

# Financial Review

4<sup>th</sup> Quarter 2021

February 23, 2022



**BORALEX**

**2021** Expansion  
in full swing

Positioning for sustainable growth



# DISCLAIMER

## Forward-looking statements

Some of the statements contained in this presentation, including those related to results and performance for future periods, installed capacity targets, EBITDA(A) and discretionary cash flows, the Corporation's strategic plan, business model and growth strategy, organic growth and growth through mergers and acquisitions, obtaining an investment grade credit rating by 2025, maintaining a quarterly dividend of \$0.1650 per share, the Corporation's financial targets and portfolio of renewable energy projects, the Corporation's *Growth Path* and its Corporate Social Responsibility (CSR) objectives are forward-looking statements based on current forecasts, as defined by securities legislation.

Forward-looking statements are based on major assumptions, including those about the Corporation's return on its projects, as projected by management with respect to wind and other factors, opportunities that may be available in the various sectors targeted for growth or diversification, assumptions made about EBITDA(A) margins, assumptions made about the sector realities and general economic conditions, competition, exchange rates as well as the availability of funding and partners. While the Corporation considers these factors and assumptions to be reasonable, based on the information currently available to the Corporation, they may prove to be inaccurate.

Boralex wishes to clarify that, by their very nature, forward-looking statements involve risks and uncertainties, and that its results, or the measures it adopts, could be significantly different from those indicated or underlying those statements, or could affect the degree to which a given forward-looking statement is achieved. The main factors that may result in any significant discrepancy between the Corporation's actual results and the forward-looking financial information or expectations expressed in forward-looking statements include the general impact of economic conditions, fluctuations in various currencies, fluctuations in energy prices, the Corporation's financing capacity, competition, changes in general market conditions, industry regulations, litigation and other regulatory issues related to projects in operation or under development, as well as other factors listed in the Corporation's filings with the various securities commissions.

Unless otherwise specified by the Corporation, the forward-looking statements do not take into account the effect that transactions, non-recurring items or other exceptional items announced or occurring after such statements have been made may have on the Corporation's activities. There is no guarantee that the results, performance or accomplishments, as expressed or implied in the forward-looking statements, will materialize. Readers are therefore urged not to rely unduly on these forward-looking statements.

Unless required to do so under applicable securities legislation, management of Boralex does not assume any obligation to update or revise forward-looking statements to reflect new information, future events or other changes.

## Non-IFRS financial measures and other financial measures

In order to assess the performance of its assets and reporting segments, Boralex uses performance measures that are not in accordance with International Financial Reporting Standards ("IFRS"). Management believes that these measures are widely accepted financial indicators used by investors to assess the operational performance of a company and its ability to generate cash through operations. The non-IFRS financial measures and other financial measures also provide investors with insight into the Corporation's decision making as the Corporation uses these non-IFRS financial measures to make financial, strategic and operating decisions. The non-IFRS financial measures and other financial measures should not be considered as a substitute for IFRS measures.

These non-IFRS financial measures are derived primarily from the audited consolidated financial statements, but do not have a standardized meaning under IFRS; accordingly, they may not be comparable to similarly named measures used by other companies. Non-IFRS financial measures and other financial measures are not audited. They have important limitations as analytical tools and investors are cautioned not to consider them in isolation or place undue reliance on ratios or percentages calculated using these non-IFRS financial measures.

The Corporation uses the terms "EBITDA(A)", "Combined", "net debt ratio", "cash flows from operations", "discretionary cash flows", "payout ratio", "reinvestment ratio", "expected production", "discretionary cash flow per share" and "compound annual growth rate" to assess the performance of its assets and business lines. For more details, see the *Non-IFRS financial measures and other financial measures* section of Boralex's 2021 Annual Report.

## General

The data expressed as a percentage is calculated using amounts in thousands of dollars. Numbers in brackets indicate the Combined results, compared to the Consolidated results.





**Patrick Decostre**

President and Chief Executive Officer





# Financial Highlights

The figures in brackets indicated the results according to the Combined<sup>1</sup>, compared to those obtained according to the Consolidated.

1. **Operating income of \$74M (\$82M) in Q4-2021, a 23% (8%) increase compared to \$60M (\$76M) in Q4-2020. EBITDA(A)<sup>2</sup> of \$152M (\$163M), a 10% (5%) increase over the \$137M (\$155M) in Q4-2020.**
2. **Operating income of \$182 million (\$219 million) for 2021, up 7% (down 3%) from \$172 million (\$225 million) in 2020. EBITDA(A) of \$490 million (\$535 million) for 2021, up 13 % (4 %) from \$434 million (\$513 million) in 2020.**
3. **Production 2% higher (6% lower) than Q4-2020 and 12% lower than anticipated production<sup>3</sup>.**
4. **Added 137 MW of projects to « Preliminary » stage of projects pipeline.**
5. **3 projects totaling 41 MW advanced to the « Projects under construction or ready-to-build » stage of the *Growth Path*.**

<sup>1</sup> Combined is non-GAAP financial measures and do not have a standardized definition under IFRS. Therefore, these measures may not be comparable to similar measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

<sup>2</sup> EBITDA(A) is a total of sector measures. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

<sup>3</sup> Anticipated Production is an additional financial measure. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.



## Market Update - Canada and US

- 1. Certain parts of the US plan Build Back Better waiting for approval, causing delays in the announcement of results for NYSERDA Tier 1 request for proposals.**
- 2. Request for proposals for 300 MW of wind power and 480 MW of renewable energy in Quebec in 2022.**
- 3. Approval process continues for Hydro-Québec's energy export line to NY city selected in the NYSERDA Tier 4 request for proposals.**

# Market Update - France

1. The political context and problems met in the operation of certain nuclear plants created debates on the future of nuclear and renewable energies in France energy transition.
2. Scenarios developed by RTE<sup>1</sup> (see below) offer a new reference base and highlight the high potential for the development of renewable energy.

	Solar	Onshore wind	Offshore wind	Historical nuclear	New nuclear
1	208 GW 21X	74 GW 4X	62 GW	—	—
2	200 GW 20X	58 GW 3.5X	45 GW	16 GW	—
3	125 GW 12X	72 GW 4X	60 GW	16 GW	—
4	110 GW 11X	55 GW 3.3X	45 GW	16 GW	13 GW
5	85 GW 8.5X	50 GW 2.9X	35 GW	16 GW	23 GW
6	70 GW 7X	43 GW 2.5X	22 GW	24 GW	28 GW

<sup>1</sup> French Transmission System Operator

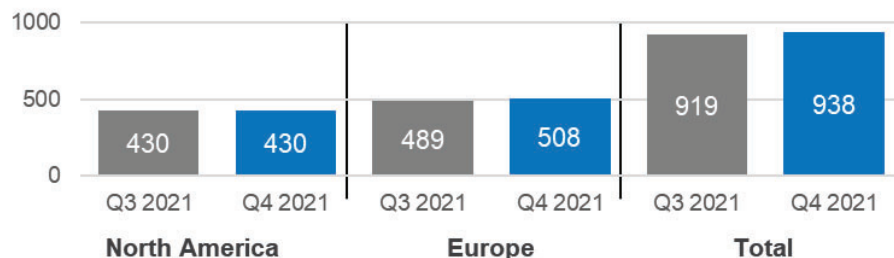


# Strategic Plan Update

## GROWTH

### MAIN VARIANCES IN THE PIPELINE

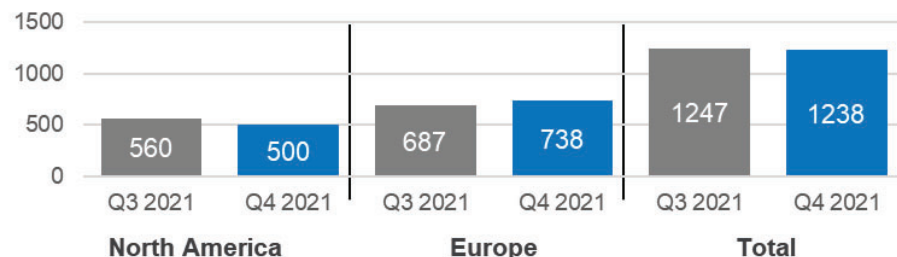
#### PRELIMINARY STAGE



**Main variances: + 160 MW – 141 MW = + 19 MW**

- Addition of 6 wind projects in France: + 71 MW
- Addition of 5 solar projects in France : + 66 MW
- Changes to wind projects in France: + 23 MW
- Changes to solar projects in France: - 2 MW
- 6 wind projects in France moving to mid-stage: - 102 MW
- 2 solar projects in France moving to mid-stage: - 21 MW
- Elimination of a wind project in France: -16 MW

