

INDEPENDENT PRICING AND REGULATORY TRIBUNAL

PUBLIC FORUM  
INTO  
AGLGN RESPONSE TO IPART DRAFT DECISION 2006-2010

Tribunal Members

Mr Michael Keating AC - Chairman  
Mr James Cox  
Ms Cristina Cifuentes

Held at the Grace Hotel,  
York Street, Sydney, NSW, 2000

On Friday, 11 February 2005, at 9.30am

1 MR KEATING: Ladies and gentlemen, my name is Michael  
2 Keating and I am the new Chairman of the Independent  
3 Pricing and Regulatory Tribunal. This is not quite my  
4 first hearing, but it is almost my first hearing of the  
5 tribunal.

6  
7 The other tribunal members are Jim Cox, who for some  
8 reason has decided to sit down the back, and Cristina  
9 Cifuentes, who has also decided to sit down the back, and  
10 there are a number of staff from the secretariat here, in  
11 particular Ruth Lavery on my right, who heads the gas team.

12  
13 The purpose of today's meeting is for AGL Gas Networks  
14 to make a presentation on the content of its response to  
15 the tribunal's draft decision on their proposed access  
16 arrangement and, as I hope you are all aware, AGLGN's  
17 written response was received by the tribunal on Tuesday  
18 and has been on the tribunal's web site since then.

19  
20 The purpose of today really is to give AGLGN an  
21 opportunity to present its response and to provide an  
22 opportunity for questions from the rest of us seeking  
23 clarification. I don't think today is really the day to  
24 debate that response, if I can put it that way. The  
25 tribunal for its part is still actually reading the  
26 response and digesting it and we have not formed any views  
27 at this stage on the detailed content of the report. For  
28 that reason there will be another opportunity for the  
29 tribunal to hear stakeholders' views where there may be  
30 more debate, but that is slightly down the track. So this  
31 meeting is really to enable all of us to better understand  
32 AGL Gas Network's views and we will dispute them, if need  
33 be, later on.

34  
35 The main business of the day will be that David  
36 Pringle will make a presentation, then we will ask for  
37 questions from the floor. As you can see, there are a  
38 couple of microphones there for this purpose. The meeting  
39 you might also have noticed is being transcribed, so I  
40 would ask that speakers please clearly identify themselves  
41 before they speak and speak as clearly as possible for the  
42 transcribers.

43  
44 Before asking David to take the floor and make his  
45 presentation, Ruth Lavery will make some comments about  
46 process and the timetable.

47

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1 MS LAVERY: After this meeting we will be asking you to  
2 put in written submissions, which are due in on 28  
3 February, and we are aiming to put out the draft decision  
4 by the end of April, which makes it a fairly tight  
5 timetable, so it will be very difficult for us if you put  
6 your submissions in late. The 28th of February is the  
7 deadline for the submissions. After that, about a week  
8 later there will be another public meeting, which will be  
9 in the nature of a round table where we will discuss  
10 submissions and AGL's proposal in more detail.

11  
12 We are looking at putting the final decision out at  
13 the end of April, with a view to the new access arrangement  
14 commencing on 1 July.

15  
16 MR PRINGLE: The presentation today is really a summary of  
17 the submission that was lodged with IPART earlier in the  
18 week and I have got page references, or section references,  
19 as I go through on top of the slides. They are the  
20 references in the submission, so it is a summary of the  
21 submission. Having said that, though, I won't go into  
22 emphasising certain parts of the submission. I have no  
23 intention today to debate or explain the detailed analysis  
24 behind some of, for example, the WACC parameters. I am not  
25 qualified to do that and I don't think the audience would  
26 particularly want to debate about what WACC should be, but  
27 I will go through all the key issues and try to bring out  
28 the main points in our submission.

29  
30 Basically our submission is set out in four parts:  
31 There is an introduction, then the four parts after that.  
32 There are three areas of new information - and the new  
33 information we are bringing to the table are items we have  
34 been discussing right throughout this review. Section 3  
35 deals with new issues that have arisen during 2004. We put  
36 in our submission in December 2003 and really the whole  
37 2004 calendar year has been a process of negotiations.  
38 These are issues or circumstances that have arisen  
39 throughout the year which we didn't have the opportunity to  
40 put on the table in our original submission and although  
41 all those have been at least briefly mentioned over that  
42 12-month period, we have not had the opportunity to  
43 comprehensively present a case on those issues. That is  
44 what we have done in our submission.

