



Westario Power Inc.

# ERTH / Westario A Partnership for the Future

## Ontario's West Coast

Presentation to the Westario Shareholders

Presented by: Chris White, President & CEO

Date: Spring 2026



# Agenda

1. Introductions
2. About ERTH
3. ERTH Power
  - Regulated Utility
4. ERTH Services and Solutions
  - Competitive Businesses
5. Partnering with ERTH?
6. What we aim to accomplish?
  - Outcomes for Success
7. Questions



# Ontario Electric Utility Hockey Tournament (OEUHT)

## “A” Division Champs

Beat Toronto Hydro 4-1  
in the finals

ERTH inclusive of  
Westario Staff



# About ERTH

- Formed in 2000 through the amalgamation of the original 7 PUCs in Southwestern Ontario
- Grown our Shareholder Partnerships with the addition of:
  - ✓ West Perth & Clinton in 2008
  - ✓ Goderich in 2019
- **100% municipally owned by 9 municipal shareholders** representing 15 communities from the shores of Lake Erie to Lake Huron
- Offices in Aylmer, Ingersoll, Goderich and Thorndale
- Grown our **Competitive** Businesses to include over 200 B2B customers across North America, Australia and the Caribbean

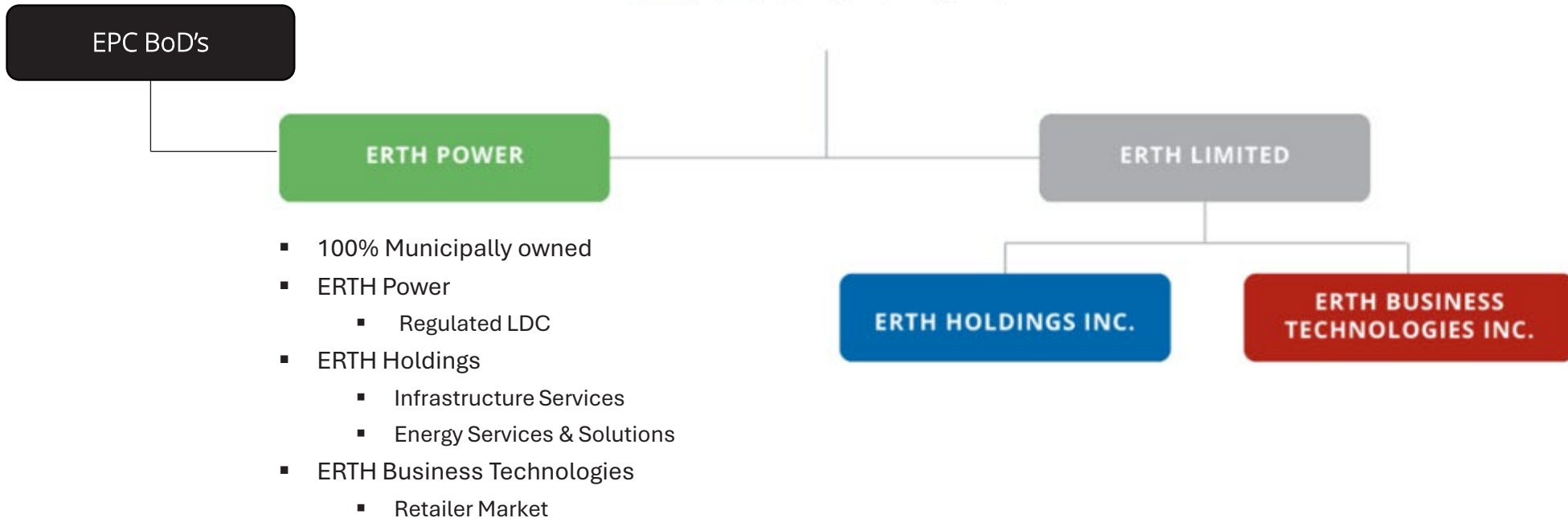


# Corporate Structure

## Shareholders



## Board of Directors



# ERTH Corporation (HoldCo) Board of Directors




**Nicholas Vink**  
 Chair  
 Municipality of West Perth




**Matt Langford**  
 Vice Chair  
 Township of Zorra




**Robert Hawley**  
 Director  
 Town of Ingersoll



**Gerald Richer**  
 Director  
 Town of Aylmer



**David Apfelbeck**  
 Director  
 Municipality of Central Elgin



**Michael Dymarski**  
 Director  
 Township of Norwich




**Larry McCabe**  
 Director  
 Town of Goderich



**Don McKay**  
 Director  
 Township of East Zorra-Tavistock



**David Mayberry**  
 Director  
 Township of South-West Oxford



# Vision, Mission and Values – Strategic Objectives

## VISION

Lead the industry as a most trusted and innovative provider of services and solutions, setting a new standard of excellence and driving unparalleled value for all stakeholders.

## MISSION

To be a community partner committed to delivering safe and reliable electricity while providing innovative and high-quality services and solutions to our customers.

## VALUES

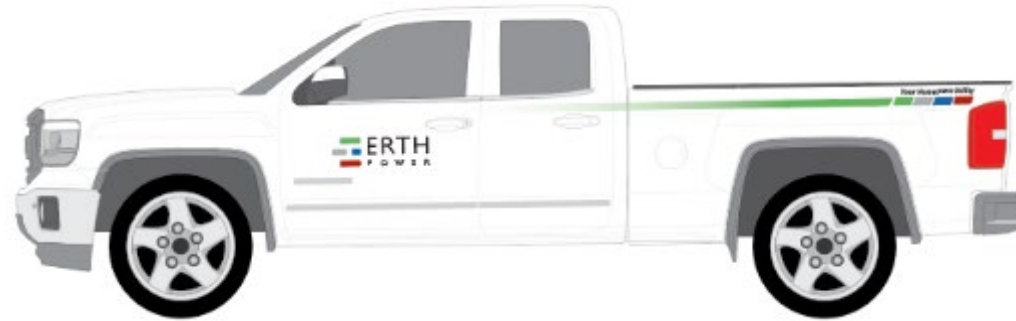
- ✓ **Safety First** Promote the importance of health, safety and wellness
- ✓ **Customer Focus** Remain a leader in customer care and service delivery
- ✓ **Excellence** Strive for operational and performance excellence
- ✓ **Innovation** Continuous improvement of people, processes and technology
- ✓ **Sustainability** Protect the environment and meet the needs of present without compromising future generations
- ✓ **Committed** Continue long-term commitment to employees and communities

