



Enova

Welcome to Enova Breakfast

November 22, 2022

Agenda

7:30 am – Registration, Breakfast & Networking

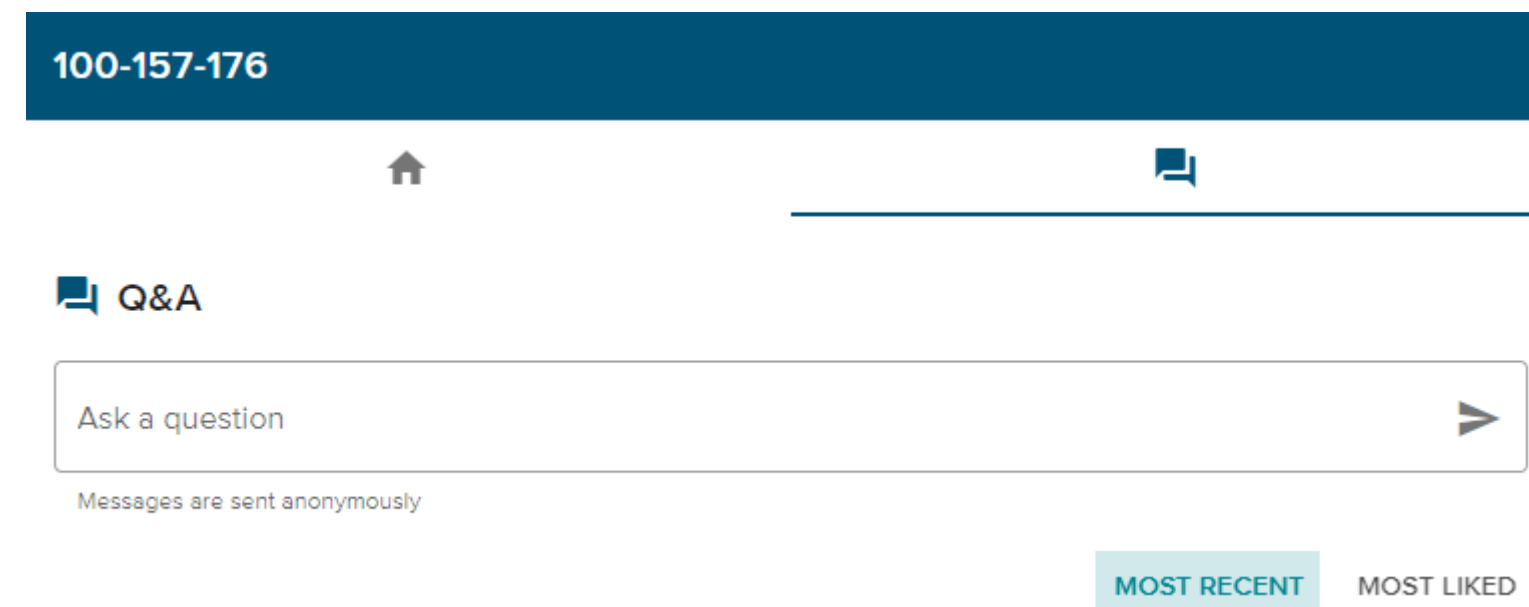
8:00 am – Welcome to Enova

8:20 am – How Enova can support you and your organization

8:40 am – What's here and what's coming

9:00 am – Wrap-up and questions

In your browser, go to www.vevox.app
Enter Session ID 100-157-176
Type in your questions anonymously

A screenshot of the Vevox Q&A interface. At the top is a dark blue header bar with the session ID "100-157-176" in white. Below the header are two icons: a home icon and a chat icon. The chat icon is highlighted with a blue underline. Below the icons is a section titled "Q&A" with a speech bubble icon. Underneath is a text input field with the placeholder text "Ask a question" and a blue arrow button to the right. Below the input field is a small note that says "Messages are sent anonymously". At the bottom right are two tabs: "MOST RECENT" (which is highlighted with a blue background) and "MOST LIKED".

Who is Enova Power?





Fast Facts



1,108 km²

Service territory

157,466

Business and
residential customers

311

Employees

Formed:

September 1, 2022 from the merger
of Kitchener-Wilmot Hydro Inc. and
Waterloo North Hydro Inc.

Our Purpose:

To energize and empower our communities.

Our Vision:

To drive what's next in energy and
sustainability for our communities and beyond.