45  
46 Section 4 just details a number of adjustments which  
47 we, or AGL, believes are required if the cost of service in

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1 that draft decision is to actually reflect the intent of  
2 the draft decision. I will go through each of those  
3 throughout the presentation. And, finally, section 5, we  
4 just list all the 38 amendments in the draft decision and  
5 summarise our position on each of those. I will not go  
6 through the 38 amendments today but I will go through those  
7 in the particular proposal that need adjustment.

8  
9 The three items of analysis we have been talking about  
10 for sometime which we are now bringing new material to the  
11 table on, the first one of those is the rate of return that  
12 has been allowed in the draft decision. Basically the work  
13 that we are talking about today, and the work that is  
14 summarised or spelt out in quite a bit of detail in our  
15 submission, is the result of the work that was done  
16 throughout 2004. Largely the original intent of that was  
17 to support AGL's presentation to the Victorian regulator in  
18 relation to their review of electricity pricing in Victoria  
19 but, having done that work and prepared a case for that, we  
20 thought obliged that not only should that be considered in  
21 the Victorian situation but it is just as relevant and  
22 should be considered in New South Wales.

23  
24 That is a body of work that we did not have done 12  
25 months ago. Some of the arguments are not new arguments  
26 but it is new evidence to support what we have been saying  
27 and some of those are new arguments completely that we  
28 weren't aware of when we put our case 12 months ago.

29  
30 The second body of evidence that we have summarised,  
31 or spelt out, in our submission is the position on the  
32 proposed write-down of the Wilton to Wollongong pipeline.  
33 The reason why we didn't put that case, or haven't put it  
34 comprehensively in the past, is that that whole issue of  
35 the write-down came up quite late in the review and AGL  
36 does not believe it has had the opportunity to  
37 comprehensively present that case. That is why it is  
38 coming to the table quite late, but it came up quite late  
39 in the review process.

40  
41 Thirdly, there is the position on ancillary charges.  
42 I believe that is a minor issue, but again quite late in  
43 the review process AGL was asked to explain and quantify  
44 its position on those ancillary charges. We attempted to  
45 do that but we realised there were some flaws in our case  
46 we had put and we have gone back and reviewed our  
47 position  
and come back with a new position on ancillary charges.

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1  
2 Ancillary charges I am not intending to talk about in  
3 detail today. It is spelt out in our submission and we are  
4 quite willing to deal with IPART, whoever, on the detail of  
5 what is said in our submission on that. It is not a  
6 significant issue that I will deal with further today.

7  
8 On the rate of return, in our original situation 12  
9 months ago we put forward a rate of return of 7.85 per  
10 cent. Throughout the 12-month period between when we put  
11 forward our submission and when IPART came out with its  
12 draft determination there had been quite a significant drop  
13 in real interest rates and although IPART did cut back on  
14 some of the parameters that we proposed, the basic reason  
15 or the prime driver for the drop between what we proposed  
16 and what IPART used in the draft decision is a drop in the  
17 real interest rates.

18  
19 AGL is coming back now proposing a slight increase in  
20 the proposed rate of return from what we put forward 12  
21 months ago but that really is a result of the body of  
22 evidence we talked about before in relation to what we had  
23 prepared throughout the 12-month period. Partly it is a  
24 restatement of what we put forward in our original analysis  
25 with more supporting documentation, some of those  
arguments  
26 we weren't aware of 12 months ago.

27  
28 That new body of evidence can really be broken down,  
29 those who have read that part of the report, we have used  
30 as a statistic the Monte Carlo analysis to try to quantify  
31 what the rate of return should be, and there is also quite  
32 a discussion on the various parameters. The Monte Carlo  
33 simulation is a recognition of what was put to us by  
34 Professor Stephen Gray from Queensland University, but  
what  
35 is behind it - and I think certainly IPART has recognised  
36 it in the past - is that the CAPM pricing model which is  
37 commonly used to determine the rate of return does not  
38 determine an exact number that says this is the rate of  
39 return. It estimates the rate of return and it can only do  
40 that within a reasonable range.

