



**EnerCare Solutions Inc.**

**Consolidated Financial Statements**

**Year Ended December 31, 2014**

**Dated March 2, 2015**



March 2, 2015

## **Independent Auditor's Report**

### **To the Shareholders of EnerCare Solutions Inc.**

We have audited the accompanying consolidated financial statements of EnerCare Solutions Inc. and its subsidiaries, which comprise the consolidated statements of financial position as at December 31, 2014 and December 31, 2013 and the consolidated statements of income, comprehensive income, changes in equity and cash flows for the years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

### **Management's responsibility for the consolidated financial statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of EnerCare Solutions Inc. and its subsidiaries as at December 31, 2014 and December 31, 2013 and their financial performance and their cash flows for the years then ended in accordance with International Financial Reporting Standards.

**(Signed) "PricewaterhouseCoopers LLP"**

**Chartered Professional Accountants, Licensed Public Accountants**

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*"PwC" refers to PricewaterhouseCoopers LLP, an Ontario limited liability partnership.*

# EnerCare Solutions Inc.

## Consolidated Statements of Financial Position

(in thousands of Cdn \$)

As at December 31,

	2014	2013
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents (note 4)	\$ 52,855	\$ 17,799
Accounts receivable (note 5)	52,776	14,448
Inventory (note 6)	5,649	-
Prepaid expenses	1,413	771
Investment in EnerCare Connections Inc. preferred shares (note 14)	50,000	50,000
	<b>162,693</b>	<b>83,018</b>
<b>Capital assets (note 9)</b>	<b>446,270</b>	<b>415,958</b>
<b>Intangible assets (note 10)</b>	<b>589,094</b>	<b>236,836</b>
<b>Reimbursement right - pension (note 16)</b>	<b>15,284</b>	<b>-</b>
<b>Goodwill (note 11)</b>	<b>141,333</b>	<b>-</b>
<b>Deferred tax asset (note 17)</b>	<b>3,831</b>	<b>1,114</b>
	<b>\$ 1,358,505</b>	<b>\$ 736,926</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable and accrued liabilities (note 7)	\$ 34,627	\$ 15,640
Obligation under finance leases (note 12)	1,981	-
Related party payable (note 25)	2,141	1,139
Provisions (note 23)	1,150	1,187
Interest payable	4,540	5,044
Deferred revenue	5,290	94
Dividends payable	5,550	3,389
Subordinated debt (note 15)	50,000	50,000
	<b>105,279</b>	<b>76,493</b>
<b>Long-term debt (note 13)</b>	<b>681,878</b>	<b>532,121</b>
<b>Long-term subordinated promissory notes (note 14)</b>	<b>567,367</b>	<b>250,000</b>
<b>Long-term obligations under finance leases (note 12)</b>	<b>5,473</b>	<b>-</b>
<b>Employee benefit plans (note 16)</b>	<b>29,737</b>	<b>-</b>
<b>Deferred tax liability (note 17)</b>	<b>122,332</b>	<b>115,829</b>
	<b>1,512,066</b>	<b>974,443</b>
<b>Shareholder's equity</b>		
Share capital (note 18)	189,076	79,614
Accumulated other comprehensive loss	(251)	-
Deficit	(342,386)	(317,131)
	<b>(153,561)</b>	<b>(237,517)</b>
	<b>\$ 1,358,505</b>	<b>\$ 736,926</b>

Commitments and contingent liabilities are found in notes 19 and 20 respectively.

The accompanying notes are an integral part of these consolidated financial statements.

## EnerCare Solutions Inc.

### Consolidated Statements of Income

(in thousands of Cdn \$, except per share amounts)			
For the years ended December 31,		2014	2013
<b>Revenues</b>			
Contracted revenue	\$	231,454	\$ 189,388
Sales and other services		10,880	50
Dividend income		3,460	3,459
Investment income		242	352
<b>Total revenues</b>		<b>246,036</b>	<b>193,249</b>
<b>Expenses</b>			
Cost of goods sold and services provided			
Maintenance and servicing costs		10,600	-
Sales and other services		7,743	22
Selling, general & administrative (note 22)		50,539	24,540
Amortization			
Capital assets (note 9)		47,840	47,607
Intangible assets (note 10)		50,547	46,396
Loss on disposal of equipment		9,874	11,640
Gain on retirement of finance lease obligations		(15)	-
Interest			
Interest expense (note 13)		41,199	43,894
Make-whole charge on early redemption of debt (note 13)		-	13,754
<b>Total expenses</b>		<b>218,327</b>	<b>187,853</b>
<b>Other income (note 27)</b>		<b>408</b>	<b>4,447</b>
<b>Earnings for the year before income taxes</b>		<b>28,117</b>	<b>9,843</b>
<b>Tax expense</b>			
Current tax expense (note 17)		26,374	21,685
Deferred income tax recovery (note 17)		(19,048)	(18,627)
<b>Total tax expense</b>		<b>7,326</b>	<b>3,058</b>
<b>Net earnings for the year</b>	\$	<b>20,791</b>	\$ 6,785

## EnerCare Solutions Inc.

### Consolidated Statements of Comprehensive Income

(in thousands of Cdn \$, except per share amounts)			
For the years ended December 31,		2014	2013
<b>Net earnings for the year</b>	\$	<b>20,791</b>	\$ 6,785
Reclassification of cash flow hedge loss to earnings		-	4,023
Items that will not be reclassified to earnings			
Remeasurements of defined benefit plans (note 16)		(341)	-
Tax effect of remeasurements of defined benefit plans		90	-
<b>Comprehensive income for the year</b>	\$	<b>20,540</b>	\$ 10,808

The accompanying notes are an integral part of these consolidated financial statements.

# EnerCare Solutions Inc.

## Consolidated Statements of Changes in Equity

(in thousands of Cdn \$)		
For the years ended December 31,	2014	2013
<b>Share Capital</b>		
Balance - beginning of year	\$ 79,614	\$ 79,614
Shares issued (note 18)	109,462	-
<b>Share Capital - end of year (note 18)</b>	<b>189,076</b>	<b>79,614</b>
<b>Accumulated Other Comprehensive Surplus</b>		
Balance - beginning of period	-	(4,023)
Reclassification of cash flow hedge loss to earnings	-	4,023
Remeasurements of defined benefit plans (note 16)	(341)	-
Tax effect of remeasurements of defined benefit plans	90	-
<b>Accumulated Other Comprehensive Surplus - end of year</b>	<b>(251)</b>	<b>-</b>
<b>Deficit</b>		
Balance - beginning of year	(317,131)	(290,602)
Net earnings for the year	20,791	6,785
Dividends	(46,046)	(33,314)
<b>Deficit - end of year</b>	<b>(342,386)</b>	<b>(317,131)</b>
<b>Shareholder's equity - end of year</b>	<b>\$ (153,561)</b>	<b>\$ (237,517)</b>

The accompanying notes are an integral part of these consolidated financial statements.

# EnerCare Solutions Inc.

## Consolidated Statements of Cash Flows

(in thousands of Cdn \$, except per share amounts)			
For the years ended December 31,		2014	2013
<b>Cash provided by/(used in):</b>			
<b>Operating activities</b>			
Net earnings for the year	\$	20,791	\$ 6,785
Items not affecting cash			
Amortization			
Capital assets (note 9)		47,840	47,607
Intangible assets (note 10)		50,547	46,396
Loss on disposal of equipment		9,874	11,640
Gain on retirement of finance lease obligations		(15)	-
Non-cash interest expense		913	5,369
Defined benefit plan expense		809	-
Deferred income tax (recovery) (note 17)		(19,048)	(18,627)
Contributions to defined benefit pension plan		(517)	-
<b>Operating cash flow</b>		<b>111,194</b>	<b>99,170</b>
Net change in non-cash working capital (note 24)		17,287	(1,092)
<b>Cash provided by operating activities</b>		<b>128,481</b>	<b>98,078</b>
<b>Investing activities</b>			
Purchase of capital assets (note 9)		(77,943)	(68,709)
Acquisition of OHCS - net of cash received (note 29)		(440,113)	-
Acquisition of ESN (note 28)		(3,035)	-
Proceeds from disposal of equipment		5,426	4,720
<b>Cash used in investing activities</b>		<b>(515,665)</b>	<b>(63,989)</b>
<b>Financing activities</b>			
Dividends to shareholders		(43,885)	(33,174)
Proceeds from revolving line of credit		-	2,000
Repayment of line of credit		-	(2,000)
Issuance of promissory note (note 14)		317,367	-
Proceeds from issuance of long-term debt (note 13)		210,000	285,000
Repayment of obligations under finance leases		(340)	-
Repayment of long-term debt (note 13)		(60,000)	(270,000)
Financing costs on long-term debt		(902)	(1,733)
<b>Cash (used in)/provided by financing activities</b>		<b>422,240</b>	<b>(19,907)</b>
(Decrease)/increase in cash and cash equivalents		35,056	14,182
Cash and cash equivalents - beginning of year		17,799	3,617
<b>Cash and cash equivalents - end of year (note 4)</b>	\$	<b>52,855</b>	\$ 17,799
<b>Supplementary information</b>			
Interest paid	\$	40,790	\$ 51,463
Income taxes paid	\$	29,706	\$ 23,308

The accompanying notes are an integral part of these consolidated financial statements.

# **EnerCare Solutions Inc.**

## **Notes to the Consolidated Financial Statements**

December 31, 2014 and 2013  
(in thousands of Canadian dollars, except share amounts)

### **1. Organization and Nature of Business**

EnerCare Solutions Inc. (“EnerCare Solutions”) is a wholly-owned subsidiary of EnerCare Inc. (“EnerCare”).

EnerCare Solutions, through its wholly-owned subsidiaries, owns a portfolio of water heaters and other assets which are primarily rented to customers in Ontario. On October 20, 2014, EnerCare, through a subsidiary of EnerCare Solutions, acquired the Ontario home and small commercial services business (“OHCS”) of Direct Energy Marketing Limited (“DE”) (the “Acquisition”). The assets acquired and liabilities assumed included components of working capital, capital assets, intangible assets, goodwill, finance leases and employee future benefits (note 29).

