

**FortisBC Inc.**  
**Management Discussion & Analysis**  
**For the Year Ended December 31, 2016**  
**Dated February 16, 2017**

*The following FortisBC Inc. ("FBC" or the "Corporation") Management Discussion & Analysis ("MD&A") has been prepared in accordance with National Instrument 51-102 - Continuous Disclosure Obligations. Financial information for 2016 and comparative periods contained in the following MD&A has been prepared in accordance with accounting principles generally accepted in the United States ("US GAAP") and is presented in Canadian dollars unless otherwise specified. The MD&A should be read in conjunction with the Corporation's annual audited consolidated financial statements and notes thereto for the year ended December 31, 2016, with 2015 comparatives, prepared in accordance with US GAAP.*

## **FORWARD-LOOKING STATEMENT**

Certain statements in this MD&A contain forward-looking information within the meaning of applicable securities laws in Canada ("forward-looking information"). The words "anticipates", "believes", "budgets", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "projects", "schedule", "should", "will", "would" and similar expressions are often intended to identify forward-looking information, although not all forward-looking information contains these identifying words.

The forward-looking information in this MD&A includes, but is not limited to, statements regarding the Corporation's expectations to meet interest payments on outstanding indebtedness from operating cash flows; the Corporation's expected level of capital expenditures and its expectations to finance those capital expenditures through credit facilities, equity injections from its parent FortisBC Pacific Holdings Inc. ("FortisBC Pacific"), and debenture issuances; the Corporation's expectation for employee future benefit costs; the Corporation's estimated contractual obligations; and the expectation that the purchases under the Waneta Expansion Capacity Agreement ("WECA") and the timing of recognizing regulatory deferral adjustments will affect future interim quarterly earnings as compared to historical interim quarterly earnings.

The forecasts and projections that make up the forward-looking information are based on assumptions, which include but are not limited to: receipt of applicable regulatory approvals and requested rate orders; absence of administrative monetary penalties; the ability to continue to report under US GAAP beyond the Canadian securities regulators exemption to the end of 2018 or earlier; absence of asset breakdown; absence of environmental damage and health and safety issues; absence of adverse weather conditions and natural disasters; ability to maintain and obtain applicable permits; the adequacy of the Corporation's existing insurance arrangements; the First Nations' settlement process does not adversely affect the Corporation; the ability to maintain and renew collective bargaining agreements on acceptable terms; no material change in employee future benefit costs; the ability of the Corporation to attract and retain skilled workforces; absence of information technology infrastructure failure; absence of cyber-security failure; continued electricity demand; the ability to arrange sufficient and cost effective financing; no material adverse ratings actions by credit rating agencies; that counterparties do not default on power supply contracts; and no weather related demand loss or significant and sustained loss of precipitation over the headwaters of the Kootenay River system.

The forward-looking information is subject to risks, uncertainties and other factors that could cause actual results to differ materially from historical results or results anticipated by the forward-looking information. The factors which could cause results or events to differ from current expectations include, but are not limited to: regulatory approval and rate orders risk (including the risk of imposition of administrative monetary penalties); continued reporting in accordance with US GAAP risk; asset breakdown, operation, maintenance and expansion risk; environment, health and safety matters risk; weather and natural disasters risk; permits risk; underinsured and uninsured losses; risks involving First Nations; labour relations risk; employee future benefits risk; human resources risk; information technology infrastructure risk; cyber-security risk; interest rates risk; impact of changes in economic conditions risk; capital resources and liquidity risk; competitiveness and commodity price risk; power purchase and capacity sale contracts risk; weather related risk; and other risks described in the Corporation's most recent Annual Information Form. For additional information with respect to these risk factors, reference should be made to the section entitled "Business Risk Management" in this MD&A.

All forward-looking information in this MD&A is qualified in its entirety by this cautionary statement and, except as required by law, the Corporation undertakes no obligation to revise or update any forward-looking information as a result of new information, future events or otherwise after the date hereof.

## **CORPORATE OVERVIEW**

FBC is an integrated, regulated electric utility operating in the southern interior of British Columbia ("BC"), serving approximately 169,600 customers directly and indirectly, focusing on the safe delivery of reliable and cost effective electricity.

The Corporation's regulated business includes four hydroelectric generating plants with an aggregate capacity of 225 megawatts ("MW"), approximately 7,200 kilometers of transmission and distribution power lines, and a peak demand of 746 MW. In February 2016, FBC and its subsidiaries completed the sale of the 0395518 Power Partnership (formerly Walden Power Partnership) ("WPP") non-regulated hydroelectric power plant assets and subsequently dissolved the partnership. Prior to the sale, the WPP non-regulated assets were reclassified from property, plant and equipment to assets held for sale on the consolidated balance sheet as at December 31, 2015.

The Corporation is regulated by the British Columbia Utilities Commission ("BCUC"). Pursuant to the *Utilities Commission Act* (British Columbia), the BCUC regulates such matters as tariffs, rates, construction, operations, financing and regulatory accounting.

The Corporation operates primarily under a cost of service regulation as prescribed by the BCUC. The Corporation applies to the BCUC for approval of annual revenue requirements based on forecast costs of service, including, but not limited to, power purchases, operating expenses, depreciation and amortization, income taxes, interest on debt and a return on equity ("ROE"). Starting in 2014, through 2019, the regulatory framework includes some performance-based rate setting attributes.

The Corporation is an indirect, wholly-owned subsidiary of Fortis Inc. ("Fortis"). Fortis is a leader in the North American electric and gas utility business, serving customers across Canada, the United States and the Caribbean.

## **REGULATION**

### **Customer Rates and Deferral Mechanisms**

The Corporation's customer rates are based on estimates and forecasts. In order to manage the risk of forecast error associated with some of these estimates, to manage volatility in rates, and to match costs with benefits, a number of regulatory deferral accounts are in place.

Variances from regulated forecasts used to set rates for electricity revenue and power purchase costs are flowed back to customers in future rates through approved regulatory deferral mechanisms and therefore these variances do not have an impact on net earnings in either 2016 or 2015. Beginning in 2014, the Corporation has a flow-through deferral account that captures variances from regulated forecast items, excluding formulaic operation and maintenance costs, that do not have separately approved deferral mechanisms, and flows those variances through customer rates in the following year.

### **Multi-year Performance Based Ratemaking Plan for 2014 to 2019 ("2014 PBR Application")**

In September 2014, the BCUC issued its decision on FBC's 2014 PBR Application. The approved PBR Plan incorporates an incentive mechanism for improving operating and capital expenditure efficiencies. Operation and maintenance expenses and base capital expenditures during the PBR period, 2014 to 2019, are subject to an incentive formula reflecting incremental costs for inflation and half of customer growth, less a fixed productivity adjustment factor of 1.03 per cent each year. The PBR Plan also includes a 50/50 sharing of variances ("Earnings Sharing Mechanism") from the formula-driven operation and maintenance expenses and capital expenditures over the PBR period, and a number of service quality measures designed to ensure FBC maintains service levels. It also sets out the requirements for an annual review process which provides a forum for discussion between FBC and interested parties regarding its current performance and future activities.

In December 2015, the BCUC issued its decision on FBC's 2016 rates. The decision resulted in a 2016 average rate base of approximately \$1,286 million and a rate increase of 2.96 per cent over 2015 rates.

In January 2017, the BCUC issued its decision on FBC's 2017 rates. The decision results in a 2017 average rate base of approximately \$1,285 million and a rate increase of 2.76 per cent over 2016 rates.

## Allowed Return on Equity and Capital Structure

The 2016 ROE and common equity component of capital structure for FBC is 9.15 per cent and 40 per cent respectively, which is unchanged from the 2015 ROE and common equity component of capital structure.

In October 2015, FortisBC Energy Inc. ("FEI") filed its application to review the 2016 benchmark utility ROE and common equity component of capital structure. In August 2016, the BCUC issued its decision on FEI's application. In its decision, the BCUC determined that FEI's existing common equity component of capital structure and ROE will remain at 38.5 per cent and 8.75 per cent, respectively. The BCUC also determined that the ROE approved for FEI will serve as the benchmark cost of equity for all other regulated entities in BC that use the benchmark utility to set rates, and that the ROE will remain in effect until otherwise determined by the Commission. As a result, FBC's ROE remains unchanged at 9.15 per cent until otherwise determined by the Commission. FBC's common equity component of capital structure was not part of the review and therefore FBC's common equity remains at 40.0 per cent.

## CONSOLIDATED RESULTS OF OPERATIONS

Periods Ended December 31	Quarter			Year		
	2016	2015	Variance	2016	2015	Variance
Electricity sales (GWh)	<b>856</b>	842	14	<b>3,121</b>	3,153	(32)
(\$ millions)						
Electricity revenue	<b>92.2</b>	88.7	3.5	<b>335.3</b>	325.7	9.6
Other revenue	<b>4.5</b>	5.3	(0.8)	<b>25.2</b>	20.2	5.0
	<b>96.7</b>	94.0	2.7	<b>360.5</b>	345.9	14.6
Power purchase costs	<b>39.2</b>	39.2	-	<b>132.4</b>	116.0	16.4
Operating costs	<b>18.1</b>	18.5	(0.4)	<b>63.8</b>	64.9	(1.1)
Property and other taxes	<b>3.9</b>	3.8	0.1	<b>15.5</b>	15.2	0.3
Depreciation and amortization	<b>14.2</b>	14.5	(0.3)	<b>56.9</b>	57.4	(0.5)
	<b>75.4</b>	76.0	(0.6)	<b>268.6</b>	253.5	15.1
Operating income	<b>21.3</b>	18.0	3.3	<b>91.9</b>	92.4	(0.5)
Other income (expenses)	<b>0.1</b>	(0.9)	1.0	<b>0.8</b>	(0.6)	1.4
Finance charges	<b>9.4</b>	9.7	(0.3)	<b>37.3</b>	38.7	(1.4)
Earnings before income taxes	<b>12.0</b>	7.4	4.6	<b>55.4</b>	53.1	2.3
Income taxes	<b>0.9</b>	1.1	(0.2)	<b>6.7</b>	7.5	(0.8)
Net earnings	<b>11.1</b>	6.3	4.8	<b>48.7</b>	45.6	3.1

### Net Earnings

Net earnings for the fourth quarter ended December 31, 2016 were \$11.1 million, an increase of \$4.8 million from the \$6.3 million of net earnings in the fourth quarter of 2015. For the year ended December 31, 2016, net earnings were \$48.7 million, an increase of \$3.1 million from the \$45.6 million of net earnings for the same period in 2015.

