



Investor Presentation October 15, 2018 Empowering, Sustaining and Executing

IN OUR REGULATED ENERGY INFRASTRUCTURE SYSTEMS

# Forward-Looking Information

#### EMPOWERING GROWTH

Fortis includes "forward-looking information" in this presentation within the meaning of applicable Canadian securities laws and "forward-looking statements" within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, collectively referred to as "forward-looking information". Forward-looking information included in this presentation reflects expectations of Fortis management regarding future growth, results of operations, performance and business prospects and opportunities. Wherever possible, words such as "anticipates", "believes", "budgets", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "projects", "schedule", "should", "target", "will", "would" and the negative of these terms and other similar terminology or expressions have been used to identify the forward-looking information, which include, without limitation: targeted average annual dividend growth through 2023; the Corporation's forecast consolidated and segmented capital expenditures for the period 2018 through 2023; the Corporation's forecast consolidated and segmented rate base for the period 2018 through 2023; the nature, timing and expected costs of certain capital projects including, without limitation, the Wataynikaneyap Transmission Power Project, the FortisBC Inland Gas Upgrades Project, Transmission Integrity Management Capabilities Project, Lower Mainland Intermediate Pressure System Upgrade Project and Eagle Mountain Woodfibre Gas Line Project, the UNS Energy New Mexico Wind Project, Transmission DC tie to Mexico, Southline Transmission Project and Gila River Natural Gas Generating Station Unit 2, the ITC Multi-Value Regional Transmission Projects and 34.5 kV to 69 kV Transmission Conversion Project and additional opportunities beyond the base capital plan; and the expected timing of filling of regulatory applications and receipt and outcome of regulatory decisions.

Forward-looking information involves significant risk, uncertainties and assumptions. Certain material factors or assumptions have been applied in drawing the conclusions contained in the forward-looking information. These factors or assumptions are subject to inherent risks and uncertainties surrounding future expectations generally, including those identified from time to time in the forward-looking information. Such risk factors or assumptions include, but are not limited to: the implementation of the Corporation's five-year capital investment plan; no material capital project and financing cost overrun related to any of the Corporation's capital projects; sufficient human resources to deliver service and execute the capital program; the realization of additional opportunities; the impact of fluctuations in foreign exchange; the Board exercising its discretion to declare dividends, taking into account the business performance and financial condition of the Corporation; and reasonable decisions by utility regulators and the expectation of regulatory stability. Fortis cautions readers that a number of factors could cause actual results, performance or achievements to differ materially from the results discussed or implied in the forward-looking information. These factors should be considered carefully and undue reliance should not be placed on the forward-looking information with respect to certain of these risks or factors, reference should be made to the continuous disclosure materials filed from time to time by the Corporation with Canadian securities regulatory authorities and the Securities and Exchange Commission. The forward-looking information in this presentation is given as of the date of this presentation and Fortis disclaims any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise.

Unless otherwise specified, all financial information referenced is in Canadian dollars and references to rate base refer to midyear rate base.



# Our Strategy

### EMPOWERING GROWTH

6%

Average Annual Dividend Growth Target through 2023

### STRATEGY

Leverage the operating model, footprint of our utilities, operating expertise, reputation and financial strength to develop growth opportunities



### **AREAS OF FOCUS:**

Utility Capital Investment Plan

Investment Grade Credit Ratings System Resiliency & Cybersecurity

Sustainability & Delivery of Cleaner Energy

Customer & Regulatory Relationships

Energy Infrastructure, LNG Expansion & Energy Storage



# Our Unique Business Model

**EMPOWERING GROWTH** 

10 Locally Operated Utilities

=

Strong North American Company

- ITC
- UNS Energy
- FortisBC
- FortisAlberta
- Newfoundland Power
- Central Hudson
- FortisOntario
- Caribbean Utilities
- Maritime Electric
- FortisTCI





~97% REGULATED UTILITY ASSETS

\$26.1 BILLION IN MIDYEAR RATE BASE IN 2018

~92% TRANSMISSION & DISTRIBUTION

1 O UTILITY OPERATIONS Canada, U.S. & Caribbean

~60% EARNINGS FROM THE U.S.

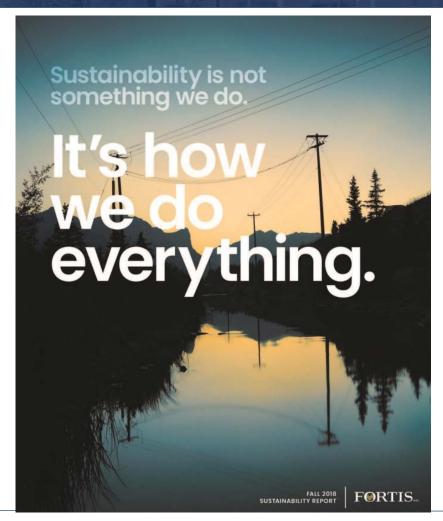
3.3 MILLION
UTILITY CUSTOMERS
2.0M Electric & 1.3M Gas

Note: All information as at June 30, 2018, except earnings and transmission and distribution are as at December 31, 2017.