Assets

44,000

Poles

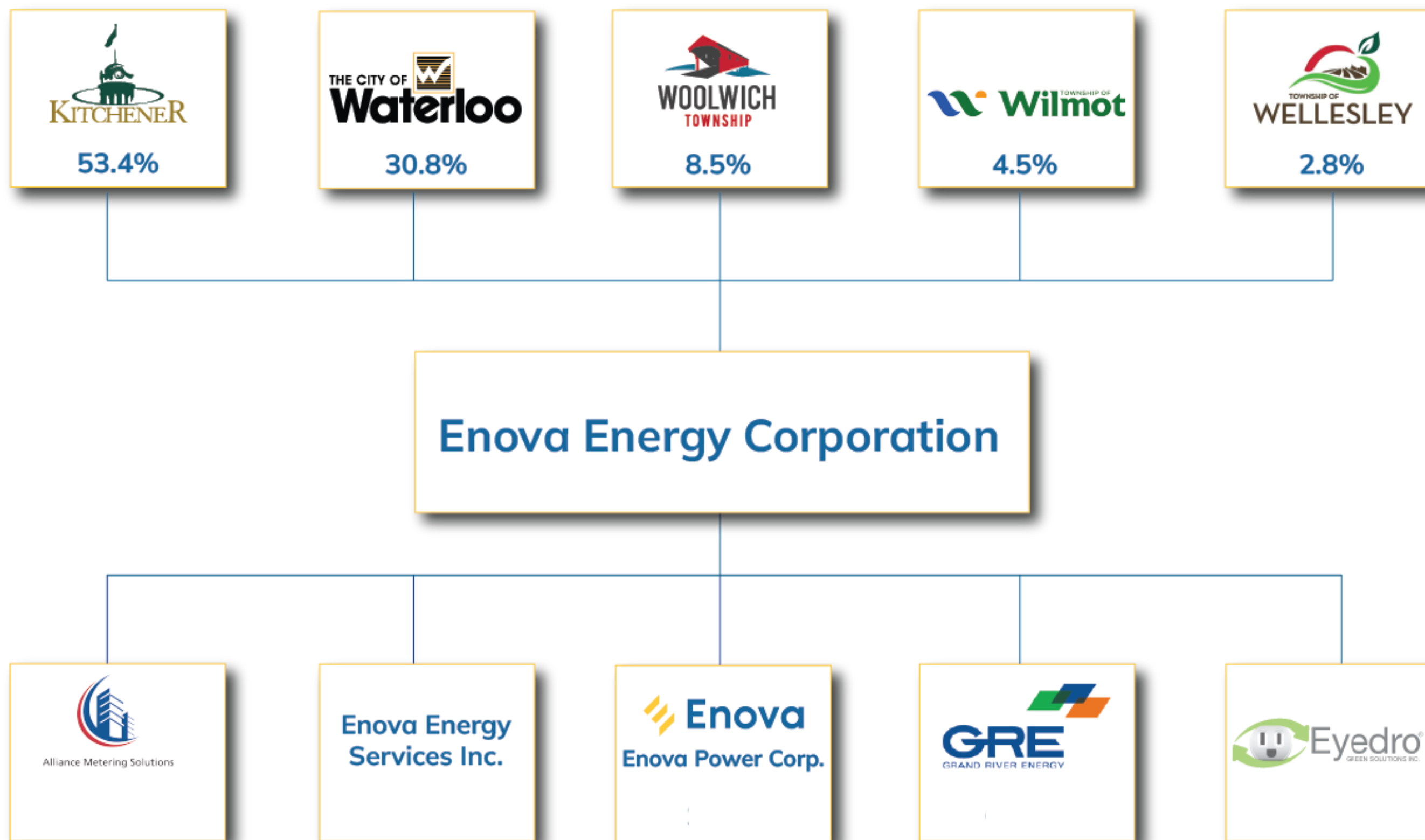
3,665

Kilometers of line

2,100km overhead

1,565km underground

Enova Group





Welcome to Enova Video

Purpose

To energize and empower our communities.

Vision

To drive what's next in energy and sustainability for our communities and beyond.

**We want to be the trusted energy provider,
dedicated to delivering safe and reliable energy
solutions that power our communities forward.**

Our Values

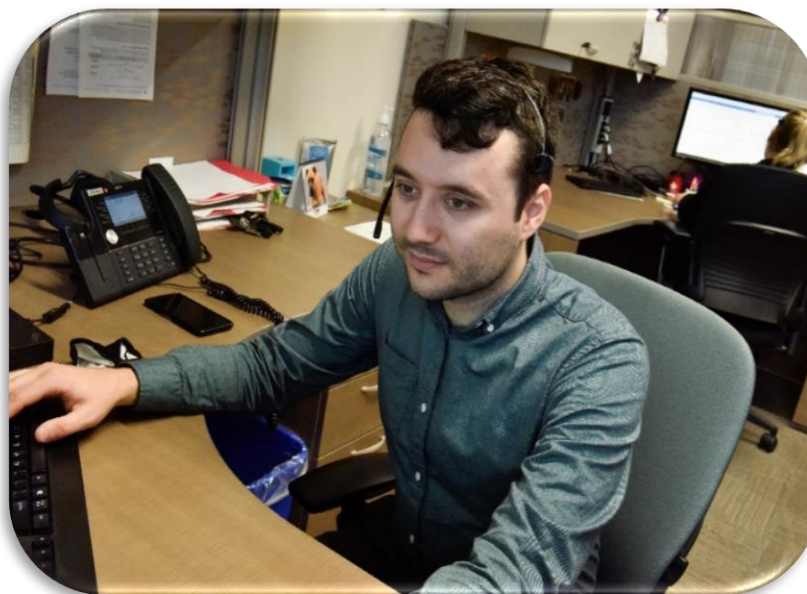
- Safety and well-being above all
- Everyone has a voice
- Transparent in all we do
- Driven to explore new ideas
- Inclusive and empowered

