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 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.
ATCO is purchasing a 40 per cent interest in Neltume Ports for approximately $450M CAD.

- 16 port operations & 3 stevedoring businesses
- In 4 countries: Chile, Uruguay, Argentina and Brazil
The Neltume investment represents a fourth pillar in ATCO’s global portfolio.
ATCO FOCUS: GLOBAL ESSENTIAL SERVICES

- Energy
- Real Estate
- Housing
- Logistics & Transportation
- Water
- Agriculture

2018 INVESTOR DAY PRESENTATION
STRATEGIC RATIONALE

- Investment with a trusted long-term partner with shared values
- Portfolio, industry, and geographic diversification
- Exposure to growing global trade and transportation
- Strong macro factors and economic tailwinds
Neltume Ports Overview

- Neltume Ports is a leading port operator and developer with a diversified range of terminals across South America and is headquartered in Santiago, Chile
  - 16 port terminals in 4 countries: Chile, Uruguay, Argentina and Brazil
  - 2 stevedoring companies in Chile, 1 in Uruguay
  - Approximately 3,900 employees
  - Approximately 51 M of tonnes transported annually.
- Diversified volumes – minerals, consumer goods, pulps, agriculture, etc.
- Diversified cargo types – containers, bulk, break-bulk

Mineral Focused Ports
A Puerto Angamos
  Terminal Graneles del Norte
  Puerto Mejillones
  Terminal Mejillones

Key Container Ports (Chile)
B Terminal Pacifico Sur
C Terminal Puerto Coquimbo
D Terminal Puerto Arica
E Puerto Coronel

Container & Agri Bulk (Uruguay)
F Montecon
  Terminales Graneleras Uruguayas
  Ontur

Other/Multipurpose
G Terminal Puerto Rosario- Argentina
H Sagres- Four Ports (TLRG, TLP, TPP, TLG)- Brazil

Stevedoring
  Ultraport & Tunquen (Chile)
  Rio Estiba (Uruguay)
NELTUME PORTS OPERATIONS

**BY CARGO TYPE**
- Container: 48%
- Break Bulk: 33%
- Bulk: 19%

Approx. 51 M Tonnes

**BY GEOGRAPHY**
- Chile: 64%
- Uruguay: 11%
- Brazil: 10%
- Argentina: 5%

Approx. 51 M Tonnes

*Based on 100% of volumes of ports where Neltume Ports has an ownership stake*
NELTUME PORTS DIVERSIFIED EARNINGS

APPROXIMATE EARNINGS MIX

- Multi-Purpose
- Minerals & Resources
- Containers
## PORT OVERVIEW

<table>
<thead>
<tr>
<th>PORT</th>
<th>PERCENT OWNERSHIP</th>
<th>COUNTRY</th>
<th>TERMINAL TYPE</th>
<th>KEY CARGO</th>
</tr>
</thead>
<tbody>
<tr>
<td>Terminal Puerto Arica</td>
<td>35%</td>
<td>CHL</td>
<td>Container</td>
<td>Mixed</td>
</tr>
<tr>
<td>Terminal Puerto Angamos</td>
<td>40%</td>
<td>CHL</td>
<td>Multi</td>
<td>Copper</td>
</tr>
<tr>
<td>Terminal Graneles del Norte</td>
<td>40%</td>
<td>CHL</td>
<td>Dry Bulk</td>
<td>Coal</td>
</tr>
<tr>
<td>Puerto Mejillones</td>
<td>50%</td>
<td>CHL</td>
<td>Dry Bulk</td>
<td>Coal/Copper</td>
</tr>
<tr>
<td>Terminal Mejillones</td>
<td>50%</td>
<td>CHL</td>
<td>Liquid Bulk</td>
<td>Sulfuric Acid</td>
</tr>
<tr>
<td>Terminal Puerto Coquimbo</td>
<td>70%</td>
<td>CHL</td>
<td>Multi</td>
<td>Copper</td>
</tr>
<tr>
<td>Terminal Pacifico Sur</td>
<td>60%</td>
<td>CHL</td>
<td>Container</td>
<td>Fruit/Wine</td>
</tr>
<tr>
<td>Puerto Coronel</td>
<td>17%</td>
<td>CHL</td>
<td>Multi</td>
<td>Pulp/Wood</td>
</tr>
<tr>
<td>Terminal Puerto Rosario</td>
<td>50%</td>
<td>ARG</td>
<td>Multi</td>
<td>Roll-on Roll-off</td>
</tr>
<tr>
<td>Montecon</td>
<td>100%</td>
<td>URY</td>
<td>Container</td>
<td>Mixed</td>
</tr>
<tr>
<td>Terminales Graneleras</td>
<td>33%</td>
<td>URY</td>
<td>Dry Bulk</td>
<td>Soy Beans</td>
</tr>
<tr>
<td>Uruguayas</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Terminal Ontur</td>
<td>20%</td>
<td>URY</td>
<td>Multi</td>
<td>Agri./Pulp</td>
</tr>
<tr>
<td>Sagres - Four Ports (TLRG,</td>
<td>86%</td>
<td>BRA</td>
<td>Multi</td>
<td>Pulp/Wood</td>
</tr>
<tr>
<td>TLP, TPP, TLG)</td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

