1	Q.	Exhi	bit 3 - Financial Performance 2007 to 2010 F - as filed does not include the
2		impa	cts of the proposals set out in the Application.
3			
4		(a)	Please provide a revised Exhibit 3 adding a column called "Proposed 2010"
5			and incorporate each and every proposal as applied for in NP's Application
6			dated May 28, 2009.
7			
8		(b)	Please also expand the Actual results back to the year 2004 to be consistent
9			with the number of prior years referred to in NP's last GRA filing (then as
10			Exhibit 5).
11			
12	A.	(a)	Refer to Exhibit 11 2010 Comparative Financial Forecasts: Existing vs. Proposed
13			in the Newfoundland Power 2010 General Rate Application.
14			
15		(b)	Attachment A provides the Newfoundland Power's financial performance from
16			2004 to 2010E.

Newfoundland Power Inc. Financial Performance: 2004 to 2010E

Financial Performance 2004 to 2010E Statements of Income (\$000s)

			Actual			Fore	ecast
	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1 Revenue From Rates	395,577	407,597	407,689	474,054	497,360	506,284	511,625
2 Amortization of 2005 Unbilled Revenue	-	-	3,086	2,714	7,210	4,618	4,618
3 Transfers from (to) the RSA	-	-	-	3,044	(948)	3,031	6,128
4	395,577	407,597	410,775	479,812	503,622	513,933	522,371
5							
6 Purchased Power Expense	242,280	254,222	255,425	326,359	334,006	344,155	353,726
7 Deferred Replacement Energy Costs	-	-	-	(1,795)	598	598	598
8 Amortization of Weather Normalization Reserve	1,732	1,732	1,732	1,732	2,101	2,101	2,101
9 Demand Management Incentive Account Adjustments	-	-	-	-	641	-	-
10 Amortization of Purchased Power Unit Cost Variance Reserve	-	-	-	482	(688)	(688)	(688)
11	244,012	255,954	257,157	326,778	336,658	346,166	355,737
12							
13 Contribution	151,565	151,643	153,618	153,034	166,964	167,767	166,634
14							
15 Other Revenue	8,870	12,366	10,489	10,420	13,267	14,004	13,800
16							
17 Other Expenses:							
18 Operating Expenses ¹	47,410	47,443	46,653	47,501	47,132	50,844	52,774
19 Pension Costs	4,345	6,369	7,343	5,701	3,040	2,577	5,701
20 Deferred Costs	-	-	(5,793)	(5,793)	-	(1,516)	-
21 Amortization of Deferred Cost Recoveries	-	-	-	-	3,862	3,863	3,861
22 Depreciation	30,987	32,143	38,922	39,955	40,649	41,852	43,338
23 Finance Charges	30,393	31,369	32,677	33,462	33,507	34,917	36,211
24	113,135	117,324	119,802	120,826	128,190	132,537	141,885
25							
26 Income Before Income Taxes	47,300	46,685	44,305	42,628	52,041	49,234	38,549
27 Income Taxes	15,586	15,368	13,639	12,176	19,146	16,170	12,584
28							
29 Net Income	31,714	31,317	30,666	30,452	32,895	33,064	25,965
30 Preferred Dividends	592	588	588	586	554	579	573
31							
32 Earnings Applicable to Common Shares	31,122	30,729	30,078	29,866	32,341	32,485	25,392
33							
34 Rate of Return and Credit Metrics							
35 Rate of Return on Rate Base (percentage)	8.82%	8.53%	8.57%	8.07%	8.20%	8.15%	7.27%
36 Regulated Return on Book Equity (percentage)	10.12%	9.60%	9.46%	8.66%	9.13%	8.88%	6.87%
37 Return on Book Equity (percentage)	9.82%	9.34%	9.12%	8.62%	8.86%	8.61%	6.57%
38 Interest Coverage (times)	2.5	2.4	2.3	2.2	2.5	2.4	2.0
39 CFO Pre-W/C + Interest / Interest (times)	3.0	2.9	2.7	2.6	3.1	3.1	2.8
40 CFO Pre-W/C / Debt (percentage)	16.0%	15.7%	14.1%	12.6%	15.8%	15.9%	13.0%

¹ Operating expenses shown are before adjustment for non-regulated expenses.