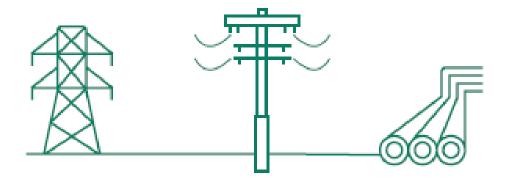
# Sustainability: Environmental Commitment

EMPOWERING GROWTH



We delivered 19 times more energy to our customers than we generated in 2017

92%
of our assets are electricity poles, wires and natural gas lines



63% Decrease in the carbon intensity of operations since 2015



# Governance and Social Commitment

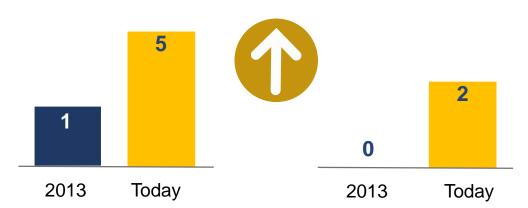
EMPOWERING GROWTH





**Women NEOs** 

Women on our Board



\$12.5M invested in communities that we serve in 2017





### Fortis Timeline

EMPOWERING GROWTH

1885-2012



Focused on Canada

2013-2016



**U.S. Acquisition Strategy** 

2017-Current



Focused on Organic Growth in North America



# Strong Financial Track Record

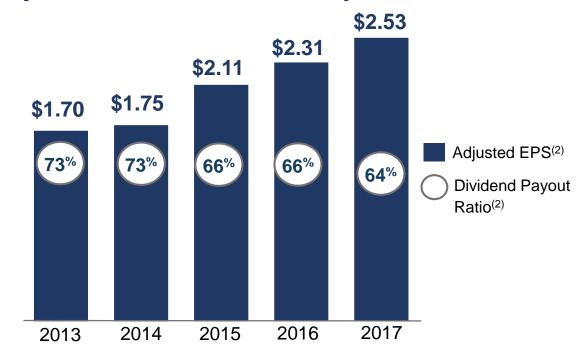
### EMPOWERING GROWTH



Rate Base 5-Year Historical CAGR 7.0%<sup>(1)</sup>



### **Adjusted EPS and Dividend Payout Ratio**

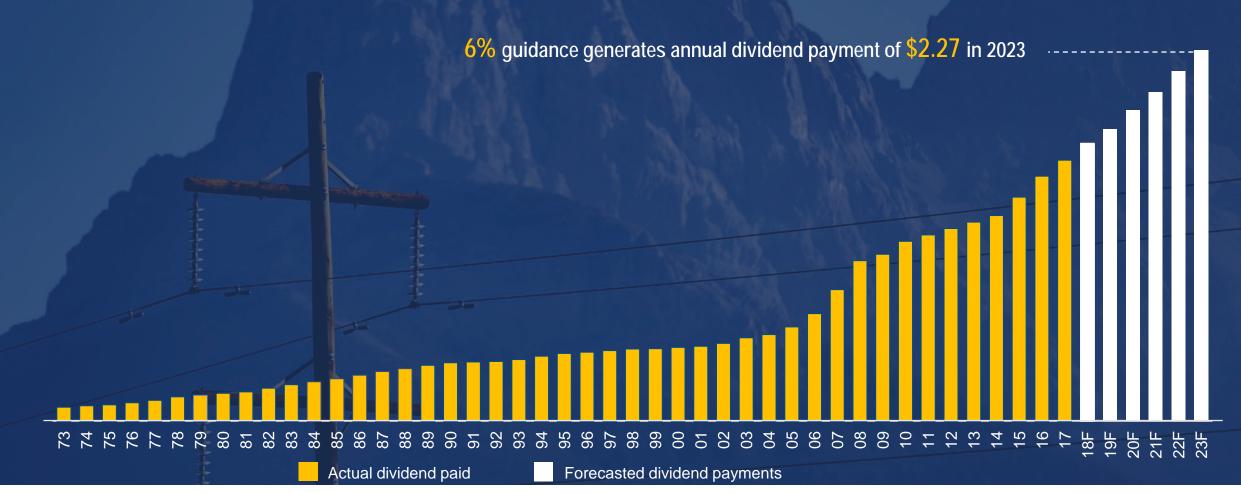


- (1) 5-year ending 2017 and excludes acquisition impacts. Including acquisitions, CAGR is 24%.
- (2) 5-year ending 2017 and reflects adjusted EPS, a non-US GAAP measure.