**Puerto Angamos (PANG)**

**Montecon (MON)**

**Terminal Pacifico Sur (TPS)**
STONG VOLUME GROWTH

Consistent and growing volumes support stability of cash flows

2010 - 2017
12% Cargo CAGR
7% Container CAGR

*Based on 100% of volumes of ports where Neltume Ports has an ownership stake
GROWTH DRIVEN BY MACROECONOMIC TAILWINDS

Strong macro economic growth indicators:

- Latin American GDP to outpace Canadian GDP growth
- Chile has been one of Latin America’s fastest-growing economies averaging 3.5% GDP growth over the last 8 years.
- Global trends in electrification and energy will drive continued demand to copper and other energy products.

Correlation between GDP and cargo throughput growth:

- In South America, independent studies have shown that container port throughput grows by a multiple of 1.6x - 3x GDP growth.
- Neltume Ports has several container ports whose level of activity is highly correlated with GDP and well positioned to capture the continued growth in the region.

Source: IMF World Economic Outlook, April 2018
Cargo Throughput Forecast: Drewry Economic Intelligence Research; Independent third party studies
Exposure to Growing Copper Global Demand:

• Chile represents approximately 28% of global copper production and owns the largest copper reserves in the world.

• Copper supply deficit starting in 2020 is expected to spur new copper mine investment. The Wood Mckenzie Group Estimates that global copper demand will grow by nearly 2% annually.

• Several of Neltume’s ports (Angamos, Mejillones and Coquimbo) are focused on the Chilean copper industry and well positioned to capture this future export activity as they have some of the lowest average cash costs in the world.
BROWNFIELD GROWTH POTENTIAL

- A portion of ATCO’s investment may be used for berth expansions or additions of multi-purpose berths.
- Berth expansions create increased draft that allows terminals to receive bigger ships & larger volumes.
- Berth extensions or adding berths create additional growth potential.
GROWTH BY ACQUISITION AND CONSTRUCTION

1995
- Acquisition of Puerto Coronel

1996
- Construction of Puerto Mejillones

2000
- Awarded port tender of TPS

2003
- Construction of Montecon

2004
- Awarded port tender of TPA

2006
- Construction of TGN

2010
- Partnership TPS/MSC

2012
- Construction of TPR and Awarded Port Tender of TPC

2016
- Increased participation in TGU

2017
- Acquisition of Rio Estiba and Increased participation in Montecon, Sagres and Ontur via the takeover of Schandy

2018
- Increased participation in TGU
Neltume Ports Investment Financial Highlights

- The Neltume Ports investment is expected to be accretive to earnings per share in the first full year of ownership and thereafter.

- Neltume Ports generated approximately $120 million CAD of EBITDA in 2017.

- ATCO will fund its investment in Neltume Ports with a combination of cash on-hand (approx. $110M) and funds from committed credit facilities. ATCO will later refinance a portion of this initial financing through a hybrid instrument capital markets transaction.

- Funds from ATCO’s investment in Neltume Ports will be used by the partnership to finance opportunities for growth.
Modular Structures
- Permanent modular camps
- Relocatable modular buildings

Workforce Housing & Space Rentals
- Mobile office trailers

Logistics and Facility O&M Services
- Facility operations
- Maintenance services
- Supply chain management

Lodging & Support Services
- Lodging, catering
- Maintenance
- Waste management
structures & logistics

Global Rental Utilization

- 2016 YE: 57%
- Current: 68%
- Total Increase: 11%

Utilization rates:

- W Cda.: 54%
- E Cda.: 77%
- W Australia: 47%
- E Australia: 75%
- Chile: 77%

2018 INVESTOR DAY PRESENTATION
Diversifying the global customer base into non-traditional modular markets such as public education facilities, high density urban residential housing and correctional facilities.

