

## LEGAL DISCLAIMER

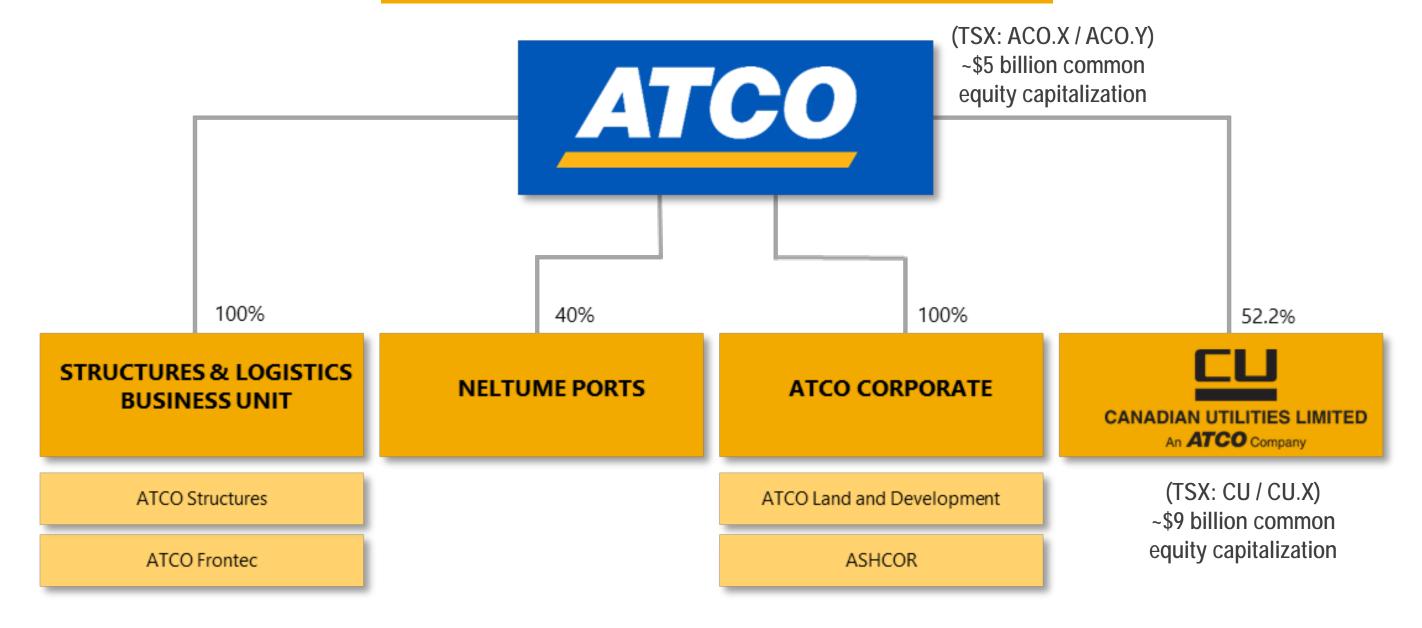
Statements made by representatives for ATCO Ltd. and Canadian Utilities Limited and information provided in this presentation may be considered forward-looking statements. By their nature, such statements are subject to numerous known and unknown risks and uncertainties and therefore actual results may differ materially from those currently anticipated. ATCO Ltd. and Canadian Utilities Limited disclaim any intention or obligation to update or revise such statements. Due to the nature of the Corporation's operations, quarterly revenues and earnings are not necessarily indicative of annual results.

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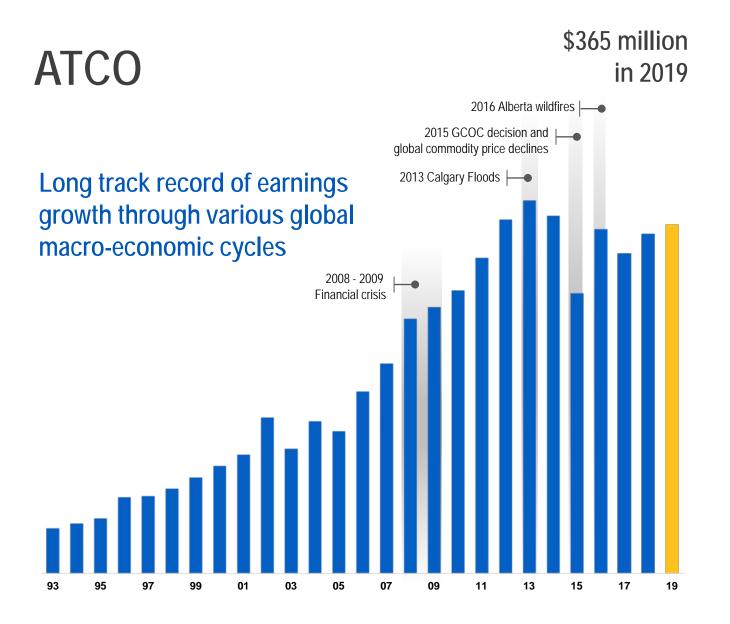


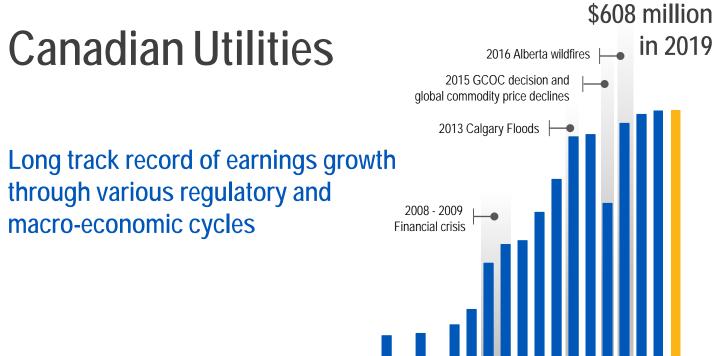
#### ORGANIZATIONAL STRUCTURE





### TRACK RECORD OF EARNINGS









<sup>\*</sup> In June 1980 ATCO acquired a majority interest in Canadian Utilities

# TRACK RECORD OF SUCCESS: DIVIDENDS



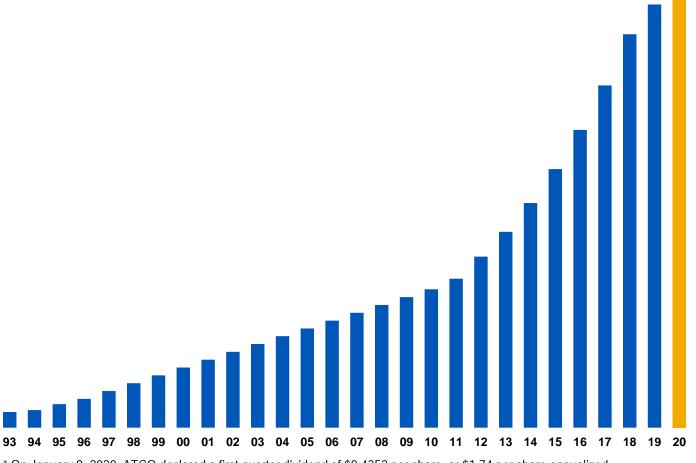
27 years of annual dividend increases\*

\$1.74 per share

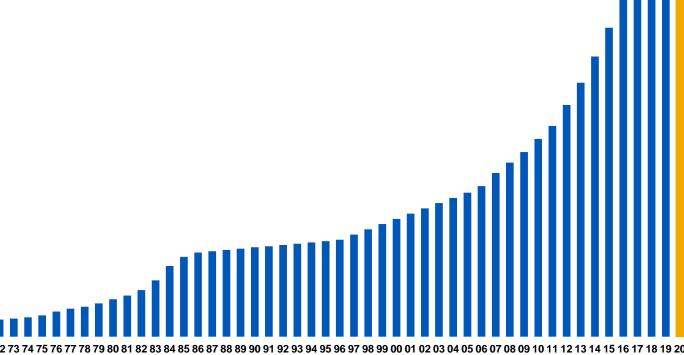
#### **Canadian Utilities**

48 years of annual dividend increases\*

Longest track record of annual dividend increases of any Canadian publicly traded company



\* On January 9, 2020, ATCO declared a first quarter dividend of \$0.4352 per share, or \$1.74 per share annualized.



\*On January 9, 2020, Canadian Utilities declared a first quarter dividend of \$0.4354 per share, or \$1.74 per share annualized.