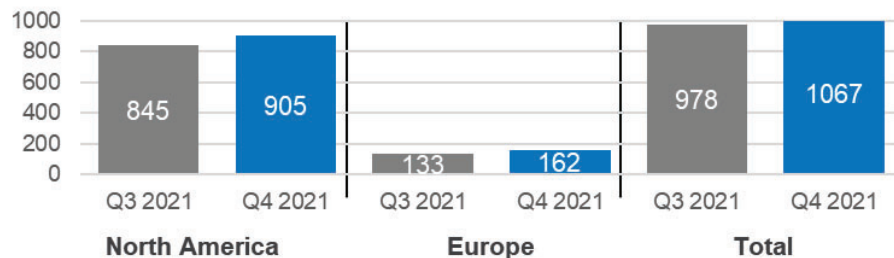
#### MID-STAGE



**Main variances: + 124 MW – 133 MW = - 9 MW**

- 6 wind project in France moved to mid-stage and capacity increase: + 106 MW
- 2 solar projects in France moved to mid-stage: + 18 MW
- Changes to projects in Scotland: - 30 MW
- A wind project in Canada moving to advanced stage: -60 MW
- 2 wind projects in France moving to advanced stage: -43 MW

#### ADVANCED STAGE



**Main variances: + 101 MW – 12 MW = + 89 MW**













- 2 wind projects in France moved to advanced stage: +41 MW
- A wind project in Canada moved to advanced stage: + 60 MW
- A solar project in France moving to construction or ready-to-build stage: - 12 MW

# Strategic Plan Update

## GROWTH

### MAIN VARIANCES IN THE PIPELINE

#### BREAKDOWN OF BORALEX DEVELOPMENT PROJECTS

PIPELINE		CANADA AND UNITED STATES	FRANCE AND OTHERS	TOTAL BORALEX	
TOTAL 3,243 MW  STORAGE 190 MW	EARLY STAGE				
	<ul style="list-style-type: none"><li>Real estate secured</li><li>Interconnection available</li><li>Confirmation of the project by local communities and regulatory risks</li></ul>		315 MW	315 MW	630 MW
			115 MW	193 MW	308 MW
		PRODUCTION CAPACITY	430 MW	508 MW	938 MW
		STORAGE 	190 MW	-	190 MW
	MID STAGE				
	<ul style="list-style-type: none"><li>North America: Preliminary valuation and design to submit a bid under a request for proposals</li><li>Europe: Preliminary design and request to obtain administrative authorizations</li></ul>		500 MW	617 MW	1,117 MW
			-	121 MW	121 MW
		PRODUCTION CAPACITY	500 MW	738 MW	1,238 MW
		STORAGE 	-	-	-
	ADVANCED STAGE				
	<ul style="list-style-type: none"><li>North America: Project submitted under a request for proposals<sup>(1)</sup></li><li>Europe: Project authorized by regulatory authorities and submitted under a request for proposals (France)<sup>(1)</sup></li></ul> <p><sup>(1)</sup> or actively looking for a partner for the Corporate PPA projects</p>		60 MW	162 MW	222 MW
			845 MW	-	845 MW
		PRODUCTION CAPACITY	905 MW	162 MW	1,067 MW
		STORAGE 	-	-	-
TOTAL					
		875 MW	1,094 MW	1,969 MW	
		960 MW	314 MW	1,274 MW	
	PRODUCTION CAPACITY	1,835 MW	1,408 MW	3,243 MW	
	STORAGE 	190 MW	-	190 MW	

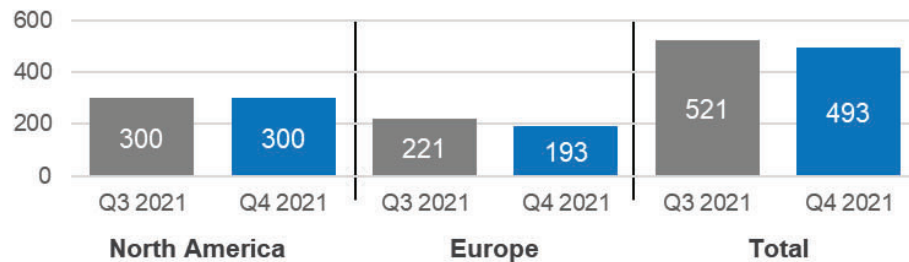


# Strategic Plan Update

## GROWTH

### MAIN VARIANCES IN THE GROWTH PATH

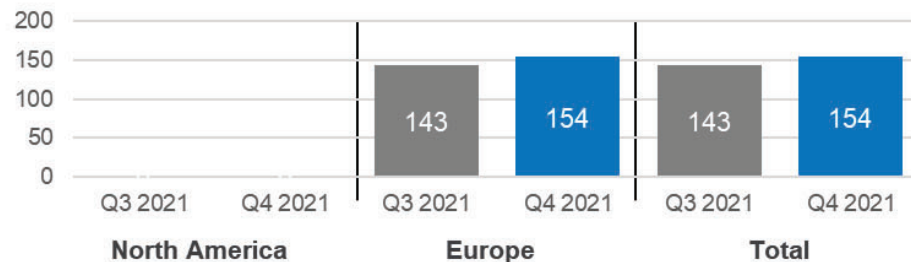
#### SECURED STAGE



#### Main variances: - 28 MW

- Wind projet Caumont-Chériennes moved to under construction or ready-to-build stage: - 18 MW
- Wind project Préveranges moved to under construction or ready-to-build stage: - 10 MW

#### UNDER CONSTRUCTION OR READY-TO-BUILD STAGE



#### Main variances: +11 MW










- Wind project Caumont-Chériennes moved to under construction or ready-to-build stage: + 17 MW
- Wind project Préveranges moved to under construction or ready-to-build stage: + 12 MW
- Solar project Grange du Causse moved to under construction or ready-to-build stage: + 12 MW
- Wind project La Grande Borne commissioned: -9 MW
- Solar project Peyrolles commissioned: - 12 MW
- Solar project La Clé des Champs commissioned: - 9 MW

# Strategic Plan Update

## GROWTH

### MAIN VARIANCES IN THE GROWTH PATH

#### GROWTH PATH

<b>TOTAL</b> <b>647 MW</b>  <b>STORAGE</b> <b>3 MW</b>	<b>SECURED STAGE</b>			
	• North America: Contract win (REC or PPA) and interconnection secured		100 MW	180 MW
	• Europe: Contract win (PPA) and interconnection secured (France); project authorized by regulatory authorities and interconnection secured (Scotland)		200 MW	13 MW
		<b>PRODUCTION CAPACITY</b>	<b>300 MW</b>	<b>193 MW</b>
		<b>STORAGE</b> 	-	-
				<b>280 MW</b>
				<b>213 MW</b>
				<b>493 MW</b>
	<b>UNDER CONSTRUCTION OR READY-TO-BUILD</b>			
	• Permits obtained		-	142 MW
	• Financing in progress		-	12 MW
	• Commissioning date determined		-	
	• Cleared of any claims (France)	<b>PRODUCTION CAPACITY</b>	-	<b>154 MW</b>
	• Approved by Boralex Board of Directors	<b>STORAGE</b> 	-	<b>3 MW</b>
				<b>142 MW</b>
				<b>12 MW</b>
				<b>154 MW</b>
				<b>3 MW</b>
	<b>TOTAL</b>		<b>100 MW</b>	<b>322 MW</b>
			<b>200 MW</b>	<b>25 MW</b>
		<b>PRODUCTION CAPACITY</b>	<b>300 MW</b>	<b>347 MW</b>
		<b>STORAGE</b> 	-	<b>3 MW</b>
				<b>647 MW</b>