41  
42 There are a number of variables, each of which have  
43 been and will be debated at length, which go into  
44 determination of what the CAPM pricing will be, or the  
45 actual cost of capital, but each of those, or many of  
46 those, can only at best be estimated, particularly the  
47 market risk premium, beta and the cost of debt. Those

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1 variables can only be estimated within ranges.  
2  
3 What the Monte Carlo simulation does is basically  
4 recognise that there is a reasonable range for those  
5 variables, sets up a database, if you like, with a range  
6 for each, then samples; and the work that Professor Gray  
7 has done is sample those range of variables 10,000 times,  
8 then you come up with a range of possible estimates of what  
9 the rate of return or the WACC should be for the CAPM  
10 pricing model. Having done that, rather than coming up  
11 with a point estimate saying that WACC should be 7.75 or 6  
12 or whatever, it recognises that there is a distribution of  
13 what the range of WACC could be estimated at.  
14  
15 What AGL is proposing is that it is appropriate, once  
16 you've got that range, that the regulator would need to be  
17 at least 80 per cent confident that it is not  
18 underestimating the service provider's rate of return.  
19 Using that analysis and the parameters that AGL is  
20 proposing in its response, it comes out that to be  
21 80 per cent confident you need to have a 7.9 per cent real  
22 pre-tax rate of return. There is a quite detailed  
23 itemisation of how that works in our submission, and I  
24 don't intend to go any further into that today.  
25  
26 The obvious question, I think, then is why would you  
27 want to accept the 80 per cent confidence limit which  
28 I just spoke about a few minutes ago. It has been widely  
29 recognised in recent years that there are severe  
30 consequences of underinvestment. The Productivity  
31 Commission a number of times, the Federal Government, the  
32 Australian Competition Tribunal and the Supreme Court of  
33 Western Australia have all recognised that in recent  
34 papers, in recent decisions, that, basically, if you  
35 underestimate the rate of return, there are severe  
36 consequences of underinvestment. Basically, that deters  
37 future efficient investment which would otherwise be  
38 efficient, and the consequence of that is that future  
39 services to users and prospective users aren't adequately  
40 met; the right amount of capital won't be spent to continue  
41 to maintain the existing equipment; and economically viable  
42 expansions of the network just won't go ahead. From that,  
43 users in the longer term would suffer quite dramatically.  
44 The other consequence of that is just the long-term  
45 viability of service providers.  
46  
47 That position is basically summarised in the

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1 Productivity Commission's final report on the review of the  
2 Gas Access Regime which was handed down late last year.  
3 This is their proposed amendment to the Gas Access Regime  
4 for pricing principles. What they have recommended is:  
5  
6 Reference tariffs should be set so as to  
7 generate revenue for a reference service or  
8 services that is at least sufficient to  
9 meet the efficient costs of providing  
10 access to the reference service or  
11 services.

12  
13 Basically, they are saying that the consequences of getting  
14 it wrong, and the downside, are much more severe than  
15 overestimating the cost of providing the service.  
16

17 That is only the proposed amendment to the Gas Code;  
18 that is not the actual Gas Code that is operating today,  
19 but AGL would argue - and I believe it quite strongly -  
20 that that position is equally applicable to the current Gas  
21 Code, but just not spelt out as explicitly. But it is  
22 clear from sections 8.1 and 8.2 of the Gas Code that the  
23 regulator must consider the interests of users and  
24 prospective users of the network and also the service  
25 providers' legitimate business interests in determining  
26 what the rate of return and, indeed, reference tariffs are  
27 in an access arrangement review.  
28

29 Also, section 2.24 of the Gas Code says that the  
30 regulator may take into account any other relevant factor  
31 in determining the rate of return and the reference  
32 tariffs, and AGL would argue - again, I would agree quite  
33 strongly - that the recommendation of the Productivity  
34 Commission, although it is not law yet, is quite a relevant  
35 factor that should be considered in the determination of  
36 the reference tariffs in this access arrangement review.  
37

38 Moving off from the Monte Carlo analysis to the  
39 parameters, I said earlier, and I repeat, that I'm not  
40 going to go through and debate each of these parameters  
41 in  
42 detail, but there is quite a body of evidence in our  
43 submission arguing that, if anything, a value of nought for  
44 gamma is quite a reasonable, and indeed appropriate, level.  
45 Certainly gamma should be determined at the lower end of  
46 the range.

47 There is new evidence in that submission to say that

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1 beta should be set at 1. 1 is the exact value for beta  
2 that we proposed in our original submission in December  
3 2003. What we have in our submission is new evidence or a  
4 new body of work, or a summary of existing work to actually  
5 support that case.

6  
7 We also present new information in terms of what the  
8 allowance should be for debt margin. We present  
9 information based on data from Bloombergs, data from  
10 Westpac and a recent Snowy Hydro debt issue, and all of  
11 those three show that the actual rates of return, or the  
12 rates of return determined by those bodies are also  
13 something like 20 to 25 basis points higher than the rates  
14 of return put forward by CBA Spectrum. We based our  
15 original submission on CBA Spectrum analysis, or data  
16 published by them. We are now putting on the table that  
17 there are three other sets of data that say that that  
18 analysis is understated by a certain level.