The timing of recognizing regulatory deferral adjustments for setting customer rates has had an effect on the quarterly net earnings comparison. While FBC's annual revenue is set to fully recover approved forecasted costs of service, including the recognition of regulatory deferral adjustments to be recovered from, or refunded to, customers on an annualized basis, both the revenue and regulatory deferral adjustments will be recognized differently each quarter. Therefore the comparable net earnings will vary on a quarterly basis due to the timing of recognizing regulatory deferral adjustments.

The \$4.8 million increase in net earnings for the fourth quarter of 2016 as compared to the fourth quarter of 2015 was primarily due to:

- the timing of recognizing regulatory deferral adjustments for setting customer rates and the timing of power purchase costs during 2015 which resulted in lower net earnings for the fourth quarter of 2015. The revenue recognized in the interim quarters of 2015 were based on electricity rates established to recover the annual regulated costs of service, which included increased power purchase costs. These increased power purchase costs primarily related to a new power purchase agreement that did not begin

until the second quarter of 2015. As a result, net earnings were higher during the first part of 2015 and the timing effect reversed in subsequent quarters resulting in lower 2015 fourth quarter net earnings compared to the fourth quarter of 2016, and

- the sale of the non-regulated WPP assets, which closed during the first quarter of 2016 and resulted in lower earnings in the fourth quarter of 2015 due to a one-time \$1.0 million impairment charge recognized in other expenses and a \$0.4 million increase in deferred income tax expense, both of which were recognized in December 2015.

The \$3.1 million increase in net earnings for the year ended December 31, 2016 as compared to the same period of 2015 was primarily due to:

- the sale of the non-regulated WPP assets, which closed during the first quarter of 2016 and resulted in lower earnings during the year ended 2015, as described in the quarterly earnings analysis, as well as a \$0.5 million gain, net of tax and transaction costs, on the sale of the WPP non-regulated assets in February 2016, and
- an increase in rate base.

### **Electricity Sales**

The increase in electricity sales for the fourth quarter of 2016 was primarily due to higher consumption by industrial and commercial customers.

For the year ended December 31, 2016, the decrease in electricity sales was primarily due to lower non-regulated sales as a result of the sale of the WPP non-regulated hydroelectric power plant assets in February 2016, as well as lower consumption as a result of unfavourable weather conditions in the second and third quarters of 2016, partially offset by higher consumption in the first quarter of 2016 as a result of favourable weather conditions and in the fourth quarter of 2016 due to higher consumption by industrial and commercial customers.

### **Electricity Revenue**

The increase in electricity revenue for the fourth quarter of 2016 was primarily due to a 2.96 per cent rate increase effective January 1, 2016 as well as an increase in electricity sales.

For the year ended December 31, 2016, the increase in electricity revenue was primarily due to a 2.96 per cent rate increase effective January 1, 2016, partially offset by lower non-regulated sales as a result of the sale of the WPP non-regulated hydroelectric power plant assets in February 2016.

### **Other Revenue**

Other revenue consists of management fees for third party contract work, pole attachment revenue, wheeling revenue, surplus capacity and energy sales, other miscellaneous rental revenues, the Earnings Sharing Mechanism and certain flow-through adjustments for variances from the forecast used to set rates.

The decrease in other revenue for the fourth quarter of 2016 was primarily due to:

- an increase in current period flow-through adjustment variances to be returned to customers in future rates,
- partially offset by an increase in amortization of prior period flow-through adjustment variances returned to customers in the current period.

For the year ended December 31, 2016, the increase in other revenue was primarily due to:

- an increase in surplus capacity sales to BC Hydro, under the Residual Capacity Agreement ("RCA"), and to Powerex, under the Capacity and Energy Purchase and Sale Agreement ("CEPSA"), and
- an increase in amortization of prior period flow-through adjustment variances returned to customers in the current period,
- partially offset by an increase in the Earnings Sharing Mechanism to be refunded to customers in future rates.

**Power Purchase Costs**

Power purchase costs were comparable in the fourth quarter of 2016 as compared to the fourth quarter of 2015. For the year ended December 31, 2016, the increase in power purchase costs was primarily due to the Corporation not purchasing capacity under the WECA until the second quarter of 2015, as well as higher average power purchase prices.

**Operating Costs**

Operating costs include operating and maintenance expenses, water fees and wheeling. The decrease in operating costs for both comparable periods was primarily due to a decrease in operating and maintenance expenses resulting from the sale of the WPP non-regulated assets in February 2016 as well as operating cost savings experienced through the advanced metering infrastructure project, partially offset by higher water fees.

**Property and Other Taxes**

Property and other taxes were comparable in both the fourth quarter and the year ended December 31, 2016 periods.

**Depreciation and Amortization**

The decrease in depreciation and amortization for both comparable periods was primarily due to a lower composite depreciation rate, partially offset by an increase in depreciation from the net salvage provision which is included as a component of depreciation on an accrual basis, both effective January 1, 2016 as approved by the BCUC decision on FBC's 2016 rates. This net decrease was partially offset by a higher depreciable asset base and an increase in amortization of certain regulatory deferrals for 2016.

**Other Income (Expense)**

The increase in other income in the fourth quarter of 2016 was primarily due to a \$1.0 million impairment charge recognized in the fourth quarter of 2015 related to the pending sale of the WPP assets. For the year ended December 31, 2016, the increase in other income was primarily due to recognizing a \$1.0 million impairment charge on the WPP assets in 2015 and a \$0.5 million gain, net of tax and transaction costs, recognized on the sale of the WPP non-regulated hydroelectric power plant assets in February 2016.

**Finance Charges**

Finance charges are recorded net of capitalized interest, which consists of the debt component of allowance for funds used during construction ("AFUDC") and interest capitalized on certain regulatory assets and liabilities pursuant to the PBR Decision.

The decrease in finance charges for both comparable periods was primarily due to the repayment of the Series H debenture of \$25 million due February 1, 2016, partially offset by interest incurred on higher credit facility borrowings.

**Income Taxes**

The decrease in income tax expense for both comparable periods was primarily due to the timing of recognizing deductible temporary differences and an increase in income taxes recognized in the fourth quarter of 2015 associated with the sale of the Corporation's non-regulated WPP assets and the subsequent dissolution of WPP, partially offset by higher pre-tax earnings.

**CONSOLIDATED FINANCIAL POSITION**

The following table outlines the significant changes in the consolidated balance sheets between December 31, 2016 and December 31, 2015:

<b>Balance Sheet Account</b>	<b>Increase (Decrease) (\$ millions)</b>	<b>Explanation</b>
Regulated assets	<b>19.3</b>	The increase was primarily due to the recognition of \$6.7 million relating to the Brilliant Power Purchase Agreement ("BPPA") asset and obligation under capital lease and an increase of \$12.1 million in regulated deferred income tax liabilities, both of which have been offset by a regulatory asset of the same amount, partially offset by a decrease in regulatory assets related to pension expense variances.
Assets held for sale	<b>(8.5)</b>	The decrease was a result of the sale of the Corporation's non-regulated WPP assets in February 2016.
Property, plant and equipment	<b>17.8</b>	The increase was primarily due to capital expenditures of \$68.9 million incurred during the period, less: <ul style="list-style-type: none"> <li>• depreciation expense of \$35.3 million,</li> <li>• changes in capital accruals of \$1.5 million,</li> <li>• changes in capital lease assets of \$3.3 million, the offset of which has been recognized in regulatory assets and capital lease obligations, and</li> <li>• contributions in aid of construction of \$8.4 million received.</li> </ul>
Credit facilities	<b>37.7</b>	The increase was primarily due to increased borrowings which were primarily due to the repayment of the Series H debenture of \$25 million due February 1, 2016 and finance the debt portion of the Corporation's 2016 capital expenditure program.
Current portion of long-term debt	<b>(25.0)</b>	The decrease was a result of the repayment of the Series H debenture of \$25 million due February 1, 2016.
Deferred income taxes	<b>10.8</b>	The increase was primarily due to an increase in tax timing difference relating to capital expenditures, and regulatory assets and liabilities, the offset of which has been recognized in regulatory assets, partially offset by a deferred income tax recovery associated with dissolution of the WPP resulting from the sale of the Corporation's non-regulated WPP assets in February 2016.



## LIQUIDITY AND CAPITAL RESOURCES

### Summary of Consolidated Cash Flows

Years Ended December 31 (\$ millions)	2016	2015	Variance
Cash flows provided by (used for)			
Operating activities	94.5	95.0	(0.5)
Investing activities	(56.5)	(96.5)	40.0
Financing activities	(40.3)	2.6	(42.9)
Net increase (decrease) in cash and cash equivalents	(2.3)	1.1	(3.4)

#### Operating Activities

Cash flows provided by operating activities were \$0.5 million lower compared to the same period in 2015. The decrease was primarily due to changes in non-cash working capital, offset by higher net earnings and changes in long-term regulatory assets and liabilities.

#### Investing Activities

Cash flows used for investing activities was \$40.0 million lower compared to the same period in 2015 primarily due to lower property, plant and equipment expenditures as well as proceeds received from the sale of the Corporation's non-regulated WPP assets in February 2016.

