



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



- 100% Municipally owned
- ERTH Power
 - Regulated LDC
- ERTH Holdings
 - Infrastructure Services
 - Energy Services & Solutions
- ERTH Business Technologies
 - Retailer Market

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

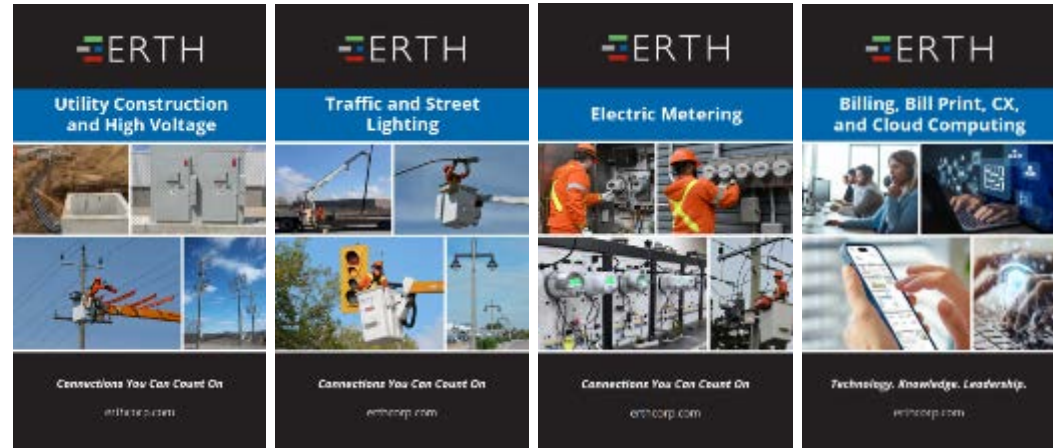
To be a community partner committed to delivering safe and reliable electricity while providing innovative and high-quality services and solutions to our customers.

VALUES

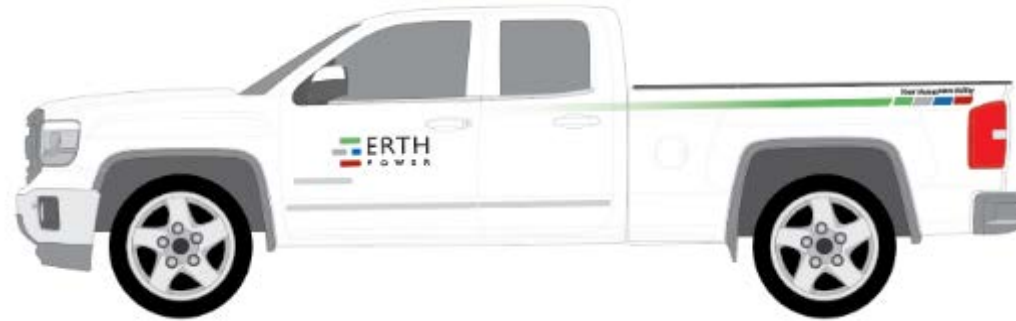
- ✓ **Safety First** Promote the importance of health, safety and wellness
- ✓ **Customer Focus** Remain a leader in customer care and service delivery
- ✓ **Excellence** Strive for operational and performance excellence
- ✓ **Innovation** Continuous improvement of people, processes and technology
- ✓ **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