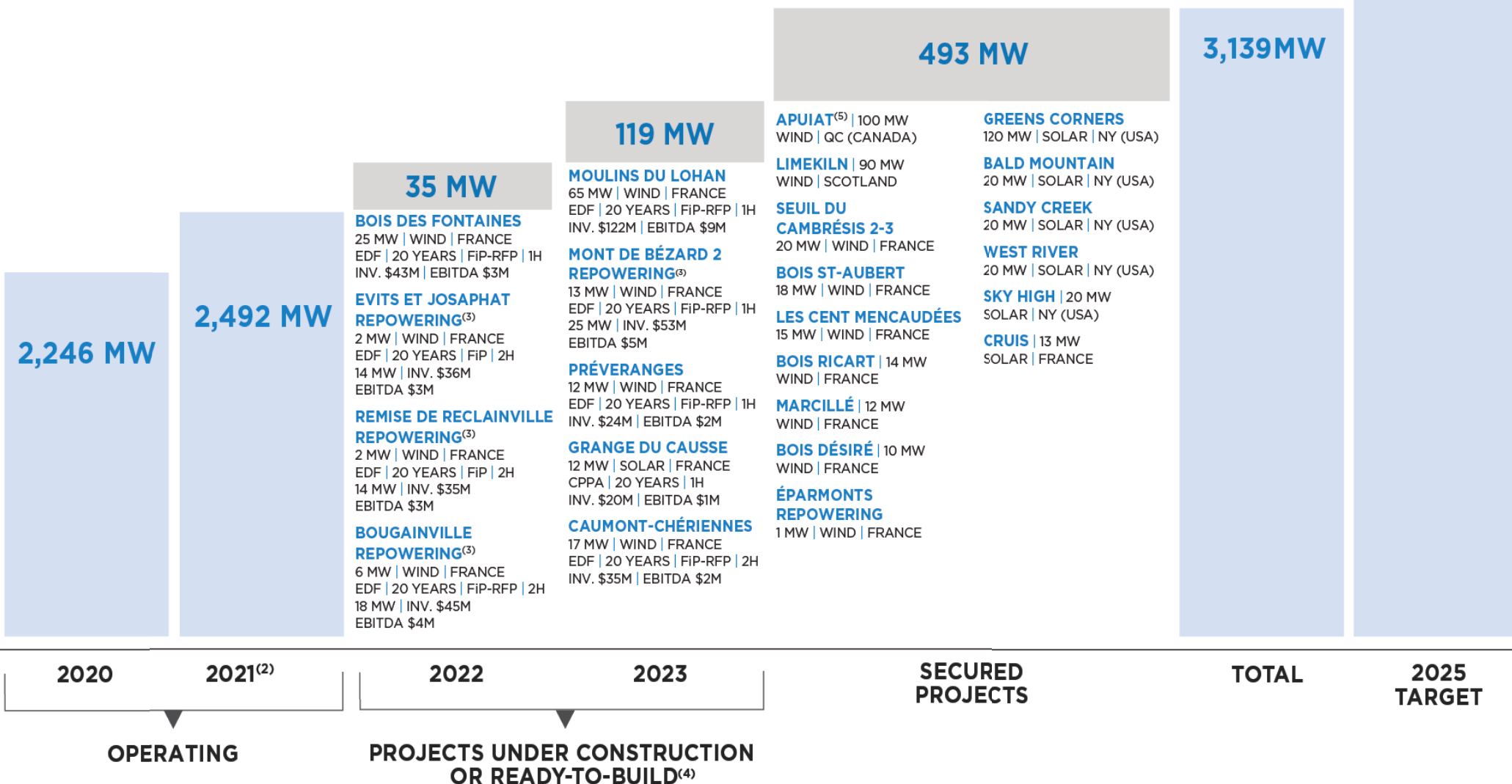
**CURRENTLY IN OPERATION 2,492 MW**

As at December 31, 2021<sup>(1)</sup>

<sup>(1)</sup> And as at February 22 2022

# Growth Path

Installed capacity<sup>(1)</sup>



<sup>(1)</sup> Installed capacity of production, excluding the installed capacity of energy storage projects.

<sup>(2)</sup> As at December 31, 2021 and February 22, 2022.

<sup>(3)</sup> The Evits et Josaphat repowering project represents a total capacity of 14 MW with an increase of 2 MW, the Remise de Reclainville repowering project represents a total capacity of 14 MW with up 2 MW, the Bougainville repowering project represents a total capacity of 18 MW up 6 MW and the Mont de Bézard 2 repowering project represents a total capacity of 25 MW up 13 MW.

<sup>(4)</sup> Total project investment and estimated annual EBITDA for projects in France have been translated into Canadian dollars at the closing rate on December 31, 2021.

<sup>(5)</sup> The Corporation holds 50% of the shares of the 200 MW wind power project but does not have control over it.

# 2021 Achievements - Strategic Directions

## Growth

- Commissioning in France of a wind farm and two solar power stations with a total installed capacity of 30 MW during the fourth quarter.
- Inclusion of two wind power projects totalling 29 MW under *Projects under construction or ready to build*.
- Addition of wind power projects totalling 71 MW to the preliminary phase of the project portfolio during the fourth quarter.

## Diversification

- Commissioning of the **Peyrolles** solar power station and coming on stream of the **La Clé des Champs** solar power station.
- Addition of solar projects totalling 66 MW to the preliminary phase of the project portfolio during the fourth quarter.
- Addition of a 12 MW solar project and a 3 MW energy storage to the stage of *Projects under construction or ready-to-build*.

## Customers

- Signing of a 20-year renewable power purchase agreement with METRO France for its electricity consumption (Corporate PPA).
- Signature of a three-year renewable power purchase agreement for L'Oréal's Consumption in France (Corporate PPA)

## Optimization

- Start of construction work on the **Mont de Bézard 2 Repowering** project.
- Optimization of service and maintenance for wind farms in Canada with a total installed capacity of 161 MW (of which 119 MW is Boralex's share).





**Bruno Guilmette**

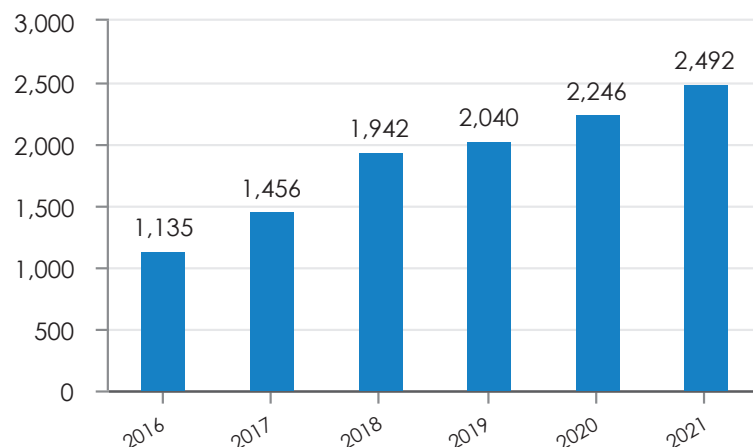
Vice President and Chief Financial Officer