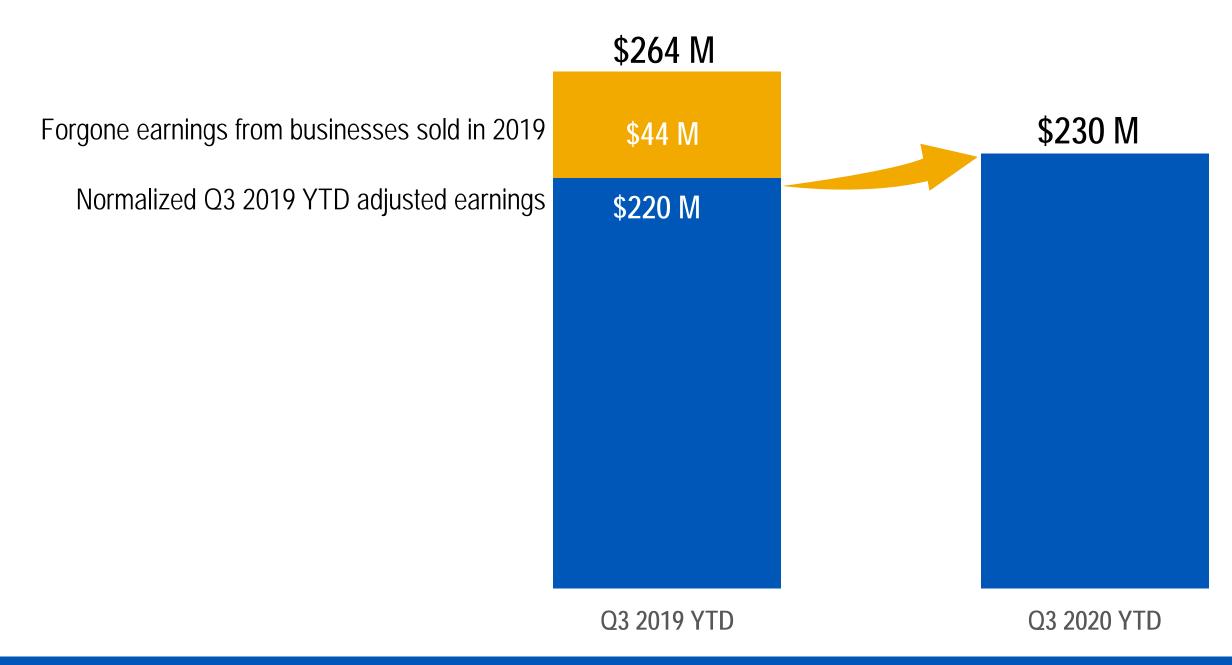




\$1.74

per share

#### ATCO Q3 2020 YTD EARNINGS



## STRONG CREDIT RATINGS



ATCO Ltd.	A (low) Stable
Canadian Utilities Limited (CU)	A Stable
CU Inc.	A (high) Stable

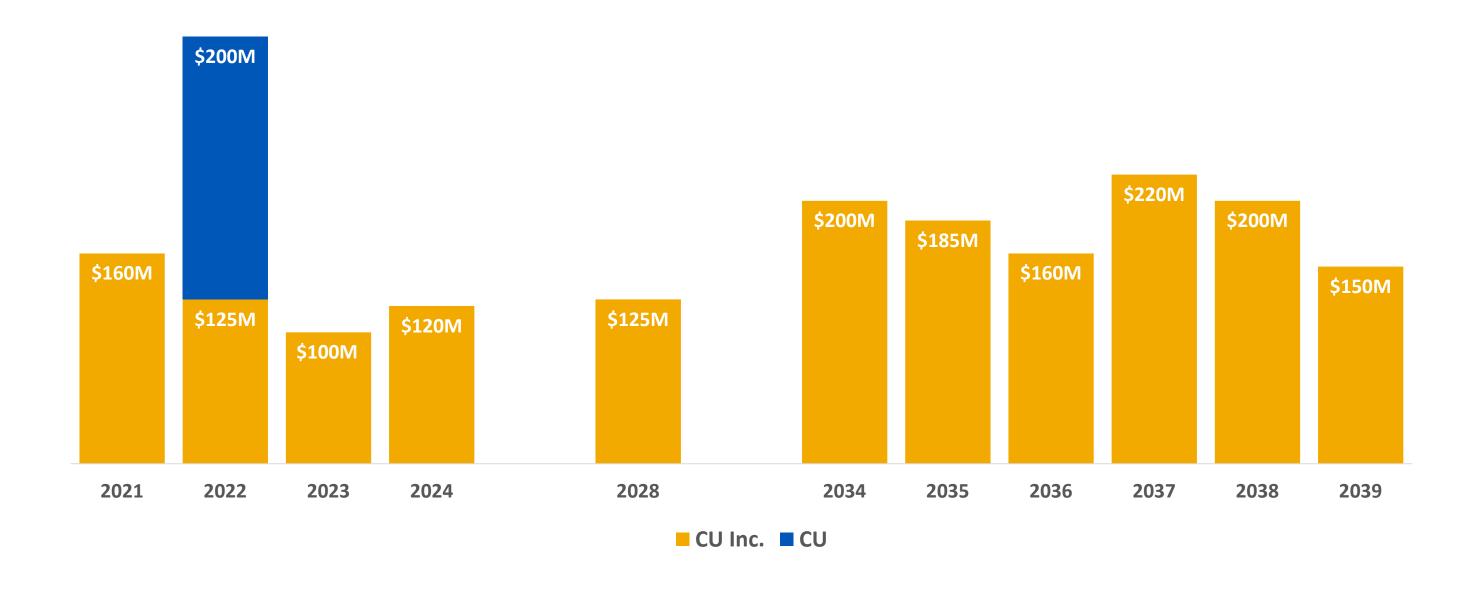
"ATCO's rating is supported by the credit strength of CU, which is an intermediate holding company with a sizable portion of low-risk, well-diversified regulated businesses that has generated strong and predictable cash flows."

**S&P Global** Ratings

ATCO Ltd.	A- Negative
Canadian Utilities Limited	A- Negative
CU Inc.	A- Stable

"Our view of ATCO's business risk profile as excellent has not changed, largely reflecting the Company's lower-risk regulated electric and natural gas utility operations, large customer base, regulatory and geographic diversity, and effective management of regulatory risk."

#### DEBT MATURITY PROFILE





## 2019 SUSTAINABILITY REPORT-ESG HIGHLIGHTS

#### **Energy Stewardship**

3.5% hydrogen successfully blended with natural gas as part of the Clean Energy Innovation Hub in Australia, with a long-term goal of blending up to 15% hydrogen.

electric vehicle charging stations installed in Alberta through the Peaks to Prairies project.

#### **Environmental Stewardship**

reduction in our direct GHG emissions in 2019, equal to almost 2.5 million tonnes.

775 tonnes of GHG emissions avoided at ATCO operations by switching to renewable energy sources.

#### **Safety**

reduction in employee lost-time incident frequency in 2019.

#### Community & Indigenous Relations

\$9.3 Invested in communities through gifts-in-kind, sponsorships, donations and our matching contribution to the employee-led ATCO Employees Participating in Communities (ATCO EPIC) program.

partnerships, joint ventures, and relationship agreements with Indigenous communities.

40% equity interest in APL Fort McMurray West 500-kV Transmission line purchased by seven Indigenous communities along the route.

#### **Governance**

33% of ATCO directors elected in 2019 are women.

36%

of Canadian Utilities directors elected in 2019 are women. DADs

Each business unit has a Designated Audit Director who oversees financial and operating results, risk management and reports regularly to the Audit & Risk Committee of the Board of Directors.





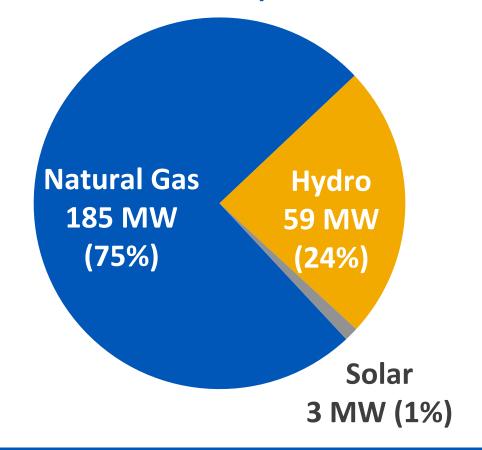
#### CHANGING ELECTRICITY GENERATION PORTFOLIO

#### **2019 GENERATION BUSINESS CHANGES**

- In September 2019, Canadian Utilities sold the entire Canadian fossil fuel-based electricity generation business for aggregate proceeds of \$821 million.
  - Sold 12 coal-fired and natural gas-fired electricity generation assets located in Alberta, British Columbia, Saskatchewan and Ontario, with generating capacity of approximately 2,300 MW.

#### **2020 GENERATION BUSINESS**

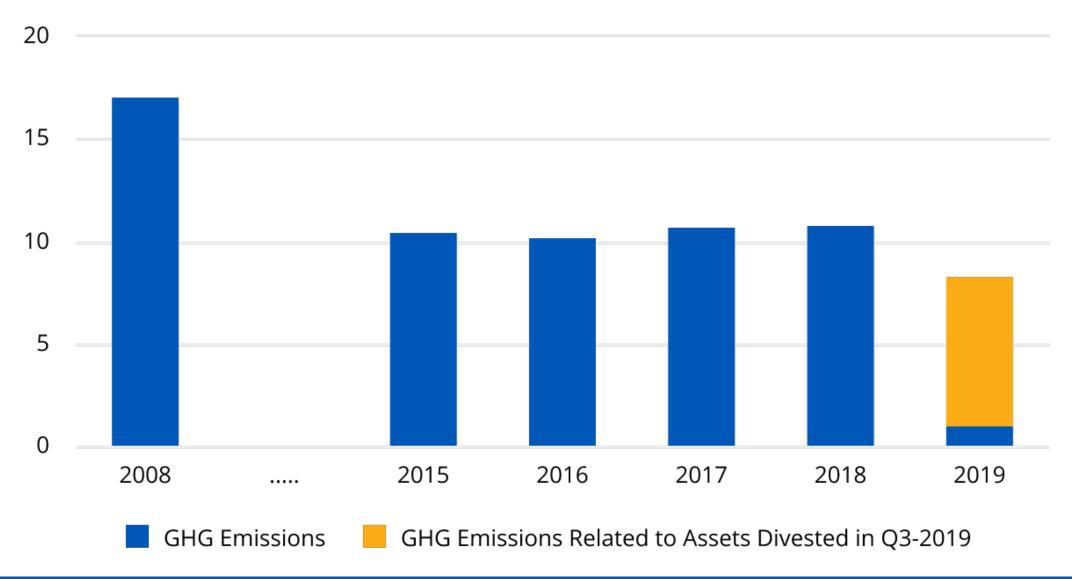
**Expanding Renewable Electricity Generation Capabilities** 