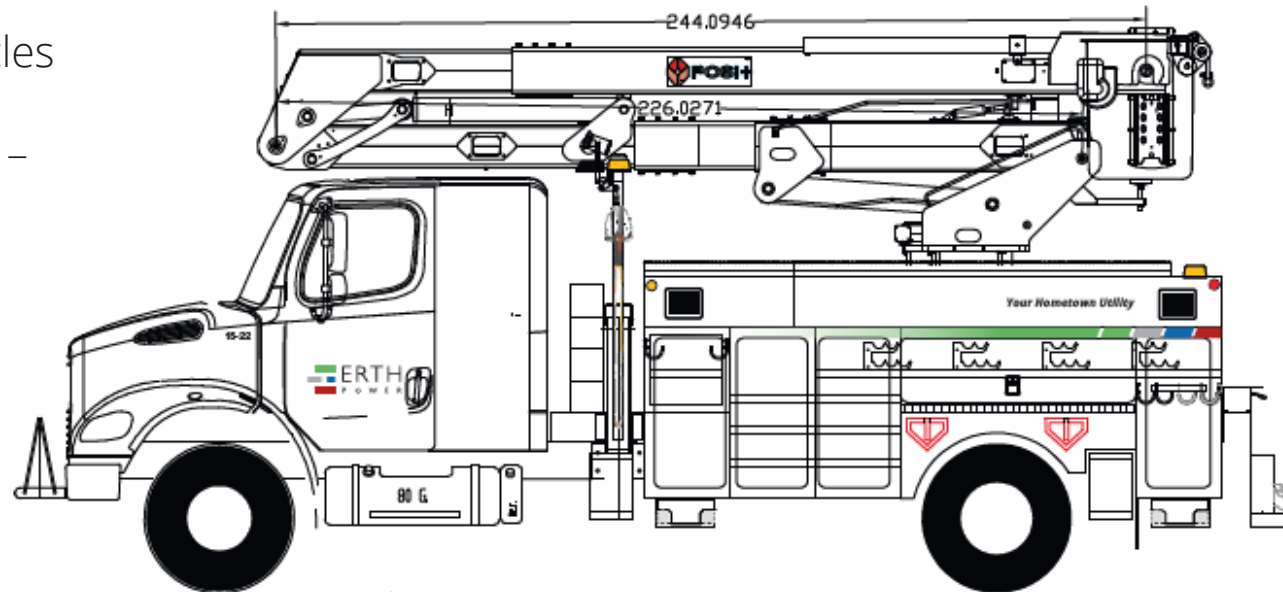


Fleet Electrification to date



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**



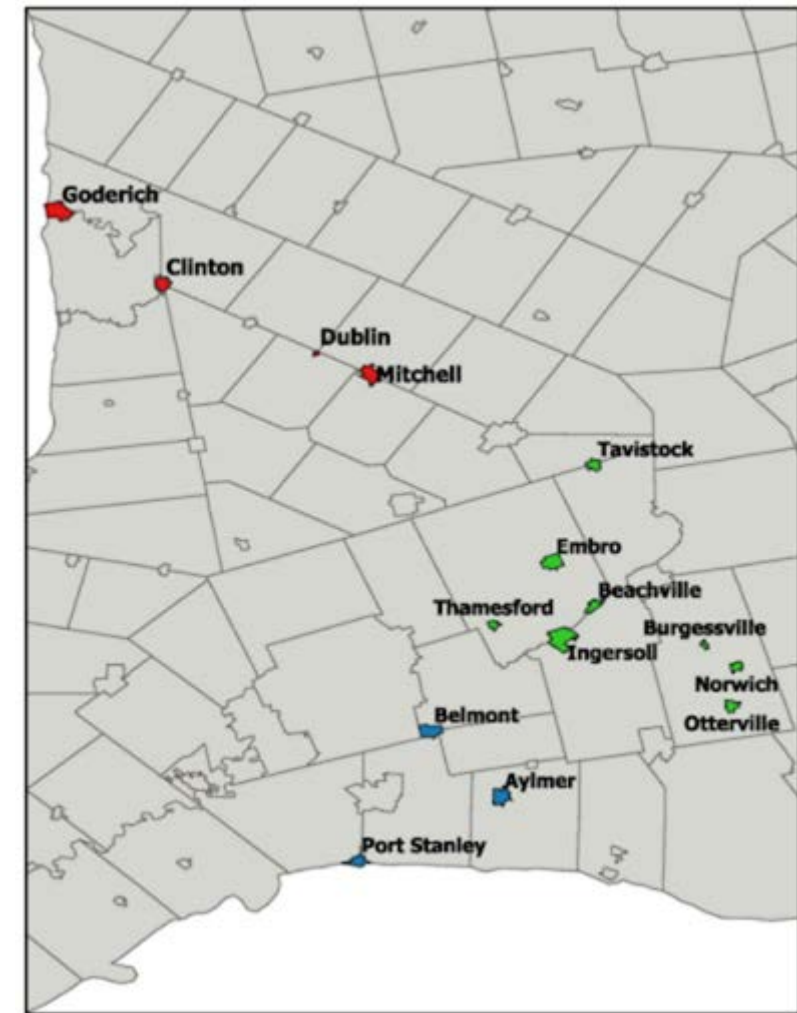
**28
Fleet
Vehicles**

ERTH Power Service Territory

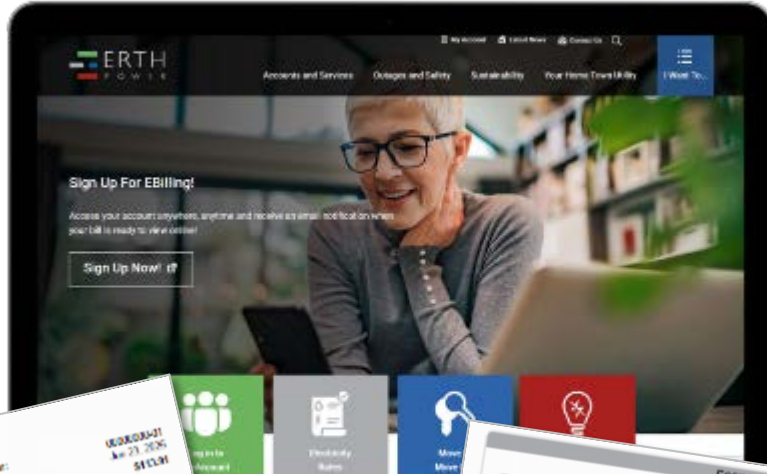


Our service territory spans 15 Southwestern Ontario communities, from the shores of Lake Erie to Lake Huron:

- 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@ertth.com

How Much Do I Owe?
Payment due on **Jun 23, 2025**
\$113.91

What makes up my bill?
Electric Service: \$72.43
Water: \$41.48

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

How Much Electricity Did I Use?
Bar chart showing usage from May 2024 to Jun 2025.

How Much Water Did I Use?
Bar chart showing usage from May 2024 to Jun 2025.