OHCS serviced and supported more than 90% of EnerCare Solutions’ rentals business installed asset base at the time of closing of the Acquisition through origination and co-ownership agreements. Prior to the Acquisition, under the co-ownership agreement, EnerCare was entitled to 65% of the revenue and other payments and OHCS was entitled to the remaining 35% of the revenue. For OHCS’ portion of the revenue, it was primarily responsible for servicing and maintaining EnerCare’s rentals business capital assets subject to certain exceptions and limitations. In addition, OHCS independently sold protection and maintenance plans for furnaces, air conditioners, boilers and other equipment, sold and financed HVAC equipment and other on demand residential and small commercial equipment and provided maintenance and repair services. The combined business unit is known as “Home Services” and operates as the only segment of EnerCare Solutions.

The head office of EnerCare Solutions is located at 4000 Victoria Park Avenue, Toronto, Ontario, M2H 3P4.

### **2. Basis of Preparation**

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”). EnerCare Solutions has consistently applied the same accounting policies and methods of computation throughout all periods presented, as if these policies had always been in effect, except for the adoption of new accounting standards as described in note 3.

Certain comparative amounts have been reclassified to conform to the current period’s presentation, as a result of the Acquisition which include contracted revenue, sales and other services revenues, cost of goods sold and services provided – sales and other services, prepaid expenses and capital assets.

The policies applied in these consolidated financial statements are based on IFRS issued and outstanding as of March 2, 2015, the date the board of directors approved the consolidated financial statements.

### **3. Significant Accounting Policies**

The significant accounting policies used in the preparation of these consolidated financial statements are described below.

#### *Basis of Measurement*

The consolidated financial statements have been prepared under a historical cost convention, except for the revaluation of certain financial assets and financial liabilities to fair value, including derivative instruments, employee benefit plans and the reimbursement right – pension as described in note 16.

### *Consolidation*

The consolidated financial statements of EnerCare Solutions consolidate the accounts of its subsidiaries. All inter-company transactions, balances and unrealized gains and losses from inter-company transactions are eliminated on consolidation.

Subsidiaries are those entities which EnerCare Solutions controls. EnerCare Solutions controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. Subsidiaries are fully consolidated from the date on which control is obtained by EnerCare Solutions and are de-consolidated from the date that control ceases. As of the date of these consolidated financial statements, 100% of the operating results and equity of the subsidiaries is attributable to EnerCare Solutions.

### *Business Combinations*

Business combinations are presented in accordance with IFRS 3R. Identifiable assets acquired and liabilities assumed are measured at their acquisition-date fair values. Any excess purchase price over the identifiable net assets will be recorded as goodwill. Acquisition-related costs are expensed in the period in which the costs are incurred and the services are received.

### *Cash and Cash Equivalents*

Cash and cash equivalents include cash on hand, deposits held with banks, and short-term investments with maturities of less than 90 days after the date of purchase.

### *Financial Instruments*

Financial assets and financial liabilities are recognized when EnerCare Solutions becomes a party to the contractual provisions of the instrument. Financial assets are derecognized when the rights to receive cash flows from the assets have expired or have been transferred and EnerCare Solutions has transferred substantially all risks and rewards of ownership. Financial liabilities are derecognized when the obligation is eliminated or EnerCare Solutions is no longer required to transfer economic resources to a third party in respect of the obligation.

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statement of financial position when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

At initial recognition, EnerCare Solutions classifies its financial instruments in the following categories depending on the purpose for which the instruments were acquired:

- (i) Financial assets and financial liabilities at fair value through profit or loss: A financial asset or liability is classified in this category if acquired for the purpose of selling or repurchasing in the short-term.

Financial instruments in this category are recognized initially and subsequently at fair value. Transaction costs are expensed in the consolidated statement of income. Gains and losses arising from changes in fair value are presented in the consolidated statement of income within other gains and losses in the period in which they arise. Financial assets and financial liabilities at fair value through profit or loss are classified as current except for the portion expected to be

realized or paid beyond twelve months of the consolidated statement of financial position, which is classified as non-current.

- (ii) Loans and receivables: Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. EnerCare Solutions' loans and receivables are comprised primarily of accounts receivable and cash and cash equivalents, and are included in current assets due to their short-term nature. Loans and receivables are initially recognized at the amount expected to be received less, when material, a discount to reduce the loans and receivables to fair value. Subsequently, loans and receivables are measured at amortized cost using the effective interest rate method less a provision for impairment.
- (iii) Financial liabilities at amortized cost: Financial liabilities at amortized cost include accounts payable and accrued liabilities, provisions, interest payable, dividends payable, deferred revenue, obligations under finance leases and long-term debt. Amounts are initially recognized at the amount required to be paid less, when material, a discount to reduce the amount to fair value. Subsequently, amounts are recognized at amortized cost using the effective interest rate method. Long-term debt is recognized initially at fair value, net of any transaction costs incurred, and subsequently at amortized cost using the effective interest rate method.

Financial liabilities are classified as current liabilities if payment is due within twelve months. Otherwise, they are presented as non-current liabilities.

#### *Impairment of Financial Assets*

At each reporting date, EnerCare Solutions assesses whether there is objective evidence that a financial asset is impaired. If such evidence exists, EnerCare Solutions recognizes an impairment loss on financial assets carried at amortized cost as the difference between the amortized cost of the loan or receivable and the present value of the estimated future cash flows, discounted using the instrument's original effective interest rate. The carrying amount of the asset is reduced by this amount either directly or indirectly through the use of an allowance account.

Impairment losses on financial assets carried at amortized cost are reversed in subsequent periods if the amount of the loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized.

#### *Accounts Receivable*

Accounts receivable are carried at original invoice amount less any provisions for doubtful debts. Provisions are made where there is evidence of a risk of non-payment, taking into account ageing, previous experience and general economic conditions. When an accounts receivable is determined to be uncollectable it is written off, firstly against any provision available and then to the consolidated statement of income.

Subsequent recoveries of amounts previously provided for are credited to the consolidated statement of income.

#### *Inventory*

Inventory consists of residential furnaces, boilers, air conditioners held for sale or parts used in servicing equipment. Inventory is stated at the lower of cost and net realizable value. The cost of inventory is determined on a weighted average cost basis.

Inventory is considered for obsolescence based on current estimates of future use.

### *Provisions*

Provisions for legal claims, where applicable, are recognized when EnerCare Solutions has a present legal or constructive obligation as a result of past events, it is more likely than not that an outflow of resources will be required to settle the obligation, and the amount can be reliably estimated. Provisions are measured at management's best estimate of the expenditure required to settle the obligation at the end of the reporting period and are discounted to present value where the effect is material. The discount rate, if applied, would be the risk free rate at the measurement date. EnerCare Solutions performs evaluations to identify onerous contracts and, where applicable, records provisions for such contracts.

### *Capital Assets*

Capital assets are stated at cost less accumulated depreciation and accumulated impairment losses. Costs include expenditures that are directly attributable to the acquisition of the asset, including installation costs, labour, and direct overhead. Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to EnerCare Solutions and the cost can be measured reliably. The carrying amount of a replaced asset is derecognized when replaced. Repairs and maintenance costs are charged to the consolidated statement of income during the period in which they are incurred.

The major categories of capital assets are depreciated over the estimated useful lives of the assets on a straight-line basis as follows:

Water heaters	16 years
Furniture and fixtures	3-5 years
Computer equipment	3-5 years
Computer software	2-10 years
Vehicles	over the term of the lease
Leasehold improvements	over the term of the lease

Residual values, method of amortization and useful lives of the assets are reviewed annually and adjusted if appropriate.

Gains and losses on disposals of equipment are determined by comparing the proceeds with the carrying amount of the asset and are included as part of loss on disposal of equipment in the consolidated statement of income.

### *Leases*

Leasing agreements which transfer to EnerCare Solutions substantially all the benefits and risks of ownership of an asset are treated as finance leases, as if the asset had been purchased outright. Assets held under finance leases are depreciated on a basis consistent with similar owned assets or the lease term if shorter. The interest element of the finance leases is included in the consolidated statement of income. All other leases are operating leases and the rental costs are charged to the consolidated statement of income on a straight-line basis over the lease term.

### *Intangible Assets*

Intangible assets are predominantly related to contractual customer relationships acquired in business combinations that are recognized at fair value at the acquisition date. The contractual customer relationships have a finite useful life and are carried at cost less accumulated amortization and impairment charges. Amortization is calculated using the straight-line method over the expected life of 16 to 20 years.

## *Impairment of Non-financial Assets*

Intangible assets and capital assets are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purposes of measuring recoverable amounts, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units or “CGU”). The recoverable amount is the higher of an asset’s fair value less costs of disposal and value in use (being the present value of the expected future cash flows of the relevant asset or CGU). An impairment loss is recognized for the amount by which the asset’s carrying amount exceeds its recoverable amount. When there are indications of a potential decrease in a prior period impairment loss, a reversal may be recognized through profit and loss. A change in amortization may be required based upon the estimated remaining service life.

### *Goodwill*

Goodwill represents the excess of the cost of an acquisition over the fair value of EnerCare Solutions’ share of the identifiable net assets of the acquired business at the date of acquisition. Goodwill is carried at cost less accumulated impairment losses.

Goodwill is reviewed for impairment annually or at any time if an indicator of impairment exists. For goodwill, the recoverable amount is estimated at each consolidated statement of financial position date or more frequently when indicators of impairment are identified.

For the purposes of impairment testing, goodwill is allocated to a CGU or group of CGUs which corresponds to the level at which goodwill is internally monitored by the Chief Operating Decision Maker.

The recoverable amount is the higher of value in use and fair value less costs of disposal. A goodwill impairment is recognized for any excess of the carrying amount of the CGU or groups of CGUs over its recoverable amount. Goodwill impairments are not reversible.