# CANADIAN UTILITIES DIRECT GREENHOUSE GAS EMISSIONS

Direct GHG Emissions (million tonnes CO2e)



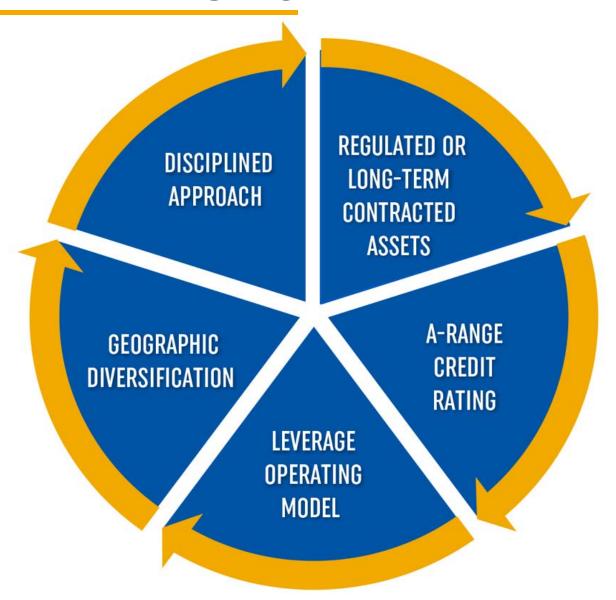






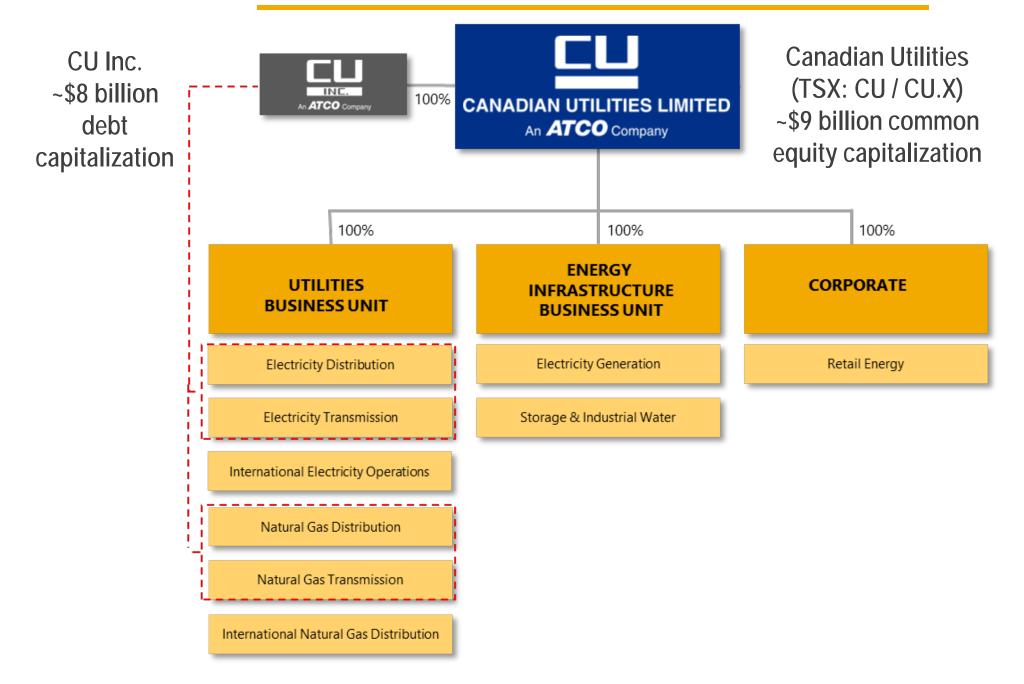
# CANADIAN UTILITIES CAPITAL INVESTMENT APPROACH

- Disciplined and prudent approach
- Utility and utility-like assets: regulated or long-term contracted
- "A" range credit rating focus
- The ability to leverage our operating model
- Geographic diversification: Outside Alberta, North America, Latin America, & Australia