Account Number: 00000001
User Name: JOHN SMITH
Account Email: john.smith@ertth.com

Connect With Us

1-800-875-6272
1-800-875-6272
1-800-875-6272

My Billing Summary
Service Period: Apr 4, 2025
Previous Balance: \$0.00
Payments: \$0.00
Total Amount Due: \$113.91

Electricity Charge Breakdown
Electricity: \$72.43
Water: \$41.48
Total Amount Due: \$113.91

Important Information
Your service is being interrupted for maintenance work on the power lines. We apologize for the inconvenience and will complete the work as soon as possible.

ERTH POWER

Outage Map

8 Customers without power in your area. Click on a location to view details.

Enter Street Address:
Number:

eg. 143 Bell Blvd

- Unplanned Outages or tree damage weather
- Planned Outages for Upgrades or Repairs
- User Investigation Crews have been dispatched

Return to Full City View
Last Updated: 2022-11-18 11:55 AM

Improved Outage

Outage Cause	Service accident
Customers Affected	8
Estimated Restoration	2022_11_18 1:00 PM
Last Update	2022_11_18 11:55 AM
Start Time	2022_11_18 11:55 AM

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>

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

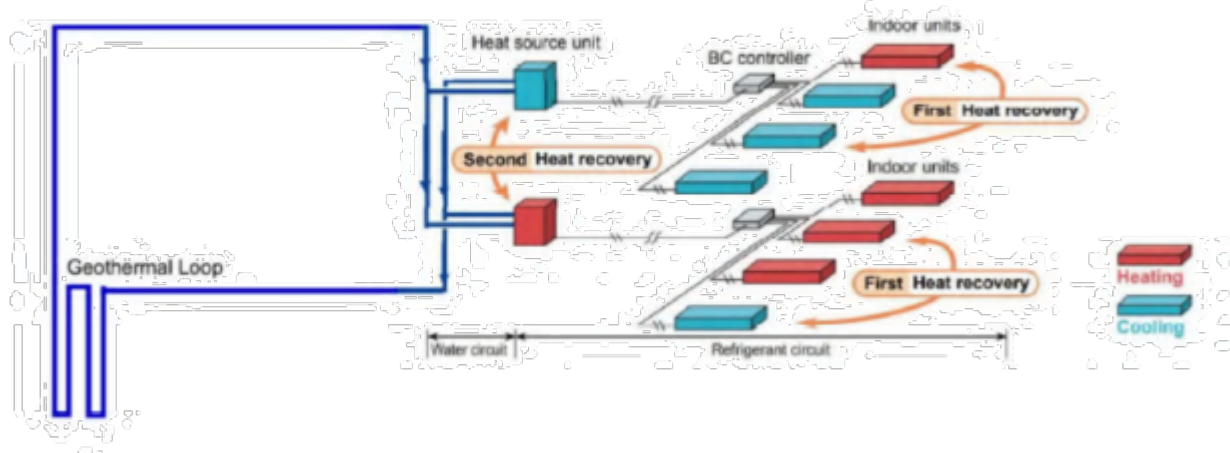
ERTH POWER



New Build - 387 Thomas Street Ingersoll



Goal - Lower EARTH's Carbon Footprint

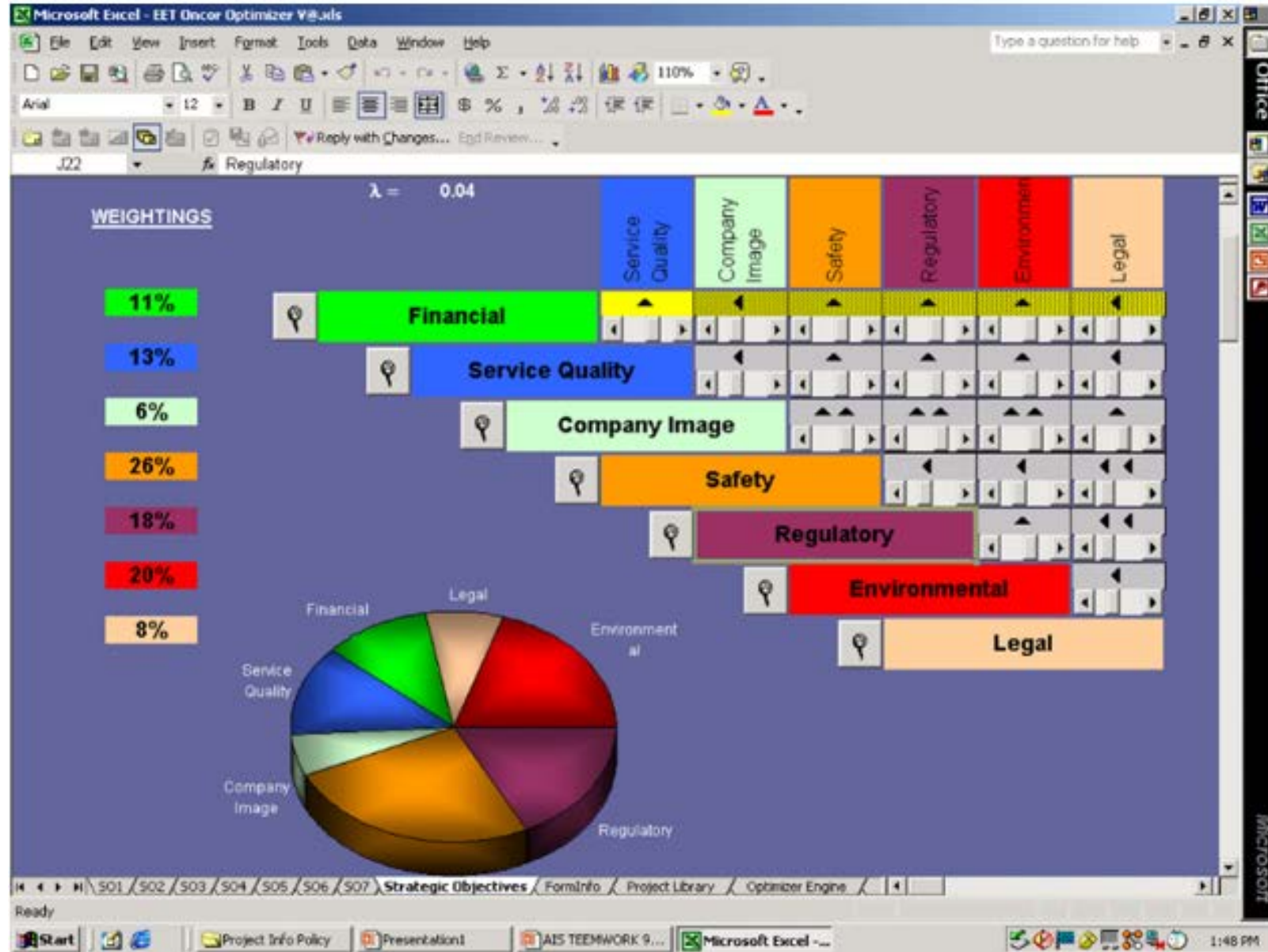




ERTH Power Capital Investment Strategy

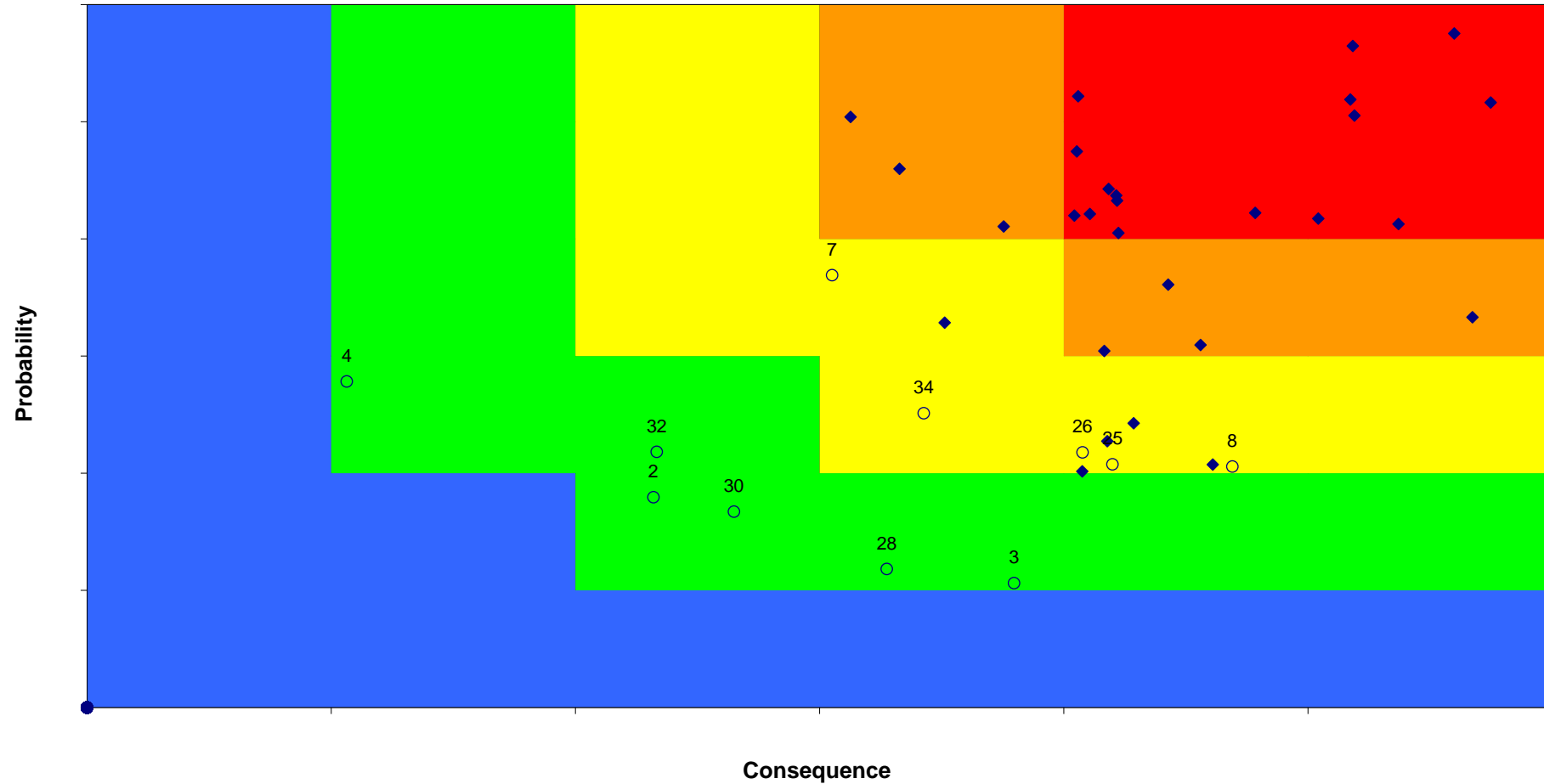


The Optimizer



Project Risk Matrix

Risk Matrix-Overall



Budget Year Project Portfolio

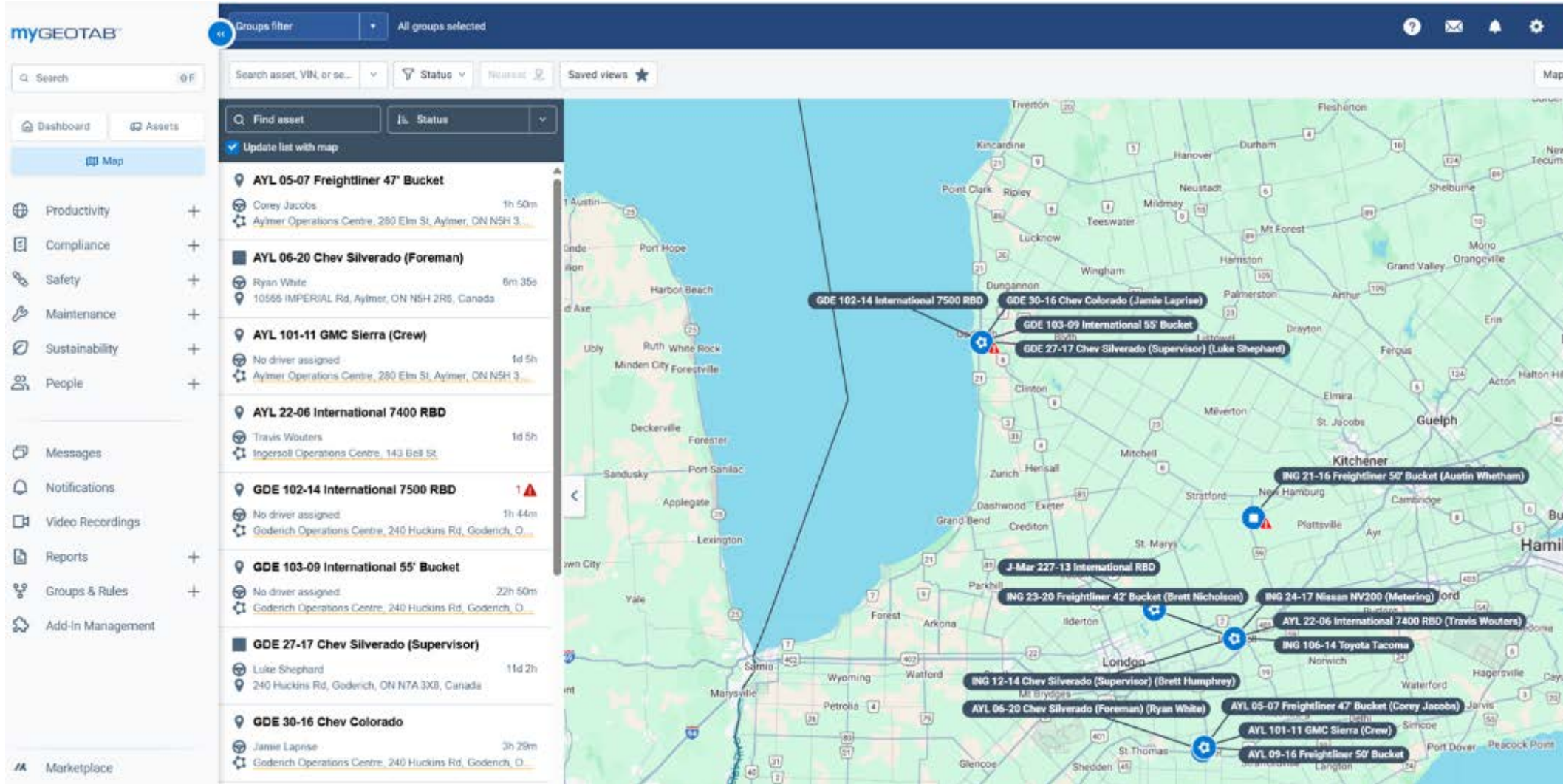
Optimization Result - 2023	Name	Responsibility Center	Cost Category	Description	Total Investment Cost
Optimized	ALL-PROMOTIONAL-Business	All	O&M	Promotional Business (Christmas Lights, Banners etc.)	\$35,000
Optimized	ALL-UGMAINT-Padmount Maintenance	All	O&M	Padmount Maintenance (Inspections, Minor Repairs)	\$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 poeletrans, 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 'Groups filter' dropdown set to 'All groups selected', a search bar, and utility icons for help, messages, notifications, and settings. Below the navigation bar, there are search and filter options for assets, status, and saved views. The left sidebar contains a 'Map' button and a list of management tools: Productivity, Compliance, Safety, Maintenance, Sustainability, People, Messages, Notifications, Video Recordings, Reports, Groups & Rules, and Add-in Management. The main map area shows a geographical view of Ontario, Canada, with several vehicle locations marked by icons and callouts. The callouts provide details for each vehicle, including its ID, model, and the driver's name. A list of assets is displayed on the left side of the map, providing a detailed view of each vehicle's information, including its status, driver, and location details.

