



# community source



## Special Annual Review Edition

### THE POWER OF COMMITMENT

Our business goals may seem simple: provide the reliable, safe and efficient delivery of electricity to Mississauga customers while encouraging a conservation culture among users. During times of advancing technologies, uncertain economic climates and an evolving regulatory environment, it is through the dedication of Enersource's world class team that we succeed in delivering first class service quality to our valued customers.

We would like to take this opportunity to provide you with a synopsis of Enersource Corporation's 2007 Annual Review including highlights from priority areas such as reliable electricity distribution, energy conservation and corporate social responsibility.

### EMPOWERING CUSTOMERS

Our customers repeatedly ask us how they can access the green technologies that ease both their pocketbooks and their environmental footprint. PowerHouse is a new loan and rebate pilot program brought to you by Enersource Hydro Mississauga, Hydro One Networks and Hydro One Brampton and funded by the Ontario Ministry of Energy. Zero-interest loans or rebates are available for residential installations of solar thermal, photovoltaic, geothermal and small scale wind turbine systems.

New and innovative programs such as PowerHouse give residents a terrific financial incentive to invest in renewable energy technologies and go a long way to expanding the culture of conservation in Ontario. Enersource is proud to be leading the way in this regard.

### TIPS: THE POWER TO CONSERVE

These simple tips are designed to help you reduce electricity bills without making big investments.



Install programmable, digital thermostats and program them to lower the temperature when you are not home or sleeping.



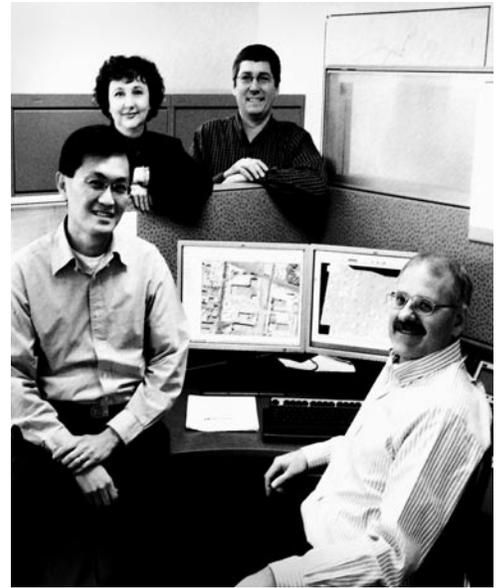
Use the cold water setting on the washer whenever possible and always rinse with cold water.



Devices that can be turned on with a remote, have digital clocks or a little coloured light can use up to 50 watts all the time, so unplug them when not in use or shut them off with a power bar.

# 2007 Annual Review:

## Meeting your electricity needs now and in the future



Enersource employees take great pride in doing their part to help Mississauga thrive by making sure our homes, businesses and public infrastructure can count on reliable, safe and affordable electricity.

Our 2007 financial results outperformed projections, resulting in dividends paid to our shareholders, the City of Mississauga and OMERS affiliate BPC Energy, which exceeded forecast by more than 30 per cent. World class reliability continued with only 39 minutes of average outage time in 2007. Our safety record led the sector, as we surpassed 1 million hours without a lost-time injury—one of only seven Ontario utilities to reach this safety milestone.

In 2007, Enersource invested more than \$46 million in critical infrastructure assets, with a focus on growth, system reliability and customer care. Among some of our projects is a new state-of-the-art municipal substation in west Mississauga and a new high voltage line along Mavis and Britannia roads that will expand our distribution capacity in vital growth areas.

Over the past three years we have invested in excess of \$10 million in conservation programs, resulting in electricity savings equivalent to powering 8,200 homes for one year.

Moving forward, we are confident that our vision, strategy and integrity will secure the future of Enersource as we chart our course toward another 90 years of success.



### INVESTING IN SMART TECHNOLOGIES

Providing safe, affordable and reliable electricity is at the very core of our business. To deliver on that promise, Enersource has introduced a number of innovations to help make our electricity grid “smarter.” This investment will position Enersource to be the first utility in Ontario with total real-time integration, greatly improving planning and rapid response capabilities, and delivering greater overall system efficiency and outage management.

