



# Investor Relations Presentation

January 2019

### Forward-Looking Information

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 2018 and the period 2019 through 2023 and potential funding sources for the capital plan; the Corporation's forecast consolidated and segmented rate base for 2018 and the period 2019 through 2023; the expected timing of filing of regulatory applications and receipt and outcome of regulatory decisions; targeted debt ratios for the period 2018 through 2023; and the nature, timing and expected costs of certain capital projects including, without limitation, the Wataynikaneyap Power Project, ITC Multi-Value Regional Transmission Projects and 34.5 to 69 kV Transmission Conversion Project, UNS Energy Gila River Natural Gas Generating Station Unit 2, Southline Transmission Integrity Management Capabilities Project and Inland Gas Upgrades Project and additional opportunities beyond the base capital plan.

Forward-looking information involves significant risks, 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; reasonable decisions by utility regulators and the expectation of regulatory stability and no significant changes in laws and regulations that may materially negatively affect the Corporation and its subsidiaries. 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. For additional 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 Fortis with Canadian securities regulatory authorities and the Securities and Exchange Commission. All 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 o

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



### **Our Strategy**



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



### High Quality & Diverse Utility Portfolio

~97% REGULATED UTILITY ASSETS

\$26.1 BILLION IN MIDYEAR RATE BASE IN 2018

~92% TRANSMISSION & DISTRIBUTION

10 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 September 30, 2018, except earnings and transmission and distribution are as at December 31, 2017.



### Our Unique Business Model





## Sustainability:

**Environmental Commitment** 



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

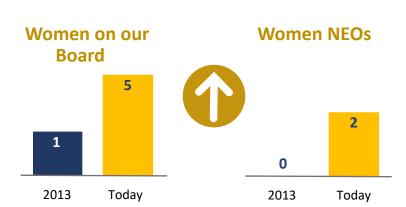


# Governance and Social Commitment





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







### **Fortis Timeline**

1885-2012



**Focused on Canada** 

2013-2016



**U.S. Acquisition Strategy** 

2017-Current



**Focused on Organic Growth in North America** 



### Strong Financial Track Record



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



EPS 5-Year
Historical CAGR
8.0%(2)

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

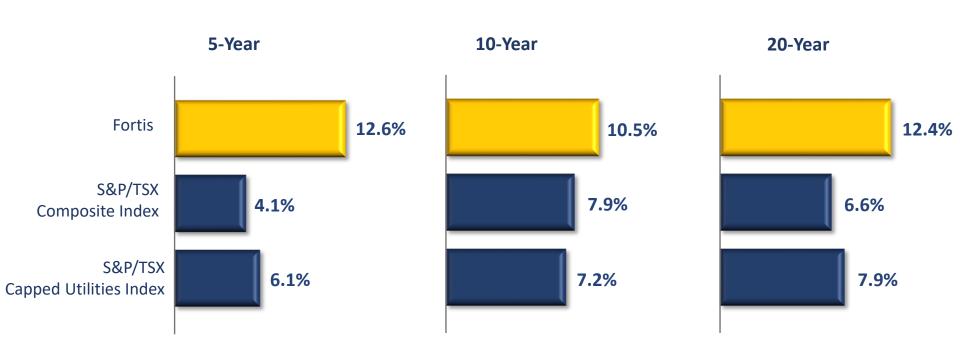


<sup>(2) 5-</sup>year period ending 2017 and reflects adjusted EPS, a non-US GAAP measure.



<sup>(1) 5-</sup>year period ending 2017 and excludes acquisition impacts. Including acquisitions, CAGR is 24%.

