EB-2012-0033

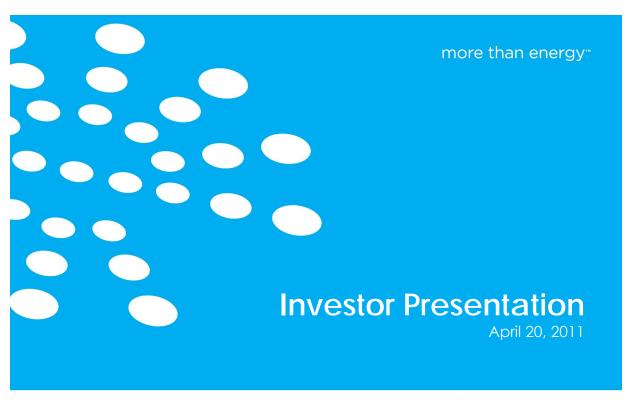
Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 1 of 31





EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 2 of 31

## **Disclaimer**

This Investor Presentation contains certain statements about the future expectations of Enersource Corporation ("Enersource"). These statements are generally identified by words such as "anticipate", "believe", "expect", "estimate", "intend" and the like. Because forward-looking statements involve future risks and uncertainties, actual results may be quite different from those expressed or implied in these statements. The forward-looking statements contained in this Investor Presentation represent Enersource's expectations as of the date of this Investor Presentation and are subject to change after this date. Enersource disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or for any other reason.

EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General School Energy Coalition

IR #3 Page 3 of 31

## **Table of Contents**

- I. Company Overview
- II. Enersource Hydro
- III. Enersource Financial Highlights
- IV. Summary of Offering

EB-2012-0033

Filed: August 16, 2012 Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 4 of 31



EB-2012-0033

Filed: August 16, 2012

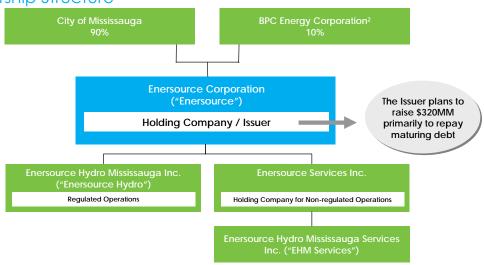
Exhibit I

Issue: General School Energy Coalition

IR #3 Page 5 of 31

# I. Company Overview

### Ownership Structure<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Excludes two non-operating subsidiaries: Enersource Telecom Inc. (directly owned by Enersource Services Inc.) and



Enersource Technologies Inc. (indirectly owned by Enersource Services Inc.).

<sup>2</sup> A subsidiary of the Ontario Municipal Employees Retirement System ("OMERS")

EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3 Page 6 of 31

## I. Company Overview

#### **Board of Directors**

Currently composed of the Mayor of the City of Mississauga, seven directors nominated by the City of Mississauga and two directors nominated by BPC Energy Corporation

### Shareholders' Agreement



BPC Energy Corporation
BOREALIS

And Enersource Corporation

enersource

Dated December 6, 2000

Note: The Shareholders are in discussion relating to revisions to the Shareholders' Agreement

#### Special Approval of Actions

- Approval by 75% of the Board, including a nominee of BPC Energy Corporation, at a meeting or by unanimous written consent, is required for the Company to, among other actions:
  - Borrow any money, give any security or incur any single capital expenditure in excess of \$2,500,000 or aggregate capital expenditures in excess of \$5,000,000 in any financial year
  - Acquire any business and/or all or substantially all of the assets used in a business
  - Amalgamate, merge or consolidate with other corporations
  - Dispose of any asset with a value in excess of \$2,500,000
  - Any change in the authorized or issued capital

#### **Change of Shareholders**

 Any new shareholder must become party to the Shareholders' Agreement



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

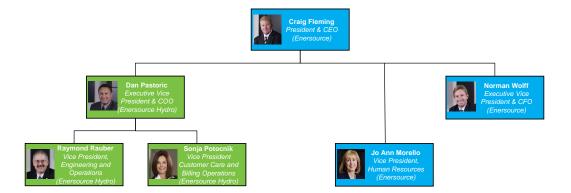
School Energy Coalition

IR #3 Page 7 of 31

# I. Company Overview

### Senior Management

• Strong, experienced management team



EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

IR #3 Page 8 of 31

## I. Company Overview

Vision To be a leading energy solutions provider through integrity, innovation, teamwork and excellence

