

IN THE AUSTRALIAN COMPETITION TRIBUNAL  
AGL ENERGY LIMITED

of 2014

RE: PROPOSED ACQUISITION OF MACQUARIE GENERATION (A CORPORATION  
ESTABLISHED UNDER THE ENERGY SERVICES CORPORATIONS ACT 1995  
(NSW))

ANNEXURE CERTIFICATE

This is the annexure marked "MB12" annexed to the statement of MARK TROY BROWNFIELD  
dated 21 March 2014

Annexure MB12

Filed on behalf of (name & role of party)	AGL Energy Limited		
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[Form approved 01/08/2011]

**Annexure MB12**

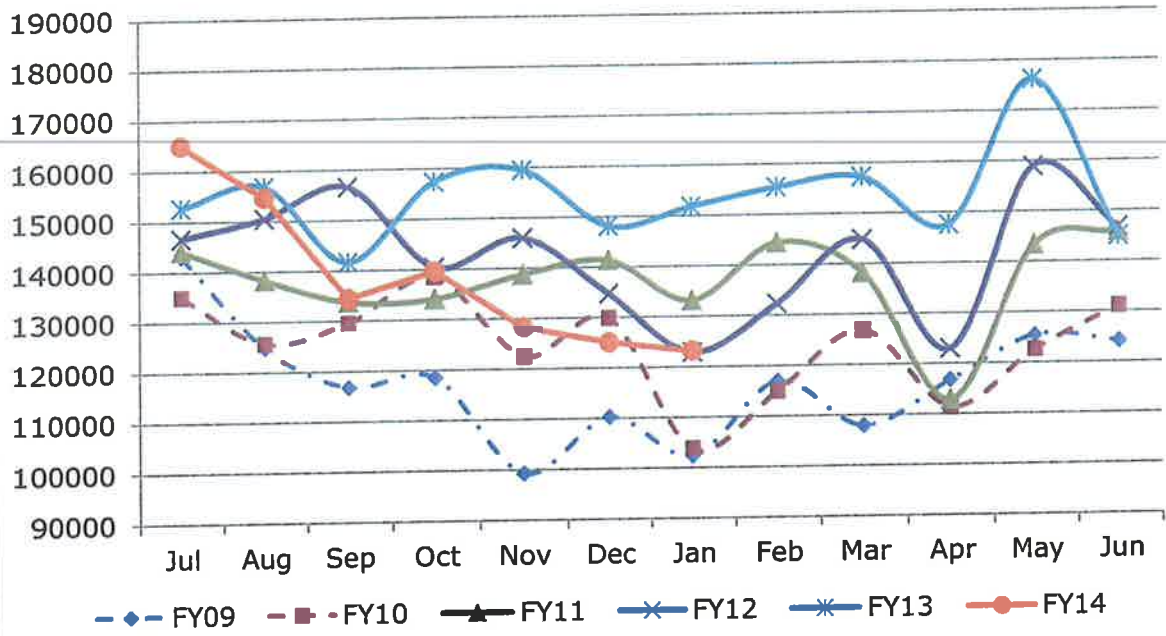
**National electricity market churn data (all retailers)**

The data below shows completed electricity residential and small business customer churn for all retailers combined, for FY09 to FY14 (FY14 shows data to January 2014 inclusive), by region and nationally. The source of the data is AGL, based on AEMO data.

