11	18,918	21,029	9,908
Deferred tax liability	22	284,418	297,953	264,000
		840,370	812,128	771,742
Total Liabilities		1,086,546	1,176,476	964,825
Net Assets		1,418,394	1,437,278	1,394,625

The accompanying notes form part of these financial statements

CASH FLOW STATEMENT

FOR THE YEAR ENDED 31 MARCH 2017	Note	2017 \$'000	2016 \$'000
Cash Flows from Operating Activities			
<i>Cash was provided from:</i>			
Receipts from customers		933,405	916,984
		933,405	916,984
<i>Cash was applied to:</i>			
Payments to suppliers and employees		723,072	726,600
Taxation paid		29,451	31,848
		752,523	758,448
Net Cash from Operating Activities	A13	180,882	158,536
Cash Flows from Investing Activities			
<i>Cash was provided from:</i>			
Sale of property, plant and equipment		9,867	57
Sale of other investments		–	1,884
Return of bond deposits on trust		–	800
Return of electricity market security deposits		3,069	8,773
Return of advances to Tilt Renewables		72,419	–
Interest received		3,929	164
		89,284	11,678
<i>Cash was applied to:</i>			
Advances to subsidiaries		–	5,659
Lodgement of electricity market security deposits		411	10,482
Purchase of property, plant and equipment		16,385	32,048
Purchase of other investments		8,000	–
Purchase of business		–	63,912
Purchase of intangible assets		9,992	5,803
		34,788	117,904
Net Cash from / (used in) Investing Activities		54,496	(106,226)
Cash Flows from Financing Activities			
<i>Cash was provided from:</i>			
Bank loan proceeds		225,148	488,590
Senior bond issue proceeds		100,000	–
Issue of shares		–	310
		325,148	488,900
<i>Cash was applied to:</i>			
Bond brokerage costs		2,825	–
Repayment of bank loans		295,449	280,927
Repayment of subordinated bonds		25,837	100,000
Repayment of senior bonds		82,228	–
Interest paid		47,104	38,020
Purchase of minority interest		708	12,687
Dividends paid to owners of the company		103,689	106,788
Dividends paid to non-controlling shareholders in subsidiary companies		2,437	–
		560,277	538,422
Net Cash used in Financing Activities		(235,129)	(49,522)
Net Increase in Cash and Cash Equivalents		249	2,788
Cash and cash equivalents at beginning of the period		7,642	5,046
Exchange gains/(losses) on cash and cash equivalents		292	(192)
Cash and Cash Equivalents at End of the Period		8,183	7,642

The accompanying notes form part of these financial statements

NOTE 1: BASIS OF PREPARATION

Reporting Entity

The reporting entity is the consolidated group comprising Trustpower Limited (previously known as Bay Energy Limited as changed on 31 October 2016) and its subsidiaries together referred to as Trustpower. Trustpower Limited is a limited liability company incorporated and domiciled in New Zealand. The principal activities of Trustpower are the ownership and operation of electricity generation facilities from renewable energy sources and the retail sale of energy and telecommunications services to its customers.

Trustpower Limited is registered under the Companies Act 1993, and is listed on the New Zealand Stock Exchange (NZX). It is an FMC Reporting Entity under the Financial Markets Conducts Act 2013.

The financial statements are presented for the year ended 31 March 2017.

On 31 October 2016, the demerger of Scarlett Limited (previously known as Trustpower Limited, "Old Trustpower") became effective. At this date, all of the assets and liabilities directly related to the development and operation of wind and solar generation assets were transferred to Tilt Renewables Limited (Tilt Renewables) which was a member of the Old Trustpower group. The remaining assets and liabilities, related to the ownership and operation of hydro generation assets and the retail sale of energy and telecommunications services, were transferred to Trustpower Limited (previously known as Bay Energy Limited).

The financial information presented in these consolidated financial statements is based on actual figures as an independent group after the demerger and carve-out figures from Old Trustpower prior to the demerger. The carve-out financial information presented in these consolidated financial statements reflects the financial performance of the business units responsible for the ownership and operation of hydro generation assets and the retail sale of energy and telecommunications services (Trustpower Business) prior to the demerger. Accordingly, the consolidated statement of financial position as at 31 March 2017, consolidated income statement, consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the period November 2016 – March 2017 and the related key figures are based on actual figures as an independent group. The financial information for the periods before 31 October 2016 is based on carve-out financial information of Trustpower Business information from Old Trustpower. See the 'Basis of accounting for the carve-out financial information' below for more detail.

Basis of Preparation

The financial statements are prepared in accordance with:

- the Financial Markets Conduct Act 2013, and NZX Main Board listing rules.
- Generally Accepted Accounting Practice (GAAP).
- New Zealand Equivalents to International Financial Reporting Standards (NZ IFRS), International Financial Reporting Standards (IFRS) and other applicable New Zealand accounting standards and authoritative notices, as appropriate for for-profit entities.

The financial statements have been prepared as follows:

- all transactions at the actual amount incurred (historical cost convention), except for generation assets and derivatives which have been revalued to fair value.
- all figures have been reported in New Zealand Dollars (NZD) and reported to the nearest thousand.

An index to all of the accounting policies is available in note A1. Changes to accounting policies and standards are shown in note A19.

Estimates and judgements made in preparing the financial statements are frequently evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Trustpower makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the related actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are listed below.

Judgements and key assumptions

The areas involving a higher degree of judgement or complexity are disclosed below:

- fair value of Trustpower's generation assets (Note 10)
- useful lives of generation assets for depreciation (Note 10)
- useful lives of intangible assets for amortisation (Note 5)
- fair value of derivatives and other financial instruments (Note A17)
- electricity gross margin relating to unread electricity meters (Note 6)
- basis of accounting for carve-out financial information (Note 1)

NOTE 1: BASIS OF PREPARATION (CONTINUED)

Adoption of new accounting policy

Trustpower has elected to early adopt NZ IFRS 15 *Revenue from Contracts with Customers and clarifications to NZ IFRS 15 Revenue from Contracts with Customers*. One effect of the early adoption of this standard is a change to Trustpower's accounting policy relating to the treatment of incremental costs directly incurred acquiring new customers and retaining existing customers including sales commissions and customer incentives such as discounted services for an initial period.

Trustpower's previous policy was to expense these costs immediately in the period in which they occurred. The new policy will see those costs capitalised and amortised over the expected life of the customer relationship. The amortisation of direct customer incentives will now be shown as a discount to revenue rather than other operating expenses. Where Trustpower bundles more than one service to a customer any discount is spread across the revenue from all services in that bundle. The early adoption of NZ IFRS 15 was made due to the additional clarity it provides to accounting for these customer acquisition costs combined with the increase in Trustpower's customer acquisition activity over recent years. No practical expedients on transition have been applied and the standard has been applied retrospectively.

The effect of this change in accounting policy is shown below:

12 months ended 31 March 2016	Original March 2016 \$000	Adjustment \$000	Restated March 2016 \$000
Consolidated Income Statement effect			
Electricity revenue	806,274	(3,426)	802,848
Telecommunications revenue	50,792	(982)	49,810
Other operating expenses	81,668	(18,836)	62,832
Income tax expense	36,900	4,040	40,940
Profit After Tax	58,106	10,388	68,494
Earnings per share (cents per share)	18.4	3.3	21.7
Consolidated Statement of Financial Position effect			
Invested capital	401,140	20,823	421,963
Contract assets	–	28,921	28,921
Deferred tax liability	289,855	8,098	297,953

The adjustments to the 31 March 2015 statement of Financial Position were increases in 'Contract assets' of \$14,494,000, 'Invested capital' of \$10,436,000 and 'Deferred tax liability' of \$4,058,000.

Basis of accounting for the carve-out financial information

The carve-out financial information of Trustpower for the year ended 31 March 2016 and for the seven month period ended 31 October 2016 has been prepared on a carve-out basis from Old Trustpower's consolidated financial statements, which comply with NZ IFRS, comprising the historical income and expenses, assets and liabilities and cash flows attributable to the Trustpower Business. Trustpower's carve-out financial information includes all those legal entities that have historically carried out Trustpower Business within the Old Trustpower group.

Where the operations of Old Trustpower entities transferred in their entirety to Trustpower or Tilt Renewables the financial information of those entities have been assigned wholly to Trustpower or Tilt Renewables respectively. Where the operations of an Old Trustpower entity comprised both the operations of Trustpower and Tilt Renewables the income and expenses have been allocated based on the business units that generated the income and expenditure. Assets and liabilities have been allocated based on methods specific to each line item. Where a line item has required additional adjustments or recalculations an explanation is given below.

The carve-out financial information may not be indicative of Trustpower's future performance and it does not necessarily reflect what its combined results of operations, financial position and cash flows would have been had Trustpower operated as an independent group and had it presented standalone financial statements during the periods presented.

The following summarises the main carve-out adjustments and allocations made in preparing the carve-out financial information. The Directors of Trustpower consider that the allocations described below have been made on a reasonable basis but are not necessarily indicative of the costs that would have been incurred if Trustpower had been a standalone entity.

NOTE 1: BASIS OF PREPARATION (CONTINUED)

Intercompany transactions and related party transactions

Intercompany transactions and assets and liabilities between Trustpower entities have been eliminated in the carve-out financial information. Transactions with other Old Trustpower companies transferred to Tilt Renewables have been treated as related party transactions.

Accounts receivable from and payables to other group companies as at 31 March 2016 reflect the accounts receivable and payable between Trustpower entities and Tilt Renewables entities. Some carve-out adjustments have been applied to these balances reflecting the fact that the operations of some Old Trustpower entities were split between Trustpower and Tilt Renewables.

Invested capital

The net assets of Trustpower are represented firstly by revaluation reserve, cash flow hedge reserve, foreign currency translation reserve and non-controlling interest where these components of equity relate directly to the entities comprising Trustpower. The surplus of net assets over these components of equity represents the balance of contributed equity shown as "invested capital". The consolidated statement of changes in equity shows that invested capital is transferred to retained earnings and share capital on 31 October 2016.

Financing

Treasury management was centralised within Old Trustpower so that all external debt was held within one New Zealand entity and one Australian entity. Upon demerger all debt facilities of Old Trustpower were refinanced or reallocated to Trustpower and Tilt Renewables.

The external debt financing and related interest expense of demerging the Old Trustpower group that were directly attributable to the operations of Trustpower, were included in the carve-out financial information. This carve-out allocation was also consistent with the debt allocations that occurred upon the implementation of the demerger. The refinancing of the retail bonds has been treated as a modification rather than an extinguishment because the underlying terms of the bonds did not change.

Income tax

Where 100% of the operations of an Old Trustpower entity were transferred to Trustpower or Tilt Renewables, the tax expenses and tax liabilities and receivables in the carve-out financial information is based on actual taxation.

Where the operations of an entity were split between Trustpower and Tilt Renewables the taxes allocated to Tilt Renewables have been recalculated as if it had been a separate taxpayer. The remaining taxes have been allocated to Trustpower. Deferred tax has been allocated on the basis of where the tax will be ultimately realised.

Dividends

Dividends were allocated to Tilt Renewables based on its stated dividend policy. All remaining dividends have been allocated to Trustpower.

Earnings per share and net tangible assets per share

In order to facilitate the demerger Trustpower's shares were split from 2 shares to 312,973,000 during the year. In order to provide a meaningful comparison the final number of shares have been used for calculating earnings per share and net tangible assets per share for both 2016 and 2017.

NOTE 2: SEGMENT INFORMATION

For internal reporting purposes, Trustpower is organised into two segments. The main activities of each segment are:

Retail	The retail sale of electricity, gas and telecommunication services to customers in New Zealand.
Generation	The generation of renewable electricity by hydro power schemes across New Zealand and Australia.

The Board has further segregated Generation into New Zealand and Australian operations. Generation New Zealand also includes the lease of legacy meters to the Retail segment and to other retailers, and the supply of water to Canterbury irrigators. There is also an Other segment that exists to include any unallocated revenues and expenses. This relates mostly to unallocated corporate functions including the costs of the demerger.

NOTE 2: SEGMENT INFORMATION (CONTINUED)

The segment results for the year ended 31 March 2017 are as follows:

	Retail \$000	Generation New Zealand \$000	Generation Australia \$000	Other \$000	Total \$000
Total segment revenue	850,928	214,939	37,257	4,867	1,107,991
Inter-segment revenue	–	(163,288)	–	(4,844)	(168,132)
Revenue from external customers	850,928	51,651	37,257	23	939,859
EBITDAF	44,965	168,687	31,549	(27,370)	217,831
Amortisation of intangible assets	4,305	–	–	11,244	15,549
Depreciation	–	23,198	2,792	5,995	31,985
Capital expenditure including business acquisitions	–	11,282	1,286	14,096	26,664
Asset impairment	–	95	–	3,384	3,479

The segment results for the year ended 31 March 2016 (restated) are as follows:

	Retail \$000	Generation New Zealand \$000	Generation Australia \$000	Other \$000	Total \$000
Total segment revenue	837,671	190,297	16,347	2,250	1,046,565
Inter-segment revenue	–	(140,395)	–	(1,437)	(141,832)
Revenue from external customers	837,671	49,902	16,347	813	904,733
EBITDAF	56,098	149,580	12,325	(10,302)	207,701
Amortisation of intangible assets	4,383	–	–	10,517	14,900
Depreciation	–	21,541	2,212	3,886	27,639
Capital expenditure including business acquisitions	6,076	181,537	442	27,751	215,806
Asset impairment	–	3,476	–	–	3,476

Transactions between segments (Inter-segment) are entered into under normal commercial terms and conditions that would also be available to unrelated third parties. The most significant inter-segment transaction is the sale of electricity hedges by New Zealand Generation to New Zealand Retail. See the retail note 3 for more information. Accounting policies have been consistently applied to all operating segments.

