# AltaGas

Investor Presentation September 2018

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# A Leading Energy Infrastructure Company

Highly contracted assets providing long-term stable cash flow



### AltaGas

1 As of June 30, 2018 proforma including WGL See "Forward-looking Information" Unless otherwise stated, dollar amounts in this presentation are in Canadian dollars

# **Driving Business Forward**



# **Stability, Sustainability and Growth**

### ~80% of EBITDA backed by medium- and long-term agreements



Highly contracted **Gas** 

Regulated + Utilities

# Highly contracted **Power**

High-quality cash flows underpinned by long-term take-or-pay contracts and rate regulated franchises

# **Reshaping AltaGas**



Providing producers with solutions, including global market access off of both coasts of North America. Footprint in two of the most prolific gas plays – the Montney and Marcellus.

2019 focus on optimizing full value chain of energy exports



Strong growth markets with increasing construction to support customer additions, system improvement & accelerated replacement programs.

2019 focus on refining business model for optimal capital deployment



Using our clean energy expertise and creativity to shape an innovative power strategy moving forward.

2019 focus on creating innovative solutions with light capital investment

# **Reshaping to Focus on Gas and U.S. Utilities**



# AltaGas

# Business Transforms with Close of WGL and Asset Monetization Plan

# **Sale of Interest in Northwest Hydro Facilities**

# Sale Aligned with Asset Monetization and Funding Strategy for the Acquisition of WGL



- Sold 35% of Northwest Hydro Facilities for \$922 million, implying a 2017 EBITDA multiple of ~27 times and a total value of \$2.6 billion on a 100% basis
- Sale closed in June 2018
- AltaGas to remain majority owner and operator of the Facilities

# **Sale of Non-Core Midstream and Power Assets**

- Continuing to execute on strategy to reshape the company with a focus on Gas and U.S. Utilities opportunities
- \$560 million total proceeds, used to repay significant portion of bridge facility

#### Non-core Canadian midstream assets

- Six field gathering and processing facilities in Alberta and Saskatchewan with total capacity of 300 mmcf/d
- Two regional transmission pipelines of approximately 500 km
- Regional LNG facility at Dawson, BC with total capacity of 27,000 gallons/day
- Two gas-fired power peaking facilities in Alberta totaling 17 MW
- **C&I assets**, involving retail gas and power customers in several Canadian provinces
- **43.7 million** shares of Tidewater Midstream and Infrastructure Inc.

#### Non-core power assets

 Tracy, Hanford and Henrietta plants totaling 523 MW of capacity.

### Expected to close in Q4 2018

# AltaGas Creates AltaGas Canada Inc.

#### Boldly reshaping the company with a focus on Gas and U.S. Utilities



#### AltaGas Canada Inc. Assets:

- Rate-regulated utility assets that deliver natural gas to customers in British Columbia, Alberta, Nova Scotia and the Northwest Territories with a combined rate base of \$837 million as of June 30, 2018, and serve about 130,000 customers in three jurisdictions
- Contracted wind power assets consisting of the 102 MW Bear Mountain Wind Park near Dawson Creek, British Columbia
- An approximate 10% indirect equity interest in the Northwest Hydro Facilities in British Columbia

Committed to having assets in all three segments, with a focus on a capital light, low-carbon presence in Power

- AltaGas expects to hold between ~37% to 45% of ACI at close of the Initial Public Offering
- Expected total cash proceeds from the IPO approaching
   \$1 billion
- Repayment of bridge loan with respect to the funding of the acquisition of WGL will be complete in the fourth quarter of 2018
- Final step expected to be term debt and hybrid securities issuances

#### IPO provides flexibility in the longer term

# Term Debt and Hybrid Securities to Complete Repayment of Bridge Facility

### Bridge Facility Repayment (US\$bn)



Includes transactions related costs
 Net proceeds from subscription receipts (gross proceeds minus dividend equivalent payments and Underwriter fees)
 US\$ Converted at July 6, 2018 FX rate of \$1.3105 CAD / \$1.00 USD
 Includes C\$635 million of debt transferred to ACI
 See "Forward-looking Information"
 Unless of theorem anounts in this presentation are in Canadian dollars.