Financial Performance 2004 to 2010E Statements of Retained Earnings (\$000s)

				Actual			Fore	cast
		<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1	Balance - Beginning	229,159	246,039	253,651	265,566	286,350	303,417	310,721
2	Net Income for the Period	31,714	31,317	30,666	30,452	32,895	33,064	25,965
3		260,873	277,356	284,317	296,018	319,245	336,481	336,686
4								
5	Dividends							
6	Preference Shares	592	588	588	586	554	579	573
7	Common Shares	14,242	23,117	18,163	9,082	15,274	25,181	14,861
8		14,834	23,705	18,751	9,668	15,828	25,760	15,434
9	Balance - End of Period	246,039	253,651	265,566	286,350	303,417	310,721	321,252

Financial Performance
2004 to 2010E
Balance Sheets
(\$000s)

				Actual			Fore	ecast
		<u>2004</u>	<u>2005</u>	<u>2006¹</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1	Assets							
2	Current assets							
3	Cash	\$ 467	\$ -	\$ -	\$ 1,067	\$ 629	\$ -	\$ -
4	Accounts Receivable	59,571	58,730	61,604	70,792	63,508	68,472	71,022
5	Materials and Supplies	5,419	5,206	4,923	5,248	5,391	5,500	5,586
6	Prepaid Expenses	1,292	1,211	1,222	1,190	1,292	1,314	1,336
7	Regulatory Assets	8,763	9,284	5,509	7,086	9,426	10,811	6,077
8	Income Tax Receivable	6,949	-	-	1,780	-	-	-
9		82,461	74,431	73,258	87,163	80,246	86,097	84,021
10								
11	Capital assets	630,077	651,458	717,137	746,474	770,581	798,438	826,340
12	Deferred charges	82,502	88,605	84,169	88,674	93,273	99,357	101,022
13	Regulatory assets	28,690	34,042	52,866	61,808	55,988	188,880	197,558
14	Customer Finance Plans	1,580	1,523	1,728	1,811	1,776	1,750	1,750
15		\$ 825,310	\$ 850,059	\$ 929,158	\$ 985,930	\$ 1,001,864	\$ 1,174,522	\$ 1,210,691
16								
17								
18	Liabilities and Shareholders' Equity							
19	Current Liabilities							
20	Short-term borrowings	\$ 58,109	\$ 11,812	\$ 720	\$ -	\$ 10	\$ -	\$ -
21	Accounts payable and accrued charges	56,868	58,493	65,213	68,685	65,547	63,101	63,909
22	Regulatory Liabilities	10,187	10,966	2,885	9,332	6,428	9,569	-
23	Current Installments of long-term debt	3,650	4,250	35,720	4,550	4,550	5,200	5,200
24	Future Income Taxes	1,501	1,375	-			134	974
25	Income Tax Payable	-	-	97	-	7,633	-	-
26		130,315	86,896	104,635	82,567	84,168	78,004	70,083
27								
28	Regulatory liabilites	23,750	23,631	69,306	60,281	54,817	73,316	80,778
29	Other liabilities	20,560	26,092	31,208	38,082	45,001	50,195	56,113
30	Long-term debt	324,908	380,058	378,769	438,977	433,604	464,545	484,301
31								
32	Future Income Taxes	-	-	-	-	1,184	118,247	118,670
33								
34	Shareholders' Equity							
35	Common shares	70,321	70,321	70,321	70,321	70,321	70,321	70,321
36	Preference shares	9,417	9,410	9,353	9,352	9,352	9,173	9,173
37	Retained earnings	246,039	253,651	265,566	286,350	303,417	310,721	321,252
38	-	325,777	333,382	345,240	366,023	383,090	390,215	400,746
39		\$ 825,310	\$ 850,059	\$ 929,158	\$ 985,930	\$ 1,001,864	\$ 1,174,522	\$ 1,210,691

¹2006 financial statements were restated in 2007 due to the treatment of future removal and site restoration costs. This restatement did not impact earnings.