# Brand Refresh

Balancing tradition with modernization

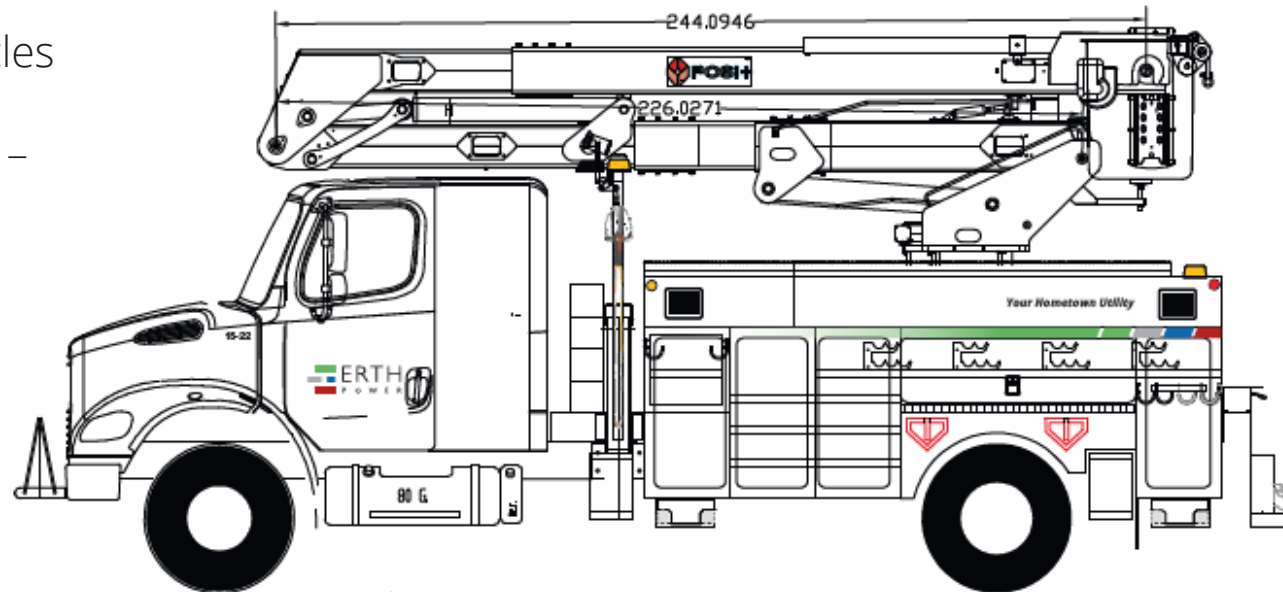


# Fleet Electrification to date



## EV Investment

- 3 – EV small utility vehicles
- 1 – EV Pickup
- 1 – Hybrid bucket truck – boom fully electric



# ERTH Power – Regulated LDC

## Shareholders



## Board of Directors



# ERTH Power (LDC) Board of Directors



- **Gunars Ceksters**, Chair
- **Scott Stoll**, Vice Chair
- **Sarah Simmons**, Director
- **David Apfelbeck**, Director
- **Westario Area Independent Representative**
- **Tillsonburg Independent Representative**
- **Tillsonburg Transitional Representative**

# About



- Original 7 PUCs in Southwestern Ontario merged in 2000
- 2008 merged with West Perth & Central Huron
- Later in 2019 merged with West Coast Huron Energy (Goderich Hydro)
- Representing 15 municipalities across 4 counties. From the shores of Lake Erie with Port Stanley to the shores of Lake Huron with Goderich
- Operation centres in Ingersoll (Headquarters), Aylmer, and Goderich



**25,000  
Customers**



**41 Employees  
+  
Corporate  
Services  
15 Employees**



**67 sq. km  
Service  
Territory**



**457 km  
Distribution  
Lines**



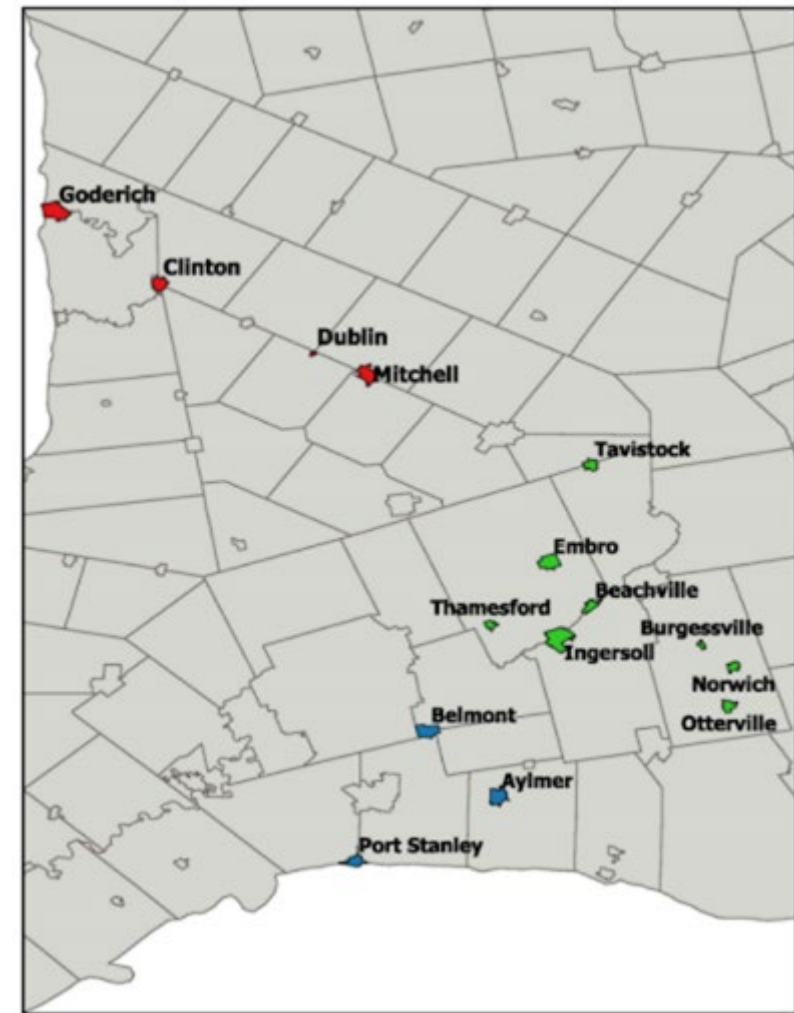
**28  
Fleet  
Vehicles**

# ERTH Power Service Territory



Our service territory spans 15 Southwestern Ontario communities, from the shores of Lake Erie to Lake Huron:

- Aylmer
- Beachville
- Belmont
- Burgessville
- Clinton
- Dublin
- Embro
- Goderich
- Ingersoll
- Mitchell
- Norwich
- Otterville
- Port Stanley
- Tavistock
- Thamesford



# Enhancing Customer Experience



ERTH POWER

ERTH Power Corporation  
700 West 15th Street  
Grand Rapids, MI 49503

Account Number: 00000001  
User Name: John Smith  
Account Email: john.smith@erth.com

Account Address: 123 Main Street, Grand Rapids, MI 49503

How Much Do I Owe? \$113.91

Payment due on Jun 23, 2025

What makes up my bill?

Electric Service	\$12.43
Water	\$41.87

Did you know? You Used 450.8 kWh less than last period. 6.73 gal less than last period.

Important Information

How Much Electricity Did I Use?

