



# **Boralex Inc.**

## **Financial Review**

### **2<sup>nd</sup> Quarter 2008**

August 8, 2008

energy creator

 **Boralex**

# **FORWARD-LOOKING**

## statement disclaimer



Certain statements in this presentation, including statements regarding future results and performance, are forward-looking statements based on current expectations. The accuracy of such statements is subject to a number of risks, uncertainties and assumptions that may cause actual results to differ materially from those projected, including, but not limited to, the effect of general economic conditions, increases in raw material costs, changes in the relative values of certain currencies, fluctuations in selling prices, adverse changes in general market and industry conditions and other factors listed in the Company's filings with different securities commissions.

This presentation contains certain non-GAAP financial measures. Refer to the section Segmented Information of the quarterly consolidated financial statements for more details.



# Mr. Patrick Lemaire

*President and  
Chief Executive Officer  
Boralex Inc.*

## Highlights Q2 2008



- ▲ Increased revenue and EBITDA in each operating segment compared to Q2 2007
- ▲ Better average electricity prices for the hydro and biomass plants
- ▲ Restart at the end of the quarter of the Stacyville wood-residue plant, which will allow Boralex to benefit from the strong electricity markets and optimize its transmission costs
- ▲ Boralex continues to expand its pipeline of projects with the acquisition of 14.5 MW of hydro capacity in British Columbia and the rights to 100 additional MW of wind in Ontario, in addition to the 272 MW wind projects awarded to the consortium under the Hydro-Québec RFP

## Summary Q2 2008



Selected financial and operational data  
(in thousands of dollars, except production and per share amounts)

	Q2 2008	Q2 2007
<b>Production (MWh)</b>	<b>334,955</b>	326,849
<b>Revenue from energy sales</b>	<b>40,449</b>	32,353
<b>EBITDA</b>	<b>12,647</b>	7,048
<b>Net earnings</b>	<b>1,135</b>	4,838
<b>Net earnings per share basic</b>	<b>\$0.03</b>	\$0.15
<b>Cash-flows from operations</b>	<b>9,417</b>	6,688
<b>Cash-flows from operations per share</b>	<b>\$0.25</b>	\$0.21

## Summary YTD 2008



Selected financial and operational data  
(in thousands of dollars, except production and per share amounts)

	YTD 2008	YTD 2007
<b>Production (MWh)</b>	<b>804,558</b>	785,960
<b>Revenue from energy sales</b>	<b>95,468</b>	83,171
<b>EBITDA</b>	<b>36,538</b>	32,685
<b>Net earnings</b>	<b>10,356</b>	14,615
<b>Net earnings per share basic</b>	<b>\$0.27</b>	\$0.47
<b>Cash-flows from operations</b>	<b>30,165</b>	26,780
<b>Cash-flows from operations per share</b>	<b>\$0.80</b>	\$0.86



# Mr. Jean-François Thibodeau

*Vice President and  
Chief Financial Officer  
Boralex Inc.*

## Q2 2008 sector EBITDA



(in thousands of dollars)	Q2 2008	Q2 2007	Variation
Wind	5,115	3,863	↗
Hydroelectricity	2,391	2,191	↗
Wood residue	6,795	2,741	↗
Natural gas	(204)	(321)	↗
	14,097	8,474	↗
Corporate and eliminations	(1,450)	(1,426)	↖
<b>Consolidated EBITDA</b>	<b>12,647</b>	<b>7,048</b>	<b>↗</b>

