2016 Reasons for Success

- Asset Growth
- Dividend Growth
- Earnings Growth

Financial Focus Going Forward
CANADIAN UTILITIES:
Longest track record of annual dividend increases of any Canadian publicly traded company*

* On April 6, 2017, Canadian Utilities declared a second quarter dividend of $0.3575 per share, or $1.43 per share annualized. This is a 10 per cent increase over the quarterly dividends declared in 2016.
EARNINGS GROWTH

Canadian Utilities Achieved Record Adjusted Earnings in 2016

2015: $483M
2016: $590M

Growth Drivers:
- Lower operating costs
- Investment in regulated utilities
- Investment in long-term contracted assets
LOWER OPERATING COSTS

Lower Operating Costs Positively Impacted 2016 Earnings

2015: $1.8B
2016: $1.6B
14% decrease
CAPITAL INVESTMENT IN 2016

$1.4B in Regulated Utility and Contracted Capital Investment in 2016

- Regulated Utility Capital and Long-term Contracted Capital: 91%
- Other: 9%

ANNUAL GENERAL MEETING 2017
FIRST QUARTER 2017

Canadian Utilities Achieved Record First Quarter Adjusted Earnings in 2017

Q1 2016: $197M

Q1 2017: $215M (9% increase)
**FINANCIAL FOCUS FOR THE FUTURE**

Canadian Utilities is taking a focused and disciplined approach to pursue cost savings and efficiencies in every part of the organization to ensure we deliver the most competitive solutions to our customers.

**FINANCIAL PRIORITIES FOR 2017 AND BEYOND**

- **Operational Excellence**
- **Continued Global Capital Investment**
- **Financial Strength**
CONTINUED CAPITAL INVESTMENT

- Electric Distribution
- Natural Gas Distribution
- Structures & Logistics
- Water Infrastructure
- Electric Transmission
- Natural Gas Transmission
- Electricity Generation
- Hydrocarbon Storage

Regulated Utility

Long Term Contracts
REGULATED UTILITY CAPITAL INVESTMENT

ELECTRIC TRANSMISSION
ELECTRIC DISTRIBUTION
NATURAL GAS TRANSMISSION
NATURAL GAS DISTRIBUTION

$3.8 BILLION (2017-2019)
LONG-TERM CONTRACTED CAPITAL INVESTMENT

FORT MCMURRAY WEST 500 KV TRANSMISSION

HYDROCARBON STORAGE

DISTRIBUTED GENERATION

$1.2 BILLION (2017-2019)
FINANCIAL STRENGTH: FUNDING SOURCES

Canadian Utilities Funding Sources 2011 - 2016

- Funds Generated by Operations: 61%
- Dividend Reinvestment (DRIP): 3%
- Capital Redeployment: 2%
- Debt Issues (net of repayments): 29%
- Preferred Shares: 5%
Strong financial position supports access to capital
SUMMARY

- Growing High Quality Earnings Base
- Continued Dividend Growth
- Cost Efficiency
- Continued Global Capital Investment