Financial Performance 2004 to 2010E Statements of Cash Flows (\$000s)

				Actual			For	ecast
		<u>2004</u>	2005	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1	Cash From (Used In) Operating Activities							
2	Net Earnings	\$ 31,714	\$ 31,317	\$ 30,666	\$ 30,452	\$ 32,895	\$ 33,064	\$ 25,965
3								
4	Items not affecting cash:							
5	Amortization of capital assets	30,987	32,143	38,922	39,955	40,649	41,852	43,338
6	Amortization of deferred charges	268	353	313	318	298	271	225
7	Change in regulatory assets and liabilities	300	1,812	(5,349)	(6,180)	305	1,423	(4,715)
8	Regulatory Deferrals ¹	(3,472)	(1,683)	(4,451)	-	-	-	-
9	Future income taxes	513	(126)	(1,375)	-	1,184	1,866	357
10	Accrued employee future benefits	(2,246)	(5,814)	(4,745)	(7,407)	(4,471)	(4,417)	(1,459)
11	Change in non-cash working capital	2,728	9,848	3,070	(7,887)	14,191	(15,174)	(1,652)
12		60,792	67,850	57,051	49,251	85,051	58,885	62,059
13								
14	Investing Activities							
15	Capital expenditures (net of salvage)	(60,315)	(55,399)	(60,235)	(72,167)	(67,333)	(66,855)	(68,195)
16	Other deferred charges ²	-	(465)	(59)				
17	Long-term portion of finance programs	153	57	(204)	(84)	35	26	-
18	Contributions from customers and security deposits	1,411	1,749	3,166	2,580	3,227	1,858	2,000
19		(58,751)	(54,058)	(57,332)	(69,671)	(64,071)	(64,971)	(66,195)
20								
21	Financing Activities							
22	Change in short-term borrowings	18,200	(47,069)	23,711	(320)	-	-	-
23	Proceeds from long-term debt	-	60,000	-	70,000	33,500	65,000	24,770
24	Proceeds from related party loan				-	32,500	-	-
25	Repayment of long-term debt	(3,650)	(4,250)	(4,250)	(37,851)	(39,050)	(33,294)	(5,200)
26	Repayment of related party loan				-	(32,500)	-	
27	Payment of debt financing costs				(273)	(50)	(300)	-
28	Redemption of preference shares	(12)	(7)	(57)	(1)	-	(179)	-
29	Dividends							
30	Preference Shares	(592)	(588)	(588)	(586)	(554)	(579)	(573)
31	Common Shares	(14,242)	(23,117)	(18,163)	(9,082)	(15,274)	(25,181)	(14,861)
32		(296)	(15,031)	653	21,887	(21,428)	5,467	4,136
33			(- / /		/***			
	Change in Cash	1,745	(1,239)	372	1,467	(448)	(619)	-
35	Cash (Bank Indebtedness), Beginning of Year	(1,278)	467	(772)	(400)	1,067	619	-
	Cash (Bank Indebtedness), End of Year	\$ 467	\$ (772)	\$ (400)	\$ 1,067	\$ 619	\$ -	\$ -
			/					

¹Regulatory Deferrals added to Statements of Cash Flows for comparative purposes.

 2 Other deferred charges added to Statements of Cash Flows For comparative purposes.

Financial Performance 2004 to 2010E Average Rate Base¹

(\$000s)

			Actual			Forec	cast
	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1 Net Plant Investment	615,317	640,124	659,557	683,556	709,493	731,956	754,814
3 Add:							
4 Deferred Charges	80.046	86,063	91,441	96,784	98,787	102,342	104,130
5 Weather Normalization Reserve	10,456	10,289	10,954	11.162	8,214	4,297	2,000
6 Deferred Energy Replacement Costs	-	-	-	574	957	575	192
7 Cost Recovery Deferrals	-	-	2,897	8,690	9,655	6,551	3,447
8 Customer Finance Programs	608	572	791	1,174	1,794	1,763	1,750
9	91,110	96,924	106,083	118,384	119,407	115,528	111,519
10							
11 Deduct:							
12 2005 Unbilled Revenue	-	-	21,396	17,803	12,841	6,927	2,309
13 Accrued Pension Liabilities	-	-	-	-	3,043	3,261	3,502
14 Municipal Tax Liability	-	-	-	-	3,408	2,046	683
15 Future Income Taxes	1,245	1,438	688	-	593	2,117	3,228
16 Demand Management Incentive Account	-	-	-	-	213	213	-
17 Purchased Power Unit Cost Reserve	-	-	671	1,496	1,272	671	224
18 Customer Security Deposits	-	-	-	-	697	714	643
19	1,245	1,438	22,755	19,299	22,067	15,949	10,589
20							
21 Average Rate Base Before Allowances 22	705,182	735,610	742,885	782,641	806,833	831,535	855,744
23 Cash Working Capital Allowance 24	5,268	5,514	5,522	6,669	9,716	9,875	10,145
25 Materials and Supplies Allowance 26	4,661	4,322	4,510	4,393	4,327	4,432	4,497
27 Average Rate Base At Year End28	715,111	745,446	752,917	793,703	820,876	845,842	870,386

¹ All numbers shown are averages.