# Progress on 2025 Corporate Objectives

## Installed capacity

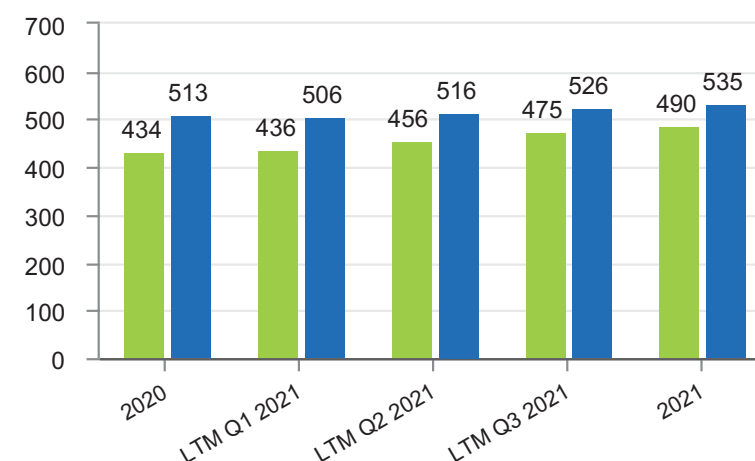
December 31, 2021  
(in MW)



## EBITDA<sup>(1)</sup>

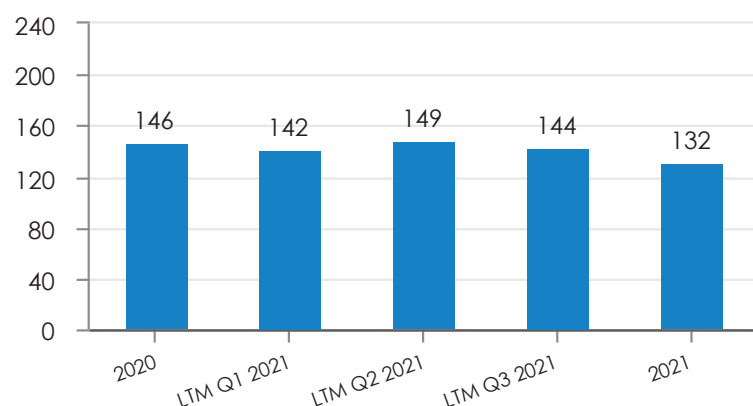
December 31, 2021  
(in millions of Canadian dollars)

Consolidated Combined<sup>(2)</sup>



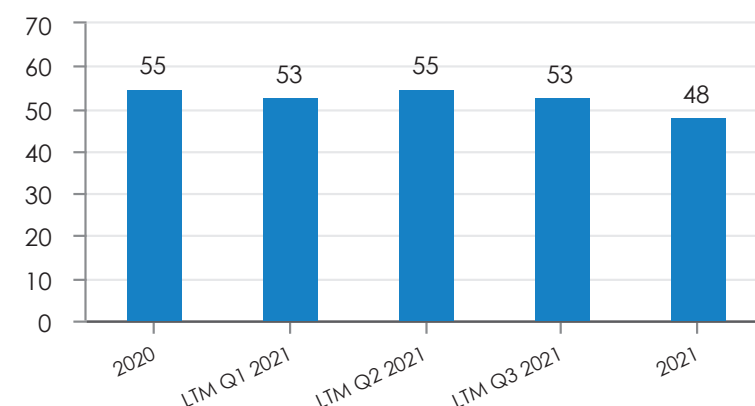
## Discretionary cash flow<sup>(2)</sup>

December 31, 2021  
(in millions of Canadian dollars)



## Reinvestment ratio<sup>(3)</sup>

December 31, 2021  
(in %)



<sup>(1)</sup> EBITDA(A) is a total of segments measures. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

<sup>(2)</sup> The terms, Combined and Discretionary cash flows are non-GAAP measures and do not have a standardized meaning under IFRS. Accordingly, they may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(3)</sup> The Reinvestment ratio is a non-GAAP ratio and do not have a standardized meaning under IFRS. Accordingly, they may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

# Progress on 2025 Corporate Objectives

Be the CSR reference with its partners

**E**

ENVIRONMENT

## **Making Renewable Energy in a Sustainable and Resilient Manner**

Greenhouse gases: Calculated scope 1 and 2 GHS for years 2019-2021. Defined the CO<sub>2</sub> tonnes objectives avoided annually by 2025 through our renewable energy production.

Adapt to climate change: Formed an internal working group to pilot integration of recommendations of the Task Force on Climate-Related Financial Disclosures (TCFD). Voluntary training for all employees on the impacts of climate change and COP26 conclusions.

**S**

SOCIETY

## **Respect our People, our Planet and our Community**

Consult with communities: Rolled out internal training on indigenous cultures with a completion rate of 96% in Canada and 93% for all North America. Participated in a DUNOD book on the management of social and territorial acceptability of renewable energy.

Inclusion, diversity and equal opportunities: Signed on to the Equal by 30 campaign.

**G**

GOVERNANCE

## **Leading Through Example**

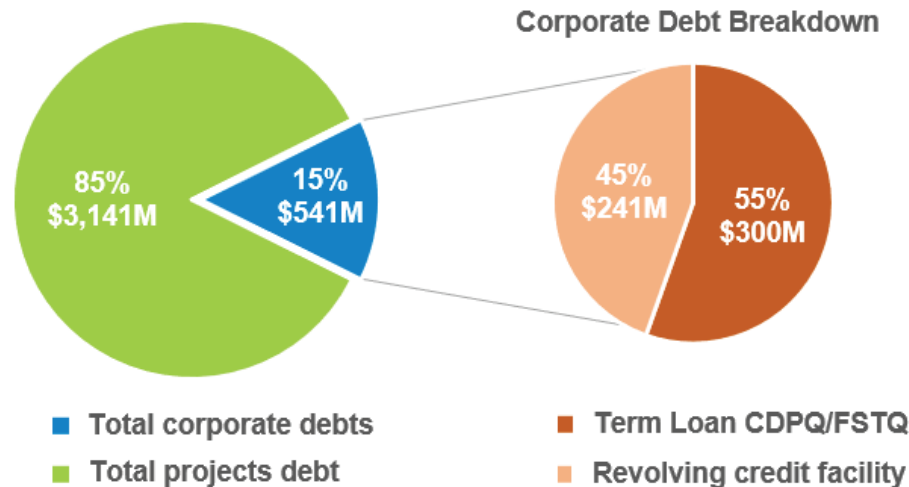
Responsible sourcing: Finalized review of Responsible Sourcing Charter to be rolled out starting Q1 2022.

# Progress on 2025 Corporate Objectives

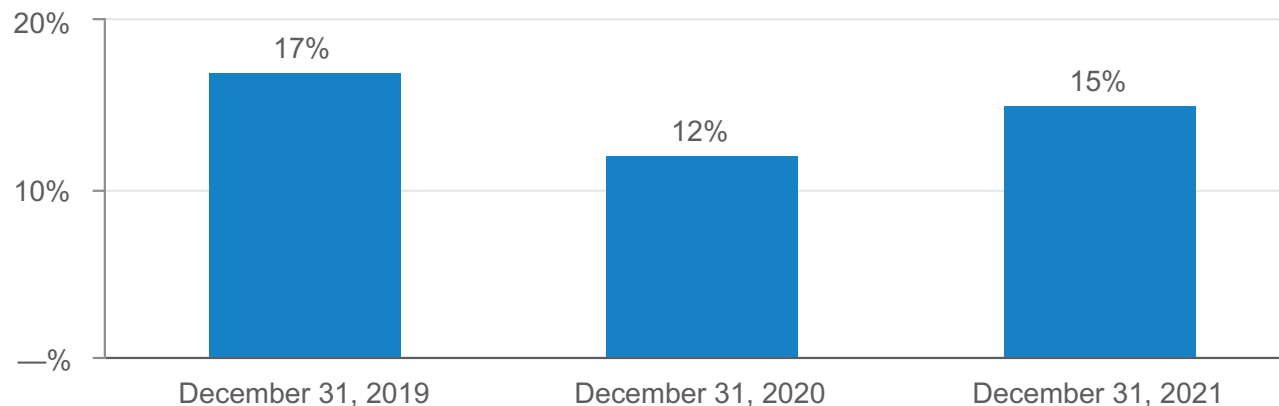
Increase the proportion of corporate financing, including sustainable financing, and obtain an "Investment Grade" credit rating