# 45 Years of Dividend Growth and 6% Guidance Extended to 2023

EMPOWERING GROWTH





# Average Annualized Total Shareholder Return

#### EMPOWERING GROWTH

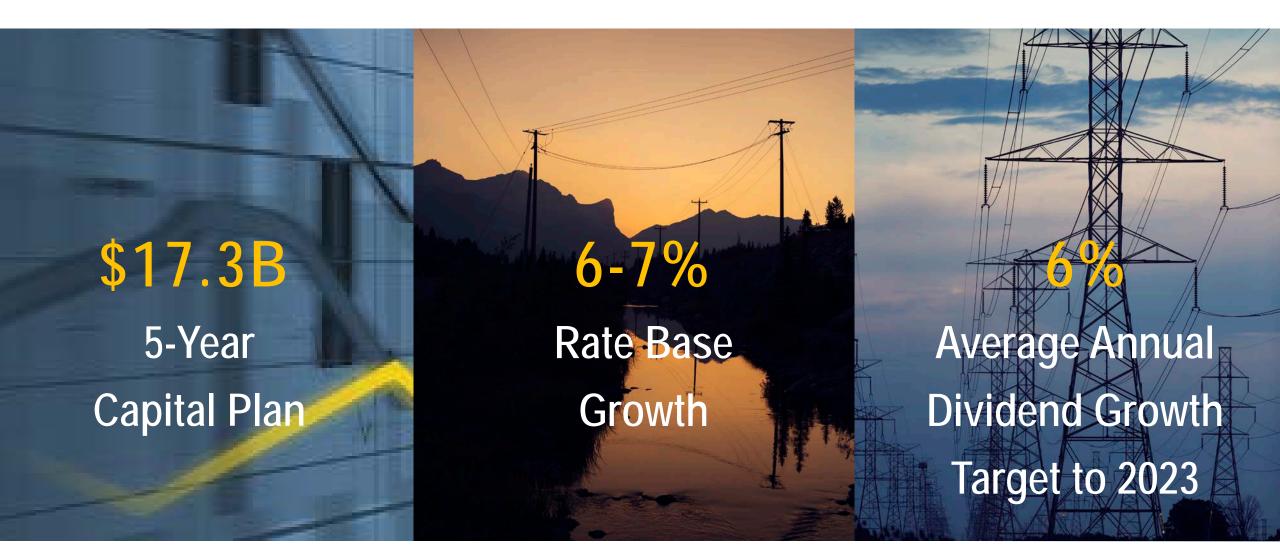


Note: For the period ending September 30, 2018.



# Five-Year Plan Highlights

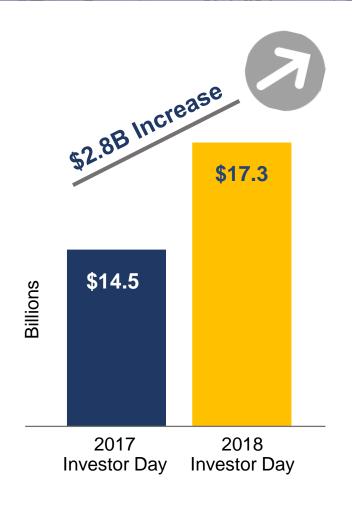
EMPOWERING GROWTH





# Increase in Capital Plan Driven by Proven Growth Strategy

EMPOWERING GROWTH

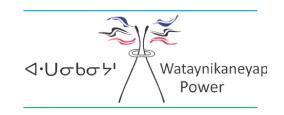
















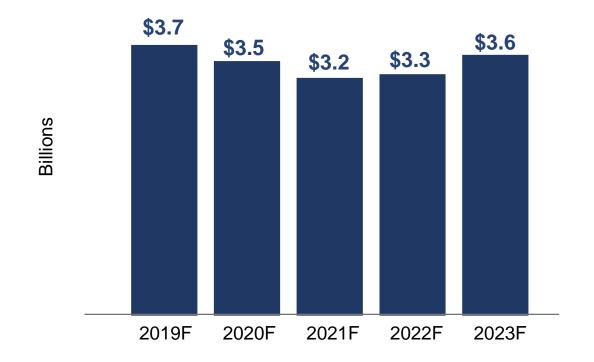




# \$3.5B Average Annual Capital Expenditures

#### EMPOWERING GROWTH

\$17.3B 5-Year Capital Plan<sup>(1)</sup>



(1) Capital expenditures are translated at a forecast USD/CAD foreign exchange rate of \$1.28.



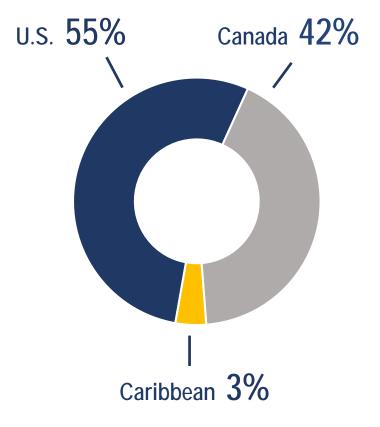


# Low Risk, Highly Executable Capital Plan

EMPOWERING GROWTH

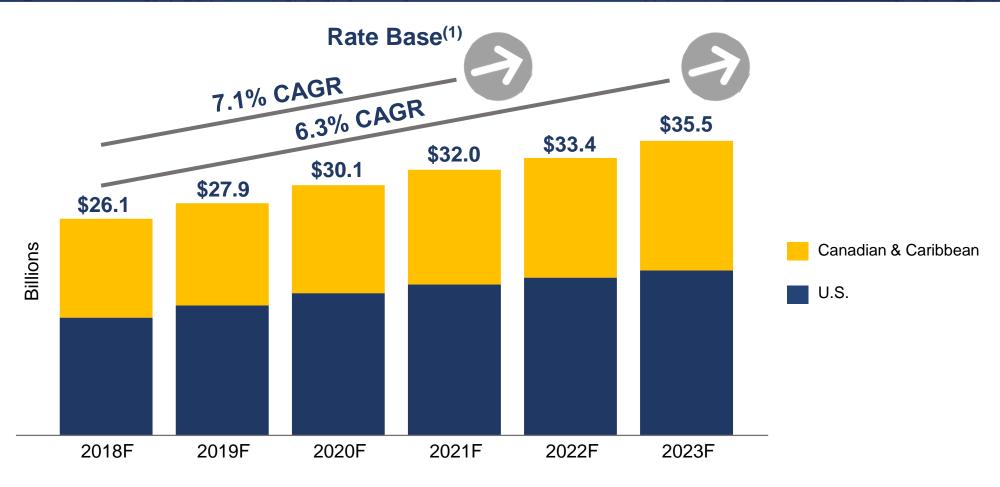






# Capital Plan Grows Rate Base

### EMPOWERING GROWTH



(1) Rate base converted at a projected USD/CAD foreign exchange rate of \$1.28 for 2018 through 2023.



