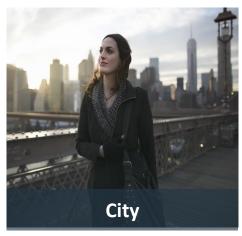
Managing the Transition to a Clean and Sustainable NB Energy Supply



Dependent on electricity & even more so in future



















2

Electricity in New Brunswick today

Our Power Grid is the most critical infrastructure we have

- North American electric grid is a man-made miracle.
- largest machine in the province.
- complexity is unmatched
- managed by mutual cooperation of numerous stakeholders.



A Managed Transition – public feedback



- 8,000+ New Brunswickers engaged online
- 3,000+ New Brunswickers engaged in person
- Strong, consistent endorsement of this approach:

"New Brunswickers are supportive of investments in renewable electricity within the province as long as it does not result in large rate increases."



Massive Change: Disruption & Innovation









NB Advantage #1 - Diversity and Capacity



Point Lepreau – 700MW nuclear



3 wind farms - 294 MW



7 hydro stations – 889MW



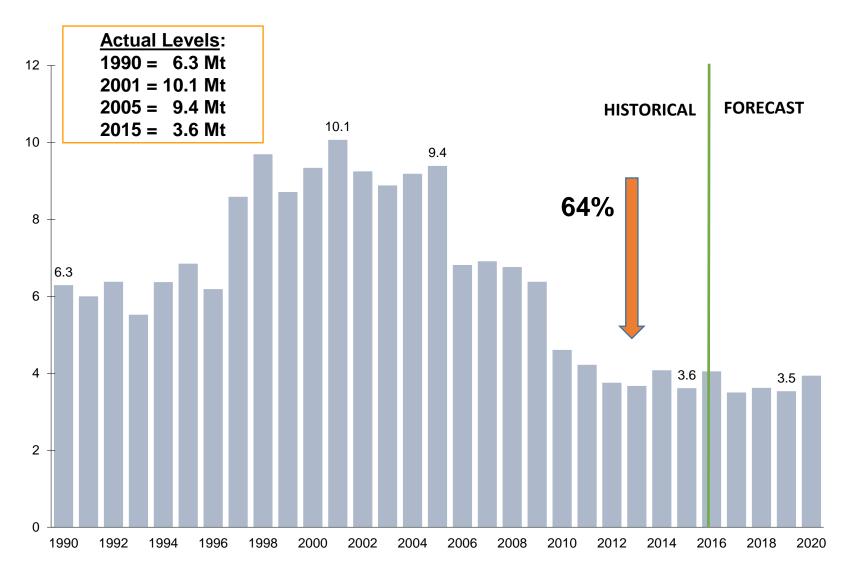
Belledune – 457MW coal Plus 1500MW avail thermal



NB Advantage #2 – Geography & Interconnects



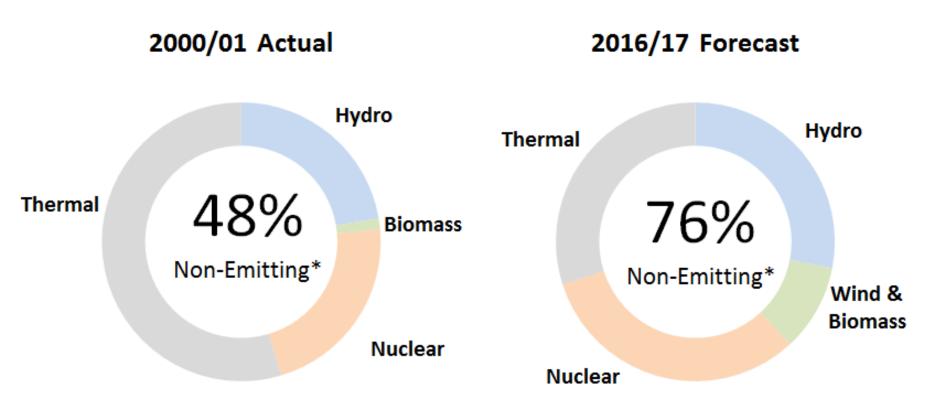
GHG Emission Reductions - NB Electricity Sector