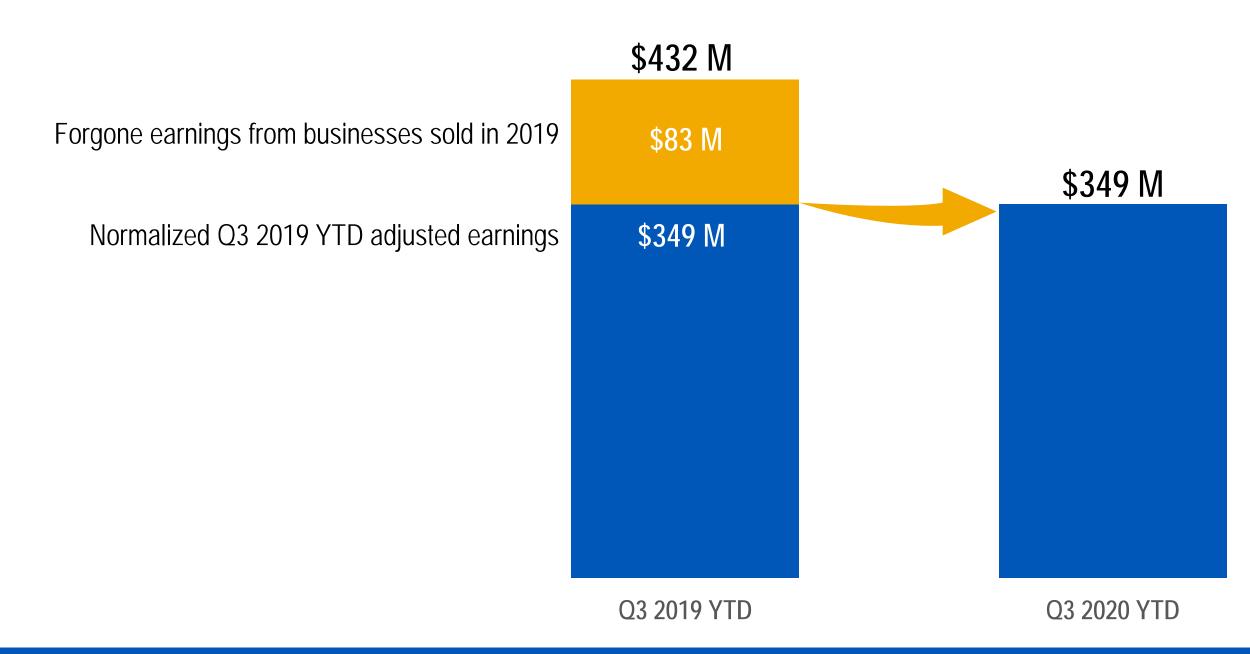


#### ORGANIZATIONAL STRUCTURE





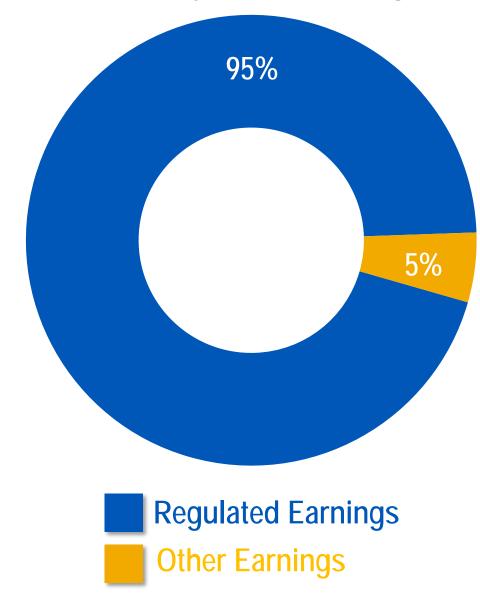
### Q3 2020 YTD EARNINGS





### HIGH QUALITY EARNINGS

**2019 Adjusted Earnings** 





#### REGULATED UTILITIES



ELECTRICITY TRANSMISSION \$5.3B Rate Base



\$2.7B Rate Base



NATURAL GAS DISTRIBUTION \$2.8B Rate Base



NATURAL GAS TRANSMISSION \$2.0B Rate Base

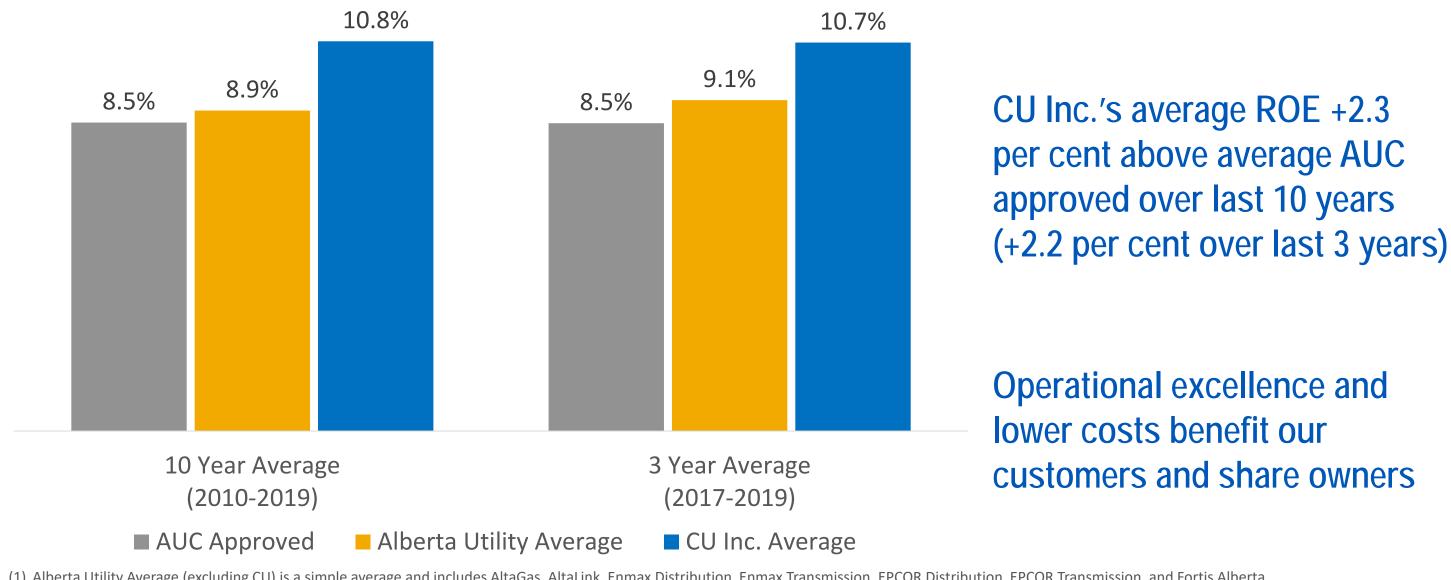


INTERNATIONAL NATURAL GAS
DISTRIBUTION
\$1.2B Rate Base

(1) 2019 Mid Year Rate Base filed with regulator and included in 2019 Management's Discussion and Analysis



# ALBERTA UTILITIES ACHIEVE TOP TIER RETURNS ON EQUITY

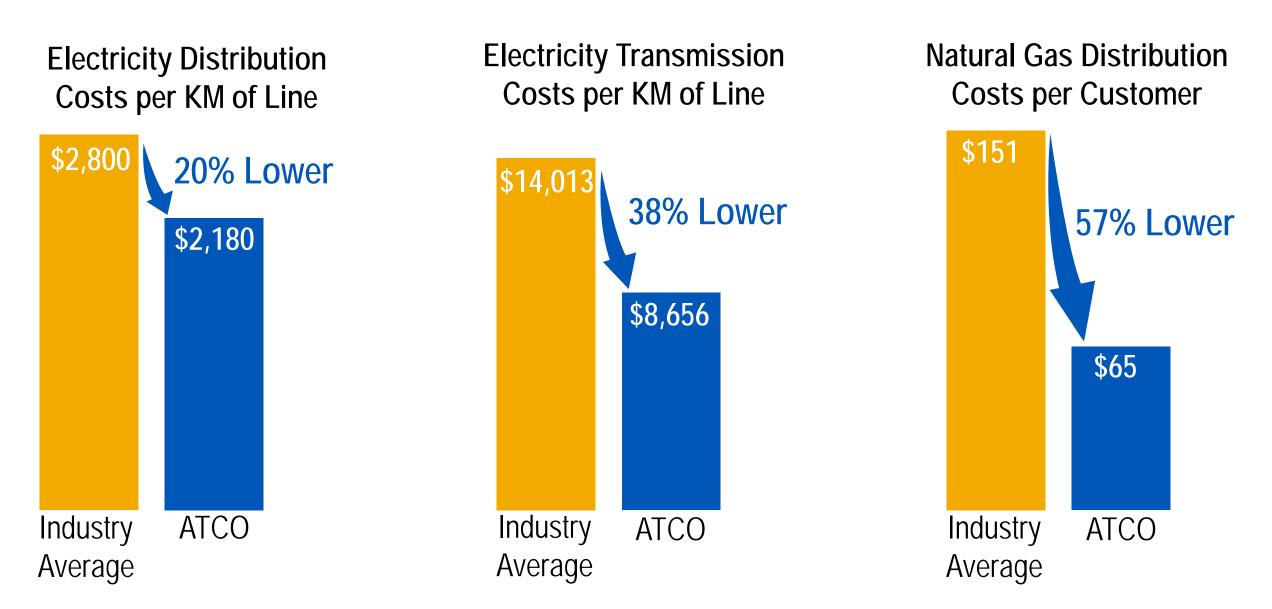


<sup>(1)</sup> Alberta Utility Average (excluding CU) is a simple average and includes AltaGas, AltaLink, Enmax Distribution, Enmax Transmission, EPCOR Distribution, EPCOR Transmission, and Fortis Alberta

<sup>(2)</sup> CU Inc. Average is a simple average and includes Electric Distribution, Electric Transmission, Natural Gas Distribution, and Natural Gas Transmission.



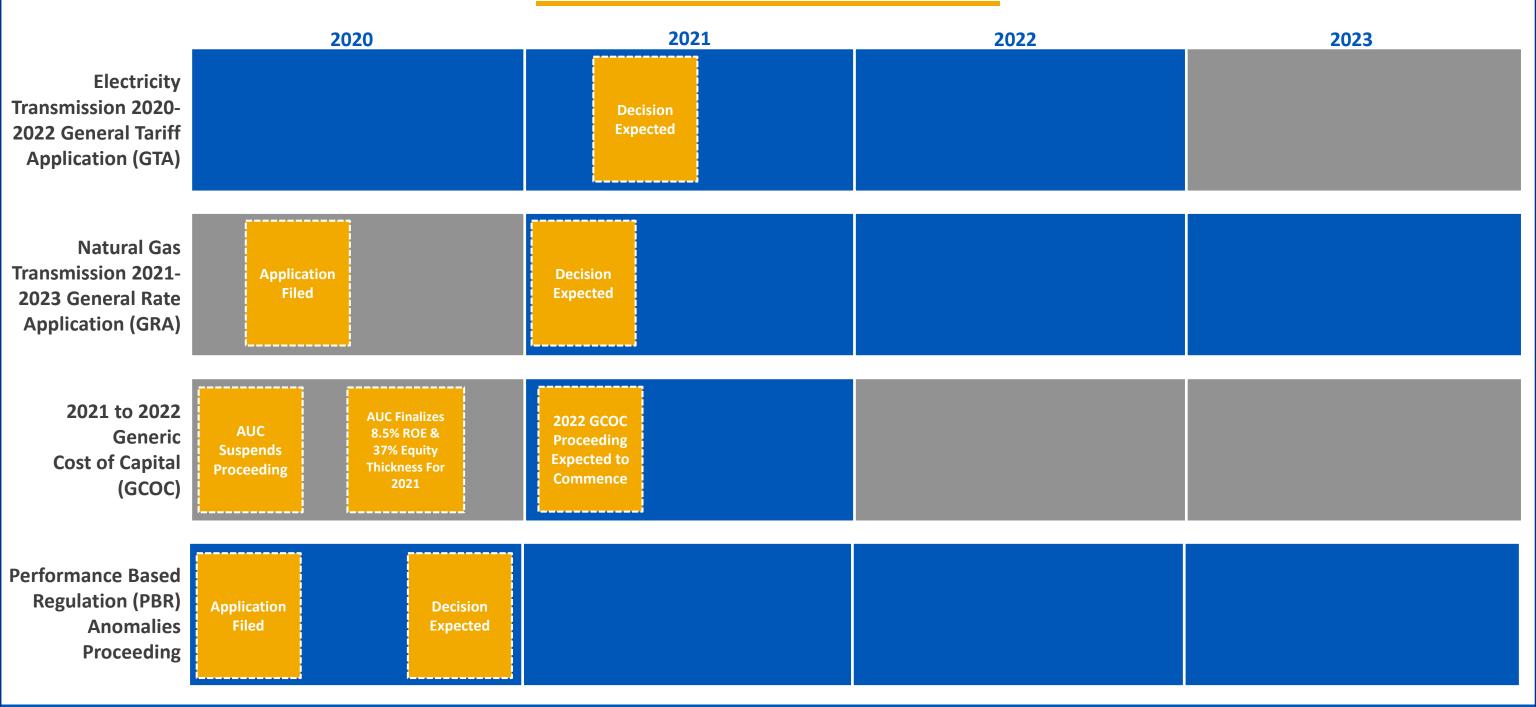
### ALBERTA UTILITIES - OPERATIONAL EXCELLENCE



Operational excellence and lower costs benefit our customers and share owners



# **REGULATORY UPDATE**





#### REGULATORY UPDATE

(Per cent of 2019 Consolidated Mid-Year Rate Base)

#### **Electricity Transmission (38%) and Natural Gas Transmission (14%)**

Rates are spread across all customers in the province. Changes in customers' demand and use are reflected in customer transmission rates over time. We do not expect material changes in 2020 revenue as a result of the current COVID-19 or macroeconomic global market conditions, including oil price changes.

#### **Natural Gas Distribution (20%)**

Operates on a revenue mechanism under PBR. Natural Gas Distribution has some protections/adjustments on future revenue variances associated with changes in volumes or customer counts. Future changes in customer counts may impact Natural Gas Distribution's revenue stream however, the majority of customers are residential and customer counts are not expected to change materially from the PBR2 forecast. At this time, we do not expect material changes in 2020 revenue as a result of the current COVID-19 or macroeconomic global market conditions, including oil price changes. We continue to monitor the situation. Under PBR, there is also the opportunity to file for Z or Y factors that could include recovery of lost revenue related to events outside the control of the utility.