Month	kWh	Cost
May 2025	210	\$12.43
Apr 2025	210	\$12.43
Mar 2025	210	\$12.43
Feb 2025	210	\$12.43
Jan 2025	210	\$12.43
Dec 2024	210	\$12.43
Nov 2024	210	\$12.43
Oct 2024	210	\$12.43
Sep 2024	210	\$12.43
Aug 2024	210	\$12.43
Jul 2024	210	\$12.43
Jun 2024	210	\$12.43
May 2024	210	\$12.43
Apr 2024	210	\$12.43
Mar 2024	210	\$12.43
Feb 2024	210	\$12.43
Jan 2024	210	\$12.43
Dec 2023	210	\$12.43
Nov 2023	210	\$12.43
Oct 2023	210	\$12.43
Sep 2023	210	\$12.43
Aug 2023	210	\$12.43
Jul 2023	210	\$12.43
Jun 2023	210	\$12.43
May 2023	210	\$12.43
Apr 2023	210	\$12.43
Mar 2023	210	\$12.43
Feb 2023	210	\$12.43
Jan 2023	210	\$12.43
Dec 2022	210	\$12.43
Nov 2022	210	\$12.43
Oct 2022	210	\$12.43
Sep 2022	210	\$12.43
Aug 2022	210	\$12.43
Jul 2022	210	\$12.43
Jun 2022	210	\$12.43
May 2022	210	\$12.43
Apr 2022	210	\$12.43
Mar 2022	210	\$12.43
Feb 2022	210	\$12.43
Jan 2022	210	\$12.43
Dec 2021	210	\$12.43
Nov 2021	210	\$12.43
Oct 2021	210	\$12.43
Sep 2021	210	\$12.43
Aug 2021	210	\$12.43
Jul 2021	210	\$12.43
Jun 2021	210	\$12.43
May 2021	210	\$12.43
Apr 2021	210	\$12.43
Mar 2021	210	\$12.43
Feb 2021	210	\$12.43
Jan 2021	210	\$12.43
Dec 2020	210	\$12.43
Nov 2020	210	\$12.43
Oct 2020	210	\$12.43
Sep 2020	210	\$12.43
Aug 2020	210	\$12.43
Jul 2020	210	\$12.43
Jun 2020	210	\$12.43
May 2020	210	\$12.43
Apr 2020	210	\$12.43
Mar 2020	210	\$12.43
Feb 2020	210	\$12.43
Jan 2020	210	\$12.43
Dec 2019	210	\$12.43
Nov 2019	210	\$12.43
Oct 2019	210	\$12.43
Sep 2019	210	\$12.43
Aug 2019	210	\$12.43
Jul 2019	210	\$12.43
Jun 2019	210	\$12.43
May 2019	210	\$12.43
Apr 2019	210	\$12.43
Mar 2019	210	\$12.43
Feb 2019	210	\$12.43
Jan 2019	210	\$12.43
Dec 2018	210	\$12.43
Nov 2018	210	\$12.43
Oct 2018	210	\$12.43
Sep 2018	210	\$12.43
Aug 2018	210	\$12.43
Jul 2018	210	\$12.43
Jun 2018	210	\$12.43
May 2018	210	\$12.43
Apr 2018	210	\$12.43
Mar 2018	210	\$12.43
Feb 2018	210	\$12.43
Jan 2018	210	\$12.43
Dec 2017	210	\$12.43
Nov 2017	210	\$12.43
Oct 2017	210	\$12.43
Sep 2017	210	\$12.43
Aug 2017	210	\$12.43
Jul 2017	210	\$12.43
Jun 2017	210	\$12.43
May 2017	210	\$12.43
Apr 2017	210	\$12.43
Mar 2017	210	\$12.43
Feb 2017	210	\$12.43
Jan 2017	210	\$12.43
Dec 2016	210	\$12.43
Nov 2016	210	\$12.43
Oct 2016	210	\$12.43
Sep 2016	210	\$12.43
Aug 2016	210	\$12.43
Jul 2016	210	\$12.43
Jun 2016	210	\$12.43
May 2016	210	\$12.43
Apr 2016	210	\$12.43
Mar 2016	210	\$12.43
Feb 2016	210	\$12.43
Jan 2016	210	\$12.43
Dec 2015	210	\$12.43
Nov 2015	210	\$12.43
Oct 2015	210	\$12.43
Sep 2015	210	\$12.43
Aug 2015	210	\$12.43
Jul 2015	210	\$12.43
Jun 2015	210	\$12.43
May 2015	210	\$12.43
Apr 2015	210	\$12.43
Mar 2015	210	\$12.43
Feb 2015	210	\$12.43
Jan 2015	210	\$12.43
Dec 2014	210	\$12.43
Nov 2014	210	\$12.43
Oct 2014	210	\$12.43
Sep 2014	210	\$12.43
Aug 2014	210	\$12.43
Jul 2014	210	\$12.43
Jun 2014	210	\$12.43
May 2014	210	\$12.43
Apr 2014	210	\$12.43
Mar 2014	210	\$12.43
Feb 2014	210	\$12.43
Jan 2014	210	\$12.43
Dec 2013	210	\$12.43
Nov 2013	210	\$12.43
Oct 2013	210	\$12.43
Sep 2013	210	\$12.43
Aug 2013	210	\$12.43
Jul 2013	210	\$12.43
Jun 2013	210	\$12.43
May 2013	210	\$12.43
Apr 2013	210	\$12.43
Mar 2013	210	\$12.43
Feb 2013	210	\$12.43
Jan 2013	210	\$12.43
Dec 2012	210	\$12.43
Nov 2012	210	\$12.43
Oct 2012	210	\$12.43
Sep 2012	210	\$12.43
Aug 2012	210	\$12.43
Jul 2012	210	\$12.43
Jun 2012	210	\$12.43
May 2012	210	\$12.43
Apr 2012	210	\$12.43
Mar 2012	210	\$12.43
Feb 2012	210	\$12.43
Jan 2012	210	\$12.43
Dec 2011	210	\$12.43
Nov 2011	210	\$12.43
Oct 2011	210	\$12.43
Sep 2011	210	\$12.43
Aug 2011	210	\$12.43
Jul 2011	210	\$12.43
Jun 2011	210	\$12.43
May 2011	210	\$12.43
Apr 2011	210	\$12.43
Mar 2011	210	\$12.43
Feb 2011	210	\$12.43
Jan 2011	210	\$12.43
Dec 2010	210	\$12.43
Nov 2010	210	\$12.43
Oct 2010	210	\$12.43
Sep 2010	210	\$12.43
Aug 2010	210	\$12.43
Jul 2010	210	\$12.43
Jun 2010	210	\$12.43
May 2010	210	\$12.43
Apr 2010	210	\$12.43
Mar 2010	210	\$12.43
Feb 2010	210	\$12.43
Jan 2010	210	\$12.43
Dec 2009	210	\$12.43
Nov 2009	210	\$12.43
Oct 2009	210	\$12.43
Sep 2009	210	\$12.43
Aug 2009	210	\$12.43
Jul 2009	210	\$12.43
Jun 2009	210	\$12.43
May 2009	210	\$12.43
Apr 2009	210	\$12.43
Mar 2009	210	\$12.43
Feb 2009	210	\$12.43
Jan 2009	210	\$12.43
Dec 2008	210	\$12.43
Nov 2008	210	\$12.43
Oct 2008	210	\$12.43
Sep 2008	210	\$12.43
Aug 2008	210	\$12.43
Jul 2008	210	\$12.43
Jun 2008	210	\$12.43
May 2008	210	\$12.43
Apr 2008	210	\$12.43
Mar 2008	210	\$12.43
Feb 2008	210	\$12.43
Jan 2008	210	\$12.43
Dec 2007	210	\$12.43
Nov 2007	210	\$12.43
Oct 2007	210	\$12.43
Sep 2007	210	\$12.43
Aug 2007	210	\$12.43
Jul 2007	210	\$12.43
Jun 2007	210	\$12.43
May 2007	210	\$12.43
Apr 2007	210	\$12.43
Mar 2007	210	\$12.43
Feb 2007	210	\$12.43
Jan 2007	210	\$12.43
Dec 2006	210	\$12.43
Nov 2006	210	\$12.43
Oct 2006	210	\$12.43
Sep 2006	210	\$12.43
Aug 2006	210	\$12.43
Jul 2006	210	\$12.43
Jun 2006	210	\$12.43
May 2006	210	\$12.43
Apr 2006	210	\$12.43
Mar 2006	210	\$12.43
Feb 2006	210	\$12.43
Jan 2006	210	\$12.43
Dec 2005	210	\$12.43
Nov 2005	210	\$12.43
Oct 2005	210	\$12.43
Sep 2005	210	\$12.43
Aug 2005	210	\$12.43
Jul 2005	210	\$12.43
Jun 2005	210	\$12.43
May 2005	210	\$12.43
Apr 2005	210	\$12.43
Mar 2005	210	\$12.43
Feb 2005	210	\$12.43
Jan 2005	210	\$12.43
Dec 2004	210	\$12.43
Nov 2004	210	\$12.43
Oct 2004	210	\$12.43
Sep 2004	210	\$12.43
Aug 2004	210	\$12.43
Jul 2004	210	\$12.43
Jun 2004	210	\$12.43
May 2004	210	\$12.43
Apr 2004	210	\$12.43
Mar 2004	210	\$12.43
Feb 2004	210	\$12.43
Jan 2004	210	\$12.43
Dec 2003	210	\$12.43
Nov 2003	210	\$12.43
Oct 2003	210	\$12.43
Sep 2003	210	\$12.43
Aug 2003	210	\$12.43
Jul 2003	210	\$12.43
Jun 2003	210	\$12.43
May 2003	210	\$12.43
Apr 2003	210	\$12.43
Mar 2003	210	\$12.43
Feb 2003	210	\$12.43
Jan 2003	210	\$12.43
Dec 2002	210	\$12.43
Nov 2002	210	\$12.43
Oct 2002	210	\$12.43
Sep 2002	210	\$12.43
Aug 2002	210	\$12.43
Jul 2002	210	\$12.43
Jun 2002	210	\$12.43
May 2002	210	\$12.43
Apr 2002	210	\$12.43
Mar 2002	210	\$12.43
Feb 2002	210	\$12.43
Jan 2002	210	\$12.43
Dec 2001	210	\$12.43
Nov 2001	210	\$12.43
Oct 2001	210	\$12.43
Sep 2001	210	\$12.43
Aug 2001	210	\$12.43
Jul 2001	210	\$12.43
Jun 2001	210	\$12.43
May 2001	210	\$12.43
Apr 2001	210	\$12.43
Mar 2001	210	\$12.43
Feb 2001	210	\$12.43
Jan 2001	210	\$12.43
Dec 2000	210	\$12.43
Nov 2000	210	\$12.43
Oct 2000	210	\$12.43
Sep 2000	210	\$12.43
Aug 2000	210	\$12.43
Jul 2000	210	\$12.43
Jun 2000	210	\$12.43
May 2000	210	\$12.43