NB Advantage #3 – Already a Leader in Clean Energy

In-Province Generation Mix

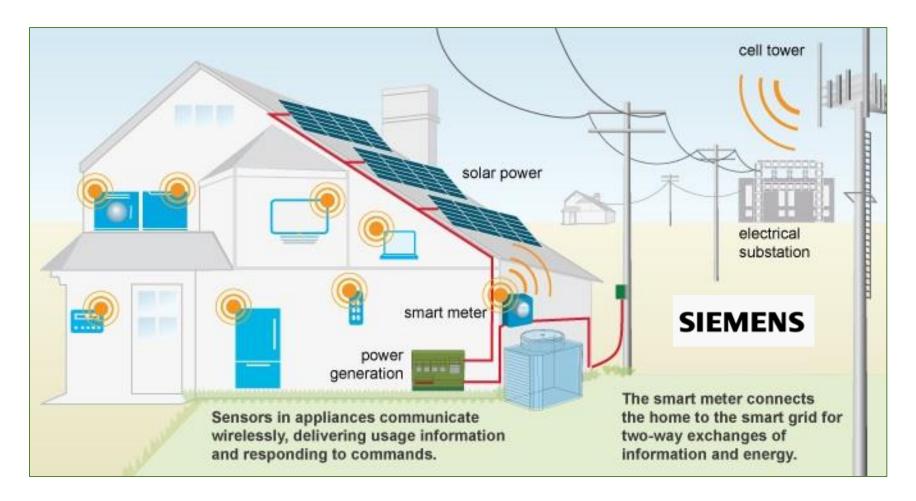


^{*}percent of in-province sales

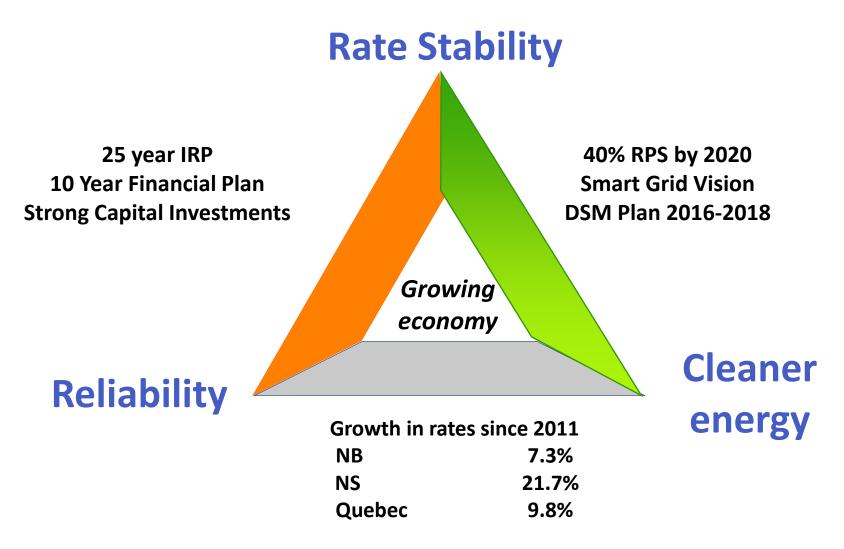


NB Advantage #4 - Out Ahead on Smart Grid

Smart grid connects telecom and energy

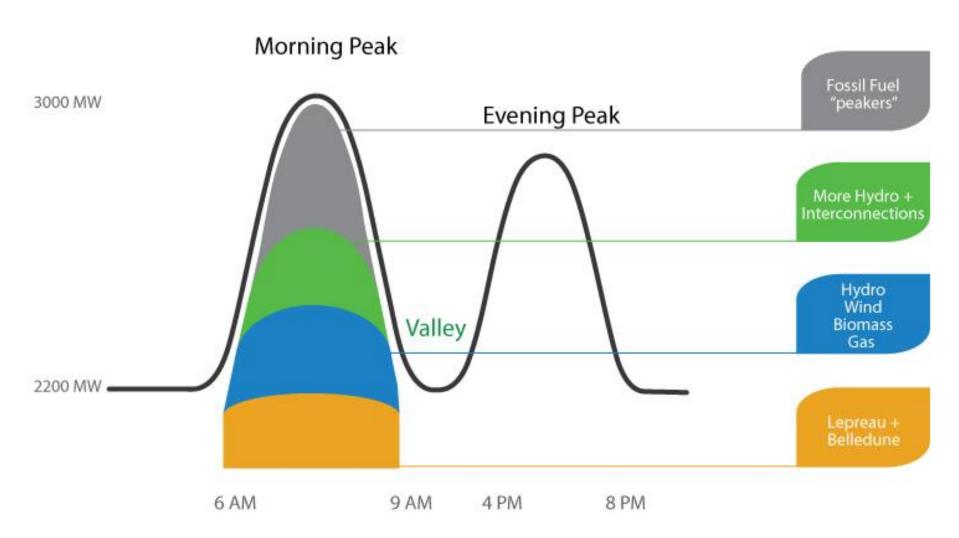