RETAIL

This section details the retail operations of Trustpower.

Trustpower is a multi-product utility retailer. Trustpower supplies homes and businesses around the country with electricity, gas, broadband and telephone services. Trustpower provides electricity to 276,000 homes and businesses (2016: 277,000), supplies 33,000 customers with gas (2016: 31,000) and connects 76,000 (2016: 62,000) customers with telephone and broadband connections.

A retail profitability analysis is included in Note 3. This disclosure provides a detailed breakdown of the performance of Trustpower's retail operations.

This section includes the following notes:

- Note 3: Retail Profitability Analysis
- Note 4: Contract Assets
- Note 5: Intangible Assets
- Note 6: Retail Assumptions and Judgements
- Note 7: Retail Financial Risk Management
- Note 8: Retail Commitments

NOTE 3: RETAIL PROFITABILITY ANALYSIS

Note	2017 \$000	2017 \$000	Restated 2016 \$000	Restated 2016 \$000
Operating Revenue				
Electricity revenue				
Mass market – fixed price	498,462		477,180	
Commercial & industrial – fixed price	119,871		125,516	
Commercial & industrial – spot price	131,522	749,855	153,275	755,971
Gas		28,545		27,255
Telco		65,896		49,810
Other operating revenue		6,632		4,635
		850,928		837,671
Operating Expenses				
Electricity costs		320,565		333,164
Line costs		297,190		289,750
Telecommunications cost of sales		48,905		38,188
Employee benefits		34,185		30,408
Meter rental costs		23,207		20,798
Gas cost of sales		21,962		20,000
Market fees and costs		6,173		6,542
Marketing and acquisition costs		15,031		9,713
Other customer connection costs		2,520		2,449
Bad debts		1,601		1,794
Other operating expenses*		34,624		28,767
		805,963		781,573
EBITDAF		44,965		56,098

The analysis above includes the following transactions with the Generation segment:

Electricity costs	161,047	140,568
Meter rental costs	10,348	10,639
Other operating expenses	2,570	2,570
	173,965	153,777

*Other operating expenses includes an allocation of computing and corporate costs.

NOTE 3: RETAIL PROFITABILITY ANALYSIS (CONTINUED)

Revenue Recognition

Revenue comprises the fair value of consideration received or receivable for the sale of electricity, gas, telecommunications and related services in the ordinary course of the Group's activities.

Customer consumption of electricity and gas is measured and billed by calendar month for half hourly metered customers and in line with meter reading schedules for non-half hourly metered customers. Accordingly revenues from electricity and gas sales include an estimated accrual for units sold but not billed at the end of the reporting period for non-half hourly metered customers.

Customer consumption of telecommunications services is measured and billed according to monthly billing cycles. Accordingly revenues from telecommunications services provided include an estimated accrual for services provided but not billed at the end of the reporting period.

Where a bundle of services is provided to a customer and a discount is provided for one of those services, the discount is allocated to each distinct performance obligation based on the relative stand alone selling price of those services.

Where a discount is offered for prompt payment revenue is initially recognised net of estimated discount based on accumulated experience used to estimate the amount of discounts taken by customers.

There are no significant timing differences between the payment terms and this policy.

Meter rental revenue is charged and recognised on a per day basis.

Other customer fees and charges are recognised when the service is provided.

NOTE 4: CONTRACT ASSETS

	2017 \$000	Restated 2016 \$000
Opening balance	28,921	14,494
Additions	19,936	23,142
Amortisation to electricity revenue	(4,338)	(2,831)
Amortisation to telecommunications revenue	(598)	(197)
Amortisation to marketing and acquisition costs	(8,877)	(5,687)
Closing balance	35,044	28,921

Contract Assets

Trustpower capitalises all incremental costs directly attributable to the acquisition of a new mass market customer, such as customer incentives, upfront discounts and sales agent commissions, and amortises them over the expected average customer tenure of four years. Costs that directly benefited the customer are amortised as a discount to revenue, all other costs are amortised on a straight line basis as an operating expense. Incremental costs directly attributable to the retention of an existing customer over a fixed term are amortised over the period of the fixed term contract.

NOTE 5: INTANGIBLE ASSETS

All the computer software assets of Trustpower are shown in the table below. Although not all software assets are used exclusively by the retail segment, most are, and so for simplicity all computer software assets have been disclosed in this section of the report.

	Customer Base Assets \$000	Computer Software \$000	Indefinite Life \$000	Total \$000
Opening balance as at 1 April 2015				
Cost	79,891	73,788	4,171	157,850
Accumulated amortisation	(55,715)	(29,928)	–	(85,643)
	24,176	43,860	4,171	72,207
Additions at cost	2,805	5,802	–	8,607
Amortisation	(4,383)	(10,517)	–	(14,900)
Impairment	–	–	–	–
Disposals at net book value	–	(370)	–	(370)
Transfers	–	(4)	–	(4)
Closing balance as at 31 March 2016				
Cost	82,696	78,946	4,171	165,813
Accumulated amortisation	(60,098)	(40,175)	–	(100,273)
	22,598	38,771	4,171	65,540
Additions at cost	–	9,905	–	9,905
Amortisation	(4,305)	(11,244)	–	(15,549)
Impairment	–	(3,384)	–	(3,384)
Disposals at net book value	–	–	–	–
Transfers	–	(33)	–	(33)
Closing balance as at 31 March 2017				
Cost	82,696	85,449	4,171	172,316
Accumulated amortisation	(64,403)	(51,434)	–	(115,837)
	18,293	34,015	4,171	56,479

There are no individually material intangible assets.

Customer base assets

From time to time Trustpower acquires customer bases from other energy supply companies. These costs are recorded as customer base intangible assets. The costs of acquiring individual customers as part of its day to day business are expensed as they are incurred. The customer bases are reduced (amortised) evenly over a 12 to 20 year period. Each year an internal forecast is performed to determine whether the number of years the customer bases are amortising over is reasonable and also to ensure the total amount of the cost remaining is not too high.

Computer software

Trustpower capitalises the cost when it acquires a software licence or develops software which is expected to provide benefit over a number of years. Costs of bringing the software into operation are also capitalised. These costs can include employee costs and some overheads.

These costs are spread (amortised) evenly over the number of years it is expected the software will keep providing benefits. Generally this is three years but major billing software applications are spread over up to seven years.

NOTE 6: RETAIL ASSUMPTIONS AND JUDGEMENTS

Unbilled sales estimate

One of the uncertainties that comes with selling electricity and gas is that meters are read on a progressive basis throughout the period. This means that at balance date, except for large customers, nearly every customer will have used electricity or gas since their last meter reading but not have been billed for it. Trustpower therefore estimates the amount of unbilled electricity or gas.

This estimate is then used in the calculation of:

- Electricity and gas revenue
- Electricity and gas purchases
- Line costs paid to network companies for the use of their networks and the national grid

This estimate is based on units bought from the wholesale electricity and gas markets as well as historical factors. Trustpower considers the estimate to be accurate as it:

- is prepared on an individual customer by customer basis
- is used consistently across both revenue and costs so therefore only impacts on the gross margin
- uses a well-established process based on each individual customer's historical data where this is available.

Even if there were a large error in the estimate, ten per cent for example, the impact on operating profit would be immaterial. If the estimated unbilled units had been 10% higher/lower, operating profit for the year would have increased/(decreased) by \$950,000/\$(950,000) (2016: increased/(decreased) by \$380,000/\$(380,000)).

NOTE 7: RETAIL FINANCIAL RISK MANAGEMENT

Risk management is carried out under policies approved by the Board.

Energy Price Risk

In New Zealand there is a wholesale electricity market that sets the price of electricity every half hour. This market is very volatile and the prices can vary significantly. Price volatility also exists for wholesale gas purchases and transmission, however gas price risk is much less significant to Trustpower than electricity price risk.

Trustpower sells energy on the retail market in two ways; firstly to "spot" customers who are charged based on the wholesale price (electricity customers only) and secondly "fixed price" customers who are sold energy (electricity and gas) at an agreed fixed price.

There is no electricity price risk with the spot customers. However if Trustpower was required to purchase energy from the wholesale spot market to supply its fixed price customers there is a risk that the price paid for the energy could exceed the revenue received. Trustpower manages this risk by:

- Generating its own electricity
- Buying energy from other parties at a fixed price
- Entering hedge agreements which fix the price paid for energy on the wholesale market.

Consequently these measures limit the amount of energy purchased which is exposed to spot pricing. Trustpower's Energy Trading Policy sets limits around the amount of fixed exposure permissible now and into the future.

Trustpower's electricity price risk is managed by Generation on behalf of Retail. Generation sells electricity to Retail at a fixed price under terms equivalent to those used by independent generators and retailers. The price paid is benchmarked against actual transactions with independent generators as well as prices quoted by the ASX electricity market.

Retail Credit Risk

Trustpower has no significant concentrations of credit risk in its Retail business (2016: none). It has policies in place to ensure that sales are only made to customers with an appropriate credit history. Where a potential customer does not have a suitable credit history a bond is required before the customer is accepted. Hedge agreements to limit energy price risk noted above are generally only made with other large electricity market participants (all have a Standard & Poor's long-term credit rating of at least BBB). Where a potential counterparty does not meet these credit criteria the maximum level of credit exposure is set individually by the Board.

Trustpower has around 249,000 customers (2016: 247,000). The largest single customer accounts for 1 per cent (2016: 5 per cent) of Trustpower's total accounts receivable. Included in other accounts payable and accruals is \$788,000 (2016: \$1,084,000) of bonds collected from customers who do not meet credit criteria.

Debtors that are unlikely to pay the money they owe Trustpower are not included as an asset in the balance sheet. This provision for doubtful debts is \$1,833,000 (2016: \$2,050,000). See notes A7 and A16(c) for further detail.

NOTE 8: RETAIL COMMITMENTS

Electricity Purchase Commitments

Trustpower has contracts to purchase the future electricity output of a variety of generation stations. These physical supply commitments are not recognised as items on the balance sheet because their value is difficult to quantify. Their value is subject to variable inflows, shutdowns due to planned and unplanned maintenance, price reset mechanisms and location factor risk. If they were quantified, their fair value would not be material.

Counterparty

Eastland Networks Limited
 Rotokawa Generation Limited
 Clearwater Hydro Limited
 Amethyst Hydro Limited
 Ngawha Generation Limited
 Tilt Renewables Limited
 Ngati Tuwharetoa Electricity Limited
 Barrhill Chertsey Irrigation JV

Type of generation

Waihi Hydro station
 Rotokawa geothermal power station
 Hydropower stations
 Hydropower station
 Geothermal power station
 Wind farms
 Geothermal power station
 Hydropower stations

GENERATION

This section details the generation operations of Trustpower.

Trustpower owns 433MW of mainly hydro generation assets throughout New Zealand as well as 93MW of hydro generation in New South Wales. The Generation segment also includes metering and irrigation assets as well as Trustpower's energy trading function. Trustpower also holds a 65% controlling interest in King Country Energy Limited, which owns an additional 54MW of hydro generation assets.

A generation profitability analysis is included in Note 9. This disclosure provides a detailed breakdown of the performance of Trustpower's generation operations.

This section includes the following notes:

Note 9: Generation Profitability Analysis

Note 10: Property, Plant and Equipment

Note 11: Generation Critical Accounting Estimates and Judgements

Note 12: Generation Financial Risk Management

Note 13: Generation Commitments

NOTE 9: GENERATION PROFITABILITY ANALYSIS

New Zealand	2017	2016
	\$000	\$000
Operating Revenue		
Electricity revenue	183,740	158,091
Meter rental revenue	16,580	18,085
Net other operating revenue	14,619	14,121
	214,939	190,297
Operating Expenses		
Generation production costs	37,438	36,578
Employee benefits	15,052	12,945
Generation development expenditure	601	663
Other operating expenses including electricity hedge settlements	(6,839)	(9,469)
	46,252	40,717
EBITDAF	168,687	149,580
The analysis above includes the following transactions with the Retail segment:		
Electricity revenue	150,370	127,186
Electricity hedge settlements	10,677	13,382
Meter rental revenue	10,348	10,639
Other operating revenue	2,570	2,570
	173,965	153,777
Australia		
	2017	2016
	\$000	\$000
Operating Revenue		
Electricity revenue	37,257	16,347
Operating Expenses		
Generation production costs	3,821	2,327
Employee benefits	1,453	1,226
Other operating expenses	434	469
	5,708	4,022
EBITDAF	31,549	12,325

There are no internal transactions in the Australian Generation business.

Generation development

An ongoing part of Trustpower's business is the development of new generation assets. All costs incurred prior to the commitment to build a new asset are expensed, including exploration, evaluation and consenting costs. All costs from the point of commitment are capitalised if appropriate (see note A5 for further details).

NOTE 10: PROPERTY, PLANT AND EQUIPMENT

While not all property, plant and equipment relates to Generation, almost all does and, for simplicity, all property, plant and equipment for Trustpower are included in this note.