# Strong online presence & Understanding of Good Communications



**ERTH Power Corporation**  
Aug 3

It's going to be a warm one! Environment Canada has issued a heat warning for Elgin and Oxford County today. Take care, stay hydrated and use these tips to stay cool while saving on energy: <http://ow.ly/I073S50KaxGC>

Read less

**Stay cool and save on energy**

Use these simple tips to stay comfortable and keep your energy bill in check

**ERTH Power Corporation**  
Sep 29

Drop by and visit us at the Oxford Career Expo at Victoria Park in Ingersoll. We'll be here along with several other employers and community agencies until 5:30pm tonight.

Read less

**ERTH Power Corporation**  
Jan 20

Limbs and branches that come in contact with power lines are one of our leading causes of outages. In January, ERTH Power's tree maintenance authorized contractor, Zap's Tree Service, will perform tree trimming in Ingersoll as part of our rotation schedule to ensure reliability.

Read less

**TREE TRIMMING In Progress**

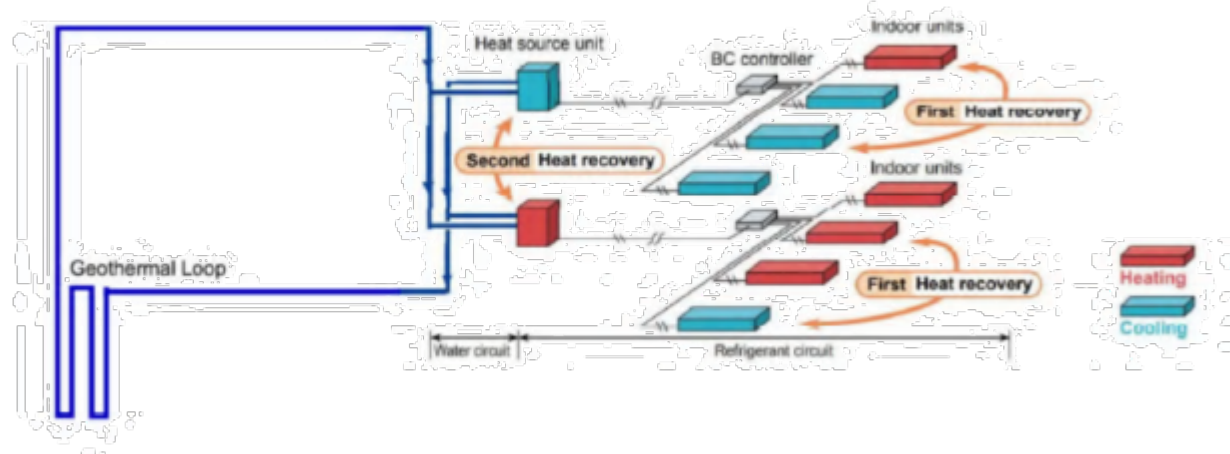
ERTH POWER



# New Build - 387 Thomas Street Ingersoll



# Goal - Lower EARTH's Carbon Footprint

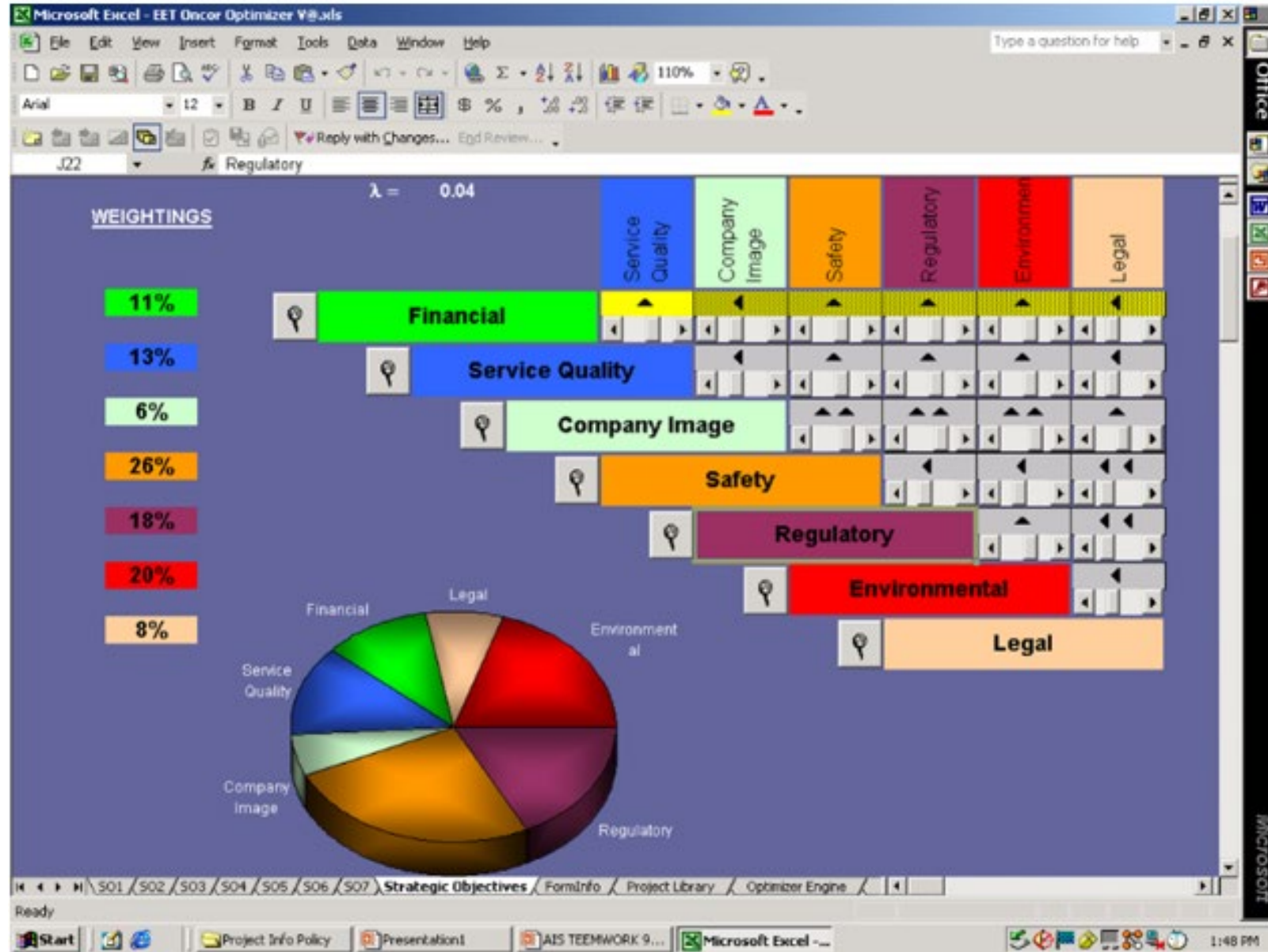




# ERTH Power Capital Investment Strategy

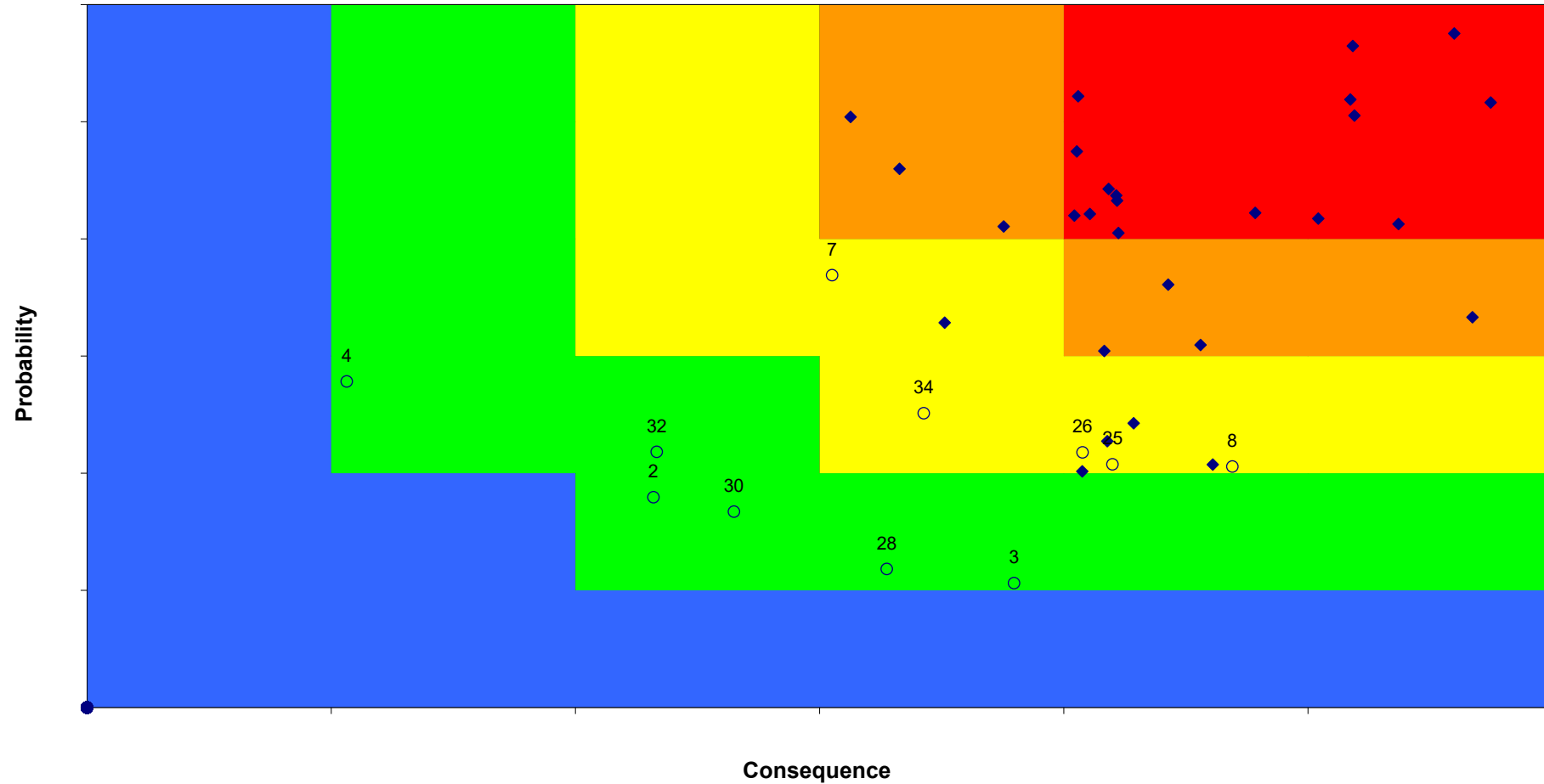


# The Optimizer



# Project Risk Matrix

Risk Matrix-Overall



# Budget Year Project Portfolio

Optimization Result - 2023	Name	Responsibility Center	Cost Category	Description	Total Investment Cost
Optimized	ALL-PROMOTIONAL-Business	All	O&M	Promotional Business (Christmas Lights, Banners etc.)	\$35,000
Optimized	ALL-UGMAINT-Padmount Maintenance	All	O&M	Padmount Maintenance (Inspections, Minor Repairs)	\$35,000
Optimized	ALL-OHMAINT-Load Break Switch	All	O&M	Load Break Switch Maintenance	\$50,000
Optimized	ALL-OHMAINT-Pole Inspections	All	O&M	Pole Inspections (Third Party Contractor)	\$25,000
Optimized	ALL-OHMAINT-Thermograph Scans	All	O&M	IR Scan (Third Party Contractor)	\$15,000
Optimized	ALL-OHMAINT-Vegetation Management	All	O&M	Tree Trimming (Planned & Unplanned)	\$190,000
Optimized	ALL-Safety/Training/Seminars	All	O&M	Safety, Training & Seminars	\$112,000
Optimized	ALL-STNMAINT-Substation Maintenance	All	O&M	Scheduled Maintenance (5 year schedule)	\$45,000
Optimized	ALL-TX Painting & Refurbishment	All	Capital Blanket	painting & refurbishment of padmount transformers	\$15,000
Optimized	ALL-UNPLD-Motor Vehicle Accidents	All	Capital Blanket	Equipment damaged from motor vehicle strikes	\$70,000
Optimized	ALL-OHUPG-Planned Pole Replacements	All	Capital Blanket	Annual End of Life Pole Replacements	\$250,000
Optimized	ALL-DEVICES-IT Hardware & Software	All	Capital Blanket	Desktop, Laptops, Monitors, SCALE Upgrades, AC Unit, Security System	\$56,875
Optimized	ALL-FACRL-Relocation of Plant	All	Capital Blanket	blanket project for municipally driven plant relocation	\$85,000
Optimized	ALL-SRVRES-Residential Connections	All	Capital Blanket	New residential service connections	\$400,000