Values We conduct business in a manner that results in the reliable, safe and efficient delivery of electricity and energy solutions while ensuring environmental and fiscal integrity in our operations

### Strategic Business Initiatives

Distributor Consolidation

- Acquire adjacent electricity distribution infrastructure of similar or smaller sized utility operations
- Eliminate redundant costs, maximize profitability
- Maintain high service quality in all operating areas

Green Energy Act

- Provide efficient connection of new green energy projects in Mississauga
- No investment in green energy generation projects

Leverage Technology

- Enhance distribution system operations through automation
- Utilize new technologies for distribution system predictive failure analysis

Non-Regulated Business Growth

- Leverage core competencies with existing customers
- Grow business with new customer contracts



EB-2012-0033

Filed: August 16, 2012

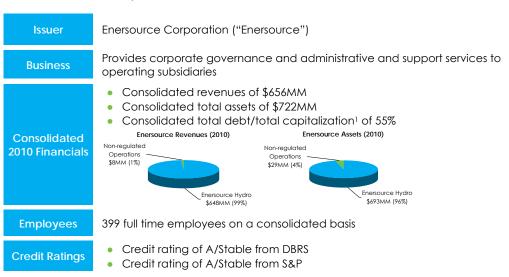
Exhibit I

Issue: General School Energy Coalition

IR #3 Page 9 of 31

## I. Company Overview

### **Enersource Corporation**



1 Total debt/total capitalization = (bonds payable plus outstanding bank credit facility) / (total debt plus shareholder's equity).



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 10 of 31

# I. Company Overview

### Enersource Hydro

Business	Third largest municipally-owned LDC <sup>1</sup> by peak demand in Ontario
History	Successor to the energy distribution business of the Mississauga Hydro Electric Commission which served Mississauga since 1917
Regulation	Regulated by the Ontario Energy Board ("OEB") under the Electricity Act (1998)
Customer Base	Over 190,000 customers (approximately 4% of Ontario's electricity customer base)
2010 Financials	<ul> <li>Revenues of \$648MM (representing 99% of Enersource's consolidated revenues)</li> <li>Assets of \$693MM (representing 96% of Enersource's consolidated assets)</li> </ul>
Employees	324 full time employees

<sup>1</sup>LDC = local distribution company.



EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 11 of 31

# I. Company Overview

#### **EHM Services**

Business

Provides electrical infrastructure design, construction, operations support and maintenance to utility operations and the private sector

2010 Financials

Revenues of \$8MM (representing 1% of Enersource's consolidated revenues)

Assets of \$13MM (representing 2% of Enersource's consolidated assets)

Employees

22 full time employees



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 12 of 31

# I. Company Overview

### Enersource Hydro is one of the largest municipally-owned LDCs in Ontario to access the bond market<sup>1</sup>

(\$MM)			I Г	l !	<u> </u>
Net Revenues <sup>5,6</sup>	508.0	166.8	132.8	99.0	26.2
Gross Revenues <sup>5</sup> (\$MM)	2,461.7	754.7	577.0	496.2	122.9
Peak Demand <sup>2,4</sup> (MM kW)	4.6	1.4	1.5	1.0	0.3
Rate Base <sup>2,3</sup> (\$MM)	2,035.0	546.0	496.6	346.4	105.3
Issuer	Toronto Hydro Corporation	Hydro Ottawa Holding Inc.	enersource more than energy	Horizon Holdings Inc.	Guelph Hydro Electric Systems Inc.

<sup>1</sup> LDC or LDC holding company; Excludes LDCs that issued through Electricity Distributors Finance Corporation.



<sup>&</sup>lt;sup>2</sup> Represents regulated utility in cases where the issuer is a holding company.

<sup>&</sup>lt;sup>3</sup> Source: Credit rating reports.

<sup>&</sup>lt;sup>4</sup> Source: 2009 Yearbook of Electricity Distributors (OEB).