	Generation Assets \$100	Other Land and Buildings \$100	Metering Equipment \$100	Other Plant and Equipment \$100	Total \$100
Opening balance as at 1 April 2015					
Fair Value	2,007,980	–	–	–	2,007,980
Cost	–	32,873	68,178	29,274	130,325
Capital work in progress	12,591	–	–	–	12,591
Accumulated depreciation	(1,497)	(4,538)	(49,983)	(19,893)	(75,911)
	2,019,074	28,335	18,195	9,381	2,074,985
Additions at cost	9,179	10,761	–	11,929	31,869
Acquired as part of a business combination	172,800	–	–	–	172,800
Depreciation	(18,608)	(351)	(4,873)	(3,807)	(27,639)
Disposals at net book value	(106)	–	–	(22)	(128)
Foreign exchange movements	8,743	–	–	22	8,765
Revaluations	42,191	–	–	–	42,191
Transfers/impairments	522	(7,191)	(8)	191	(6,486)
Closing balance as at 31 March 2016					
Fair value	2,222,886	–	–	–	2,222,886
Cost	–	36,444	68,148	41,565	146,157
Capital work in progress	10,909	–	–	–	10,909
Accumulated depreciation	–	(4,890)	(54,834)	(23,871)	(83,595)
	2,233,795	31,554	13,314	17,694	2,296,357
Additions at cost	9,909	313	–	6,537	16,759
Acquired as part of a business combination	–	–	–	–	–
Depreciation	(21,262)	(276)	(4,457)	(5,990)	(31,985)
Disposals at net book value	(4)	(930)	–	(307)	(1,241)
Foreign exchange movements	(3,454)	–	–	(3)	(3,457)
Revaluations	–	–	–	–	–
Transfers/impairments	257	(3,200)	75	2,529	(339)
Closing balance as at 31 March 2017					
Fair value	2,220,418	–	–	–	2,220,418
Cost	6,161	27,994	68,148	49,306	151,609
Capital work in progress	14,502	–	–	–	14,502
Accumulated depreciation	(21,840)	(533)	(59,216)	(28,846)	(110,435)
	2,219,241	27,461	8,932	20,460	2,276,094
Closing balance as at 31 March 2017 by Country					
New Zealand	2,057,037	27,461	8,932	20,036	2,113,466
Australia	162,204	–	–	424	162,628
	2,219,241	27,461	8,932	20,460	2,276,094

Generation assets include land and buildings which are not separately identifiable from other generation assets. Generation assets were independently revalued, using a discounted cash flow methodology, as at 31 March 2016, to their estimated market value as assessed by Deloitte Corporate Finance. See note 11 for a description of the inputs used. See note A15 for historical cost information.

Property, Plant and Equipment

Generation assets are revalued, by independent external valuers, every three years or more frequently if there is evidence of a significant change in value. All other property, plant and equipment is stated at its original cost less depreciation and impairment.

Land is not depreciated. Depreciation on all other property, plant and equipment is calculated using the straight-line method at the following rates:

Freehold buildings	2%	Generation assets	0.5–8%
Metering equipment	5–15%	Plant and equipment	10–33%

NOTE 11: GENERATION CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

Fair value of generation property, plant and equipment

The valuation of Trustpower's generation assets is sensitive to the inputs used in the discounted cash flow valuation model.

A sensitivity analysis around some key inputs is given in the table below. The valuation is based on a combination of values that are generally at the midpoint of the range. The valuation impact is calculated as the movement in the fair value as a result of the change in the assumption and keeping all other valuation inputs constant.

Assumption	Low	High	Valuation Impact
New Zealand Assets			
Forward electricity price path	Increasing in real terms from \$72/MWh to \$85/MWh by 2021. Thereafter held constant.	Increasing in real terms from \$72/MWh to \$100/MWh by 2023. Thereafter held constant.	-/+ \$113,000,000
Generation volume	1,926GWh	2,354GWh	-/+ \$192,000,000
Avoided Cost of Transmission	100% reduction in revenue from 2021	Current regulatory structure is unchanged.	-/+ \$80,000,000
Operating costs	\$29,100,000 p.a.	\$39,100,000 p.a.	+/- \$52,600,000
Weighted average cost of capital	7.36%	8.36%	+\$134,000,000 / - \$113,000,000
Australian Assets			
	AUD		
Forward electricity price path (including renewable energy credits)	(Stated in AUD) Increasing in real terms from \$110/MWh to \$120/MWh by 2026 then dropping to \$100/MWh. Thereafter held constant.	(Stated in AUD) Increasing in real terms from \$110/MWh to \$120/MWh by 2024 then dropping to \$100/MWh. Thereafter held constant. This is the base case.	- \$8,000,000
Generation volume	219GWh	268GWh	-/+ \$21,000,000
Weighted average cost of capital	7.39%	8.39%	+\$8,700,000 / - \$8,400,000

Some of these inputs are not based on inputs observable in the market, and so under IFRS they are classified within level 3 of the fair value hierarchy. See note A17 for more information on the IFRS fair value hierarchy.

Depreciation expense

Management judgement is involved in determining the useful lives of Trustpower's generation assets based on engineering knowledge and expertise. The lives of longer lived assets are subject to a greater degree of judgement.

Sensitivity analysis

If the estimated useful lives of generation assets were 10% higher/lower, operating profit for the year would have increased/(decreased) by \$1,932,000/\$(2,362,000) (2016: \$1,691,000/\$(2,067,000)).

NOTE 12: GENERATION FINANCIAL RISK MANAGEMENT

Electricity Price Risk

Exposure to electricity price risk in New Zealand is largely mitigated by selling electricity to the retail segment. See note 7 for more detail. This risk management strategy assumes that the electricity wholesale market that currently operates in New Zealand will continue to do so in the future. There is a possibility that future regulatory intervention may fundamentally alter the structure of this market. The likelihood and potential impact of such a change is unquantifiable. However, such an occurrence would likely necessitate a change to Trustpower's electricity price risk management policies and require a review of assets and liabilities held at fair value where electricity price is a key assumption in their value. Trustpower accepts electricity price risk with respect to its Australian operations and does not attempt to mitigate it.

Volume Risk

Over 99% of Trustpower's electricity generation is from renewable sources and, as such, varies due to weather. In both New Zealand and Australia this risk is mitigated somewhat by operating in different regions of the country.

Damage to Generation Assets Risk

There is potential for Trustpower to sustain major losses through damage to its generation plant and the resulting loss of earnings. The major portion of this risk has been mitigated by taking out appropriate insurance policies with insurers of high creditworthiness. This insurance covers both the repair and or replacement of the plant as well as the lost earnings.

NOTE 13: GENERATION COMMITMENTS

	2017 \$000	2016 \$000
Capital Commitments	1,201	415

The capital commitments figure above is comprised of a number of capital projects across Trustpower's generation schemes. None of these projects is individually material.

FUNDING

This section explains how Trustpower is funded.

Trustpower is listed on the New Zealand Stock Exchange under the code TPW. Trustpower has over 12,000 shareholders, the two largest being Infratil Limited (51.0%) and the Tauranga Energy Consumer Trust (26.8%). Trustpower's debt comprises a combination of bank facilities in New Zealand and Australia, and senior and subordinated bonds that are listed on the New Zealand Stock Exchange.

This section includes the following notes:

Note 14: Borrowings

Note 15: Finance Income And Costs

Note 16: Equity

Note 17: Share Capital

Note 18: Dividends On Ordinary Shares

Note 19: Imputation Credit Account

Note 20: Funding Financial Risk Management

NOTE 14: BORROWINGS

Senior bonds rank equally with bank loans, while subordinated bonds are fully subordinated behind all other creditors.

Trustpower borrows under a negative pledge arrangement, which with limited exceptions does not permit Trustpower to grant any security interest over its assets. The negative pledge deed requires Trustpower to maintain certain levels of shareholders' funds and operate within defined performance and debt gearing ratios. The banking arrangements may also create restrictions over the sale or disposal of certain assets unless the bank loans are repaid or renegotiated. Throughout the period Trustpower has complied with all debt covenant requirements in these agreements. Certain Group companies, which represent over 90% of the Group's assets, form a guaranteeing group under the negative pledge arrangement where every member of the guaranteeing group guarantees the debt of every other member.

	2017				
	Unsecured bank loans			Senior Bonds	Subordinated Bonds
	New Zealand dollar facilities \$'000	Australian dollar facilities \$'000	Total bank facilities \$'000	\$'000	\$'000
<i>Repayment terms:</i>					
Less than one year	116,512	–	116,512	51,992	–
One to two years	–	68,789	68,789	–	–
Two to five years	110,490	–	110,490	83,046	114,163
Over five years	–	–	–	127,734	–
Bond issue costs	–	–	–	(2,670)	(1,030)
	227,002	68,789	295,791	260,102	113,133
Current portion	80,000	–	80,000	51,992	–
Non-current portion	147,002	68,789	215,791	208,110	113,133
	227,002	68,789	295,791	260,102	113,133
<i>Undrawn facilities</i>					
Less than one year	3,500	–	3,500	–	–
One to two years	–	29,482	29,482	–	–
Two to five years	84,517	–	84,517	–	–
Over five years	–	–	–	–	–
	88,017	29,482	117,499	–	–
<i>Weighted average interest rate:</i>					
Less than one year	2.5%	–	–	7.1%	–
One to two years	2.7%	2.5%	–	–	–
Two to five years	2.3%	–	–	5.6%	6.8%
Over five years	–	–	–	4.0%	–
	2.4%	2.5%	–	5.1%	6.8%

NOTE 14: BORROWINGS (CONTINUED)

	2016				
	Unsecured bank loans			Senior Bonds	Subordinated Bonds
	New Zealand dollar facilities \$000	Australian dollar facilities \$000	Total bank facilities \$000	\$000	\$000
<i>Repayment terms:</i>					
Less than one year	185,200	–	185,200	65,000	–
One to two years	20,000	–	20,000	75,000	–
Two to five years	72,659	–	72,659	–	140,000
Over five years	–	77,714	77,714	105,000	–
Bond issue costs	–	–	–	(1,296)	(931)
	277,859	77,714	355,573	243,704	139,069
Current portion	180,200	–	180,200	65,000	–
Non-current portion	97,659	77,714	175,373	178,704	139,069
	277,859	77,714	355,573	243,704	139,069
<i>Undrawn facilities</i>					
Less than one year	39,800	–	39,800	–	–
One to two years	–	–	–	–	–
Two to five years	37,358	–	37,358	–	–
Over five years	–	–	–	–	–
	77,158	–	77,158	–	–
<i>Weighted average interest:</i>					
Less than one year	3.1%	3.2%		8.0%	–
One to two years	2.6%	3.2%		7.1%	–
Two to five years	3.3%	3.2%		–	6.8%
Over five years	3.4%	4.9%		5.6%	–
	3.1%	4.9%		6.7%	6.8%

Borrowings are recognised initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortised cost; any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the term of the borrowings using the effective interest method.

A loan that matures within a year will still be considered non-current if Trustpower has an unconditional right to refinance the loan through non-current undrawn facilities with the same lender.

The fair value of Trustpower's bank loans and bonds is not materially different to the carrying values above. At 31 March 2017 the subordinated bonds had a fair value of \$121,040,000 (31 March 2016: \$152,863,000) and the senior bonds had a fair value of \$264,521,000 (31 March 2016: \$259,266,000). The bonds have been classified as level 1 in the fair value hierarchy, see note A17 for a definition of the levels.

NOTE 15: FINANCE INCOME AND COSTS

	2017 \$000	2016 \$000
Amortisation of debt issue costs	991	1,422
Interest paid on unsecured bank loans	9,966	7,959
Interest paid on unsecured subordinated bonds	8,417	15,254
Interest paid on unsecured senior bonds	16,316	16,499
Other interest costs and fees	1,665	8,092
Demerger related interest	7,190	–
Total Interest Expense	44,545	49,226
Interest received on cash at bank	569	453
Interest received on advances to Tilt Renewables Limited	3,354	4,887
Total Interest Income	3,923	5,340

There was no capitalised interest in the year to 31 March 2017 (2016: none).