## *Long Term Compensation*

### *Employee Share Purchase Plan*

Effective November 1, 2014, EnerCare Solutions implemented an Employee Share Purchase Plan (“ESPP”) for all eligible employees of EnerCare. Under the plan, employees can purchase shares of EnerCare, up to a maximum of \$10 per year or 5% of base salary. EnerCare Solutions will award one matching share of EnerCare for every two shares purchased by an employee over a two year vesting period during which EnerCare Solutions will recognize an expense over the vesting period. Employee contributions held by EnerCare Solutions at the end of a period are classified as restricted cash until such time the funds are transferred to the administrative agent for the purchase of EnerCare shares.

### *Income Tax*

EnerCare Solutions uses the liability method and determines deferred income tax assets and liabilities based on differences between the accounting and tax value of assets and liabilities. These are measured using the currently enacted, or substantially enacted, tax rates that will be in effect when the differences are anticipated to reverse. Deferred income tax assets are recognized to the extent that it is probable that the assets can be recovered.

Income tax comprises current and deferred tax. Income tax is recognized in the consolidated statement of income except to the extent that it relates to items recognized directly in equity, in which case income tax is also recognized directly in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted, or substantially enacted, at the end of the reporting period, and any adjustment to tax payable in respect to previous years.

Deferred income tax assets and liabilities are presented as non-current.

### *Relationship with Franchisees*

In certain regions of Ontario, EnerCare Solutions outsources the sale of air conditioners, boilers, furnaces and other services and protection plans to seven third party franchisees and earns royalties based on the revenue earned by the franchisees. As part of the arrangement, which expires in 2034, EnerCare Solutions facilitates the invoicing and collection of receivable balances from the franchisees' customers and remits the franchisees' portion of the collected amounts, thereby recognizing as revenue the royalty earned. Royalty revenue of \$9,248 (2013 - \$0) was recognized during the year.

EnerCare Solutions also manages an advertising fund ("Ad Fund"), established to collect and administer funds contributed by the franchisees for use in advertising programs. Contributions to the Ad Fund are based on a percentage of each franchisee's revenue. In accordance with IAS 18 "Revenue", these contributions are not recorded as revenue but are netted against the advertising expenses incurred by EnerCare Solutions as it is acting in substance, as an agent for the franchisees with regard to these contributions.

### *Revenue*

#### *General*

Revenue is recognized when it is probable that the economic benefits will flow to EnerCare Solutions and delivery has occurred, the sales price is fixed or determinable and collectability is reasonably assured. These criteria are met at the time the service is provided or equipment is installed and depending on the delivery condition, title and risk have been passed to the customer and acceptance of the product, when contractually required, has been obtained. Revenue is measured based on the contract price, net of discounts at the time of sale.

Amounts invoiced in advance of revenue recognition are recorded as deferred revenue. Revenue recognized prior to invoicing is recorded as unbilled accounts receivable and is included in accounts receivable.

#### *Contract Revenues*

##### *Rental Revenue*

Prior to October 20, 2014, rental revenue was based on the rental agreements that were managed under: (a) the co-ownership agreement with DE as well as (b) other third party arrangements. Under the co-ownership agreement with DE, EnerCare Solutions earned 65% of gross revenues, and the remaining 35% was earned by DE for installing and servicing the equipment. As of the Acquisition, EnerCare Solutions recognizes 100% of these revenues together with related operating and service costs in non-franchised regions. In certain areas of Ontario, franchisees service the equipment and receive revenues net of a royalty payable to EnerCare Solutions, which are presented on a net basis.

For all other portfolio assets that were not under the co-ownership agreement, EnerCare Solutions recognizes 100% of the revenues, together with related operating and service costs.

### *Protection Plans*

Within this product offering, EnerCare Solutions provides both maintenance service contracts and full service protection plans. Under maintenance service contracts, EnerCare Solutions has the obligation to perform one annual maintenance service on the customer's equipment when requested by the customer. Maintenance service revenue is recognized when the service is performed, or when EnerCare Solutions no longer has an obligation to provide the maintenance service.

Full service protection plans consist of fixed-fee service contracts for residential, air conditioners and furnaces directly with the end customer. These fixed-fee service contracts are for a 12 month term and are billed annually, quarterly or monthly in advance. Amounts billed are initially recorded as deferred revenue and recognized as revenue on a straight-line basis over the term of the service period, which represents an estimate of the incidence of risk over the contract term. For protection plan sales originated by franchisees, EnerCare Solutions earns royalties when the contract is initiated with the customer as the franchisee retains the service obligation.

These full service protection plan arrangements are considered insurance contracts under IFRS 4. In the event that the estimated future costs of full service protection plan contracts exceed the associated revenue to be recognized, a loss is recognized in net income immediately.

### *Sales and Other Services*

#### *Sale and Installation of Equipment*

Sale and installation of equipment is primarily comprised of residential furnaces, boilers, air conditioners through both the corporate and franchised regions.

#### *Other Services*

Other services include chargeable services such as on demand repairs and maintenance and duct cleaning, and royalties thereon when the services are performed by third party franchisees. Revenue from other services is recognized when the services are provided.

### *Interest Expense and Financing Charges*

Interest charges on debt are classified as an operating expense. Costs associated with the arrangement of long-term financing are netted against the carrying value of the debt and amortized on an effective interest rate method over the expected term of the debt.

### *Hedge Accounting*

In 2009, EnerCare Solutions completed a series of cash flow hedge transactions which resulted in a charge to other comprehensive income. This loss was being amortized into income using the effective interest rate method based upon the maturity of the 6.20% \$60,000, Series 2009-1 Senior Unsecured Notes (the "2009-1 Notes") and the 6.75% \$270,000 Series 2009-2 Senior Unsecured Notes (the "2009-2 Notes"). The Series 2009-1 Notes matured in April 2012, while the Series 2009-2 Notes were redeemed in March 2013.

### *Dividends*

Dividends on shares are recognized in EnerCare Solutions' consolidated financial statements in the period in which the dividends are approved by EnerCare Solutions' board of directors.

### *Critical Accounting Estimates and Judgments*

EnerCare Solutions makes estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the consolidated financial statements. Management continually evaluates estimates and judgments which are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ from those estimates. The following items are of significance for the period.

#### *Revenue Accruals*

At December 31, 2014, the EnerCare Solutions recorded a revenue accrual of approximately \$45,800 (2013 - \$900) reflecting accrued service periods. Unbilled protection plans comprise approximately \$28,400 (2013 - \$0) of this balance which is predominantly made up of protection plans sold in franchisee service areas which are recognized as royalty revenue at inception but are invoiced over a period of twelve months. The remaining unbilled revenues reflect accrued service periods for rental water heaters and other products.

#### *Bad Debt Provisions*

EnerCare Solutions is exposed to credit risk in the normal course of business for customers who are billed directly by Enbridge Gas Distribution Inc. ("EGD") within its service territory and secondarily when billed by EnerCare Solutions or are billed by EGD outside of its service territory. For billing within the EGD service territory, EnerCare Solutions is guaranteed payment by EGD for 99.56% in 2014 and 99.46% in 2013 of the amount billed (subject to certain exceptions) 21 calendar days after the invoices are issued. For the remaining billings, EnerCare Solutions considers several factors in the determination of the accounts receivable provision, which was approximately \$3,400 at December 31, 2014, compared to approximately \$2,700 in 2013.

#### *Leases*

Management applies judgment in its assessment of EnerCare Solutions' arrangements with customers when determining the classification of leases and the extent to which the risks and rewards incidental to ownership lie with the company or the customer.

#### *Impairment of Non-Financial Assets and Goodwill*

Impairment tests are conducted at least annually, or as warranted by prevailing circumstances at the time of reporting. The recoverable amount is based upon a number of assumptions, including but not limited to: discount rates, billing suites, cash flows and expenses. Changes in any of these assumptions may result in a materially different recoverable amount.

#### *Employee Benefit Plans*

Employee defined benefit pension plan balances, as described in note 16, are subject to a number of assumptions. The actuarial valuations rely on estimates and assumptions including those for wage escalation, mortality, health care and dental costs inflation, retirement ages, life expectancies and discount rates. Changes in these estimates could have a material impact on the employee benefit plans liability and employee benefit plan costs.

### *Recoverability of Deferred Tax Assets*

Deferred tax assets are recognized to the extent that realization is considered probable. Judgments regarding projected future income and tax planning strategies are considered in making this assessment.

### *Business Combination*

With respect to the preliminary estimated fair value of acquired assets and assumed liabilities and other adjustments related to the Acquisition, these consolidated financial statements have been prepared using the acquisition method of accounting, in accordance with IFRS 3R, Business Combinations, under which, the total fair value of the consideration transferred has been assigned to the assets acquired and liabilities assumed based on their estimated fair values at the date of the Acquisition, with any excess purchase price allocated to goodwill. Changes may be expected as additional information becomes available following the closing date of October 20, 2014. Accordingly, the final fair value determinations may differ from those set forth in these consolidated financial statements and such differences may be material.

### *Adoption of New Accounting Standards*

EnerCare Solutions has adopted new or revised standards as required by IFRS, effective January 1, 2014.

IFRIC 21, "Levies" provides guidance on accounting for levies in accordance with IAS 37, "Provisions, contingent liabilities and contingent assets". The interpretation defines a levy as an outflow from an entity imposed by a government in accordance with legislation and confirms that an entity recognizes a liability for a levy only when the triggering event specified in the legislation occurs. Management has determined that this new interpretation did not have any material impact on the amounts recognized in EnerCare Solutions' consolidated financial statements.

The IASB issued Recoverable Amount Disclosures for Non-Financial Assets (Amendments to IAS 36). The overall effect of the amendments is to reduce the circumstances in which the recoverable amount of assets or cash-generating units is required to be disclosed, clarify the disclosures required, and to introduce an explicit requirement to disclose the discount rate used in determining impairment (or reversals) where recoverable amount (based on fair value less costs of disposal) is determined using a present value technique. EnerCare Solutions has modified its disclosures to meet the amendments in IAS 36.