Financial Performance 2004 to 2010E Weighted Average Cost of Capital (\$000s)

				Actual			Forec	ast
		2004	2005	2006	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1	Average Capitalization							
2	Debt	380,031	391,394	405,665	430,924	440,841	453,950	479,623
3	Preference Shares	9,423	10,614	9,382	9,353	9,352	9,263	9,173
4	Common Equity	316,973	328,922	329,930	346,279	365,205	377,390	386,307
5		706,427	730,930	744,977	786,556	815,398	840,603	875,103
6	Average Capital Structure							
7	Debt	53.80%	53.55%	54.45%	54.79%	54.06%	54.00%	54.81%
8	Preference Shares	1.33%	1.45%	1.26%	1.19%	1.15%	1.10%	1.05%
9	Common Equity	44.87%	45.00%	44.29%	44.02%	44.79%	44.90%	44.14%
10		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
11								
12								
13	Cost of Capital							
14	Debt	8.06%	8.07%	8.14%	7.88% 1	7.72%	7.76%	7.62%
15	Preference Shares	6.28%	6.25%	6.27%	6.27%	5.92%	6.25%	6.25%
16	Common Equity	10.12%	9.60%	9.46%	8.66%	9.13%	8.88%	6.87%
17								
18								
19	Weighted Average Cost of Capital							
20	Debt	4.34%	4.32%	4.43%	4.32%	4.17%	4.19%	4.18%
21	Preference Shares	0.08%	0.09%	0.08%	0.07%	0.07%	0.06%	0.06%
22	Common Equity	4.54%	4.32%	4.19%	3.81%	4.09%	3.99%	3.03%
23		8.96%	8.73%	8.70%	8.20%	8.33%	8.24%	7.27%

¹ The cost of debt based upon ARBM would be 8.29%. See Return 25 in the 2008 Annual Report to the P.U.B.

Financial Performance 2004 to 2010E Rate of Return on Rate Base (\$000s)

				Forecast			
	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>	<u>2010E</u>
1 Regulated Return on Equity	32,088	31,644	31,227	29,977	33,336	33,527	26,559
2 Return on Preferred Equity	592	588	588	586	554	579	573
3	32,680	32,232	31,815	30,563	33,890	34,106	27,132
4							
5 Finance Charges							
6 Interest on Long-term Debt	30,165	31,046	32,759	33,718	32,334	34,604	35,849
7 Other Interest	1,277	1,535	1,309	1,525	1,456	369	461
8 Amortization of Bond Issue Expenses	199	201	193	256	235	234	187
9 Amortization of Capital Stock Issue Expenses	66	64	62	62	-	-	-
10 Interest Earned	(979)	(1,158)	(1,210)	(1,477)	-	-	-
11 AFUDC	(335)	(319)	(436)	(622)	(618)	(366)	(374)
12	30,393	31,369	32,677	33,462	33,407	34,841	36,123
13							
14 Return on Rate Base	63,073	63,601	64,492	64,025	67,297	68,947	63,255
15							
16 Average Rate Base	715,111	745,446	752,917	793,703	820,876	845,842	870,386
17							
18 Rate of Return on Rate Base	8.82%	8.53%	8.57%	8.07%	8.20%	8.15%	7.27%