**Structures & Logistics**

- Q1 2018
  - Revenue from Permanent Modular Construction ($Millions): $16M

- Q2 2018
  - Revenue from Permanent Modular Construction ($Millions): $28M

- Melbourne Girls Grammar
  - Melbourne, Australia
  - 130-student dormitory
  - Langley, Canada

2018 Investor Day Presentation
ATCO SABINCO (ULTRAMAR PARTNERSHIP)

New 100,000 sq. ft. Chilean Manufacturing Facility further cements the business foundation we are re-establishing in South America.

Ranked #3 in Overall Modular Construction vs Main Competitors

Ranked #2 in Space Rental Market Share vs Main Competitors

Diversified customer base led by copper mining

Mining: 47%
Energy: 17%
Infrastructure: 15%
Construction: 12%
Industrial: 7%
Others: 2%
**Structures & Logistics Key Highlights**

- Diversifying our customer base into new market segments and rebuilding our customer lead list
- Lowering operating costs and increasing rental utilization
- Expanding geographically in new global markets with long-term growth potential

![Graph showing Total Rental Fleet Utilized: 10,613 in 2016, 11,222 in Q2 2018](image)
ATCO Investments Ltd. (AIL), a subsidiary of ATCO Ltd., currently owns 16 commercial real estate properties throughout Alberta:

- 417,000 Square footage of saleable or leasable office space
- 90,000 square footage of saleable or leasable industrial space
- 431 acres of land

In Q3 2018, ATCO Investments concluded a $14.5 million transaction for a net gain of approximately $10 million.
REGULATED UTILITIES

ELECTRIC TRANSMISSION  
$5,227M Rate Base

ELECTRIC DISTRIBUTION  
$2,476M Rate Base

NATURAL GAS DISTRIBUTION  
$2,537M Rate Base

NATURAL GAS TRANSMISSION  
$1,633M Rate Base

INTERNATIONAL NATURAL GAS DISTRIBUTION  
$1,177M Rate Base
Alberta Utility average is a simple average and includes: AltaGas, AltaLink, Enmax Distribution, Enmax Transmission, EPCOR Distribution, EPCOR Transmission, and FortisAlberta.

** CU Inc. average is a simple average and includes: Electric Distribution, Electric Transmission, Natural Gas Distribution, and Natural Gas Transmission. Further details on the individual ROEs can be found in this Appendix.
## PBR 2.0 HIGHLIGHTS

<table>
<thead>
<tr>
<th></th>
<th>PBR</th>
<th>PBR 2.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Efficiency Carry-over Mechanism (ECM)</td>
<td>ECM up to 0.5% additional ROE for the years 2018 and 2019 based on certain criteria</td>
<td>ECM up to 0.5% additional ROE for the years 2023 and 2024 based on certain criteria</td>
</tr>
<tr>
<td>Productivity Adjuster (X Factor)</td>
<td>1.16%</td>
<td>0.30%</td>
</tr>
<tr>
<td>Treatment of Capital Expenditures</td>
<td>Recovered through going-in rates inflated by I-X</td>
<td>Recovered through going-in rates inflated by I-X and a K Bar that is based on inflation adjusted average historical capital expenditures for the period 2013-2016. The K Bar is calculated annually and adjusted for the actual WACC</td>
</tr>
<tr>
<td>O&amp;M</td>
<td>Based on approved 2012 forecast O&amp;M levels; inflated by I-X thereafter over the PBR term</td>
<td>Based on the lowest annual actual O&amp;M level during 2013-2016, adjusted for inflation, growth and productivity to 2017 dollars; inflated by I-X thereafter over the PBR term</td>
</tr>
</tbody>
</table>
REGULATORY UPDATE

- Gas and Electric Distribution 2018 to 2022
  - Performance Based Regulation (PBR) 2.0
    - 2017: Decision Received
    - 2018: Decision Received
    - 2019: Decision Expected
    - 2020: Decision Expected

- 2018 to 2020 Generic Cost of Capital (GCOC)
  - 2017: Decision Received
  - 2018: Decision Received
  - 2019: Decision Expected
  - 2020: Decision Expected

