

Scorecard - E.L.K. Energy Inc.

| Performance Outcomes  | Performance Categories             | Measures  | 2017                               | 2018        | 2019        | 2020        | 2021        | Trend  | Target   |             |       |
|---|------------------------------------|---|------------------------------------|-------------|-------------|-------------|-------------|--------|----------|-------------|-------|
|   |                                    |   |                                    |             |             |             |             |        | Industry | Distributor |       |
| <b>Customer Focus</b><br>Services are provided in a manner that responds to identified customer preferences.  | Service Quality                    | New Residential/Small Business Services Connected on Time                         | 94.44%                             | 99.04%      | 99.34%      | 99.50%      | 99.59%      | ↑      | 90.00%   |             |       |
|   |                                    | Scheduled Appointments Met On Time  | 98.63%                             | 100.00%     | 100.00%     | 99.07%      | 100.00%     | ↑      | 90.00%   |             |       |
|   |                                    | Telephone Calls Answered On Time  | 96.60%                             | 96.25%      | 97.69%      | 95.08%      | 91.20%      | ↓      | 65.00%   |             |       |
|   | Customer Satisfaction              | First Contact Resolution  | Excellent                          | Excellent   | Excellent   | Excellent   | Excellent   |        |          |             |       |
|   |                                    | Billing Accuracy  | 99.99%                             | 99.96%      | 99.96%      | 99.95%      | 99.97%      | →      | 98.00%   |             |       |
|   |                                    | Customer Satisfaction Survey Results  | 90% Satis                          | 90% Satis   | 91% Satis   | 91% Satis   | 92.4 Satis  |        |          |             |       |
| <b>Operational Effectiveness</b><br>Continuous improvement in productivity and cost performance is achieved; and distributors deliver on system reliability and quality objectives.                             | Safety                             | Level of Public Awareness   | 82.00%                             | 82.00%      | 83.00%      | 83.00%      | 99.50%      |        |          |             |       |
|   |                                    | Level of Compliance with Ontario Regulation 22/04 <sup>1</sup>                    | C                                  | C           | C           | C           | C           | →      |          | C           |       |
|   |                                    | Serious Electrical Incident Index   | Number of General Public Incidents | 0           | 0           | 0           | 0           | 0      | →        |             | 0     |
|   |                                    |   | Rate per 10, 100, 1000 km of line  | 0.000       | 0.000       | 0.000       | 0.000       | 0.000  | →        |             | 0.000 |
|   | System Reliability                 | Average Number of Hours that Power to a Customer is Interrupted <sup>2</sup>      | 0.63                               | 1.63        | 1.85        | 3.34        | 0.65        | ↑      |          | 0.99        |       |
|   |                                    | Average Number of Times that Power to a Customer is Interrupted <sup>2</sup>      | 0.21                               | 0.48        | 0.72        | 1.15        | 0.20        | ↑      |          | 0.34        |       |
|   | Asset Management                   | Distribution System Plan Implementation Progress                                  | In progress                        | In progress | In progress | In Progress | In Progress |        |          |             |       |
|   | Cost Control                       | Efficiency Assessment   | 1                                  | 1           | 1           | 1           | 1           |        |          |             |       |
|   |                                    | Total Cost per Customer <sup>3</sup>  | \$394                              | \$402       | \$418       | \$380       | \$437       |        |          |             |       |
|   |                                    | Total Cost per Km of Line <sup>3</sup>  | \$30,987                           | \$30,795    | \$31,613    | \$28,537    | \$31,789    |        |          |             |       |
| <b>Public Policy Responsiveness</b><br>Distributors deliver on obligations mandated by government (e.g., in legislation and in regulatory requirements imposed further to Ministerial directives to the Board). | Connection of Renewable Generation | Renewable Generation Connection Impact Assessments Completed On Time <sup>4</sup> |                                    |             |             |             |             |        |          |             |       |
|   |                                    | New Micro-embedded Generation Facilities Connected On Time                        | 100.00%                            | 100.00%     |             |             |             | ↔      | 90.00%   |             |       |
| <b>Financial Performance</b><br>Financial viability is maintained; and savings from operational effectiveness are sustainable.  | Financial Ratios                   | Liquidity: Current Ratio (Current Assets/Current Liabilities)                     | 1.85                               | 2.51        | 2.95        | 2.67        | 3.64        |        |          |             |       |
|   |                                    | Leverage: Total Debt (includes short-term and long-term debt) to Equity Ratio     | 0.43                               | 0.35        | 0.28        | 0.21        | 0.16        |        |          |             |       |
|   |                                    | Profitability: Regulatory Return on Equity  | Deemed (included in rates)         | 8.78%       | 8.78%       | 8.78%       | 8.78%       | 8.78%  |          |             |       |
|   |                                    |   | Achieved                           | 11.15%      | 16.17%      | 9.66%       | 11.76%      | 10.93% |          |             |       |

