

National Bank
Canadian Clean Energy
Infrastructure Conference
June 2-3, 2020



### FORTIS... 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 Private Securities Litigation Reform Act of 1995 (collectively referred to as "forward-looking information"). Forward-looking information 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 includes, without limitation: targeted average annual dividend growth through 2024; forecast capital expenditures for the period from 2020 through 2024; forecast rate base for the period 2020 through 2024; FortisBC's 2030 GHG emission goal; TEP's renewable energy target; the expected timing of regulatory decisions including at TEP and FortisBC; forecast debt maturities for the period 2020 through 2024; and TEP's resource transition 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 assumptions include, but are not limited to: no material impact from the COVID-19 pandemic; reasonable outcomes for regulatory proceedings and the expectation of regulatory stability; the successful execution of the five-year capital expenditure plan; no material capital project or financing cost overruns; sufficient human resources to deliver service and execute the capital expenditure plan; no significant variability in interest rates; and the Board exercising its discretion to declare dividends, taking into account the business performance and financial condition of the Corporation. 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 the Corporation with Canadian securities regulatory authorities and the Securities and Exchange Commission. All forward-looking information herein is given as of the date of this presentation. 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 is in Canadian dollars and rate base refers to mid-year rate base.

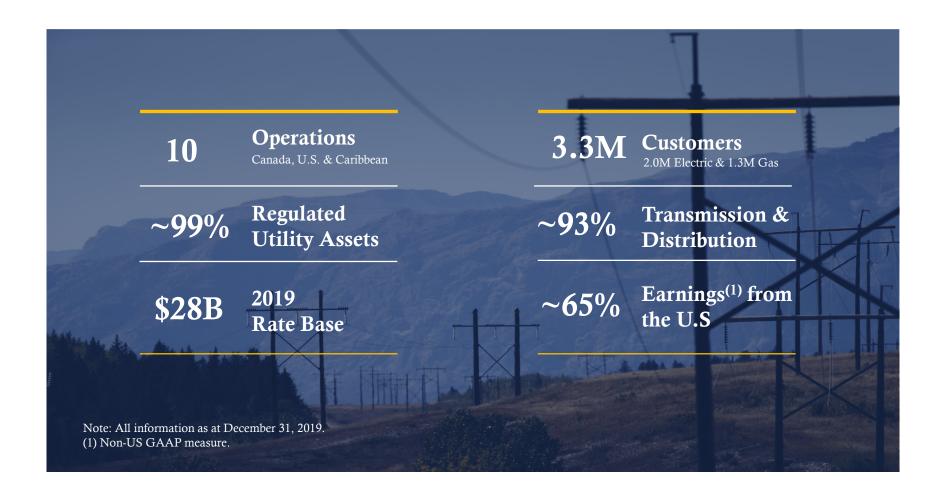
### **FORTIS**<sub>INC</sub>

# A Geographically Diverse Energy Delivery Business

- Regulated Electric
- Regulated Gas
- FERC-Regulated Electric Transmission
- Long-Term Contracted Hydro Generation
- Natural Gas Storage Facility



# FORTIS High Quality Portfolio



### FORTIS... Long-Term Strategy

- ✓ The safety and health of our employees is the priority
- ✓ Focused on delivering reliable service to our customers



### **STRATEGY**

Leverage the operating model, footprint of our businesses, operating expertise, reputation and financial strength to execute on growth opportunities



#### **AREAS OF FOCUS:**

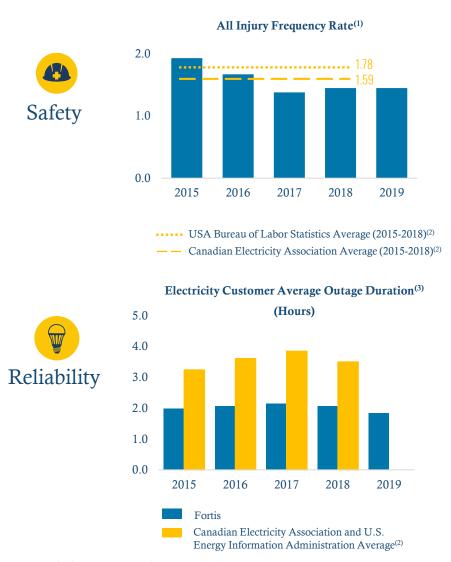
Capital Investment Plan Customer & Regulatory Relationships