# AltaGas

## Long-term Value Creation with Strong Balance Sheet are Governing Principles

# **Governing Financial Principles**

### **Delivering security and value**

	Principles	Targets	
1	Dividend Sustainability	<ul> <li>✓ 50 - 60% FFO<sup>1</sup> payout ratio</li> <li>✓ Over ~65% of 2019 common dividends to be underpinned by Regulated Utilities</li> </ul>	
2	Target Expected Returns	<ul> <li>Enhancing returns on existing assets</li> <li>Specified targets for growth projects</li> </ul>	
3	Investment Grade Balance Sheet	✓ BBB credit rating <sup>2</sup>	
4	Financing Requirements	<ul> <li>Flexible financing plan to support growth using both growing internally generated cash flow and external financing (as required)</li> </ul>	
5	Managed Commodity Exposure	✓ ~85% or greater of contracted EBITDA	
6	Strong Counterparty Creditworthiness Overall	$\checkmark$ > 85% of exposure with investment grade counterparties	

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1 FFO is a non-GAAP financial measure 2 Current S&P rating BBB with a negative outlook See "forward-looking information"

# Balance Deleveraging, Dividend Sustainability and Funding

Improve credit metrics as	<ul> <li>Focus on stable cash flows</li> </ul>	Credit Metric	Long-Term Target
funding strategy		FFO <sup>1</sup> / Debt	~ 15%
is completed		Net Debt / EBITDA	~ 5.0x

Committed to sustainable dividend

Target FFO payout ratio
 of 50% – 60%,
 decreasing within the
 range over time



# Prudent funding of growth

- Internally generated cash flow
- DRIP

- Credit facilities
- Capital markets

### Creating the right balance for AltaGas

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1 FFO is a non-GAAP financial measure See "forward-looking information"

# Wealth of Opportunities Across Gas and U.S. Utilities

# Gas segment drives significant near term growth





# \$1.5 billion in near term gas opportunities

Over \$1.5 billion in near term utility growth



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See "forward-looking information" -

# High-Quality Utility Assets with Significant Embedded Organic Growth

### **Rate Applications**

#### Washington, DC

- Next rate case to be filed in 2020
- New 5 year plan for accelerated replacement to be filed in 2019 for the 2020 – 2025 period

#### Maryland

- Base Rate increase requested mid-2018
- Accelerated pipeline replacement initiative (Phase 2) requested mid-2018
- Decisions expected mid-December 2018

#### Virginia

 Base Rate increase requested July 2018; decision expected 2019

#### Michigan

Next rate case to be filed in 2019

#### Enstar

Next rate case to be filed in 2021

### **Robust Growth Opportunities**

Operates in higher growth markets with significant capital expenditures to support new customer additions, general system improvement, and accelerated replacement programs.

- Marquette Connector Pipeline currently under construction in Michigan
- Increased diversification into high growth areas such as Washington (6th largest regional economy in the U.S., among the highest median household incomes in the U.S.)

Rate base to grow to ~\$5.5 billion in 2021

Over \$4 billion in rate base<sup>1</sup>

# Positioned to Actively Participate in North America's Two Most Prolific Gas Plays



Strategic infrastructure provides producers with global market access off to both coasts of North America

#### Montney

- Macro factors give us confidence in growth opportunities:
  - TransCanada in North Montney
  - Enhanced activity around LNG
- RIPET first propane export terminal on Canada's west coast - connecting Western Canadian producers to premium Asian markets
- Expansion of Townsend complex adds Kelt as new producer tenant and highlights breadth of the integrated value chain – gathering, processing, fractionation and access to export markets

#### Marcellus/Utica

- Pipeline development connects low cost producers with high growth U.S. end-use markets and exports off the east coast
  - Central Penn
  - Mountain Valley

# Successful track record of delivering EBITDA<sup>1</sup> growth over time

#### Significant growth in 2018 driven by WGL Acquisition



#### Gas Growth Opportunities Come Online

- RIPET
- Townsend Expansion
- Mountain Valley
- Central Penn

Addition of a full year of WGL

Successful completion of asset sales in 2018 and further reshaping of business to focus on Gas and U.S. Utilities

Financing requirements for WGL completed











# **Building Infrastructure to Serve New Markets**



#### Fully-integrated, customer-focused value chain provides increased value to producers

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1 Current supply for Ferndale is sourced through Petrogas. 2 Includes Petrogas operations See "forward-looking information"

# Midstream Operations in North America's Most Prolific Gas Plays

### Strategic infrastructure provides producers with global market access

Unique opportunity providing critical infrastructure for energy exports at three sites on both the Pacific and Atlantic