<sup>&</sup>lt;sup>5</sup> Source: 2009 Financial Statements.

<sup>&</sup>lt;sup>6</sup> Net revenues = gross revenues less revenues from energy sales on a consolidated basis.

EB-2012-0033

Filed: August 16, 2012 Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 13 of 31



EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

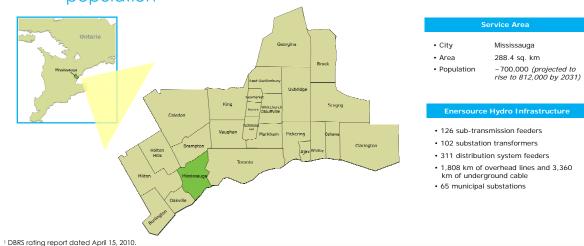
IR #3

Page 14 of 31

# II. Enersource Hydro

#### Service Area

 Mississauga is the sixth-largest municipality in Canada by population<sup>1</sup>



more than energy™



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 15 of 31

## II. Enersource Hydro

### **Employees**

- 324 full time employees
- Approximately 69% of employees are represented by the International Brotherhood of Electrical Workers (Local 636)
- Existing 4-year collective agreement expires March 31, 2014
- No work stoppages over the last 16 years (since September 1994)



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 16 of 31

## II. Enersource Hydro

### Regulation

- Distribution rates are determined from an annual revenue requirement derived from a specified rate base and a deemed capital structure
  - Rates set to recover cost of service (including interest and depreciation) and provide a permitted Return on Equity ("ROE")
  - Enersource Hydro's current annual revenue requirement is \$116.0MM on a rate base of \$496.6MM
  - Enersource Hydro's ROE is currently 8.57% (as set in the 2008 Cost of Service application) and applies until the end of 2012
- LDCs submit full Cost of Service applications every four years which determines a new revenue requirement and rate base
  - Enersource Hydro's planned full Cost of Service application is for rates effective January 1, 2013
- Distribution rates can be adjusted in interim years through certain mechanistic and other adjustments
  - On March 17, 2011, the OEB announced a distribution rate increase of 0.18% applicable to Enersource Hydro effective May 1, 2011



EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General School Energy Coalition

IR #3

Page 17 of 31

## II. Enersource Hydro

### **OEB Cost of Capital Policy**

#### **Capital Structure**

- 60% debt (56% long-term and 4% short-term)
- 40% equity

#### **Short-Term Debt Rate**

- BA's + spread (spread is based on real marked quotes each January)
- Summary of OEB Deemed Cost of Capital Policy<sup>1</sup>

#### **Common Equity Return**

- ROE = Base ROE + 0.5 (change in Long Canada Bond Forecast) + 0.5 (change in "A' rated utility bond spread)
- Base ROE = Equity Risk Premium + Long Canada Bond Yield
- Base ROE (2011)<sup>2</sup> = 5.50% + 4.08% = 9.58%

#### **Long-Term Debt Rate**

- Third party fixed rate debt actual rate used
- Affiliated fixed rate debt lesser of actual rate and deemed rate<sup>3</sup> at time of issuance
- If less than 56% long-term debt weighted average long-term rate used<sup>3</sup>
- If no long-term debt deemed rate used<sup>3</sup> (parameters set at beginning of cost of service year)



<sup>1</sup> For complete details, see OEB Report of the Board on the Cost of Capital for Ontario's Regulated Utilities (December 11, 2009).

<sup>&</sup>lt;sup>2</sup> Applicable to LDCs that made Cost of Service applications for 2011 rates.

<sup>&</sup>lt;sup>3</sup> Deemed rate based on Long Canada Bond Forecast plus an average spread for an "A" rated long-term utility bond.

EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

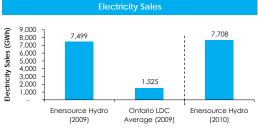
IR #3

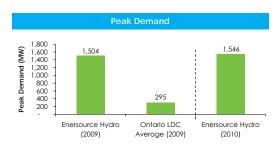
Page 18 of 31

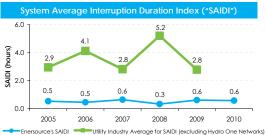
# II. Enersource Hydro

### **Operating Statistics**









Source: Electricity Distributor Yearbooks, OEB.



