## **AltaGas**

Third Quarter Investor Presentation October 2018



## Forward looking statement

This presentation contains forward-looking statements. When used in this presentation, the words "will", "intend", "plan", "potential", "generate", "grow", "deliver", "can", "continue", "drive", "anticipate", "target", "come", "corate", "position", "achieve", "sek", "propose", "forecast", "estimate", "expect", "solution", "outlook", "assumes" and similar expressions, as they relate to AltaGas or any affiliate of AltaGas, are intended to identify forward-looking statements. In particular, this presentation contains forward-looking statements with respect to, among others things, business objectives; strategies; expected corporate focus, including increased focus on gas and U.S. utilities; expected update and timing of update on strategy, outlook and capital plans; expected objectives and expected ability to a meet objectives to regain financial strength and flexibility, maintain investment grade credit rating, regain a cost of capital advantage, and expected ability to take the necessary steps to ensure long-term value creation; expected additional asset sales and value, multiples and potential assets to be sold; expected repayment and timing of repayment of the bridge facility; anticipated determination of an appropriate and sustainable dividend; expected normalized EBITDA and normalized FFO growth; expected closing of the non-core midstream and power assets; expected opportunities in the Gas segment, including by significant project; expected project capex to EBITDA multiples; expected expansion of the Townsend Complex, and timing, capacity increase and cost of the Townsend Complex expansion; expected economies of scale, synergies and capital efficiencies at the Townsend Complex; expected benefits of the Black Swan transaction; potential increase in processing capacity at the Aitken Creek Processing Facilities; expected timing, capacity, supply, and off-take arrangements of RIPET, and expected efforts to increase capacity beyond initial targets with minimal capital investment; enticipated medium-term Utility g

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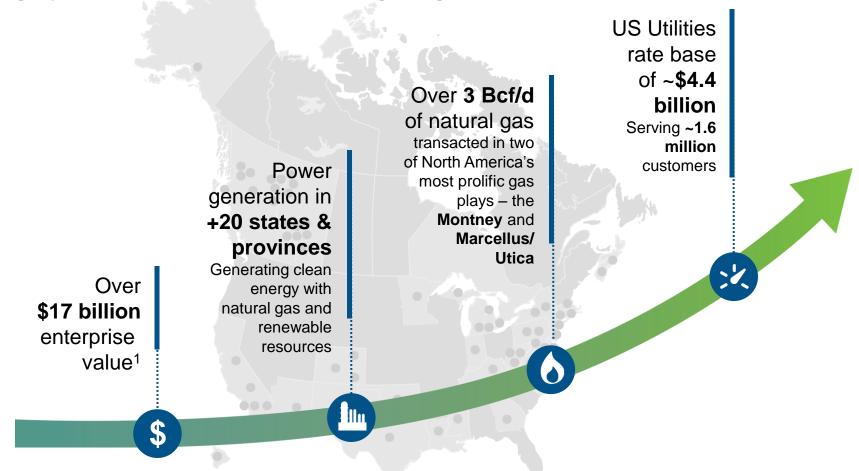
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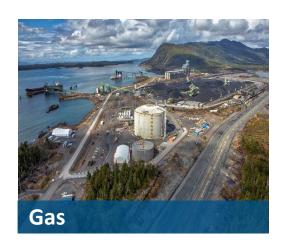


## A Leading Energy Infrastructure Company

#### Highly contracted assets providing long-term stable cash flow



# Reshaping AltaGas – Focus on Gas and U.S. Utilities



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

# Balance Prudent Financial Management with Investment in Opportunities in Gas and U.S. Utilities

	Steps	Action Items
1>	Reshape AltaGas Pay down bridge facility	<ul> <li>✓ Sold 35% of Northwest Hydro Facilities for \$922 million</li> <li>✓ Sale of non-core gas and power assets for \$560 million</li> <li>✓ IPO of AltaGas Canada Inc. assets for total cash proceeds of \$874 million¹</li> <li>■ Balance of the bridge facility – US \$1.2 billion – is expected to be repaid by year end</li> </ul>
2>	Balanced Funding Growth	<ul> <li>Approximately \$1.5 - \$2.0 billion in further asset sales</li> <li>Optimize cost of capital</li> <li>Suspension of Premium DRIP plan at year-end</li> <li>Review of dividend policy</li> <li>Prudent capital allocation</li> <li>Investment grade credit rating with improving credit metrics</li> </ul>
3	Business Optimization	<ul> <li>Further reshaping of AltaGas to be led by new CEO</li> </ul>

# Improving Cost of Capital and Developing a Balanced 2019 Funding Plan

## Our objective is clear

# Financial strength and flexibility: maintain our investment grade credit rating and optimize cost of capital

Taking the necessary steps to ensure long-term value creation for all stakeholders