Optimized	ALL-MAPS-Maps and Records	All	Capital	GIS Updates & Third Party upgrades	\$75,000
Optimized	ALL-LEASEHOLD-Improvements	All	Capital	Goderich OH Door, Bell St. Flooring, Miscellaneous Upgrades	\$42,500
Optimized	ALL-METERCAP-Meter Stock	All	Capital	Metering Upgrades, Retail & Wholesale	\$262,950
Optimized	ALL-SRVCI-C&I Connections	All	Capital	New Commercial & Industrial Service Connections	\$150,000
Optimized	ALL-TOOLS-Tools & Equipment	All	Capital	Miscellaneous Tools, Tensioner Upgrade, Grounding Mats	\$55,000
Optimized	ALL-VEHICLE-Fleet Replacement	All	Capital	POSI+RBD - Ingersoll, 2 x 3/4 ton crew trucks - Reel Trailer	\$502,000
Optimized	ALL-STNUPG-Substation Upgrades	All	Capital	Miscellaneous Station Upgrades, Mobile Substation, Pating @ Beachville MS	\$120,000
Optimized	ALL-AUTO-Distribution System Automation	All	Capital	Smart Switch Installation-AGSI Audit and Compliance-Field Communications Upgrades	\$115,000
Deferred	PTS-OHCON-Edith Cavell East	Aylmer	Capital	OH renewal on Edith Cavell East, West of William St.	\$257,000
Deferred	PTS-UGCON-Edith Cavell East	Aylmer	Capital	UG Renewal on Edith Cavell East, West of William St.	\$357,000
Deferred	AYL-OHCONV-Pine & South St	Aylmer	Capital	Combination of Pine and South Street Conversions	\$392,000
Optimized	BEL-UGCONV-Canterbury Place	Aylmer	Capital	Convert u/g primary and padmount transformers to 27.6kV (avoid HONI LVDS charges)	\$335,000
Optimized	BEL-UGCONV-Dyer, Rouen, Hazelwood	Aylmer	Capital	Convert UG & OH area to 27.6kV (avoid HONI LVDS charges)	\$220,000
Deferred	GDE-OHCONV-Essex St.	Goderich	Capital	Extend 3ph around to Essex. Convert Picton St., WWTP	\$355,000
Deferred	MIT-UGCONV-St. Andrews & Maple Crt	Goderich	Capital	OH & UG Conversion	\$188,472
Deferred	CLI-OHCONV-Devon & Isaac St.	Goderich	Capital	O/H conversion including railway crossing	\$400,000
Deferred	GDE-UGCONV-Bayfield Rd.	Goderich	Capital	UG Conversion Bayfield Rd Blake to Bennett	\$225,975
Optimized	CLI-UGCONV-Raglan St.	Goderich	Capital	Convert UG section of Raglan, eliminate poletrans, old primary cable.	\$475,000
Optimized	GDE-OHCONV-Nelson St	Goderich	Capital	Overbuild Nelson St to accommodate construction of apartment building	\$250,000
Deferred	ING-OHCONV-Centennial Lane into Park	Ingersoll	Capital	OH 4kv Conversion & Renewal to 16kv UG in Park, along Harris to King	\$150,000
Deferred	TAV-OHCONV-Hope St East	Ingersoll	Capital	OH 4kv to 27.6kv Conversion Renewal	\$450,000
Deferred	ING-OHCONV-Hiram, Solomon, Bruce, Metcalf	Ingersoll	Capital	OH renewal and conversion to 27kV	\$873,600
Deferred	NOR-OHUPG-Stover St.	Ingersoll	Capital	OH Conversion - Elgin Street to Palmer Street	\$497,400
Optimized	TAV-OHCONV-Wellington, Decew	Ingersoll	Capital	OH conversion	\$300,000
Optimized	NOR-OHCON-Spring St.	Ingersoll	Capital	Extend 3 phase primary down Spring st for new subdivision, replace pole top extensions	\$125,000