1. Compliance with Ontario Regulation 22/04 assessed: Compliant (C); Needs Improvement (NI); or Non-Compliant (NC).  
 2. An upward arrow indicates decreasing reliability while downward indicates improving reliability.  
 3. A benchmarking analysis determines the total cost figures from the distributor 's reported information.  
 4. Value displayed for 2021 reflects data from the first quarter, as the filing requirement was subsequently removed from the Reporting and Record-keeping Requirements (RRR).

**Legend:**

5-year trend  
 ↑ up   ↓ down   ↔ flat

Current year  
 ● target met   ● target not met

## 2021 Scorecard Management Discussion and Analysis (“2021 Scorecard MD&A”)

The link below provides a document titled “Scorecard - Performance Measure Descriptions” that has the technical definition, plain language description and how the measure may be compared for each of the Scorecard’s measures in the 2021 Scorecard MD&A:

<http://www.ontarioenergyboard.ca/OEB/ Documents/scorecard/Scorecard Performance Measure Descriptions.pdf>

### Scorecard MD&A - General Overview

- In 2021, E.L.K. Energy Inc. (E.L.K.) exceeded its performance targets. In 2022, E.L.K. will continue to strive to achieve positive scorecard results and continue to look for ways to improve the customer experience.

### Service Quality

- **New Residential/Small Business Services Connected on Time**

In 2021, E.L.K. connected 99.59% of approximately 240 eligible low-voltage residential and small business customers to E.L.K.’s system within the five day timeline prescribed by the Ontario Energy Board (OEB). This is above the OEB mandated threshold of 90%.

- **Scheduled Appointments Met On Time**

In 2021, E.L.K. scheduled approximately 174 appointments with customers in 2021 to complete work requested by customers, read meters, reconnect, or otherwise necessary to perform. E.L.K. met 100% of these appointments on time, which significantly exceeds the industry target of 90%.

- **Telephone Calls Answered On Time**

In 2021, E.L.K. customer service agents received approximately 11,559 calls from its customers. An agent answered a call in 30 seconds or less in 91.20% of these calls which is consistent with 2020. This result significantly exceeds the OEB – mandated 65% target for timely call response.

## Customer Satisfaction

- **First Contact Resolution**

E.L.K. continues to develop this measure as no firm methodology has been presented. E.L.K. conducted a customer satisfaction survey which resulted in an overall positive customer experience. E.L.K. also conducted a survey for E.L.K.'s COS and produced positive results. The number of customer issues that required escalation after the first contact were minimal.

- **Billing Accuracy**

In 2021, E.L.K. issued approximately 149,000 electricity bills and achieved a billing accuracy of 99.97%. This compares favorably to the prescribed OEB target of 98%.

- **Customer Satisfaction Survey Results**

In 2021, as part of Active engagement with customers, E.L.K. understands its customer preferences and assists the organization in shifting focus in order to deliver services in alignment with customer needs. A recent study conducted by Survey Monkey, indicated that 92.4% of respondents were satisfied.

## Safety

- **Public Safety**

- **Component A – Public Awareness of Electrical Safety**

E.L.K. received a public awareness level of 99.5% per the survey conducted. E.L.K. continues to educate our customer base through website updates, Twitter, bill messages, etc.