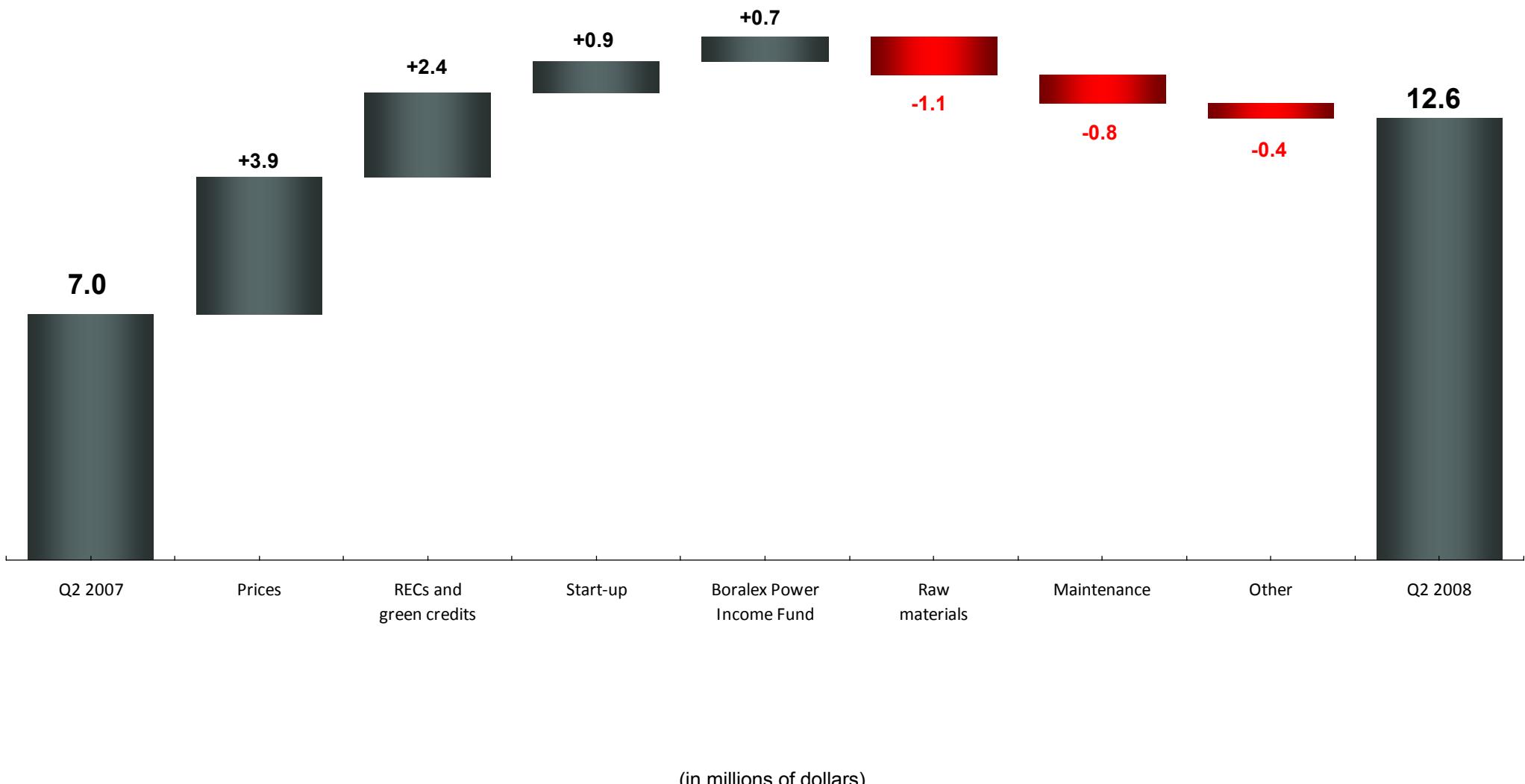
## 2008 YTD sector EBITDA



(in thousands of dollars)	YTD 2008	YTD 2007	Variation
Wind	13,619	10,922	↗
Hydroelectricity	5,425	4,273	↗
Wood residue	17,866	14,926	↗
Natural gas	1,117	1,780	↘
	38,027	31,901	↗
Corporate and eliminations	(1,489)	784	↘
<b>Consolidated EBITDA</b>	<b>36,538</b>	<b>32,685</b>	<b>↗</b>