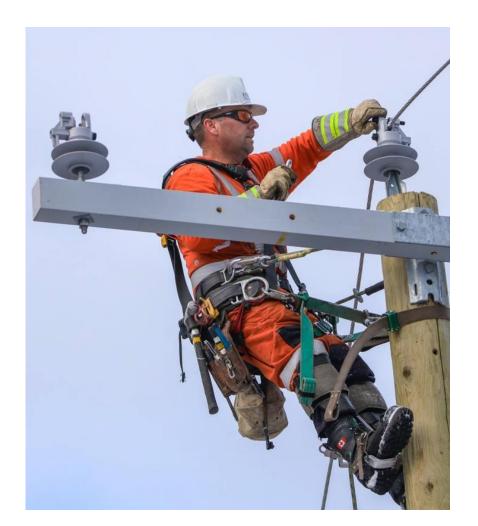
Sustainability & Delivery of Cleaner Energy

System Resiliency, Innovation & Cybersecurity Energy
Infrastructure,
LNG Expansion
&
Energy Storage

Investment Grade Credit Ratings

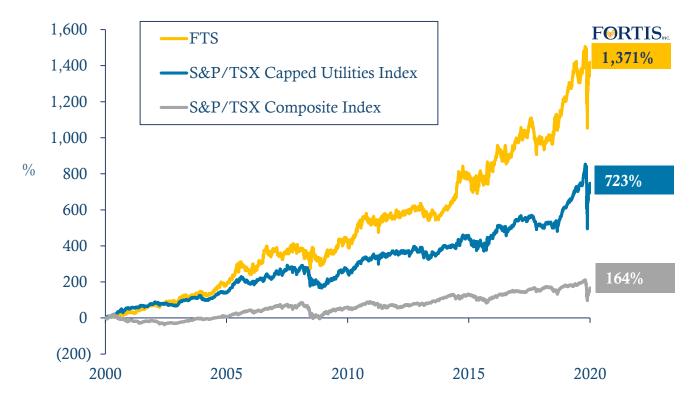
# FORTIS... Strong Operational Performance





- (1) Injuries per 200,000 hours worked
- (2) 2019 industry comparator will be available later in 2020
- (3) Based on weighted average of Fortis' customer count in each jurisdiction

# FORTIS... Superior 20-Year Total Shareholder Return



FTS Total Shareholder Returns (Average Annual)			
1-Year	12.7%		
5-Year	10.6%		
10-Year	10.8%		
20-Year	14.4%		

Note: Cumulative 20-year total shareholder return as at April 30, 2020.

### FORTIS... Strategically Positioned to Navigate Through COVID-19



### **Operationally:**

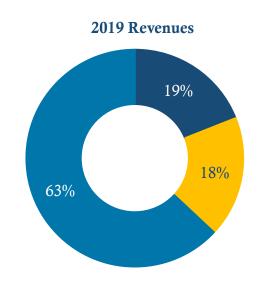
- ✓ 10 locally operated utilities
- Essential workers maintaining and operating electricity grids and natural gas networks
- ✓ Limited impacts on supply chain
- ✓ Key operational employees sequestered
- ✓ Social distancing and good hygiene practices in place



### Financially:

- ✓ ~82% of annual revenues protected by regulatory mechanisms or from residential sales<sup>(1)</sup>
- ✓ Strong liquidity
- ✓ Foreign exchange potential tailwind from strengthening U.S. dollar
- ✓ Limited pension expense exposure