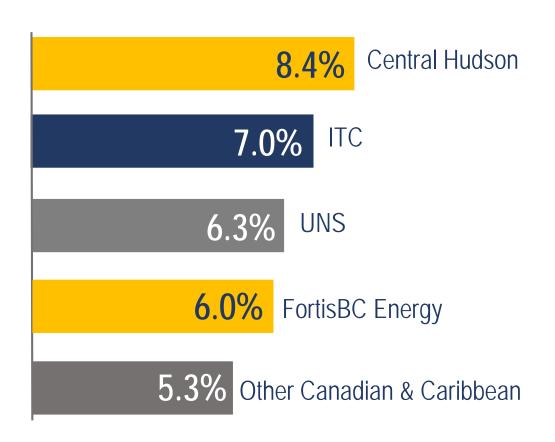
# Strong 5-Year Rate Base Growth

EMPOWERING GROWTH



Rate Base Growth

5-Year **6.3**%



\$9.4B to \$35.5B

5-Year CAGR

Increases from 4.5% to 6.3%

Growth Mainly Driven by U.S. Utility Investments

Note: 5-year rate base is for the period 2019 through 2023.



# Additional Energy Infrastructure Opportunities

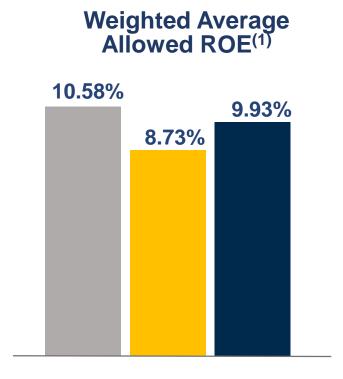
EMPOWERING GROWTH

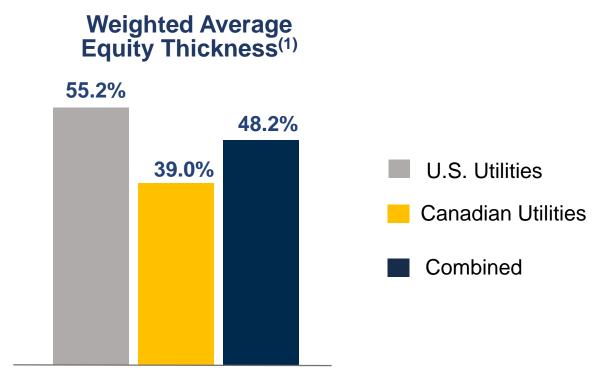




# Current Regulatory Framework

#### EMPOWERING GROWTH





(1) Based on 2018 rate base and capital structure for the Canadian and U.S. utilities.



# Regulatory Outlook





### MISO Base ROE Complaints



Targeted Rate Case Filing in 2019

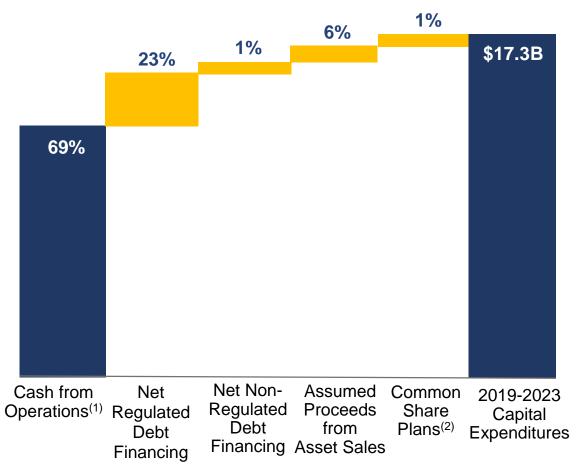


Targeted PBR Renewal Filing in 2019



# Effective Funding Plan

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No Discrete Equity Required to Fund 5-Year Capital Plan

