

wind,  
water  
and fire



natural elements,  
we *make* the most  
of their energy

# Financial Review

## 3<sup>rd</sup> quarter 2007

November 7, 2007



# *Forward-Looking Statement Disclaimer*

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

This presentation contains certain non-GAAP financial measures. Refer to note 12 of the quarterly consolidated financial statements for more details.



**Mr. Patrick Lemaire**  
President and  
Chief Executive Officer  
Boralex Inc.



# Highlights Q3 2007

- **Increased production, revenue and EBITDA compared to Q3 2006**
  - » Favourable evolution of selling prices
  - » Favourable markets for renewable energy certificates (REC's) with US\$45 million sold forward for the 2007-2012 period
- **Boralex continues to focus on growth in the high margin wind segment**
  - » Commissioning of 14 MW of new capacity in July 2007 and an additional 34 MW expected to be commissioned in 2008
  - » In addition, through a joint venture, three bids totalling 375 MW were submitted in Hydro-Québec's recent RFP with a decision expected in Q1 2008
- **Boralex to invest in solar development in Spain - pipeline between 25 and 100 MW over the next 5 years**

# Summary Q3 2007

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

	<b>Q3 2007</b>	<b>Q3 2006</b>
<b>Production (MWh)</b>	<b>374,441</b>	340,334
<b>Revenue from energy sales</b>	<b>34,276</b>	26,643
<b>EBITDA</b>	<b>9,061</b>	8,372
<b>Net earnings</b>	<b>1,017</b>	1,140
<b>Net earnings per share basic</b>	<b>\$0.03</b>	\$0.04
<b>Cash-flow from operations</b>	<b>8,752</b>	3,308
<b>Cash-flow from operations per share</b>	<b>\$0.23</b>	\$0.11

# Summary YTD 2007

*Selected financial and operational data*

*(in thousands of dollars, except production and per share amounts)*

	<b>YTD 2007</b>	<b>YTD 2006</b>
<b>Production (MWh)</b>	<b>1,160,401</b>	989,558
<b>Revenue from energy sales</b>	<b>117,432</b>	84,563
<b>EBITDA</b>	<b>40,435</b>	30,862
<b>Net earnings</b>	<b>15,632</b>	10,085
<b>Net earnings per share basic</b>	<b>\$0.47</b>	\$0.34
<b>Cash-flow from operations</b>	<b>35,532</b>	16,576
<b>Cash-flow from operations per share</b>	<b>\$1.06</b>	\$0.55



**Mr. Jean-François  
Thibodeau**  
Vice-President and  
Chief Financial Officer  
Boralex Inc.



## Q3 2007 Sector EBITDA

<i>(in thousands of dollars)</i>	<b>Q3 2007</b>	Q3 2006	Variation
<b>Wind</b>	<b>4,876</b>	4,016	↗
<b>Hydroelectricity</b>	<b>(485)</b>	815	↘
<b>Wood residue</b>	<b>6,886</b>	2,939	↗
<b>Natural gas</b>	<b>(219)</b>	236	↘
	<b>11,058</b>	8,006	
<b>Corporate and eliminations</b>	<b>(1,997)</b>	366	↘
<b>Consolidated EBITDA</b>	<b>9,061</b>	8,372	↗