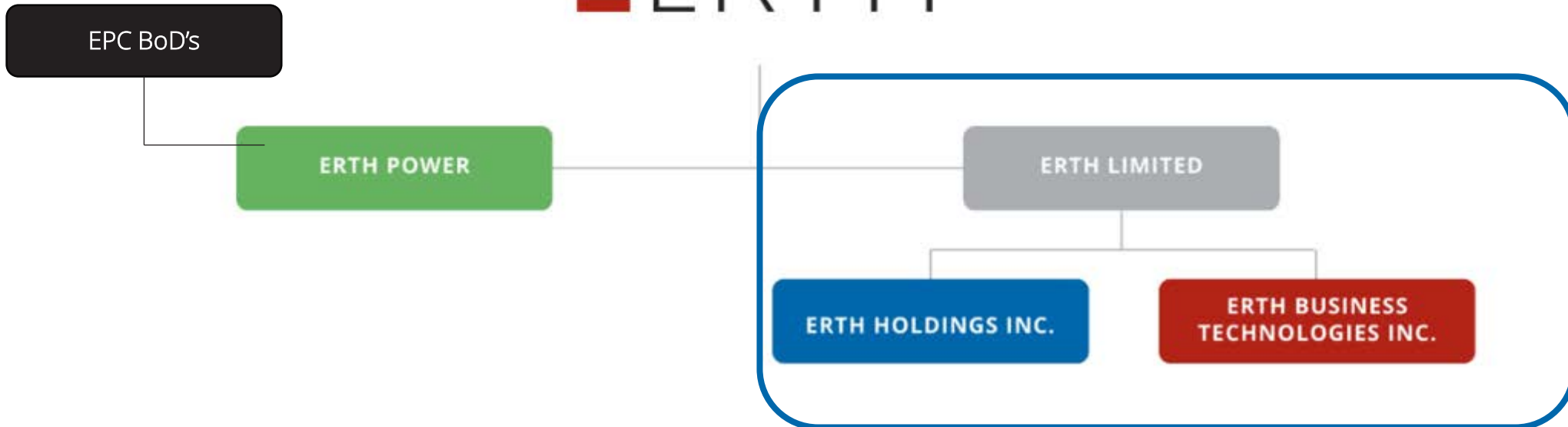
Asset ID	Model	Driver	Status	Location
AYL 05-07	Freightliner 47' Bucket	Corey Jacobs	1h 50m	Aylmer Operations Centre, 290 Elm St, Aylmer, ON N5H 3...
AYL 06-20	Chev Silverado (Foreman)	Ryan White	6m 35s	10566 IMPERIAL Rd, Aylmer, ON N5H 2R5, Canada
AYL 101-11	GMC Sierra (Crew)	No driver assigned	1d 5h	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...
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			

Competitive Businesses

Shareholders



Board of Directors





ERTH Infrastructure



Infrastructure Services

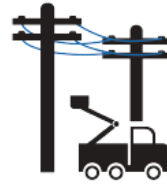
Utility Construction, Lighting & Metering