NB Advantage #5 – A Green vision that protects customers



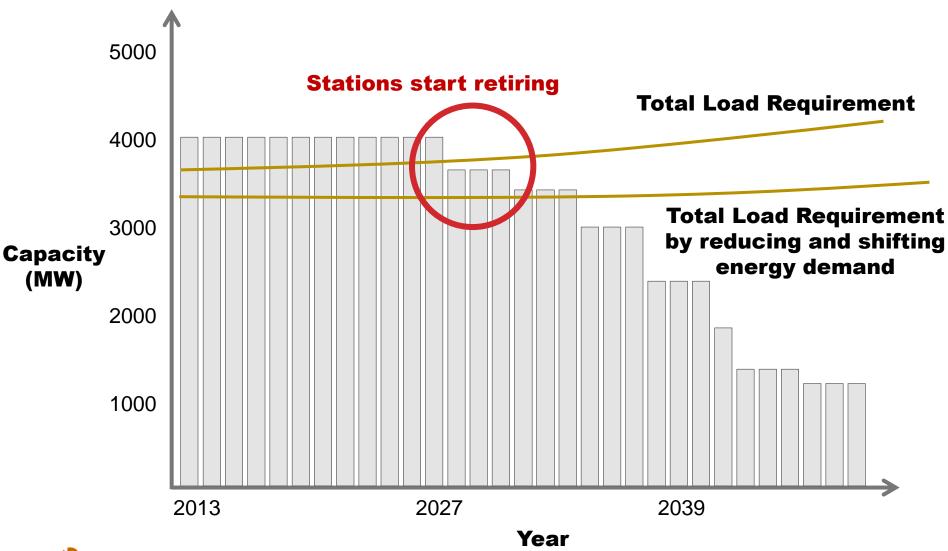


Our Opportunity – Rely less on GHG fuels





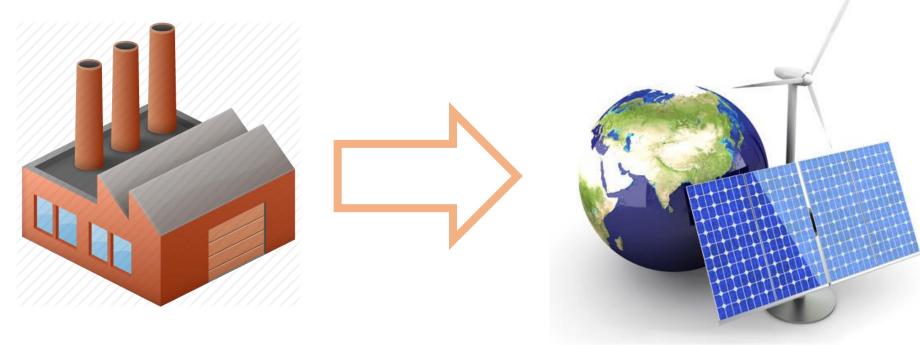
Our Opportunity – defer \$1 Billion in costs





Our Opportunity – why we're building Smart Grid

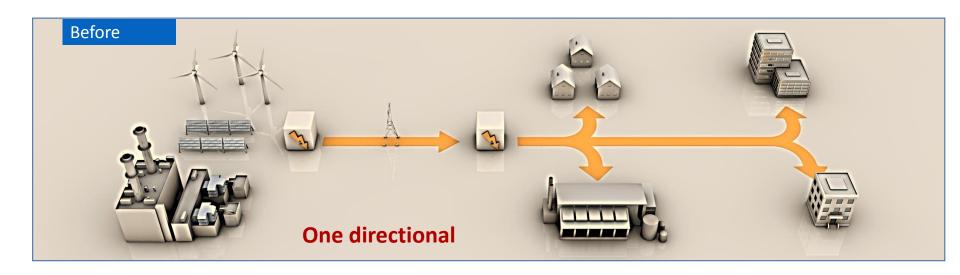
Emergence of local and community generation