### *Accounting Standards Issued But Not Yet Applied*

The following are accounting policy changes to be implemented by EnerCare Solutions in future years:

#### *Employee Future Benefits*

IAS 19, "Employee Benefits" ("IAS 19"), was amended in November 2013. The amendments include changes to the accounting treatment of employee or third-party contributions to defined benefit plans under certain circumstances, and will be effective for EnerCare Solutions on January 1, 2015.

### *Revenue Recognition*

IFRS 15, "Revenue from Contracts with Customers" ("IFRS 15"), provides a comprehensive five-step revenue recognition model for all contracts with customers. The IFRS 15 revenue recognition model requires management to exercise significant judgment and make estimates that affect revenue recognition. IFRS 15 is effective for annual periods beginning on or after January 1, 2017, with earlier application permitted. EnerCare Solutions is currently evaluating the impact of adopting this standard on the consolidated financial statements.

### *Financial Instruments*

The final version of IFRS 9, "Financial Instruments" ("IFRS 9"), was issued by the IASB in July 2014 and will replace IAS 39, "Financial Instruments: Recognition and Measurement". IFRS 9 introduces a model for classification and measurement, a single, forward-looking "expected loss" impairment model and a substantially reformed approach to hedge accounting. The new single, principle-based approach for determining the classification of financial assets is driven by cash flow characteristics and the business model in which an asset is held. The new model also results in a single impairment model being applied to all financial instruments, which will require more timely recognition of expected credit losses. It also includes changes in respect of own credit risk in measuring liabilities elected to be measured at fair value, so that gains caused by the deterioration of an entity's own credit risk on such liabilities are no longer recognized in profit or loss. IFRS 9 is effective for annual periods beginning on or after January 1, 2018, however is available for early adoption. In addition, the own credit changes can be early adopted in isolation without otherwise changing the accounting for financial instruments. EnerCare Solutions is currently evaluating the impact of adopting this standard on the consolidated financial statements.

### *Presentation of Financial Statements*

IAS 1, "Presentation of Financial Statements" ("IAS 1") was amended by the IASB to clarify guidance on materiality and aggregation, the presentation of subtotals, the structure of financial statements and disclosure of accounting policies. The amendment gives guidance that information within the consolidated statements of financial position and consolidated statements of income should not be aggregated or disaggregated in a manner that obscures useful information, and that disaggregation may be required in the consolidated statements of income in the form of additional subtotals as they are relevant to understanding the entity's financial position or performance. The amendments to IAS 1 are effective for periods beginning on or after January 1, 2016. EnerCare Solutions is currently evaluating the impact of adopting this standard on the consolidated financial statements.

## **4. Cash and Cash Equivalents**

As at December 31,	2014	2013
Cash at bank	\$52,611	\$17,799
Restricted cash	244	-
Ending balance	\$52,855	\$17,799

On December 30, 2014, EGD settled approximately \$30,000 of EnerCare Solutions' December billings in advance of its normal settlement dates. Under the OBA cash is typically paid 21 days after billing.

Restricted cash consists of employee contributions to the ESPP which were held by EnerCare Solutions at the end of the year and will be used, on behalf of employees, to purchase EnerCare shares in the following period.

## 5. Accounts Receivable

As at December 31,	2014	2013
Billed accounts receivable	\$10,327	\$16,210
Unbilled accounts receivable	45,848	899
Bad and doubtful debt provision	(3,399)	(2,661)
Accounts receivable (net of provision)	\$52,776	\$14,448
Bad and doubtful debt provision:		
Opening balance	\$ 2,661	\$ 1,547
Charge for the year	738	1,114
Ending balance	\$ 3,399	\$ 2,661

Unbilled accounts receivables represent \$28,439 (2013 - \$0) primarily related to protection plans sold in franchisee service areas which are recognized as royalty revenue at inception but are invoiced over a period of twelve months. The remaining unbilled receivables reflect accrued service periods for residential water heaters and other products.

## 6. Inventory

As at December 31,	2014	2013
Inventory	\$5,728	\$ -
Less: inventory obsolescence	(79)	-
Inventory (net of provision)	\$5,649	\$ -
Inventory obsolescence provision:		
Opening balance	\$ -	\$ -
Charge for the year	79	-
Ending balance	\$ 79	\$ -

During the year ended December 31, 2014, \$3,850 (2013 - \$16) of inventory was recognized as part of cost of goods sold and services provided in the consolidated statement of income.

## 7. Accounts Payable and Accrued Liabilities

As at December 31,	2014	2013
Accounts payable	\$ 9,337	\$ 8,914
Current taxes payable	3,065	6,397
Other payables	22,225	329
Ending balance	\$34,627	\$15,640

## 8. Protection Plan Contracts

Full service protection plans are fixed-fee service contracts for residential, air conditioners and furnaces. The contracts protect the customer against the risk of breakdowns, resulting in the transfer of an element of risk to EnerCare Solutions. Benefits provided to the customer vary in accordance with the terms and conditions of the contract entered into however, they generally include maintenance, repair and/or replacement of items affected. A provision for anticipated claims is not recognized due to the short elapsed time between an incident and settlement.

The levels of risk exposure and service provision to customers are dependent on the occurrence of uncertain future events, in particular the nature and frequency of faults and the cost of repair or replacement of the items affected. Accordingly, the timing and amount of future cash outflows associated with the contracts is uncertain. The key terms and conditions that affect future cash flows are as follows:

The provision of parts and labour for repairs, dependent on the agreement and associated level of service; and

There is no limit to the number of call-outs to carry out repair work and limits on certain servicing and repair costs.

When the estimated future costs of protection plan contracts exceed the associated revenue to be recognized, a loss is recognized in net earnings immediately. The future costs of the protection plan contracts are dependent on the number and nature of service requests for the associated equipment. Management estimates the future costs of protection plan contracts based on its historical experience of service requests for similar equipment and manages risk by monitoring the cost of service requests, product reliability and limiting the contract term to one year.

Amounts recognized in the consolidated financial statements related to protection plan contracts is as follows:

	2014	2013
Revenue	\$11,128	\$ -
Cost of service	5,826	-
Deferred revenue net of service obligation	\$ 1,472	\$ -

## 9. Capital Assets

<i>2014 and 2013</i>	Rental Equipment	Leased Vehicles	Other	Total
<b>At December 31, 2012:</b>				
Cost	\$791,969	\$ -	\$ 342	\$792,311
Accumulated depreciation	(380,929)	-	(166)	(381,095)
<b>Net book value</b>	<b>\$411,040</b>	<b>\$ -</b>	<b>\$ 176</b>	<b>\$411,216</b>
<b>At December 31, 2013:</b>				
Additions	\$ 68,709	\$ -	\$ -	\$ 68,709
Loss on disposal before proceeds	(16,360)	-	-	(16,360)
Depreciation for the year	(47,521)	-	(86)	(47,607)
<b>At December 31, 2013</b>	<b>\$415,868</b>	<b>\$ -</b>	<b>\$ 90</b>	<b>\$415,958</b>
<b>At December 31, 2013:</b>				
Cost	\$813,787	-	\$ 342	\$814,129
Accumulated depreciation	(397,919)	-	(252)	(398,171)
<b>Net book value</b>	<b>\$415,868</b>	<b>\$ -</b>	<b>\$ 90</b>	<b>\$415,958</b>
<b>At December 31, 2014:</b>				
Additions	\$ 77,558	\$ -	\$ 385	\$ 77,943
Acquisition – Niagara portfolio (note 28)	1,230	-	-	1,230
Acquisition – OHCS (note 29)	3,441	7,636	3,202	14,279
Loss on disposal before proceeds	(15,285)	(15)	-	(15,300)
Depreciation for the year	(46,730)	(419)	(691)	(47,840)
<b>At December 31, 2014</b>	<b>\$436,082</b>	<b>\$ 7,202</b>	<b>\$2,986</b>	<b>\$446,270</b>
<b>At December 31, 2014:</b>				
Cost	\$849,474	\$ 7,321	\$3,929	\$860,724
Accumulated depreciation	(413,392)	(119)	(943)	(414,454)
<b>Net book value</b>	<b>\$436,082</b>	<b>\$ 7,202</b>	<b>\$2,986</b>	<b>\$446,270</b>

## 10. Intangible Assets

<b>Customer Relationships</b>	<b>2014</b>	<b>2013</b>
<b>Opening balance January 1:</b>		
Cost	\$ 743,336	\$743,336
Accumulated depreciation	(506,500)	(460,104)
Net book value	\$ 236,836	\$283,232
<hr/>		
Acquisition – Niagara portfolio (note 28)	\$ 1,805	\$ -
Acquisition – OHCS (note 29)	401,000	-
Amortization for the year	(50,547)	(46,396)
Net book value	\$ 589,094	\$236,836
<hr/>		
<b>Ending balance as at December 31:</b>		
Cost	\$1,146,141	\$743,336
Accumulated depreciation	(557,047)	(506,500)
Net book value	\$ 589,094	\$236,836

## 11. Goodwill

The following table provides details about the changes in the carrying amounts of goodwill for the years ended December 31, 2014 and 2013.

	2014	2013
Opening balance January 1	\$ -	\$ -
Acquisition – OHCS (note 29)	141,333	-
<b>Ending balance at December 31, 2014</b>	<b>\$141,333</b>	<b>\$ -</b>

As described in note 3, Significant Accounting Policies, goodwill is reviewed for impairment annually, or at any time if an indicator of impairment exists.

For the annual impairment tests, recoverable amounts are determined based on value in use using discounted cash flows. The five-year cash flow projections relating to the goodwill arising from the Acquisition were established using an EBITDA growth rate of 6.5% and a 3% terminal growth factor, discounted at a pre-tax rate of 13.5%.

## 12. Obligations under finance leases

Obligations under finance leases are secured by the leased vehicles. EnerCare Solutions has a Master Lease Agreement with the lessor, where the lessor will acquire vehicles and lease them to EnerCare Solutions.