## Debt – principal balance breakdown - \$3.7B

As of December 31, 2021 (Consolidated)



## Corporate debt as a proportion of total debt – principal balance





# Power Production - Combined<sup>(1)</sup>

(GWh)

	Q4 2021	Anticipated <sup>(2)</sup>	Q4 2020	Q4 2021 vs Anticipated <sup>(2)</sup>		Q4 2021 vs Q4 2020	
	GWh	GWh	GWh	GWh	%	GWh	%
<b>Wind - Canada</b>							
Comparable assets <sup>(3)(5)</sup>	622	696	764	(74)	(11)	(142)	(19)
Acquisition - LP I, DM I and II	102	113	44	(11)	(10)	58	>100
<b>Total wind - Canada</b>	<b>724</b>	<b>809</b>	<b>808</b>	<b>(85)</b>	<b>(11)</b>	<b>(84)</b>	<b>(10)</b>
<b>Wind - France</b>							
Comparable assets	551	664	700	(113)	(17)	(149)	(21)
Commissioning <sup>(4)</sup>	36	44	10	(8)	(18)	26	>100
Temporary shutdown - Cham Longe 1	26	28	5	(2)	(7)	21	>100
<b>Total wind - France</b>	<b>613</b>	<b>736</b>	<b>715</b>	<b>(123)</b>	<b>(17)</b>	<b>(102)</b>	<b>(14)</b>
<b>Total wind</b>							
Comparable assets <sup>(3)(5)</sup>	1,173	1,360	1,464	(187)	(14)	(291)	(20)
Acquisition - LP I, DM I and II	102	113	44	(11)	(10)	58	>100
Commissioning <sup>(4)</sup>	36	44	10	(8)	(18)	26	>100
Temporary shutdown - Cham Longe 1	26	28	5	(2)	(7)	21	>100
<b>Total wind</b>	<b>1,337</b>	<b>1,545</b>	<b>1,523</b>	<b>(208)</b>	<b>(13)</b>	<b>(186)</b>	<b>(12)</b>
Hydro - Canada	91	99	115	(8)	(8)	(24)	(21)
Hydro - United States	132	107	71	25	23	61	85
<b>Total hydro</b>	<b>223</b>	<b>206</b>	<b>186</b>	<b>17</b>	<b>8</b>	<b>37</b>	<b>20</b>
<b>Solar</b>							
Comparable assets	4	4	3	—	8	1	18
Commissioning - France <sup>(4)</sup>	1	4	—	(3)	(83)	1	—
Solar parks Boralex US Solar <sup>(3)</sup>	76	83	—	(7)	(8)	76	—
<b>Total solar</b>	<b>81</b>	<b>91</b>	<b>3</b>	<b>(10)</b>	<b>(11)</b>	<b>78</b>	<b>&gt;100</b>
Blendecques disposition	—	14	12	(14)	(100)	(12)	(100)
Senneterre	20	27	39	(7)	(24)	(19)	(48)
<b>Total thermal</b>	<b>20</b>	<b>41</b>	<b>51</b>	<b>(21)</b>	<b>(50)</b>	<b>(31)</b>	<b>(60)</b>
<b>Total<sup>(3)</sup></b>	<b>1,661</b>	<b>1,883</b>	<b>1,763</b>	<b>(222)</b>	<b>(12)</b>	<b>(102)</b>	<b>(6)</b>

<sup>(1)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(2)</sup> See *Notice concerning forward-looking statements* in the 2021 Annual Report.

<sup>(3)</sup> Includes compensation following power generation limitations imposed by clients.

<sup>(4)</sup> See the *Changes in the portfolio in operation* table in the *Overview of past three fiscal years* section of the 2021 Annual Report.

<sup>(5)</sup> The Oldman wind farm, which was sold in July 2021, was not adjusted in the comparable assets, as its impact on results is negligible

# Power Production - Combined<sup>(1)</sup>

(GWh)

	2021	Anticipated <sup>(2)</sup>	2020	2021 vs Anticipated <sup>(2)</sup>		2021 vs 2020	
	GWh	GWh	GWh	GWh	%	GWh	%
<b>Wind - Canada</b>							
Comparable assets <sup>(3)(5)</sup>	2,276	2,384	2,519	(108)	(5)	(243)	(10)
Acquisition - LP I, DM I and II	374	388	44	(14)	(4)	330	>100
<b>Total wind - Canada</b>	<b>2,650</b>	<b>2,772</b>	<b>2,563</b>	<b>(122)</b>	<b>(4)</b>	<b>87</b>	<b>5</b>
<b>Wind - France</b>							
Comparable assets	1,919	2,113	2,283	(194)	(9)	(364)	(16)
Commissioning <sup>(4)</sup>	139	155	31	(16)	(10)	108	>100
Temporary shutdown - Cham Longe 1	90	97	24	(7)	(7)	66	>100
<b>Total wind - France</b>	<b>2,148</b>	<b>2,365</b>	<b>2,338</b>	<b>(217)</b>	<b>(9)</b>	<b>(190)</b>	<b>(8)</b>
<b>Total wind</b>							
Comparable assets <sup>(3)(5)</sup>	4,195	4,497	4,802	(302)	(7)	(607)	(13)
Acquisition - LP I, DM I and II	374	388	44	(14)	(4)	330	>100
Commissioning <sup>(4)</sup>	139	155	31	(16)	(10)	108	>100
Temporary shutdown - Cham Longe 1	90	97	24	(7)	(7)	66	>100
<b>Total wind</b>	<b>4,798</b>	<b>5,137</b>	<b>4,901</b>	<b>(339)</b>	<b>(7)</b>	<b>(103)</b>	<b>(2)</b>
Hydro - Canada	382	408	409	(26)	(6)	(27)	(7)
Hydro - United States	407	392	337	15	4	70	21
<b>Total hydro</b>	<b>789</b>	<b>800</b>	<b>746</b>	<b>(11)</b>	<b>(1)</b>	<b>43</b>	<b>6</b>
<b>Solar</b>							
Comparable assets	21	21	21	—	(2)	—	1
Commissioning - France <sup>(4)</sup>	1	4	—	(3)	(83)	1	—
Solar parks Boralex US Solar <sup>(3)</sup>	461	473	—	(12)	(2)	461	—
<b>Total solar</b>	<b>483</b>	<b>498</b>	<b>21</b>	<b>(15)</b>	<b>(3)</b>	<b>462</b>	<b>&gt;100</b>
Blendecques disposition	19	35	31	(16)	(44)	(12)	(37)
Senneterre	126	141	135	(15)	(11)	(9)	(7)
<b>Total thermal</b>	<b>145</b>	<b>176</b>	<b>166</b>	<b>(31)</b>	<b>(18)</b>	<b>(21)</b>	<b>(12)</b>
<b>Total<sup>(3)</sup></b>	<b>6,215</b>	<b>6,611</b>	<b>5,834</b>	<b>(396)</b>	<b>(6)</b>	<b>381</b>	<b>7</b>

<sup>(1)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(2)</sup> See *Notice concerning forward-looking statements* in the 2021 Annual Report.

<sup>(3)</sup> Includes compensation following power generation limitations imposed by clients.

<sup>(4)</sup> See the *Changes in the portfolio in operation* table in the *Overview of past three fiscal years* section of the 2021 Annual Report.