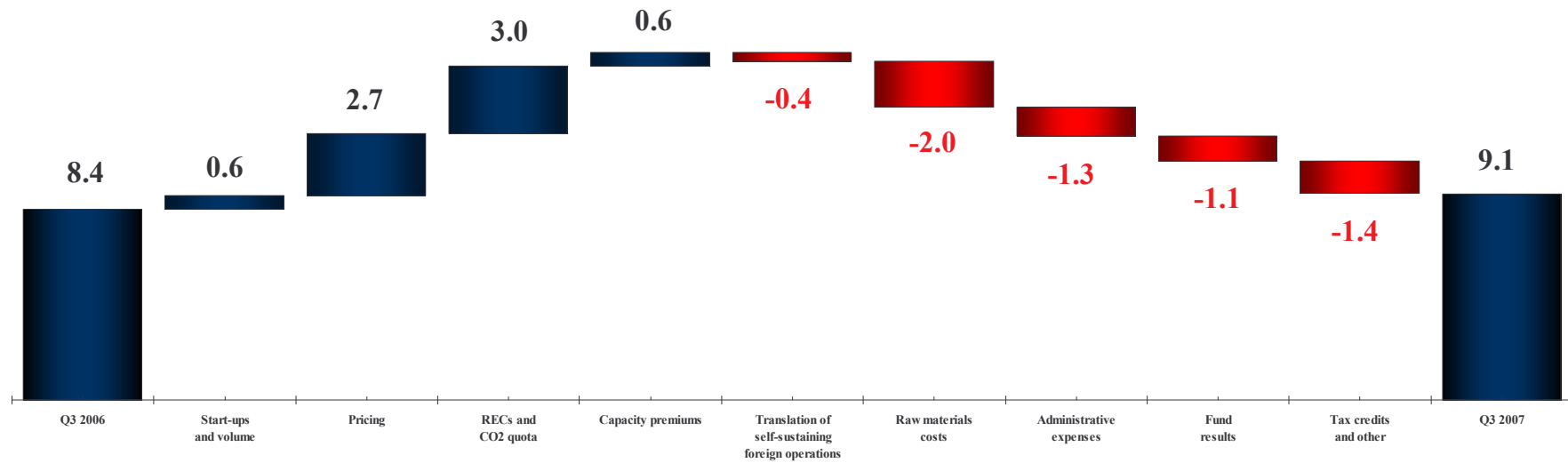
## YTD 2007 Sector EBITDA

<i>(in thousands of dollars)</i>	YTD 2007	YTD 2006	Variation
<b>Wind</b>	15,813	12,984	↗
<b>Hydroelectricity</b>	3,784	5,507	↘
<b>Wood residue</b>	20,652	4,419	↗
<b>Natural gas</b>	1,557	4,083	↘
	41,806	26,993	
<b>Corporate and eliminations</b>	(1,371)	3,869	↘
<b>Consolidated EBITDA</b>	40,435	30,862	↗

# Variance Analysis – EBITDA

## Q3 2007 vs Q3 2006

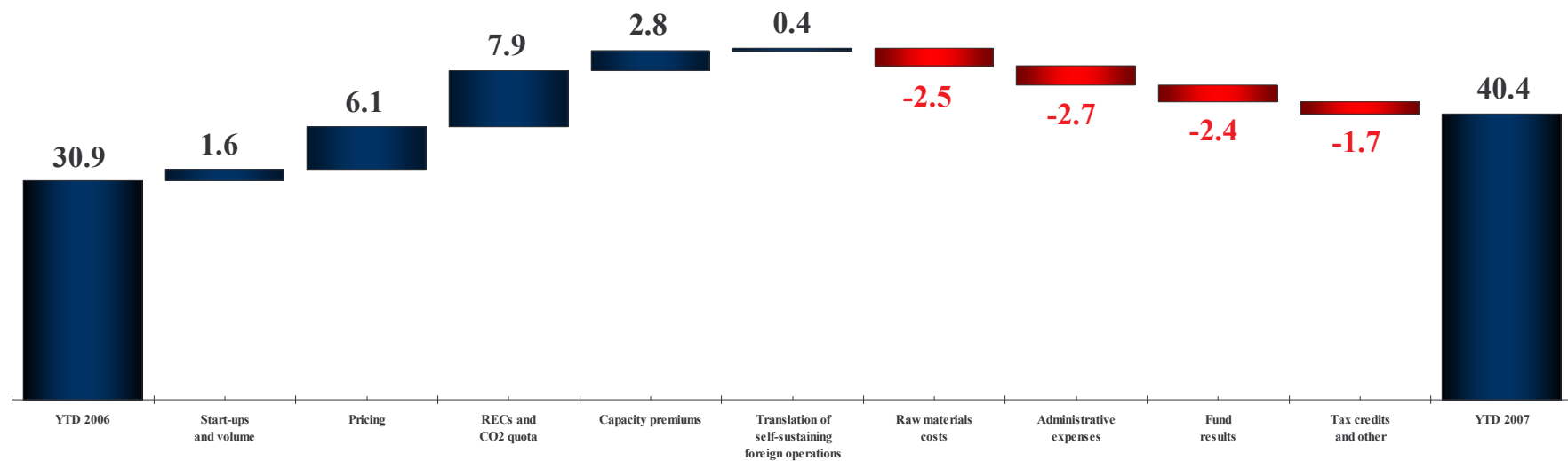
(in millions of dollars)