# **~82% of Revenues Protected by Regulatory Mechanisms** or From Residential Sales



### **EPS Sensitivity**

Annual EPS Impact (\$)	UNS	Other Electric
+/- 1% Residential Sales	+/- \$0.008	+/- \$0.006
+/- 1% Commercial and Industrial Sales	+/- \$0.008	+/- \$0.004

- Revenues Protected by Regulatory Mechanisms (1)
- Residential Revenues Not Protected by Regulatory Mechanisms (2)
- Commercial and Industrial Revenues Not Protected by Regulatory Mechanisms (3)

<sup>(1)</sup> Includes regulatory mechanisms at ITC, Central Hudson, FortisBC, and 85% of FortisAlberta's revenues which are based on fixed-billing determinants. Also includes wholesale/other revenues at UNS that do not have a significant impact on earnings and are primarily returned to customers through regulatory mechanisms.

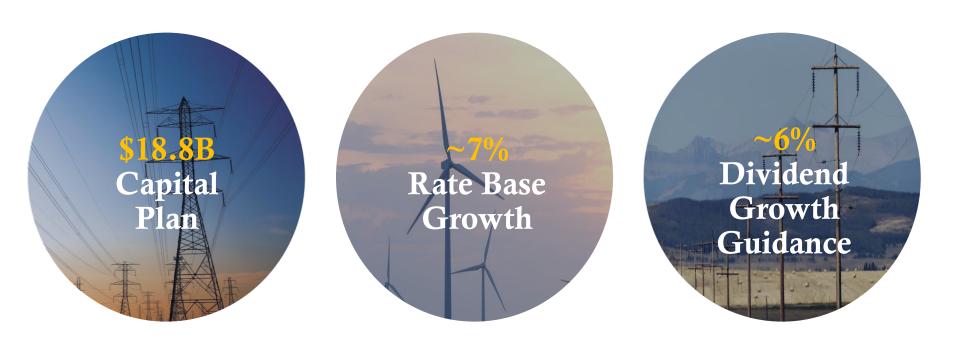
<sup>(2)</sup> Residential revenues not protected by regulatory mechanisms from change in sales with 9% at UNS and 10% at Other Electric in 2019.

<sup>(3)</sup> Commercial and Industrial revenues not protected by regulatory mechanisms from change in sales with 9% at UNS and 9% at Other Electric in 2019.

### FORTIS... Local Economic Overview

#### **Commentary on Local Economy Regulatory Mechanisms** 1st Month into Pandemic **Protecting Changes in Sales Takeaway** • Peak load down ~20%; Strict Stay-at-Home Order in Michigan System Trends: • Auto manufacturers and suppliers began reopening in mid-May • Residential sales increased ~7% due to weather Residential Sales Up Commercial and industrial sales down ~10% X **UNS Energy Corporation** • Overall sales decreased ~4% A Fortis Company Commercial & Industrial Residential sales unchanged Sales Down • Minimal exposure to commercial and industrial sales • On a combined basis, residential and commercial sales up slightly in B.C.; Industrial sales slightly down Western $\sim$ 3% Decline in Sales • Alberta hit by collapse in oil prices; Residential sales Canada up ~4%; Commercial/Industrial sales down ~32%; at Utilities Without ~85% of revenue based on fixed-billing determinants Regulatory Mechanisms • Minimal sales impacts for Eastern Canadian utilities Other X Electric • Travel restrictions impacting Caribbean economy

### FORTIS Our Five-Year Plan



### FORTIS... Five-Year Capital Plan

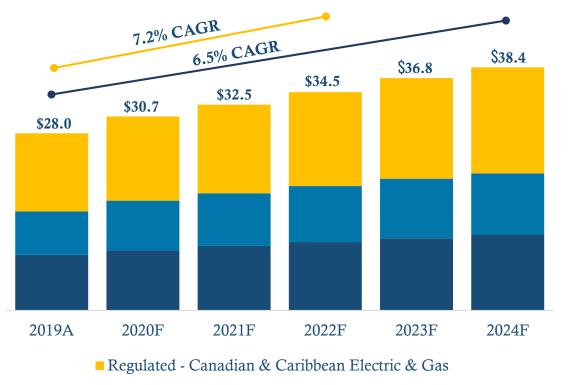


2020 Capital Plan on Track

**\$1.2B** Invested in Q1 2020

- Regulated Canadian & Caribbean Electric & Gas
- Regulated Electric & Gas U.S.
- U.S. Transmission ITC