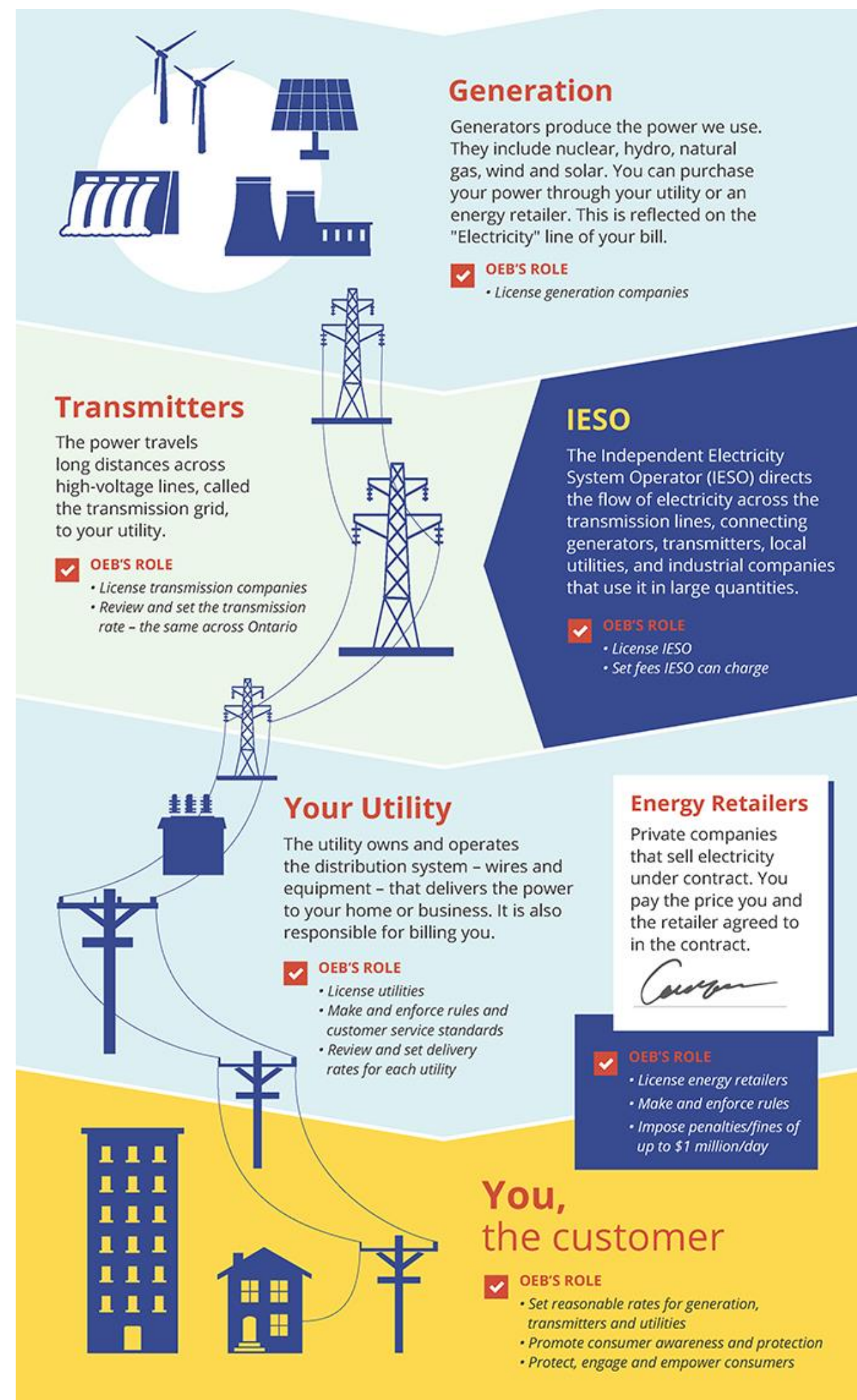
At Enova, we're dedicated to

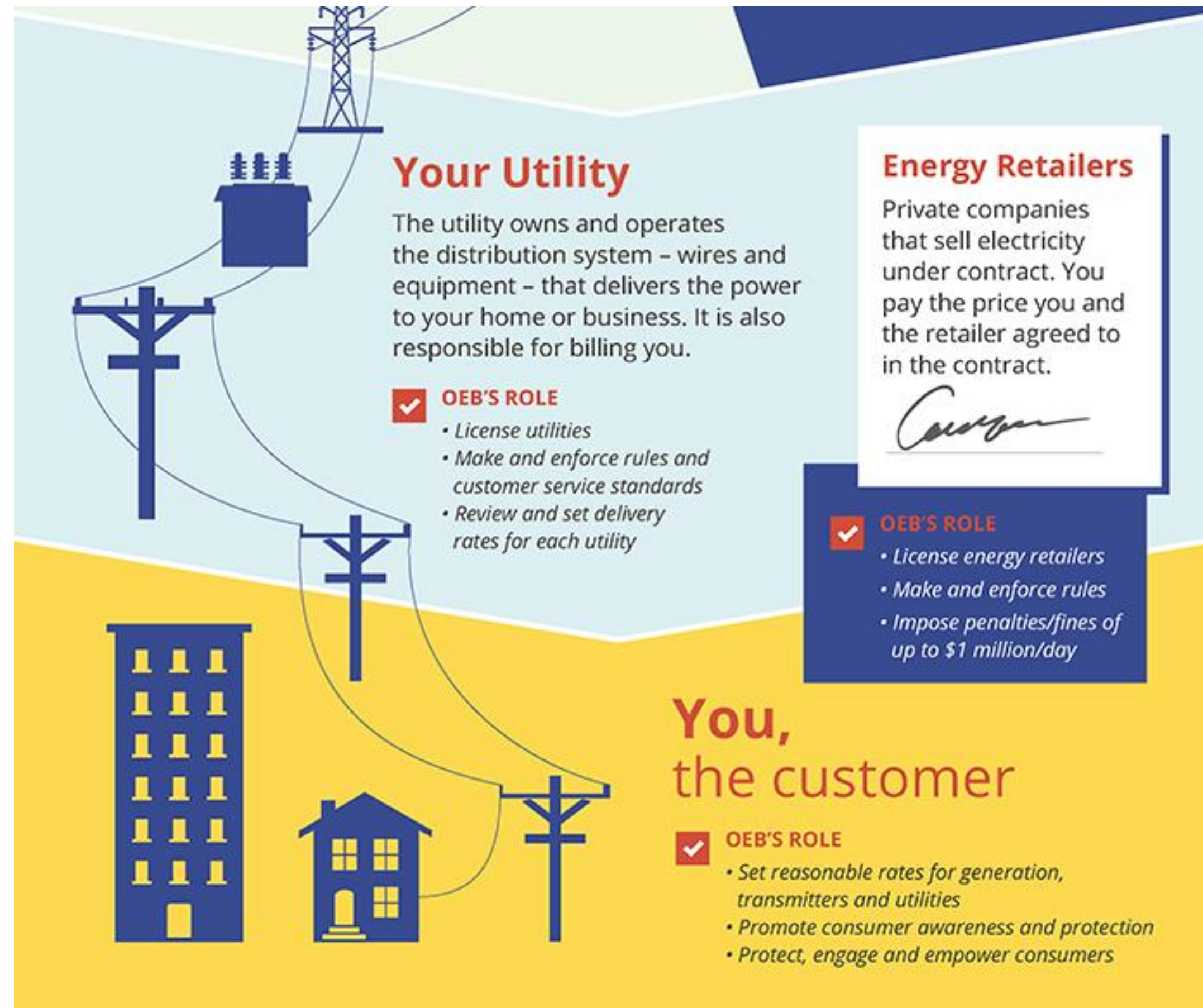
- Reliable and Dependable Service
- Customer and Community Partnerships
- Continuous Improvement