19  
20 Finally, we present data in relation to the costs of  
21 debt or the debt hedging cost. In the numbers that we put  
22 forward in our original submission and the supporting  
23 documentation we talked about the need for an allowance for  
24 hedging debt, or inflation hedging the debt. When I wrote  
25 that up in the actual documentation, I left out the  
26 sentence that said that there should be an allowance for  
27 the debt hedging cost, and for that reason that wasn't  
28 considered in the draft decision. What AGL is saying now  
29 is that that oversight on my part should be corrected and  
30 there should be consideration of an allowance for the debt  
31 hedging costs.

32  
33 Moving on now to the second point of additional  
34 information that we have put in our submission that  
35 requires consideration. We only became aware that there  
36 was a serious consideration of writing down this pipeline  
37 very late in the process, but IPART has proposed in its  
38 draft decision that the value of the Wilton to Wollongong  
39 pipeline should be written down by a bit over \$2m, or about  
40 20 per cent of the value of that pipeline. AGL objects  
41 quite strongly to that proposal.

42  
43 The power to write down values of assets is allowed  
44 for in the Gas Code; quite clearly the Gas Code sets out  
45 that the regulator has the power to do that, but it is a  
46 discretionary power in the Gas Code. It says that the  
47 regulator may have a capital redundancy mechanism if it

1 chooses to do that, but the Gas Code goes on to say that if  
2 you have a capital redundancy mechanism, then it is  
3 mandatory that the regulator takes that mechanism into  
4 account in determining both the rate of return and also the  
5 economic life of the assets in the access arrangement.

6  
7 To AGL's knowledge - and I have canvassed a number of  
8 other service providers throughout Australia - if this  
9 proposal goes ahead, IPART would be unique in Australia in  
10 actually activating a capital redundancy mechanism for a  
11 gas distribution pipeline, which is not a problem in its  
12 own right, but if that does go ahead, it must be recognised  
13 that not only does it take \$2m off the value of AGL's  
14 network, but it increases the risk of all our investments,  
15 both our existing investments and our future investments.  
16 The current value is basically \$2bn, and it increases the  
17 risk of all that investment.

18  
19 If AGL were a service provider under these rules and  
20 incurred efficient investment - and there is no question at  
21 all that it was efficient investment when that money was  
22 spent - it must bear in mind that, through no fault of its  
23 own, the value of that could just be written off by the  
24 regulator in the future. As I think I said earlier, in  
25 doing that, AGL could find no evidence in the draft  
26 decision that that has been considered either in the rate  
27 of return or in the economic life of the assets.

28  
29 Also, on the write-down of the pipeline, AGL believe  
30 that in proposing that write-down IPART has not considered  
31 the real roles that that pipeline does play. It plays a  
32 role in transporting gas from point to point, from Wilton  
33 to Wollongong, that is clearly recognised. But it also  
34 plays a critical role in providing security of supply to  
35 the whole Wollongong region. So it is not only those  
36 customers or sections of the market who are sourced  
37 directly through that Wilton to Wollongong pipeline, it  
38 also supplies security of supply to all customers in  
39 Wollongong, including those who get their gas from the EGP,  
40 from Victoria. If there was to be any problem at all in  
41 the EGP pipeline, those customers would have no supply at  
42 all if it wasn't for that Wilton to Wollongong pipeline, so  
43 it does play a valuable role. By writing down the value  
44 and assuming the pipeline is much smaller than it actually  
45 is completely ignores the role that that plays.

46  
47 That security of supply function is not only something

1 that may happen at some time in the future if there is a  
2 major problem; on a daily basis, the EGP only delivers  
3 certain agreed amounts of gas to the majority of its  
4 customers. I think there is one customer to which it  
5 delivers actual volume, but to the others it delivers only  
6 what was nominated. So very regularly that Wilton to  
7 Wollongong pipeline is used to provide gas to those other  
8 customers who are supplied gas from the EGP on those days  
9 when there is a shortfall on EGP deliveries. That role,  
10 from what we could see, hasn't been considered at all in  
11 the proposal to write down the pipeline.

12  
13 Thirdly, the other bit of evidence which we put  
14 forward in our submission in relation to why that pipeline  
15 should be written down is that the Wollongong pipeline is  
16 supposedly valued at DORC, and we accept that the value of  
17 DORC was determined some years ago, but when that DORC  
18 was  
19 determined - depreciation of replacement cost - that was  
20 determined based on an exercise of trying to value the  
21 whole network, and there was no real analysis done to  
22 determine what the value of that 30km section of pipeline  
23 was.