Enersource is actively helping the Province of Ontario move forward on its objective to install smart meters throughout Ontario by 2010. In 2007, we achieved our phase one objective of installing over 60,000 smart meters in the northwest sector of Mississauga.

Smart meters coupled with time-of-use pricing will create a financial incentive for customers to alter the way they use electricity.

### QUICK FACTS

Here are some quick facts that are important components of who we are as your local electricity provider.

- **Our customers enjoy some of the lowest residential rates in Ontario.**
- **Enersource Corporation has set a nationwide standard for electricity reliability in urban settings.**
- **When it comes to maintaining assets, we incorporate noise reduction measures to ensure a peaceful atmosphere and maximize greenery to not only improve appearance but also air quality.**
- **We have certified arborists to help ensure that the utmost care is taken to protect our local environment.**
- **Last year, Enersource reached the milestone of 1,000,000 hours worked without a lost-time injury and has a record for achieving world class safety results.**

### CONSOLIDATED STATEMENTS OF INCOME

Years ended December 31, 2007 and 2006 (In thousands of dollars)

	2007	2006
<b>Revenue</b>	<b>\$696,491</b>	\$680,318
<b>Operating Expenses</b>	<b>(656,814)</b>	(641,639)
<b>Net interest expense</b>	<b>(16,483)</b>	(15,431)
Income before the undernoted	<b>23,194</b>	23,248
Amounts in lieu of corporate income taxes	<b>(10,188)</b>	(9,938)
Income from discontinued operations net of amounts in lieu of corporate income taxes	<b>964</b>	3,916
Net income	<b>\$ 13,970</b>	\$ 17,226

# Serving our Community

## CARING FOR THOSE WHO NEED US MOST



Whether it is people in our community or animals who share our urban habitat, it is one of our key corporate values to show concern for those in need. Among many new features at Enersource is a program called the Life Support Notification Registry. This program allows citizens with electrically powered medical equipment, such as a ventilator or a kidney dialysis machine, to confidentially identify the location of their home to us. Those registered are informed in advance of **scheduled** power outages so that alternative arrangements can be made for back-up power.



## SAFER LANDINGS

A concerned Enersource employee helped spark an initiative to develop and install overhead line bird perches: a simple apparatus where birds can safely land, avoiding the bridging of live wires by their long wingspans. Bird perches were installed on overhead wires in known high-incident areas, with plans to install more as such risk areas become apparent.



Enersource employees participated in the Habitat for Humanity Playhouse Challenge and earned one of the top prizes. Their masterpiece received top honours for its décor. The event was held to raise money and awareness for Habitat for Humanity Mississauga.

## SUPPORTING LOCAL CHARITIES

Through our Spirit of Giving program, Enersource pledged over \$100,000 in financial support across more than 20 Mississauga and Peel Region charitable groups. These included the Peel Children's Safety Village, Habitat for Humanity, Community Living Mississauga and FoodPath.

The spirit and generosity of Enersource employees was evident in the \$23,000 raised in 2007 in support of the United Way. Employee volunteerism and enthusiasm was the driver behind a unique partnership formed in 2007 with Habitat for Humanity Mississauga. As the first ever Mississauga-based company to sponsor Habitat Mississauga, Enersource is the lead sponsor of the chapter's first home build project. Employees and the local community will provide hands on "bricks and mortar" assistance to help bring the new home to life and enhance the life of a deserving Mississauga family.

## LIFETIME OF CARE CAMPAIGN

Enersource Corporation proudly pledged \$100,000 to The Credit Valley Hospital Foundation Lifetime of Care campaign. The Lifetime of Care campaign is raising funds to build a new 270,000 square foot facility for obstetrics, labour and delivery, a special care nursery, paediatrics, long term care, surgical oncology, palliative care, regional genetics, a laboratory and additional operating rooms. From left, Norma Bandler, President and CEO of The Credit Valley Hospital Foundation and Craig Fleming, President and CEO of Enersource Corporation.



## We want to hear from you!

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