### FORTIS... 2020-2024 Rate Base(1)



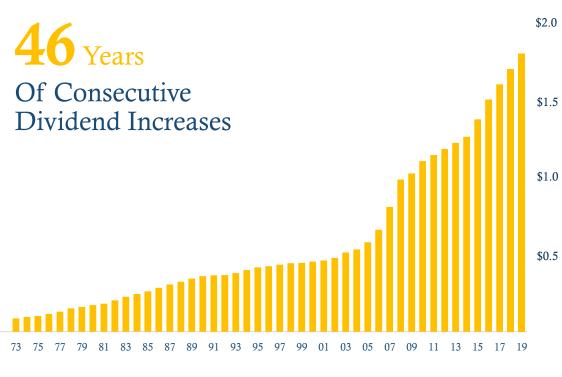


- Regulated U.S. Electric & Gas
- Regulated Independent Electric Transmission (ITC)

<sup>(1)</sup> Reflects midyear rate base. US dollar-denominated rate base for 2019 is based on the actual average USD/CAD foreign exchange rate of \$1.33 and forecast rate base for 2020-2024 is based on \$1.32.

# FORTIS... Dividend Guidance Supported by Long-Term Growth Strategy





Dividend Payments

## **FORTIS**... Growth Expected Beyond 2024: Three Largest Utilities Account for 2/3 of Capital Plan







Today's 5-Year Capital Plan

\$4.9B

\$3.8B

\$3.9B

**Potential Future** 

**Drivers of** 

Growth

(Not Yet Included

in Capital Plan)

- Generation shift to renewables:
  - Significant renewable capacity and battery storage in MISO and SPP queues(1)
  - Need for additional regional projects (MISO multi-value projects at capacity upon completion)
- Resiliency:
  - Hardening of physical assets and IT/fibre networks

- Resiliency:
  - Tilbury LNG storage
  - Southern Crossing Expansion
- Target of 30% reduction in customer GHG emissions by 2030
  - Renewable gas target of 15% by 2030
- Tilbury expansion to support additional liquefaction for export opportunities

- TEP target of 30% renewables 9 years ahead of schedule
- 2020 Integrated Resource Plan (IRP) will provide visibility on investments to further the delivery of cleaner energy

### FORTIS... Update on Regulatory Proceedings



- FERC MISO Return on Equity On May 21, 2020 FERC issued an Order establishing a three-part ROE methodology yielding a new base ROE of 10.02%, resulting in an all-in ROE of 10.77% with incentives compared to the previous all-in ROE of 10.63%
- NOIs on ROE and Incentives Transmission Incentive NOPR issued in March 2020



• TEP General Rate Application – Procedural schedule delayed due to COVID-19; decision expected in late 2020 which seeks rates reflecting additional ~US\$700M invested in rate base since last rate case



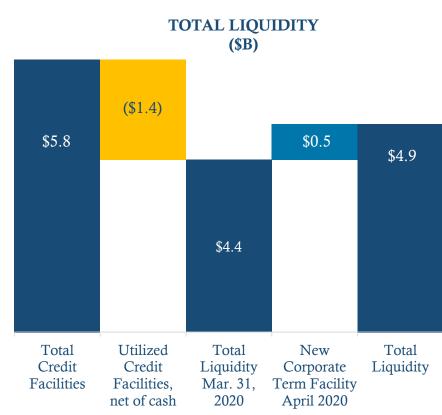
- 2020-2024 Multi-Year Rate Plan Expect final order by mid-2020
- Tilbury Expansion Initial project description filed with regulators to begin federal impact assessment and provincial environmental assessment