Asset Sales Expected to Provide \$1-\$2 Billion in Proceeds

ATM Program Unutilized Provides Financial Flexibility

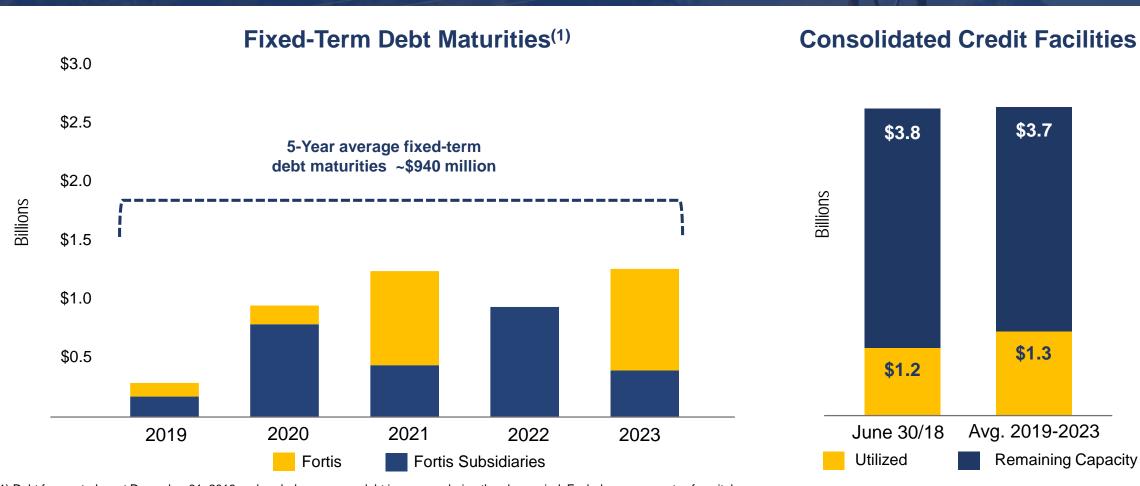
<sup>(2)</sup> Shares issued under the Corporation's employee stock purchase plan and stock option plan.



<sup>(1)</sup> Cash from operating activities after net dividends and customer contributions. This is a non-US GAAP measure.

# Manageable Debt Maturities and Ample Liquidity

#### EMPOWERING GROWTH



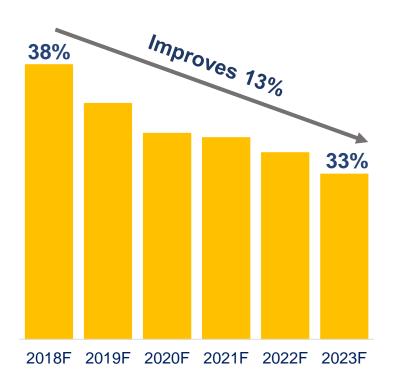
<sup>(1)</sup> Debt forecasted as at December 31, 2018 and excludes any new debt issuances during the plan period. Excludes repayments of capital lease and finance obligations along with the current portion of credit facilities, which are assumed to be extended by one-year annually.



# Committed to Our Investment-Grade Credit Ratings

EMPOWERING GROWTH

# Improved Holdco Debt / Total Debt



Credit Rating Agencies Rank **Business Risk Profile as** Excellent/Strong<sup>(1)</sup> **Funding Plan Supports** CFO/Debt > 11%

(1) S&P ranks business risk profile as excellent and Moody's ranks it as strong.



# Achieving Our Financial Objectives

**EMPOWERING GROWTH** 

**Execute Capital Plan** 



\$17.3B 5-Year Capital Plan

Maintain Investment-Grade Credit Ratings



**Effective** Financing Plan

Deliver 6% Average Annual Dividend Growth



**6%** Dividend Guidance Extended to 2023







# Why Invest In Fortis?

EMPOWERING GROWTH

- Highly Regulated
- Diversified
- Strong Growth Profile
- 6% Dividend Guidance
- Opportunities Beyond Capital Plan









# Appendix

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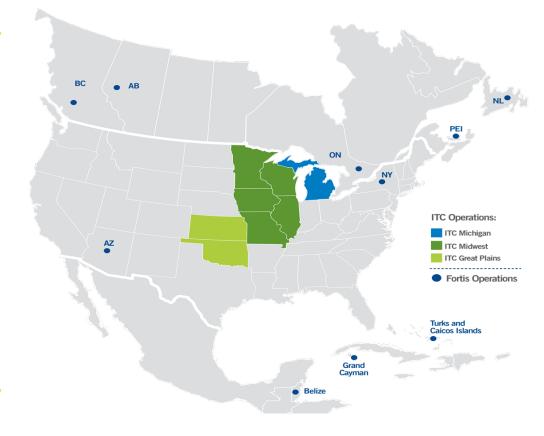
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# ITC Holdings A Fortis Company

Type of Utility	Transmission
Regulator	FERC
Regulatory Model	Independent Transmission Company
2018 Formula	11.32-12.16% ROE on 60% equity
2018F Midyear Rate Base	\$7.7B
5-Year CAGR on Midyear Rate Base <sup>(1)</sup>	7.0%
2017 Assets % of Total Consolidated Regulated Assets <sup>(2)</sup>	38%
2017 Earnings <sup>(3)</sup>	\$272M
2017 Earnings % of Total Regulated Earnings <sup>(3)</sup>	26%
Major Capital Projects	Multi-Value Regional Transmission Projects & 34.5kV to 69kV Transmission Conversion Project
Development Opportunities <sup>(4)</sup>	Lake Erie Connector, Incremental Grid Enhancements & Big Chino Valley
Pending Regulatory Decisions	MISO Base ROE Complaints



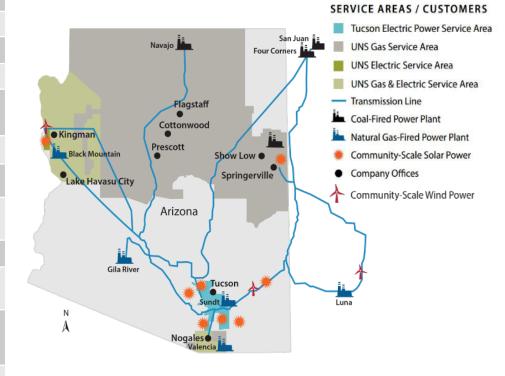
- (1) Includes 2018 forecast to 2023 forecast.
- (2) Includes goodwill.
- (3) Represents the Corporation's 80.1% controlling interest in ITC.
- (4) Development opportunities are not included in the base capital forecast and would represent incremental capital spending.