#### Financing Activities

Cash used for financing activities was \$40.3 million, an increase of \$42.9 million compared to cash provided by financing activities of \$2.6 million in 2015. The variance was primarily due to lower financing requirements as a result of the lower property, plant and equipment expenditures in 2016 compared to 2015.

During 2016, FBC paid common share dividends of \$53.0 million (2015 - \$21.5 million) to its parent company, FortisBC Pacific.

#### Contractual Obligations

The following table sets forth the Corporation's estimated contractual obligations due in the years indicated:

As at December 31, 2016 (\$ millions)	Total	Due Within 1 Year	Due in Year 2	Due in Year 3	Due in Year 4	Due in Year 5	Due After 5 Years
Power purchase obligations (a)	2,965.2	89.1	78.5	72.4	70.5	69.2	2,585.5
Capital lease obligations (b)	2,194.0	42.1	42.8	43.5	44.2	45.1	1,976.3
Interest obligations on long-term debt	861.9	35.4	35.4	35.4	35.4	35.4	684.9
Long-term debt <sup>1</sup>	660.0	-	-	-	-	25.0	635.0
Other (c)	5.3	0.6	0.3	2.8	0.2	0.3	1.1
Totals	6,686.4	167.2	157.0	154.1	150.3	175.0	5,882.8

<sup>1</sup> Excludes unamortized debt issuance costs of \$5.9 million.

(a) Power purchase obligations of FBC include:

- WECA: During October 2010, FBC entered into an agreement to purchase capacity from the Waneta Expansion, a 335 MW hydroelectric generating facility adjacent to the existing Waneta Plant on the Pend d'Oreille River in BC. The Waneta Expansion is owned by a limited partnership, the limited partners of which are FBC's ultimate parent, Fortis, which owns a 51 per cent interest, and a wholly-owned subsidiary of each of Columbia Power Corporation ("CPC") and Columbia Basin Trust ("CBT"). It allows FBC to purchase capacity over 40 years, beginning April 1, 2015. The WECA was accepted for filing as an energy supply contract by the BCUC in May 2012.
- New BCH Power Purchase Agreement ("New PPA"): During May 2013, FBC entered into the New PPA with BCH to purchase up to 200 MW of capacity and 1,752 GWh per year of associated energy for a 20 year term beginning October 1, 2013. The New PPA was approved by the BCUC in May 2014 and was effective July 1, 2014. The New PPA replaces the 20 year supply arrangement between BCH and FBC

that was entered into in 1993. The capacity and energy to be purchased under this agreement do not relate to a specific plant. The New PPA meets the exemption for normal purchases and as such is not required to be recorded at fair value as a derivative and is accounted for on an accrual basis.

- CEPSA: As described under the “Regulation” section of this MD&A, the CEPSA provides for FBC to purchase all of its market energy requirements from Powerex, and became effective beginning May 2015. As at December 31, 2016, the total power purchase obligations outstanding under the CEPSA were approximately \$12 million through to the end of 2018. The energy purchases under the CEPSA do not relate to specific plants and the output being purchased does not constitute a significant portion of the output of a specific plant.
- Other agreements: FBC has entered into other agreements to purchase fixed price, capacity and energy purchases through to the end of 2017. The purchases under these agreements do not relate to specific plants and the output being purchased does not constitute a significant portion of the output of a specific plant.

(b) Capital lease obligations, which are inclusive of principal payments, imputed interest and executory costs, are as follows:

- On May 3, 1996 an order was granted by the BCUC approving the 60-year BPPA for the sale of the output of the Brilliant hydroelectric plant located near Castlegar, BC. The Brilliant plant is owned by the Brilliant Power Corporation (“BPC”), a corporation owned equally by the CPC and the CBT. FBC operates and maintains the Brilliant plant for the BPC in return for a management fee. In exchange for the specified take-or-pay amounts of power, the BPPA requires semi-annual payments based on a return on capital, which is composed of the original plant capital charge and periodic upgrade capital charges, which are both subject to fixed annual escalators, as well as sustaining capital charges, and operating expenses. The BPPA includes a market related price adjustment after 30 years of the 60-year term. FBC has accounted for this arrangement as a capital lease asset and obligation in its financial statements and recognizes the payments, as approved for setting customer rates, in power purchase costs.
- On July 15, 2003, the Corporation began operating the Brilliant Terminal Station (“BTS”) under an agreement the term of which expires in 2056. The agreement provides that FBC pay a charge related to the recovery of the capital cost of the BTS and related operating costs. FBC has accounted for this arrangement as a capital lease asset and obligation in its financial statements and recognizes the payments, as approved for setting customer rates, in operating costs.

(c) Included in other contractual obligations are building leases, vehicle leases, asset retirement obligations and a commitment to purchase fibre optic communication cable for approximately \$2.5 million in 2019.

### Capital Structure

The Corporation’s principal business of regulated electricity generation, transmission and distribution requires ongoing access to capital in order to allow the Corporation to fund the maintenance, replacement and expansion of infrastructure. The Corporation maintains a capital structure in line with the deemed regulatory capital structure approved by the BCUC at 40 per cent equity and 60 per cent debt. This capital structure excludes the effects of goodwill and other items that do not impact the deemed capital structure.

### Credit Ratings

Debentures issued by the Corporation are rated by DBRS Limited (“DBRS”) and Moody’s Investors Service (“Moody’s”). The ratings assigned to the debentures issued by the Corporation are reviewed by these agencies on an ongoing basis.

The table below summarizes the ratings assigned to the Corporation’s debentures as at December 31, 2016.

Rating Agency	Rating	Debt Rated
DBRS	A (low), Stable Trend	Secured and Unsecured Debentures
Moody’s	Baa1, Stable Outlook	Unsecured Debentures

### Projected Capital Expenditures

FBC has estimated 2017 capital expenditures before contributions in aid of construction and including cost of removal in excess of \$100 million. The 2017 capital expenditures are necessary to provide service, public and employee safety and reliability of supply of electricity to the Corporation’s customer base.



### Cash Flow Requirements

The Corporation's cash flow requirements fluctuate seasonally based on electricity consumption. The Corporation maintains adequate committed credit facilities.

It is expected that operating expenses and interest costs will generally be paid out of operating cash flows, with varying levels of residual cash flow available for capital expenditures and/or for dividend payments. Cash required to complete capital expenditure programs is also expected to be financed from a combination of borrowings under credit facilities, equity injections from its parent, FortisBC Pacific, and debenture issuances.

The Corporation's ability to service its debt obligations and pay dividends on its common shares is dependent on the financial results of the Corporation. Depending on the timing of cash payments, borrowings under the Corporation's credit facilities may be required from time to time to support the servicing of debt and payment of dividends. The Corporation may have to rely upon the proceeds of new debenture issuances to meet its principal debt obligations when they come due.

### Credit Facilities

As at December 31, 2016, the Corporation had bank credit facilities of \$160 million, comprised of a \$150 million operating credit facility and a \$10 million demand overdraft facility. In April 2016 the \$150 million operating credit facility was amended such that it now matures in May 2019.

The following summary outlines the Corporation's bank credit facilities:

As at December 31 (\$ millions)	<b>2016</b>	2015
Operating credit facility	<b>150.0</b>	150.0
Demand overdraft facility	<b>10.0</b>	10.0
Draws on operating credit facility	<b>(90.8)</b>	(50.9)
Draws on overdraft facility	<b>(2.8)</b>	(5.0)
Letters of credit outstanding	<b>(0.6)</b>	-
Credit facilities available	<b>65.8</b>	104.1

Borrowings under the Corporation's operating credit facilities bear interest at prime or the certificate of deposit offered rate for bankers' acceptances plus a margin. The margin applied is based on FBC's debt ratings provided by its credit rating agencies. The demand overdraft facility bears interest at prime, which at December 31, 2016 was 2.70 per cent.

### OFF-BALANCE SHEET ARRANGEMENTS

As at December 31, 2016, the Corporation had no material off-balance sheet arrangements, with the exception of letters of credit outstanding of \$0.6 million (December 31, 2015 - \$nil) to support one of the Corporation's pension plans.

## RELATED PARTY TRANSACTIONS

In the normal course of business, the Corporation transacts with its parent, FortisBC Pacific, ultimate parent, Fortis, and other related companies under common control, including FEI, FortisBC Holdings Inc. ("FHI") and the Waneta Expansion Limited Partnership ("WELP"), to provide or receive services and materials. The following transactions were measured at the exchange amount unless otherwise indicated.

### Related Party Recoveries

The amounts charged to the Corporation's parent and other related parties under common control for the years ended December 31 were as follows:

(\$ millions)	2016	2015
Operating costs and other revenue charged to FortisBC Pacific (a)	<b>7.1</b>	7.7
Electricity revenue recovered from FEI	<b>0.7</b>	0.7
Electricity revenue recovered from WELP	<b>0.1</b>	-
Operating costs charged to FEI (b)	<b>5.7</b>	5.1
Operating costs charged to FHI (b)	<b>0.3</b>	0.5
Operating costs charged to WELP (c)	<b>2.0</b>	-
	<b>15.9</b>	14.0

(a) The Corporation charged its parent, FortisBC Pacific, for management services, labour and materials.

(b) The Corporation charged FEI and FHI for management services and other labour.

(c) The Corporation charged WELP for the recovery of a portion of water fees.

### Related Party Costs

The amounts charged by the Corporation's ultimate parent and other related parties under common control for the years ended December 31 were as follows:

(\$ millions)	2016	2015
Power purchase costs charged by WELP (a)	<b>45.4</b>	30.2
Operating costs charged by Fortis (b)	<b>2.5</b>	1.9
Operating costs charged by FEI (c)	<b>3.9</b>	3.8
Operating costs charged by FHI (d)	<b>0.5</b>	0.6
	<b>52.3</b>	36.5

(a) The Corporation was charged by WELP for purchasing capacity under the WECA.

(b) The Corporation was charged by its ultimate parent, Fortis, for corporate management services and other compensation.