- Generic Cost of Capital Proceeding Timing and process under review
- AESO Tariff Application Additional procedural steps to be completed by September 2020, with decision expected in late 2020

## FORTIS... Strong Liquidity Position

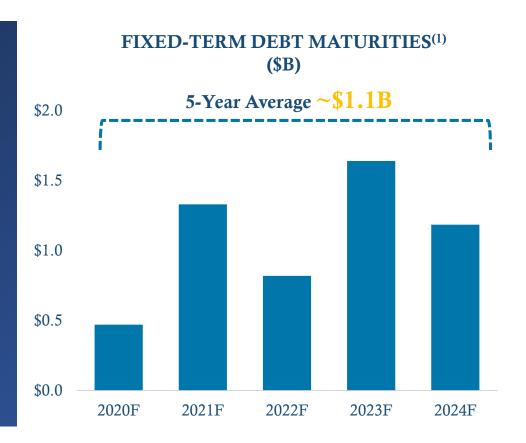
- ✓ Fortis well positioned on liquidity given 2019 actions
  - Waneta Asset Sale ~\$1B
  - Q4 Equity Issuance ~\$1.2B
- ✓ ~\$5B consolidated credit available on facilities, including \$1.8B unutilized Corporate credit facilities
- ✓ ~80% of credit facilities unsecured committed revolvers with maturities ranging from 2022-2025



## FORTIS... Strong Access to Debt Markets & Manageable Maturities

### **DEBT ISSUANCES COMPLETED IN Q2 2020**

- ✓ ITC
  - US\$700M 10-year 2.95% notes
- ✓ UNS
  - US\$350M 30-year 4.00% notes
- ✓ Central Hudson
  - US\$30M 30-year 3.42% notes
- ✓ FortisBC
  - \$75M 30-year 3.12% notes
- ✓ Newfoundland Power
  - \$100M 40-year 3.61% bonds



### FORTIS... Investment-Grade Credit Ratings and Funding Plan Intact

### **CREDIT RATINGS**

S&P Global	A- <sup>(1)</sup>
DBRS MORNINGSTAR	BBB (high) <sup>(2)</sup>
Moody's	Baa3

- ✓ S&P and DBRS Morningstar Affirmed Ratings in 2020
- ✓ Improved Credit Metrics in 2019
- ✓ Strong Liquidity

(2) On May 4, 2020 DBRS Morningstar affirmed Fortis' BBB (high) issuer and unsecured debt ratings and changed the trend to positive from stable.

<sup>(1)</sup> S&P rating reflects the issuer credit rating. Fortis' unsecured debt rating is BBB+. Ratings were affirmed on March 27, 2020 and S&P maintained the negative outlook due to COVID-19. On April 2, 2020 S&P revised its assessment of the North American regulated utility industry to negative from stable due to the impacts of COVID-19.



Sustainability Overview



# FORTIS... Sustainability: It's How We Do Everything



# Focused on Delivering Cleaner Energy



30% GHG Reduction by 2030



28% Renewable Power in 2021

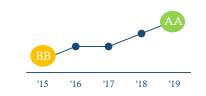
### **Strong Performance**

**Outperformed** Industry Averages in **Safety** and **Reliability** Measures

### **Strong Gender Diversity**

Throughout Company Including Board, Head Office & Executive Team

# Industry Recognition MSCI ESG Rating Upgrade to 'AA' (1)



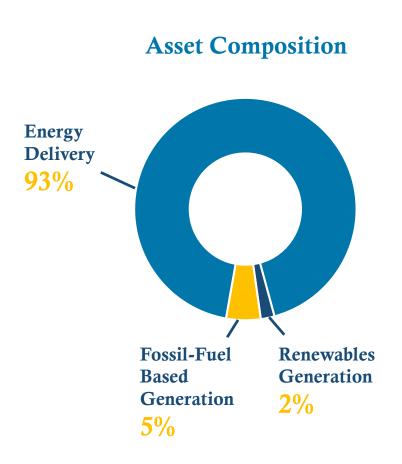
### Ranked Top 20

in Globe & Mail Board Games for past five years<sup>(2)</sup>

<sup>(1)</sup> MSCI is a leading ESG rating group that rates companies on a 'AAA' to 'CCC' scale according to their exposure to industry-specific ESG risks and their ability to manage those risks relative to peers.