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

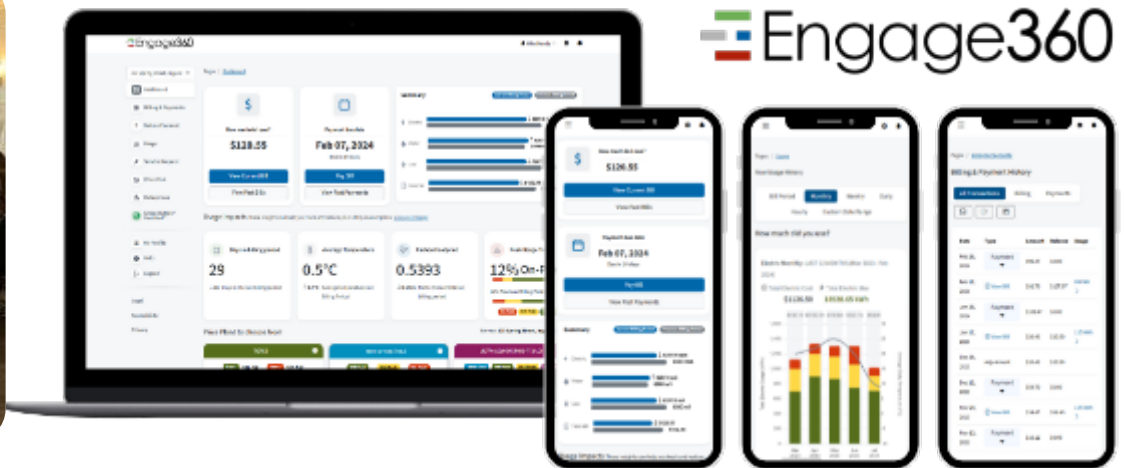


Estimating & Planning Software

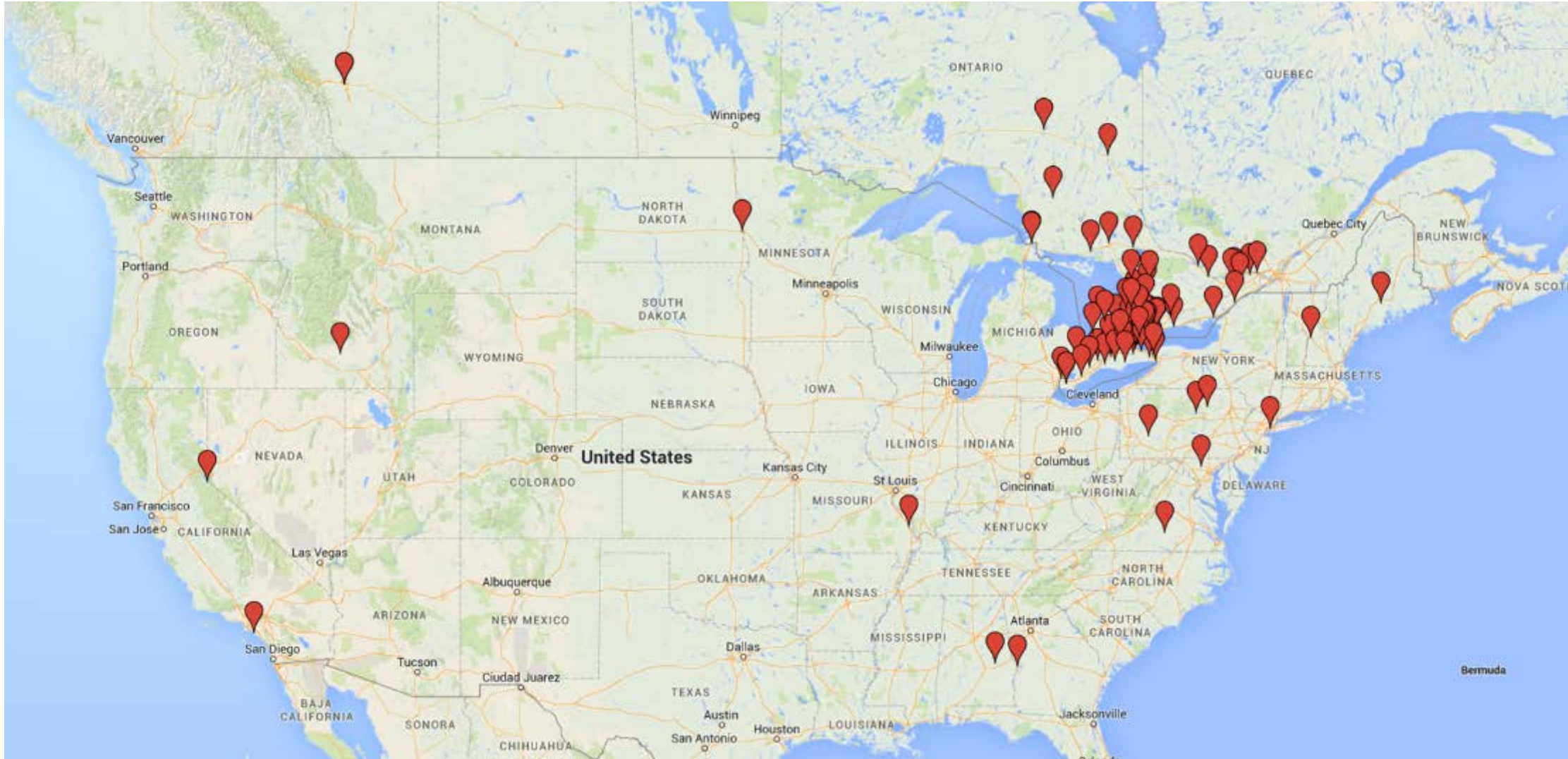


Customer Engagement Solution

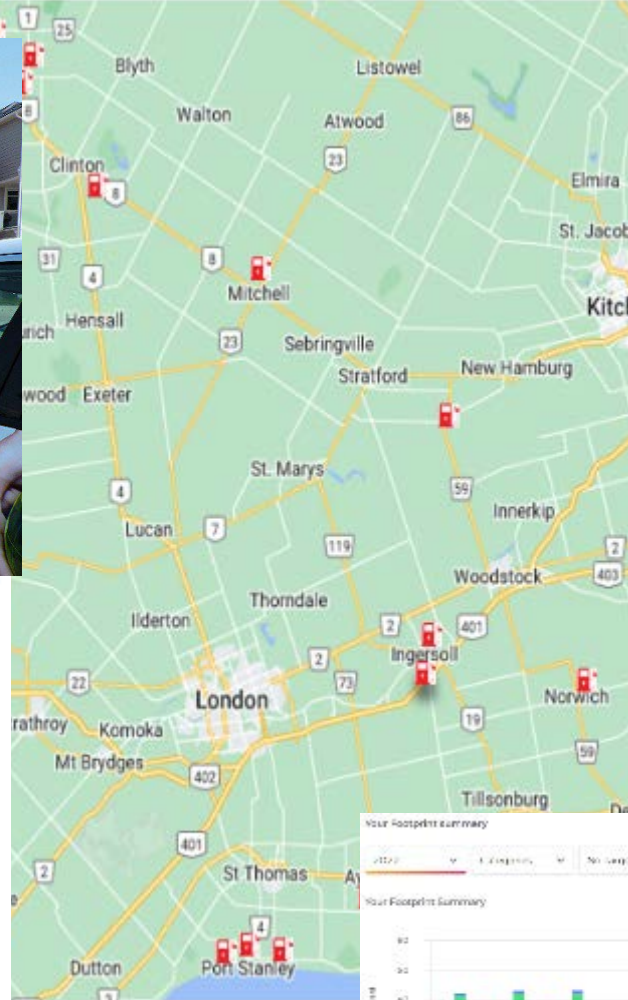
Solutions & Technology



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 15, 2021 - April 22, 2021 - 2 releases