- Electric Transmission 2018 to 2019 General Tariff Application (GTA)
  - 2017: Decision Received
  - 2018: Decision Expected
  - 2019: Decision Expected
  - 2020: Decision Expected

- Gas Transmission 2017 to 2018 General Rate Application (GRA)
  - 2017: Decision Received
  - 2018: 2019 to 2020 GRA Filed
  - 2019: 2019 to 2020 Decision Expected
  - 2020: Decision Expected
CUMULATIVE EFFECTS ON RISK / UNCERTAINTY / COSTS

- Biodiversity
- Strategic Assessment of Climate Change
- CAAQS
- BLIERS
- Transitioning costs
- Increasing compliance costs
- Credit availability
- Equipment compatibility
- Transitioning costs
- Increasing compliance costs
- Habitat banking details
- Governance
- Entrainment and impingement at existing facilities
- Beyond passage, could regulate flow, temperature...
- No clear balance that the economy and the environment go hand in hand
- Risk of double regulating (i.e., habitat restoration may impact legal rights and interest)
- Strategic Environmental Assessment
- Increased scope
- Limited transparency on costs recovery
- Lack of a privative clause
- Increased public participation with the removal of standing
- No clear balance that the economy and the environment go hand in hand
- Increase ministerial power - limited transparency on threshold for designation and time extension

2018 INVESTOR DAY PRESENTATION
LONG-TERM CONTRACTED CAPITAL INVESTMENT

HYDROCARBON STORAGE
COGENERATION
HYDROELECTRIC GENERATION
FORT MCMURRAY WEST 500 KV TRANSMISSION

$1.0 BILLION (2018–2020)
Fort McMurray West 500 kV Transmission Project

- The design and planning phases were completed and construction commenced in August 2017.
- Land preparation and tower foundation installation and tower assembly is proceeding ahead of schedule. The target energization date of June 2019 remains on track.

COAL TO GAS CONVERSION STRATEGY

Battle River

- Partial conversion (50%) completed on BR4 Mar 2018
- Proceeding with “Dual Fuel” conversion of BR5 with commercial operation date (COD) of Dec 2019
- Proceeding with increasing natural gas interconnection to the site to support the conversion work with COD Nov 2019 with firm gas transport commitment for Nov 2021
- Pursuing further conversion opportunity on BR3 & BR4

Sheerness

- Proceeding with increasing natural gas interconnection to the site with COD Nov 2019 and firm natural gas transport commitment for Apr 2022
- Pursuing the opportunity of “Dual Fuel” conversion of both units to align with natural gas transport commitment or earlier.
Mexico Attractiveness

- Energy Reform offers opportunities for energy infrastructure investment
- Attractive GDP growth forecast
- Acquired and built a total of 46 MW of electricity generation, including hydroelectric generation; contacted to build 26 MW of natural gas cogeneration
ATCO Gas Australia ROE +3.34% on average above ERA approved ROE from 2015-2017
We build, own and operate non-regulated industrial water, natural gas storage, hydrocarbon storage, and NGL related infrastructure

- 85,200 m³/day water infrastructure capacity
- 400,000 m³ hydrocarbon storage capacity
- 52 PJ natural gas storage capacity
- ~116 km pipelines

**Industrial Water**

- Long-term commercial agreement to provide water services commencing in 2020 to Inter Pipeline’s newly announced PDH plant

**Natural Gas & Hydrocarbon Storage**

- Potential to develop up to 40 additional salt caverns for NGL and hydrocarbon storage
DENNIS A. DECHAMPLAIN
SENIOR VICE PRESIDENT & CHIEF FINANCIAL OFFICER
CREDIT RATINGS

DBRS → A (low)

S&P → A- (Stable)
ATCO DECONSOLIDATED CAPITAL STRUCTURE

December 31, 2017

- 100% Equity

After Neltume Investment Financing

- 93% Equity
- 5% Hybrid Securities
- 2% Debt (net of cash)
ATCO FINANCIAL LIQUIDITY

EXCELLENT LIQUIDITY POSITION

$280M of readily accessible lines of credit

$100M of available cash on the balance sheet

* Amounts as at the second quarter ended June 30, 2018
25 year track record of increasing common share dividends*

* On July 12, 2018, ATCO declared a third quarter dividend of $0.3766 per share, or $1.51 per share annualized.
KEY HIGHLIGHTS

Geographic Diversification

EPS Accretion

Additional platform for continued growth

2018 INVESTOR DAY PRESENTATION