- Total Project Portfolio - \$8,050,772
- 11 Projects Deferred (\$4,146,447)
- Strategic Value Achieved – 82%
- Total Optimized OPEX - \$507,000

# Automation - SCADA & Controls



# AVL (Automatic Vehicle Location)

The screenshot displays the myGEOTAB AVL software interface. The top navigation bar includes a search bar, a status filter set to 'All groups selected', and utility icons for help, notifications, and settings. Below the navigation bar, there are search filters for 'Find asset' and 'Status', and a 'Saved views' section. The left sidebar contains a 'Map' button and a list of application modules: Productivity, Compliance, Safety, Maintenance, Sustainability, People, Messages, Notifications, Video Recordings, Reports, Groups & Rules, and Add-In Management. The main area is a map of Ontario, Canada, showing various cities and roads. Several vehicle locations are marked with callouts, including:

- GDE 102-14 International 7500 RBD
- GDE 30-16 Chev Colorado (Jamie Laprise)
- GDE 103-09 International 55' Bucket
- GDE 27-17 Chev Silverado (Supervisor) (Luke Shephard)
- ING 21-16 Freightliner 50' Bucket (Austin Whetham)
- J-Mar 227-13 International RBD
- ING 23-20 Freightliner 42' Bucket (Brett Nicholson)
- ING 24-17 Nissan NV200 (Metering) (Jord)
- AYL 22-06 International 7400 RBD (Travis Wouters)
- ING 106-14 Toyota Tacoma
- ING 12-14 Chev Silverado (Supervisor) (Brett Humphrey)
- AYL 06-20 Chev Silverado (Foreman) (Ryan White)
- AYL 05-07 Freightliner 47' Bucket (Corey Jacobs)
- AYL 101-11 GMC Sierra (Crew)
- AYL 09-16 Freightliner 50' Bucket

The left sidebar lists the following assets:

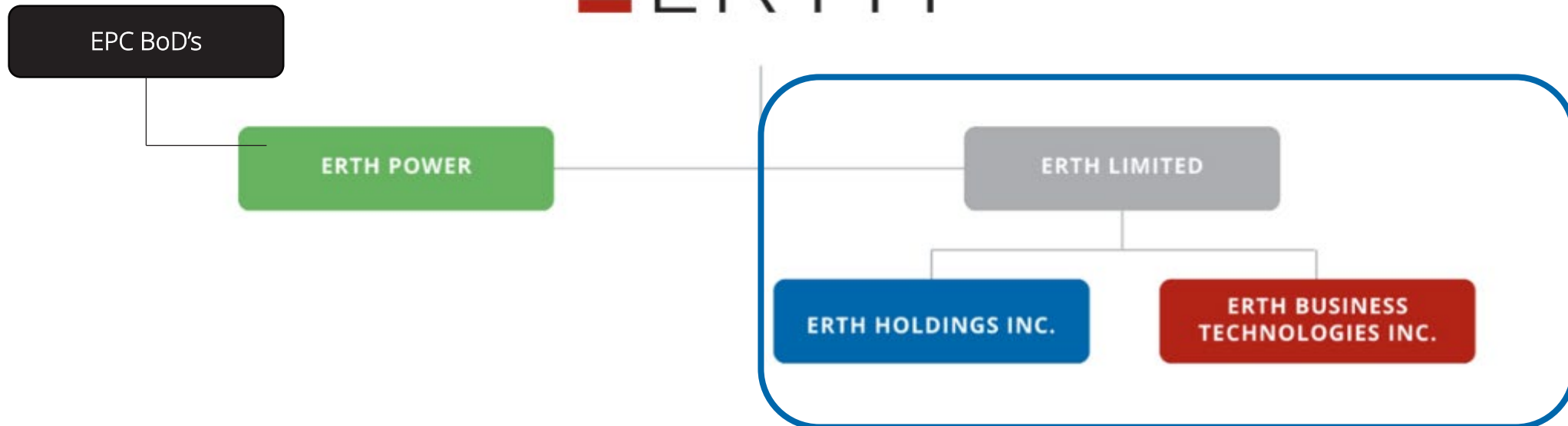
- AYL 05-07 Freightliner 47' Bucket**  
Corey Jacobs, 1h 50m  
Aylmer Operations Centre, 290 Elm St, Aylmer, ON N5H 3...
- AYL 06-20 Chev Silverado (Foreman)**  
Ryan White, 6m 35s  
10555 IMPERIAL Rd, Aylmer, ON N6H 2R6, Canada
- AYL 101-11 GMC Sierra (Crew)**  
No driver assigned, 1d 5h  
Aylmer Operations Centre, 290 Elm St, Aylmer, ON N5H 3...
- AYL 22-06 International 7400 RBD**  
Travis Wouters, 1d 5h  
Ingersoll Operations Centre, 143 Bell St
- GDE 102-14 International 7500 RBD**  
No driver assigned, 1h 44m  
Goderich Operations Centre, 240 Huckins Rd, Goderich, O...
- GDE 103-09 International 55' Bucket**  
No driver assigned, 22h 50m  
Goderich Operations Centre, 240 Huckins Rd, Goderich, O...
- GDE 27-17 Chev Silverado (Supervisor)**  
Luke Shephard, 11d 2h  
240 Huckins Rd, Goderich, ON N7A 3X8, Canada
- GDE 30-16 Chev Colorado**  
Jamie Laprise, 3h 29m  
Goderich Operations Centre, 240 Huckins Rd, Goderich, O...