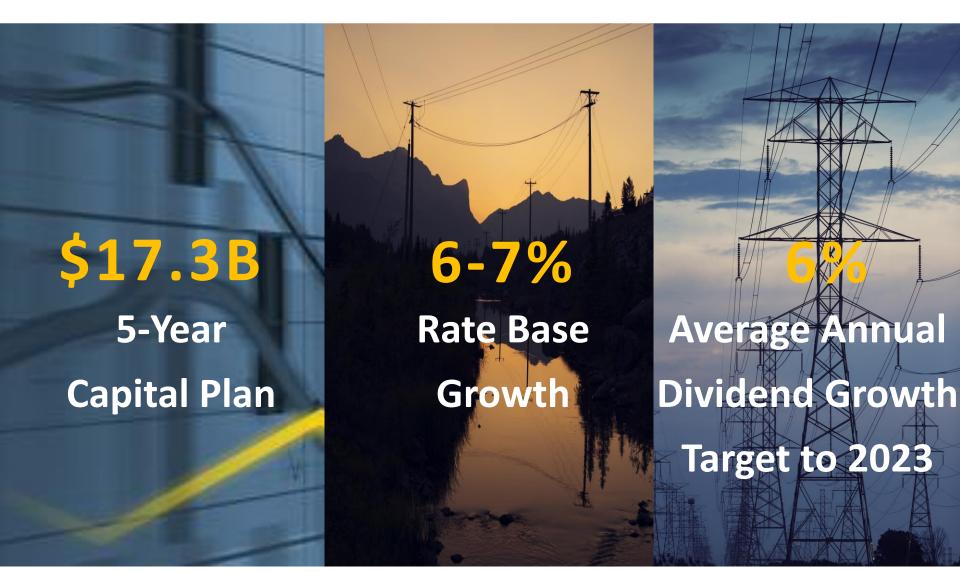
### Average Annualized Total Shareholder Return



Note: For the period ending December 31, 2018.



### New 2019-2023 Business Plan Highlights





# Increase in Capital Plan Driven by Proven Growth Strategy



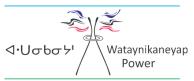
















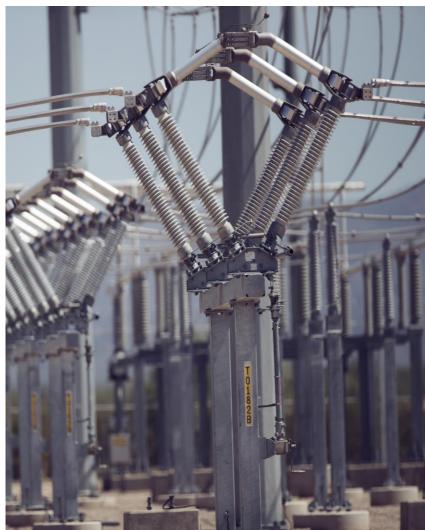




### \$3.5B Average Annual Capital Expenditures

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

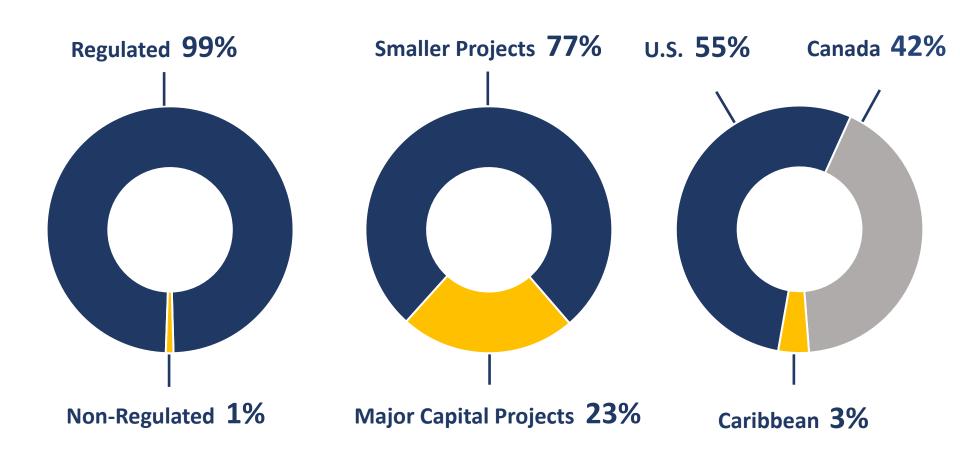




(1) Capital expenditures are translated at a forecast USD/CAD foreign exchange rate of \$1.28.