24 Although the analysis is quite reasonable if you're  
25 trying to value 20,000km of network, it doesn't represent  
26 the true replacement cost of that 30km section of pipeline,  
27 which is over quite difficult topography, through border  
28 catchment areas and down through the Wollongong  
29 escarpment.

30 We had Norm Bakker, who is quite a respected engineer, do a  
31 study of what the actual replacement cost of that pipeline  
32 would be, given its actual characteristics, and his report,  
33 as presented in our submission, showed that the actual  
34 replacement cost is significantly above the theoretical  
35 replacement cost if you just use the average construction  
36 rates for the whole of the network.

37 That is an argument that we had put to IPART earlier  
38 without Norm Bakker's supporting evidence and IPART in  
39 their draft decision put the view that to consider that  
40 would actually be a re-evaluation of the DORC. AGL just  
41 cannot accept that argument. All we are saying is that it  
42 is a relevant factor that needs to be considered in  
43 determining whether the value of the pipeline should be  
44 written down or not.

45  
46 Moving on, section 3 of our submission deals with a  
47 number of new issues that have actually arisen in the last

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1 12 months. These are issues that AGL was not and could not  
2 have been aware of when it put forward its submission  
3 12 months ago. The first of those is the government  
4 water-saving measures as a consequence of the water supply  
5 issue in Sydney that seems to be getting worse daily, apart  
6 from all the rain.

7  
8 The New South Wales Government back in October  
9 announced that it was going to propose new water-saving  
10 measures, and there were more details of that that weren't  
11 released until December 2004, virtually the same time as  
12 the draft decision was released. AGL is also aware that  
13 that could have significant impacts on our forecast sales,  
14 because quite a deal of our sales to the domestic market or  
15 the residential market are actually in heating hot water.  
16 So if they use less hot water, they use less gas, simple as  
17 that. So we contacted the Institute for Sustainable  
18 Futures who were at least one, if not the primary,  
19 contractor involved in helping the government develop that  
20 water strategy to help us quantify the impact of those  
21 measures on natural gas.

22  
23 Just to divert a little bit, before we put forward our  
24 submission, the State Government already had Basix in  
25 place, which are rules that require reducing energy and  
26 water consumption in new homes. We did some analysis and  
27 there was a quite lengthy debate, and I'm sure the IPART  
28 secretary people will recall quite vividly the debate  
29 between AGL and MMA in terms of what the impact of Basix  
30 would be.

31  
32 Both us and MMA at that point in time were trying to  
33 estimate what it would be, but neither of us had actual  
34 true information of that impact because it was a fairly new  
35 case. We were dealing with research papers, but we had  
36 difficulty trying to contact the people who had written  
37 those research papers to determine what the impact of Basix  
38 would be. One of the major, if not the major, sources of  
39 information that we were trying to quote was actually the  
40 Institute for Sustainable Futures. Both AGL and MMA had  
41 tried to contact that group but were unable to during that  
42 review process.

43  
44 Subsequent to that we were able to contact the  
45 Institute for Sustainable Futures and we discussed with  
46 them directly what the impact of both Basix and the  
47 metropolitan water strategy would be. What we did find,

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1 and were able to quantify with ISF's help, was that the  
2 government water-saving measures would reduce our forecast  
3 sales over the regulatory period by 700 terajoules, which  
4 was somewhat less than what we had thought the outcome  
5 would be, but in that same process we realised that AGL's  
6 estimate had actually overstated the impact of Basix by 500  
7 terajoules, so the net effect was only 200 terajoules  
8 which, in my argument, is not great; it is not as great as  
9 we thought it was going to be when we started down that  
10 process. But there is a body of work that has been done  
11 and we put that forward in a table which is summarised in  
12 our response.

13  
14 The next issue which we put forward for  
15 consideration - and we don't put forward in any detail - is  
16 AGL is likely to be required to spend quite an amount of  
17 money on making sure that our network or our trunk pipeline  
18 is not damaged by mines subsidence. That is an issue which  
19 may well cost AGL many millions of dollars, but it is also  
20 an issue which is subject to quite confidential commercial  
21 negotiations.

22  
23 So what AGL is proposing at this point in time,  
24 because it is very difficult to quantify how much money  
25 will be required over the next five-year period in relation  
26 to mines subsidence, is that that be included as a cost  
27 pass through event. So if AGL is required to spend a  
28 significant amount of money on mines subsidence, after that  
29 money has been spent and after it has been deemed prudent,  
30 after the event at the next annual review of prices that  
31 would be reflected in reference tariffs going forward.