# Competitive Businesses

## Shareholders



## Board of Directors





# ERTH Infrastructure



# Infrastructure Services

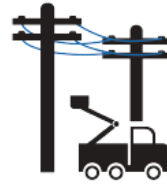
## Utility Construction, Lighting & Metering



LED Street Lighting



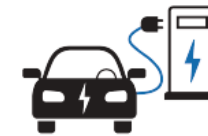
Traffic Signals



Pole Line Construction



Substation & High Voltage Services



ERTH Energy EV & Renewable Energy Services



Electrical Contracting



Accredited Meter Verification



Metering Service Provider (MSP)



Metering Field Services

# Infrastructure Services



# Metering Services

- Continued growth in our customer portfolio
  - AMV - On track to process over **130K** meters through our AMV shop in 2025
  - MSP for Utilities, Industrial Customers, Solar/Wind/Storage projects
  - Providing field services for, CNP Power, Welland Hydro, Grimsby Hydro, Festival Hydro





# ERTH Solutions & Technologies



# Business Solutions & Technologies

## Solutions & Technologies



CIS Implementation & Support



Cloud Hosting



Utility Billing & Back-Office Services



Bill Design, Print & Mail



Quality Assurance Testing



Software Development



Robotic Process Automation



EBT Hub and EDI Services



Retailer Billing Services



Managed IT Services



Customer Engagement (Engage360)