### UNS Energy A Fortis Company

	Tucson Electric	UNS Electric	UNS Gas				
Type of Utility	Electricity Gas distribution						
Regulator	Arizon	a Corporation Comm	ission				
Regulatory Model	Cost of	f service/historical tes	st year				
2018 Formula	9.75% ROE on 50% equity	9.75% ROE on 9.5% ROE on					
2018F Midyear Rate Base	\$4.9B						
5-Year CAGR on Midyear Rate Base <sup>(1)</sup>	6.3%						
2017 Assets % of Total Consolidated Regulated Assets <sup>(2)</sup>		19%					
2017 Earnings		\$270M					
2017 Earnings % of Total Regulated Earnings	26%						
Major Capital Projects	Gila River Natural Gas Generating Station Unit 2, Southline Transmission Project & New Mexico Wind Project						
Development Opportunities(3)	Renewables, Transmission Investments, Grid Modernization & Infrastructure Resiliency						



- (1) Includes 2018 forecast to 2023 forecast.
- (2) Includes goodwill.
- (3) Development opportunities are not included in the base capital forecast and would represent incremental capital spending.



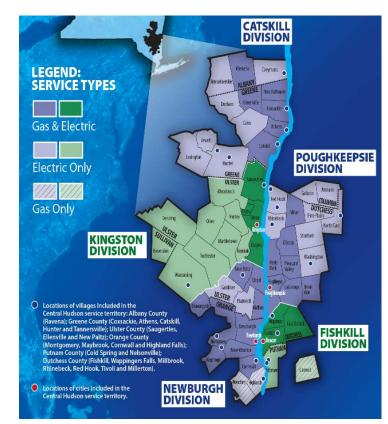


### APPENDIX

# Central Hudson

A Fortis Company

_	
Type of Utility	Gas and Electricity
Regulator	New York State Public Service Commission
Regulatory Model	Cost of service on future test year
2018 Formula	8.8% ROE on 48% equity
2018F Midyear Rate Base	\$1.6B
5-Year CAGR on Midyear Rate Base <sup>(1)</sup>	8.4%
2017 Assets % of Total Consolidated Regulated Assets <sup>(2)</sup>	7%
2017 Earnings	\$70M
2017 Earnings % of Total Regulated Earnings	7%
Development Opportunities <sup>(3)</sup>	Transmission Investments



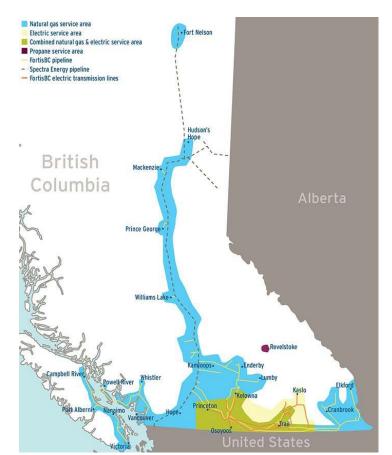
- (1) Includes 2018 forecast to 2023 forecast.
- (2) Includes goodwill.
- (3) Development opportunities are not included in the base capital forecast and would represent incremental capital spending.





# FortisBC A Fortis Company

	FortisBC Gas	FortisBC Electric
Type of Utility	Gas distribution	Electricity
Regulator	British Columbia Utilities (	Commission
Regulatory Model	Cost of service + I	PBR
2018 Formula	8.75% ROE on 38.5% equity	9.15% ROE on 40.0% equity
2018F Midyear Rate Base	\$4.4B	\$1.3B
5-Year CAGR on Midyear Rate Base <sup>(1)</sup>	6.0%	2.4%
2017 Assets % of Total Consolidated Regulated Assets <sup>(2)</sup>	14%	5%
2017 Earnings	\$154M	\$55M
2017 Earnings % of Total Regulated Earnings	15%	5%
Major Capital Projects	Lower Mainland Intermediate Pressure System Upgrade, Inland Gas Upgrades, Eagle Mountain Woodfibre Gas Line Project and Transmission Integrity Management Program	N/A
Development Opportunities (3)	Tilbury further expansion and additional gas infrastructure opportunities	N/A



- (1) Includes 2018 forecast to 2023 forecast.
- (2) Includes goodwill.
- (3) Development opportunities are not included in the base capital forecast and would represent incremental capital spending.





# FortisAlberta

A Fortis Company

Type of Utility	Electricity distribution
Regulator	Alberta Utilities Commission
Regulatory Model	PBR
2018 Formula	8.5% ROE on 37% equity
2018F Midyear Rate Base	\$3.4B
5-Year CAGR on Midyear Rate Base <sup>(1)</sup>	5.1%
2017 Assets % of Total Consolidated Regulated Assets <sup>(2)</sup>	10%
2017 Earnings	\$120M
2017 Earnings % of Total Regulated Earnings	12%
Development Opportunities <sup>(3)</sup>	Renewables, Distribution System Investments, Changing Customer Expectations



- (1) Includes 2018 forecast to 2023 forecast.
- (2) Includes goodwill.
- (3) Development opportunities are not included in the base capital forecast and would represent incremental capital spending.