<sup>(2)</sup> The Globe and Mail ranks over 200 Canadian corporate boards based on the quality of their governance practices in four broad subcategories: board composition, shareholding & compensation, shareholder rights and disclosure.

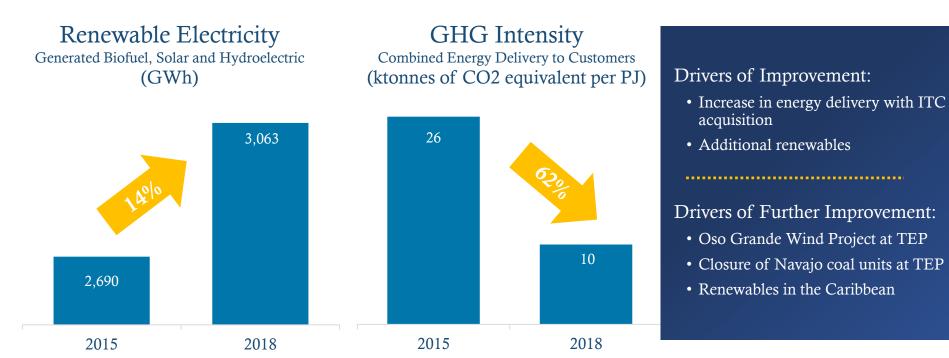
### FORTIS... Primarily an Energy Delivery Business





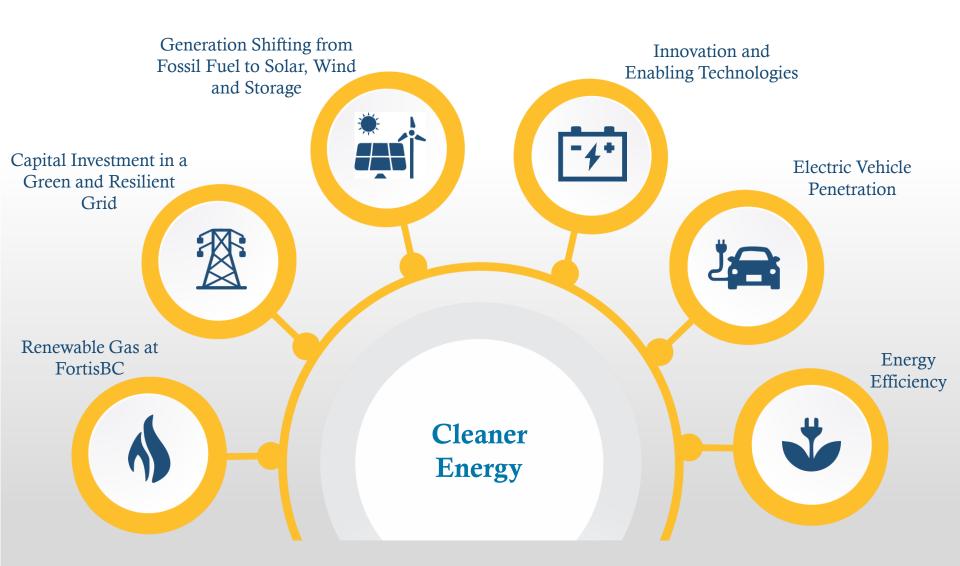
Note: All information as at December 31, 2019.