NOTE 16: EQUITY

	Share capital	Invested capital	Revaluation reserve	Cash flow hedge reserve	Foreign currency translation reserve	Retained earnings	Total Shareholders' Equity	Non-controlling interest	Total Equity
Opening balance as at 1 April 2015	–	450,121	936,669	4,806	(7,407)	–	1,384,189	–	1,384,189
Adjustment to opening balance following adoption of NZ IFRS 15	–	10,436	–	–	–	–	10,436	–	10,436
Restated opening balance as at 1 April 2015	–	460,557	936,669	4,806	(7,407)	–	1,394,625	–	1,394,625
Profit after tax attributable to the shareholders of the Company	–	67,798	–	–	–	–	67,798	696	68,494
Disposal of revalued assets	–	87	(87)	–	–	–	–	–	–
Other comprehensive income – items that will not be reclassified to the profit or loss									
Revaluation gains on generation assets	–	–	42,191	–	–	–	42,191	–	42,191
Other comprehensive income – items that may be reclassified to the profit or loss									
Other currency translation differences	–	–	–	–	9,526	–	9,526	–	9,526
Fair value gains/(losses) on cash flow hedges									
Realised	–	–	–	6,150	–	–	6,150	–	6,150
Unrealised	–	–	–	(14,900)	–	–	(14,900)	–	(14,900)
Tax effect of the following:									
Revaluation gains on generation assets	–	–	(9,462)	–	–	–	(9,462)	–	(9,462)
Fair value gains/(losses) on cash flow hedges	–	–	–	2,450	–	–	2,450	–	2,450
Total other comprehensive income	–	–	32,729	(6,300)	9,526	–	35,955	–	35,955

NOTE 16: EQUITY (CONTINUED)

	Share capital	Invested capital	Revaluation reserve	Cash flow hedge reserve	Foreign currency translation reserve	Retained earnings	Total Shareholders' Equity	Non-controlling interest	Total Equity
Contributions by and distributions to non-controlling interest									
Minority interest arising on acquisition of subsidiary	–	–	–	–	–	–	–	57,370	57,370
Acquisition of shares held by outside equity interest	–	–	–	–	–	–	–	(12,687)	(12,687)
Total contributions by and distributions to non-controlling interest	–	–	–	–	–	–	–	44,683	44,683
Transactions with owners recorded directly in equity									
Purchase of treasury shares by Directors	–	310	–	–	–	–	310	–	310
Dividends paid	–	(106,789)	–	–	–	–	(106,789)	–	(106,789)
Total transactions with owners recorded directly in equity	–	(106,479)	–	–	–	–	(106,479)	–	(106,479)
Closing balance as at 31 March 2016	–	421,963	969,311	(1,494)	2,119	–	1,391,899	45,379	1,437,278
Opening balance as at 1 April 2016	–	421,963	969,311	(1,494)	2,119	–	1,391,899	45,379	1,437,278
Movements 1 April 2016 – 31 October 2016									
Profit after tax attributable to the shareholders of the Company	–	57,721	–	–	–	–	57,721	246	57,967
Disposal of revalued assets	–	–	–	–	–	–	–	–	–
Other comprehensive income – items that may be reclassified to the profit or loss									
Other currency translation differences	–	–	–	–	(4,192)	–	(4,192)	–	(4,192)
Fair value gains/(losses) on cash flow hedges	–	–	–	–	–	–	–	–	–
Realised	–	–	–	3,968	–	–	3,968	–	3,968
Unrealised	–	–	–	(3,924)	–	–	(3,924)	–	(3,924)
Tax effect of the following:									
Revaluation gains on generation assets	–	–	–	–	–	–	–	–	–
Asset impairments	–	–	–	–	–	–	–	–	–
Disposal of revalued assets	–	–	–	–	–	–	–	–	–
Other currency translation differences	–	–	–	–	–	–	–	–	–
Fair value gains/(losses) on cash flow hedges	–	–	–	(12)	–	–	(12)	–	(12)
Total other comprehensive income	–	–	–	32	(4,192)	–	(4,160)	–	(4,160)

NOTE 16: EQUITY (CONTINUED)

	Share capital	Invested capital	Revaluation reserve	Cash flow hedge reserve	Foreign currency translation reserve	Retained earnings	Total Shareholders' Equity	Non-controlling interest	Total Equity
Contributions by and distributions to non-controlling interest									
Minority interest arising on acquisition of subsidiary	-	-	-	-	-	-	-	-	-
Acquisition of shares held by outside equity interest	-	-	-	-	-	-	-	(708)	(708)
Total contributions by and distributions to non-controlling interest	-	-	-	-	-	-	-	(708)	(708)
Transactions with owners recorded directly in equity									
Purchase of treasury shares by Directors	-	-	-	-	-	-	-	-	-
Dividends paid	-	(53,713)	-	-	-	-	(53,713)	(1,277)	(54,990)
Total transactions with owners recorded directly in equity	-	(53,713)	-	-	-	-	(53,713)	(1,277)	(54,990)
Demerger on 31 October 2016	2	(425,971)	-	-	-	425,969	-	-	-
Balance as at 31 October 2016	2	-	969,311	(1,462)	(2,073)	425,969	1,391,747	43,640	1,435,387
Movements 1 November 2016 – 31 March 2017									
Profit after tax attributable to the shareholders of the Company	-	-	-	-	-	34,824	34,824	1,198	36,022
Disposal of revalued assets	-	-	-	-	-	-	-	-	-
Other comprehensive income – items that will not be reclassified to the profit or loss									
Revaluation gains on generation assets	-	-	-	-	-	-	-	-	-
Other comprehensive income – items that may be reclassified to the profit or loss									
Other currency translation differences	-	-	-	-	1,901	-	1,901	-	1,901
Fair value gains/(losses) on cash flow hedges	-	-	-	-	-	-	-	-	-
Realised	-	-	-	4,411	-	-	4,411	-	4,411
Unrealised	-	-	-	(9,658)	-	-	(9,658)	-	(9,658)

NOTE 16: EQUITY (CONTINUED)

	Share capital	Invested capital	Revaluation reserve	Cash flow hedge reserve	Foreign currency translation reserve	Retained earnings	Total Shareholders' Equity	Non-controlling interest	Total Equity
Tax effect of the following:									
Revaluation gains on generation assets	-	-	-	-	-	-	-	-	-
Fair value gains/ (losses) on cash flow hedges	-	-	-	1,469	-	-	1,469	-	1,469
Total other comprehensive income	-	-	-	(3,778)	1,901	-	(1,877)	-	(1,877)
Contributions by and distributions to non-controlling interest									
Minority interest arising on acquisition of subsidiary	-	-	-	-	-	-	-	-	-
Acquisition of shares held by outside equity interest	-	-	-	-	-	-	-	-	-
Total contributions by and distributions to non-controlling interest	-	-	-	-	-	-	-	-	-
Transactions with owners recorded directly in equity									
Purchase of treasury shares by Directors	-	-	-	-	-	-	-	-	-
Dividends paid	-	-	-	-	-	(49,976)	(49,976)	(1,162)	(51,138)
Total transactions with owners recorded directly in equity	-	-	-	-	-	(49,976)	(49,976)	(1,162)	(51,138)
Closing balance as at 31 March 2017	2	-	969,311	(5,240)	(172)	410,817	1,374,718	43,676	1,418,394

There are no restrictions on the distribution of any reserves to the equity holders of the Company.

The amount of share capital is increased or decreased by the amount paid or received when Trustpower buys or sells its own shares.

NOTE 17: SHARE CAPITAL

	2017 000's of Shares	2016 000's of Shares	2017 \$000	2016 \$000
Authorised and issued ordinary shares at beginning of period	–	–	–	–
Share split prior to demerger	312,973	–	–	–
Transfer from invested capital	–	–	2	–
	312,973	–	2	–

All shares rank equally with one vote per share, have no par value and are fully paid.

Prior to the demerger of Old Trustpower (see note 1 for more details), the shares of Trustpower Limited were split resulting in Trustpower Limited having the same number of shares as Old Trustpower. This split facilitated the distribution of one Trustpower Limited share for every share old Trustpower held by shareholders of Old Trustpower.

NOTE 18: DIVIDENDS ON ORDINARY SHARES

	2017 Cents per Share	2016 Cents per Share	2017 \$000	2016 \$000
Final dividend prior period	17.1	17.1	53,613	53,395
Interim dividend paid current period	16.0	17.1	50,076	53,394
Supplementary dividend paid	–	–	189	88
Foreign investor tax credit	–	–	(189)	(88)
	33.1	34.2	103,689	106,789

Final fully imputed dividend declared subsequent to the end of the reporting period payable 9 June 2017 to all shareholders on the register at 26 May 2017.

	17.0	21.0	53,205	65,720
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Dividend Distribution

Dividends payable to Trustpower's shareholders are recognised as a liability in the financial statements in the period in which the dividend is approved by the Board.

NOTE 19: IMPUTATION CREDIT ACCOUNT

	2017 \$000	2016 \$000
Imputation credits available for use in subsequent reporting periods	19,560	10,372

The above amounts represent the balance of the imputation account as at the end of the reporting period, adjusted for imputation credits that will arise from the payment of the amount of taxation payable. The consolidated amounts include imputation credits that would be available to the parent if subsidiaries paid dividends.

NOTE 20: FUNDING FINANCIAL RISK MANAGEMENT

Interest Rate Risk

All of Trustpower's bank facilities are on floating interest rates. Trustpower then uses Interest Rate Swaps (IRS) to fix most of the interest costs of the Group. This stabilises Trustpower's debt servicing costs. However for every dollar of debt protected against a potential rise in market interest rates, that same dollar is unable to take advantage of a potential fall in market interest rates. Payments made or received by IRS are recognised as a part of "Interest paid on unsecured bank loans", except for an immaterial number of these IRS which are instead hedge accounted.

The amount of interest rate risk taken in the current and future years is managed in accordance with a Board approved Treasury Policy. The policy is independently reviewed every three years.

Liquidity Risk

The Group's ability to readily attract cost effective funding is largely driven by its credit standing.

Prudent liquidity risk management requires maintaining sufficient cash, marketable securities or unutilised committed credit facilities to provide cover for reasonably conceivable adverse conditions. The Group operates under a Board approved treasury policy which dictates the level of available committed facilities to be maintained. This is measured by forecasting debt levels under various adverse scenarios and comparing this to committed facility levels.

Exchange Rate Risk

A small proportion of Trustpower's assets operate in Australia. While the level of exchange rate risk on these assets is small relative to the size of its balance sheet, Trustpower has elected to denominate some of its borrowing in Australian dollars to reduce its exposure to changes in the value of the Australian dollar relative to the New Zealand dollar.

Refinancing Risk

From time to time Trustpower's debt facilities mature and need to be refinanced. There is a risk that this could occur during adverse market conditions resulting in increased interest rates or in extreme events an inability to refinance at all. The Treasury Policy requires a spread of debt maturities to minimise the impact of this risk should it occur. This is measured by the proportion of debt maturing in various time bands.

Credit Risk

Trustpower's New Zealand and Australian dollar facilities are with institutions that all have a Standard & Poor's long-term credit rating of A+ or higher.

Capital Risk Management Objectives

When managing capital, Trustpower's objectives are to ensure sufficient funds are available to pay liabilities when they fall due and to maintain an optimal capital structure to reduce the cost of capital. In order to maintain or adjust the capital structure, Trustpower has discretion to adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

NOTE 20: FUNDING FINANCIAL RISK MANAGEMENT (CONTINUED)

Trustpower's primary measure for monitoring its capital structure is net debt to EBITDAF. This is calculated below:

	Note	2017 \$000	Restated 2016 \$000
Net debt			
Unsecured bank debt	14	295,791	355,573
Unsecured subordinated bonds	14	113,133	139,069
Unsecured senior bonds	14	260,102	243,704
Cash and cash equivalents		(8,183)	(7,642)
		660,843	730,704
EBITDAF	A2	217,831	207,701
Net debt to EBITDAF		3.0	3.5

Trustpower has a target of maintaining its net debt to EBITDAF ratio to between 2.5 and 4.0.

As a secondary measure, Trustpower also monitors its gearing ratio. This ratio is calculated as net debt divided by net debt plus equity.

The gearing ratio is calculated below:

	Note	2017 \$000	Restated 2016 \$000
Net debt		660,843	730,704
Equity			
Total equity		1,418,394	1,437,278
Remove net effect of fair value of financial instruments after tax	16	5,240	1,494
		1,423,634	1,438,772
Total capital funding		2,084,477	2,169,476
Gearing ratio		32%	34%

Trustpower has a target of maintaining its gearing ratio between 25% and 50%.

TAX, RELATED PARTY AND OTHER NOTES

This section details tax disclosures, contingent liabilities, operating lease commitments and related party transactions.

This section includes the following notes:

Note 21: Income Tax Expense

Note 22: Deferred Income Tax

Note 23: Income Tax Estimates And Judgements

Note 24: Contingent Liabilities And Subsequent Events

Note 25: Other Commitments

Note 26: Related Party Transactions

NOTE 21: INCOME TAX EXPENSE

	2017 \$000	Restated 2016 \$000
Profit before income tax	130,931	109,434
Tax on profit @ 28%	36,661	30,642
Australian operations tax rate adjustment	537	236
Tax effect of non-deductible expenditure	5,739	1,512
Tax losses transferred from Tilt Renewables	(3,266)	–
Income tax (over)/under provided in prior year	(2,729)	5,788
Inland Revenue dispute tax expense adjustment*	–	2,762
	36,942	40,940
<i>Represented by:</i>		
Current tax	48,034	49,908
Deferred tax	(11,092)	(8,968)
	36,942	40,940

The 28% tax rate used above is the corporate tax rate payable by New Zealand corporate entities on taxable profit under New Zealand tax law. 30% is the corporate tax rate payable by Australian corporate entities.

*In Old Trustpower's March 2016 financial statements the result of the dispute with Inland Revenue was fully recognised following the Court of Appeal decision in Inland Revenue's favour. Since the March 2016 financial statements were published the Supreme Court has confirmed the Court of Appeal ruling. As this was fully provided for at March 2016 no material adjustment has been required in the year.

At March 2016 a contingent liability was disclosed as being up to \$4,000,000 due to the uncertainty of Inland Revenue's position following the Court of Appeal ruling. Inland Revenue has since stated it will not apply the new approach from that ruling retrospectively therefore there is no longer a contingent liability to recognise.

NOTE 22: DEFERRED INCOME TAX

	Note	2017 \$000	Restated 2016 \$000
Balance at beginning of period		297,953	264,000
Current year changes in temporary differences recognised in profit or loss	21	(13,039)	(4,612)
Current year changes in temporary differences recognised in other comprehensive income		(1,770)	8,722
Reclassification of prior year temporary differences	21	1,948	83
Acquired as part of a business combination		–	28,278
Exchange rate movements on foreign denominated deferred tax		(674)	1,482
Total deferred tax liabilities		284,418	297,953

NOTE 22: DEFERRED INCOME TAX (CONTINUED)

The tables below show the break down of the temporary differences that make up the deferred tax liabilities and their movement for the year.