(c) The Corporation was charged by FEI for natural gas sales, office rent, management services and other labour, and other compensation charged by Fortis through FEI.

(d) The Corporation was charged by FHI for management services, and board of director costs.

## Balance Sheet Amounts

The amounts due from related parties, which are included in accounts receivable on the consolidated balance sheets, and the amounts due to related parties, which are included in accounts payable and other current liabilities on the consolidated balance sheets, are as follows:

As at December 31 (\$ millions)	2016		2015	
	Amount Due from	Amount Due to	Amount Due from	Amount Due to
Fortis (a)	1.1	-	-	0.1
FortisBC Pacific	0.5	-	0.5	-
FEI	0.9	0.3	0.4	0.4
FHI	-	0.2	-	0.1
WELP	-	10.5	-	10.3
	<b>2.5</b>	<b>11.0</b>	0.9	10.9

(a) Included in accounts receivable is an amount due from Fortis related to the allocation from Fortis to FBC of the Part VI.1 tax associated with preference share dividends.

In March 2016, FEI paid FBC \$6.2 million to repay FBC for funds that were transferred from FBC's tax instalment account at the Canada Revenue Agency ("CRA") to FEI's tax instalment account at the CRA. The transfer resulted in a decrease to FBC's income tax receivable balance and a decrease to FEI's income taxes payable balance as permitted by the CRA for associated entities.

## BUSINESS RISK MANAGEMENT

The Corporation is subject to a variety of risks and uncertainties that may have a material adverse effect on the Corporation's results of operations and financial position.

### Regulatory Approval and Rate Orders

The regulated operations of the Corporation are subject to the uncertainties faced by regulated companies. These uncertainties include the approval by the BCUC of customer rates that permit a reasonable opportunity to recover on a timely basis the estimated costs of providing services, including a fair return on and of rate base. The ability of the Corporation to recover the actual costs of providing services and to earn the approved rates of return is impacted by achieving the forecasts established in the rate-setting process. The cost for upgrading existing facilities and adding new facilities requires the approval of the BCUC for inclusion in the rate base. There is no assurance that capital projects perceived as required by the management of the Corporation will be approved or that conditions to such approval will not be imposed. Capital cost overruns might not be recoverable in rates.

Through the regulatory process, the BCUC approves the ROE that the Corporation is allowed to earn and the deemed capital structure. Fair regulatory treatment that allows the Corporation a reasonable opportunity to earn a fair risk adjusted rate of return comparable to that available on alternative, similar risk investments is essential for maintaining service quality as well as on-going capital attraction and growth. There can be no assurance that the rate orders issued by the BCUC will permit the Corporation to recover all costs actually incurred and to earn the expected or fair rate of return or an appropriate capitalization.

Rate applications that reflect cost of service and establish revenue requirements are subject to either a public hearing process which may be oral or written, or a negotiated settlement. The BCUC has approved a PBR rate-setting methodology for the Corporation for a term of 2014 through 2019, after an extensive public hearing process. Rates during this term will be determined through a review process which occurs on an annual basis. There can be no assurance that the rate orders issued will permit the Corporation to recover all costs actually incurred and to earn the expected rate of return.

A failure to obtain rates that recover the costs of providing service and provide a reasonable opportunity to earn an appropriate ROE and capital structure as applied for may adversely affect the business carried on by the Corporation, the undertaking or timing of proposed upgrades or expansion projects, ratings assigned by rating agencies, the issue and sale of securities, and other matters which may, in turn, have a material adverse effect on the Corporation's results of operations and financial position.

There is legislation in BC which enables the BCUC to impose administrative monetary penalties on the Corporation, upon finding contravention of a BCUC order, rule, or standard. The penalty amount varies depending on the nature of the violation and it is not recoverable from customers.

### **Continued Reporting in Accordance with US GAAP**

In January 2014 the Ontario Securities Commission (“OSC”) issued a relief order which permits the Corporation to continue to prepare its financial statements in accordance with US GAAP, until the earliest of: (i) January 1, 2019; (ii) the first day of the financial year that commences after the Corporation ceases to have activities subject to rate regulation; or (iii) the effective date prescribed by the International Accounting Standards Board (“IASB”) for the mandatory application of a standard within International Financial Reporting Standards (“IFRS”) specific to entities with activities subject to rate regulation. During 2014, the BCUC approved the Corporation’s request to continue to use US GAAP for regulatory purposes effective January 1, 2015. This regulatory approval is granted until such time that the Corporation no longer has an OSC exemption to use US GAAP or is no longer reporting under US GAAP for financial reporting purposes, whichever is earlier. If the OSC relief does not continue as detailed above, the Corporation would then be required to become a United States Securities and Exchange Commission (“SEC”) registrant in order to continue reporting under US GAAP or adopt IFRS.

The IASB has released an interim, optional standard on Regulatory Deferral Accounts and continues to work on a project focusing on accounting specific to rate-regulated activities. It is not yet known when this project will be completed or whether IFRS will, as a result, include a permanent mandatory standard to be applied by entities with activities subject to rate regulation.

The Corporation continues to closely monitor the efforts of the IASB to issue a permanent standard specific to entities with activities subject to rate regulation. In the event that such a standard will not be issued before, or issued with an effective date after, the expiry of the OSC relief order, the Corporation will consider seeking an extension to the OSC relief order.

In the absence of a permanent standard for rate-regulated activities or continued OSC relief, adopting IFRS could result in volatility in the Corporation’s earnings as compared to that which would otherwise be recognized under US GAAP.

### **Asset Breakdown, Operation, Maintenance and Expansion**

The Corporation’s assets require on-going maintenance, replacement and expansion. Accordingly, to ensure the continued performance of the physical assets, the Corporation determines expenditures that should be made to maintain, replace and expand the assets. The Corporation could experience service disruptions and increased costs if it is unable to maintain, replace or expand its asset base. The inability to recover, through approved rates, the costs of capital expenditures that the Corporation believes are necessary to maintain, replace, expand and remove its assets, the failure by the Corporation to properly implement or complete approved capital expenditure programs or the occurrence of significant unforeseen equipment failures could have a material adverse effect on the Corporation’s results of operations and financial position.

The Corporation continually updates its capital expenditure programs and assesses current and future operating, maintenance, replacement, expansion and removal expenses that will be incurred in the ongoing operation of its business. Management’s analysis is based on assumptions as to costs of services and equipment, regulatory requirements, revenue requirement approvals, and other matters, which involve some degree of uncertainty. If actual costs exceed regulatory-approved capital expenditures, it is uncertain as to whether such additional costs, if found imprudent, will receive regulatory approval for recovery in future customer rates. The inability to recover these additional costs could have a material adverse effect on the Corporation’s results of operations and financial position.

### **Environment, Health and Safety Matters**

The Corporation is subject to numerous laws, regulations and guidelines governing the management, transportation and disposal of hazardous substances and other waste materials and otherwise relating to the protection of the environment and health and safety, for which the Corporation incurs compliance costs. The process of obtaining environmental permits and approvals, including any necessary environmental assessment, can be lengthy, contentious and expensive. Potential environmental damage and costs could arise due to a variety of events, including severe weather and other natural disasters, human error or misconduct, or equipment failure. However, there can be no assurance that such costs will be recoverable

through rates and, if substantial, unrecovered costs could have a material adverse effect on the Corporation's results of operations and financial position.

The Corporation is exposed to environmental risks that owners and operators of properties in BC generally face. These risks include the responsibility of any current or previous owner or operator of a contaminated site for remediation of the site, whether or not such person actually caused the contamination. In addition, environmental and safety laws make owners, operators and persons in charge of management and control of facilities subject to prosecution or administrative action for breaches of environmental and safety laws, including the failure to obtain certificates of approval. It is not possible to predict with absolute certainty the position that a regulatory authority will take regarding matters of non-compliance with environmental and safety laws. Changes in environmental, health and safety laws could also lead to significant increases in costs to the Corporation.

Although most of the Corporation's generating and transmission facilities have been in place for many years with no apparent adverse environmental impact, environmental assessments and approvals may be required in the ordinary course of business for existing and future facilities.

Extreme climatic factors could potentially cause government authorities to adjust water flows on the Kootenay River, on which the Corporation's dams and related facilities are located, in order to protect the environment. This adjustment could affect the amount of water available for generation at the Corporation's plants or at plants operated by parties contracted to supply energy to the Corporation.

The trend in environmental regulation has been to impose more restrictions and limitations on activities that may impact the environment, including the generation and disposal of wastes, the use and handling of chemical substances, and conducting environmental impact assessments and remediation. It is possible that other developments may lead to increasingly strict environmental and safety laws, regulations and enforcement policies and claims for damages to property or persons resulting from the Corporation's operations, any one of which could result in substantial costs or liabilities to the Corporation. Any regulatory changes that impose additional environmental restrictions or requirements on the Corporation or its customers could adversely affect the Corporation through increased operating and capital costs.

Scientists and public health experts in Canada, the United States and other countries are studying the possibility that exposure to electro-magnetic fields from power lines, household appliances and other electricity sources may cause health problems. If it were to be concluded that electro-magnetic fields present a health hazard, litigation could result and the Corporation could be required to take mitigation measures on its facilities. The costs of litigation, damages awarded and mitigation measures could be material.

Spills and leaks can occur in the operation of electricity generation and transmission facilities, including, primarily the release of substances such as oil into water or onto land. In addition, historical spills may result in the accumulation of hydrocarbons and polychlorinated biphenyls ("PCB") contaminants in land primarily at substation sites. The Corporation responds to spills and leaks and takes remedial steps in accordance with environmental regulations and standards and sound industry practice; however, there can be no assurance that the Corporation will not be obligated to incur further expenses in connection with changes in environmental regulations and standards or as a result of historical contamination.