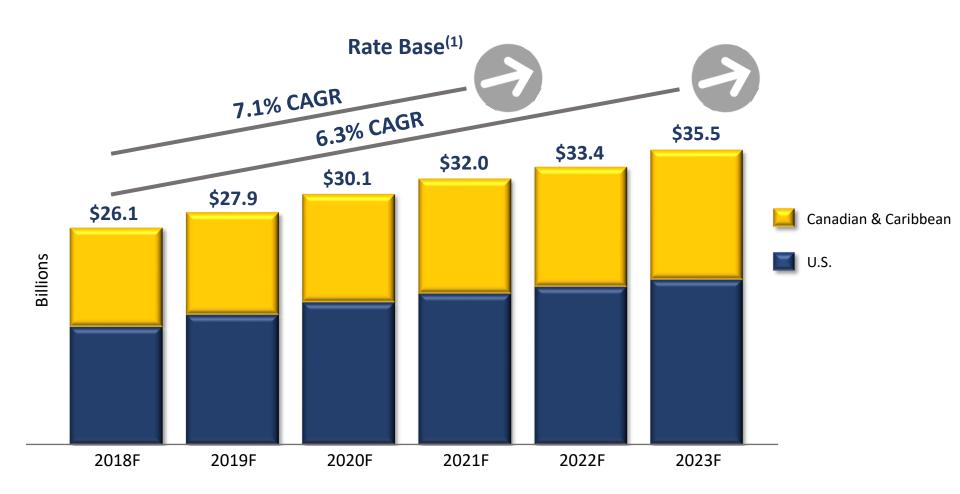


### Low Risk, Highly Executable Capital Plan





### Capital Plan Grows Rate Base to \$35 Billion in 2023



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

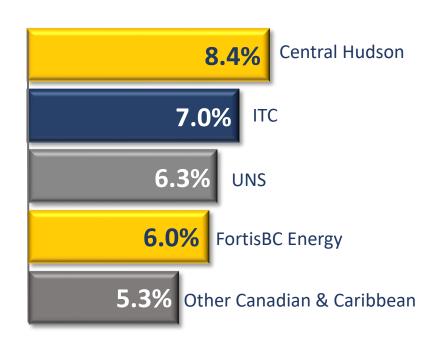


### Strong 5-Year Rate Base Growth



**Rate Base Growth** 

5-Year **6.3**%

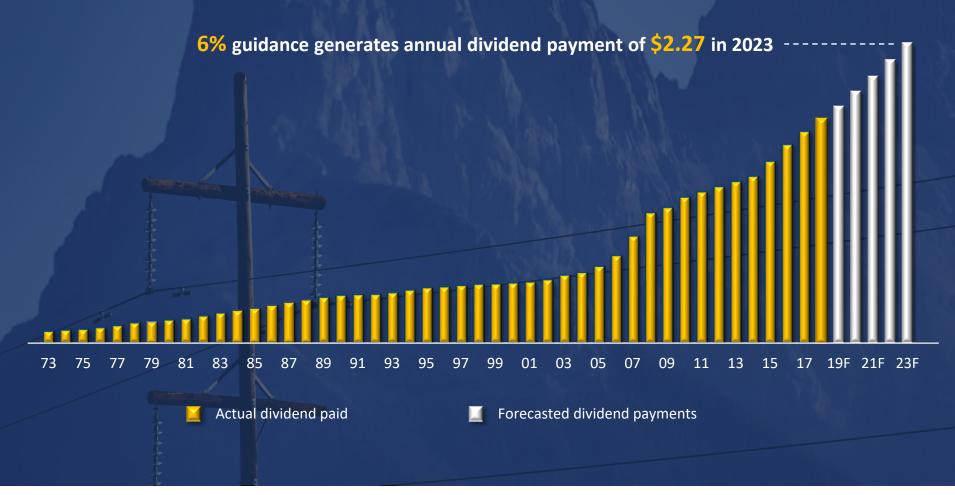




Note: 5-year rate base is for the period 2019 through 2023.



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



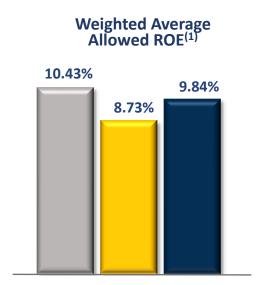


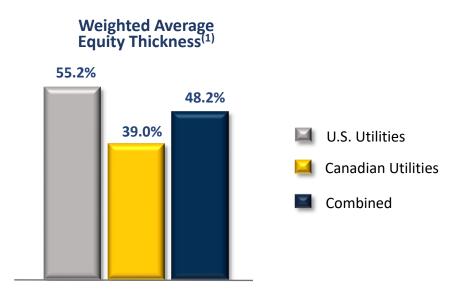
### Additional Energy Infrastructure Opportunities





### **Current Regulatory Framework**





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



### Regulatory Outlook

### **Recent Decisions:**



MISO Independence Incentive Adder Complaint

- Adder reduced to 0.25% effective April 20, 2018
- ITC filed a request for rehearing

### MISO Base ROE Complaints

 FERC established new methodology and requested briefs from utilities in Q1 2019 on proposed adoption