### Other Electric Utilities

Fortis Companies

	FORTIS ONTARIO (1)	ELECTRIC A FORTIS COMPANY	POWER A FORTIS COMPANY
Type of Utility		Electricity	
Regulator	Ontario Energy Board	Island Regulatory and Appeals Commission	Newfoundland and Labrador Board of Commissioners of Public Utilities
Regulatory Model	Cost of service with incentives	Cost of service on future test year	Cost of service on future test year
2018 Formula	8.78% - 9.30% ROE on 40% equity <sup>(2)</sup>	9.35% ROE on 40% equity	8.50% ROE +/- 40 bps on 45% equity
2018F Midyear Rate Base	\$0.3B	\$0.4B	\$1.1B
5-Year CAGR on Midyear Rate Base <sup>(3)</sup>	27.0%	2.9%	3.3%
2017 Assets % of Total Consolidated Regulated Assets <sup>(4)</sup>	1%	1%	3%
2017 Earnings	\$10M	\$13M	\$41M
2017 Earnings % of Total Regulated Earnings	1%	1%	4%
Major Capital Projects	Wataynikaneyap Transmission Power Project	N/A	N/A
Development Opportunities <sup>(5)</sup>	Municipal Utility Consolidation	Grid Modernization	Grid Modernization

<sup>(1)</sup> Includes Canadian Niagara Power, Cornwall Electric, Algoma Power and Fortis' effective ownership of the Wataynikaneyap Transmission Power Project.

<sup>(5)</sup> Development opportunities are not included in the base capital forecast and would represent incremental capital spending.



<sup>(2)</sup> Allowed ROE is 9.3% for Algoma Power, 8.78% for Canadian Niagara Power distribution and 9.3% for Canadian Niagara Power transmission. Cornwall Electric operates under a franchise agreement with a price-cap and commodity cost flow through and, therefore, is not regulated with reference to an allowed ROE.

<sup>(3)</sup> Includes 2018 forecast to 2023 forecast, including Fortis' effective ownership of the Wataynikaneyap Transmission Power Project.

<sup>(4)</sup> Includes goodwill.

# Other Electric Utilities (Continued)

Fortis Companies





y cineres							
Type of Utility	Electricity						
Regulator	Utility Regulation and Competition Office	Government of the Turks and Caicos Islands					
Regulatory Model	Cost of service						
2017 Achieved ROE	10.6%	6.1%					
2018F Midyear Rate Base	\$0.6B	\$0.4B					
5-Year CAGR on Midyear Rate Base <sup>(2)</sup>	4.8%	2.5%					
2017 Assets % of Total Consolidated Regulated Assets <sup>(3)</sup>	2%	1%					
2017 Earnings <sup>(4)</sup>	\$18M	\$11M					
2017 Earnings % of Total Regulated Earnings <sup>(4)</sup>	2%	1%					

<sup>(1)</sup> Fortis has an approximate 60% controlling interest in Caribbean Utilities Company, Ltd.



<sup>(2)</sup> Includes 2018 forecast to 2023 forecast.

<sup>(3)</sup> Includes goodwill.

<sup>(4)</sup> Excludes earnings from Fortis' 33% equity investment in Belize Electricity Limited.

Capital Forecast (\$millions)(1)						
	2019	2020	2021	2022	2023	2019-2023 Total
Regulated- Independent Electric Transmission						
ITC	865	878	951	943	861	4,498
Regulated- US Electric & Gas						
UNS Energy	1,076	875	624	476	476	3,527
Central Hudson	280	268	276	291	274	1,389
Total Regulated- US Electric & Gas	1,356	1,143	900	767	750	4,916
Pagulated Canadian & Caribbaan Floatria & Can						
Regulated- Canadian & Caribbean Electric & Gas	503	408	430	654	978	2.072
FortisBC Energy FortisBC Electric	116	125	101	105	978	2,973 537
FortisAlberta	414	427	434	449	467	2,191
Other Electric <sup>(2)</sup>	418	479	415	364	376	2,052
Total Regulated- Canadian & Caribbean Electric & Gas	1,451	1,439	1,380	1,572	1,911	7,753
Energy Infrastructure	28	19	19	18	44	128
Total Capital Forecast	3,700	3,479	3,250	3,300	3,566	17,295

<sup>(1)</sup> Capital expenditures are translated at a forecast USD/CAD foreign exchange rate of \$1.28.

<sup>(2)</sup> Comprises Eastern Canadian and Caribbean electric utilities.