#### **Electricity Distribution (19%)**

Operates on a price mechanism under PBR. While the price mechanism does not offer the same adjustment or updates as the revenue mechanism for future years, Electricity Distribution's rate structure currently in place utilizes a variety of mechanisms (ratchets, rate min, contract min, fixed cost recovery) to limit the exposure to demand reductions for our industrial and commercial customers. At this time, we continue to monitor and assess any changes in 2020 revenue as a result of the current COVID-19 or macroeconomic global market conditions. Under PBR, there is also the opportunity to file for Z or Y factors that could include recovery of lost revenue related to events outside the control of the utility.

#### International Natural Gas Distribution (9%)

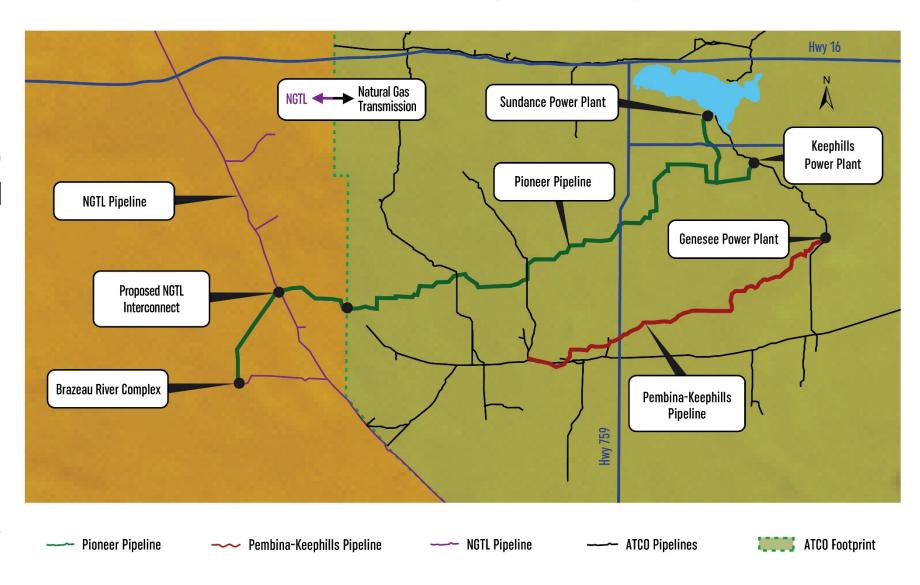
New 5-year Access Arrangement (AA5) effective January 1, 2020. AA5 ROE is 5.02 per cent compared to 7.21 per cent in previous access arrangement. The AA5 common equity ratio is 45 per cent compared to 40 per cent in the previous access arrangement. AA5 also includes rebasing of revenues for the recovery of operating costs, the approved capital expenditure program and forecast for demand and throughput. Variables that may impact financial results include Australia's inflation rate and the exchange rate to the Canadian dollar.



### PIONEER PIPELINE ACQUISITION

- On September 30, 2020 we announced the purchase of the Pioneer Natural Gas Pipeline from Tidewater Midstream & Infrastructure Ltd. for a purchase price of \$255 million.
- The 131-km pipeline transports natural gas to TransAlta's generating units at Sundance and Keephills in the Wabamun area west of Edmonton – facilitating the conversion of these coal plants to cleaner-burning natural gas.
- The acquisition is subject to customary conditions including regulatory approvals to add a net amount of approximately \$200 million of capital to rate base. Approvals are expected by the second quarter of 2021.

#### **Pioneer Natural Gas Pipeline Acquisition**







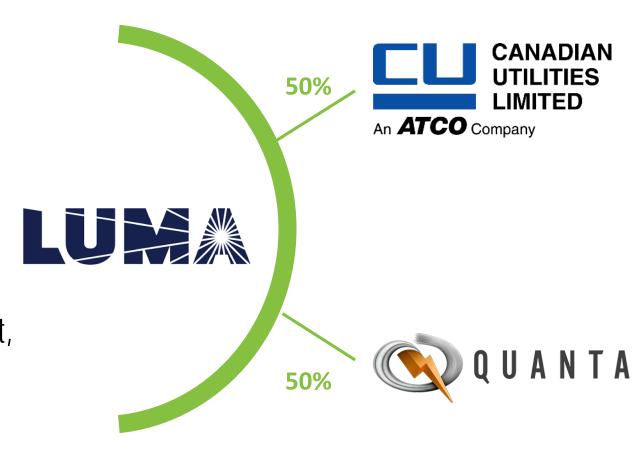
# PUERTO RICO ELECTRIC T&D CONTRACT

In June 2020, the Puerto Rico Public-Private Partnerships Authority (P3A) selected LUMA Energy, LLC (LUMA) to manage and modernize Puerto Rico's electric transmission and distribution (T&D) system



16-year contract to operate the T&D system:

- → One-year transition period began June 22, 2020
- → 15-year fee-for-service Operating & Maintenance (O&M) period commencing in mid-2021
- O&M contract provides long-term contracted cash flows and earnings with no required capital investment by LUMA
- Leverages collective expertise to create a reliable, resilient, affordable and sustainable electricity system focused on providing outstanding customer service to the people of Puerto Rico







# PUERTO RICO ELECTRIC T&D SYSTEM OVERVIEW



One of the largest US public utilities serving nearly 1.5 million customers



Puerto Rico Electric Power Authority (PREPA) currently owns and operates the T&D system and generation facilities.

→ LUMA will operate the T&D system, while PREPA will continue to operate generation assets.



Network of ~30,000-km of transmission and distribution lines













### **LUMA CONSORTIUM**



- 50 per cent joint venture owner
- Operator of world-class utility businesses delivering safe, reliable and affordable energy to customers
- Market capitalization of C\$9B



- 50 per cent joint venture owner
- Industry-leading contractor building reliable energy infrastructure and providing skilled workforce training
- Market capitalization of C\$7B



- Sub-contractor to LUMA
- 34 years+ experience supporting disaster response and recovery programs funded by federal, state and local sources with US\$51B deployed to date





Purpose-built utility company



Best-in-class operational and customer service expertise



Superior electric utility services and project execution capabilities



Long-time *partners* with track record of superior performance



Specialized *partner* with best-in-class disaster relief funding experience





# **KEY CONTRACT TERMS & OBJECTIVES**

Operating and maintenance services contract that leverages CU's and Quanta's best-in-class capabilities to deliver significant benefits to the people of Puerto Rico



~One-year transition period underway – efficient and effective transition of operations from PREPA to LUMA



~15-year operating period – LUMA assumes responsibility for all in-scope operational matters working with local workforce and management.



**System operating costs and capital expenditures are pass-through** and paid from PREPA's pre-funded service accounts.



Significant planned capital program to rebuild the T&D system post-hurricane Irma and Maria with funding through US federal disaster relief agencies – no required capital investment by LUMA. The PREPA retains ownership of all assets.





#### KEY CONTRACT TERMS & OBJECTIVES

#### Front-End Transition Period (2020 – 2021)

Preparatory work to enable full transition of operations to LUMA. CU and Quanta work alongside PREPA to realize improvements and achieve an efficient and effective transition of operations.

# **O&M Services Period** (2021 – 2035)

- DUMA assumes responsibility for all in-scope operational matters to transform the T&D system into an efficient and modern utility. This work will include utility operations and customer service, disaster recovery and storm-hardening capital programs.
- Back-end transition period begins one year before end of contract term.





## **COMPENSATION**

(\$US millions)

	Front-End Service Fee	Fixed Fee (Paid Monthly)	Potential Incentive Fee
Transition Period	60		
Contract Year 1		70	13
Contract Year 2		90	17
Contract Year 3		100	19
Contract Year 4+		105	20

- All compensation figures above are at the LUMA level. Canadian Utilities Limited holds a 50 per cent interest in LUMA.
- Fixed Fee and Incentive Fee are escalated annually at US CPI.





# KEY ORGANIZATIONS LUMA IS WORKING WITH

Counterparties to O&M Agreement



- Corporation responsible for power generation and T&D in Puerto Rico
- Counterparty to O&M Agreement
- Owner of all assets and retains all existing liabilities



- Government agency responsible for administering P3s in Puerto Rico
- Counterparty to and administrator of O&M Agreement

Federal relief funding



- Coordinates US federal government's role in disaster response and recovery
- Provider of federal funding to Puerto Rico for planned capital program to rebuild from 2017 hurricanes



- Agency set up as recipient of federal relief funding from FEMA
- Coordinates with sub-recipients, such as PREPA, to distribute funds

Regulatory and oversight



- Entity responsible for regulatory oversight of the electrical system
- Approves all rates and applications using a Fair and Reasonable Doctrine



- Financial oversight board responsible for managing Title III bankruptcy process and fiscal plans in Puerto Rico
- Interaction with LUMA as Puerto Rico bankruptcy process concludes





#### LUMA – TOP RISKS AND RISK MITIGATION



#### Transition and Operating Cost Risks

- > LUMA was selected, in part, due to its well designed and thorough transition plan.
- > LUMA is working with P3A, PREPA and PREB to finalize key items for full transition and to build a roadmap to a safe and reliable T&D system.
- The agreement contains clauses for contract default events by both the owner or operator. There are termination fee clauses in the event of contract default. There have been no actions to date that would trigger the contract default clauses nor has there been a change in the risk of termination of the operating and maintenance agreement.