<sup>(5)</sup> The Oldman wind farm, which was sold in July 2021, was not adjusted in the comparable assets, as its impact on results is negligible

# Revenues from Energy Sales<sup>(1)</sup> - Segmented

	Consolidated				Combined <sup>(2)</sup>			
			Change				Change	
(in millions of Canadian dollars)	Q4 2021	Q4 2020	\$	%	Q4 2021	Q4 2020	\$	%
Wind	164	170	(6)	(3)	183	202	(19)	(9)
Hydro	18	15	3	20	18	15	3	20
Solar	7	—	7	>100	7	—	7	>100
Thermal	3	8	(5)	(64)	3	8	(5)	(64)
<b>Total</b>	<b>192</b>	<b>193</b>	<b>(1)</b>	<b>(1)</b>	<b>211</b>	<b>225</b>	<b>(14)</b>	<b>(6)</b>

<sup>(1)</sup> Includes feed-in premium.

<sup>(2)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

# Operating income and EBITDA(A)<sup>(1)</sup> - Segmented

	Consolidated				Combined <sup>(2)</sup>			
			Change				Change	
(in millions of Canadian dollars)	Q4 2021	Q4 2020	\$	%	Q4 2021	Q4 2020	\$	%
<b>Operating income</b>	<b>74</b>	<b>60</b>	<b>14</b>	<b>23</b>	<b>82</b>	<b>76</b>	<b>6</b>	<b>8</b>
<b>EBITDA(A)<sup>(1)</sup></b>								
Wind	152	155	(3)	(2)	163	172	(9)	(5)
Hydro	13	10	3	30	13	10	3	30
Solar	5	1	4	>100	5	1	4	>100
<b>Corporate</b>								
Development	(5)	(7)	2	25	(5)	(7)	2	25
Administration	(10)	(15)	5	30	(10)	(15)	5	30
Other expenses	(3)	(7)	4	56	(3)	(6)	3	60
<b>Total corporate</b>	<b>(18)</b>	<b>(29)</b>	<b>11</b>	<b>35</b>	<b>(18)</b>	<b>(28)</b>	<b>10</b>	<b>36</b>
<b>Total - EBITDA(A)<sup>(1)</sup></b>	<b>152</b>	<b>137</b>	<b>15</b>	<b>10</b>	<b>163</b>	<b>155</b>	<b>8</b>	<b>5</b>
<b>Net earnings</b>	<b>20</b>	<b>30</b>	<b>(10)</b>	<b>(32)</b>	<b>20</b>	<b>36</b>	<b>(16)</b>	<b>(43)</b>

<sup>(1)</sup> EBITDA(A) is a total of segments measures. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

<sup>(2)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.



# Discretionary Cash Flows<sup>(1)</sup> - Consolidated

	Quarterly				LTM			
			Change				Change	
(in millions of Canadian dollars)	Q4 2021	Q4 2020	\$	%	Dec 31, 2021	Dec 31, 2020	\$	%
<b>Net cash flows related to operating activities</b>	<b>81</b>	<b>59</b>	<b>22</b>	<b>36</b>	<b>345</b>	<b>362</b>	<b>(17)</b>	<b>(5)</b>
Change in non-cash items related to operating activities	35	42	(7)	(17)	18	(24)	42	>100
<b>Cash flows from operations<sup>(1)</sup></b>	<b>116</b>	<b>101</b>	<b>15</b>	<b>15</b>	<b>363</b>	<b>338</b>	<b>25</b>	<b>7</b>
Repayments on non-current debt (projects) <sup>(2)</sup>	(50)	(40)	(10)	(23)	(222)	(175)	(47)	(27)
Adjustment for non-operational items <sup>(3)</sup>	—	7	(7)	(93)	8	(17)	25	>100
	66	68	(2)	1	149	146	3	3
Principal payments related to lease liabilities - IFRS 16	(4)	(4)	—	(16)	(13)	(11)	(2)	(25)
Distributions paid to non-controlling shareholders	(7)	(1)	(6)	>(100)	(20)	(6)	(14)	>(100)
Additions to property, plant and equipment (operational maintenance)	(3)	(3)	—	—	(8)	(6)	(2)	(59)
Development costs (from statement of earnings)	6	7	(1)	(18)	24	23	1	6
<b>Discretionary cash flows<sup>(1)</sup></b>	<b>58</b>	<b>67</b>	<b>(9)</b>	<b>(14)</b>	<b>132</b>	<b>146</b>	<b>(14)</b>	<b>(10)</b>
Dividends paid to shareholders of Boralex	17	17	—	1	68	66	2	3
Weighted average number of outstanding shares (in thousands)	102,619	102,571	48	—	102,619	98,548	4,071	4
Discretionary cash flows per share <sup>(4)</sup>	0.56	0.65	(0.09)	(14)	1.28	1.48	(0.20)	(14)
Dividends paid to shareholders per share	0.1650	0.1650	—	—	0.6600	0.6600	—	—
<b>Payout ratio<sup>(4)</sup></b>					<b>52 %</b>	<b>45 %</b>		
<b>Reinvestment ratio<sup>(4)</sup></b>					<b>48 %</b>	<b>55 %</b>		

<sup>(1)</sup> The terms, Cash flows from operations and Discretionary cash flows are non-GAAP measures and do not have a standardized meaning under IFRS. Accordingly, they may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(2)</sup> Excluding VAT bridge financing, early debt repayments and the debt repayments made in December for LP I, DM I and II in respect of the months prior to the acquisition (Q4-2020).

<sup>(3)</sup> For the year ended December 31, 2021: favourable adjustment of \$8 million consisting mainly of \$5 million of expense payments and assumed liabilities related to acquisitions as well as \$3 million for previous financing activities or not related to operating sites. For the year ended December 31, 2020: unfavourable adjustment of \$17 million comprising mainly of interest paid of \$3 million on LP I, DM I and II debt for the months prior to the acquisition in Q4-2020, less \$22 million in debt repayments to reflect a normalized debt service following debt refinancing in France in Q1-2020.

<sup>(4)</sup> The terms, Discretionary cash flow per share, Payout ratio and Reinvestment ratio are ratios that are non-GAAP measures and do not have a standardized meaning under IFRS. Accordingly, they may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

# Financial Position - Overview

	Consolidated			
			Change	
	December 31, 2021	December 31, 2020	\$	%
(in millions of Canadian dollars, unless otherwise specified)				
Total cash, including restricted cash	259	277	(18)	(7)
Property, plant and equipment and right-of-use assets	3,634	3,428	206	6
Goodwill and intangible assets	1,365	1,249	116	9
Financial net assets (liabilities)	8	(30)	38	>100
<b>Total assets</b>	<b>5,751</b>	<b>5,314</b>	<b>437</b>	<b>8</b>
<b>Debt</b>	<b>3,603</b>	<b>3,516</b>	<b>87</b>	<b>2</b>
Total Projects debt <sup>(1)</sup>	3,141	3,190	(49)	(2)
Total Corporate debt	541	419	122	29
Transaction costs, net of accumulated amortization	(79)	(93)	14	(15)
Average rate - total debt (%)	3.06	3.20	—	—
Equity attributable to shareholders	1,001	989	12	1
Carrying value per share (\$)	9.76	10.03	(0.27)	(3)
Net debt to market capitalization ratio (%) <sup>(2)</sup>	48%	41%	—	7

<sup>(1)</sup> Project loans are normally amortized over the life of the energy contracts of the related sites and are without recourse to Boralex.

<sup>(2)</sup> The Net Debt Ratio is a capital management measure. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.



## Conclusion

1. The fourth-quarter results were higher than in the corresponding quarter of 2020 thanks to acquisitions and commissioning as well as the positive effect of higher energy prices and continued optimization initiatives.
2. The year 2021 is a year of investment in our development resources and update of our corporate objectives. 2022 will be a year of execution along our 4 strategic directions while several ongoing projects are expected to materialize.
3. Boralex has a strong balance sheet and will continue to optimize its capital structure with the objective of eventually obtaining an Investment Grade credit rating and greater financial flexibility.