### FORTIS... Our Environmental Performance





# **FORTIS** Path to Cleaner Energy

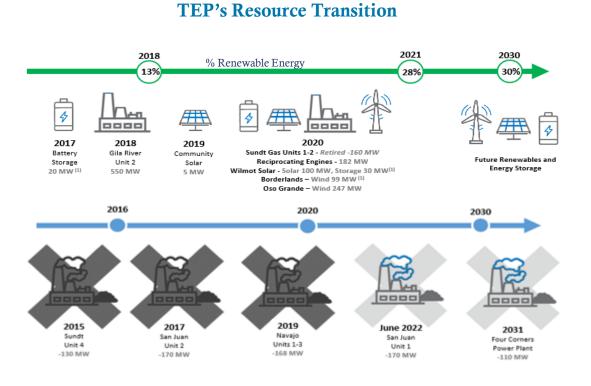


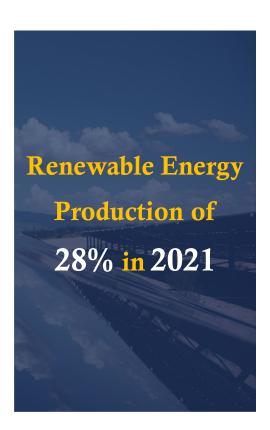
### FORTIS... ITC Building the Grid of the Future





### FORTIS... Arizona Focused on Renewables





(1) Projects developed through purchase power agreements

### FORTIS... TEP Collaborating with Local University to Create New Goals



# Developing New Carbon Emission Goals

- Advisory Committee of Key Community Stakeholders
- Collaboration with University of Arizona's Institute of the Environment
- To be filed with Integrated Resource Plan in June 2020

# FORTIS GHG Reduction by 2030



Energy Efficiency

Conservation & Efficiency Programs Increased to ~\$370M through 2022



### Renewable Natural Gas

**Currently Utilizing** Renewable Natural Gas<sup>(1)</sup>

Regulatory Approval Received at FortisBC's largest RNG project to date<sup>(2)</sup>



### Global LNG

Positioning BC as a Domestic & International **Bunkering Hub** 

Provincial Government Supportive of Global LNG



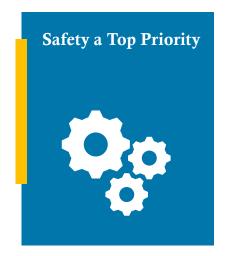
### Zero & Low-Carbon **Transportation**

FortisBC Owns and Operates 19 Charging Stations<sup>(3)</sup>

Owns and Operates 15 Compressed Natural Gas Stations

- (1) Locations include Sea Breeze Dairy Farm, Surrey Biofuel Facility, Fraser Valley Biogas, Salmon Arm Landfill (owned and operated by FortisBC) & Glenmore Landfill (owned and operated by FortisBC).
- (2) Renewable Natural Gas production at Vancouver Landfill
- (3) Includes 17 fast-charging stations and 2 level two chargers.

# **FORTIS** Our Social Commitment















## FORTIS... Collaborating on Innovation

### **Energy Impact Partners**



Cleantech

**Energy Fund** 

A Fund By Utilities, For Utilities

14 utility partners63M households

\$250B+ market cap

# Investing in the Future of Energy













### FORTIS Board of Directors



**Douglas J. Haughey**Chair of the Board



Barry Perry\*
President & CEO,
Fortis



**Tracey C. Ball**Chair of the Audit Committee



Pierre J. Blouin
Chair of the Governance and
Nominating Committee



Jo Mark Zurel
Chair of the Human
Resources Committee



Female Board Members

50%/50% U.S./Canada Residency



Paul J. Bonavia



Lawrence T. Borgard



Maura J. Clark



Margarita K. Dilley



Julie A. Dobson

100%

Have Senior Executive Experience

**50%** 

Have Sustainability Skills & Experience

<sup>\*</sup> Not independent

# **FORTIS** Corporate Governance Approach

Responsibility Matrix	Board	Governance & Nominating Committee	Human Resources Committee	Audit Committee
Strategy				
Executive Succession Planning				
Executive Compensation				
Board Assessment and Renewal		$\checkmark$		
Sustainability				
Risk Management				
Financial Oversight				
Cybersecurity				
Safety and Reliability				



# FORTIS Why Invest In Fortis?