### **Upcoming Proceedings and Decisions:**



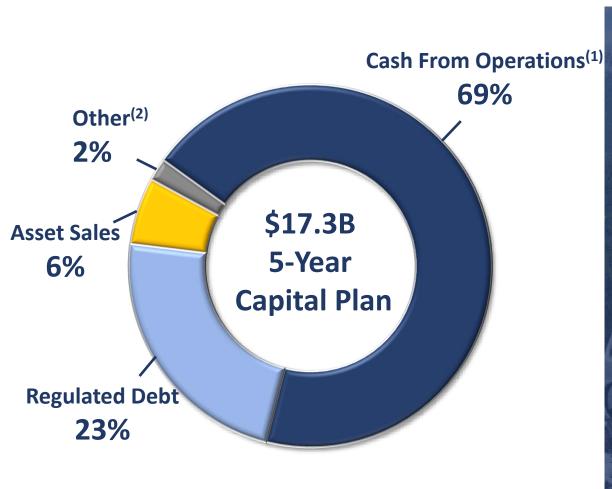
Targeted TEP Rate Case Filing in 2019



Targeted PBR Renewal Filing in 2019



### Effective Funding Plan For 5-Year Capital Program



No Discrete Equity Required to Fund 5-Year Capital Plan

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

ATM Program Unutilized and Provides Financial Flexibility

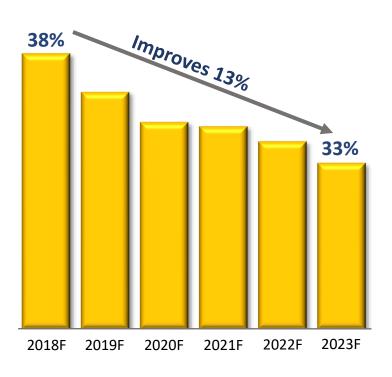
<sup>(2)</sup> Includes non-regulated debt and funds from the Corporation's employee stock purchase plan and stock option plan.



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

### Strengthening Our Credit Profile

# Improved Holdco Debt / Total Debt



Credit Rating
Agencies Rank
Business Risk
Profile as
Excellent/Strong<sup>(1)</sup>

Improving Credit Metrics Over The 5-Year Plan

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



### Why Invest In Fortis?





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









Appendix

### **Utility Overview**

# UNS Energy Central Hudson FortisBC FortisAlberta Other Electric Utilities

### Other

26

27

28

29

30

31 - 32

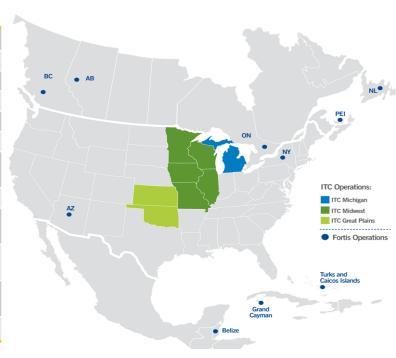
2019-2023 Capital Forecast by Segment	33
2018-2023 Rate Base Forecast by Segment	34
Major Capital Projects	35
Opportunities and Risks	36
Investment-Grade Credit Ratings	37
Utility Debt Credit Ratings	38
Manageable Debt Maturities and Ample Liquidity	39
Expected Upcoming Events	40
Executive Team	41



# **ITC Holdings**

A Fortis Company

Type of Utility	Transmission
Regulator	FERC
Regulatory Model	Independent Transmission Company
2018 Formula	11.07-12.16% 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

APPENDIX

	Tucson Electric	UNS Electric	UNS Gas		
Type of Utility	Elect	ricity	Gas distribution		
Regulator	Arizor	na Corporation Comm	ission		
Regulatory Model	Cost o	f service/historical tes	st year		
2018 Formula	9.75% ROE on 9.5% ROE on 9.75% F 50% equity 52.83% equity 50.8% of				
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 <sup>(3)</sup>	Development Opportunities <sup>(3)</sup> 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.



UNS Energy Corporation
A Fortis Company

### 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 Gas	FortisBC Electric				
Type of Utility	Gas distribution	Electricity				
Regulator	British Columbia Utilities	British Columbia Utilities Commission				
Regulatory Model	Cost of service +	- 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 & Transmission Integrity Management Program	N/A				
Development Opportunities <sup>(3)</sup>	Tilbury further expansion & 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)	MARITIME 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>(5)</sup> Development opportunities are not included in the base capital forecast and would represent incremental capital spending.