Electricity transmission and distribution facilities have the potential to cause fires as a result of equipment failure, trees falling on a transmission or distribution line or lightning strikes to wooden poles. Risks associated with fire damage are related to weather, the extent of forestation, habitation, third party facilities located near the land on which the transmission facilities are situated and third party claims for fire-fighting costs and other damages. Such claims could have a material adverse effect on the Corporation's results of operations and financial position.

Electricity transmission and distribution has inherent potential risks and there can be no assurance that substantial costs and liabilities will not be incurred. Potential environmental damage and costs could materialize due to some type of severe weather event or major equipment failure and there can be no assurance that such costs would be recoverable. Unrecovered costs could have a material adverse effect on the Corporation's results of operations and financial position.

While the Corporation maintains insurance, the insurance is subject to coverage limits as well as time sensitive claims discovery and reporting provisions and there can be no assurance that the possible types of liabilities that may be incurred by the Corporation will be covered by insurance. See "Underinsured and Uninsured Losses" below.

### **Weather and Natural Disasters**

A major natural disaster, such as an earthquake, could severely damage the Corporation's electricity generation, transmission and distribution systems. In addition, the facilities of the Corporation could be exposed to the effects of severe weather conditions and other natural events. Although the Corporation's facilities have been constructed, operated and maintained to withstand severe weather, there is no assurance that they will successfully do so in all circumstances. Furthermore, many of these facilities are located in remote areas which make it more difficult to perform maintenance and repairs if such assets are damaged by weather conditions or other natural events. The Corporation operates facilities in remote and mountainous terrain with a risk of loss or damage from forest fires, floods, washouts, landslides, avalanches and similar natural events. The Corporation has limited insurance against storm damage and other natural disasters. In the event of a large uninsured loss caused by severe weather conditions or other natural disasters, application would be made to the BCUC for the recovery of these costs through higher rates to offset any loss. However, there can be no assurance that the BCUC would approve any such application. Losses resulting from repair costs and lost revenues could substantially exceed insurance coverage and any increased rates. Furthermore, the Corporation could be subject to claims from its customers for damages caused by the failure to transmit or distribute electricity to them in accordance with the Corporation's contractual obligations. Thus, any major damage to the Corporation's facilities could result in lost revenues, repair costs and customer claims that are substantial in amount, and could, therefore, have a material adverse effect on the Corporation's results of operations and financial position.

### **Permits**

The acquisition, ownership and operation of electricity businesses and assets require numerous permits, approvals and certificates from federal, provincial and local government agencies and First Nations. For various reasons, including increased stakeholder participation, the Corporation may not be able to obtain or maintain all required regulatory approvals. If there is a delay in obtaining any required regulatory approval or if the Corporation fails to maintain or obtain any required approval or fails to comply with any applicable law, regulation or condition of an approval, the operation of its assets and the distribution of electricity could be prevented or become subject to additional costs, any of which could have a material adverse effect on the Corporation's results of operations and financial position.

The Corporation's ability to generate electricity from its facilities on the Kootenay River and to receive its entitlement of capacity and energy under the second amended and restated Canal Plant Agreement (the "Canal Plant Agreement") depends upon the maintenance of its water licences issued under the *Water Act* (British Columbia). In addition, water flows in the Kootenay River are governed under the terms of the Columbia River Treaty between Canada and the United States as well as the International Joint Commission's order for Kootenay Lake. Government authorities in Canada and the United States have the power under the treaty and the International Joint Commission order to regulate water flows to protect environmental values in a manner that could adversely affect the amount of water available for the generation of power.

### **Underinsured and Uninsured Losses**

The Corporation maintains insurance coverage with respect to potential liabilities and the accidental loss of value of certain of its assets, in amounts and with such insurers as is considered appropriate, taking into account all relevant factors, including the practices of owners of similar assets and operations. It is anticipated that such insurance coverage will be maintained. However, there can be no assurance that the Corporation will be able to obtain or maintain adequate insurance in the future at rates it considers reasonable. Further, there can be no assurance that available insurance will cover all losses or liabilities that might arise in the conduct of the Corporation's business. The occurrence of a significant uninsured claim or a claim in excess of the insurance coverage limits maintained by the Corporation or a claim that falls within a significant self-insured retention could have a material adverse effect on the Corporation's results of operations and financial position.

In the event of an uninsured loss or liability, the Corporation would apply to the BCUC to recover the loss (or liability) through an increased tariff. However, there can be no assurance that the BCUC would approve any such application, in whole or in part. Any major damage to the Corporation's facilities could result in repair costs and customer claims that are substantial in amount and which could have a material adverse effect on the Corporation's results of operations and financial position.

### **First Nations**

The Corporation provides service to customers on First Nations lands and maintains generation, transmission and distribution facilities on lands that are subject to land claims by various First Nations. A treaty negotiation



process involving various First Nations and the Governments of BC and Canada is underway, but the basis upon which settlements might be reached in the Corporation's service area is not clear. Furthermore, not all First Nations are participating in the process. To date, the policy of the Government of BC has been to endeavour to structure settlements without prejudicing existing rights held by third parties such as the Corporation. However, there can be no certainty that the settlement process will not have a material adverse effect on the Corporation's results of operations and financial position.

The Supreme Court of Canada decided in 2010 that before issuing approvals for the addition of new facilities, the BCUC must consider whether the Crown has a duty to consult First Nations and to accommodate, if necessary, and if so whether the consultation and accommodation by the Crown have been adequate. This may affect the timing, cost and likelihood of the BCUC's approval of certain of the Corporation's capital projects.

### **Labour Relations**

The Corporation employs members of labour unions that have entered into collective bargaining agreements with the Corporation. The provisions of such collective bargaining agreements affect the flexibility and efficiency of the business carried on by the Corporation. There can be no assurance that current relations will continue in future negotiations or that the terms under the present collective bargaining agreements will be renewed.

The inability to maintain, or to renew, the collective bargaining agreements on acceptable terms could result in increased labour costs or service interruptions arising from labour disputes, that are not provided for in approved rates and that could have a material adverse effect on the Corporation's results of operations and financial position.

### **Employee Future Benefits**

The Corporation maintains defined benefit pension plans and supplemental pension arrangements. There is no certainty that the plan assets will be able to earn the assumed rate of returns. Market driven changes impacting the performance of the plan assets may result in material variations in actual return on plan assets from the assumed return on the assets causing material changes in net benefit costs. Net benefit cost is impacted by, among other things, the discount rate, changes in the expected mortality rates of plan members, the amortization of experience and actuarial gains or losses and expected return on plan assets. Market driven changes impacting other assumptions, including the assumed discount rate, may also result in future contributions to pension plans that differ significantly from current estimates as well as causing material changes in net benefit cost.

There is also measurement uncertainty associated with net benefit cost, future funding requirements, the net accrued benefit asset and projected benefit obligation due to measurement uncertainty inherent in the actuarial valuation process.

Net benefit cost variances from forecast for rate-setting purposes are recovered through future rates using regulatory deferral accounts approved by the BCUC. There can be no assurance that such deferral mechanisms will exist in the future as they are dependent on future regulatory decisions and orders. An inability to flow through these costs could have a material adverse effect on the Corporation's results of operations and financial position.

### **Human Resources**

The ability of the Corporation to deliver service in a cost-effective manner is dependent on the ability of the Corporation to attract, develop and retain skilled workforces. Like other utilities across Canada, the Corporation is faced with demographic challenges relating to such skilled workforces. The inability to attract, develop and retain skilled workforces could have a material adverse effect on the Corporation.

### **Information Technology Infrastructure**

The ability of the Corporation to operate effectively is dependent upon managing and maintaining information systems and infrastructure that support the operation of distribution, transmission and generation facilities; provide customers with billing and consumption information; and support the financial and general operating aspects of the business. The reliability of the communication infrastructure and supporting systems are also necessary to provide important safety information. System failures could have a material adverse effect on the Corporation.

### **Cyber-Security**

The Corporation operates critical energy infrastructure in its respective service territories and, as a result, is exposed to the risk of cyber-security violations. Unauthorized access to corporate and information technology systems due to hacking, viruses and other causes could result in service disruptions and system failures. In addition, in the normal course of operation, the Corporation requires access to confidential customer data, including personal and credit information, which could be exposed in the event of a security breach. A security breach could have a material adverse effect on the Corporation's results of operations and financial position.

### **Interest Rates**

The Corporation is exposed to interest rate risks associated with floating rate debt and refinancing of its long-term debt. Regulated interest expense variances from forecast for rate-setting purposes are recovered through future rates using a regulatory deferral account approved by the BCUC. There can be no assurance that such deferral mechanisms will exist in the future as they are dependent on future regulatory decisions and orders. An inability to flow through these costs could have a material adverse effect on the Corporation's results of operations and financial position.

### **Impact of Changes in Economic Conditions**

A general and extended decline in BC's economy or in that of the Corporation's service area in particular, would be expected to have the effect of reducing demand for electricity over time. Electricity sales are influenced by economic factors such as changes in employment levels, personal disposable income, energy prices, housing starts and customer growth. In addition, electricity demand by some of the Corporation's industrial customers could exhibit variations in demand or load in such circumstances.

Regulated electricity revenue variances from forecast for rate-setting purposes are recovered through future rates using regulatory deferral accounts approved by the BCUC. There can be no assurance that such deferral mechanisms will exist in the future as they are dependent on future regulatory decisions and orders. An inability to flow through these costs could have a material adverse effect on the Corporation's results of operations and financial position.

A severe and prolonged downturn in economic conditions could have a material adverse effect on the Corporation despite regulatory measures available for compensating for reduced demand which could have a material adverse effect on the Corporation.

### **Capital Resources and Liquidity**

The Corporation's financial position could be adversely affected if it fails to arrange sufficient and cost-effective financing to fund, among other things, capital expenditures and the repayment of maturing debt. The Corporation's ability to arrange sufficient and cost-effective financing is subject to numerous factors, including the regulatory environment in BC, regulatory decisions regarding capital structure and ROE, the results of operations and financial position of the Corporation, conditions in the capital and bank credit markets, ratings assigned by rating agencies and general economic conditions. Funds generated from operations, after payment of expected expenses (including interest payments on any outstanding debt), will not be sufficient to fund the repayment of all outstanding liabilities when due and anticipated capital expenditures. There can be no assurance that sufficient capital will be available on acceptable terms to fund capital expenditures and to repay existing debt.