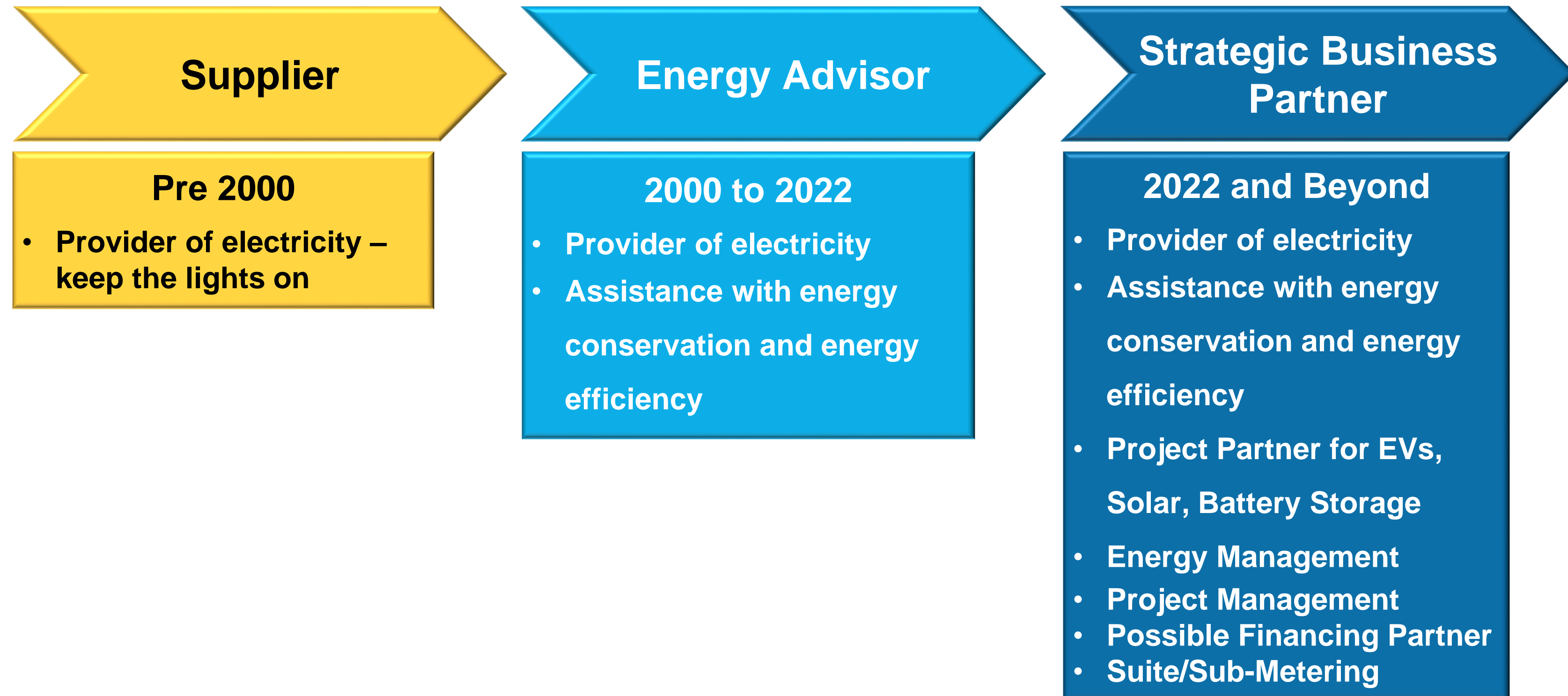
Enova Power. The smart friend you can rely on.







Evolution of Enova (KWH & WNH)



Enova's Key Account Team and Support

How Enova can support you and your
organization

How is Enova supporting customers?

- Quarterly eblasts
- Key account breakfasts
- Educational round tables and webinars
- Peer-to-peer sessions
- Face-to-face engagement with our key account advisors and other Enova resources

Enova Key Account Team – ABCD's

Andrew Bennett



Andrew has been helping businesses find energy solutions for more than 15 years. With a background in engineering technology and energy management, coupled with a data-driven approach, Andrew has the knowledge to solve your tough energy challenges.

📞 519-239-8211

✉ andrew.bennett@enovapower.com

Chris Drygala



Born and raised in Kitchener-Waterloo, Chris has 13 years of experience in energy management and customer service. As a Certified Engineering Technologist with a Sustainable Energy and Building Technology diploma from Humber College, Chris knows the questions you need to ask for the solutions you need.

📞 226-220-2935

✉ chris.drygala@enovapower.com

Smart friends listen – this is what we heard!

What are the most pressing energy-related topics you're faced with today?