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

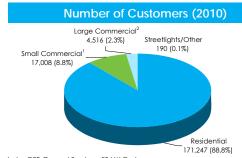
IR #3

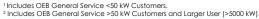
Page 19 of 31

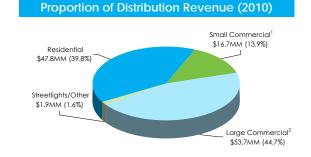
## II. Enersource Hydro

#### **Customer Profile**

- Top five largest customers account for approximately 6.2% of total distribution revenues
  - Largest customer, City of Mississauga, accounts for approximately 2.2% of total distribution revenues
- Other than the top five, no other customer accounts for more than 0.5% of total distribution revenues







EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General School Energy Coalition

IR #3

Page 20 of 31

# II. Enersource Hydro

### Safety and Environmental Matters

Health and Safety	<ul> <li>Enersource Hydro has built a strong safety culture and places safety as the number one priority through training, engagement and continuous reinforcement</li> </ul>
Environmental Matters	<ul> <li>Enersource Hydro has an Environmental Policy that demonstrates a commitment to pollution prevention, improving environmental performance, compliance with legal requirements and controlling environmental risks</li> <li>The policy is supported and implemented through Enersource Hydro's Environmental Management System, which is certified to the ISO 14001:2004 standard by an independent registrar</li> </ul>

EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 21 of 31



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 22 of 31

# **III. Enersource Financial Highlights**

### Consolidated Net Revenues<sup>1,2</sup>

 Distribution revenues have grown consistently over the past five years



<sup>1</sup> Consolidated net revenues = gross revenues less revenues from energy sales.

<sup>2</sup> Excludes regulatory account balances.



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 23 of 31

# **III. Enersource Financial Highlights**

Consolidated Net Expenses<sup>1,2</sup>

 Increase in 2009 and 2010 primarily due to the implementation of new fully funded conservation programs by the Ontario Power Authority



<sup>&</sup>lt;sup>1</sup> Consolidated net expenses = total expenses less expenses from energy purchases.



<sup>&</sup>lt;sup>2</sup> Excludes regulatory account balances.

<sup>&</sup>lt;sup>3</sup> 2007 financial results were reclassified in 2008 for comparative purposes.

EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 24 of 31

## **III. Enersource Financial Highlights**

### **Consolidated Earnings**

• EBITDA and interest coverage have generally remained stable from 2006 to 2009 and increased in 2010 due primarily to recovery of regulatory variance accounts



<sup>1</sup> EBITDA = operating profit plus total amortization (including amortization of regulatory account balances)

<sup>2</sup> 2007 financial results were reclassified in 2008 for comparative purposes.



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 25 of 31

## **III. Enersource Financial Highlights**

Pension and Employee Future Benefits

- Enersource participates in OMERS, a multi-party contributory defined benefit plan
  - In 2010, Enersource contributed approximately \$2.5MM to the pension plan
  - Enersource may be required by OMERS to increase contributions from time to time in order for OMERS to meet its pension obligations
- Enersource pays certain health, dental and life insurance benefits on behalf of its retired employees
  - Post employment accrued benefit liability of approximately \$4.7MM (2010)



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 26 of 31

## **III. Enersource Financial Highlights**

### **Dividend Policy**

- Enersource's policy is to pay Shareholders annual noncumulative dividends of 60% of prior year consolidated net income
- Dividend payments are declared at the discretion of the Board of Directors



<sup>1</sup> Dividend payout ratio = dividends paid divided by the prior year consolidated net income.



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

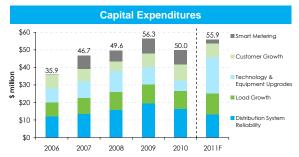
IR #3

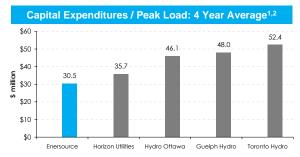
Page 27 of 31

## **III. Enersource Financial Highlights**

### Capital Expenditures

- Approximately \$30.6MM spent on smart meter expenditures since 2006; the installation program is substantially complete
- Capital expenditures for 2011 are budgeted at \$55.9MM, to be funded by current cash balances, cash flow from operations and some proceeds of the planned debenture issuance





1 2006 - 2009.