**1. NATIONAL (ALL RETAILERS)**

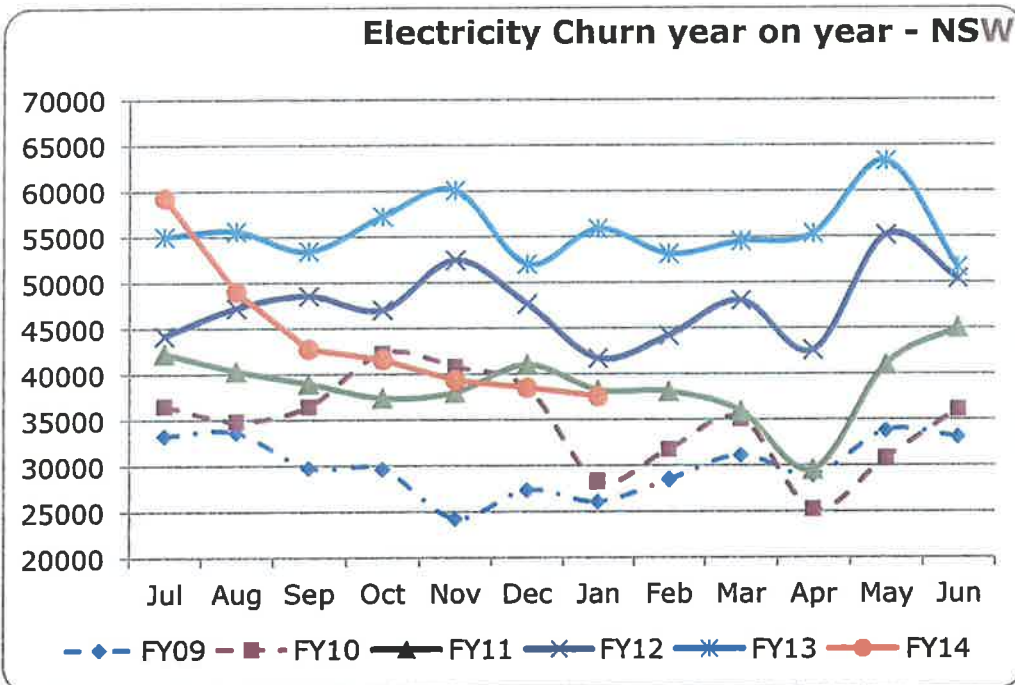
	<b>FY09</b>	<b>FY10</b>	<b>FY11</b>	<b>FY12</b>	<b>FY13</b>	<b>FY14</b>
<b>Jul</b>	143,130	135,018	144,210	146,725	152,707	165,105
<b>Aug</b>	124,899	125,764	138,289	150,535	156,863	154,682
<b>Sep</b>	116,853	129,613	133,784	156,660	141,721	134,484
<b>Oct</b>	118,563	138,525	134,170	140,536	157,416	139,700
<b>Nov</b>	99,328	122,631	138,752	146,065	159,588	128,321
<b>Dec</b>	110,330	129,946	141,402	134,731	148,209	125,120
<b>Jan</b>	102,393	103,868	133,222	123,006	151,839	123,239
<b>Feb</b>	117,048	114,995	144,463	132,361	155,437	-
<b>Mar</b>	108,026	126,820	138,263	144,896	157,278	-
<b>Apr</b>	116,823	111,545	112,903	123,040	147,680	-
<b>May</b>	125,573	122,732	143,460	158,988	176,317	-
<b>Jun</b>	124,277	131,205	145,953	146,794	145,017	-
<b>FY</b>	<b>122,498</b>	<b>112,950</b>	<b>152,950</b>	<b>183,501</b>	<b>183,490</b>	<b>92,358</b>

### Electricity Churn year on year - National



2. **NEW SOUTH WALES (ALL RETAILERS)**

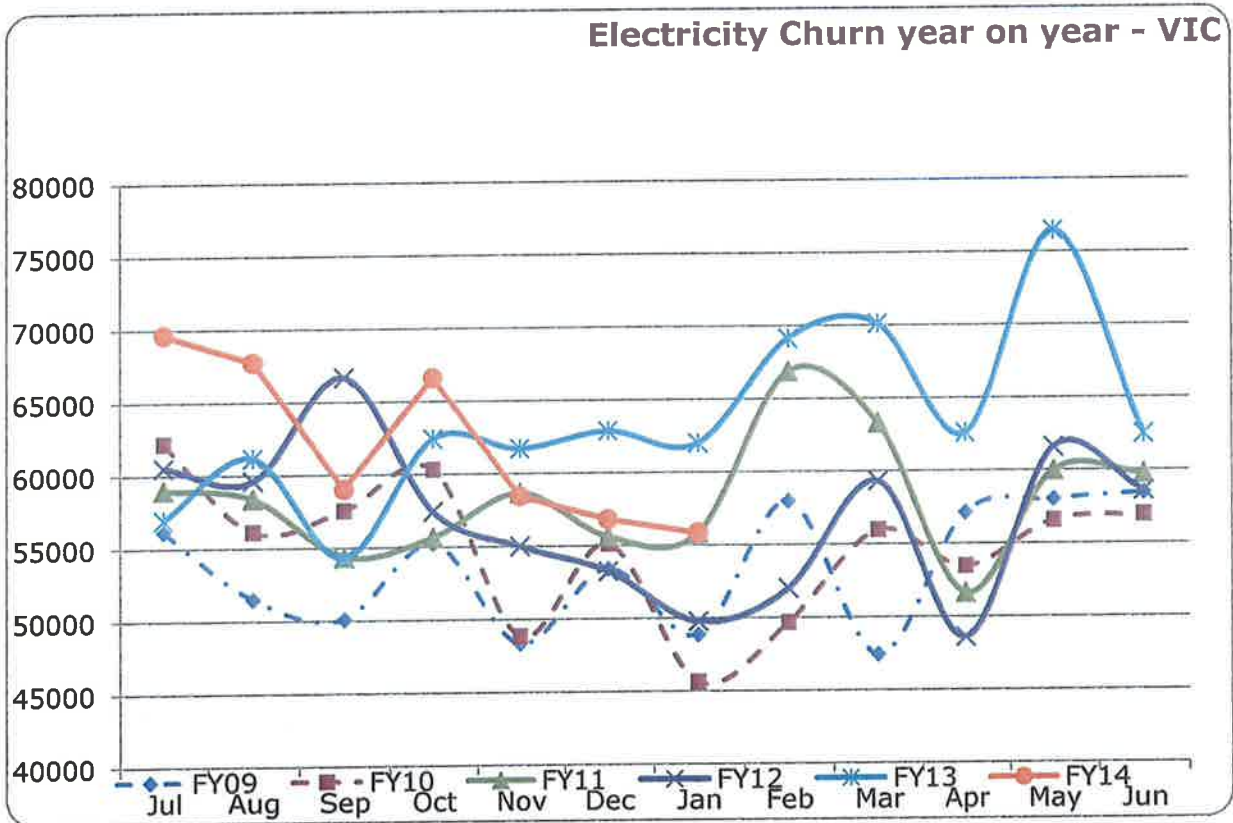
	FY09	FY10	FY11	FY12	FY13	FY14
<b>Jul</b>	33,290	36,541	42,282	44,196	55,028	59,301
<b>Aug</b>	33,624	34,859	40,352	47,242	55,608	49,042
<b>Sep</b>	29,772	36,463	38,952	48,552	53,432	42,768
<b>Oct</b>	29,601	42,310	37,356	47,006	57,231	41,592
<b>Nov</b>	24,242	40,817	37,961	52,482	60,102	39,329
<b>Dec</b>	27,313	38,466	41,009	47,658	52,021	38,508
<b>Jan</b>	26,060	28,300	38,222	41,752	55,846	37,551
<b>Feb</b>	28,453	31,790	38,056	44,220	53,151	-
<b>Mar</b>	31,111	35,114	35,914	48,035	54,480	-
<b>Apr</b>	28,925	25,232	29,539	42,604	55,332	-
<b>May</b>	33,808	30,831	40,990	55,173	63,272	-
<b>Jun</b>	33,127	36,109	45,023	50,399	51,657	-
<b>FY</b>	<b>359,326</b>	<b>416,832</b>	<b>465,656</b>	<b>569,319</b>	<b>667,160</b>	<b>308,091</b>



