



Annual General Meeting

NEWMARKET HYDRO HOLDINGS INC.





Required Motions

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



2021 Year in Review

- Covid 19
- Corporate Restructure
- Financial Restructure
- Midland Integration
- Union Negotiations



Covid-19 Impacts

- Continued Closure of NT Power to the Public
- Continued Flexible Work Options for Staff
- Bad Debt Counting at roughly 3x Pre-Pandemic
- Not Impacting Financial Performance



Corporate and Financial Restructure

- Winddown of Dormant numbered and named companies
- Employee Count Increase to 70 from less than 60 Pre Covid (IT, Eng/Ops, HR)
- Capitalization Policy Review
- Repayment of Town of Newmarket Shareholder Debt



Midland Integrations

- CIS and Billing System Migration Completed
- CS Process Integration Completed
- Website Integration Completed
- Engineering Design and Construction Process Integration Completed



Union Negotiations

- 4 Year Deal Ratified
- April 1, 2022 Start Date
- 2.45% average annual increase



Looking Ahead

- Billing System Migration and Efficiency Improvements (Daily Billing, Residential Deposit)
- Billing and Billing Portal Redesign
- Post Covid 19 Operations
- Major Developments (Metrolinx and York Region)
- Continuous Improvement
- Strategic Planning



Business Review

- 230+ Customers Contracted to date
- 200 Connections installed to date
- Approximately 30 KM of fibre built to date
- Network Expansion in progress
 - Yonge St from Davis to Green Lane
 - Davis Drive from Yonge to Harry Walker Parkway

COVID-19 Impacts

- Employees continued to work remotely
- Business engagement increased with partial re-opening
- Continued to monitor costs
- Very little bad debt with only 1 customer closing operations completely



Looking Ahead

- ONNET and NearNet Sales Focus
- Capital planning / network expansion based on sales opportunities
- Business Financing Opportunities

Questions