#### PREPA Bankruptcy & Credit Worthiness

- > PREPA is required to maintain a minimum balance in restricted accounts to ensure that LUMA's fees and reimbursable expenses are paid on a monthly basis.
- > PREPA generates \$3 billion in annual revenues and has over \$500 million in cash.
- If full transition requirements are met but PREPA remains in bankruptcy, LUMA has the ability to operate under a Supplemental Agreement for 18 months and collect fixed fees. If PREPA remains in bankruptcy at the end of the 18 months, the agreement will automatically terminate unless an extension is requested by P3A and mutually agreed by the parties. In the event of a termination, LUMA will receive termination fees.



#### Hurricane/Weather Risk

- > ATCO, Quanta and IEM's previous emergency and disaster response capabilities were a major factor in LUMA's selection by the P3A.
- > T&D system ownership remains with PREPA, retaining eligibility for future disaster relief funding.





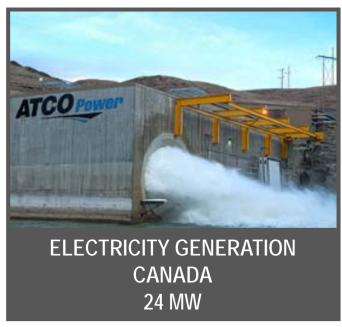


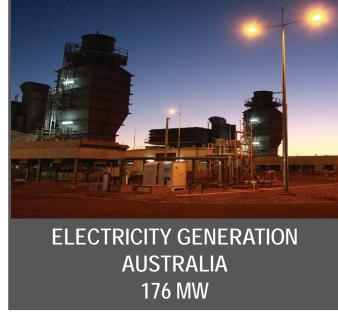
#### **OPPORTUNITY HIGHLIGHTS**

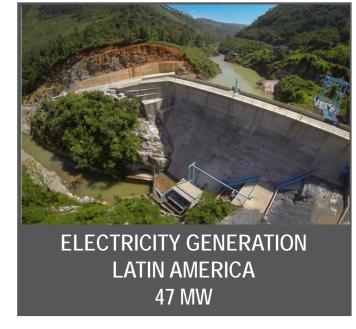
- LUMA has been selected to plan and execute a historic transformation and modernization of the electricity system working with the local workforce, PREPA and other parties to provide significant benefits to the people of Puerto Rico.
- Long-term contracted cash flows and earnings with no required capital investment
- Continues Canadian Utilities' geographic expansion and diversification strategy into the US and Latin America
- Strong relationship and joint project management with well-known and industry-leading partner in Quanta
- Developing operating contract model and next generation energy expertise that can be used as a blueprint for future opportunities
- Positioned to provide other services to the people of Puerto Rico



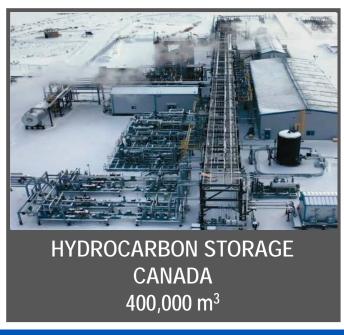
#### **ENERGY INFRASTRUCTURE BUSINESSES**

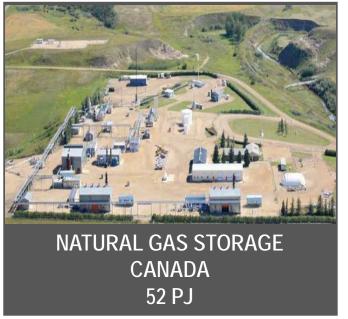






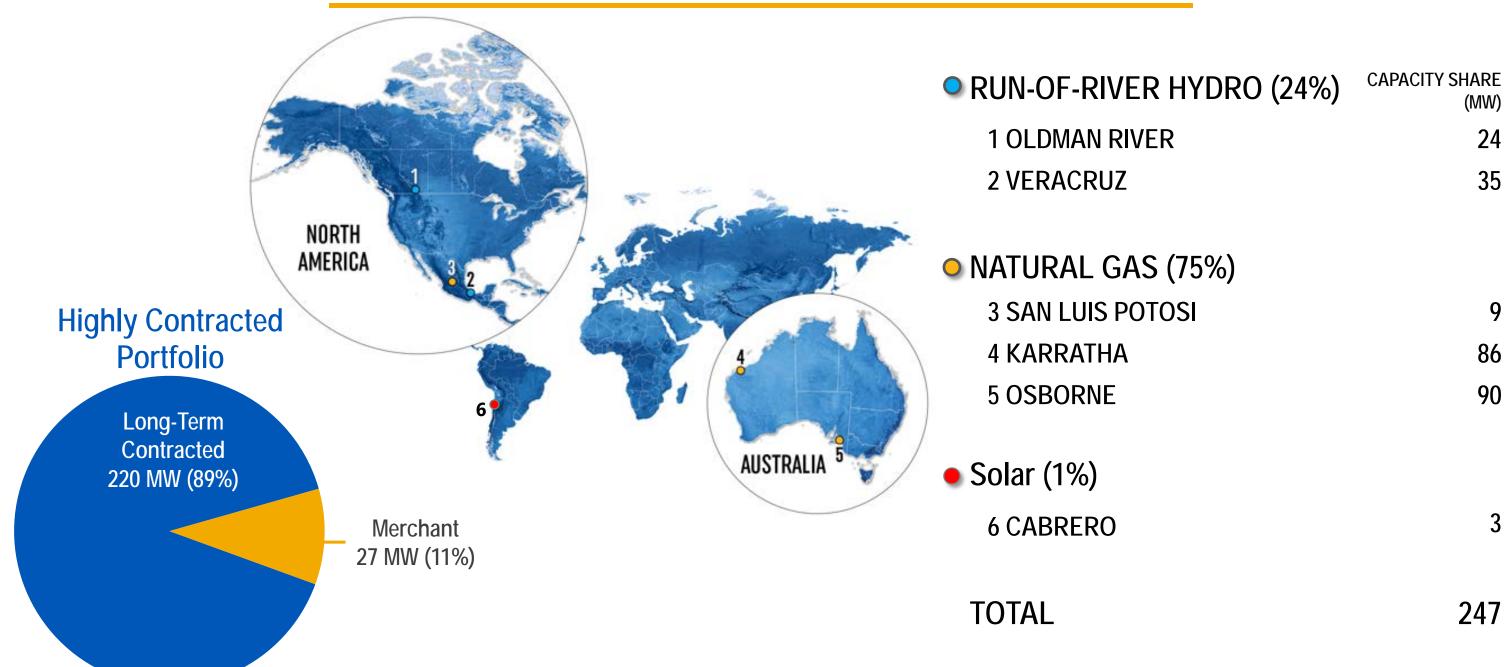








## **ELECTRICITY GENERATION PORTFOLIO**



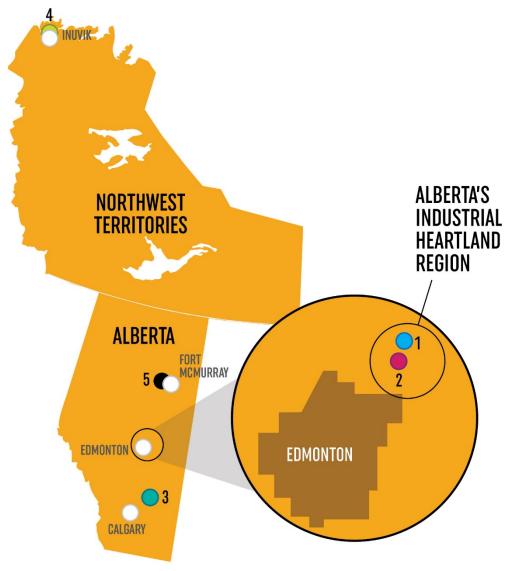


## STORAGE & INDUSTRIAL WATER

## We build, own and operate energy infrastructure assets across Alberta and the Northwest Territories

- We provide integrated water services including pipeline transportation, storage, water treatment, recycling and disposal to a number of our industrial customers.
- The natural gas storage facility is a natural gas reservoir with a seasonal storage cycle capacity of 52 petajoules. The facility is connected to multiple transmission pipeline systems.
- The hydrocarbon storage facility consists of four storage caverns under long-term contract with a storage capacity of 400,000 cubic metres. A fifth storage cavern is under construction with full operation targeted for late 2021.
- The 116-km Muskeg River non-regulated natural gas pipeline provides natural gas transportation service under a long-term commercial agreement to meet the needs of the Muskeg River Mine facilities and other facilities in the Fort McMurray area.