Only significant existing West Coast energy export terminal (Ferndale)<sup>1</sup> with a second (RIPET) under construction, moving natural gas liquids to key markets including Asia

 High grade asset base in sustainable plays drive growth

Strategic footprint in vertically integrated Montney & Marcellus / Utica plays



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1 AltaGas has 1/3 interest in Ferndale facility 2 NEB – Energy Market Assessment. 3 U.S. Energy Information Administration. See "Forward-looking Information"

# AltaGas' Northeast B.C. and Energy Export Strategy

#### Provides NEW market access for Western Canadian propane producers to Asia



- AltaGas' propane export terminal at Ridley Island is poised to create a hub for key global markets to the west
- Significant shipping advantages vs. Gulf coast, providing producers with increased netbacks

Historical C3 Prices (\$USD/Gal)



# **Northeast B.C. Strategy**

#### Provides new market access for Western Canadian propane producers to Asia



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1 Total project cost; ownership is 70% ALA and 30% Royal Vopak Expectations at September 2018 See "forward-looking information"

# **Expanding the Townsend Gas Processing Complex**

Expansion of the Townsend Complex and capture area coupled with enhanced NGL recovery will provide producers with more options for energy exports

#### **Townsend Expansion**

- Addition of a 198 MMcf/d of C3+ deep cut gas processing capacity
- Kelt with firm processing of 75 MMcf /d of raw gas under an initial 10-year take-or-pay arrangement
  - includes raw gas gathering, liquids handling, field fractionation and propane marketing arrangements including export through RIPET
- Economies of scale and synergies result in capital efficiencies approaching \$750,000/MMcf of deep cut capacity
- Estimated project cost of \$180 million
- Expected on-stream in Q4 2019



# **Black Swan Aitken Creek Processing Facilities**

50% in interest in Black Swan Gas Plants strengthens Northeast B.C. integrated gas strategy and propane export solution

#### **Black Swan Agreement:**

- 50% interest in 210 MMcf/d Black Swan Aitken Creek Processing Facilities - \$186mm
  - North Aitken Creek Gas Plant (110 MMcf/d)
  - Aitken Creek Gas Plant (100 MMcf/d) under construction
  - Potential to increase to 360 MMcf/d of processing capacity
- Liquids Handling \$40 million
  - 15 year agreement
  - Utilizes existing AltaGas Pipelines from Townsend to North Pine
  - Requires new pipelines from North Aitken to Townsend

- Energy exports 15 year NGL dedication to North Pine
  - Triggers expansion of North Pine C3+ fractionation capacity to 20,000 bbl/d
  - Provides new organic propane supply for RIPET



# **Ridley Island Propane Export Terminal**

### First mover competitive advantage

# Expected to be Canada's first West Coast propane export terminal

- Construction is underway and is expected to be in service by Q1 2019
- Facility designed for 40,000 bbls/d of export capacity
- Brownfield site includes existing world class marine jetty with deep water access, excellent railway access which enables the efficient loading of Very Large Gas Carriers that can access key global markets
  - ~10 day to Asia vs. ~25 days from the U.S. Gulf Coast
- Astomos Energy Corporation to purchase 50% of the propane shipped from the facility
- Kelt and Black Swan agreements in addition to other initiatives provide increased supply and we expect to achieve the initial 40,000 bpd supply target
- Expect at least 40% of the facility's throughput to be underpinned by tolling arrangements
- Entered into a strategic joint venture with Royal Vopak who will take a 30 percent interest in the Terminal
- Estimated project cost of \$450 \$500 million<sup>1</sup>





# **AltaGas' Position in the Marcellus**

### Connecting low cost producers with U.S. consumption markets and exports



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1 Represents ALA share of total project cost See "Forward-looking Information" Unless otherwise stated, dollar amounts in this presentation are in Canadian dollars



# Utilities

# **U.S. Utility Business**

#### High quality assets underpinned by regulated, low-risk cash flow

- Delivering clean and affordable natural gas to homes and businesses in multiple jurisdictions
- Increased diversification, across several high growth areas, minimizing exposure to any one jurisdiction



# Over \$4 Billion<sup>1</sup>

Rate base at June 30, 2018

Over 1.5 Million<sup>1</sup>

Customers

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1 As at June 30, 2018 proforma including WGL See "Forward-looking Information" Unless otherwise stated, dollar amounts in this presentation are in Canadian dollars

