



Annual General Meeting

NEWMARKET HYDRO HOLDINGS INC.





Required Motions

- Approval of Financial Statements
- Approval of Auditors
- Approval of Directors
- Approval of Past Acts



2020 Year in Review

- Covid 19
- One Company
- Distribution System Plan Approval



Covid-19 Impacts

- Continued Closure of NT Power to the Public
- Continued Flexible Work Options for Staff
- Decrease in Gross Income (\$1.5MM)
- Increase in Bad Debt (\$300K)
- Stable Net Income (Exp & Tax)



One Company

- Re-organization of Corporate Structure
- Integration of Corporate Financial System
- Integration of Corporate HRIS System
- Integration of GIS System
- Integration of Corporate Information System



Distribution System Plan

- 2020 – 2024 DSP Submission & Approval
- \$15MM increase in capital spending
- Main areas of focus – Poles, underground conductors, Stations, Customer Additions and IT



Looking Ahead

- Covid - 19
- One Company
- Ramp up Asset Replacement
- Develop and Attract People
- Continuous Improvement

Business Review

- 180+ Customers Contracted to date
- 160 Connections installed to date
- Approximately 25 KM of fibre built to date
- Product Offering includes ONNET fibre, OFFNET fibre, and Voice services

COVID-19 Impacts

- Employees continued to work remotely
- Sales and Customer Installs
- Impact on Financials
 - Revenue
 - Costs
 - Accounts Receivable
- Government Programs

Looking Ahead

- Covid re-opening impact
- ONNET Sales Focus
- UBF Funding Application
- Business Financing Opportunities



Questions