For the year ended 31 March 2017 (\$000)	Opening Balance	Acquired with Business Combination	Recognised in Profit or Loss	Recognised in Other Compre- hensive Income	Closing Balance
Revaluations	194,096	–	–	(1,874)	192,222
Other property, plant and equipment movements	95,082	–	(8,160)	212	87,134
Employee benefits	(2,176)	–	48	1	(2,127)
Provision for impairment	(574)	–	61	–	(513)
Customer base assets	6,327	–	(1,205)	–	5,122
Financial instruments	(3,938)	–	730	(783)	(3,991)
Other	9,136	–	(2,565)	–	6,571
	297,953	–	(11,091)	(2,444)	284,418

For the year ended 31 March 2016 (\$000, Restated)	Opening Balance	Acquired with Business Combination	Recognised in Profit or Loss	Recognised in Other Compre- hensive Income	Closing Balance
Revaluations	181,562	–	–	12,534	194,096
Other property, plant and equipment movements	74,837	27,493	(7,374)	126	95,082
Employee benefits	(2,165)	–	(5)	(6)	(2,176)
Provision for impairment	(462)	–	(112)	–	(574)
Customer base assets	6,769	785	(1,227)	–	6,327
Financial instruments	159	–	(1,647)	(2,450)	(3,938)
Other	3,300	–	5,836	–	9,136
	264,000	28,278	(4,529)	10,204	297,953

NOTE 23: INCOME TAX ESTIMATES AND JUDGEMENTS

Income tax expense

Tax returns for Trustpower and the detailed calculations that are required for filing tax returns are not prepared until after the financial statements are prepared. Estimates of these calculations are made for the purpose of calculating income tax expense, current tax and deferred tax balances. As well as this, an assessment of the result of tax audit issues is also made. Any difference between the final tax outcomes and the estimations made in previous years will affect current year balances.

NOTE 24: CONTINGENT LIABILITIES AND SUBSEQUENT EVENTS

The Group is not aware of any material contingent liabilities at balance date that have not been disclosed elsewhere in these financial statements (2016: nil).

Other than disclosed in note 25 the Group is not party to any material operating leases at balance date (2016: nil).

The Group is not aware of any significant events that have occurred subsequent to balance date but prior to the signing of these financial statements.

NOTE 25: OTHER COMMITMENTS

	2017 \$000	2016 \$000
Operating Leases		
Not later than 1 year	2,944	3,561
Later than 1 year and not later than 5 years	10,752	10,480
Later than 5 years	24,084	26,640
	37,780	40,681

The operating leases relates to the rental of ten office buildings throughout New Zealand as well as Trustpower's head office.

NOTE 26: RELATED PARTY TRANSACTIONS

Key management personnel

The key management personnel compensation (including Directors' fees) is as follows:

	Note	2017 \$000	2016 \$000
Salaries and other short-term employee benefits		6,344	5,470
Fair value movements in cash settled, share based incentives	A14	(141)	(66)
		6,203	5,404

\$701,000 of this amount was unpaid at 31 March 2017 (2016: \$747,000).

All key managers participate in a cash settled, share based incentive scheme (refer to note A14).

Tilt Renewables

Like Trustpower, Tilt Renewables is controlled by Infratil Limited (see below) and was formed through the demerger of Old Trustpower (see note 1 for details). Transactions with Tilt Renewables since demerger are summarised below:

	2017 \$000	2016 \$000
Purchases of electricity from Tilt Renewables	18,315	–
Revenue from management services provided to Tilt Renewables	315	–

The sources of debt balances between Trustpower and Tilt Renewables are summarised below:

	2017 \$000	2016 \$000
Pre-demerger intercompany balances	–	75,763
Purchases of electricity	(3,467)	–
Settlement of pre-demerger tax liabilities	6,811	–
	3,344	75,763

Shareholders

Trustpower is controlled by Infratil Limited (incorporated in New Zealand) which owns 51.0% of Trustpower Limited's voting shares. The Tauranga Energy Consumer Trust owns 26.8% and the residual balance of 22.2% is widely held.

H.R.L. Morrison & Co Limited manages Infratil Limited and Mr M Bogoievski, a Director of Trustpower Limited, is its Chief Executive. Mr P Ridley-Smith, Chairman of Trustpower Limited, is a senior executive of H.R.L. Morrison & Co Limited. \$90,000 (2016: \$1,000) was paid to H.R.L. Morrison & Co Limited and related entities during the year for consultancy services. As at 31 March 2017 \$2,000 (2016: nil) was unpaid.

Directors

Certain Directors participate in a share purchase plan where half of their Directors' fee is used to purchase Trustpower shares. These Directors purchased their shares directly from Trustpower treasury stock at a price set by the market price over the 20 business days prior to issue. No shares were purchased in 2017 (2016: 40,000 were purchased for \$310,000) (see note 16).

Mr RH Aitken, a Director of Trustpower Limited, was the Executive Chairman of the engineering firm Beca Limited. \$82,000 was charged by Beca Limited for engineering services (2016: \$296,000). As at 31 March 2017 there were no outstanding amounts to be paid (2016: \$14,000).

Other

Trustpower Limited owns 20.0% of the ordinary shares of Rangitata Diversion Race Management Limited (RDR) which owns and operates an irrigation canal in Canterbury. RDR's operating and capital expenditure is funded by advances from its shareholders. In 2016 RDR repaid an advance from Trustpower of \$1,884,000. There are now no outstanding advances between Trustpower and RDR.

Except as noted above, no transactions took place with related parties during the year. All transactions with related parties took place on an arm's length basis. No related party debts were forgiven or written off during the year (2016: nil). Except as noted above there are no amounts outstanding at 31 March 2017 (2016: nil).

APPENDIX

NOTE A1: SIGNIFICANT ACCOUNTING POLICIES INDEX

Policy	Note
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Apart from note A19, accounting policies are denoted by the blue box surrounding them.

NOTE A2: NON-GAAP MEASURES

Underlying Earnings after Tax	Note	2017 \$000	Restated 2016 \$000
Profit after tax attributable to the shareholders of the Company (\$000)		92,545	67,798
Fair value losses / (gains) on financial instruments	A9	(4,735)	10,480
Discount on acquisition		–	(2,114)
Asset impairments		3,479	3,476
Demerger related expenditure (including financing and operating costs)	15, A5	23,959	1,659
Impact of Inland Revenue court case on interest expense	21	–	5,304
Adjustments before income tax		22,703	18,805
Change in income tax expense in relation to adjustments		(687)	(3,908)
Impact of Inland Revenue court case on income tax expense	21	–	1,277
Adjustments after income tax		22,016	16,174
Underlying Earnings after Tax		114,561	83,972

Underlying Earnings is a non-GAAP (Generally Accepted Accounting Principles) financial measure. Trustpower believes that this measure is an important additional financial measure to disclose as it excludes movements in the fair value of financial instruments which can be volatile year to year depending on movement in long term interest rate and or electricity future prices. Also excluded in this measure are items considered to be one off and not related to core business such as changes to the company tax rate or gain/impairment of generation assets.

Earnings Before Interest, Tax, Depreciation, Amortisation, Fair Value Movements of Financial Instruments, Asset Impairments and Discount on Acquisition (EBITDAF)

EBITDAF is a non-GAAP financial measure but is commonly used within the electricity industry as a measure of performance as it shows the level of earnings before the impact of gearing levels and non-cash charges such as depreciation and amortisation. Market analysts use the measure as an input into company valuation and valuation metrics used to assess relative value and performance of companies across the sector.

NOTE A3: EARNINGS PER SHARE

Basic earnings per share is calculated by dividing the profit attributable to the shareholders of Trustpower Limited by the weighted average number of ordinary shares on issue during the year.

	Note	2017	Restated 2016
Profit after tax attributable to the shareholders of the Company (\$000)		92,545	67,798
Weighted average number of ordinary shares on issue (thousands)	1	312,973	312,973
Basic and diluted earnings per share (cents per share)		29.6	21.7
Underlying earnings after tax (\$000)		114,561	83,972
Weighted average number of ordinary shares on issue (thousands)	1	312,973	312,973
Underlying earnings per share (cents per share)		36.6	26.8

NOTE A4: NET TANGIBLE ASSETS PER SHARE

	Note	2017 \$000	Restated 2016 \$000
Total net assets		1,418,394	1,437,278
Less intangible assets (including contract assets)		(91,523)	(94,461)
Less net tangible assets attributed to non-controlling interest		(43,621)	(43,596)
Net tangible assets attributed to shareholders		1,283,250	1,299,221
Number of ordinary shares in issue (thousands)	1	312,973	312,973
Net tangible assets per share (dollars per share)		4.10	4.15

NOTE A5: OTHER OPERATING EXPENSES

	Note	2017 \$000	Restated 2016 \$000
Remuneration of auditors	A6	1,323	760
Bad debts written off	A16	1,601	1,794
Directors' fees		903	672
Donations		1,014	751
Loss/(gain) on foreign exchange		866	(37)
Generation development expenditure		596	663
Market fees and costs		6,173	6,542
Meter rental costs		12,859	10,158
Other customer connection costs		2,520	2,449
Net (gain)/loss on sale of property, plant and equipment		(1,467)	363
Sales and marketing expenditure		15,031	9,713
Computer maintenance and support costs		10,719	8,793
Other administration costs		16,331	17,393
Demerger related expenditure		16,769	1,659
Rental and operating lease costs		3,633	1,159
		88,871	62,832

NOTE A6: REMUNERATION OF AUDITORS

	Note	2017 \$000	2016 \$000
During the year the following fees were payable to the auditors of Trustpower, PricewaterhouseCoopers:			
Audit and other assurance services			
Audit of financial statements		503	482
Other assurance services			
Audit of regulatory returns ¹		36	7
Review of half year financial statements		47	41
		586	575
Taxation services			
Tax compliance services		12	31
Support for dispute with Inland Revenue	21	20	5
Tax compliance advice		104	126
Tax pooling services		105	–
		241	162
Other services			
Benchmarking services		–	23
Demerger related services ²		496	45
		496	68
Total remuneration of PricewaterhouseCoopers		1,323	760

¹Regulatory returns include assurance services surrounding the Trustpower Insurance Limited solvency return, telecommunications development levy and anti-money laundering compliance reporting.

²Demerger related services include review of financial models, tax due diligence and issuance of investigating accountants report included within the demerger scheme booklet released in August 2016.

NOTE A7: ACCOUNTS RECEIVABLE AND PREPAYMENTS

	Note	2017 \$000	2016 \$000
<i>Current Portion:</i>			
Billed debtors and unbilled sales		73,897	80,542
Provision for doubtful debts		(1,833)	(2,050)
Electricity market receivables		760	2,224
Other receivables		31,268	19,082
Prepayments		4,802	3,717
		108,894	103,515

Trade Receivables

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less provision for impairment. A provision for impairment of receivables is established when there is objective evidence that Trustpower will not be able to collect all amounts due according to the original terms of the receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the impairment loss is recognised in the income statement. The criteria that Trustpower uses to determine that there is objective evidence of an impairment loss include:

- Significant financial difficulty of the issuer or obligor;
- A breach of contract, such as a default or delinquency in interest or principal payments;
- Trustpower, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the lender would not otherwise consider; and
- It becomes probable that the borrower will enter bankruptcy or other financial reorganisation.

NOTE A8: ACCOUNTS PAYABLE AND ACCRUALS

	2017 \$000	2016 \$000
Customer bond deposits	858	1,084
Electricity market payables	4,161	7,968
Employee entitlements	7,980	8,283
Interest accruals	1,424	7,593
GST payable	9,640	6,763
Other accounts payable and accruals	22,992	16,613
Trade accounts payable	42,707	46,420
	89,762	94,724

Trade Payables

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

NOTE A9: FAIR VALUE GAINS/(LOSSES) ON FINANCIAL INSTRUMENTS

The changes in the fair value of financial instruments recognised in the income statement and the cash flow hedge reserve for the year to 31 March 2017 are summarised below:

Recognised in the income statement	2017 \$000	2016 \$000
Interest rate derivatives	5,021	(6,479)
Electricity price derivatives	(286)	(4,001)
	4,735	(10,480)

Recognised in the cash flow hedge reserve	2017 \$000	2016 \$000
Electricity price derivatives	(4,950)	8,476
	(4,950)	8,476

NOTE A10: CASH FLOW HEDGE RESERVE

	2017 \$000	2016 \$000
Balance at beginning of year	(1,494)	4,806
Fair value (losses)/gains	(13,582)	(14,900)
Transfers to energy cost expense	8,379	6,150
	(5,203)	(8,750)
Tax on fair value losses/(gains)	3,803	4,172
Tax on transfers to energy cost expense	(2,346)	(1,722)
	1,457	2,450
	(5,240)	(1,494)

NOTE A11: DERIVATIVE FINANCIAL INSTRUMENTS

	2017 \$000	2016 \$000
Current		
Interest rate derivative assets	–	1,298
Electricity price derivative assets	4,432	2,194
	4,432	3,492
Interest rate derivative liabilities	650	299
Electricity price derivative liabilities	6,490	4,626
	7,140	4,925
Non-current		
Interest rate derivative assets	1,674	–
Electricity price derivative assets	1,571	4,272
	3,245	4,272
Interest rate derivative liabilities	8,641	13,662
Electricity price derivative liabilities	10,277	7,367
	18,918	21,029

NOTE A12: INVESTMENTS IN SUBSIDIARIES

	Country of incorporation and place of business	% owned by Trustpower		Nature of business
Parent and Group				
<i>Significant subsidiaries (31 March balance dates)</i>				
Hopsta Limited (formerly known as Energy Direct NZ Limited)	New Zealand	100	100	Electricity and telecommunications retailing
GSP Energy Pty Limited	Australia	100	100	Electricity generation
King Country Energy Holdings Limited	New Zealand	100	100	Asset holding
King Country Energy Limited	New Zealand	65	65	Electricity generation and retailing
Trustpower Insurance Limited	New Zealand	100	100	Captive insurance

Except as noted under note 14 there are no other guarantees or restrictions that may restrict dividends and other capital distributions being paid, or loans and advances being made or repaid, to (or from) other entities within the Group.