# **Michigan Growth Opportunity**

#### Marquette Connector Pipeline (MCP)

- Proposed pipeline that will connect the Great Lakes Gas Transmission pipeline to the Northern Gas pipeline in Marquette, Michigan
  - · Approximately 42 miles mainly with 20" diameter pipe
- Provides needed redundancy and additional supply options to SEMCO's ~35,000 customers in its service territory in Michigan's Western Upper Peninsula. It will also provide additional natural gas capacity to Michigan's Upper Peninsula to allow for growth
- Cost is estimated at ~US\$135 \$140 million. Recovery on MCP is expected to be through a general base rate case
  - · Expected to meaningfully increase rate base
- Received approval of Act 9 application from the Michigan Public Service Commission in August 2017 to construct, own and operate the project
- Engineering and property acquisitions have begun and will continue throughout 2018, and construction to be completed in 2019
- MCP is expected to be in service in Q4 2019



# **Supportive Regulatory Environment for U.S. Gas** Utilities

Utility	Location and Rate Base <sup>1</sup>	Customers <sup>1</sup>	Allowed ROE and Equity Thickness	Regulatory Update
SEMCOENERGY GAS COMPANY	Michigan \$654 MM	309,000	10.35% 49%	<ul> <li>Use of projected test year for rate cases with 10 month limit to issue a rate order, eliminates/reduces regulatory lag</li> <li>Recovery of invested capital in pipeline replacement through the Mains Replacement Program surcharge has reduced the need for frequent rate cases</li> <li>Last rate case filing completed in 2010; next case to be filed in 2019</li> <li>In August 2017, received approval from the Michigan Public Service Commission for the Act 9 application for the Marquette Connector Pipeline</li> </ul>
Natural Gas Company	Alaska \$365 MM	144,000	11.88% 51.80%	<ul> <li>Final order approving US\$5.8 MM rate increase (including US\$5 MM interim rates previously included in rates) issued on September 22, 2017. Final rates effective November 1, 2017</li> <li>Next rate case to be filed in 2021, based on 2020 historical test year.</li> </ul>
Cook Inlet Natural G	Alaska \$97 MM	ENSTAR, 3 electric utilities and 5 other customers	12.55% 50.00%	<ul> <li>In April 2018 filed application for advanced approval of the redundancy project with ~US\$41 MM capital cost; RCA decision expected in early Q1 2019</li> <li>Rate case filed in April 2018</li> </ul>
Washingt Gas AwdLCoreary	on Virginia	524,000	9.50% 52.3%	<ul> <li>Rate case filed in July 31, 2018 seeking rate increase of US\$37.6MM, including transfer of US\$14.7MM rider under the Steps to Advance Virginia's Energy Plan ("SAVE") for net increase of US\$22.9MM; US\$1.3 billion projected rate base based on 10.6% ROE and ~53.3% of equity thickness</li> <li>Filed 2019 SAVE capex and rider in August 31 2018, expect to incur approximately US\$70MM 2019 SAVE capex</li> </ul>
Washingt Gas wel.Corper	on Maryland ~	\$3 BN 478,000	9.50% 53.0%	<ul> <li>Rate case filed in May 2018 seeking rate increase of US\$56.3 MM including transfer of US\$15 MM Strategic Infrastructure Development and Enhancement Plan ("STRIDE") surcharge for net increase of US\$41.3MM; based on 10.3% ROE, ~ 51.7% equity thickness, and ~US\$1.1 billion projected rate base</li> <li>Filed STRIDE 2 application for 2019-2023 for ~US\$394 MM replacement capex</li> </ul>
Washingt Gas AWGL Corport	on Washington D.C.	162,000	9.25% 55.7%	<ul> <li>Last rate case was filed in February 2016 with final rates approved in March 2017</li> <li>Rate case to be submitted in 2020</li> <li>New 5 year plan for accelerated replacement to be filed in late 2018 for the period Oct 2019 to Sept. 2024</li> </ul>

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1 WGL figures as of September 30, 2017. SEMCO, Enstar and CINGSA Figures as of December 31, 2017. US\$ converted at an exchange rate of \$1.3168 CAD / \$1.00 USD See "Forward-looking Information"



# Power

# **Contracted Power**

### Generating clean energy with natural gas and renewable sources