Generally, the Corporation is subject to financial risk associated with changes in the credit ratings assigned by credit rating agencies. Credit ratings impact the level of credit risk spreads on new long-term debt issues and on the Corporation's credit facilities. A change in the credit ratings could potentially affect access to various sources of capital and increase or decrease the Corporation's finance charges. Certain of the Corporation's agreements could require additional credit collateral, such as letters of credit, should there be a deterioration in the Corporation's credit ratings or creditworthiness. Global financial crises have placed scrutiny on rating agencies and rating agency criteria that may result in changes to credit rating practices and policies.

Volatility in the global financial and capital markets may increase the cost of and affect the timing of issuance of long-term capital by the Corporation.

### **Competitiveness and Commodity Price Risk**

While the Corporation currently meets the majority of its current customer supply requirements from its own generation and long-term power purchase contracts, a portion of the customer load is supplied from the market in the form of short-term and spot market power purchases. The commodity price associated with the

cost of purchased power is affected by changes in world oil prices, natural gas prices and water levels on a regional basis. Purchase power cost variances from forecast for rate-setting purposes are recovered through future rates using a regulatory deferral account approved by the BCUC. There can be no assurance that such deferral mechanisms will exist in the future as they are dependent on future regulatory decisions and orders. An inability to flow through these costs could have a material effect on the Corporation's results of operations and financial position. If the Corporation's price of electricity becomes too high or uncompetitive with other electricity providers or the price of other forms of energy, the Corporation's ability to recover its cost of service may be negatively affected.

The Corporation's indirect customers are directly served by the Corporation's wholesale customers, who themselves are municipal utilities. Those utilities may be able to obtain alternate sources of energy supply which would result in decreased demand, higher rates and, in an extreme case, could ultimately lead to an inability to fully recover the Corporation's cost of service in rates charged to customers.

### **Power Purchase and Capacity Sale Contracts**

The Corporation has entered into power purchase contracts and resale contracts for excess capacity. The Corporation may not be able to secure extensions of power purchase contracts at their expiration dates or, if the agreements are not extended, an alternate supply of similarly-priced electricity. In addition, the Corporation may not be able to secure additional capacity resale contracts. The Corporation is also exposed to risk in the event of non-performance by counterparties to the various power purchase and resale contracts.

### **Weather Related Risk**

Fluctuations in the amount of electricity used by customers can vary significantly in response to seasonal changes in weather. Cool summers may reduce air-conditioning demand, while warm winters may reduce electric heating load. Electricity revenue variances from forecast for rate-setting purposes are recovered through future rates using regulatory deferral accounts approved by the BCUC. There can be no assurance that such deferral mechanisms will exist in the future as they are dependent on future regulatory decisions and orders. An inability to flow through these revenue variances could have a material adverse effect on the Corporation's results of operations and financial position.

Prolonged adverse weather conditions could lead to a significant and sustained loss of precipitation over the headwaters of the Kootenay River system, which could reduce the Corporation's entitlement to capacity and energy under the Canal Plant Agreement.

## **NEW ACCOUNTING POLICIES**

### **Property, Plant and Equipment**

Effective January 1, 2016, as applied for in FBC's application for 2016 rates under the PBR Plan and approved by the BCUC, the Corporation adopted a new accounting policy on a prospective basis. Removal costs are now collected as a component of depreciation and recognized as a regulatory liability, referred to as a net salvage provision, with actual removal costs incurred drawing down the regulatory liability balance. Removal costs are the direct costs incurred by the Corporation in taking assets out of service. Prior to 2016, actual removal costs were recorded in property, plant and equipment when incurred. As a result of adopting this policy, a regulatory liability balance of \$6.2 million was recognized as at December 31, 2016 which was comprised of approximately \$10.1 million collected from customers through depreciation expense, partially offset by actual removal costs incurred of approximately \$3.9 million.

### **Amendments to the Consolidation Analysis**

Effective January 1, 2016, FBC adopted Accounting Standards Update ("ASU") No. 2015-02 that changed the analysis that a reporting entity must perform to determine whether it should consolidate certain types of legal entities. Specifically, the amendments note the following with regard to limited partnerships: (i) modify the evaluation of whether limited partnerships and similar legal entities are variable interest entities or voting interest entities; and (ii) eliminate the presumption that a general partner should consolidate a limited partnership. The adoption of this update did not impact FBC's consolidated financial statements.

## **FUTURE ACCOUNTING PRONOUNCEMENTS**

FBC considers the applicability and impact of all ASU's issued by the Financial Accounting Standards Board ("FASB"). The following updates have been issued by FASB, but have not yet been adopted by FBC. Any ASUs not included below were assessed and determined to be either not applicable to the Corporation or are not expected to have a material impact on the consolidated financial statements.

## Revenue from Contracts with Customers

ASU No. 2014-09 was issued in May 2014 and the amendments in this update create Accounting Standards Codification ("ASC") Topic 606, *Revenue from Contracts with Customers*, and supersede the revenue recognition requirements in ASC Topic 605, *Revenue Recognition*, including most industry-specific revenue recognition guidance throughout the codification. This standard clarifies the principles for recognizing revenue and can be applied consistently across various transactions, industries and capital markets. In 2016 a number of additional ASUs were issued that clarify implementation guidance in ASC Topic 606. This standard, and all related ASUs, is effective for annual and interim periods beginning after December 15, 2017. Early adoption is permitted for annual and interim periods beginning after December 15, 2016. The Corporation does not expect to early adopt.

The new guidance permits two methods of adoption: (i) the full retrospective method, under which comparative periods would be restated, and the cumulative impact of applying the standard would be recognized as at January 1, 2017, the earliest period presented; and (ii) the modified retrospective method, under which comparative periods would not be restated and the cumulative impact of applying the standard would be recognized at the date of initial adoption, January 1, 2018. The Corporation expects to use the modified retrospective approach, however, it continues to monitor industry developments. Any significant industry developments could change the Corporation's expected method of adoption.

The majority of FBC's revenue is generated from electricity sales to customers based on published tariff rates, as approved by the BCUC, and is considered to be in the scope of ASU No. 2014-09. FBC does not expect that the adoption of this standard, and all related ASUs, will have a material impact on the measurement of revenue generated from electricity sales to customers or on its remaining material revenue streams; however, continues to closely monitor industry developments related to the new standard. Certain industry specific interpretative issues, including contributions in aid of construction, remain outstanding and the conclusions reached, if different than current practice, could have a material impact on the Corporation's consolidated financial statements and related disclosures.

## Recognition and Measurement of Financial Assets and Financial Liabilities

ASU No. 2016-01, *Recognition and Measurement of Financial Assets and Financial Liabilities*, was issued in January 2016 and the amendments in this update address certain aspects of recognition, measurement, presentation and disclosure of financial instruments. Most notably, the amendments require the following: (i) equity investments in unconsolidated entities (other than those accounted for using the equity method of accounting) to be measured at fair value through earnings; however, entities will be able to elect to record equity investments without readily determinable fair values at cost, less impairment, and plus or minus subsequent adjustments for observable price changes; and (ii) financial assets and financial liabilities to be presented separately in the notes to the consolidated financial statements, grouped by measurement category and form of financial asset. This update is effective for annual and interim periods beginning after December 15, 2017. FBC is assessing the impact that the adoption of this update will have on its consolidated financial statements and related disclosures.

## Leases

ASU No. 2016-02 was issued in February 2016 and the amendments in this update create ASC Topic 842, *Leases*, and supersede lease requirements in ASC Topic 840, *Leases*. The main provision of Topic 842 is the recognition of lease assets and lease liabilities on the balance sheet by lessees for those leases that were previously classified as operating leases. For operating leases, a lessee is required to do the following: (i) recognize a right-of-use asset and a lease liability, initially measured at the present value of the lease payments, on the balance sheet; (ii) recognize a single lease cost, calculated so that the cost of the lease is allocated over the lease term on a generally straight-line basis; and (iii) classify all cash payments within operating activities in the statement of cash flows. These amendments also require qualitative disclosures along with specific quantitative disclosures. This update is effective for annual and interim periods beginning after December 15, 2018 and is to be applied using a modified retrospective approach with practical expedient options. Early adoption is permitted. FBC is assessing the impact that the adoption of this update will have on its consolidated financial statements and related disclosures.

## Measurement of Credit Losses on Financial Instruments

ASU No. 2016-13, *Measurement of Credit Losses on Financial Instruments*, was issued in June 2016 and the amendments in this update require entities to use an expected credit loss methodology and to consider a broader range of reasonable and supportable information to form credit loss estimates. This update is effective for annual and interim periods beginning after December 15, 2019 and is to be applied on a modified

retrospective basis. Early adoption is permitted for annual and interim periods beginning after December 15, 2018. FBC is assessing the impact that the adoption of this update will have on its consolidated financial statements and related disclosures.

## FINANCIAL INSTRUMENTS

### Fair Value Estimates

The following table summarizes, by level within the fair value hierarchy, the Corporation's assets accounted for at fair value on a non-recurring basis.

(\$ millions)	<b>Fair Value Hierarchy</b>	<b>2016</b>	2015
Assets held for sale <sup>1</sup>	Level 2	-	8.5

<sup>1</sup> The fair value of WPP hydroelectric power plant assets held for sale is estimated using the selling price included in the Asset Purchase Agreement ("APA") less estimated costs to sell.