- Refining our financing plan and size of future capital programs
- Plan to update the market on strategy, 2019 outlook and capital plans prior to yearend

Identify additional asset sales and set out objectives and priorities

Refine plan with the Board

Recommend and finalize path forward

Provide market update

# \$1.5-\$2.0 Billion in Additional Asset Sales To Fund Growth Opportunities



Additional asset sales further align the strategic focus on Gas and U.S. Utilities and provides cost effective funding

Identified approximately \$1.5 to \$2.0 billion in additional near-term asset sales

 Expected to include the monetization of an additional interest in the Northwest Hydro Facilities

# Balancing Organic Growth Opportunities and Funding Capacity



# Strong balance sheet and an investment grade credit rating will provide greater flexibility and growth

- On track to repay the outstanding \$1.2 billion on the bridge facility by year end
- Funding plan will support investment grade credit rating
- Plan tailored to optimize funding and cost of capital

- Focused on only highest quality projects:
  - Strong organic growth potential and strategic fit
  - Strong risk adjusted returns and near-term contributions to per share FFO & EBITDA
  - ✓ Strong commercial underpinning

# Tailored Capital Plan and Asset Sales Used to Optimize Cost of Capital

#### Suspended the Premium Dividend Reinvestment Plan (PDRIP)

- Effective January 1, 2019
- December 2018 dividend will be the last dividend to be included in the PDRIP
- Overall DRIP participation rate is expected to drop meaningfully from ~66%
- The Dividend Reinvestment Plan will remain unchanged

#### Appropriate and sustainable dividend will provide future funding flexibility

- Intend to act in the best interest of all stakeholders
- Balancing short-term yield with longterm growth
- Appropriate dividend level will optimize per share cash flow and earnings growth
- Determine prudent dividend payout reflective of the asset mix and earnings and cash flow of the combined company

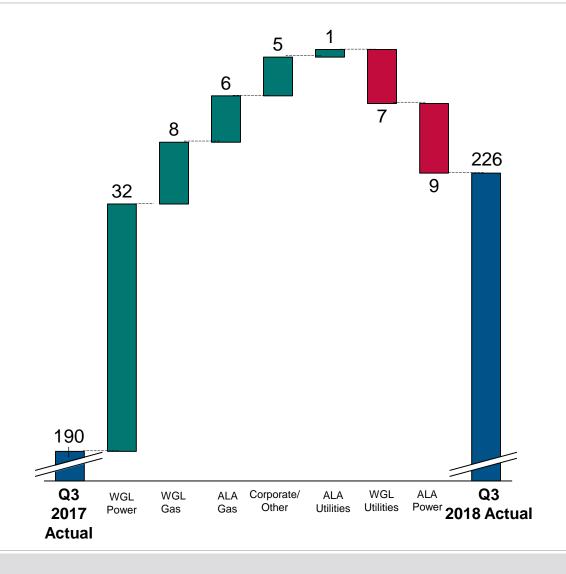
## **Q3 Financial Highlights**

- Normalized EBITDA was \$226 million compared to \$190 million in Q3 2017
- Normalized funds from operations were \$117 million (\$0.45 per share) compared to \$143 million (\$0.83 per share) in Q3 2017
- Net loss applicable to common shares was \$726 million (\$2.78 per share) compared to net income of \$18 million (\$0.10 per share) in Q3 2017
- Normalized net loss was \$17 million (\$0.07 per share) compared to normalized net income of \$48 million (\$0.28 per share) in Q3 2017
- Net debt was \$10.4 billion as at September 30, 2018, compared to \$3.6 billion at December 31, 2017
- Net debt-to-total capitalization ratio was 60 percent as at September 30, 2018, compared to 44 percent as at December 31, 2017