Financial Performance 2004 to 2010E Inputs and Assumptions

1 2 3	Energy Forecasts :	Energy forecasts are based on economic indicators taken from the Conference Board of Canada, Provincial Outlook Spring 2009, Economic Forecast, dated April 21, 2009.
4 5	Revenue Forecast :	The revenue forecast is based on the Customer, Energy and Demand forecast dated May 2009.
6 7 8		Forecast revenues reflect the (i) amortization of the 2005 Unbilled Revenue, (ii) amortization of the municipal tax liability, (iii) the reclassification of interest on overdue accounts from finance charges, and (iv) recovery through the RSA of amounts associated with the Energy Supply Cost Variance Adjustment
9 10		Clause for the period 2008 through 2010, all of which were approved by the Board in Order No. P.U. 32 (2007) resulting from the 2008 GRA.
11 12 13		The Energy Supply Cost Variance Adjustment has been approved by the Board for use through 2010.
14 15 16	Purchased Power Expense :	Purchased Power expense reflects Newfoundland & Labrador Hydro's rates approved by the P.U.B. and the Customer, Energy and Demand Forecast dated May 2009.
17 18 19 20		Purchased Power Expense for 2008 to 2010 includes a Board approved \$0.6 million per year amortization related to the replacement energy costs associated with the Rattling Brook project and (\$0.7) million per year amortization related to the disposition of the Purchased Power Unit Cost Variance Reserve.
21 22 23 24		Purchased Power Expense for 2008 to 2010 also includes a Board approved \$2.1 million per year amortization of the non-reversing balance in the Weather Normalization Reserve.
25 26 27 28 29		Purchased Power Expense for the 2008 to 2010 also reflects the operation of the Demand Management Incentive Account approved by the Board in Order No. P.U. 32 (2007). This mechanism provides for recovery of demand costs that are in excess of unit cost demand costs included in the 2008 test year.
29 30 31 32	Employee Future Benefit Costs :	Pension costs related to the 2005 Early Retirement Program are being amortized over a 10-year period from 2005 to 2015 as approved in Order No. P.U. 49 (2004).
33 34		Pension funding is based on the actuarial valuation dated December 31, 2008 filed with this Application.
35 36 37		Pension expense discount rate is 5.25% for 2007, 5.50% for 2008 and 7.50% thereafter.
38 39		Expected return on pension assets is assumed to be 7.0% for 2009 and 2010.
40 41 42		The 2010 forecast assumes that the accounting for OPEBs is on the Cash Basis. The increase in 2010 employee future benefit expense due to the adoption of the accrual method is \$5.9 million.
42 43 44		Pension funding is forecast based on the latest actuarial information and assumes special funding payments of \$1.5 million per year for 2009 and 2010.

Financial Performance 2004 to 2010E Inputs and Assumptions

1 2	Cost Recovery Deferral:	In Order No. P.U. 39 (2006), the Board approved the deferred recovery of \$5.8 million in
3		2007 costs related to the conclusion of the depreciation true up in 2005.
4 5 6		2008 to 2010 costs include \$3.9 million per year related to the amortization over a three-year period of cost recovery deferrals related to depreciation.
7 8 9		2009 includes a \$1.5 million deferral of Conservation Program costs approved by the Board in Order No. P.U. 13 (2009).
9 10 11	Depreciation Rates :	Depreciation rates for 2008 and 2010 are based on the 2006 depreciation study.
12 13 14		Depreciation costs for 2008 and 2010 reflect a Board approved \$0.2 million per year amortization of a \$0.7 million depreciation true up resulting from the 2006 depreciation study.
15 16	Operating Costs :	Operating forecasts for 2009 and 2010 reflect the evidence filed in this Application.
17 18 19	Capital Expenditure :	Capital Expenditures for 2009 are based on the Board approved 2009 capital budget. Capital Expenditures for 2010 reflect what is included in this Application.
20 21	Short-Term Interest Rates :	Average short-term interest rates are assumed to be 1.36% for 2009 and 2.0% for 2010.
22 23 24 25	Long-Term Debt :	A \$65.0 million long-term debt issue was completed on May 25, 2009. The debt is forecast for 30 years at a coupon rate of 6.606 %. Debt repayments will be in accordance with the normal sinking fund provisions for existing outstanding debt.
26 27 28	Dividends :	Common dividend payouts are forecast based on maintaining a target common equity component of 45%.
28 29 30 31	Income Tax :	Income tax expense reflects a statutory income tax rate of 33% in 2009, and 32% in 2010.
32 33 34		Effective July 1, 2008, the Board approved a reduction in customer rates of 0.18% to reflect the 2008 test year income tax true-up adjustment resulting form a reduction in federal tax rates for 2008.
35 36 37		Income tax expense for 2009 to 2010 reflects the tax effecting of pension costs as approved by the Board in Order No. P.U. 32 (2007).