32  
33 Similarly, in 2004, IPART themselves wrote a report to  
34 the DEUS recommending that guaranteed customer service  
35 standards be introduced in New South Wales, including  
36 guaranteed customer service standards for gas networks. It  
37 is not something that AGL factored into its consideration  
38 in 2003, and in very recent times DEUS has put forward an  
39 issues paper to actively go out and to actually put those  
40 in place. What AGL is seeking at this point in time is  
41 spelled out in our submission, which is that should that go  
42 ahead and if AGL is required to incur significant costs,  
43 those costs should be passed through. AGL's  
44 understanding - and I'm sure it's right - is that there is  
45 a similar provision for electricity distribution; they have  
46 the ability to pass those costs through. We're just  
47 seeking similar provisions for gas.

1  
2 I must also say that the cost of guaranteed customer  
3 service standards we don't envisage will be huge but we  
4 don't see why we can't pass those costs through.  
5  
6 Section 4 of our response actually deals with a number  
7 of adjustments which AGL believes, and I am sure we are on  
8 very strong grounds, need to be made to the cost of service  
9 as set out in the draft decision. The first one of those -  
10 for those again who have been following the review  
11 reasonably closely, the demand forecast, or the sales  
12 forecast, which AGL put forward last December, the actual  
13 demand forecast included in the draft decision actually has  
14 increased quite a bit in terms of the tariff sales  
15 forecast.

16  
17 The basic reason for that is that there has been a  
18 more optimistic view of the Sydney housing market and AGL  
19 was asked, or was required, to include an additional 35,000  
20 new customers on to its network. To put this in  
21 perspective, that 35,000 customers has more than doubled  
22 the size of the total Country Energy network and is almost  
23 half the size of the Canberra AGL distribution system. But  
24 the way the cost of service and the pricing is worked out  
25 in the draft decision, if taken literally the prices have  
26 reduced because that higher volume is included in there but  
27 there is no allowance at all for the additional capital and  
28 operating cost of servicing those additional 35,000  
29 customers.

30  
31 What AGL is proposing and has put forward in the  
32 response, and I would think it would be fairly incorrect  
33 not to accept, is that there should be some allowance for  
34 that additional market expansion. To model that, AGL has  
35 put forward what those costs should be, and all we have  
36 done is taken the methodology and the unit rates that have  
37 already been reviewed by Parsons Brinckerhoff and ECG and  
38 ultimately deemed prudent, or at least in the draft  
39 determination IPART has said they are prudent, we have just  
40 applied that methodology and those unit rates to the  
41 additional 35,000 customers. As I said a couple of times,  
42 we think it would be blatantly incorrect if that was not  
43 incorporated in the cost of service.

44  
45 The second item which we think is fairly significant  
46 and needs adjustment is that throughout the review process  
47 with ECG it became quite obvious that we needed something

1 like \$25m worth of capital expenditure that had been  
2 incurred directly for the AGL distribution system from our  
3 original submission. In its report ECG I am pretty sure  
4 said that was prudent and efficient expenditure or that  
5 that is the type of expenditure that would have been  
6 incurred by a prudent efficient operator, basically saying  
7 it is reasonable expenditure.

8  
9 That expenditure is acknowledged by IPART when it  
10 talks about past capital expenditure in its draft decision  
11 but it didn't go forward and actually make allowance for  
12 that in the cost of service. AGL put forward in its  
13 submission, and again I believe quite correctly, that it  
14 would be incorrect not to accept our position on that and  
15 include allowance for that prudent efficient expenditure.

16  
17 There are also three other adjustments that AGL in its  
18 detailed analysis of the draft decision - you will  
19 appreciate we went through it with a fine toothcomb, three  
20 other areas that we believe are not nearly as significant  
21 as the earlier ones but they are reasonable amounts of  
22 money and items that need to be corrected going forward.

23  
24 Two of those issues we put forward are actually to the  
25 detriment of AGL Gas Networks but we believed that the  
26 right thing to do was make the analysis and move it from  
27 there. They are depreciation of land, allowance for  
28 working capital and the capital supervision costs included  
29 in mains construction.

30  
31 Finally in our submission we actually run through each  
32 of the 38 amendments that IPART proposed in its draft  
33 decision and give our position on each of those. To do  
34 that briefly today, there are 24 amendments which we agree  
35 completely that they are acceptable and we will implement.  
36 Not all of those 24 amendments we agree are in the best  
37 interests of users and/or AGL, but we have agreed to  
38 implement those amendments. There are another five  
39 amendments which we agree to in principle but we are  
40 proposing fairly minor word changes which would clarify the  
41 meaning and we will deal with IPART directly on that. I am  
42 quite happy to discuss it but it is not something I propose  
43 to talk through today. They are fairly minor word changes  
44 to particular clauses in the draft decision.