# Variance Analysis – EBITDA

## YTD 2007 vs YTD 2006

(in millions of dollars)



# Sector Review Q3 2007

## Wind

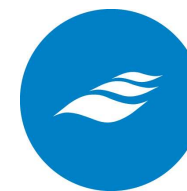


(\$'000)	Q3 2007	Q3 2006
<b>Production (MWh)</b>	<b>47,413</b>	38,082
<b>Revenue from energy sales</b>	<b>5,974</b>	4,652
<b>EBITDA</b>	<b>4,876</b>	4,016

- The flawless start-up in early July of our seventh wind farm in France, “La Citadelle” site, explains more than half of the 28% revenue increase compared to Q3 2006
- In France, we were able to increase production, given better wind conditions and turbine availability. We also benefited from the indexation of electricity selling prices. In addition, we are currently building an additional 4 MW of capacity at the Avignonet-Lauragais site, which is expected to be commissioned in the first quarter of 2008
- We are proceeding with our Ontario projects, following up wind studies and obtaining necessary regulatory approvals. We expect to commission a first 30 MW of capacity by the fourth quarter of 2008
- In Québec, we submitted through a joint venture three bids totalling 375 MW in Hydro-Québec’s recent request for proposal. Given the competitive advantages of our site, we are hopeful to be amongst the winners who should be announced in Q1 2008

# Sector review Q3 2007

## Hydroelectricity



(\$'000)	Q3 2007	Q3 2006
<b>Production (MWh)</b>	<b>8,705</b>	22,863
<b>Revenue from energy sales</b>	<b>681</b>	1,785
<b>EBITDA</b>	<b>(485)</b>	815

- Significantly lower water flows (45% below historical averages) explain the 62% drop in production between both years which translated into close to \$1 million of the EBITDA variance
- Our East Angus facility (Forces motrices St-François) was shut down for repairs for a five-week period during the quarter, leading to an increase of maintenance expenses and to some write-offs
- The appreciation of the \$CAN led to \$300 K loss from the translation of self-sustaining foreign operations

# Sector review Q3 2007

## Wood Residue



(\$'000)	Q3 2007	Q3 2006
<b>Production (MWh)</b>	<b>318,323</b>	279,311
<b>Revenue from energy sales</b>	<b>25,688</b>	17,986
<b>EBITDA</b>	<b>6,886</b>	2,939

- The 14% increase in production is mostly explained by the reduced capacity in Q3 2006 of the Stratton facility due to weak market conditions, as well as the closure of the Fort Fairfield facility for a period of 38 days for maintenance reasons
- Contractual price increases for the Fort Fairfield and Ashland power stations as well as better spot market prices explain close to \$2.7 million of additional revenue.
- We continue to benefit from a favourable REC market in the US Northeast. So far we have firm commitments for close to US\$ 45 million of REC deliveries for the period between October 1, 2007 and December 31, 2012. In addition the State of Connecticut recently announced a very favourable extension of its program until 2020

# Sector review Q3 2007

## Natural Gas



(\$'000)	Q3 2007	Q3 2006
<b>Revenue from energy sales</b>	<b>1,933</b>	2,220
<b>EBITDA</b>	<b>(219)</b>	236

- Lower revenue and EBITDA mostly explained by a decrease of steam prices which are indexed in France to the price of natural gas
- Given the contractual cap on the selling price of the electricity and the high cost of natural gas, the cogeneration equipments did not to operate between the months of April and October 2007. They will operate from November 2007 to March 2008



# Question Period