3. **VICTORIA (ALL RETAILERS)**

	FY09	FY10	FY11	FY12	FY13	FY14
<b>Jul</b>	56,127	62,187	58,985	60,536	56,926	69,652

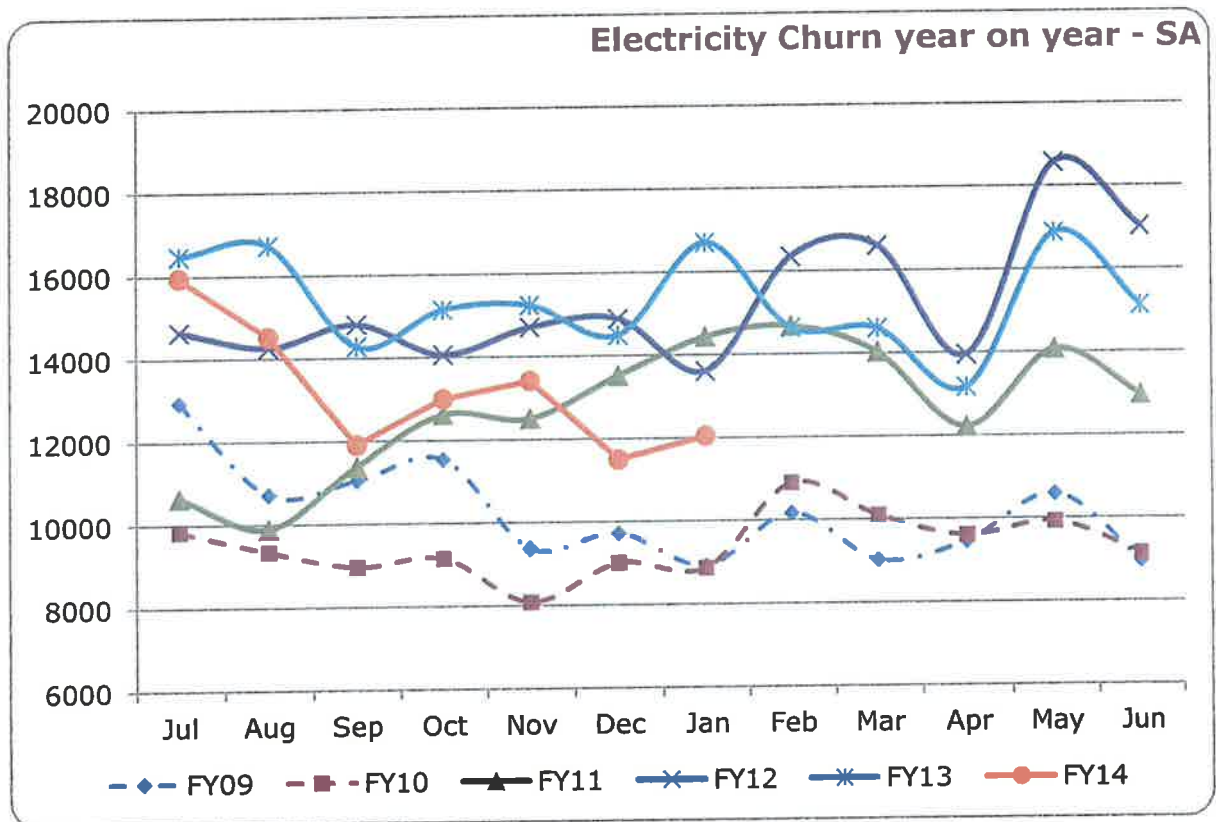
<b>Aug</b>	51,484	56,111	58,369	59,619	61,156	67,757
<b>Sep</b>	50,083	57,542	54,362	66,693	54,263	59,015
<b>Oct</b>	55,230	60,333	55,651	57,433	62,410	66,629
<b>Nov</b>	48,341	48,848	58,653	55,010	61,718	58,440
<b>Dec</b>	53,415	55,125	55,625	53,240	62,868	56,807
<b>Jan</b>	48,858	45,612	55,826	49,778	61,999	55,842
<b>Feb</b>	57,978	49,665	66,866	51,983	69,141	-
<b>Mar</b>	47,433	55,977	63,297	59,314	70,116	-
<b>Apr</b>	57,116	53,464	51,609	48,595	62,587	-
<b>May</b>	58,001	56,583	59,975	61,597	76,449	-
<b>Jun</b>	58,446	56,937	59,755	58,565	62,485	-
<b>FY</b>	<b>642,512</b>	<b>658,384</b>	<b>698,973</b>	<b>682,363</b>	<b>762,118</b>	<b>434,142</b>