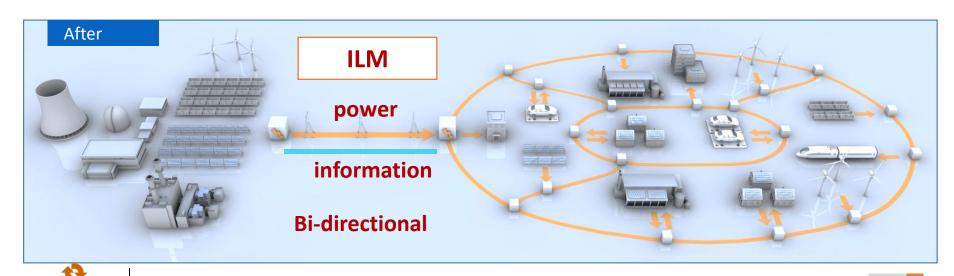


Large scale, fossil fuel-based, centralized generation

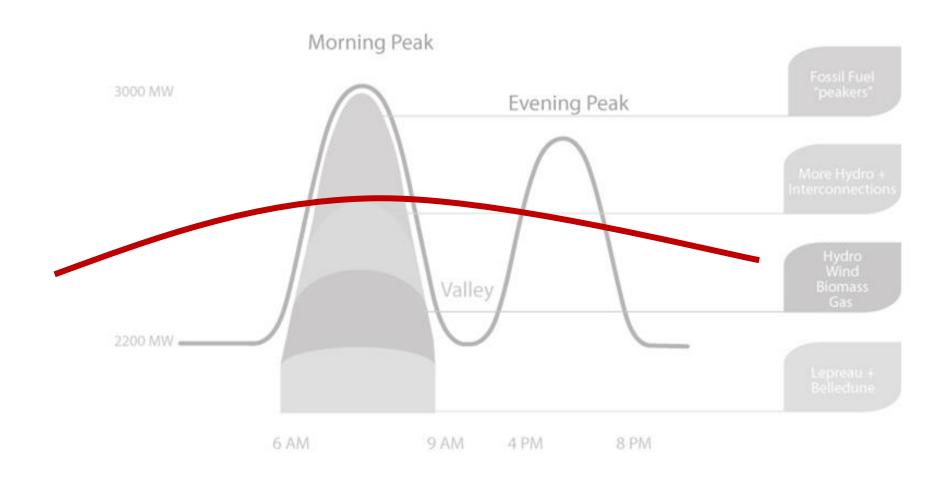
Small scale, renewables distributed generation

Smart Grid: one direction to multi – controlled by ILM





Opportunity Defined – Reduce and Shift 609MW





Demand Side Management = EE + Smart Grid

Economic Benefits of Plan

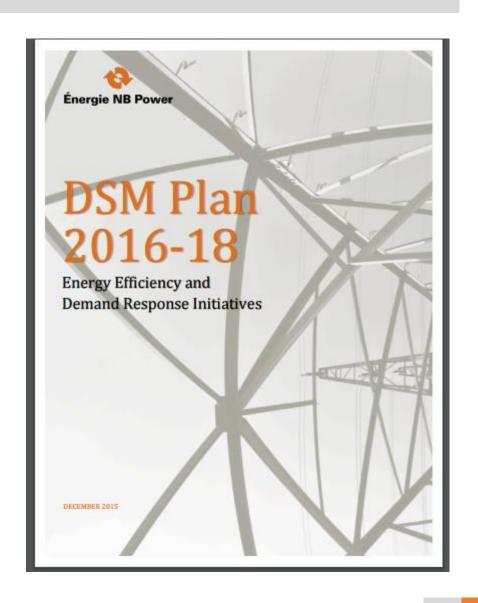
- Energy savings of 152.1 GWh
- Benefit-to-cost ratio of >4:1
- \$130 Million savings long-term

