Q. **Reference: Newfoundland and Labrador Hydro - Long-Term Load Forecast Report**

Please refer to the EV Adoption and Impacts Study. Please explain how the model was calibrated using "historical inputs on vehicle sales, energy prices, vehicle costs, incentive programs and infrastructure deployment to benchmark the model to historical adoption and calibrate key model parameters to local market conditions", if only approximately 400 EVs have been purchased in the province since 2017.

a) Was data from other provinces further along in transportation electrification used, or only NL specific data?

b) If the answer to a. is yes, how were province-specific characteristics, such as typical driving distances, disposable income, and colder climate, considered?

A. *This response is provided in consultation with Dunsky Energy + Climate Advisors.*

a) The model was specifically built using data from Newfoundland and Labrador and did not include data from other provinces. For example, the historical annual vehicle sales, including internal combustion engine ("ICE") vehicles, would help determine a potential market on an annual basis. The price of energy, including electricity, will be specific in deriving the economic comparison of owning a plug-in hybrid electric vehicle or battery electric vehicle to an ICE vehicle.

b) Please refer to part a) of this response.