NOTE A13: RECONCILIATION OF NET CASH FROM OPERATING ACTIVITIES WITH PROFIT AFTER TAX ATTRIBUTABLE TO THE SHAREHOLDERS

	2017 \$000	Restated 2016 \$000
Profit after tax	93,989	68,494
<i>Items classified as investing/financing</i>		
Interest paid	47,104	38,020
Interest received	(3,929)	(164)
	43,175	37,856
<i>Non-cash items:</i>		
Amortisation of debt issue costs	3,152	1,422
Non-cash transfer from cash flow hedge reserve to interest expense	(252)	(275)
Amortisation of intangible assets	15,549	14,900
Depreciation	31,985	27,639
Net (gain)/loss on sale of property, plant and equipment	(1,467)	363
Other fixed and investment asset charges/(credits)	3,501	1,361
Fair value increase of King Country Energy assets	–	(2,114)
Movement in derivative financial instruments taken to the income statement	(4,735)	10,480
Decrease in deferred tax liability excluding transfers to reserves	(11,088)	(10,642)
	36,645	43,134
<i>Decrease/(increase) in working capital:</i>		
Accounts receivable and prepayments	(7,410)	(9,318)
Taxation payable/receivable	19,445	6,745
Accounts payable and accruals excluding capital expenditure accruals	(4,962)	11,625
	7,073	9,052
Net cash from operating activities	180,882	158,536

NOTE A14: EMPLOYEE SHARE BASED COMPENSATION

Members of Trustpower's executive management team and certain other employees (together defined as key management personnel) are eligible to receive payment under a cash settled share based payment scheme. The scheme is defined as follows:

An incentive scheme for key management personnel was implemented November 2016. This is a cash-settled share-based payment scheme covering one, two and three-year periods. This scheme replaced the previous cash-settled share-based payment scheme operated under Old Trustpower.

Key management personnel are eligible to receive a bonus payment at the end of the relevant period of the scheme, the sum of which is determined by the total return compared to the companies that comprise the NZX 50 index on a notional number of allocated shares. The return is calculated as the sum of dividends paid by Trustpower plus the increase in share price over the period. Payment is only made if the total shareholder return is greater than that of 50% of NZX50 companies. Additionally the scheme has a set maximum return above which no increase in the bonus is received by the participants. The total return is calculated for the full period of each agreement with reference to the average share price over the ten days prior to the scheme closing.

The fair value of the liability at 31 March 2017 has been determined by reference to Trustpower's and all other NZX 50 companies' current share price and expected dividends and share price movements with comparison to the share price at the start of the relevant period and adjusted to reflect the present value of these future expected cash flows.

For the year ended 31 March 2017 the total expense recognised in the income statement was \$(172,000) (2016: \$(66,000)) and the liability recognised in the statement of financial position as at 31 March 2017 was \$73,000 (2016: \$245,000).

NOTE A15: PROPERTY, PLANT AND EQUIPMENT AT HISTORICAL COST

If generation assets were stated on an historical cost basis, the amounts would be as follows:

	2017 \$000	2016 \$000
Generation assets (at cost)	1,051,820	1,045,504
Generation assets under construction (at cost)	14,502	10,909
Generation assets accumulated depreciation	(240,182)	(225,903)
	826,140	830,510

NOTE A16: FINANCIAL RISK MANAGEMENT

Financial risk management information that relates directly to the Retail and Generation segments has been included in notes 6 and 11.

(a) Liquidity Risk

The tables below analyse Trustpower's financial liabilities excluding gross settled derivative financial liabilities into relevant maturity groupings based on the remaining period to the earliest possible contractual maturity date at the period end date. The amounts in the tables are contractual undiscounted cash flows.

	Less than 1 month \$000	1-6 months \$000	6-12 months \$000	Over 1 year \$000
As at 31 March 2017				
Net settled electricity price derivatives	1,148	5,597	3,738	7,195
Net settled interest rate derivatives	1,059	1,313	1,131	5,777
Accounts payable and accruals	88,338	-	-	-
Unsecured subordinated bonds	-	3,853	3,853	125,722
Unsecured senior bonds	-	6,524	70,370	215,834
Unsecured bank loans	-	112,500	-	164,289
Total	90,545	129,787	79,092	518,817

	Less than 1 month \$000	1-6 months \$000	6-12 months \$000	Over 1 year \$000
As at 31 March 2016				
Net settled electricity price derivatives	1,446	3,366	1,774	5,502
Net settled interest rate derivatives	1,082	1,578	1,738	12,968
Accounts payable and accruals	87,131	-	-	-
Unsecured subordinated bonds	-	4,725	4,725	163,625
Unsecured senior bonds	5,200	19,455	71,918	212,073
Unsecured bank loans	833	190,828	5,628	137,316
Total	95,678	219,757	85,254	525,439

(b) Interest Rate Risk

The aggregate notional principal amounts of the outstanding interest rate derivative instruments at 31 March 2017 was \$399,554,000 (31 March 2016: \$766,313,000).

Interest payment transactions are expected to occur at various dates between one month and eight years from the end of the reporting period consistent with Trustpower's forecast total borrowings.

Weighted average interest rates for Trustpower are disclosed in note 14.

NOTE A16: FINANCIAL RISK MANAGEMENT (CONTINUED)

Sensitivity analysis

At 31 March 2017, if interest rates at that date had been 100 basis points higher/lower with all other variables held constant, post-tax profit for the year and other components of equity would have been adjusted by the amounts in the table below, as a result of the fair value change in interest rate derivative instruments.

	2017 \$000	2016 \$000
Decrease to profit of a 100 basis point decrease in interest rates	(11,330)	(5,050)
Increase to profit of a 100 basis point increase in interest rates	10,394	4,675
Decrease to equity of a 100 basis point decrease in interest rates	(11,330)	(5,050)
Increase to equity of a 100 basis point increase in interest rates	10,394	4,675

(c) Credit Risk

As of 31 March 2017, trade receivables of \$4,060,000(2016: \$3,438,000) were past due but not impaired.

The aged analysis of these trade receivables is as follows:

	2017 \$000	2016 \$000
Up to 3 months	3,868	3,438
3 to 6 months	192	–
	4,060	3,438

As of 31 March 2017, trade receivables of \$1,833,000(2016: \$2,050,000) were past due and impaired.

The aged analysis of these trade receivables is as follows:

	2017 \$000	2016 \$000
Up to 3 months	–	551
Over 3 months	1,833	1,499
	1,833	2,050

For details of the receivables considered impaired refer to note A7.

Movements on the provision for impairment of trade receivables are as follows:

	2017 \$000	2016 \$000
Opening balance	2,050	1,650
Provision for receivables impairment	1,384	2,194
Bad debts written off	(1,601)	(1,794)
Closing balance	1,833	2,050

(d) Electricity Price Risk

Trustpower has elected to apply cash flow hedge accounting to those instruments it deems material and which qualify as cash flow hedges while immaterial contracts are not hedge accounted.

The aggregate notional volume of the outstanding electricity derivatives at 31 March 2017 was 1,450GWh (31 March 2016: 1,743GWh).

The hedged anticipated electricity purchase transactions are expected to occur continuously throughout the next three years from the end of the reporting period consistent with Trustpower's forecast electricity generation and retail electricity sales. Gains and losses recognised in the cash flow hedge reserve on electricity derivatives as of 31 March 2017 will be continuously released to the income statement in each period in which the underlying purchase transactions are recognised in the income statement.

NOTE A16: FINANCIAL RISK MANAGEMENT (CONTINUED)

Sensitivity analysis

The following tables summarise the impact of increases/decreases of the relevant forward electricity prices on Trustpower's post-tax profit for the year and on other components of equity. The sensitivity analysis is based on the assumption that the relevant forward electricity prices had increased/decreased with all other variables held constant as a result of the fair value change in electricity price derivatives.

	2017 \$000	2016 \$000
Increase/(decrease) to profit of a 10% increase in electricity forward price	965	(527)
Increase/(decrease) to cash flow hedge reserve of a 10% increase in electricity forward price	4,157	5,129
Increase/(decrease) to equity of a 10% increase in electricity forward price	5,122	4,602
Increase/(decrease) to profit of a 10% increase in electricity forward price	(965)	533
Increase/(decrease) to cash flow hedge reserve of a 10% increase in electricity forward price	(4,157)	(5,130)
Increase/(decrease) to equity of a 10% decrease in electricity forward price	(5,122)	(4,597)

Fair value of derivatives and other financial instruments

The fair value of financial instruments that are not traded in an active market (for example, electricity price hedges) is determined by using valuation techniques. Trustpower uses its judgement to select methods and make assumptions that are mainly based on market conditions existing at the end of each reporting period. Trustpower has used discounted cash flow analysis for various electricity price hedges that are not traded in an active market. The forward curve is derived from a combination of market quoted prices and management's best estimates. The discount rate is assumed as the counterparty's cost of funds for the period of the instrument. See parts (b) and (d) of this note for sensitivity analysis.

Fair Values

Except for subordinated bonds and senior bonds (see note 14), the carrying amount of financial assets and financial liabilities recorded in the financial statements approximates their fair values.

NOTE A17: FAIR VALUE MEASUREMENT

Estimation of Fair Values

The fair values of financial assets and financial liabilities are determined as follows:

- The fair value of financial assets and liabilities with standard terms and conditions and traded on active liquid markets are determined with reference to quoted market prices.
- The fair value of other financial assets and liabilities are calculated using discounted cash flow analysis based on market-quoted rates.
- The fair value of derivative financial instruments are calculated using quoted prices. Where such prices are not available, use is made of discounted cash flow analysis using the applicable yield curve or available forward price data for the duration of the instruments.

Where the fair value of a derivative is calculated as the present value of the estimated future cash flows of the instrument, the two key types of variables used by the valuation techniques are:

- forward price curve (as described below); and
- discount rates.

Valuation Input	Source
Interest rate forward price curve to value interest rate swaps	Published market swap rates
Foreign exchange forward prices to value foreign exchange contracts	Published spot foreign exchange rates and interest rate differentials
Electricity forward price curve	Market quoted prices where available and the Directors' best estimate based on their view of the long run marginal cost of new generation where no market quoted prices are available.
Discount rate for valuing interest rate derivatives	Published market interest rates as applicable to the remaining life of the instrument adjusted by the cost of credit of the counterparty for assets and the cost of credit of Trustpower for liabilities.
Discount rate for valuing forward foreign exchange contracts	Published market interest rates as applicable to the remaining life of the instrument adjusted by the cost of credit of the counterparty for assets and the cost of credit of Trustpower for liabilities.
Discount rate for valuing electricity price derivatives	Assumed counterparty cost of funds ranging from 3.1% to 3.5%

NOTE A17: FAIR VALUE MEASUREMENT (CONTINUED)

If the discount rate for valuing electricity price derivatives increased/decreased by 1% then the fair value of the electricity price derivatives would have decreased/increased by an immaterial amount.

The selection of variables requires significant judgement and therefore there is a range of reasonably possible assumptions in respect of these variables that could be used in estimating the fair value of these derivatives. Maximum use is made of observable market data when selecting variables and developing assumptions for the valuation techniques. See earlier in this note for sensitivity analysis.

NZ IFRS 13 requires disclosure of fair value measurements by level of the following fair value measurement hierarchy which represents the level of judgement and estimation applied in valuing the instrument:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1)
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2)
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

There were no transfers between level 1, 2 and 3 assets or liabilities within the fair value hierarchy (2016: none).

The following tables present Trustpower's financial assets and liabilities that are measured at fair value.

	Level 1 \$000	Level 2 \$000	Level 3 \$000	Total \$000
31 March 2017				
Assets per the statement of financial position				
Interest rate derivative assets	–	1,674	–	1,674
Electricity price derivative assets	–	–	6,003	6,003
	–	1,674	6,003	7,677

Liabilities per the statement of financial position

Interest rate derivative liabilities	–	9,291	–	9,291
Electricity price derivative liabilities	–	–	16,767	16,767
	–	9,291	16,767	26,058

	Level 1 \$000	Level 2 \$000	Level 3 \$000	Total \$000
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31 March 2016

Assets per the statement of financial position

Interest rate derivative assets	–	1,298	–	1,298
Electricity price derivative assets	–	–	6,466	6,466
	–	1,298	6,466	7,764

Liabilities per the statement of financial position

Interest rate derivative liabilities	–	13,961	–	13,961
Electricity price derivative liabilities	–	–	11,993	11,993
	–	13,961	11,993	25,954

NOTE A17: FAIR VALUE MEASUREMENT (CONTINUED)

The following tables present the changes during the year of the level 3 instruments being electricity price derivatives.

