

**PROFITABILITY OF THE 2017-2018 DEVELOPMENT PLAN**

Description	LOW AND MEDIUM OUTPUT (LMO)									LARGE CORPORATIONS			TOTAL			
	RESIDENTIAL			BUSINESS			TOTAL LMO			New customers (10)	Load additions (11)	Total (12)	New customers (13)	Load additions (14)	System reinforcement (15)	Total (16)
	New customers (1)	Load additions (2)	Total (3)	New customers (4)	Load additions (5)	Total (6)	New customers (7)	Load additions (8)	Total (9)							
<b>Number of customers Y1</b>	1,720	236	1,956	2,358	721	3,079	4,078	957	5,035	3	-	3	4,081	957	-	5,038
Number of customers Y2 (cumulative)	2,233	236	2,469	2,362	721	3,083	4,596	957	5,553	3	-	3	4,599	957	-	5,556
Number of customers Y3 (cumulative)	2,733	236	2,969	2,374	721	3,094	5,106	957	6,063	3	-	3	5,109	957	-	6,066
Number of customers Y4 (cumulative)	3,106	236	3,342	2,375	721	3,096	5,481	957	6,438	3	-	3	5,484	957	-	6,441
Number of customers Y5 (cumulative)	3,338	236	3,574	2,380	721	3,100	5,717	957	6,674	3	-	3	5,720	957	-	6,677
<b>Volumes (10³m³) Y1</b>	6,064	233	6,297	55,582	17,513	73,094	61,645	17,746	79,391	7,611	-	7,611	69,257	17,746	-	87,002
Volumes (10³m³) Y2 (cumulative)	5,179	233	5,411	47,897	17,513	65,410	53,075	17,746	70,821	26,876	-	26,876	79,951	17,746	-	97,697
Volumes (10³m³) Y3 (cumulative)	6,452	233	6,685	49,320	17,513	66,832	55,772	17,746	73,518	42,829	-	42,829	98,600	17,746	-	116,346
Volumes (10³m³) Y4 (cumulative)	7,403	233	7,636	49,709	17,513	67,222	57,113	17,746	74,858	42,711	-	42,711	99,824	17,746	-	117,570
Volumes (10³m³) Y5 (cumulative)	7,994	233	8,227	49,950	17,513	67,463	57,944	17,746	75,690	42,711	-	42,711	100,655	17,746	-	118,401
<b>Capital assets (thousands \$) Y0</b>	10,355	12	10,367	36,374	2,820	39,194	46,729	2,832	49,561	507	-	507	47,236	2,832	1,168	51,237
Capital assets (thousands \$) Y1	1,242	-	1,242	845	-	845	2,087	-	2,087	-	-	-	2,087	-	-	2,087
Capital assets (thousands \$) Y2	1,084	-	1,084	209	-	209	1,293	-	1,293	-	-	-	1,293	-	-	1,293
Capital assets (thousands \$) Y3	810	-	810	33	-	33	842	-	842	-	-	-	842	-	-	842
Capital assets (thousands \$) Y4	503	-	503	81	-	81	584	-	584	-	-	-	584	-	-	584
Capital assets (thousands \$) Y5 <i>(including general expenses and UMQ)</i>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>RCP subsidy (thousands \$) Y1</b>	2,867	147	3,014	6,773	1,171	7,944	9,640	1,318	10,958	-	-	-	9,640	1,318	-	10,958
RCP subsidy (thousands \$) Y2	1,036	-	1,036	43	-	43	1,079	-	1,079	-	-	-	1,079	-	-	1,079
RCP subsidy (thousands \$) Y3	905	-	905	155	-	155	1,060	-	1,060	-	-	-	1,060	-	-	1,060
RCP subsidy (thousands \$) Y4	675	-	675	43	-	43	718	-	718	-	-	-	718	-	-	718
RCP subsidy (thousands \$) Y5	419	-	419	26	-	26	446	-	446	-	-	-	446	-	-	446
<b>Customer contributions<sup>1</sup> (thousands \$) Y0</b>	(112)	(3)	(115)	(837)	(22)	(859)	(950)	(24)	(974)	-	-	-	(950)	(24)	-	(974)
Customer contributions (thousands \$) Y1	(880)	(1)	(881)	(745)	(2)	(748)	(1,625)	(3)	(1,628)	-	-	-	(1,625)	(3)	-	(1,628)
Customer contributions (thousands \$) Y2	(166)	-	(166)	(5)	-	(5)	(171)	-	(171)	-	-	-	(171)	-	-	(171)
Customer contributions (thousands \$) Y3	(145)	-	(145)	(0)	-	(0)	(145)	-	(145)	-	-	-	(145)	-	-	(145)
Customer contributions (thousands \$) Y4	(108)	-	(108)	(0)	-	(0)	(108)	-	(108)	-	-	-	(108)	-	-	(108)
Customer contributions (thousands \$) Y5	(67)	-	(67)	(0)	-	(0)	(68)	-	(68)	-	-	-	(68)	-	-	(68)
<b>Total investments (thousands \$) Y0</b>	10,242	10	10,252	35,537	2,798	38,335	45,779	2,808	48,587	507	-	507	46,287	2,808	1,168	50,263
Total investments (thousands \$) Y1	3,230	146	3,375	6,872	1,169	8,041	10,102	1,315	11,417	-	-	-	10,102	1,315	-	11,417
Total investments (thousands \$) Y2	1,955	-	1,955	247	-	247	2,201	-	2,201	-	-	-	2,201	-	-	2,201
Total investments (thousands \$) Y3	1,569	-	1,569	188	-	188	1,757	-	1,757	-	-	-	1,757	-	-	1,757
Total investments (thousands \$) Y4	1,070	-	1,070	123	-	123	1,193	-	1,193	-	-	-	1,193	-	-	1,193
Total investments (thousands \$) Y5	352	-	352	26	-	26	378	-	378	-	-	-	378	-	-	378
<b>Impact on rates</b>																
For the first year (thousands \$)	287	(9)	277	(5,220)	(1,753)	(6,973)	(4,933)	(1,762)	(6,696)	(188)	-	(188)	(5,122)	(1,762)	156	(6,728)
For the first five years (thousands \$)	1,417	(40)	1,378	(15,959)	(7,698)	(23,657)	(14,542)	(7,738)	(22,279)	(4,320)	-	(4,320)	(18,862)	(7,738)	599	(26,001)
<b>Internal rate of return</b>	8.36%	20.52%	8.75%	15.16%	47.85%	17.82%	13.24%	47.12%	15.34%	102.18%	0.00%	102.18%	14.76%	47.12%	0.00%	16.40%
<b>Break-even rate (years)</b>	13.44	1.00	11.94	1.00	1.00	1.00	1.00	1.00	1.00	1.00	-	1.00	1.00	1.00	-	1.00

<sup>1</sup> Customer contributions aggregate the \$300 connection contribution and all other types of contributions by customers.