Energy Costs – 71%

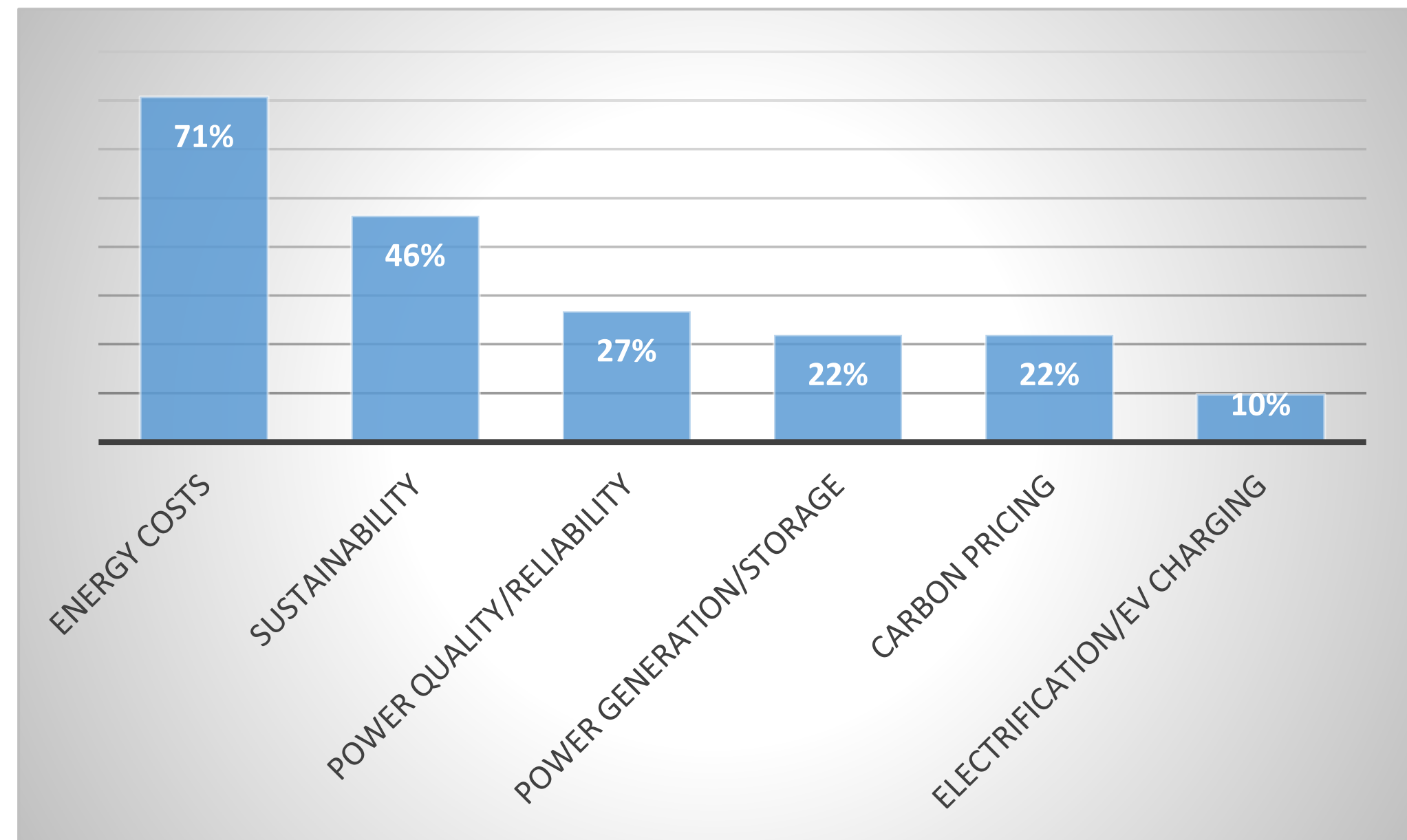
Sustainability – 46%

Power Quality / Reliability – 27%

Power Generation / Storage – 22%

Carbon Pricing – 22%

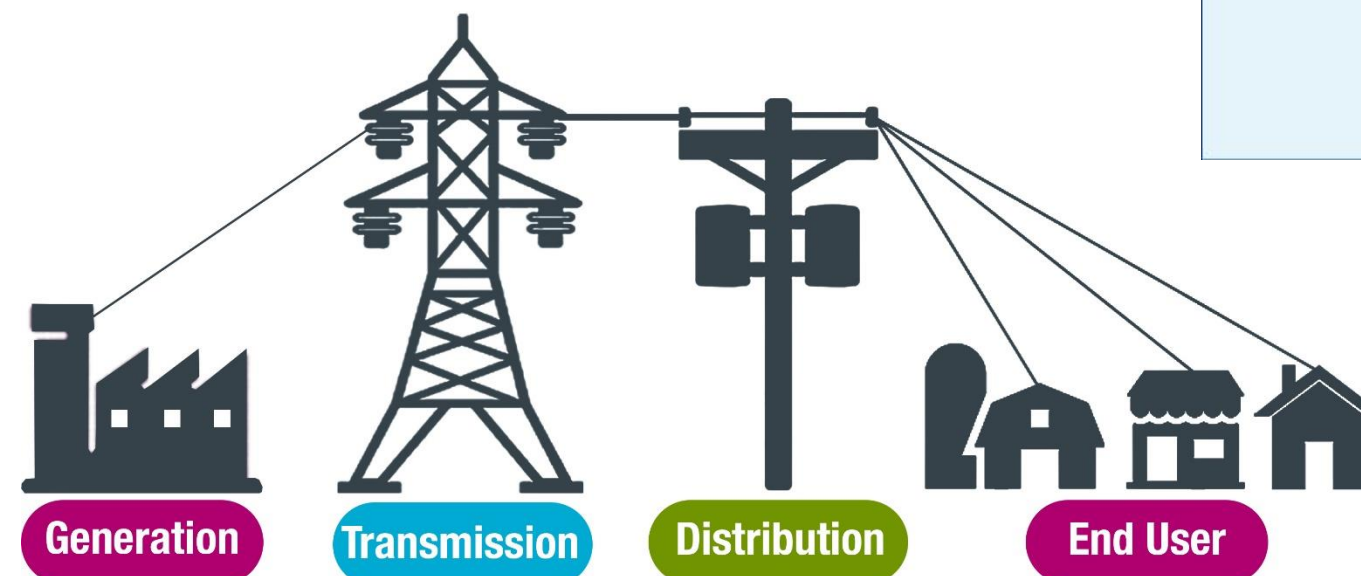
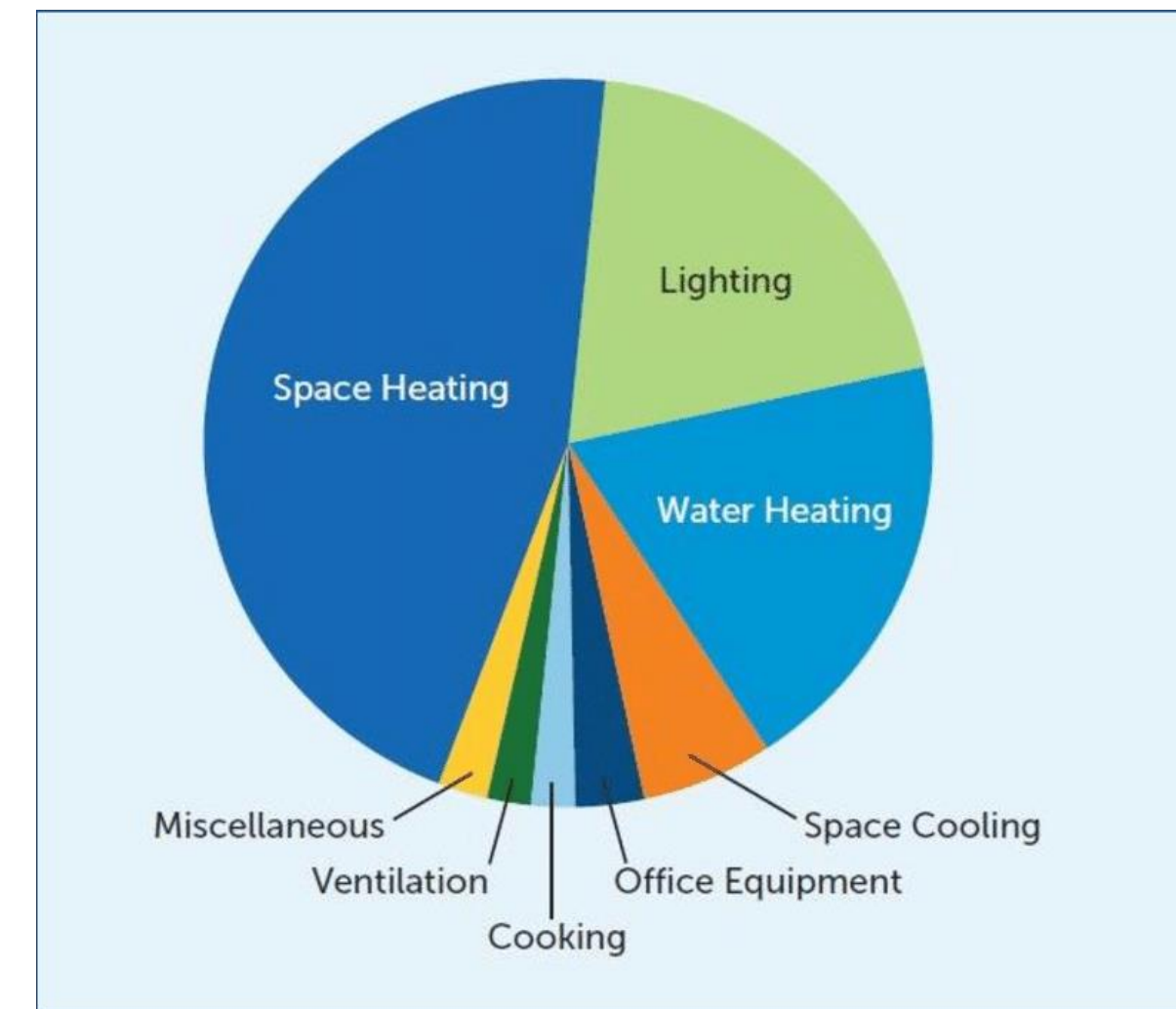
Electrification / EV Charging – 10%