Project Management



Green Button Solution

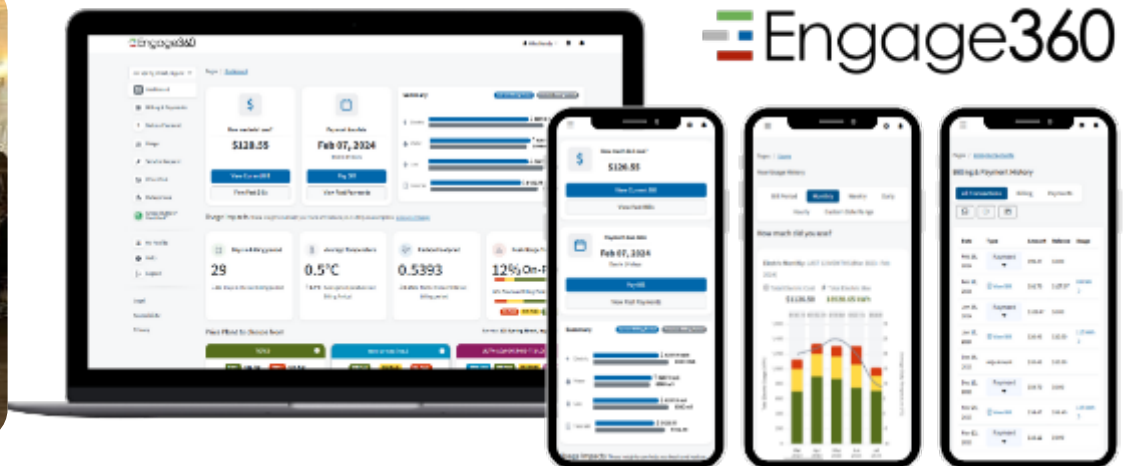


Estimating & Planning Software

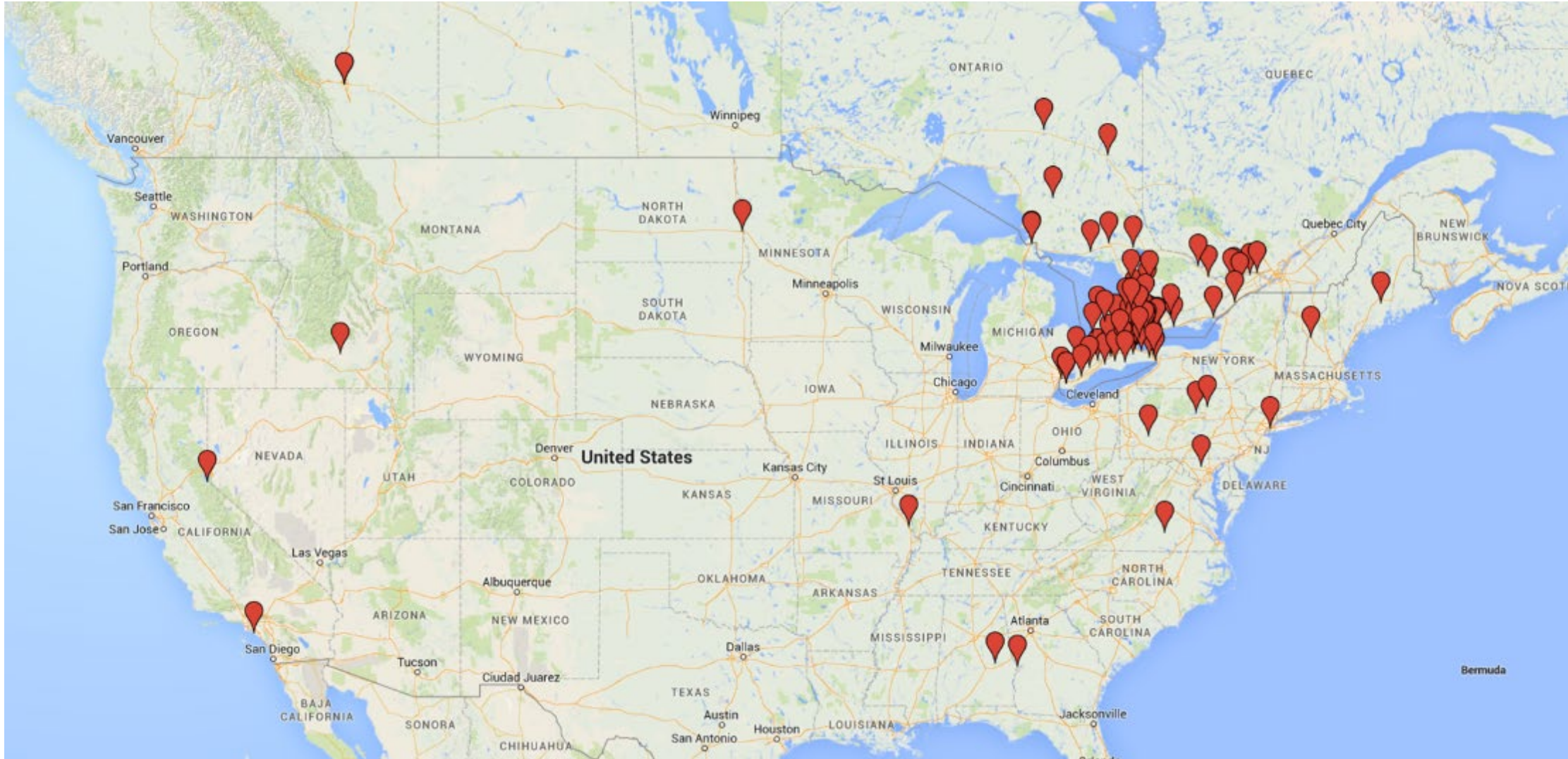


Customer Engagement Solution

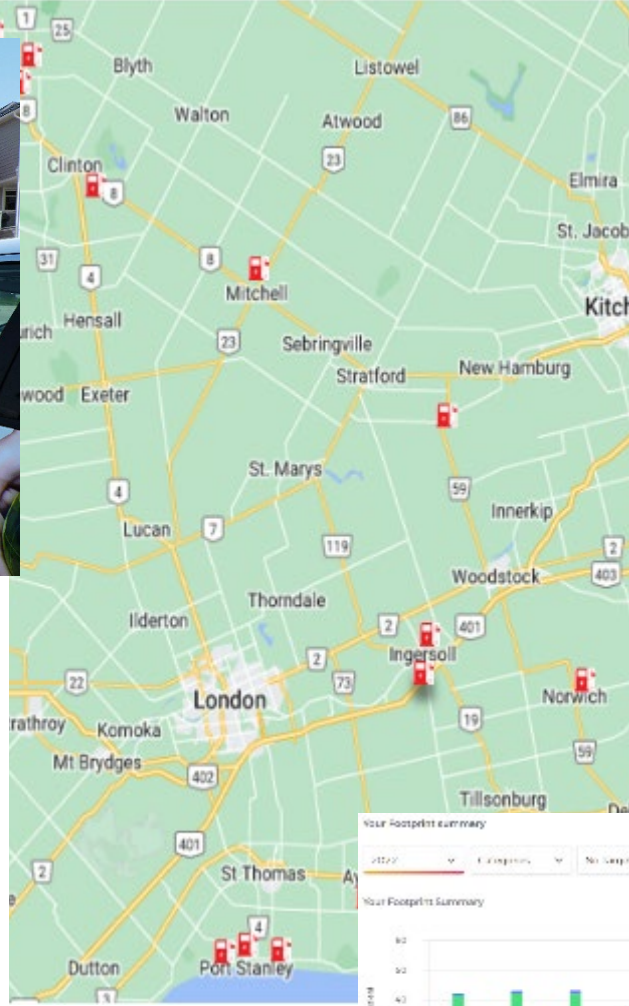
# Solutions & Technology



# Customer Map



# Climate Action & Economic Development



**ROOFTOP LEASE  
(SOLAR PV GENERATION FACILITY)**

**THIS LEASE** is made as of the 5th day of July, 2017 ("Effective Date").

**BETWEEN:**

**2485505 ONTARIO INC.**, acting on behalf of **ERTH COMMUNITY POWER ONE LIMITED PARTNERSHIP**, an Ontario limited liability partnership with an office at 180 Whiting Street, Ingersoll, Ontario

(the "Tenant")

and

**THE CORPORATION OF THE TOWNSHIP OF EAST ZORRA-TAVISTOCK**, a Municipality duly formed and existing within the meaning of the *Municipal Act* (Ontario)

(the "Landlord")



**ERTH Corporation's CEO named to Canada's Clean50 List**

Press Release  
Apr 23, 2021 • April 23, 2021 • 3 minutes read



# A Partnership for the Future?

## Strategic Value

- **Lower the Risk profile for our stakeholders**
  - Economic, Pandemic, Climate, Cyber, HR and Velocity
- **Economies of Scale** [>50,000 electricity customers – diversified customer base]
  - Leverage purchasing power of over 800,000 customers through membership with Grid Smart City
- **Rate stability for our customers** [WPI and EPC rates are similar]
  - Rates for combined entity will be lower than standalone
  - Long term efficiencies of operations will provide additional value to the customer
- **Modernization and Automation**
  - Continued distribution automation, green technologies and enhancing the customer experience
- **Combined company will have in-house capabilities & expertise to respond to OEB requirements**
  - Expertise: IT, regulatory, engineering, billing, etc. – able to leverage our Affiliates experience
- **Non-regulated businesses provide diversification and potential for long term stability and additional value**
- **“Winning TEAM”**

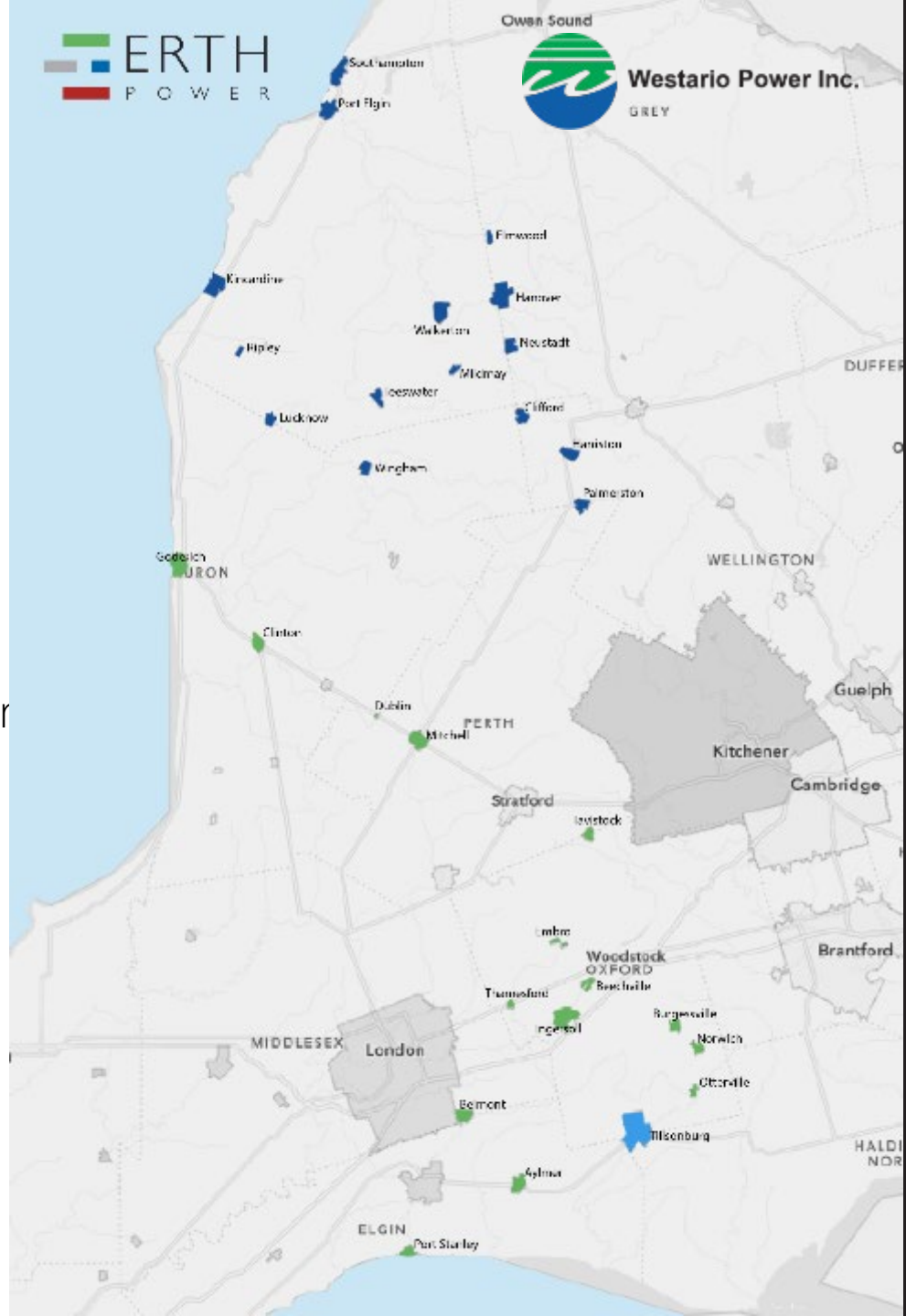


Westario Power Inc.



# Why Partner with ERTH

- Fits the Provincial Mandate – “Regional Utility”
- Geography is mirrored
- Compelling Story – 4<sup>th</sup> largest geographic sized LDC
- Multi-shareholder Advantage – knowledge of
- Strong Platform to deliver value add – Affiliate Growth
- Able to leverage ERTH Staff – storm responsiveness, other
- Long Standing Relationship – Previous Discussions 2008
- Community Based - “Like-minded”
- Our Organizations have Proven Track Records
- Makes Good Business Sense



# Community Partner



Westario Power Inc.



# Giving Back



# Guiding Principles

The following principles are essential for a successful partnership



# The Future is Bright!

2025  
2026  
2027  
2028  
2029  
2030

# Questions