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

<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** 

	Caribbean Utilities <sup>(1)</sup>	FORTISTCI
Type of Utility	Elect	tricity
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>(4)</sup> Excludes earnings from Fortis' 33% equity investment in Belize Electricity Limited.



<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.

### 2019-2023 Capital Forecast by Segment

Са	pital Forecast <sup>(1)</sup>	)				
(\$millions)	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
Regulated - Canadian & Caribbean Electric & Gas						
FortisBC Energy	503	408	430	654	978	2,973
FortisBC Electric	116	125	101	105	90	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

 $<sup>\</sup>begin{tabular}{ll} \end{tabular} \begin{tabular}{ll} \end{tabular} \beg$ 



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

### 2018-2023 Rate Base Forecast by Segment

Rate Base Forecast <sup>(1)</sup>								
(\$millions)	2018	2019	2020	2021	2022	2023	3-Year CAGR to 2021	5-Year CAGR to 2023
Descripted Independent Floatin Transmission								
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		5.6%
Total Rate Base Forecast	26,101	27,926	30,119	32,020	33,373	35,467	7.1%	6.3%

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

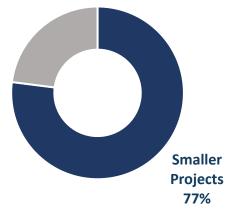


<sup>(1)</sup> Rate base translated at a forecast USD/CAD foreign exchange rate of \$1.28.

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**

- 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



### **Credit Ratings**

Moody's

Baa3<sup>(1)</sup>

S&P Global

A- / BBB+(2)



BBB (high)



**CFO/Debt > 11%** 

Improved Holdco Debt / Total Debt

Commitment to Investment-Grade Credit Ratings

- (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.



### **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	А3
Central Hudson	A-	n/a	A2 <sup>(2)</sup>
FortisBC Energy	n/a	А	А3
FortisBC Electric	n/a	A (low)	Baa1
FortisAlberta	A- <sup>(1)</sup>	A (low)	n/a
Newfoundland Power	n/a	А	A2

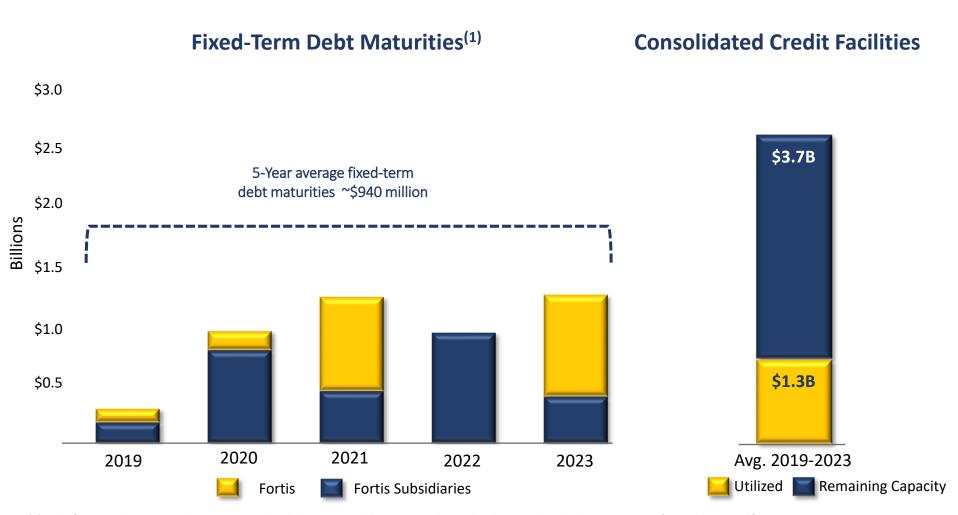
<sup>(2)</sup> In June 2018, outlook was revised to negative from stable as a result of higher capital expenditures and U.S. Tax Reform impacts.



<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.

#### APPENDIX

# Manageable Debt Maturities and Ample Liquidity



<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.



### **Expected Upcoming Events**

APPENDIX

# **Upcoming Investor Presentations**

CIBC 22<sup>nd</sup> Annual Whistler Investor Conference

January 24, 2019

# **Expected Upcoming Earnings Release Dates**

Q4 – 2018 February 15, 2019

Q1 – 2019 May 1, 2019









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



Charles Freni President & CEO Central Hudson



Michael Mosher President & CEO FortisAlberta



Roger Dall'Antonia President & CEO FortisBC