- **Component B – Compliance with Ontario Regulation 22/04**

E.L.K. receives data from ESA providing performance data for the 2021 Distributor Scorecard. The data was for Component B (Compliance with Ontario Regulation 22/04) and Component C (Serious Electrical Incident Index) under the 'Safety' Performance Category of the Scorecard. E.L.K. has always been compliant with Ontario regulation 22/04 and has had zero serious electrical incidents occur over the life of the scorecard.

- **Component C – Serious Electrical Incident Index**

E.L.K. receives data from ESA providing performance data for the 2021 Distributor Scorecard. The data was for Component B (Compliance with Ontario Regulation 22/04) and Component C (Serious Electrical Incident Index) under the 'Safety' Performance Category of the Scorecard. E.L.K. has always been compliant with Ontario regulation 22/04 and has had zero serious electrical incidents occur over the life of the scorecard.

## System Reliability

- **Average Number of Hours that Power to a Customer is Interrupted**

In 2021, E.L.K.'s average number of hours that power to a customer was interrupted was .65. This is a decrease from 2020.

- **Average Number of Times that Power to a Customer is Interrupted**

In 2021, E.L.K.'s average number of times that power to a customer was interrupted (i.e. frequency) was .20 which is lower than previous year.

## Asset Management

- **Distribution System Plan Implementation Progress**

Currently in process

## Cost Control

- **Efficiency Assessment**

The total costs for Ontario local electricity distribution companies are evaluated by the Pacific Economics Group LLC on behalf of the OEB to produce a single efficiency ranking. The electricity distributors are divided into five groups based on the magnitude of the difference between their respective individual actual and predicted costs. In 2020, for the ninth year in a row, E.L.K. was placed in Group 1, where a Group 1 distributor is considered most efficient. E.L.K. was one of seven utilities in Group 1 in 2020. Results not available for 2021.

- **Total Cost per Customer**

Total cost per customer is calculated as the sum of E.L.K.'s capital and operating costs and dividing this cost figure by the total number of customers that E.L.K. serves.

- **Total Cost per Km of Line**

This measure uses the same total cost that is used in the Cost per Customer calculation above. The total cost is divided by the kilometers of line that E.L.K. operates to serve its customers.

## Conservation & Demand Management

- **Net Cumulative Energy Savings**

E.L.K. Continues to finalize the wind-down of conservation and demand management as directed by the Ontario Energy Board and IESO.

## Connection of Renewable Generation

- **Renewable Generation Connection Impact Assessments Completed on Time**

E.L.K. has completed all Connection Impact Assessments on time within the prescribed time limit.

- **New Micro-embedded Generation Facilities Connected On Time**

In 2021, there were no new microFIT connections as the program has ceased.

## Financial Ratios

- **Liquidity: Current Ratio (Current Assets/Current Liabilities)**

As an indicator of financial health, a current ratio that is greater than 1 is considered good as it indicates the company can pay its short term debts and financial obligations. E.L.K.'s current ratio of 3.64.

- **Leverage: Total Debt (includes short-term and long-term debt) to Equity Ratio**

A debt to equity ratio of 1.5 indicates that a distributor is more highly leveraged than the deemed capital structure. A high debt to equity ratio may indicate that an electricity distributor may have difficulty generating sufficient cash flows to make its debt payments. E.L.K.'s debt to equity ratio of 0.16 is strong.

- **Profitability: Regulatory Return on Equity – Deemed (included in rates)**

E.L.K.'s current distribution rates were approved by the OEB and include an expected return on equity of 8.78%. E.L.K. rate is 10.93%.

- **Profitability: Regulatory Return on Equity – Achieved**

E.L.K.'s actual rate of return is within the +/-300 basis points deadband.

The information provided by distributors on their future performance (or what can be construed as forward-looking information) may be subject to a number of risks, uncertainties and other factors that may cause actual events, conditions or results to differ materially from historical results or those contemplated by the distributor regarding their future performance. Some of the factors that could cause such differences include legislative or regulatory developments, financial market conditions, general economic conditions and the weather. For these reasons, the information on future performance is intended to be management's best judgement on the reporting date of the performance scorecard, and could be markedly different in the future.