Smart friends are there for you – here's how!

Billing, Rates and Supply:

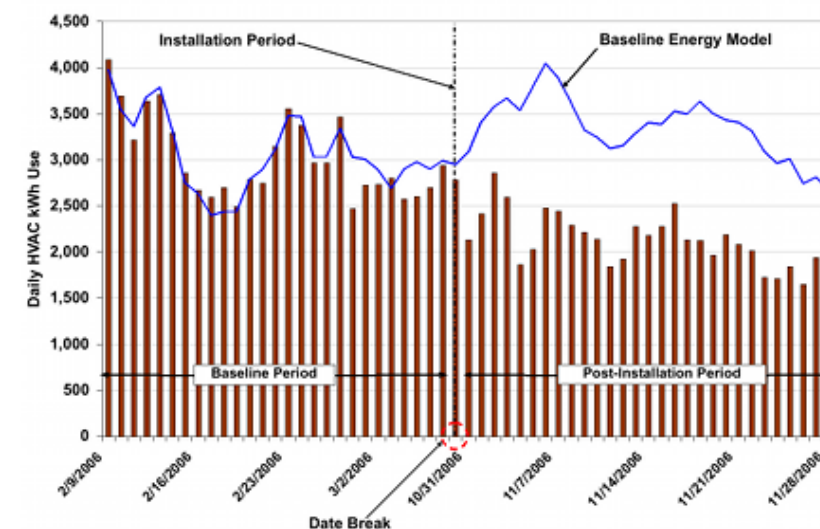
- rates and billing education
- global adjustment mitigation
- energy usage and demand analysis
- service upgrade planning
- supply quality and reliability



Smart friends are there for you – here's how!