# 2018-2023 Rate Base Forecast by Segment

	Rate Base	Forecast	(\$millions) <sup>(1)</sup>					
	2018	2019	2020	2021	2022	2023	3-Year CAGR to 2021	5-Year CAGR to 2023
Regulated- Independent Electric Transmission								
ITC	7,706	8,463	9,148	9,745	10,305	10,824	8.1%	7.0%
Regulated- US Electric & Gas								
UNS Energy	4,850	5,362	5,984	6,292	6,442	6,580	9.1%	6.3%
Central Hudson	1,640	1,827	2,004	2,148	2,259	2,459	9.4%	8.4%
Total Regulated- US Electric & Gas	6,490	7,189	7,988	8,440	8,701	9,039	9.2%	6.9%
Regulated- Canadian & Caribbean Electric & Gas								
FortisBC Energy	4,382	4,444	4,696	5,009	5,052	5,858	4.6%	6.0%
FortisBC Electric	1,322	1,329	1,388	1,438	1,464	1,488	2.8%	2.4%
FortisAlberta	3,352	3,555	3,755	3,936	4,113	4,297	5.5%	5.1%
Other Electric <sup>(2)</sup>	2,849	2,946	3,144	3,452	3,738	3,961	6.6%	6.8%
Total Regulated- Canadian & Caribbean Electric & Gas	11,905	12,274	12,983	13,835	14,367	15,604	5.1%	5.6%
Total Rate Base Forecast	26,101	27,926	30,119	32,020	33,373	35,467	7.1%	6.3%

<sup>(1)</sup> Rate base converted at a projected USD/CAD foreign exchange rate of \$1.28 for 2018 through 2023.

<sup>(2)</sup> Includes Fortis' ownership interest of the Wataynikaneyap Transmission Power Project.

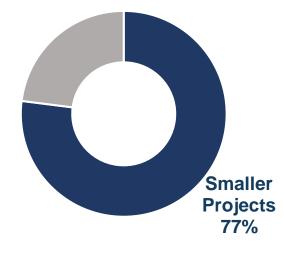


# Major Capital Projects

Significant Capital Projects (\$millions)	2018 Forecast	Total 2019- 2023 Plan	Expected Year of Completion
ITC Multi-Value Regional Transmission Projects	140	332	Post-2023
ITC 34.5 kV to 69 kV Transmission Conversion Project	118	369	Post-2023
UNS Energy Gila River Natural Gas Generating Station Unit 2	-	211	2020
UNS Energy Southline Transmission Project	-	389	2021
UNS Energy New Mexico Wind Project	6	271	2020
FortisBC Lower Mainland Intermediate Pressure System Upgrade	175	252	2020
FortisBC Eagle Mountain Woodfibre Gas Line Project	-	348	2023
FortisBC Transmission Integrity Management Capabilities Project	-	568	Post-2023
FortisBC Inland Gas Upgrades Project	5	220	Post-2023
Wataynikaneyap Transmission Power Project	36	576	2023

### Capital Plan By Project Type

Major Capital Projects 23%





### Opportunities and Risks





### **Opportunities**

- Additional Capital Opportunities
- Improving Economic Growth
- Rising Interest Rates Higher ROE
- Low Natural Gas Prices
- Renewable Energy
- New Technology

### Risks

- Foreign Exchange
- Regulatory Outcomes
- Government Policies
- Taxes, Cross-Border Trade & Environmental
- Disruptive Technology

### Sensitivities

	2019 EPS Impact
50 Basis Point Change in Allowed ROE at ITC	\$0.05
CAD/USD down from \$1.28 to \$1.25	\$0.03

	5-Year Rate Base CAGR
Additional \$1B in Capital Expenditures	50 bps



# Investment-Grade Credit Ratings

APPENDIX

### Credit Ratings

Moody's

Baa3

**S&P Global** 

A-/BBB+



BBB (high)

(1) In April 2018, Moody's issued a credit opinion with no change to the Corporation's credit ratings or outlook.

(2) In March 2018, S&P affirmed the Corporation's credit ratings. The outlook was revised to negative from stable, due to modest temporary weakening of financial metrics as a result of U.S. Tax Reform, which reduces cash flow at the Corporation's U.S. utilities.



**CFO/Debt** > 11%

Improved Holdco Debt / Total Debt

Commitment to Investment-Grade Credit Ratings



# Utility Debt Credit Ratings

Company	S&P Global	DBRS	Moody's
ITCTransmission	А	n/a	A1
Michigan Electric Transmission Company (METC)	А	n/a	A1
ITC Midwest	А	n/a	A1
ITC Great Plains	А	n/a	A1
ITC Holdings	A- <sup>(1)</sup>	n/a	Baa2
Tucson Electric Power	A- <sup>(1)</sup>	n/a	A3
Central Hudson	A-	n/a	A2 <sup>(2)</sup>
FortisBC Energy	n/a	А	A3
FortisBC Electric	n/a	A (low)	Baa1
FortisAlberta	A- <sup>(1)</sup>	A (low)	n/a
Newfoundland Power	n/a	Α	A2

<sup>(1)</sup> In March 2018, outlook was revised to negative from stable as a result of the outlook of Fortis Inc. changing to negative from stable.

<sup>(2)</sup> In June 2018, outlook was revised to negative from stable as a result of higher capital expenditures and U.S. Tax Reform impacts.



# Executive Team



Jocelyn Perry EVP, CFO



Jim Reid EVP, Chief Legal Officer & Corporate Secretary



Phonse Delaney EVP, Chief Information Officer



Nora Duke EVP, Sustainability & CHRO



James Laurito EVP, Business Development



Gary Smith EVP, Eastern Canadian & Caribbean Operations



David Hutchens EVP, Western Utility Operations, President & CEO UNS Energy



Linda Apsey
President & CEO
ITC



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