	2017 \$000	2016 \$000
Assets per the statement of financial position		
Opening balance	6,466	11,514
Acquired as part of a business combination	–	602
Gains and (losses) recognised in profit or loss		
Realised in energy cost expense	771	1,016
Unrealised	(930)	153
Gains and (losses) recognised in other comprehensive income		
Realised in energy cost expense	–	(934)
Unrealised	(304)	(5,885)
Closing balance	6,003	6,466
Total gains or (losses) for the period included in profit or loss for assets held at the end of the reporting period	1,438	581
Liabilities per the statement of financial position		
Opening balance	11,993	4,339
Acquired as part of a business combination	–	547
(Gains) and losses recognised in profit or loss		
Realised in energy cost expense	(5,613)	(3,384)
Unrealised	5,741	8,834
(Gains) and losses recognised in other comprehensive income		
Realised in energy cost expense	(8,379)	(8,226)
Unrealised	13,025	9,883
Closing balance	16,767	11,993
Total (gains) or losses for the period included in profit or loss for liabilities held at the end of the reporting period	6,484	16,008
Settlements during the year	(13,221)	(11,451)

Electricity price derivatives are classified as Level 3 because the assumed location factors which are used to adjust the forward price path are unobservable.

A sensitivity analysis showing the effect on the value of the electricity price derivatives of reasonably possible alternative price path assumptions is shown in section (d) of note A16.

NOTE A18: FINANCIAL INSTRUMENTS BY CATEGORY

	Loans and receivables \$000	Assets at fair value through profit or loss \$000	Derivatives used for hedging \$000	Assets held to maturity \$000
31 March 2017				
Assets per the statement of financial position				
Derivative financial instruments	–	7,677	–	–
Trade and other receivables excluding prepayments	104,092	–	–	–
Cash and cash equivalents	8,183	–	–	–
Bond deposits on trust	957	–	–	–
Other investments	–	–	–	8,008
	113,232	7,677	–	8,008

31 March 2016

Assets per the statement of financial position

Derivative financial instruments	–	7,459	305	–
Trade and other receivables excluding prepayments	99,798	–	–	–
Cash and cash equivalents	7,642	–	–	–
Bond deposits on trust	3,647	–	–	–
Other investments	–	–	–	8
	111,087	7,459	305	8

	Liabilities at fair value through profit or loss \$000	Derivatives used for hedging \$000	Other financial liabilities at amortised cost \$000
31 March 2017			
Liabilities per the statement of financial position			
Unsecured bank loans including bank overdrafts	–	–	295,791
Unsecured subordinated bonds	–	–	113,133
Unsecured senior bonds	–	–	260,102
Derivative financial instruments	18,780	7,278	–
Trade and other payables	–	–	89,762
	18,780	7,278	758,788

31 March 2016

Liabilities per the statement of financial position

Unsecured bank loans including bank overdrafts	–	–	355,573
Unsecured subordinated bonds	–	–	139,069
Unsecured senior bonds	–	–	243,704
Derivative financial instruments	23,322	2,632	–
Trade and other payables	–	–	94,724
	23,322	2,632	833,070

See notes A16 and A17 for details on fair value estimation and details of the hedge relationships.

NOTE A19: SUPPLEMENTARY ACCOUNTING INFORMATION

A19.1 Cash Flow Statement

The following are the definitions used in the cash flow statement:

- cash is considered to be cash on hand and deposits held at call with banks, net of bank overdrafts
- operating activities include all activities that are not investing or financing activities
- investing activities are those activities relating to the acquisition, holding and disposal of property, plant and equipment, intangible assets and investments in subsidiaries
- financing activities are those activities, which result in changes in the size and composition of the capital structure of the Group.

This includes both equity and debt not falling within the definition of cash. Dividends paid in relation to the capital structure are included in financing activities.

A19.2 Foreign Currency Translation

Items included in the financial statements of each of the Group's entities are measured using the currency of the primary economic environment in which the entity operates ('the functional currency'). The consolidated financial statements are presented in New Zealand currency units (NZD), which is Trustpower's functional and presentation currency.

A19.3 Adoption Status of Relevant New Financial Reporting Standards and Interpretations

NZ IFRS 15, *Revenue from contracts with customers* has been early adopted during the period. See note 1 for more details.

The following new standards have been issued but are not yet effective:

NZ IFRS 16: Leases

NZ IFRS 16, *Leases*, replaces the current guidance in NZ IAS 17. Under NZ IFRS 16, a contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Under NZ IAS 17, a lessee was required to make a distinction between a finance lease (on balance sheet) and an operating lease (off balance sheet). NZ IFRS 16 now requires a lessee to recognise a lease liability reflecting future lease payments and a 'right-of-use asset' for virtually all lease contracts. Included is an optional exemption for certain short-term leases and leases of low-value assets; however, this exemption can only be applied by lessees.

The standard is effective for accounting periods beginning on or after 1 January 2019. Early adoption is permitted but only in conjunction with NZ IFRS 15, *Revenue from Contracts with Customers*.

Trustpower intends to adopt NZ IFRS 16 on its effective date and has yet to assess its full impact.

NZ IFRS 9: Financial Instruments

NZ IFRS 9, *Financial instruments*, addresses the classification, measurement and recognition of financial assets and financial liabilities. The complete version of NZ IFRS 9 was issued in September 2014. It replaces the guidance in NZ IAS 39 that relates to the classification and measurement of financial instruments. NZ IFRS 9 retains but simplifies the mixed measurement model and establishes three primary measurement categories for financial assets: amortised cost, fair value through other comprehensive income and fair value through profit or loss. The basis of classification depends on the entity's business model and the contractual cash flow characteristics of the financial asset. Investments in equity instruments are required to be measured at fair value through profit or loss with the irrevocable option at inception to present changes in fair value in other comprehensive income not recycling. There is now a new expected credit losses model that replaces the incurred loss impairment model used in NZ IAS 39. For financial liabilities there were no changes to classification and measurement except for the recognition of changes in own credit risk in other comprehensive income, for liabilities designated at fair value through profit or loss. NZ IFRS 9 relaxes the requirements for hedge effectiveness by replacing the bright line hedge effectiveness tests. It requires an economic relationship between the hedged item and hedging instrument and for the 'hedged ratio' to be the same as the one management actually use for risk management purposes. Contemporaneous documentation is still required but is different to that currently prepared under NZ IAS 39.

The standard is effective for accounting periods beginning on or after 1 January 2018. Early adoption is permitted.

Trustpower intends to adopt NZ IFRS 9 on its effective date and has yet to assess its full impact.

There are no other NZ IFRSs or NZ IFRIC interpretations that are not yet effective that would be expected to have a material impact on Trustpower.

STATUTORY INFORMATION

INTERESTS REGISTER

The Company is required to maintain an Interests Register in which particulars of certain transactions and matters involving the Directors must be recorded.

The matters set out below were recorded in the Interests Register of the Company during the financial year.

GENERAL NOTICE OF INTEREST BY DIRECTORS

The Directors of the Company have declared interests in the following identified entities as at 31 March 2017.

Director	Interest	Entity
Richard Hammond Aitken	Director	BGCF Trustee Limited
	Director	BGL Custodian Limited
	Director	Pitt Vincent Limited
	Director	BGLIR Trustee Limited
	Director	BGL Management Share Trustee Limited
	Director	Albert Pitt Limited
	Director	BGS Trustee Limited
	Director	Derceto Trustee Limited
	Director	Development Auckland Limited
	Director	Gands Plan Pty Limited (Australia)
	Director	John Scotts Investments Limited
	Director	Scarlett Limited (In Liquidation)
Alan Norman Bickers	Shareholder and Director	Jayal Enterprises Ltd
	Chairman	Trustpower Insurance Limited
	Director	BRANZ Ltd
	Director	BRANZ Pty Ltd (Australia)
	Director	Scarlett Limited (In Liquidation)
Marko Bogoevski	Board Member	Building Research Association of New Zealand Inc (BRANZ)
	Chairman	Aotea Energy Holdings Limited
	Director	Aotea Energy Holdings Limited Subsidiaries
	Director	Z Energy Limited
	Director	Infratil Limited and certain Infratil Limited Subsidiaries
	Chief Executive	Infratil Limited
	Director	HRL Morrison & Co and certain subsidiaries
	Director	Zig Zag Farm Limited
	Director	Scarlett Limited (In Liquidation)
	Employee	HRL Morrison & Co Limited
Ian Samuel Knowles	Chairman	OnBrand Limited
	Director	Partners Life Limited
	Chairman	Adminis Limited
	Director	Umajin Limited
	Director	Rangitira Limited
	Director	Synlait Milk Limited
	Director	Magritek Limited
	Director	Scarlett Limited (In Liquidation)
	Director	Montoux Limited
Susan Ruth Peterson	Director	Xero Limited
	Director	Property For Industry Limited
	Director	Vista Group International Limited
	Director	P.F.I. Property No. 1 Limited
	Director	The New Zealand Merino Company Limited
	Director	Organic Initiative Limited
	Director	Scarlett Limited (In Liquidation)
	Member	New Zealand Markets Disciplinary Tribunal
Trustee	Fantail Network Trust	

Paul Morton Ridley-Smith	Director	Arvida Group Limited
	Director	King Country Energy Limited
	Director	Scarlett Limited (In Liquidation)
	Trustee	New Zealand Festival
	Trustee	James Wallace Arts Trust
	Trustee	Wallace Foundation
	Employee	HRL Morrison & Co Limited
Geoffrey Jon Campbell Swier	Director	Farrier Swier Consulting Pty Ltd
	Board Member	Health Purchasing Victoria
	Director	Tilt Renewables Limited
	Director	Snowtown Wind Farm Pty Ltd
	Director	Snowtown South Wind Farm Pty Ltd
	Director	GSP Energy Pty Ltd
	Director	Tilt Renewables Australia Pty Ltd
	Director	Tilt Renewables Investments Pty Ltd
	Director	Tilt Renewables Market Services Pty Ltd
	Director	Snowtown Wind Farm Stage 2 Pty Ltd
	Director	Scarlett Limited (In Liquidation)
	Director	Dundonnell Wind Farm Pty Ltd
	Director	Wingeel Wind Farm Pty Ltd
	Director	Church Lane Wind Farm Pty Ltd
	Director	Salt Creek Wind Farm Pty Ltd
	Director	Blayney and Crookwell Windfarm Pty Ltd
	Director	Rye Park Renewable Energy Pty Ltd
	Director	Waddi Wind Farm Pty Ltd
Director	Dysart 1 Pty Ltd	
Director	Nebo 1 Pty Ltd	
Contractor	Australian Renewable Energy Agency Advisory Panel	

INFORMATION USED BY DIRECTORS

During the financial year there were no notices from Directors of the Company requesting to disclose or use Company information received in their capacity as Directors which would not otherwise have been available to them.

DIRECTORS HOLDING OFFICE AND THEIR REMUNERATION

During the year to 31 March 2017 each of the directors was appointed a director of Trustpower (15 July 2016).

The Directors holding office as at 31 March 2017 and during the year to 31 March 2017 are listed below. The total amount of the remuneration and other benefits received by each Director during the financial year, and responsibility held, is listed next to their names.

Director	Base Fee	Standing Committees	One-off for Demerger	Total Remuneration	Responsibility Held
Richard Hammond Aitken	\$80,000		\$12,000	\$92,000	Independent Director
Alan Norman Bickers	\$80,000		\$12,000	\$92,000	Non-executive Director
Marko Bogoevski	\$80,000		\$12,000	\$92,000	Non-executive Director
Ian Samuel Knowles	\$80,000	\$10,000	\$30,000	\$120,000	Independent Director Member of Audit and Risk Committee Member of Share Buyback Committee
Susan Ruth Peterson	\$80,000		\$24,000	\$104,000	Independent Director Member of Audit and Risk Committee
Paul Morton Ridley-Smith	\$175,000		\$48,000	\$223,000	Chairman Non-executive Director Member of Remuneration Committee Member of Share Buyback Committee
Geoffrey Jon Campbell Swier	\$80,000	\$45,000	\$12,000	\$137,000	Independent Director Chairman of Audit and Risk Committee Member of Remuneration Committee

CHIEF EXECUTIVE'S REMUNERATION

During the year the total remuneration for the Chief Executive was as follows:

	Year ended 31 March 2017 \$	Year ended 31 March 2016 \$
Base Salary	898,058	898,058
Kiwisaver contribution	51,640	39,497
Short term incentives	381,825	405,655
Long Term incentives	92,665	-
One-off bonus for demerger	323,750	-
Total	1,747,939	1,343,210

Short term incentives are paid based on achievement of company profitability and operating targets.

The long-term incentive is based on Trustpower's total shareholder return over a three year period and includes the amount paid this year plus a recognition of the current value of future payments less amounts recognised but not paid in prior years. A portion of the Chief Executive's long-term incentive was used to acquire 10,000 shares @\$7975 on 31 May 2016. These shares were issued by the Company from treasury stock.

INDEMNIFICATION AND INSURANCE OF DIRECTORS AND EXECUTIVES

During the financial year the Company paid insurance premiums in respect of Directors' and certain executive employees' liability insurance, as permitted by the Company's Constitution and the Companies Act 1993. The policies do not specify the premium for individuals. This insurance extends to Directors and certain executive employees acting in the capacity of a director or on behalf of a subsidiary or related company.

The Directors' and executive employees' liability insurance provides cover against costs and expenses involved in defending legal actions and any resulting payments arising from a liability to persons (other than the Company or a related body corporate) incurred in their capacity as director or executive employee unless the conduct involves a wilful breach of duty or an improper use of inside information or position to gain advantage.