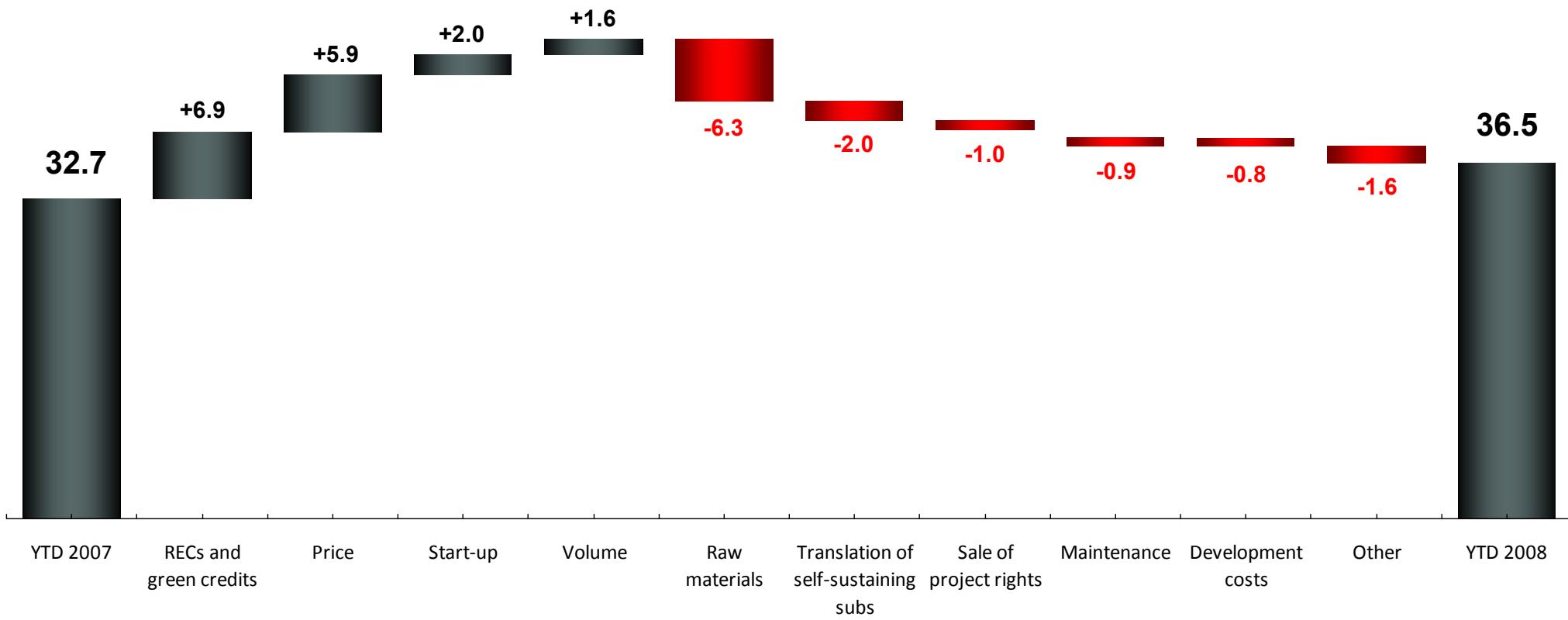
# Variance analysis – EBITDA

## Q2 2008 vs Q2 2007



# Variance analysis – EBITDA

## YTD 2008 vs YTD 2007



(in millions of dollars)

## Sector review Q2 2008 wind



(\$'000)	Q2 2008	Q2 2007
<b>Production (MWh)</b>	<b>47,331</b>	38,729
<b>Revenue from energy sales</b>	<b>6,763</b>	4,930
<b>EBITDA</b>	<b>5,115</b>	3,863

- ▲ Total production was 22% higher given the additional contribution from the new La Citadelle site and the expansion at Avignonet-Lauragais and higher production from existing sites.
- ▲ The sector also benefited from the EURO appreciation, the yearly indexation of electricity prices and the sale of green credits. These factors were, however, partly offset by higher maintenance expenses.
- ▲ The pipeline of projects continues to expand with the recent acquisition of rights to 100 MW in Southwestern Ontario. This capacity is in addition to the 90 MW acquired in July 2007. The construction of the first 40 MW of capacity should start in Q3 2008 and commissioning in Q2 2009.

## Sector review Q2 2008 hydroelectricity



(\$'000)	Q2 2008	Q2 2007
<b>Production (MWh)</b>	<b>32,322</b>	32,589
<b>Revenue from energy sales</b>	<b>3,200</b>	2,859
<b>EBITDA</b>	<b>2,391</b>	2,191

- ▲ Higher prices on the US market in the second quarter of 2008 explain a positive \$600 K of revenue and EBITDA.
- ▲ The impact of these higher prices was partly offset by the appreciation of the CAN\$, which explains a \$200 K decrease in revenue and EBITDA.
- ▲ In June, Boralex signed an agreement to acquire 14.5 MW of installed capacity (based on existing equipment) in British Columbia with a potential of 37 MW capacity (based on reservoir capacity). Boralex also acquired the rights to two other projects under development in the same area for an additional 10 MW of capacity.

## Sector review Q2 2008

### thermal energy: wood residue



(\$'000)	Q2 2008	Q2 2007
<b>Production (MWh)</b>	<b>255,226</b>	255,503
<b>Revenue from energy sales</b>	<b>27,811</b>	22,839
<b>EBITDA</b>	<b>6,795</b>	2,741

- ▲ Average spot electricity prices increased 36.5%, in comparison to Q2 2007, and explain \$2.6 million of additional revenue and EBITDA.
- ▲ Additional RECs sales mostly from Livermore Falls but also from Ashland, which was qualified for the Connecticut program in 2008, explain close to \$3.5 million of additional revenue and \$2.2 million of additional EBITDA. The difference between revenue and EBITDA contribution is explained by third party wheeling costs, given Ashland is not directly connected to NEPOOL.
- ▲ Higher maintenance expenses explained by additional works at the Livermore Falls and Ashland plants led to an \$800 K decrease in EBITDA. Wood-residue costs increased by approximately \$400 K compared to the same period last year.
- ▲ At the end of the quarter, Boralex restarted the Stacyville plant (18 MW) to take advantage of high electricity prices and also to optimize its overall power transmission costs. Energy sales have been hedged until March 2009.

## Sector review Q2 2008 thermal energy: natural gas



(\$'000)	Q2 2008	Q2 2007
Production (MWh)	76	28
Steam production ('000 lbs)	118,196	117,472
Revenue	2,675	1,725
EBITDA	(204)	(321)

- ▲ Increased steam prices explain a \$700 K positive difference in revenue and EBITDA.
- ▲ Higher natural gas costs for \$700 K totally offset the impact of these higher prices.
- ▲ Given the current outlook for the price of natural gas, the cogeneration equipment is expected to be shut down until October 2008, same as last 3 years.

# Question period