The obligations under finance leases bear floating interest rates ranging from 0.5% to 7% per annum. The finance leases mature at dates ranging between January 2015 and December 2020. During the year ended December 31, 2014, EnerCare Solutions recognized \$71 (2013 - \$0) of interest expense related to the obligations under finance leases.

As at December 31,	2014	2013
Obligations under finance leases	\$7,454	\$ -
Less: current portion	(1,981)	-
	<b>\$5,473</b>	<b>\$ -</b>

Future minimum lease payments under finance leases are as follows:

As at December 31,	Principal	Interest	Lease Payments
Due in 2015	\$1,981	\$361	\$2,342
Due in 2016	1,808	268	2,076
Due in 2017	1,551	177	1,728
Due in 2018	1,160	96	1,256
Due in 2019	701	39	740
Thereafter	253	6	259
	<b>\$7,454</b>	<b>\$947</b>	<b>\$8,401</b>

### 13. Debt

*Bank indebtedness, current and long term debt:*

As at December 31,	2014	2013
<b>Bank indebtedness:</b>		
Opening balance January 1	\$ -	\$ -
Revolver – drawdown	-	2,000
Revolver – repayment	-	(2,000)
<b>Total bank indebtedness</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Non-current portion of long term debt:</b>		
Senior debt principal amount	<b>\$535,000</b>	\$520,000
Unamortized financing costs and interest accretion	<b>(2,879)</b>	(2,492)
<b>Opening balance January 1</b>	<b>\$532,121</b>	\$517,508
Repayment of debt	<b>(60,000)</b>	(270,000)
Issuance of debt	<b>210,000</b>	285,000
Financing costs	<b>(902)</b>	(1,733)
Amortization of financing costs	<b>659</b>	1,346
<b>Total non-current portion</b>	<b>\$681,878</b>	\$532,121
Senior debt principal amount	<b>\$685,000</b>	\$535,000
Unamortized financing costs and interest accretion	<b>(3,122)</b>	(2,879)
<b>Total non-current portion of long term debt</b>	<b>\$681,878</b>	\$532,121

On October 20, 2014, EnerCare Solutions' entered into a \$100,000, five-year revolving, non-amortizing variable rate credit facility (the "Revolver"), replacing the former \$35,000 facility. The Revolver has a standby fee of 0.20% and at December 31, 2014, no amounts were drawn. EnerCare Solutions is subject to two principal financial covenants as defined in the Revolver and term loan credit facility (the "Term Loan") documents. The covenants address interest and debt coverage. At December 31, 2014, EnerCare Solutions complied with these covenants.

The long term debt balance includes the following items:

The senior debt consists of the \$250,000 4.30% 2012-1 Senior Unsecured Notes (the "2012 Notes") maturing on November 30, 2017 and the \$225,000 4.60% 2013-1 Senior Unsecured Notes (the "2013 Notes") maturing on February 3, 2020, with semi-annual interest payments due on May 30 and November 30 and February 3 and August 3 in each year, respectively.

On January 28, 2013, EnerCare Solutions entered into a \$60,000 variable rate, single draw, term loan maturing on January 28, 2016 ("Previous Term Loan"). On October 20, 2014, the Previous Term Loan was repaid through the proceeds of the \$210,000 non-revolving, non-amortizing variable rate Term Loan, maturing on October 20, 2018. Deferred financing costs of \$902 were incurred in relation to the issuance of the \$210,000 Term Loan.

In March 2013, the 2009-2 Notes were redeemed, including a make-whole payment of \$13,754, from proceeds of the issuance of the 2013 Notes and drawdown of the Previous Term Loan.

**Interest Expense:**

(000's)	2014	2013
Interest expense payable in cash	\$23,537	\$25,015
Equity bridge financing fees	775	-
Make-whole payment on early redemption of debt	-	13,754
Interest on subordinated debt	3,510	3,510
Interest on promissory note	12,464	10,000
Non-cash items:		
Notional interest on employee benefit plans	254	-
Amortization of OCI and financing costs	659	5,369
Interest expense	\$41,199	\$57,648

Interest expense payable in cash is associated with debt activity in 2014 and 2013. Equity bridge financing fees of \$775 were incurred as part of the Acquisition. The make-whole payment of \$13,754 was incurred upon the early redemption of the 2009-2 Notes and the drawdown of the Previous Term Loan. Interest on the \$50,000 Subordinated Debt was consistent with the prior period. The Acquisition resulted in an increase of \$317,367 of the \$250,000 Subordinated Promissory Notes which drove higher interest expense subsequent to the Acquisition. Notional interest of \$254 in 2014 relates to the employee benefits plan acquired as part of the Acquisition. Amortization of OCI and financing costs for 2013 include the previously unamortized costs associated with the 2009-2 Notes and \$4,023 of accumulated OCI which was fully reclassified to earnings in the first quarter of 2013.

**14. Long Term Subordinated Promissory Notes**

On January 1, 2011, the \$381,755 Series 1 subordinated debt outstanding to EnerCare was redeemed for additional equity consideration and the issuance of a \$100,000 subordinated promissory note. On September 28, 2012, a \$150,000 subordinated promissory note was issued by EnerCare (collectively, the "Subordinated Promissory Notes"). On October 20, 2014, an additional \$317,367 subordinated promissory note was issued by EnerCare as part of the Acquisition. The subordinated promissory notes bear interest at rates notified by the holder. The notes have no fixed repayment terms, but are redeemable at the option of EnerCare Solutions at a price equal to the principal amount thereof plus accrued and unpaid interest to the date of redemption. The notes have been classified as long term as there are no near term intentions to demand repayment.

**15. Subordinated Debt**

On July 6, 2011, through a series of transactions, EnerCare Solutions invested \$250,000 in preferred shares of Stratacon Inc. ("Stratacon"), a subsidiary entity of EnerCare. On January 1, 2012, 1759857 Ontario Limited, Stratacon and EnerCare Connections Inc. amalgamated. The name of the amalgamated entity is EnerCare Connections Inc. ("ECI"). The investment was funded through a short term bank loan. The preferred shares accrue cumulative dividends at 6.90% and are both redeemable and retractable. Stratacon, now ECI, invested the proceeds by providing a loan to a subsidiary of EnerCare Solutions ("Intercompany Loan"). The Intercompany Loan is a demand loan and bears interest at 7.00% (the "Subordinated Debt"). The subsidiary used the proceeds from the loan to repay existing obligations due to EnerCare Solutions from the subsidiary. On July 1, 2012, \$200,000 of the preferred shares were redeemed and EnerCare Solutions used the proceeds to pay down the Intercompany Loan. Both the preferred shares and the Intercompany Loan have been classified as short term due to their underlying features.

## **16. Employee Benefit Plans**

### **Defined Benefit Plans**

In connection with the Acquisition (note 29), DE established a mirror pension plan (“RPP”) to their current registered pension plan (“DE Plan”). The RPP has both defined benefit and defined contribution components. The defined benefits provide for partially indexed pensions based on years of service and the final 5 years’ average earnings for contributory service and final 3 years’ average earning for non-contributory service.

Subject to regulatory approval, the pension assets and liabilities of DE employees who transferred to EnerCare Solutions at the closing of the Acquisition (“Transferred Employees”) will transfer from the DE Plan to the RPP. Until such time, in accordance with the asset purchase agreement (“Asset Purchase Agreement”), DE has committed to fund the solvency deficit relating to these employees and remains responsible for the sponsorship and administration of the pension plan, including exposure to the return on any plan assets. The RPP must be fully funded, on a solvency basis, prior to being transferred to EnerCare Solutions. Accordingly, EnerCare Solutions has recognized a receivable, identified as a “Reimbursement Right - Pension” in the consolidated statement of financial position as at December 31, 2014 in the amount of \$15,284. As the ultimate amount of the reimbursement is not yet known at the acquisition date, any changes that occur through to the final settlement of the reimbursement amount and transfer of the plan will be recognized as a measurement period adjustment under purchase accounting.

EnerCare Solutions is responsible for current service cost contributions relating to Transferred Employees until such time that EnerCare Solutions assumes sponsorship and administration of the RPP. The defined benefit component of the RPP is closed to new members.

EnerCare Solutions also provides other post-employment benefits other than pensions to qualifying employees (“OPEB”), these include medical, dental and insurance benefits. The OPEB is closed to new members.

The cost of employee benefit plans is recognized as the Transferred Employees provide service to EnerCare Solutions and the obligation for these plans were measured individually at December 31, 2014 and October 20, 2014, as the present value of the benefit obligation less the fair value of plan assets. The cost of the defined benefit plan is actuarially determined using the projected unit credit method and the use of best estimates of compensation level increase, retirement ages of workers, mortality rates, health costs and other factors, disclosed herein. Remeasurements, which include actuarial gains and losses, are recognized in other comprehensive income, with the exception of any changes to the reimbursement amount and transfer of the plan, as described above.

### **Regulatory Framework**

The RPP is a registered pension plan under the Ontario Pension Benefits Act (“PBA”), which requires certain minimum benefit standards and funding levels. Minimum funding requirements under the PBA are determined based on actuarial valuations on both a going concern and solvency basis that are required at a minimum of every three years. The last actuarial valuation for funding purposes was as at October 20, 2014 and a subsequent valuation is being prepared as of December 31, 2014. Deficits under the going concern basis may be funded over a period up to 15 years, beginning one year from the valuation date. In addition, solvency valuations must be performed which simulate a plan wind-up. Deficiencies established on a solvency basis may be funded over a period of up to five years, beginning one year from the valuation date (post-retirement cost of living adjustments are not required to be included in the solvency liabilities).

The OPEB is not funded in advance.

## **Funding of the RPP**

EnerCare Solutions' practice is to contribute to the RPP the minimum required under the PBA, but additional contributions may be made at EnerCare Solutions' discretion. The employees do not make contributions to RPP.

## **Governance of Defined Benefit Pension Plans**

DE will continue as the sponsor and administrator for the RPP until regulatory approval is received for the transfer of the plan assets to the RPP and assumption of the RPP by EnerCare Solutions. As a result, DE's pension committee oversees the administration of the pension plans, on EnerCare Solutions' behalf, in accordance with applicable legislation and approves the governance structure, including the mandates of those to whom administrative duties and responsibilities have been delegated.