The following table summarizes the fair value measurements of the Corporation's long-term debt as of December 31, 2016 and 2015, all of which is Level 2 of the fair value hierarchy and recorded on the consolidated balance sheets at its carrying value:

(\$ millions)	<b>2016</b>		2015	
	<b>Carrying Value</b>	<b>Estimated Fair Value</b>	Carrying Value	Estimated Fair Value
Long-term debt, including current portion <sup>1,2</sup>	<b>660.0</b>	<b>790.5</b>	685.0	801.7

<sup>1</sup> Includes secured and unsecured debentures for which the carrying value is measured at cost. Carrying value excludes unamortized debt issuance costs of \$5.9 million (2015 - \$6.0 million).

<sup>2</sup> Fair value is calculated by discounting the future cash flow of each debt issue at the estimated yield to maturity for the same or similar issues at the measurement date or by using quoted market sources. The estimates cannot be determined with precision as they involve uncertainties and matters of judgment.

Power purchase contracts that have been designated as normal purchase or normal sale contracts are not reported at fair value under the accounting rules for derivatives.

## CRITICAL ACCOUNTING ESTIMATES

The preparation of the Corporation's consolidated financial statements in accordance with US GAAP requires management to make estimates and judgments 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 and the reported amounts of revenue and expenses during the reporting periods. Estimates and judgments are based on historical experience, current conditions and various other assumptions believed to be reasonable under the circumstances. Additionally, certain estimates and judgments are necessary since the regulatory environment in which the Corporation operates often requires amounts to be recorded at estimated values until these amounts are finalized pursuant to regulatory decisions or other regulatory proceedings. Due to changes in facts and circumstances, and the inherent uncertainty involved in making estimates, actual results may differ significantly from current estimates. Estimates and judgments are reviewed periodically and, as adjustments become necessary, are recognized in the period in which they become known. The Corporation's critical accounting estimates are discussed as follows.

### Regulation

Generally, the accounting policies of the Corporation's regulated operations are subject to examination and approval by the regulatory authority, the BCUC. These accounting policies may differ from those used by entities not subject to rate regulation. The timing of the recognition of certain assets, liabilities, revenues and expenses, as a result of regulation, may differ from that otherwise expected using US GAAP for entities not subject to rate regulation. Regulatory assets and regulatory liabilities arise as a result of the rate-setting process and have been recognized based on previous, existing or expected regulatory orders or decisions. Certain estimates are necessary since the regulatory environment in which the Corporation operates often requires amounts to be recorded at estimated values until these amounts are finalized pursuant to regulatory decisions or other regulatory proceedings. The final amounts approved by the regulatory authority for deferral as regulatory assets and regulatory liabilities and the approved recovery or settlement periods may differ from those originally expected. Any resulting adjustments to original estimates are recognized in earnings in the



period in which they become known. In the event that a regulatory decision is received after the balance sheet date but before the consolidated financial statements are issued, the facts and circumstances are reviewed to determine whether or not it is a recognized subsequent event. As at December 31, 2016, the Corporation recognized \$335.2 million in current and long-term regulatory assets (2015 - \$315.9 million) and \$23.0 million in current and long-term regulatory liabilities (2015 - \$22.7 million).

### **Depreciation and Amortization**

Depreciation and amortization are estimates based primarily on the useful life of assets. Estimated useful lives are based on current facts and historical information and take into consideration the anticipated physical life of the assets. As at December 31, 2016, the Corporation's property, plant and equipment and intangible assets were \$1,509.8 million, or approximately 70 per cent of total assets, compared to \$1,492.0 million, or approximately 70 per cent of total assets as at December 31, 2015. Changes in depreciation and amortization rates may have a significant impact on the Corporation's consolidated depreciation and amortization expense.

As part of the customer rate-setting process, appropriate depreciation and amortization rates are approved by the BCUC. The depreciation and amortization periods used and the associated rates are reviewed on an ongoing basis to ensure they continue to be appropriate. From time to time, independent third-party depreciation studies are performed and based on the results of these depreciation studies, the impact of any over-or-under depreciation and amortization as a result of actual experience differing from that expected and provided for in previous depreciation and amortization rates is generally reflected in future depreciation and amortization rates and expense, and such differences are reflected in future customer rates.

### **Removal Costs**

As approved by the BCUC, effective January 1, 2016 a net salvage provision is now collected as a component of depreciation on an accrual basis, with actual removal costs incurred drawing down the regulatory liability balance. Removal costs are the direct costs incurred by the Corporation in taking assets out of service.

As part of the customer rate-setting process, appropriate net salvage provision rates are approved by the BCUC for the Corporation's regulated operations. The rates are reviewed on an ongoing basis to ensure they continue to be appropriate. From time to time, independent third-party studies of these rates are performed and based on the results of these studies, the impact of any over-or-under collection as a result of actual experience differing from that expected and provided for in previous rates is generally reflected in future removal cost rates. These updated rates are used in future rate-setting processes and are generally reflected in future customer rates.

### **Capitalized Overhead**

As required by the BCUC, the Corporation capitalizes overhead costs that may not be directly attributable to specific items of property, plant and equipment and intangible assets, but which relate to the overall capital expenditure program. These capitalized overheads are allocated over constructed property, plant and equipment and intangible assets and are amortized over their estimated service lives. The methodology for calculating and allocating these general expenses to property, plant and equipment and intangible assets is established by the BCUC. In 2016, capitalized overhead totaled \$8.5 million (2015 - \$8.9 million). Any change in the methodology of calculating and allocating general overhead costs to property, plant and equipment and intangible assets could have a significant impact on the amount recorded as operating costs and property, plant and equipment and intangible assets.

### **Assessment for Impairment of Goodwill and Indefinite-Lived Intangible Assets**

The Corporation is required to perform, at least on an annual basis, an impairment test for goodwill, and any impairment provision is charged to earnings. The annual impairment test is performed as at October 1. In addition the Corporation also performs an impairment test if any event occurs or if circumstances change that would indicate that the fair value was below its carrying value. No such event or change in circumstances occurred during 2016 or 2015.

As at December 31, 2016 goodwill totaled \$234.8 million (2015 - \$234.8 million).

The Corporation performs an annual internal quantitative assessment and fair value is estimated by an independent external consultant when: (i) management's assessment of quantitative and qualitative factors indicates that fair value is not 50 per cent or more likely to be greater than carrying value; or (ii) the excess of estimated fair value compared to carrying value, as determined by an independent external consultant as of the date of the immediately preceding goodwill impairment test, was not significant. Irrespective of the above



noted approach, the Corporation may have fair value estimated by an independent external consultant, as at the annual impairment date, at a minimum once every three years.

As at October 1, 2016, the Corporation had an external assessment performed for goodwill and concluded that fair value was 50 per cent or more likely to be greater than carrying value in all instances and that goodwill was not impaired.

### Employee Future Benefits

The Corporation's defined benefit pension plans and supplemental pension arrangements and Other Post-Employment Benefits ("OPEB") plan are subject to judgments utilized in the actuarial determination of the net benefit cost and related obligation. The main assumptions utilized by management in determining net benefit cost and obligation are the discount rate for the projected benefit obligation and the expected long-term rate of return on plan assets.

The assumed long-term rate of return on the defined benefit pension plan assets, for the purpose of determining pension net benefit cost for 2016, was 6.00 per cent. This is lower than the 6.50 per cent assumed long-term rate of return used for 2015, primarily due to a change in the asset composition of one of the pension plans to implement a de-risking strategy which results in a lower expected return on assets. As two of the Corporation's defined benefit pension plans have excess interest indexing provisions, which provide that a portion of investment returns are allocated to provide for indexing of pension benefits, the projected benefit obligations may vary based on the expected long-term rate of return on plan assets.

The assumed discount rate, used to measure the projected pension benefit obligations on the measurement date of December 31, 2016, and to determine net pension cost for 2017, is 3.75 per cent, which is a decrease from the assumed discount rate of 4.00 per cent used to measure the projected benefit obligations as at December 31, 2015, and to determine net pension cost for 2016.

The long-term rate of return is based on the expected average return of the assets over a long period given the relative asset mix. The discount rate is determined with reference to the current market rate of interest on high quality debt instruments with cash flows that match the time and amount of expected benefit payments.

The Corporation expects net benefit pension cost for 2017 related to its defined benefit pension plans, prior to regulatory adjustments, to be approximately \$0.4 million lower than in 2016. The lower net benefit pension cost is primarily due to an improvement in the funded status of the plans due to a combination of asset related gains and past service contributions being remitted to the plans, partially offset by a lower discount rate.

The following table provides the sensitivities associated with a 100 basis point change in the expected long-term rate of return on pension plan assets and the discount rate on 2016 net benefit pension cost, and the related projected benefit obligations recognized in the Corporation's consolidated financial statements:

Increase (decrease) (\$ millions)	Net Benefit Cost	Projected Benefit Obligation
1% increase in the expected rate of return	<b>(1.7)</b>	<b>2.0</b>
1% decrease in the expected rate of return	<b>(0.6)</b>	<b>(15.3)</b>
1% increase in the discount rate	<b>(2.9)</b>	<b>(36.3)</b>
1% decrease in the discount rate	<b>4.9</b>	<b>47.6</b>

The above table reflects the changes before the effect of any regulatory deferral mechanism approved by the BCUC. The Corporation currently has in place BCUC approved mechanisms to defer variations in pension net benefit costs from forecast net benefit costs, used to set customer rates, as a regulatory asset or liability.

Other significant assumptions applied in measuring net benefit pension cost and/or the projected benefit obligation include the average rate of compensation increase, average remaining service life of the active employee group, and employee and retiree mortality rates.

The Corporation's OPEB plan is also subject to judgments utilized in the actuarial determination of the OPEB net benefit cost and related projected benefit obligation. Except for the assumption of the expected long-term rate of return on plan assets, the above assumptions, along with health care cost trends, were also utilized by management in determining OPEB plan net benefit cost and projected benefit obligation. The Corporation

currently has in place a BCUC approved mechanism to defer variations in OPEB net benefit costs from forecast OPEB net benefit costs, used to set customer rates, as a regulatory asset or liability.