Energy Efficiency and Management:

- facility and equipment assessments
- equipment data logging
- compressed air leak audits
- energy modelling
- business case analysis
- incentive application support

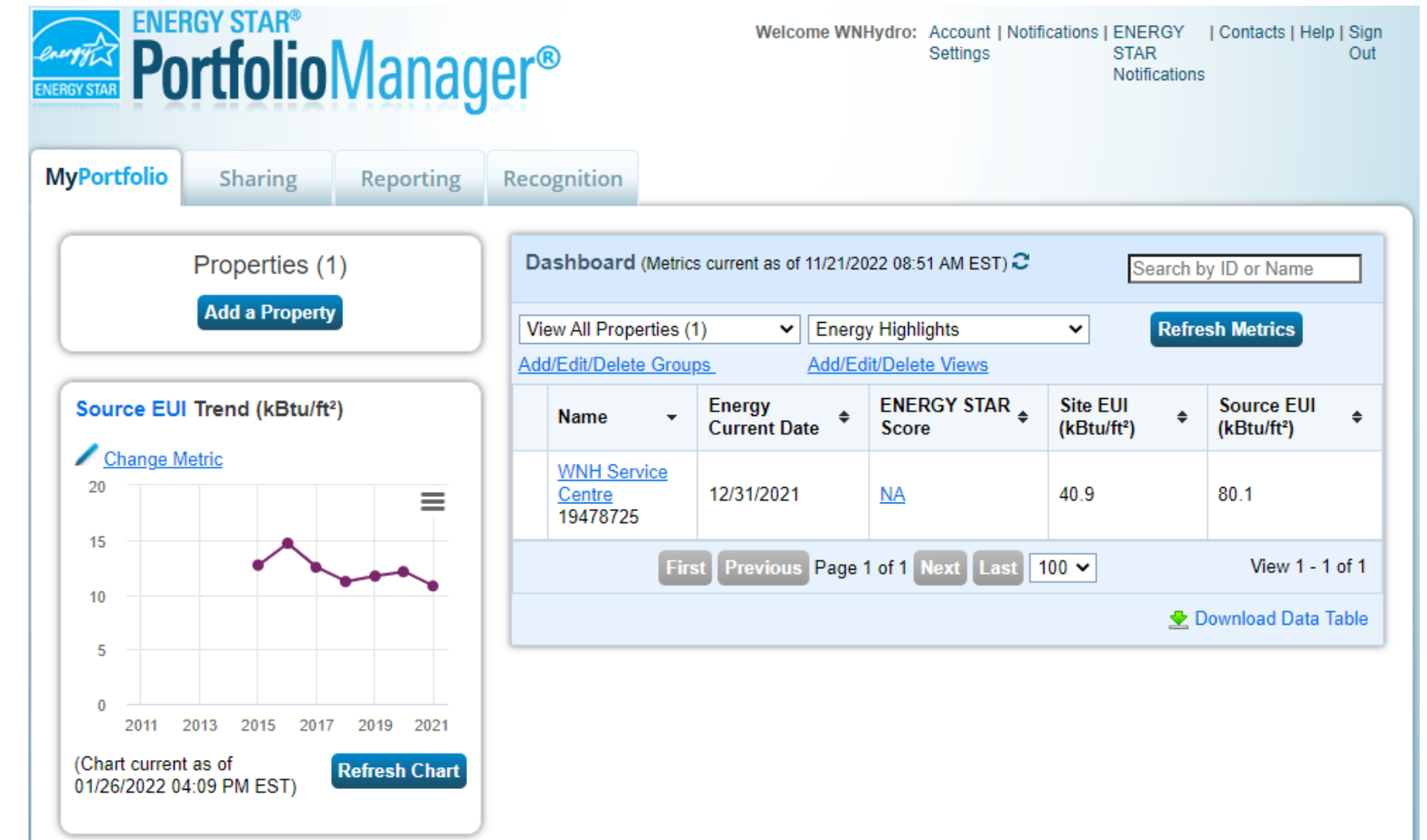


SAVE ON ENERGY
POWER WHAT'S NEXT

Smart friends are there for you – here's how!

Benchmarking, Monitoring and Reporting:

- EWRB and Energy Star
- energy monitoring and data logging
- sub-metering
- custom reporting



Smart friends are there for you – here's how!

Distributed Energy Resources:



SOLAR PANELS



WIND



BATTERIES



EV CHARGERS



GENERATORS



THERMAL STORAGE



CO-GENERATION



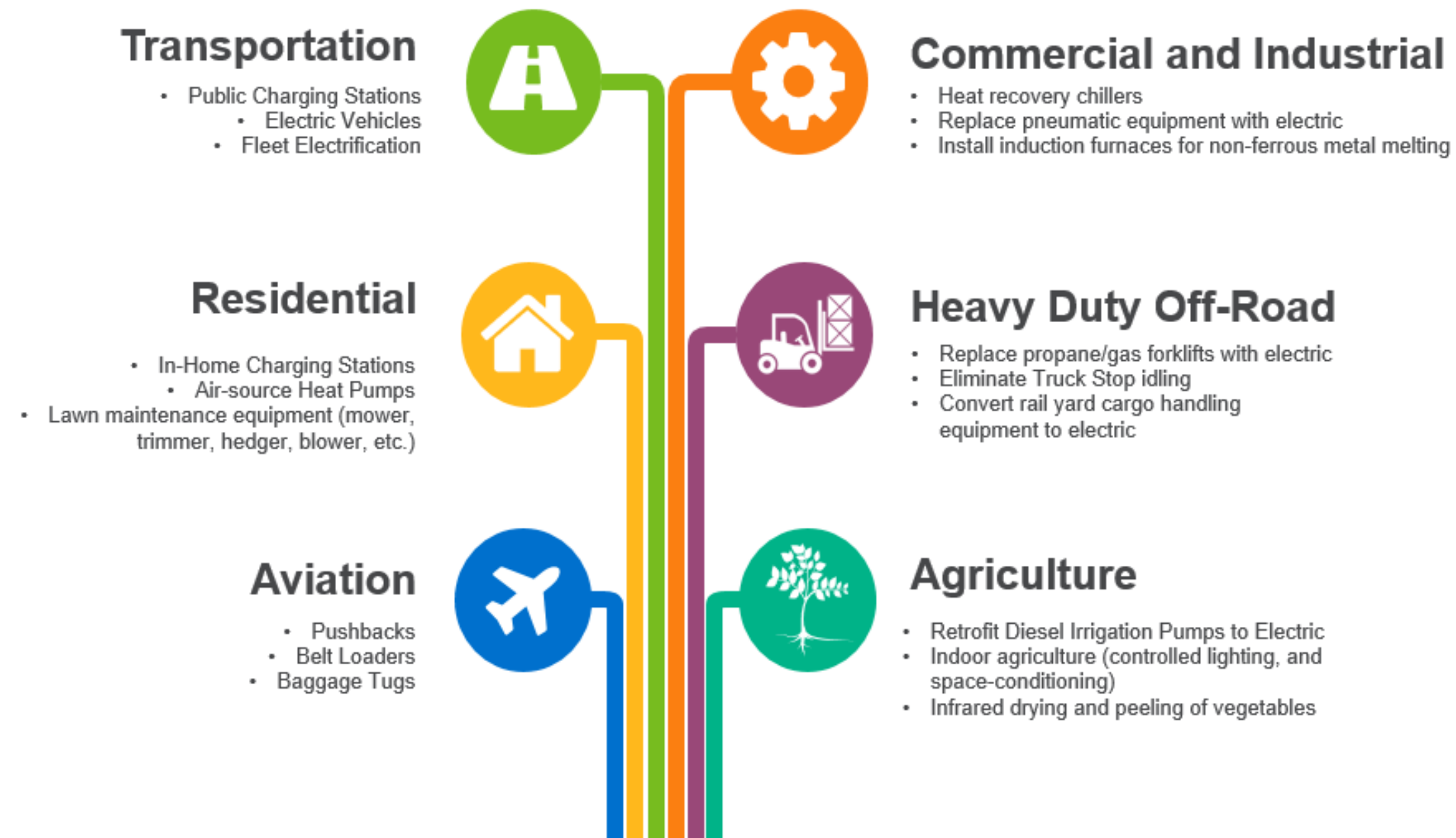
HYDRO ELECTRIC



FUEL CELLS

Smart friends are there for you – here's how!

Electrification:

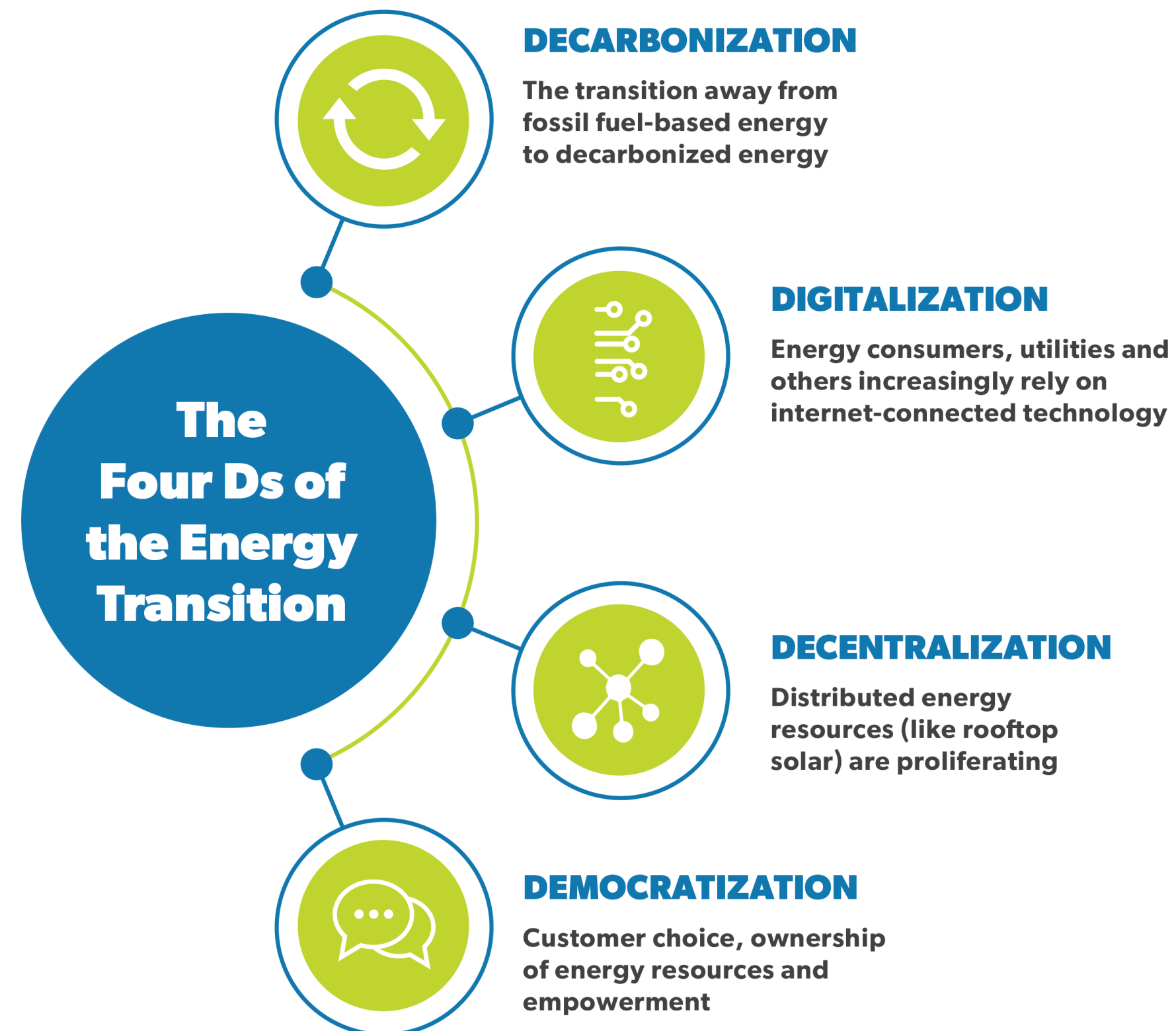


The Energy Transition

What's Changed?

- Paradigm shift in the energy industry
- ESG
- Electrification
- Local Opportunities
- Operating/Industry Requirements
- Stakeholder Expectations

The Energy Transition



Interactive Questions

In your browser, go to www.vevox.app

Enter Session ID 100-157-176

Questions will start shortly

Questions?