## **Risks**

While DE administers the RPP, EnerCare Solutions is responsible for current service cost contributions and accordingly, the most significant risks related to the RPP is if EnerCare Solutions does not make such contributions in a timely manner. EnerCare Solutions will only bear the risk for factors such as market returns and inflation related to the RPP, when EnerCare Solutions assumes sponsorship and administration of the RPP. Sources of risks for EnerCare Solutions' defined benefit plans as at December 31, 2014 include:

### **Corporate Bond Yields**

The discount rate used when reporting the liability for balance sheet purposes is determined in reference to corporate bond yields. When yields decrease the liabilities in the plans rise, and conversely when yields increase the liabilities in the plans decrease. While some of the assets for the funded plan are invested in corporate bonds, this represents a small portion of the overall liabilities in the plans. This mismatch means that the overall deficit position is subject to the movements in corporate bond yields. This risk is a significant source of variation in the employee benefit plans liability from year to year.

### **Government Bond Yields**

The discount rate used when determining the RPP plan's solvency position for funding purposes is determined in reference to government bond yields. When yields decrease the liabilities in the plan rise, and conversely when yields increase the liabilities in the plan decrease. While some of the assets are invested in government bonds, the weighting is less than the overall liabilities in the plan. This mismatch means that the funded status of the plan is subject to movements in government bond yields. Government bond yields represent a significant risk associated with the cash funding requirements of the RPP.

### **Longevity**

The benefits payable to members are generally provided for the life of the member as well as the member's spouse. The life expectancy of members is a significant assumption used in the determination of the plans' liabilities, and increases in life expectancy, or the survival experience of members being higher than expected, will lead to increases in the plans' liability. This risk is particularly significant because the cost of benefits in all plans is linked to inflation, further increasing the cost of benefits if members live longer than expected.

## Inflation

The benefits payable to members in the RPP are increased by a proportion of the increase of the Consumer Price Index each year. In addition, active member's benefits are linked to final average earnings, and earnings increases are typically seen to increase in high inflationary environments. The benefits payable to members in the post-retirement benefits plan generally increase with increases in medical costs. All of these assumptions are linked to inflation. An increase in the inflation assumption, or a period of high inflation, will generally increase the liabilities. Given the strong link the benefits have to inflation this is a significant source of risk. The medical trend rate, while linked with inflation, has traditionally been higher than inflation and represents an additional, and significant, source of inflation risk for the post-retirement benefits plan.

## Risk Controls

DE manages the risks (other than then in respect of OPEB, which is managed by EnerCare Solutions) through plan design reviews, as appropriate, and regular valuations of the plan and DE will manage such risks until regulatory approval is granted and EnerCare Solutions assumes sponsorship and administration of the RPP.

The total cost of the employee benefit plans recognized in selling, general and administrative and interest expense are as follows:

As at December 31,	2014	2013
<b>Pension</b>		
Current service cost	\$ 636	\$ -
Interest	103	-
	<b>\$ 739</b>	<b>\$ -</b>
<b>OPEB</b>		
Current service cost	\$ 173	\$ -
Net interest cost	151	-
	<b>\$ 324</b>	<b>\$ -</b>

Remeasurements of the employee benefit plans recognized in other comprehensive income are as follows:

As at December 31,	2014	2013
<b>OPEB</b>		
Actuarial gains and losses arising from changes in financial assumptions	\$ 434	\$ -
Actuarial gains and losses arising from demographic and other experience	(93)	-
	<b>\$ 341</b>	<b>\$ -</b>

## Employee Benefit Plan Liability

The liability for the employee benefit plans is comprised of the following:

As at December 31,	2014	2013
<b>Pension</b>		
Present value of defined benefit obligations	\$(74,928)	\$ -
Fair value of plan assets	64,077	-
	\$(10,851)	\$ -
<b>OPEB</b>		
Present value of unfunded defined benefit obligations	\$(18,886)	\$ -
	\$(29,737)	\$ -

## Defined Benefit Obligations

The movements in the total present value of defined benefit obligations are as follows:

As at December 31,	2014	2013
<b>Pension</b>		
Obligation, beginning of year	\$ -	\$ -
Acquisition of OHCS	73,691	-
Current service cost	636	-
Interest expense on the defined benefit obligations	601	-
Obligation, end of year	\$74,928	\$ -
<b>OPEB</b>		
Obligation, beginning of year	\$ -	\$ -
Acquisition of OHCS	18,221	-
Current service cost	173	-
Interest expense	151	-
Actuarial loss	341	-
Benefits paid	-	-
Obligation, end of year	\$18,886	\$ -

## Fair Value of the Plan Assets

The movement in the total fair value of plan assets is as follows:

As at December 31,	2014	2013
<b>Pension</b>		
Fair value, beginning of year	\$ -	\$ -
Acquisition of OHCS	61,025	-
Interest income	498	-
Actuarial gains	2,037	-
Contributions	517	-
Fair value, end of year	\$64,077	\$ -

## Reimbursement Right - Pension

The movement in the total fair value of the Reimbursement Right - Pension is as follows:

As at December 31,	2014	2013
<b>Pension</b>		
Balance, beginning of year	\$ -	\$ -
Acquisition of OHCS adjustments	13,473	-
Interest income	110	-
Actuarial gains	1,701	-
Balance, end of year	\$15,284	\$ -

## Actuarial Assumptions

The significant actuarial assumptions used in the determination of the present value of the defined benefit obligation are as follows:

As at December 31,	2014	2013
<b>Pensions</b>		
Discount rate (RPP)	4.10%	-%
Salary growth rate - Union		
Until 2014	0.00%	-%
From 2015	3.00%	-%
Salary growth rate - Non-Union		
Until 2015	3.75%	-%
From 2016	4.25%	-%
Inflation	2.00%	-%
Increase in maximum pension limit	3.00%	-%
Mortality table	<b>CPM Private using projection scale CPM-B</b>	
Male life expectancy, age 60	25.9 years	
Male life expectancy, age 65	21.5 years	
Female life expectancy, age 60	28.7 years	
Female life expectancy, age 65	24.0 years	
<b>OPEB</b>		
<i>Weighted average assumptions to determine defined benefit obligations:</i>		
Discount rate	4.10%	-%
Mortality table	<b>Final CPM 2014 Private Mortality Table with scale CPM-B</b>	
Immediate health care cost trend rate	5.86%	-%
Ultimate health care cost trend rate	4.00%	-%
Year reached ultimate health care cost trend rate	2029	
<i>Weighted average assumptions to determine defined benefit costs:</i>		
Discount rate	4.20%	-%
Mortality table	<b>Final CPM 2014 Private Mortality Table with scale CPM-B</b>	
Immediate health care cost trend rate	5.90%	-%
Ultimate health care cost trend rate	4.00%	-%
Year reached ultimate health care cost trend rate	2029	

## Sensitivity Analysis

	Increase in Liability December 31, 2014	Increase
<b>Pensions</b>		
100 basis point decrease in the discount rate	<b>\$17,531</b>	23.4%
100 basis point increase in the long term salary rate	<b>5,919</b>	7.9%
Impact on the cost of living adjustments of a 100 basis point increase in inflation	<b>4,870</b>	6.5%
90% of mortality rates	<b>1,345</b>	1.8%
<b>OPEB</b>		
100 basis point decrease in the discount rate	<b>24,058</b>	127.4%
Impact of a 1 year increase in life expectancy	<b>19,504</b>	103.3%
100 basis point increase in health care cost trend rates	<b>23,511</b>	124.5%

## Maturity Analysis

The approximate duration of the pension plans is 23.4 years while the approximate duration of the other long-term benefits plan is 25.0 years. The undiscounted liabilities of the plan can be broken into the following durations:

	Less than 1 year	1 to 2 years	2 to 5 years	More than 5 years	Total
<b>As at December 31, 2014</b>					
Pension	\$583	\$852	\$4,204	\$180,543	\$186,182
OPEB	45	97	676	57,085	57,903
<b>Total</b>	<b>\$628</b>	<b>\$949</b>	<b>\$4,880</b>	<b>\$237,628</b>	<b>\$244,085</b>

## 17. Income Taxes

Income tax expense is recognized based on management's best estimates of the weighted average annual income tax rate for the full financial year. The estimated average annual rate used for each of the years ended December 31, 2014 and 2013 was 26.50%. The provisions for income taxes in the consolidated statements of earnings reflect an effective rate that differs from the combined Canadian federal and provincial rates, as follows:

For the year ended December 31,	2014	2013
Tax expense at statutory rate of 26.50%	<b>\$ 7,452</b>	\$ 2,608
Tax effects of:		
Non-deductible expenses	<b>(201)</b>	527
Other	<b>75</b>	(77)
<b>Total</b>	<b>\$ 7,326</b>	\$ 3,058
Current tax expense	<b>\$26,374</b>	\$ 21,685
Deferred income tax recovery	<b>(19,048)</b>	(18,627)
<b>Total tax expense</b>	<b>\$ 7,326</b>	\$ 3,058

The provision for income taxes in 2014 reflects both a provision for temporary difference expected to be reversed in the future and the impact of future changes in tax rates applicable to EnerCare Solutions.

## Deferred income tax asset and liability

The deferred income tax asset and liability on EnerCare Solutions' consolidated statement of financial position reflect the estimated tax on temporary and other differences. The movement of the deferred

income tax accounts are as follows:

As at December 31,	2014	2013
<b>As at January 1:</b>	<b>\$(114,715)</b>	<b>\$(133,342)</b>
Step up of deferred income tax on Acquisition (note 29)	(22,924)	-
Deferred tax on remeasurements of defined benefit plan	90	-
Deferred income tax recovery	19,048	18,627
<b>Total</b>	<b>\$(118,501)</b>	<b>\$(114,715)</b>

EnerCare Solutions' management expects that the future tax assets will be recoverable based on the expected growth and profitability of the business.