# Appendices

Historical data

| 25

Power production - Consolidated

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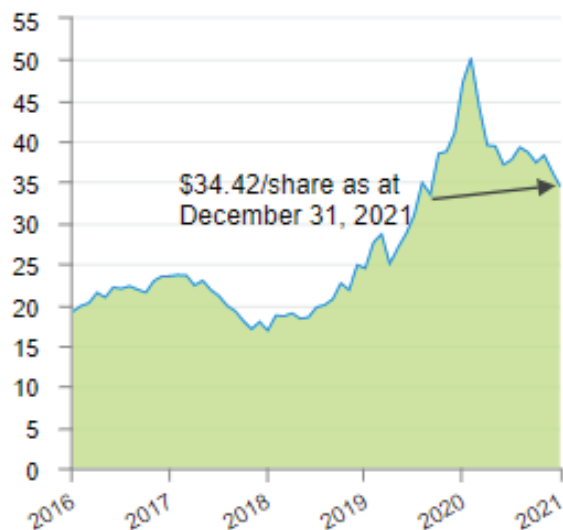
# Historical Data

## Stock price

(Monthly closing price in Canadian dollars)

**Compound annual growth rate<sup>(1)</sup>: 12%**

(Toronto Stock Exchange under the ticker BLX)

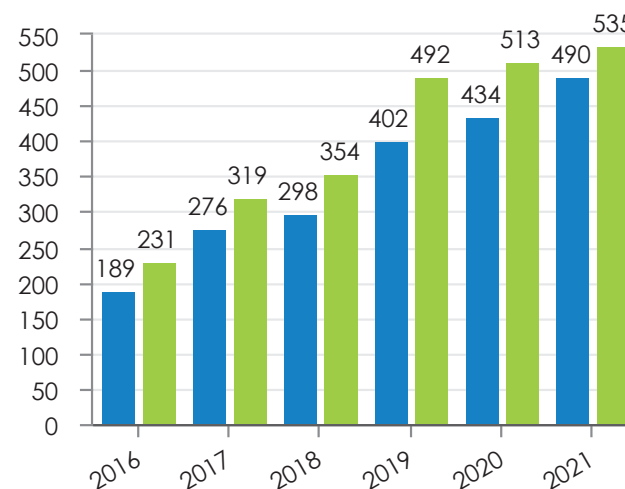


## EBITDA(A)<sup>(3)</sup>

(in millions of Canadian dollars)

**Compound annual growth rate<sup>(1)</sup>: 20% (Consolidated) and 18% (Combined<sup>(2)</sup>)**

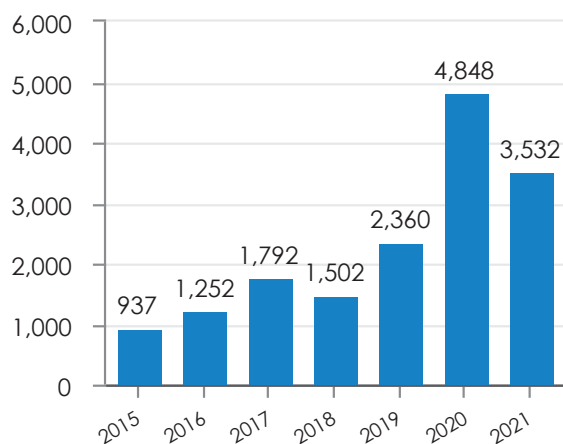
● Consolidated ● Combined<sup>(2)</sup>



## Market capitalization

(in millions of Canadian dollars)

**Compound annual growth rate<sup>(1)</sup>: 23%**

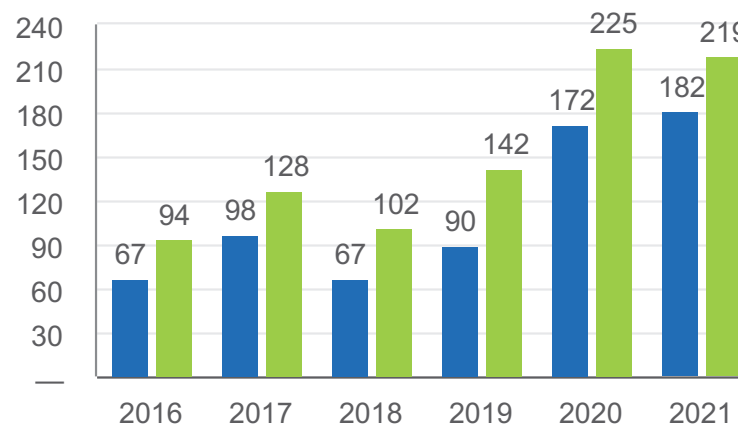


## Operating income

(in millions of Canadian dollars)

**Compound annual growth rate<sup>(1)</sup>: 23% (Consolidated) and 19% (Combined<sup>(2)</sup>)**

● Consolidated ● Combined<sup>(2)</sup>



<sup>(1)</sup> The Compound Annual Growth Rate is an additional financial measure. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(2)</sup> The term Combined is non-GAAP measures and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

<sup>(3)</sup> EBITDA(A) is a total of segments measures. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

# Power Production - Consolidated

(GWh)

	Q4 2021	Anticipated <sup>(1)(2)</sup>	Q4 2020	Q4 2021 vs Anticipated <sup>(1)(2)</sup>		Q4 2021 vs Q4 2020	
	GWh	GWh	GWh	GWh	%	GWh	%
<b>Wind - Canada</b>							
Comparable assets <sup>(3)(5)</sup>	346	389	424	(43)	(11)	(78)	(18)
Acquisition - LP I, DM I and II	209	230	89	(21)	(10)	120	>100
<b>Total wind - Canada</b>	<b>555</b>	<b>619</b>	<b>513</b>	<b>(64)</b>	<b>(10)</b>	<b>42</b>	<b>8</b>
<b>Wind - France</b>							
Comparable assets <sup>(3)</sup>	551	664	700	(113)	(17)	(149)	(21)
Commissioning <sup>(4)</sup>	36	44	10	(8)	(18)	26	>100
Temporary shutdown - Cham Longe 1	26	28	5	(2)	(7)	21	>100
<b>Total wind - France</b>	<b>613</b>	<b>736</b>	<b>715</b>	<b>(123)</b>	<b>(17)</b>	<b>(102)</b>	<b>(14)</b>
<b>Total wind</b>							
Comparable assets <sup>(3)</sup>	897	1,053	1,124	(156)	(15)	(227)	(20)
Acquisition - LP I, DM I and II	209	230	89	(21)	(10)	120	>100
Commissioning <sup>(4)</sup>	36	44	10	(8)	(18)	26	>100
Temporary shutdown - Cham Longe 1	26	28	5	(2)	(7)	21	>100
<b>Total wind</b>	<b>1,168</b>	<b>1,355</b>	<b>1,228</b>	<b>(187)</b>	<b>(14)</b>	<b>(60)</b>	<b>(5)</b>
Hydro - Canada	91	99	115	(8)	(8)	(24)	(21)
Hydro - United states	132	107	71	25	23	61	85
<b>Total Hydro</b>	<b>223</b>	<b>206</b>	<b>186</b>	<b>17</b>	<b>8</b>	<b>37</b>	<b>20</b>
<b>Solar</b>							
Comparable assets	4	4	3	—	8	1	18
Commissioning - France <sup>(4)</sup>	1	4	—	(3)	(83)	1	—
Solar parks Boralex US Solar <sup>(3)</sup>	76	83	—	(7)	(8)	76	—
<b>Total solar</b>	<b>81</b>	<b>91</b>	<b>3</b>	<b>(10)</b>	<b>(11)</b>	<b>78</b>	<b>&gt;100</b>
Blendecques disposition	—	14	12	(14)	(100)	(12)	(100)
Senneterre	20	27	39	(7)	(24)	(19)	(48)
<b>Total Thermal</b>	<b>20</b>	<b>41</b>	<b>51</b>	<b>(21)</b>	<b>(50)</b>	<b>(31)</b>	<b>(60)</b>
<b>Total<sup>(3)</sup></b>	<b>1,492</b>	<b>1,693</b>	<b>1,468</b>	<b>(201)</b>	<b>(12)</b>	<b>24</b>	<b>2</b>

<sup>(1)</sup> Calculated using historical averages adjusted for planned facility commissioning and shutdowns for the experienced sites, and production forecasts for the other sites.