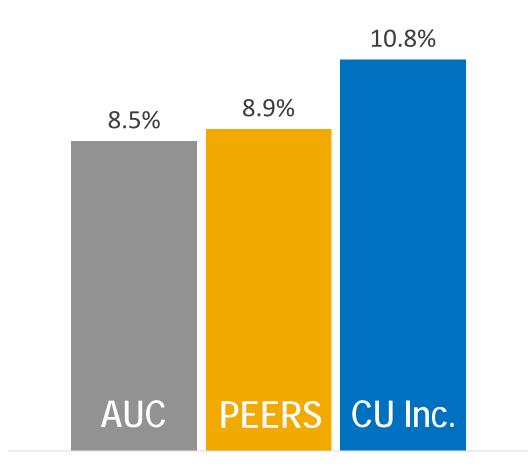
- INDUSTRIAL WATER SERVICES
  - 1 ALBERTA HEARTLAND INDUSTRIAL WATER SYSTEM
- HYDROCARBON STORAGE
  - 2 SALT CAVERN STORAGE FACILITY
- NATURAL GAS STORAGE FACILITY
  - 3 CARBON NATURAL GAS STORAGE FACILITY
- GAS GATHERING & PROCESSING FACILITIES
  - 4 IKHIL GAS PLANT
- NON-REGULATED NATURAL GAS TRANSMISSION
  - 5 MUSKEG RIVER PIPELINE

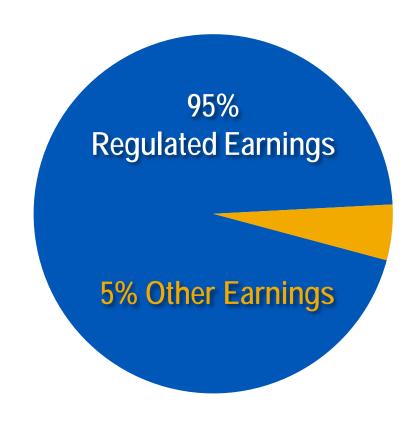






## **CANADIAN UTILITIES SUMMARY**







10 Year Average (2010-2019)

**UTILITIES ACHIEVE** TOP TIER RETURNS ON EQUITY HIGH QUALITY EARNINGS

LONG TRACK RECORD OF **EARNINGS & DIVIDEND GROWTH** 



## ATCO FOCUS: GLOBAL ESSENTIAL SERVICES





## STRUCTURES & LOGISTICS

**ATCO** | **STRUCTURES** & LOGISTICS

ATCO | MODULAR STRUCTURES

ATCO | FRONTEC



#### **Modular Structures**

- Permanent modular construction
- Relocatable modular buildings



#### Lodging & Support Services

- Lodging, catering
- Maintenance
- Waste management



#### Workforce Housing & Space Rentals

Mobile office trailers



#### Logistics and Facility O&M Services

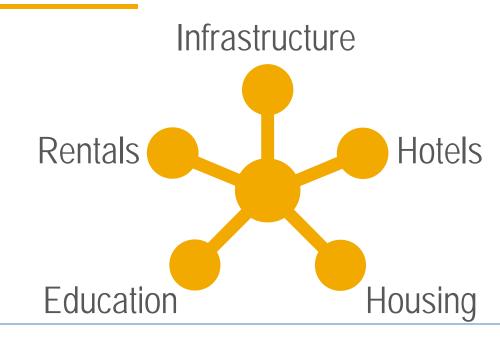
- Facility operations
- Maintenance services
- Defense operations services
- Emergency management & disaster response services



## STRUCTURES AND LOGISTICS

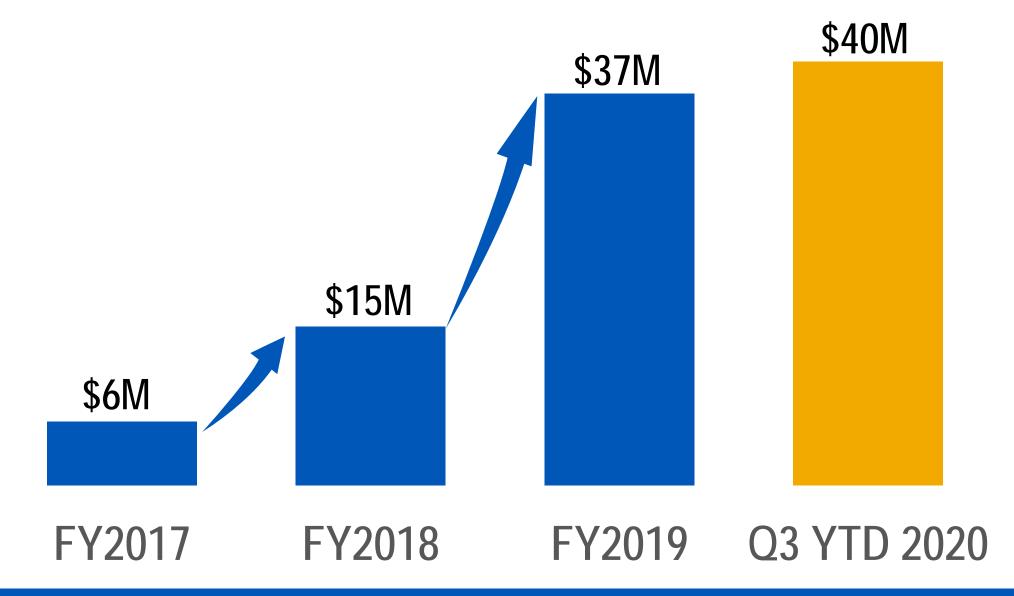
- Since 2015, on-going diversification of customer base into new market segments such as infrastructure projects, public education facilities, high density residential housing, hotels and correctional facilities
- Not reliant on O&G sector

- Expanded and diversified geographically in new markets in Latin America
- Not reliant on one region



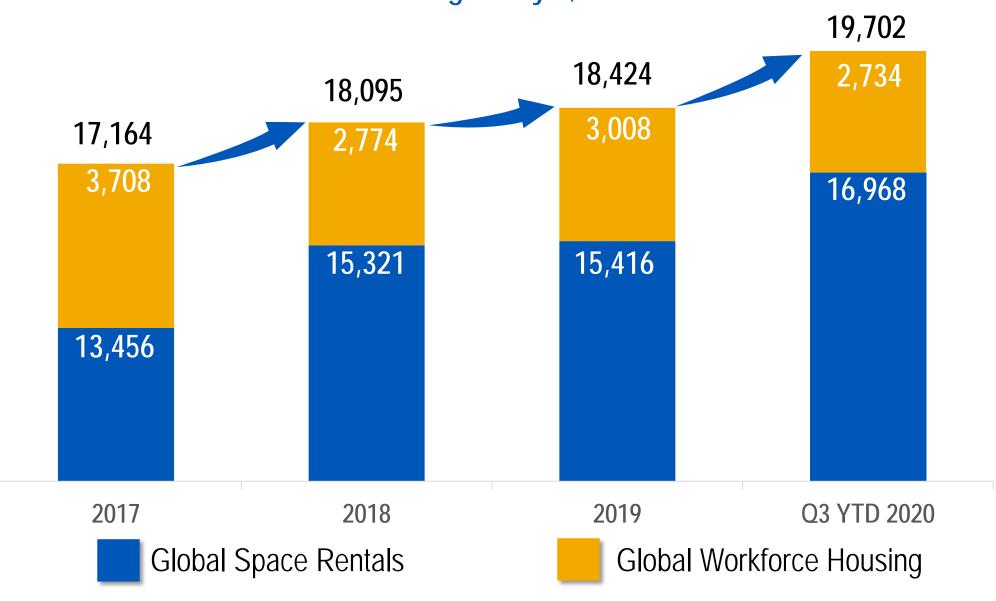


## STRUCTURES & LOGISTICS ADJUSTED EARNINGS



## STRUCTURES & LOGISTICS

Modular Structures rental fleet grew by 2,538 units or 15% since 2017



### STRUCTURES & LOGISTICS

Winning key large workforce housing contracts to support major private sector and infrastructure projects

# LNG Canada Cedar Valley Lodge Manufacturing completed in Q2 2020 with installation activities expected to continue into 2021 on the 4,500-person camp in Kitimat, BC.

#### Trans Mountain Expansion Project

- Repurposed existing fleet to supply a second 592-person camp to house workers and support construction.
- Completed a previously awarded 600-person camp and handed over to the client during the third quarter of 2020.



LNG Canada Cedar Valley Lodge, Kitimat, BC

## PERMANENT MODULAR CONSTRUCTION

Diversifying the global customer base into non-traditional modular markets such as public education facilities, high density urban residential housing, hotels and correctional facilities

#### • COVID-19 support in Mexico

- Mobilized two modular hospital facilities in Mexico City and Tijuana.
- Awarded a project services contract with the United Nations Office to supply two healthcare complexes in Guatemala.

# BC Supportive Housing Program During 2019 and 2020, ATCO Structures secured several projects with the Government of BC's supportive housing program. The housing projects will provide affordable housing to low income individuals and families across the province.



Modular Hospital Facility, Tijuana, MX





Supportive housing complexes, Powell River & New Westminster, BC

## **ATCO FRONTEC**

#### Enabling our customers to focus on their core business

#### **Lodging & Support Services**

- Continued operation and expansion of Two Rivers Lodge for BC Hydro Site C Clean Energy Project
- Safely operating accommodation facilities during COVID-19, increasing client confidence and camp occupancies.

#### **Specialized Site Services for Military Operations**

 Facility management and support services contracts for Government, Department of National Defence and NATO in both Canada and through our international operations in Europe.

#### Operational Support for organizations in Canada's North

 Operating and maintaining facilities, bulk fuel and pipeline systems, water treatment, and construction services across the Arctic.

#### Disaster & Emergency Management

 Working directly with communities and organizations to build resiliency, and provide critical infrastructure, logistics and support services in response to catastrophic events.