The balance of the deferred income tax asset and liability classified by temporary differences is as follow:

As at December 31,	2014	2013
<b>Deferred tax asset</b>		
Allowances and financing fees	\$ 2,879	\$ 1,114
Employee future benefit obligations	3,831	-
Other	-	691
	<b>\$ 6,710</b>	<b>\$ 1,805</b>
<b>Deferred tax liability</b>		
Equipment and intangible assets	\$(114,886)	\$ (97,523)
Temporary difference – subsidiary tax year end	(9,934)	(18,780)
Other	(391)	(217)
	<b>(125,211)</b>	<b>(116,520)</b>
<b>Total</b>	<b>\$(118,501)</b>	<b>\$(114,715)</b>

### Classification

As at December 31,	2014	2013
Deferred tax asset	\$ 3,831	\$ 1,114
Deferred tax liability	(122,332)	(115,829)
<b>Total</b>	<b>\$(118,501)</b>	<b>\$(114,715)</b>

### 18. Share Capital

As at December 31,	2014		2013	
<b>Shares Issued and Outstanding</b>	<b>Shares</b>	<b>Dollars</b>	<b>Shares</b>	<b>Dollars</b>
Opening balance at January 1:	1,001	\$ 79,614	1,001	\$79,614
Issued	168	109,462	-	-
<b>Totals</b>	<b>1,169</b>	<b>\$189,076</b>	<b>1,001</b>	<b>\$79,614</b>

EnerCare Solutions' articles of incorporation provide for the issuance of an unlimited number of common shares. On January 1, 2012, EnerCare Solutions converted to a corporation pursuant to a plan of arrangement. As at December 31, 2014, there were 1,169 common shares issued and outstanding. The additional shares issued in 2014 were in conjunction with the Acquisition (see note 29).

### 19. Commitments

Under operating lease agreements for office premises and office equipment, EnerCare Solutions is required to make annual minimum lease payments. The aggregate amount of future minimum payments is as follows:

As at December 31,	2014	2013
Due in 2015	\$ 1,237	\$ -
Due in 2016	1,308	-
Due in 2017	536	-
Due in 2018	-	-
Due in 2019	-	-
Thereafter	-	-
<b>Total commitments under non-cancellable operating leases</b>	<b>\$3,081</b>	<b>\$ -</b>

The operating lease payments recognized in the consolidated statement of income for the year ended December 31, 2014 were \$503 (2013 - \$0).

## 20. Contingent Liabilities

EnerCare and a subsidiary of EnerCare Solutions have been named in legal proceedings commenced by certain competitors seeking specified and unspecified damages based on allegations that EnerCare, its service provider, EcoSmart Home Services Inc., and others engaged in unlawful surveillance and other unlawful activities aimed at the door to door sales efforts of the competitors.

EnerCare Solutions is also a party to a number of product liability claims and lawsuits in the ordinary course of business.

Management is of the opinion that any liabilities that may arise from these lawsuits have been adequately provided for in these consolidated financial statements.

## 21. Financial Instruments

The main risks EnerCare Solutions' financial instruments are exposed to include credit risk, liquidity risk and market risk.

### Credit Risk

EnerCare Solutions is exposed to credit risk on accounts receivable from customers. EnerCare Solutions' credit risk is considered to be low.

EnerCare Solutions' financial assets that are exposed to credit risk consist primarily of cash and cash equivalents and accounts receivable. For more than 95% of revenues, EnerCare Solutions is guaranteed payment by EGD for 99.56% of the amount billed (subject to certain exceptions) 21 calendar days after the invoices are issued. EnerCare Solutions is exposed to credit risk in the normal course of business for customers who are billed directly by EnerCare Solutions or are billed by EGD outside its service territory. For accounts receivable from customers billed on EGD invoices within its service territory a related trust agreement also serves to mitigate EnerCare Solutions' credit exposure on receivables owing from EGD.

For accounts receivable as at December 31, 2014, a provision for all amounts at risk of collection and impaired has been made in the consolidated financial statements based upon a number of factors which include, but are not limited to, the type of account and credit characteristics, aging, and net future cash flows.

### Liquidity Risk

EnerCare Solutions believes it has low liquidity risks given the makeup of its accounts payable and accrued liabilities, related party payable, provisions, interest payable, dividends payable and debt. EnerCare Solutions measures liquidity risk through comparisons of current financial ratios with the financial covenants contained in its Revolver and Term Loan agreements and its senior unsecured trust indenture, as supplemented, as applicable. To reduce liquidity risk, EnerCare Solutions has

maintained financial ratios which comply with the financial covenants applicable to the borrowings and has staggered its senior debt maturity dates through to February 3, 2020.

The covenants under the 2012 Notes and 2013 Notes are contained in the senior unsecured trust indenture, as supplemented. Under the terms of this indenture, EnerCare Solutions may not incur additional senior debt other than certain refinancing debt and certain working capital debt if the incurrence test is less than 3.8 to 1. The incurrence test is the ratio of defined EBITDA over defined interest expense calculated 12 months in arrears. EnerCare Solutions exceeded this threshold requirement at December 31, 2014.

The covenants under the Revolver and Term Loan are an amendment and restatement of the Previous Revolver. The principal covenant tests measure the ratio of total debt to adjusted EBITDA and the ratio of adjusted EBITDA to cash interest expense. Total debt, Adjusted EBITDA and cash interest expense are defined in the agreements and may not be the same as terms used in the MD&A. EnerCare was in compliance with these covenants at December 31, 2014.

The summary of financial obligations and contractual maturities related to undiscounted non-derivative financial liabilities excluding accounts payable was as follows:

Period	Debt		Finance Lease Obligations		Total	
	Principal	Interest	Principal	Interest	Principal	Interest
Due in 2015	\$ -	\$22,480	\$1,981	\$361	\$ 1,981	\$22,841
Due in 2016	-	21,215	1,808	268	1,808	21,483
Due in 2017	250,000	21,100	1,551	177	251,551	21,277
Due in 2018	210,000	10,350	1,160	96	211,160	10,446
Due in 2019	-	10,350	701	39	701	10,389
Thereafter	225,000	5,175	253	6	225,253	5,181
Total	\$685,000	\$90,670	\$7,454	\$947	\$692,454	\$91,617

## Market Risk

### *Fair Value*

The carrying values of cash and cash equivalents, accounts receivable, investment in preferred shares, accounts payable and accrued liabilities, deferred revenue, obligations under finance leases and other payables approximate their fair values due to their relatively short periods to maturity.

Fair value measurements are determined in accordance with the following levels:

- Level 1 Quoted prices (unadjusted) in active markets for identical assets and liabilities.
- Level 2 Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 Prices or valuations that require management inputs that are both significant to the fair value measurement and unobservable.

The following table presents the carrying amounts and the fair values of EnerCare Solutions' financial assets and liabilities at December 31, 2014 and 2013. The estimated fair values of the financial instruments are at the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

As at December 31,	2014		2013	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Cash and cash equivalents	\$ 52,855	\$ 52,855	\$ 17,799	\$ 17,799
Accounts receivable	52,776	52,776	14,448	14,448
Investment in preferred shares	50,000	50,000	50,000	50,000
Total financial assets	\$ 155,631	\$ 155,631	\$ 82,247	\$ 82,247
Financial liabilities measured at amortized cost:				
Gross senior borrowings	\$ 685,000	\$ 700,418	\$535,000	\$548,110
Long term subordinated promissory notes	567,367	567,367	250,000	250,000
Subordinated debt	50,000	50,000	50,000	50,000
Obligations under finance lease	7,454	7,454	-	-
Total borrowings	\$1,309,821	\$1,325,239	\$835,000	\$848,110
Other obligations and payables	53,298	53,298	26,493	26,493
Total financial liabilities	\$1,363,119	\$1,378,537	\$861,493	\$874,603

Fair values of all financial assets and liabilities are classified as Level 3 financial instruments, except cash and cash equivalents and gross senior borrowings which are classified as Level 1.

## Capital Risk Management

EnerCare Solutions' capital management strategy is designed to maintain financial strength and flexibility to support profitable growth in all business environments. EnerCare Solutions' considers capital to be primarily cash and cash equivalents, gross senior borrowings and subordinated promissory notes as originally funded by EnerCare, as such makes adjustments as appropriate to such variables as cash on hand, additional capital expenditures, debt capacity, available credit facilities and covenant restrictions. As a result of the Acquisition certain targets and evaluation measures were modified, however, EnerCare Solutions' capital management strategy, objectives, and definitions have not materially changed during 2014.

EnerCare Solutions was in compliance with all covenants under the 2012 Notes, 2013 Notes, Revolver and Term Loan as at December 31, 2014.

## 22. Selling, General & Administrative

For the year ended December 31,	2014	2013
Employee compensation and benefits	\$15,163	\$ 6,443
Professional fees	9,673	2,419
Selling, office and other	6,196	2,875
Billing and servicing	14,202	6,993
Claims and bad debt	5,305	5,810
Total	\$50,539	\$24,540

## 23. Provisions

On a regular basis, EnerCare Solutions evaluates key accounting estimates based upon historical information, internal and external factors and probability factors to measure provisions. The key provision is on account of claims as a result of water damage caused by faulty water heaters. The claims provision is a current liability estimated as the product of the average anticipated dollar loss and the current incidents as at December 31, 2014.

For the year ended December 31,	2014	2013
Opening balance:	\$1,187	\$ 726
Charged/(credited) to the consolidated statement of income:		
Additional provision	2,396	3,395
Claims spending during the year	(2,433)	(2,934)
Ending balance	\$1,150	\$1,187

All claims generated during the periods ended are typically paid out within 12 months, therefore the provisions have not been discounted.

#### 24. Changes in Working Capital

The following table reconciles the changes in working capital during the comparative periods as presented in the consolidated statement of cash flows.