4. **SOUTH AUSTRALIA (ALL RETAILERS)**

	FY09	FY10	FY11	FY12	FY13	FY14
<b>Jul</b>	12,941	9,829	10,645	14,650	16,470	15,948
<b>Aug</b>	10,722	9,343	9,893	14,264	16,724	14,521

<b>Sep</b>	11,052	8,973	11,382	14,813	14,282	11,914
<b>Oct</b>	11,540	9,156	12,617	14,068	15,147	13,003
<b>Nov</b>	9,375	8,084	12,501	14,707	15,239	13,418
<b>Dec</b>	9,711	9,013	13,515	14,893	14,492	11,506
<b>Jan</b>	8,932	8,878	14,435	13,613	16,707	12,048
<b>Feb</b>	10,171	10,898	14,677	16,350	14,642	-
<b>Mar</b>	9,029	10,098	14,029	16,598	14,610	-
<b>Apr</b>	9,466	9,605	12,218	13,956	13,172	-
<b>May</b>	10,592	9,926	14,073	18,566	16,882	-
<b>Jun</b>	8,967	9,147	12,965	17,023	15,123	-
<b>FY</b>	<b>122,498</b>	<b>112,950</b>	<b>152,950</b>	<b>183,501</b>	<b>183,490</b>	<b>92,358</b>



**5. SOUTHEAST QUEENSLAND (ALL RETAILERS)**

	FY09	FY10	FY11	FY12	FY13	FY14
<b>Jul</b>	40,772	26,461	32,298	27,343	24,283	20,204
<b>Aug</b>	29,069	25,451	29,675	29,410	23,375	23,362

<b>Sep</b>	25,946	26,635	29,088	26,602	19,744	20,787
<b>Oct</b>	22,192	26,726	28,546	22,029	22,628	18,476
<b>Nov</b>	17,370	24,882	29,637	23,866	22,529	17,134
<b>Dec</b>	19,891	27,342	31,253	18,940	18,828	18,299
<b>Jan</b>	18,543	21,078	24,739	17,863	17,287	17,798
<b>Feb</b>	20,446	22,642	24,864	19,808	18,503	-
<b>Mar</b>	20,453	25,631	25,023	20,949	18,072	-
<b>Apr</b>	21,316	23,244	19,537	17,885	16,589	-
<b>May</b>	23,172	25,392	28,422	23,652	19,714	-
<b>Jun</b>	23,737	29,012	28,210	20,807	15,752	-
<b>FY</b>	<b>282,907</b>	<b>304,496</b>	<b>331,292</b>	<b>269,154</b>	<b>237,304</b>	<b>136,060</b>