The Company has entered into deeds of indemnity in respect of each Director, the Chief Executive, Chief Financial Officer and Company Secretary, General Manager Strategy and Growth, General Manager Generation, General Manager Customer Operations, General Manager Business Solutions and Technology, General Manager People and Culture, and General Manager Markets whereby each such director and executive employee is indemnified against the types of liability and costs described above, as permitted by the Company's Constitution and the Companies Act 1993.

The Company has also entered into deeds of indemnities with certain Trustpower officers acting as representatives on boards of other entities.

SUBSIDIARY COMPANY DIRECTORS

Set out below are details of the Directors of Trustpower's subsidiaries as at 31 March 2017.

Director as at 31 March 2017	Trustpower Group Company
Paul Morton Ridley-Smith	King Country Energy Limited
Alan Norman Bickers	Trustpower Insurance Limited
Geoffrey Jon Campbell Swier	GSP Energy Pty Ltd
Vincent James Hawksworth	Trustpower Metering Limited Trustpower Insurance Limited Hopsta Limited (formerly Energy Direct NZ Limited) King Country Energy Holdings Limited GSP Energy Pty Ltd King Country Energy Limited

No directors' fees or other benefits were paid in relation to these directorships during the financial year. The remuneration and other benefits received by employees acting as directors of subsidiaries during the financial year is disclosed in the relevant bandings for employee remuneration.

GENERAL NOTICE OF INTERESTS BY DIRECTORS OF SUBSIDIARY COMPANIES

Director	Interest	Entity
Paul Morton Ridley-Smith*		
Alan Norman Bickers*		
Geoffrey Jon Campbell Swier*		
Vincent James Hawksworth	Chief Executive	Trustpower Limited

*Refer General Notice of Interests by Directors

INFORMATION USED BY DIRECTORS OF SUBSIDIARIES

During the financial year there were no notices from directors of subsidiary companies requesting to disclose or use subsidiary company information received in their capacity as directors which would not otherwise have been available to them.

EMPLOYEE REMUNERATION

During the financial year the number of employees or former employees (including employees holding office as directors of subsidiaries) who received remuneration and other benefits in their capacity as employees of the Company and its subsidiaries, the value of which was or exceeded \$100,000 per annum was as follows:

Remuneration ranges	Current employees	Discontinued employees	Total
\$100,000 - 109,999	20	2	22
\$110,000 - 119,999	25	-	25
\$120,000 - 129,999	13	2	15
\$130,000 - 139,999	19	-	19
\$140,000 - 149,999	10	2	12
\$150,000 - 159,999	7	-	7
\$160,000 - 169,999	8	2	10
\$170,000 - 179,999	1	1	2
\$180,000 - 189,999	6	3	9
\$190,000 - 199,999	1	-	1
\$200,000 - 209,999	3	-	3
\$210,000 - 219,999	2	-	2
\$220,000 - 229,999	2	-	2
\$230,000 - 239,999	-	-	-
\$240,000 - 249,999	3	1	4
\$250,000 - 259,999	3	-	3
\$260,000 - 269,999	1	-	1
\$270,000 - 279,999	1	-	1
\$280,000 - 289,999	1	-	1
\$290,000 - 299,999	-	-	-
\$300,000 - 309,999	1	-	1
\$330,000 - 339,999	-	1	1
\$420,000 - 429,999	2	-	2
\$470,000 - 479,999	1	-	1
\$480,000 - 489,999	1	-	1
\$540,000 - 549,999	1	-	1
\$630,000 - 639,999	-	1	1
\$670,000 - 679,999	1	-	1
\$820,000 - 829,999	-	1	1
\$1,740,000 - 1,749,999	1	-	1

DIRECTORS' TRANSACTIONS AND RELEVANT INTERESTS IN SECURITIES OF THE COMPANY

The relevant interests of Directors in securities of the Company as at 31 March 2017 are listed below.

Director	Class of Security	Interests in Trustpower Limited		Interests in Associated Companies	
		Number Held at 31 March 2017	Number Held at 31 March 2016	Infratil Limited Number Held at 31 March 2017	Tilt Renewables Limited Number Held at 31 March 2017
RH Aitken (beneficial)	Ordinary Shares	27,576	27,576	2,097	27,576
AN & EJ Bickers (beneficial)	Ordinary Shares	6,102	6,102	9,560	16,102
	Bonds			20,000	
M Bogoievski (beneficial)	Ordinary Shares	26,318	26,318	1,618,299	26,318
IS Knowles (beneficial)	Ordinary Shares	42,716	42,716	60,000	42,716
	Bonds			50,000	
SR Peterson	Ordinary Shares	-	-	-	-
PM Ridley-Smith	Ordinary Shares	-	-	38,256	-
Maclagen Pty Ltd as Trustee for the Swier Family Trust (beneficial)	Ordinary Shares	63,846	63,846	-	63,846

The Company was not advised of any security transactions in the Company by any Director during the year.

SECURITY HOLDER INFORMATION

SUBSTANTIAL SECURITY HOLDERS

The Company's register of substantial security holders, prepared in accordance with Section 35C of the Securities Markets Act 1988 recorded the following information as at 4 May 2017.

As at 4 May 2017, Trustpower Limited had 312,973,000 ordinary shares on issue.

Security Holder	Class of Security	Number
Infratil Limited	Shares	159,742,389
TECT Holdings Limited	Shares	83,878,838

SPREAD OF HOLDERS AS AT 4 MAY 2017

SHARES	HOLDERS	%	SHARES	%
1 to 999	1,684	13.31%	794,844	0.25%
1,000 to 1,999	2,081	16.44%	2,523,502	0.81%
2,000 to 4,999	7,437	58.77%	17,974,447	5.74%
5,000 to 9,999	900	7.11%	5,758,183	1.84%
10,000 to 49,999	496	3.92%	8,612,030	2.75%
50,000 to 99,999	30	0.24%	2,077,045	0.66%
100,000 to 499,999	14	0.11%	2,927,518	0.94%
500,000 to 999,999	4	0.03%	3,576,849	1.14%
1,000,000 plus	9	0.07%	268,728,582	85.87%
	12,655	100.00%	312,973,000	100.00%

SUBORDINATED BONDS	HOLDERS	%	SUBORDINATED BONDS	%
1 to 4,999	–	0.00%	–	0.00%
5,000 to 9,999	357	15.60%	1,991,000	1.74%
10,000 to 49,999	1,604	70.04%	30,180,000	26.44%
50,000 to 99,999	221	9.65%	12,731,000	11.15%
100,000 to 499,999	92	4.02%	12,749,000	11.17%
500,000 to 999,999	4	0.17%	2,279,000	2.00%
1,000,000 plus	12	0.52%	54,233,000	47.50%
	2,290	100.00%	114,163,000	100.00%

SENIOR BONDS	HOLDERS	%	SENIOR BONDS	%
1 to 4,999	–	0.00%	–	0.00%
5,000 to 9,999	372	11.63%	2,049,000	0.78%
10,000 to 49,999	2,141	66.95%	41,811,000	15.91%
50,000 to 99,999	434	13.57%	24,218,000	9.22%
100,000 to 499,999	211	6.60%	30,637,000	11.66%
500,000 to 999,999	10	0.31%	6,126,000	2.33%
1,000,000 plus	30	0.94%	157,931,000	60.10%
	3,198	100.00%	262,772,000	100.00%

SHARES	HOLDERS	%	SHARES	%
New Zealand	12,377	97.80%	312,226,453	99.76%
Australia	187	1.48%	549,997	0.18%
United Kingdom	30	0.24%	49,167	0.02%
United States of America	17	0.13%	30,064	0.01%
Other	44	0.35%	117,319	0.03%
	12,655	100.00%	312,973,000	100.00%

SUBORDINATED BONDS	HOLDERS	%	SUBORDINATED BONDS	%
New Zealand	2,290	100.00%	114,163,000	100.00%
	2,290	100.00%	114,163,000	100.00%

SENIOR BONDS	HOLDERS	%	SENIOR BONDS	%
New Zealand	3,188	99.69%	262,362,000	99.84%
Australia	2	0.06%	170,000	0.06%
United Kingdom	2	0.06%	65,000	0.03%
United States of America	1	0.03%	65,000	0.03%
Other	5	0.16%	110,000	0.04%
	3,198	100.00%	262,772,000	100.00%

VOTING RIGHTS

Every shareholder present in person, by proxy or by representative, on a vote by voices or a show of hands has one vote, and on a poll has one vote for each fully paid share held. Shares held as treasury stock do not have voting rights.

STOCK EXCHANGE LISTING

The Company's shares are listed on the NZSX and its senior and subordinated bonds are listed on the NZDX.

CURRENT CREDIT RATING STATUS

Trustpower does not currently have an external credit rating.

CURRENT NZX WAIVERS

As part of the Demerger process, NZX has granted waivers dated 28 November 2016 from NZX Listing Rules 10.4.2 and 10.3.1, specifically a waiver from:

- NZX Main Board / Debt Market Listing Rule (Rule) 10.4.2, to the extent that TPW is required to deliver to NZX, and make available to Quoted Security holders, a half-year report for the six month period ending 30 September 2016, on or before 31 December 2016; and
- Rule 10.3.1, to the extent that TPW is required to release a preliminary announcement through NZX pursuant to Rule 10.3.2, in the manner prescribed by Rule 10.2, as soon as the Material Information is available, and in any event, before the release of each half-year report and not later than 29 November 2016.

NZX has also granted a ruling in relation to Listing Rule 5.2.3 that it considers that each of Tilt Renewables and Trustpower will have a spread of security holders which is sufficient to ensure that there is a sufficiently liquid market in the Tilt Renewables Shares and Trustpower Shares, respectively, for the purposes of NZX Listing Rule 5.2.3. This ruling allows each of Tilt Renewables and Trustpower to replicate the shareholdings that existed in Trustpower immediately prior to the Demerger.

NZX DISCIPLINARY ACTION

There has been no action taken by NZX in relation to the Company under Listing Rule 5.4.2.

LARGEST SECURITY HOLDERS (AS AT 4 MAY 2017)

RANK	HOLDER NAME	SHARES	%
1	Infratil Limited	159,742,389	51.04%
2	TECT Holdings Limited	83,878,838	26.80%
3	Custodial Services Limited	8,195,755	2.62%
4	HSBC Nominees (New Zealand) Limited*	6,099,903	1.95%
5	Citibank Nominees (New Zealand) Limited*	3,520,020	1.12%
6	Accident Compensation Corporation*	3,106,823	0.99%
7	TEA Custodians Limited*	1,840,603	0.59%
8	BNP Paribas Nominees (NZ) Limited*	1,474,720	0.47%
9	Forsyth Barr Custodians Limited	1,080,430	0.35%
10	PT (Booster Investments) Nominees Limited	975,915	0.31%
11	JBWERE (NZ) Nominees Limited	817,816	0.26%
12	Guardian Nominees NO 2 Limited*	668,408	0.21%
13	Public Trust Class 10 Nominees Limited*	462,177	0.15%
14	FNZ Custodians Limited	458,683	0.15%
15	New Zealand Depository Nominee Limited	374,544	0.12%
16	ASB Nominees Limited	370,274	0.12%
17	New Zealand Permanent Trustees Limited*	326,807	0.10%
18	Brett Anthony Hart	304,000	0.10%
19	Brett Anthony Hart + Lynn Marion Fitness + Judith Louise Burney	300,000	0.10%
20	National Nominees New Zealand Limited*	230,750	0.07%
		274,228,855	87.62%

* These names are registered in the name of New Zealand Central Securities Depository Limited.

DIRECTORY

BOARD OF DIRECTORS

Paul M Ridley-Smith – Chairman
 Richard H Aitken
 Alan N Bickers
 Marko Bogoievski
 I Sam Knowles
 Susan R Peterson
 Geoffrey JC Swier

REGISTERED OFFICE

Trustpower Building
 108 Durham Street
 Tauranga 3110

POSTAL ADDRESS

Private Bag 12023
 Tauranga Mail Centre
 Tauranga 3110
 Telephone: 07 572 9800
 Facsimile: 07 572 9825

EMAIL ADDRESS

trustpower@trustpower.co.nz

AUDITORS

PricewaterhouseCoopers
 188 Quay Street
 Auckland 1142

SHARE REGISTRAR

Computershare Investor Services
 Limited
 159 Hurstmere Road
 Takapuna
 Private Bag 92119
 Auckland 1142
 Telephone: 09 488 8700
 Facsimile: 09 488 8787

Shareholders with enquiries about transactions, change of address or dividend payments should contact the Share Registrar.

STOCK EXCHANGE LISTING

New Zealand Exchange Limited
 Level 2 NZX Centre
 11 Cable Street
 Wellington 6011

WEBSITE

www.trustpower.co.nz

FINANCIAL CALENDAR

Annual Meeting
 First quarter operating information
 Payment September bond interest
 Second quarter operating information
 Half year announcement
 Record date interim dividend
 Payment interim dividend
 Payment December bond interest
 Third quarter operating information
 Payment of March bond interest
 Fourth quarter operating information
 Full year announcement
 Record date of final dividend
 Payment date of final dividend
 Payment of June bond interest
 Annual Report due

25 July 2017
 14 July 2017
 15 September 2017
 16 October 2017
 6 November 2017
 24 November 2017
 8 December 2017
 15 December 2017
 22 January 2018
 15 March 2018
 16 April 2018
 14 May 2018
 1 June 2018
 15 June 2018
 15 June 2018
 30 June 2018



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