For the year ended December 31,	2014	2013
Accounts receivable	\$18,496	\$1,936
Inventory	(4)	-
Prepaid expenses	(257)	(108)
Deferred revenue	1,340	24
Accounts payable and accrued liabilities	(2,749)	(3,424)
Provisions	(37)	461
Related party payable	1,002	(797)
Interest payable	(504)	816
Total	\$17,287	\$(1,092)

#### 25. Related Parties and Transactions with DE

##### *Key Management*

Key management of EnerCare Solutions includes officers and directors of EnerCare. External director's fees are included in professional fees as part of total selling, general and administrative expenses of EnerCare, of which a portion is allocated to EnerCare Solutions and included in total selling, general and administrative expenses. Total compensation and benefits earned by key management for services rendered for both EnerCare and EnerCare Solutions are shown below:

For the year ended December 31,	2014	2013
Salaries and short-term benefits	\$3,032	\$2,492
Other employment benefits	78	87
Long term benefits	4,194	1,991
Total	\$7,304	\$4,570

##### *Related Party Payables*

EnerCare often incurs expenses on behalf of EnerCare Solutions in the normal course of business. Related party amounts owing to EnerCare are typically on account of selling, general and administrative expenses.

For the year ended December 31,	2014	2013
Related party receivable/(payables)	\$2,141	\$1,139

##### *Transactions with DE*

Prior to October 20, 2014, EnerCare Solutions' relationship with DE was significant, as DE serviced and supported approximately 90% of EnerCare Solutions' customers and installed asset base. The

following agreements governed the principal affairs between EnerCare Solutions and DE prior to October 20, 2014. These agreements were assigned to a subsidiary of EnerCare Solutions on October 20, 2014. See note 29 – “Acquisition of Direct Energy’s Home and Small Commercial Services Business in Ontario” and note 16 – “Employee Benefit Plans” for further discussion regarding DE and EnerCare Solutions’ reimbursement right.

*Co-ownership Agreement:*

Under this agreement, DE received, subject to certain exceptions, 35% of the gross revenue generated by the co-owned portfolio of assets and was obligated to service that asset portfolio, effectively operating the day-to-day activities of that portion of the business. Pursuant to an agreement between DE and EnerCare, DE was entitled to put forth one individual for consideration by EnerCare Solutions’ board for inclusion in EnerCare’s annual management information circular for election as a director of EnerCare and its subsidiaries, including EnerCare Solutions, for as long as it was servicer under the co-ownership agreement.

*Origination Agreement:*

Under this agreement, subject to certain exceptions, DE was required to offer to sell all rental water heaters to EnerCare Solutions at prescribed prices, essentially at DE’s cost plus an inventory service fee and a set installation fee. EnerCare Solutions had no obligation to purchase any water heaters. The agreement also established an incentive fee payable to DE had certain growth targets been achieved.

*Other Agreements with DE:*

In addition to the above agreements, EnerCare Solutions and DE were parties to an agreement for the servicing of Toronto Hydro Energy Services Inc. units, as these units were not subject to the co-ownership agreement. This agreement provided for the administration and servicing of the portfolio on a fee-for-service basis.

EnerCare Solutions and DE were also parties to an agreement for the origination and servicing of HVAC rental units, whereby DE originated HVAC rental customers and provided servicing to these HVAC rental customers. EnerCare Solutions had the right to originate HVAC rental customers outside of this arrangement with DE.

Details of amounts paid or payable under these agreements to DE are as follows:

For the year ended December 31,	2014	2013
Origination agreement:		
Capital expenditures	<b>\$42,474</b>	\$54,759
Inventory service fee	<b>2,713</b>	3,521
Other capital expenditures	<b>17,846</b>	11,234
Other expenses, including billing and servicing costs	<b>2,925</b>	2,956
Total	<b>\$65,958</b>	\$72,470

At December 31 2014, EnerCare Solutions had accounts receivable owing from DE of approximately \$541 for 2014, and had accounts payable of \$7,609 for 2013.

**26. Compensation Plans**

Effective November 1, 2014, EnerCare Solutions implemented the ESPP for all eligible employees of EnerCare Solutions. Under the plan, employees can purchase shares of EnerCare, up to a maximum of \$10 per year or 5% of base salary. EnerCare will award one matching share for every two shares

purchased and held by an employee for at least two years. Shares related to both the employee and employer portions are purchased in the month following the employee contributions. Expenses related to the company match portion are recorded equally over the 2 year vesting period and are reflected in the consolidated statement of income. Employee contributions held by EnerCare Solutions at the end of a period are classified as restricted cash which will be used to purchase EnerCare shares in the following period. As of December 31, 2014, there was \$243 of restricted cash on hand and no shares had been purchased for either the employee or employer portions.

## **27. Other Income**

During 2014, EnerCare Solutions realized a settlement of \$408 from DE on account of the reclassification of certain water heaters under the co-ownership agreement to EnerCare Solutions' owned portfolio, originally associated with the Toronto Hydro Energy Services Inc. portfolio acquisition. During 2013, EnerCare Solutions realized settlements from DE of \$4,447, including income of approximately \$2,769 on account of water heater installation costs, billing and collection deficiencies and third-party claims, and \$1,678 on account of billing and collection in respect of water heater buyouts.

## **28. Acquisition of Energy Services Niagara**

In February 2014, a subsidiary of EnerCare Solutions acquired the rental portfolio of Energy Services Niagara Inc. ("ESN"), comprised of approximately 2,468 electric and gas-fired water heaters for cash consideration of \$3,035, plus inventory of \$38. The completion of the purchase price allocation resulted in a fair value of approximately \$1,230 for the electric and gas-fired water heaters and a customer relationship intangible value of \$1,805. In connection with the acquisition, ESN and EnerCare Solutions entered into a transitional agreement, as well as an assignment, assumption and consent agreement with EGD in respect of the ESN open bill access agreement ("ESN OBA"). At the time of acquisition, approximately 97% of ESN's customers were billed through the ESN OBA. The rental revenue from the ESN water heaters were not subject to the co-ownership agreement.

## **29. Acquisition of Direct Energy's Home and Small Commercial Services Business in Ontario**

On October 20, 2014, EnerCare, through a subsidiary of EnerCare Solutions, acquired through the Asset Purchase Agreement the Ontario home and small commercial services business of DE. The purchase price of the Acquisition was approximately \$550,390, subject to final working capital adjustments. The acquired assets and liabilities assumed included components of working capital, capital assets, intangible assets, and obligations under finance leases. It also includes employee future benefit related assets and obligations, including a reimbursement right in respect thereof from DE (see note 16). The Acquisition is accounted for as a business combination.

The Acquisition was financed through a combination of debt and equity, including approximately \$333,262 of subscription receipts (\$317,000 net of fees), raised by EnerCare, \$150,000 from debt facilities, raised by EnerCare Solutions, and a private placement of 7,692,308 of EnerCare common shares to DE. The common shares issued to DE are subject to a 12-month lock-up and thereafter, one-half of such shares are subject to a further 6-month lock-up.

Concurrent with the closing of the Acquisition, the net funds from the subscription receipts were loaned to EnerCare Solutions in the form of an interest bearing promissory note of \$317,367 such that a subsidiary of EnerCare Solutions could fund the Acquisition (see note 14) and \$109,462 of common shares of EnerCare Solutions were issued to EnerCare.

In addition, EnerCare Solutions and DE entered into a transition services agreement pursuant to which DE provides certain transition services to EnerCare Solutions relating to, among other things,

the provision of ongoing information technology, other support and information technology decoupling services for an initial period of 15-months, subject to extension by either party for up to two additional 3-month terms.

As part of the Acquisition, EnerCare Solutions has recorded total expenses of \$11,594 and interest income of \$531 during 2014. Total expenses include \$3,872 of interest expense from \$3,097 of interest paid in respect of the subscription receipts issued, along with equity bridge financing fees of \$775. SG&A expenses include \$7,722 of costs associated with the Acquisition, of which approximately \$6,770 were professional fees.

The following table summarizes the preliminary allocation of total consideration allocated to the net assets acquired. The allocation of the purchase price is preliminary for certain amounts including capital assets, intangible assets, certain working capital accounts, employees future benefits, reimbursement right from DE (see note 16) and tax balances and is therefore subject to change.

	<b>October 20, 2014</b>
Cash and cash equivalents	\$ 815
Accounts receivable	56,824
Inventory	5,645
Prepaid expenses	385
Capital assets	14,279
Intangible assets – customer relationships	401,000
Reimbursement right – pension (note 16)	15,284
Goodwill	141,333
Deferred tax asset	3,596
<b>Total assets acquired</b>	<b>639,161</b>
Less:	
Accounts payable and accrued liabilities	21,736
Deferred revenue	3,856
Long-term obligations under finance lease	7,809
Employee benefit plan liabilities	28,850
Deferred tax liability	26,520
<b>Total net assets acquired</b>	<b>\$550,390</b>
Fair value of consideration transferred:	
Cash consideration	\$450,000
Preliminary working capital adjustment	(9,072)
Common shares issued to EnerCare	109,462
<b>Total consideration transferred</b>	<b>\$550,390</b>

Goodwill is calculated as the difference between the fair value of consideration transferred and the preliminary fair value of the assets acquired and liabilities assumed. The goodwill is primarily attributable to the addition of new customers and the corresponding projected cash flows to be earned. Goodwill is not amortized for accounting, however is deductible for tax purposes.

OHCS revenues of \$46,065 and earnings of \$1,732 are included in the statement of net income since October 20, 2014.

EnerCare Solutions' consolidated revenues and net earnings for the year ended December 31, 2014 would have been higher by approximately \$171,935 and \$2,620 respectively, had the OHCS acquisition occurred on January 1, 2014.

### **30. Subsequent Events**

On March 2, 2015, a subsidiary of EnerCare Solutions, acquired the rental portfolio of Cobourg Network Inc. ("CNI"), comprised of approximately 1,380 electric water heaters for cash consideration of \$890, subject to post-closing adjustments. In connection with the acquisition, CNI and EnerCare

Solutions entered into a transitional agreement pursuant to which CNI provides transitional support and billing and collection services on behalf of EnerCare Solutions.