[Join the Conversation](#)



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”**

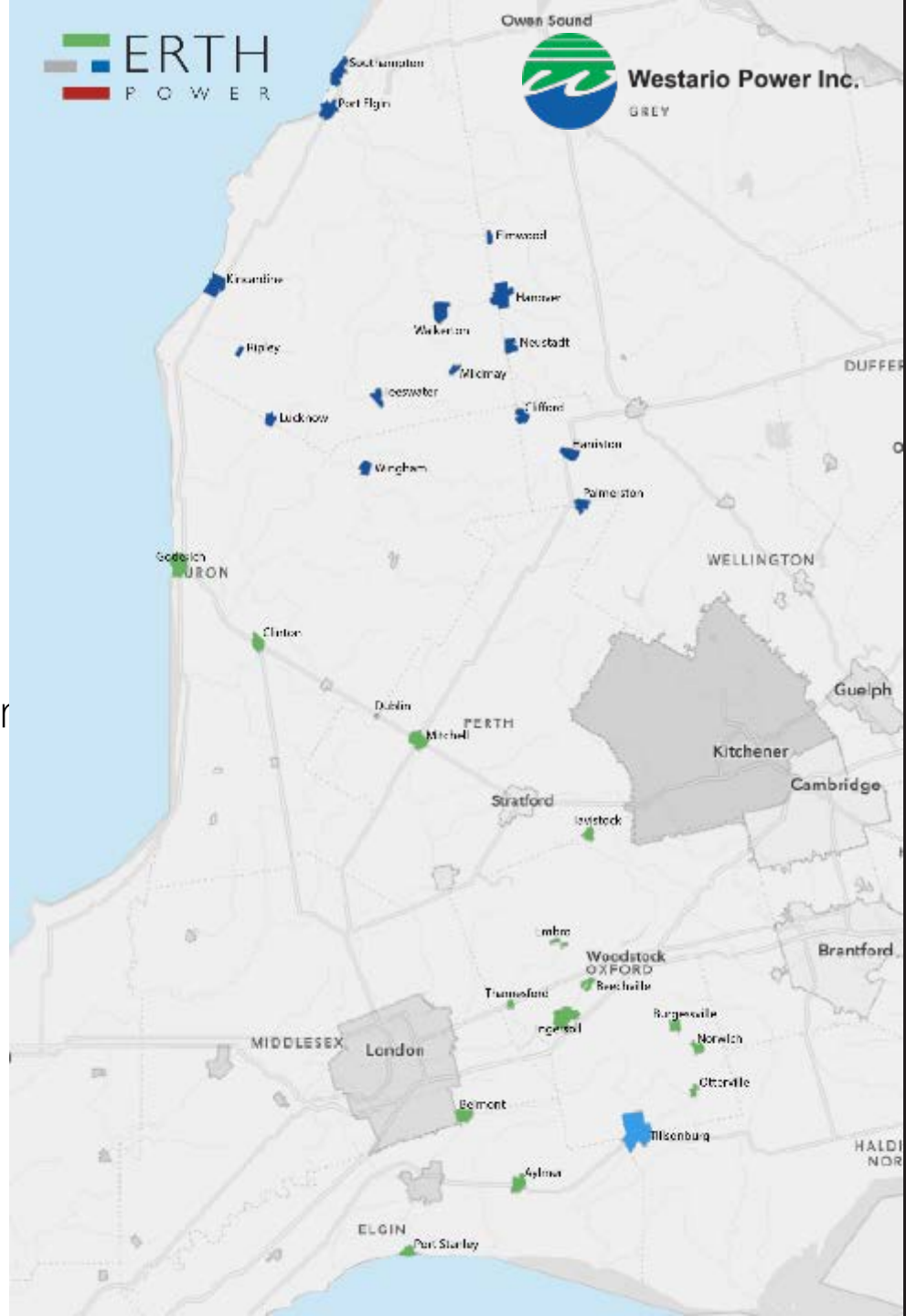


Westario Power Inc.



Why Partner with ERTH

- Fits the Provincial Mandate – “Regional Utility”
- Geography is mirrored
- Compelling Story – 4th 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