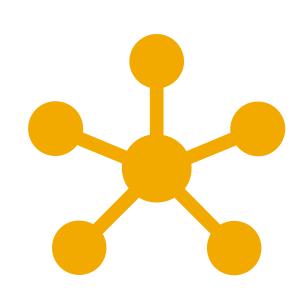






## STRUCTURES & LOGISTICS KEY HIGHLIGHTS

Diversifying our customer base into new market segments



**Growing rental fleet** 



Constantly replenishing our global customer lead list





**NELTUME PORTS** 

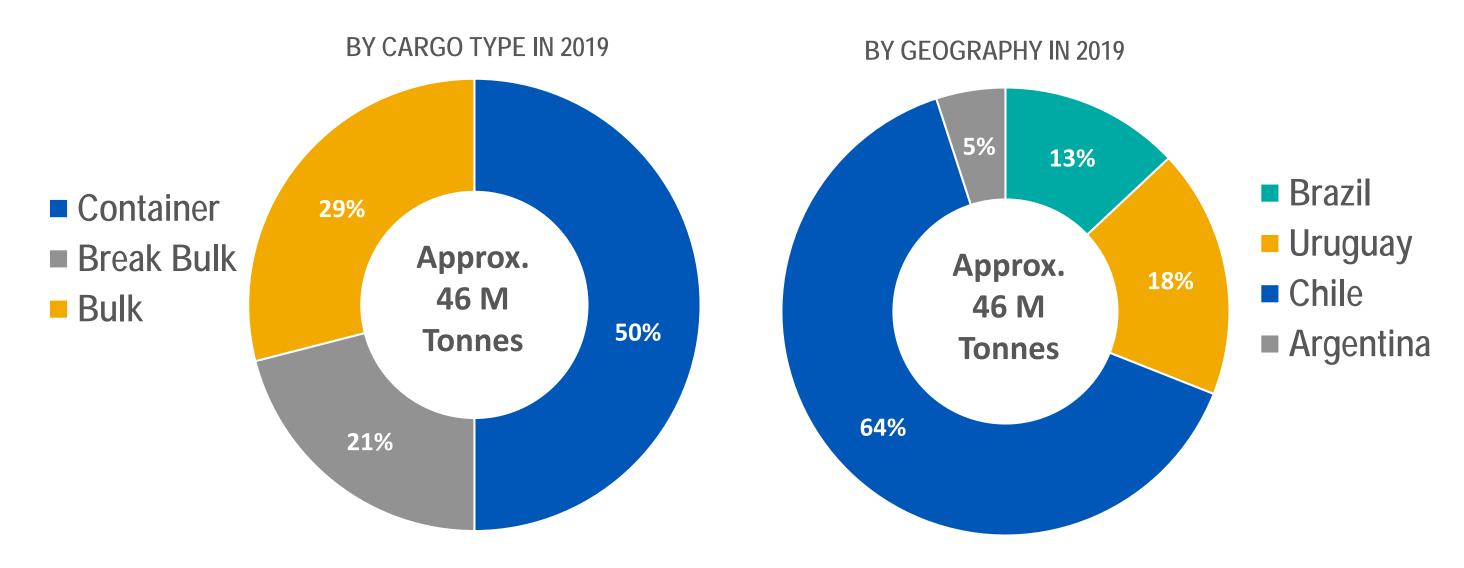
- ATCO acquired a 40 per cent ownership interest in Neltume Ports in September 2018.
- Neltume Ports is a leading port operator in South America with 16 ports in four countries, and one port under construction in Alabama.





## NELTUME PORTS OPERATIONS

#### DIVERSIFIED BY CARGO TYPE AND GEOGRAPHY



<sup>\*</sup>Based on 100% of volumes of ports where Neltume Ports has an ownership stake

## **PORT OVERVIEW**

PORT	PERCENT OWNERSHIP	COUNTRY	TERMINAL TYPE	KEY CARGO
Terminal Puerto Arica	50%	CHL	Container	Mixed
Terminal Puerto Angamos	40%	CHL	Multi	Copper
Terminal Graneles del Norte	40%	CHL	Dry Bulk	Coal/Copper
Puerto Mejillones	50%	CHL	Dry Bulk	Coal/Copper
Terminal Mejillones	50%	CHL	Liquid Bulk	Sulfuric Acid
Terminal Puerto Coquimbo	70%	CHL	Multi	Copper
Terminal Pacifico Sur	60%	CHL	Container	Fruit/Wine
Puerto Coronel	17%	CHL	Multi	Pulp/Wood
Terminal Puerto Rosario	50%	ARG	Multi	Roll-on Roll-off
Montecon	100%	URY	Container	Mixed
Terminales Graneleras Uruguayas	54%	URY	Dry Bulk	Soy Beans
Terminal Ontur	20%	URY	Multi	Agri./Pulp
Sagres - Four Ports (TLRG, TLP, TPP, TLG)	86%	BRA	Multi	Pulp/Wood

Puerto Angamos (PANG)







Terminal Pacifico Sur (TPS)

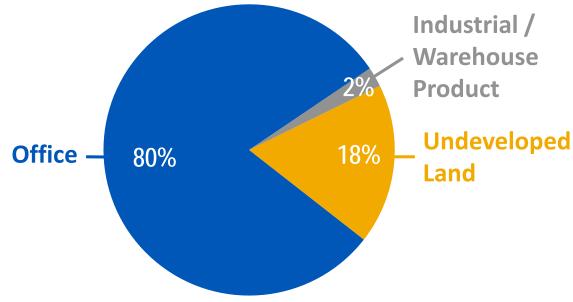




## COMMERCIAL REAL ESTATE

- Held properties can be monetized opportunistically
- Increase portfolio occupancy with 3<sup>rd</sup> party tenants
- Increase portfolio value and earnings by investing in commercial real estate projects on high potential sites, already in our portfolio

## ASSET TYPE & NBV (\$188 MILLION)











## **KEY ATCO HIGHLIGHTS**



GEOGRAPHIC DIVERSIFICATION



GLOBAL ESSENTIAL SERVICES



LONG TRACK RECORD OF DIVIDEND GROWTH



## ATCO GLOBAL ASSETS

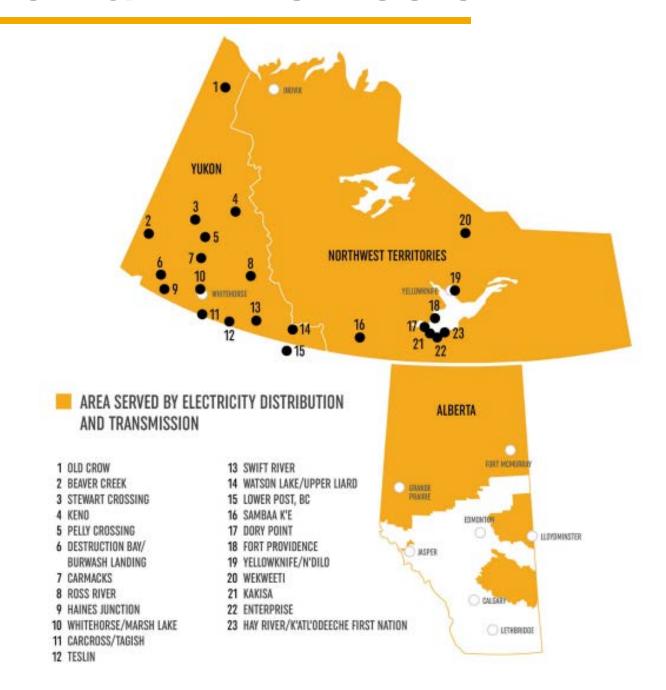




## **ELECTRICITY DISTRIBUTION & TRANSMISSION**

## We build, own and operate electrical distribution and transmission facilities

- 260,000 farm, business and residential customers in 242 Alberta communities
- Approximately 11,000 km of transmission lines, and delivers power to and operates 4,000 km of lines owned by Rural Electrification Associations, and 60,000 km of distribution lines
- Subsidiaries:
  - ATCO Electric Yukon
  - Northland Utilities





## NATURAL GAS DISTRIBUTION & TRANSMISSION

## We build, own and operate natural gas distribution facilities in Alberta

- Alberta's largest natural gas distribution company
- Serves over 1.2 million customers in nearly 300 Alberta communities
- We build, maintain, and operate 41,000 km of natural gas distribution pipelines

## We build, own and operate key high-pressure natural gas transmission facilities in Alberta

- Transports clean, efficient energy from producers and other pipelines to utilities, power generators and major industries
- Owns and operates 9,100 km of pipeline
- Delivers a peak of 3.9B cubic ft/day of natural gas to customers
- Approximately 3,700 receipt and delivery points
- Interconnections facilitate access to multiple intra-Alberta and export markets



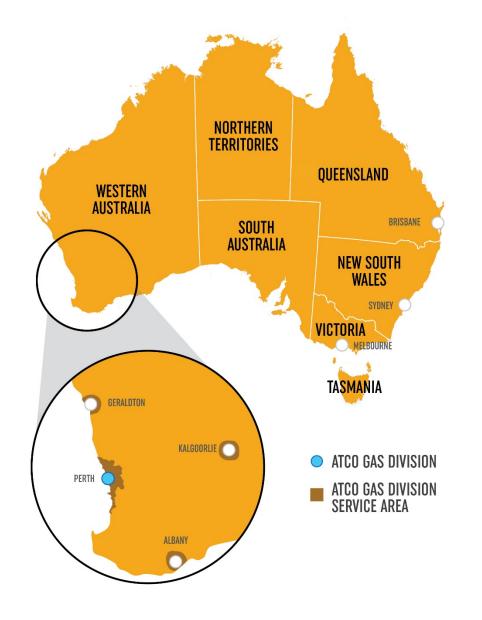




## **AUSTRALIA UTILITY**

We provide safe and reliable natural gas service to the Perth metropolitan area and the wider Western Australian community

- Approximately 761,000 customers
- 14,000 km of natural gas distribution pipelines



## FINANCIAL STRENGTH: BALANCE SHEET AS AT Q3 2020