<sup>(2)</sup> See Notice concerning forward-looking statements in the 2021 Annual Report.

<sup>(3)</sup> Includes compensation following power generation limitations imposed by clients.

<sup>(4)</sup> See the Changes in the portfolio in operation table in the Overview of past three fiscal years section of the 2021 Annual Report.

<sup>(5)</sup> The Oldman wind farm, which was sold in July 2021, was not adjusted in the comparable assets, as its impact on results is negligible

# Power Production - Consolidated

(GWh)

	2021	Anticipated <sup>(1)(2)</sup>	2020	2021 vs Anticipated <sup>(1)(2)</sup>		2021 vs 2020	
	GWh	GWh	GWh	GWh	%	GWh	%
<b>Wind - Canada</b>							
Comparable assets <sup>(3)(5)</sup>	1,223	1,295	1,367	(72)	(6)	(144)	(10)
Acquisition - LP I, DM I and II	764	792	89	(28)	(4)	675	>100
<b>Total wind - Canada</b>	<b>1,987</b>	<b>2,087</b>	<b>1,456</b>	<b>(100)</b>	<b>(5)</b>	<b>531</b>	<b>36</b>
<b>Wind - France</b>							
Comparable assets <sup>(3)</sup>	1,919	2,113	2,283	(194)	(9)	(364)	(16)
Commissioning <sup>(4)</sup>	139	155	31	(16)	(10)	108	>100
Temporary shutdown - Cham Longe 1	90	97	24	(7)	(7)	66	>100
<b>Total wind - France</b>	<b>2,148</b>	<b>2,365</b>	<b>2,338</b>	<b>(217)</b>	<b>(9)</b>	<b>(190)</b>	<b>(8)</b>
<b>Total wind</b>							
Comparable assets <sup>(3)</sup>	3,142	3,408	3,650	(266)	(8)	(508)	(14)
Acquisition - LP I, DM I and II	764	792	89	(28)	(4)	675	>100
Commissioning <sup>(4)</sup>	139	155	31	(16)	(10)	108	>100
Temporary shutdown - Cham Longe 1	90	97	24	(7)	(7)	66	>100
<b>Total wind</b>	<b>4,135</b>	<b>4,452</b>	<b>3,794</b>	<b>(317)</b>	<b>(7)</b>	<b>341</b>	<b>9</b>
Hydro - Canada	382	408	409	(26)	(6)	(27)	(7)
Hydro - United states	407	392	337	15	4	70	21
<b>Total Hydro</b>	<b>789</b>	<b>800</b>	<b>746</b>	<b>(11)</b>	<b>(1)</b>	<b>43</b>	<b>6</b>
<b>Solar</b>							
Comparable assets	21	21	21	—	(2)	—	1
Commissioning - France <sup>(4)</sup>	1	4	—	(3)	(83)	1	—
Solar Parks Boralex US Solar <sup>(3)</sup>	461	473	—	(12)	(2)	461	—
<b>Total Solar</b>	<b>483</b>	<b>498</b>	<b>21</b>	<b>(15)</b>	<b>(3)</b>	<b>462</b>	<b>&gt;100</b>
Blendecques disposition	19	35	31	(16)	(44)	(12)	(37)
Senneterre	126	141	135	(15)	(11)	(9)	(7)
<b>Total Thermal</b>	<b>145</b>	<b>176</b>	<b>166</b>	<b>(31)</b>	<b>(18)</b>	<b>(21)</b>	<b>(12)</b>
<b>Total<sup>(2)</sup></b>	<b>5,552</b>	<b>5,926</b>	<b>4,727</b>	<b>(374)</b>	<b>(6)</b>	<b>825</b>	<b>17</b>

<sup>(1)</sup> Calculated using historical averages adjusted for planned facility commissioning and shutdowns for the experienced sites, and production forecasts for the other sites.

<sup>(2)</sup> See Notice concerning forward-looking statements in the 2021 Annual Report.

<sup>(3)</sup> Includes compensation following power generation limitations imposed by clients.

<sup>(4)</sup> See the Changes in the portfolio in operation table in the Overview of past three fiscal years section of the 2021 Annual Report.

<sup>(5)</sup> The Oldman wind farm, which was sold in July 2021, was not adjusted in the comparable assets, as its impact on results is negligible.

# Revenues from Energy Sales<sup>(1)</sup> - Segmented

	Consolidated				Combined <sup>(2)</sup>			
	2021	2020	Change		2021	2020	Change	
			\$	%			\$	%
(in millions of Canadian dollars)								
<b>Wind</b>	<b>542</b>	<b>526</b>	<b>16</b>	<b>3</b>	<b>614</b>	<b>645</b>	<b>(31)</b>	<b>(5)</b>
<b>Hydro</b>	<b>64</b>	<b>63</b>	<b>1</b>	<b>2</b>	<b>64</b>	<b>63</b>	<b>1</b>	<b>2</b>
<b>Solar</b>	<b>44</b>	<b>5</b>	<b>39</b>	<b>&gt;100</b>	<b>44</b>	<b>5</b>	<b>39</b>	<b>&gt;100</b>
<b>Thermal</b>	<b>21</b>	<b>25</b>	<b>(4)</b>	<b>(18)</b>	<b>21</b>	<b>25</b>	<b>(4)</b>	<b>(18)</b>
<b>Total</b>	<b>671</b>	<b>619</b>	<b>52</b>	<b>8</b>	<b>743</b>	<b>738</b>	<b>5</b>	<b>1</b>

<sup>(1)</sup> Includes feed-in premium.

<sup>(1)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.

# Operating income and EBITDA(A)<sup>(1)</sup> - Segmented

	Consolidated				Combined <sup>(2)</sup>			
			Change				Change	
(in millions of Canadian dollars)	2021	2020	\$	%	2021	2020	\$	%
<b>Operating income</b>	<b>182</b>	<b>172</b>	<b>10</b>	<b>7</b>	<b>219</b>	<b>225</b>	<b>(6)</b>	<b>(3)</b>
<b>EBITDA(A)<sup>(1)</sup></b>								
Wind	475	464	11	2	517	541	(24)	(4)
Hydro	47	45	2	4	47	45	2	4
Solar	37	3	34	>100	37	3	34	>100
Thermal	4	2	2	59	4	2	2	59
<b>Corporate</b>								
Development	(23)	(20)	(3)	(13)	(23)	(20)	(3)	(13)
Administration	(34)	(41)	7	17	(34)	(41)	7	17
Other expenses	(16)	(19)	3	16	(13)	(17)	4	18
<b>Total corporate</b>	<b>(73)</b>	<b>(80)</b>	<b>7</b>	<b>9</b>	<b>(70)</b>	<b>(78)</b>	<b>8</b>	<b>10</b>
<b>EBITDA(A)<sup>(1)</sup></b>	<b>490</b>	<b>434</b>	<b>56</b>	<b>13</b>	<b>535</b>	<b>513</b>	<b>22</b>	<b>4</b>
<b>Net earnings</b>	<b>26</b>	<b>61</b>	<b>(35)</b>	<b>(57)</b>	<b>30</b>	<b>56</b>	<b>(26)</b>	<b>(45)</b>

<sup>(1)</sup> EBITDA(A) is a total of segments measures. For more details, see the *Non-IFRS financial measures and other financial measures* section of the 2021 Annual Report.

<sup>(2)</sup> The term Combined is a non-GAAP measure and do not have a standardized meaning under IFRS. Accordingly, it may not be comparable to similarly named measures used by other companies. For more details, see the *Non-IFRS financial measures and other financial measures* section in the 2021 Annual Report.





# Question Period





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