45  
46 But there are nine amendments which we believe we just  
47 can't agree to implement without some further discussion or

1 further debate. Dealing with those nine amendments, the  
2 first five really relate to items that I have already  
3 spoken about earlier today. We can't agree with amendment  
4 7 in relation to demand forecasts. Basically because of  
5 the water saving issues we believe the forecast needs to be  
6 changed. Amendment 10 in terms of the roll forward of the  
7 asset base. Because of the omission of the capital  
8 expenditure and in particular the 35,000 additional  
9 customers, we can't agree with that amendment.

10  
11 We don't agree with amendment 11 in relation to rate  
12 of return. There are a couple of hundred pages explaining  
13 that, if you want to read it.

14  
15 Again, we don't agree with amendment 12 on non capital  
16 costs, and that is exactly the same point, the major point  
17 on the roll forward of assets base, that there is no  
18 allowance there for the additional operating costs for  
19 those 35,000 customers.

20  
21 Amendment 13 on working capital, we don't agree with  
22 that amendment because we don't agree with the rate of  
23 return that is allowed for working capital and we also  
24 pointed out an error in the volume of working capital that  
25 is allowed in the draft decision.

26  
27 Then there are another four amendments which probably  
28 are a little bit more subtle and possibly not close to the  
29 heart of some of the people in the room. But just to deal  
30 with them quickly, amendment 15 asks AGL to reduce all  
31 reference to the gas swaps service which was in our  
32 submission. I think there was an unintended consequence of  
33 that submission that that would delete all user swaps as  
34 well as receipt point swaps. We understand that because of  
35 the rejection of the proposed amalgamation of the trunk  
36 zones apropos receipt point swaps they become redundant or  
37 can't be applied, if you like, at this point in time, but  
38 we don't believe it was IPART's intention to delete the  
39 user swaps and also it is AGL's position that there is no  
40 harm in leaving that swap service in regardless because it  
41 may become effective at some point of time in the future  
42 should another receipt point, for whatever reason, be  
43 constructed within the same trunk zone as one of our  
44 existing receipt points.

45  
46 Amendment 24 is more an administrative process and it  
47 is probably more of interest to IPART than AGL and users,



1 but we proposed that AGL give IPART 30 business days notice  
2 when we proposed to increase our prices throughout the  
3 regulatory period. Throughout the regulatory period there  
4 are periodic reviews of prices as a minimum to allow for  
5 CPI but if the cost pass-through mechanisms are allowed  
6 there are also cost pass-through mechanism to adjust for  
7 these, so there is an annual price change and we propose it  
8 should be 30 business days' notice to IPART when we do  
9 that. The draft decision came back and said that IPART  
10 would need 50 business days' notice to respond and to  
11 review our annual price change. What we put in our  
12 submission is that the information that we need to put our  
13 price change forward, or calculate the price change,  
14 including the CPI for the previous quarter, we don't know  
15 that until 40 business days anyway, so given that we don't  
16 know the information until 40 business days from the end it  
17 is impossible for us to give IPART 50 business days notice.

18  
19 As I said, that is probably more of interest to IPART  
20 and ourselves than to anybody else.

21  
22 Amendment 25 is in relation to payment security. AGL  
23 has accepted in part what IPART recommended in the draft  
24 decision but we have proposed an amendment. We believe  
25 that amendment gives AGL the ability to retain the minimum  
26 level of flexibility to effectively manage our credit risk.  
27 We think if the proposal as put forward in the draft  
28 decision is taken literally that AGL can't effect its  
29 credit risk matters.

30  
31 Amendment 34 talks about deletion of delivery points.  
32 Again, we propose reasonably minor change to that. We  
33 suggested that was the intention of IPART's proposal  
34 anyway, but our proposal would allow the deletion of  
35 delivery points because of churn and not because of  
36 permanent deletions.

37  
38 That is the end of my formal presentation.

39  
40 MR KEATING: Thank you very much, David. It is now open  
41 for questions?

42  
43 MR LEONG: George Leong from Orica and MSP. A couple  
44 of questions referring to the Wilton to Wollongong trunk line.  
45 You said that one of the functions of the trunk line was  
46 for balancing gas. I thought the EGP, because it was a  
47 controlled pipeline, that the majority of the gas comes

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1 through EGP and it is only when there is a problem on the  
2 EGP is there balancing of gas supply.