As at December 31, 2016, the Corporation had a pension projected benefit net liability of \$26.8 million (2015 - \$28.0 million) and an OPEB projected benefit liability of \$33.2 million (2015 - \$30.4 million). During 2016, the Corporation recorded pension and OPEB net benefit cost, inclusive of regulatory adjustments, of \$7.1 million (2015 - \$8.2 million).

#### **Asset Retirement Obligations (“AROs”)**

FBC has recorded an ARO associated with the removal of PCB contaminated oil from its electrical equipment. AROs are legal obligations associated with the retirement of long-lived assets. A liability is recorded in the period in which the obligation can be reasonably estimated at the present value of the estimated fair value of the future costs. The determination of the ARO depends upon management’s best estimates relating to factors such as timing, amount and nature of future cash flows necessary to discharge the legal obligation and comply with existing legislation or regulations, as well as the use of a credit-adjusted risk-free rate for measurement purposes. There are uncertainties in estimating future asset retirement costs due to potential external events such as changing legislation or regulations and advances in remediation technologies. It is possible that volumes of contaminated assets, inflation assumptions, cost estimates to perform the work and the assumed pattern of annual cash flows may differ significantly from the Corporation’s current assumptions. In addition, in order to remove certain PCB-contaminated oil, the ability to take maintenance outages in critical facilities may impact the timing of expenditures. The ARO may change from period to period because of the changes in the estimation of these uncertainties.

#### **Revenue Recognition**

The Corporation recognizes revenue on an accrual basis. Recording revenue on an accrual basis requires use of estimates and assumptions. Customer bills are issued throughout the month based on meter readings or estimates that establish electricity consumption by customers since the last meter reading. The unbilled revenue accrual for the period is based on estimated electricity sales to customers for the period since the last meter reading at the approved rates. The development of the sales estimates requires analysis of consumption on a historical basis in relation to key inputs, such as the current price of electricity, population growth, economic activity, weather conditions and system losses. The estimation process for accrued unbilled electricity consumption will result in adjustments to electricity revenue in the periods they become known when actual results differ from the estimates. As at December 31, 2016, the amount of accrued unbilled revenue recorded in accounts receivable was approximately \$22.7 million (2015 - \$18.3 million) on annual electricity revenues of \$335.3 million (2015 - \$325.7 million).

#### **Income Taxes**

Income taxes are determined based on estimates of the Corporation’s current income taxes and estimates of deferred income taxes resulting from temporary differences between the carrying value of assets and liabilities in the consolidated financial statements and their tax values. A deferred income tax asset or liability is determined for each temporary difference based on enacted income tax rates and laws in effect when the temporary differences are expected to be recovered or settled. Deferred income tax assets are assessed for the likelihood that they will be recovered from future taxable income. To the extent recovery is not considered more likely than not, a valuation allowance is recognized against earnings in the period when the allowance is created or revised. Estimates of the provision for current income taxes, deferred income tax assets and liabilities, and any related valuation allowance, might vary from actual amounts incurred.

#### **Contingencies**

Contingencies are described in the “Business Outlook” section of this MD&A.

## SELECTED ANNUAL FINANCIAL INFORMATION

The following table sets forth audited financial information for the years ended December 31, 2016, 2015 and 2014. The financial information has been prepared in accordance with US GAAP. These results are not necessarily indicative of results for any future period and should not be relied upon to predict future performance.

Years Ended December 31	2016	2015 <sup>1</sup>	2014 <sup>1</sup>
(\$ millions)			
Revenues	<b>360.5</b>	345.9	324.7
Net earnings	<b>48.7</b>	45.6	45.1
Total assets	<b>2,143.1</b>	2,119.1	2,050.6
Long-term debt excluding current portion	<b>654.1</b>	654.0	678.7
Dividends on common shares	<b>53.0</b>	21.5	28.0

<sup>1</sup> Certain comparative figures have been reclassified to conform to the current year's presentation.

2016/2015 – Revenues increased \$14.6 million over 2015 and net earnings increased \$3.1 million over 2015. For a discussion of the reasons for the increase in revenues and net earnings, refer to the "Consolidated Results of Operations" section of this MD&A.

2015/2014 – Revenues increased \$21.2 million over 2014 and net earnings increased \$0.5 million over 2014. The increase in revenues was due to higher electricity revenue resulting primarily from a 3.5 per cent rate increase effective January 1, 2015 and a 5.1 per cent rate increase effective August 1, 2015, both as compared to 2014 rates, partially offset by a decrease in electricity sales. Additionally, the increase in revenues was due to higher other revenue resulting primarily from surplus capacity sales beginning in May 2015 to BC Hydro, under the RCA, and to Powerex, under the CEPESA, as well as a decrease in current year flow-through adjustment variances to be refunded to customers in future rates, partially offset by a reduction in the amortization of prior year flow-throughs. Net earnings increased primarily due to an increase in rate base, partially offset impairment charge and income taxes associated with the WPP asset sale.

The increase in total assets from 2014 to 2016 was primarily due to capital expenditures. Long-term debt, which is used to finance capital expenditures has changed from 2014 to 2016 due to maturities and issuances. The \$25 million Series H Debenture, which was paid in February 2016, was classified as current debt in 2015. In October 2014, the Corporation completed the issuance of the \$200 million MTN Debenture Series 3, the proceeds of which were used in part to repay the \$140 million Series 04-1 debenture which matured in November 2014 and which was classified as current debt in 2013. Dividends are paid to assist in maintaining the BCUC approved capital structure of 40 per cent equity.

## SUMMARY OF QUARTERLY RESULTS

The following table sets forth unaudited quarterly information for each of the eight quarters ended March 31, 2015 through December 31, 2016. The information has been obtained from the Corporation's unaudited interim consolidated financial statements, which have been prepared in accordance with US GAAP. Past operating results are not necessarily indicative of results for any future period and should not be relied upon to predict future performance.

Quarter Ended	Revenues <sup>1</sup>	Net Earnings
(\$ millions)		
December 31, 2016	96.7	11.1
September 30, 2016	84.8	9.5
June 30, 2016	79.7	14.0
March 31, 2016	99.3	14.1
December 31, 2015	94.0	6.3
September 30, 2015	81.9	6.1
June 30, 2015	77.7	11.3
March 31, 2015	92.3	21.9

<sup>1</sup> Certain comparative figures have been reclassified to conform to the current year's presentation.

A summary of the past eight quarters reflects the seasonality associated with the Corporation's business. The operations generally produce higher net earnings in the first quarter of the fiscal year due to increased customer load as a result of cooler weather, while certain expenses such as depreciation, interest and

operating expenses remain more evenly distributed throughout the fiscal year. As a result, interim net earnings are not indicative of net earnings on an annual basis.

**March 2016/2015** - The decrease in net earnings was primarily due to the timing of recognizing regulatory deferral adjustments for setting customer rates and the timing of power purchase costs, partially offset by a one-time \$0.5 million gain on sale of the WPP non-regulated assets.

**June 2016/2015** - The increase in net earnings was primarily due to the timing of recognizing regulatory deferral adjustments and an increase in rate base, partially offset by a decrease of \$0.6 million in earnings derived from WPP operations in the second quarter of 2015 compared to no earnings in the second quarter of 2016 following the sale of the WPP non-regulated assets in February 2016.

**September 2016/2015** - The increase in net earnings was primarily due to the timing of recognizing regulatory deferral adjustments for setting customer rates and lower operating and maintenance expenses.

**December 2016/2015** - The increase in net earnings for the fourth quarter of 2016 was primarily due to the timing of recognizing regulatory deferral adjustments for setting customer rates and the sale of the non-regulated WPP assets, which closed during the first quarter of 2016 and resulted in lower earnings in the fourth quarter of 2015 due to a one-time \$1.0 million impairment charge recognized in other expenses and a \$0.4 million increase in deferred income tax expense, both of which were recognized in December 2015.

## **BUSINESS OUTLOOK**

### **Collective Agreements**

The collective agreement between the Corporation and Local 213 of the International Brotherhood of Electrical Workers ("IBEW") expires on January 31, 2018. IBEW represents employees in specified occupations in the areas of generation, transmission and distribution operations.

There are two collective agreements between the Corporation and Local 378 of the Canadian Office and Professional Employees Union ("COPE"). The first collective agreement, representing employees in specified occupations in the areas of administration and operations support, expires December 31, 2018. The second collective agreement, representing customer service employees, expires on March 31, 2017.

### **Contingencies**

The Province of BC filed a claim in the BC Supreme Court on June 8, 2012 claiming on its behalf, and on behalf of approximately 17 homeowners, damages suffered as a result of a landslide caused by a dam failure in Oliver, BC in 2010. The Province alleges in its claim that the dam failure was caused by the defendants, including FBC, through the use of a road on top of the dam. The Province estimates its damages, and the damages of the homeowners on whose behalf it is claiming, to be approximately \$15 million. FBC has notified its insurers; however, FBC has been advised by counsel for the Province that a response to the claim is not required at this time. The outcome cannot be reasonably determined or estimated at this time and, accordingly, no amount has been accrued in the financial statements.

## **OUTSTANDING SHARE DATA**

As at the filing date of this MD&A, the Corporation had issued and outstanding 2,191,510 common shares, all of which are owned by FortisBC Pacific, an indirect wholly-owned subsidiary of Fortis.

## **ADDITIONAL INFORMATION**

Additional information about FBC, including its Annual Information Form, is available on SEDAR at [www.sedar.com](http://www.sedar.com).

### **For further information, please contact:**

Ian Lorimer,  
Vice President, Finance and Chief Financial Officer  
Tel: (250) 469-8013; Email: [ian.lorimer@fortisbc.com](mailto:ian.lorimer@fortisbc.com)  
FortisBC Inc.  
Suite 100, 1975 Springfield Road  
Kelowna, BC V1Y 7V7

**Website:** [www.fortisbc.com](http://www.fortisbc.com)