Environmental Benefits

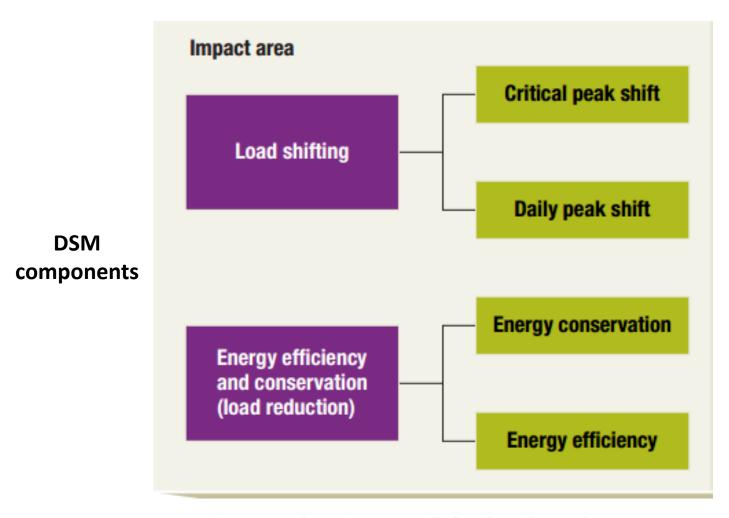
- DSM is the least-cost path to reducing GHG emissions.
- Plan will lead to nearly 70,000 tonnes of CO2e emissions reduced

2015-2016 Highlights

- \$17M in energy efficiency = \$40M in Long Term savings
- Reduced GHG's by 6,000 tonnes
- Over 7,350 High Efficiency, cold climate heat pumps installed



DSM: A broader approach with much more impact and benefit



Increased customer satisfaction through an easy-to-use, more controllable energy offering



609MW – combination of efficiency & smart grid

60%

Energy Efficiency (reduce)

Behavioural Programs

Energy Efficiency Products

Municipal Programs (LED Lighting)

Smart Grid (shift off peak)

40%

Control of Smart Devices

Connected Energy Generation and Storage

Local and Community
Generation

Customers are changing. Rapidly.

Customers want...



Help understanding their energy options...

Increased reliability...

More energy services from their utility

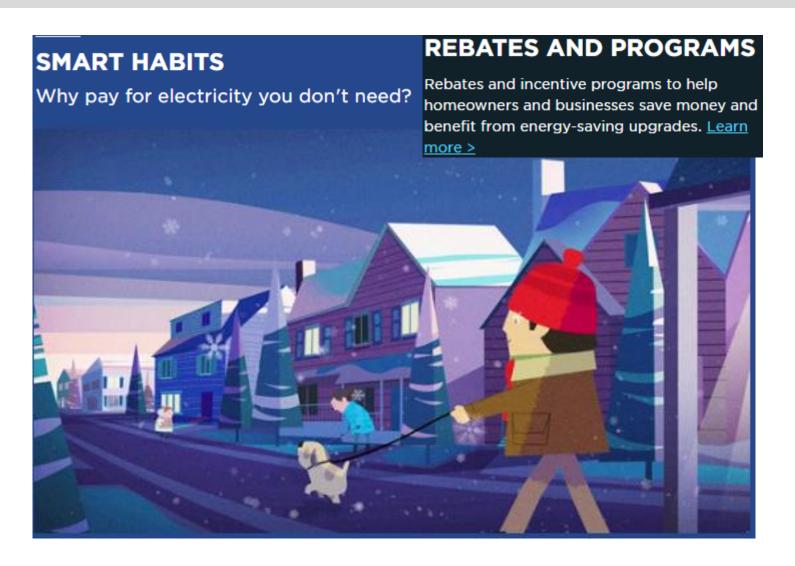


Less impact on the environment

Cleaner energy

Better information on their energy use...

Starting the journey with our customers



Changing Climate – Research and Planning



Ice Storm Dec 2013



Changing Climate – Assess and Prepare



Arthur Aug 2014



Changing Climate – Investing in Tree Trimming



Wrap up

- A 64% drop in GHG's since 2001
- Already at 76% non-emitting today
- Lowest rates in Canada after hydro provinces
- Electricity vital to heating New Brunswick homes
- We have an electricity intensive economy
- Customers have signaled more renewables but no big rate increases
- A Vision that includes smart grid, energy efficiency and renewables with more comfort, choice and control for customers at bill levels they can afford.