3  
4 The second question is that the normal and reduced  
5 pipeline capacity of the Wollongong pipeline, if that is  
6 reduced, will still do the job of supplying this balancing  
7 gas, this balancing provision that you talked about.

8  
9 The third question is that I am a little bit concerned  
10 that you spoke about the mines subsidence problems with the  
11 trunk line. Mines subsidence is normally a local event in  
12 a local area. Can you tell us how extensive is the mines  
13 subsidence problem on the trunk line?

14  
15 MR PRINGLE: There are a few questions there that I will  
16 take one at a time. The first one of those is that the  
17 balancing gas is a daily event. It fluctuates on many  
18 days. EGP supplies extra gas on many days, I am not sure of  
19 the exact ratio, but extra gas is supplied through Wilton  
20 and Wollongong and ultimately from South Australia. I  
21 don't know the exact portion of how many days each pipeline  
22 went over balance but I do know there are many occasions  
23 it  
24 is very regular that extra gas is supplied through Wilton  
25 and through the Wilton to Wollongong pipeline and one  
26 analysis we did is that over the last two years at least  
27 something like 40 days the volume of gas that has gone down  
28 the Wilton to Wollongong pipeline for notionally EGP  
29 customers has been greater than the volume of gas through  
30 the pipeline for contract customers notionally supplied  
31 through Moomba.

32 What was your second question?

33  
34 MR LEONG: My second question is that you are saying that  
35 you still have to perform this function, this trunk line,  
36 and IPART basically reduced the capital by 20 per cent. If  
37 the normal size of the pipeline was to reduce by 20 per  
38 cent, could it still perform that function?

39  
40 MR PRINGLE: You may well be right. I can't comment on  
41 that but I do know that in the work that MMA did, they  
42 specifically did not consider that. I could not comment on  
43 whether you are right or not. Your third question, I am  
44 not clear?

45  
46 MR LEONG: It is that the mines subsidence affected area  
47 on the Wilton to Wollongong trunk is only a local  
phenomena

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1 in a local area. I am just wondering how extensive is the  
2 mines subsidence where the pipeline travels? Is it a large  
3 percentage of the pipeline or only a very, very small  
4 percentage?  
5

6 MR RAPISARDA: Alf Rapisarda from AGL. George, the issue  
7 we are talking about is that some particular mine  
8 subsidence is happening in the Appin area south of Sydney.  
9 It is pretty well publicised that long-wall mining activity  
10 down there has impacted quite a lot of infrastructure in  
11 the area in the past.  
12

13 MR LEONG: Is it 120 kilometres of pipe or 100 kilometres  
14 of pipe?  
15

16 MR RAPISARDA: At the moment we are dealing with its  
17 impact  
18 in a couple of locations.  
19

20 MR KEATING: Other questions?  
21

22 MR RANDALL: Phil Randall from EnergyAdvice. I was  
23 waiting  
24 for the questions to finish and the AGL response. I have  
25 a question in relation to the process going forward: we  
26 have a public hearing in the first week of March and, Ruth,  
27 you have indicated today that it is going to be on the  
28 basis of a round-table discussion.  
29

30 I would like to suggest that there be an opportunity  
31 for presentations to be made by interested parties.  
32 Throughout this process so far, no interested parties have  
33 actually been able to make formal presentations to IPART.  
34 I think last time we had this process five years ago there  
35 were two public forums and all interested parties were able  
36 to give formal presentations. I didn't attend the last  
37 round-table back in September or October, but I understand  
38 that there were no formal presentations allowed.  
39

40 So I would request on the behalf of some of the  
41 interested parties in this room that some formal  
42 presentation opportunity be given in the next round-table  
43 discussion in March.  
44

45 MR KEATING: We will take that on notice.  
46

47 MR RANDALL: Thank you.  
48

49 MR WAYLAND: John Wayland from Lovells Springs. We  
50 are a

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1 small gas user in the Newcastle area. I would like to  
2 support that, please, if there can be a public hearing.  
3 I respect your decision today not to hear comments about  
4 the AGL but to have their introduction, but we would like  
5 an opportunity to be able to address these fairytales at an  
6 appropriate time, Mr Chairman.  
7

8 MR KEATING: Further questions? In that case, I will  
9 close the proceedings. I would like to thank David and AGL  
10 for the presentation and I can assure you that there will  
11 be a chance, in whatever form, to adequately comment on  
12 AGL's proposed amendments and, indeed, on our draft  
13 decision at a future date.  
14

15 Thank you all for your attendance.  
16

17 AT 10.35AM THE FORUM CONCLUDED  
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