 $^2\mbox{Source}$  : Electricity Distributor Yearbooks, OEB.

EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 28 of 31

# III. Enersource Financial Highlights

### **Debt Summary**

- Enersource's debt currently consists of:
  - \$290MM Ioan from Borealis Infrastructure Trust (raised via issuance of the Borealis-Enersource Series Bonds)
  - Unsecured bank facilities (\$50MM demand facility, \$20MM non-revolving facility, \$5MM line of credit)
- Proceeds of the Debentures will be used primarily to refinance the \$290MM Borealis Infrastructure Trust Ioan

Enersource Debt	Debt Outstanding (\$MM)		
	Dec. 31, 2010	Dec. 31, 2011 (Pro Forma)	
Borealis Infrastructure Trust Loan	290	-	
Enersource Series A and B Bonds	-	320	
Revolving Bank Facility	=	=	
Non-Revolving Bank Facility	-	-	
Revolving Lease Line of Credit	-	-	



EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 29 of 31

# IV. Summary of Offering

EB-2012-0033

Filed: August 16, 2012

Exhibit I

Issue: General

School Energy Coalition

IR #3

Page 30 of 31

# IV. Summary of Offering

The following is a summary only and is qualified in its entirety by, and should be read in conjunction with, the final Confidential Offering Memorandum (the "Offering Memorandum"). This Investor Presentation forms part of the Offering Memorandum, whether delivered with the Offering Memorandum or separately, and the rights of the purchasers described under "Right of Action for Rescission or Damages" in the Offering Memorandum shall apply in respect of this Investor Presentation as if it were incorporated in the Offering Memorandum in its entirety.

	Enersource – Summary Term Sheet		
Issuer	Enersource Corporation ("Enersource" or the "Corporation")		
Amount	Aggregate of \$320 million of Senior Unsecured Debentures (the "Debentures") \$110 million of 4.521% Series A Senior Unsecured Debentures (the "Series A Debentures") \$210 million of 5.297% Series B Senior Unsecured Debentures (the "Series B Debentures")		
Term to Maturity	Series A Debentures: 10 years Series B Debentures: 30 years		
Repayment	Principal repayable in full at maturity		
Redemption	The greater of the Canada Yield Price and 100% of the principal amount of the Debentures being redeemed		
Key Covenants	<ul> <li>Negative Pledge subject to Permitted Encumbrances</li> <li>Consolidated Funded Obligations not to exceed 75% of Total Consolidated Capitalization</li> <li>Restrictions on mergers and disposition of assets unless, among other things, the successor assumes the covenants and obligations of the Corporation under the trust indenture</li> </ul>		
Key Events of Default	<ul> <li>Failure to pay principal or interest owing in respect of the Debentures</li> <li>Failure to perform any other covenant</li> <li>Payment defaults on, or acceleration of, Indebtedness exceeding the greater of \$25 million and 10% of Consolidated Net Worth of the Corporation</li> <li>Certain events of bankruptcy, insolvency or reorganization of the Corporation or a Material Subsidiary under bankruptcy or insolvency laws</li> </ul>		
Credit Ratings	Credit ratings of A/Stable from DBRS and A/Stable from S&P		
Use of Proceeds	The net proceeds of the Debentures will used to repay the amount owed by the Corporation to Borealis Infrastructure Trust due May 2, 2011 and the balance will be used for general corporate purposes including capital expenditures		



EB-2012-0033

Filed: August 16, 2012

Exhibit I Issue: General

School Energy Coalition

IR #3

Page 31 of 31

# IV. Summary of Offering

### Investment Highlights



Credit ratings of A/Stable from DBRS and A/Stable from S&P



• Low-risk monopoly electricity distribution business



Stable and consistently strong financial performance



• Supportive shareholders



• Stable regulatory environment