# **Contributions from WGL and Canadian Gas Segment drive up Q3 EBITDA**

# 2018 Q3 Actuals vs. 2017 Q3 Actuals – EBITDA

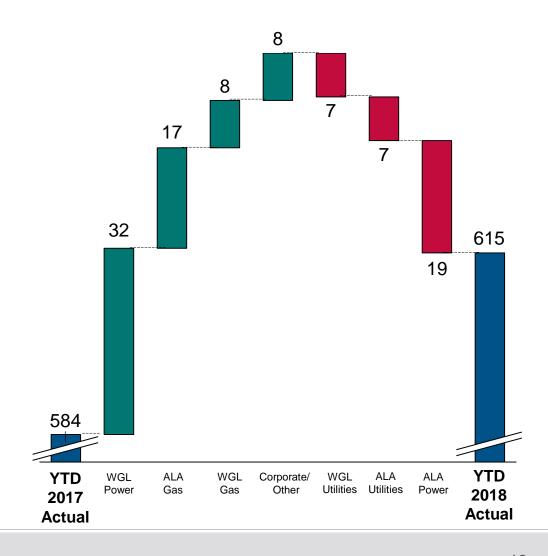
- Contributions from the WGL gas and power segments
- Higher realized frac spread due to improved commodity prices and higher frac exposed volumes
- Full year contributions from Townsend 2A and the first train of the North Pine facility
- Colder weather at AUI and SEMCO
- Stronger U.S. dollar
- Increased O&M and leak remediation expenses at WGL Utilities
- Lower generation at NWH facilities due to lower river flows and price received
- The expiry of the PPA at the Ripon facility in the second quarter of 2018
- The impact of U.S. tax reform



# **Contributions from WGL and Canadian Gas Segment drive up YTD EBITDA**

# 2018 YTD Actuals vs. 2017 YTD Actuals – EBITDA

- Contributions from the WGL gas and power segments
- Higher realized frac spread due to improved commodity prices and higher frac exposed volumes
- Full year contributions from Townsend 2A and the first train of the North Pine facility
- Colder weather at AUI and SEMCO
- Increased O&M and leak remediation expenses at WGL Utilities
- Lower generation at NWH facilities due to lower river flows and price received
- ▼ The expiry of the PPA at the Ripon facility in the second quarter of 2018
- Weaker U.S. dollar
- The impact of U.S. tax reform



## **Quarterly EBITDA Walk Down**

#### Results of operations by reporting segment

Normalized EBITDA (1)	2018	2017
Gas	\$ 65	\$ 51
Power	128	106
Utilities	32	38
Corporate	1	(5)
Total	\$ 226	\$190

<sup>(1)</sup> Non-GAAP financial measure; See discussion in Non-GAAP Financial Measures section of the Q3 MD&A

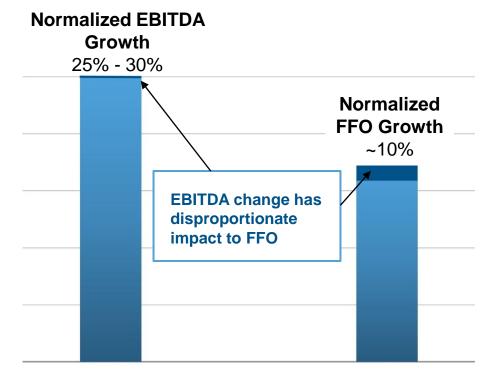
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- ▼ The impact of U.S. tax reform

#### **2018 Growth Outlook**

# Normalized EBITDA expected to increase by approximately 25% to 30% and normalized funds from operations to increase by approximately 10% compared to prior year

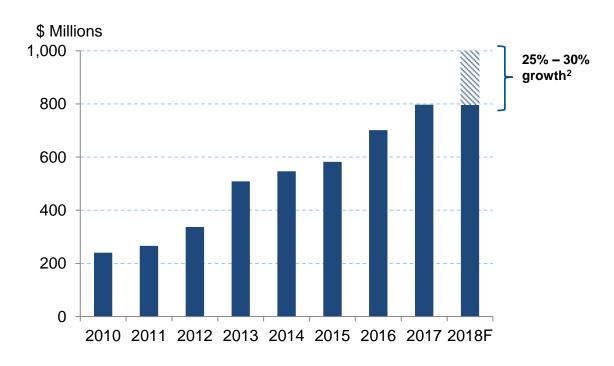
- ▲ Contributions from the WGL in all three segments
- Higher realized frac spread due to improved commodity prices and higher frac exposed volumes
- Full year contributions from Townsend 2A and the first train of the North Pine facility
- Colder weather and rate base and customer growth at certain of the utilities
- The sales of a majority interest in ACI
- The expiry of the PPA at the Ripon facility in the second quarter of 2018
- A weaker U.S. dollar on reported results of the U.S. assets
- The impact of U.S. tax reform



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

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



#### 2019+

## 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 will be completed

# Asset Sales Align with Strategy to Reshape Company



#### Sold 35% of Northwest Hydro Facilities for \$922 million

Sale closed in June 2018



# Sale of Non-Core Gas and Power Assets for \$560 million

- Sale to close in Q4 2018
- Includes non-core Canadian gas and power assets, shares of Tidewater Midstream and Infrastructure Inc. and Tracy, Hanford and Henrietta plants in California



#### IPO of AltaGas Canada Inc. Assets for Total Cash Proceeds of \$874 million<sup>1</sup>

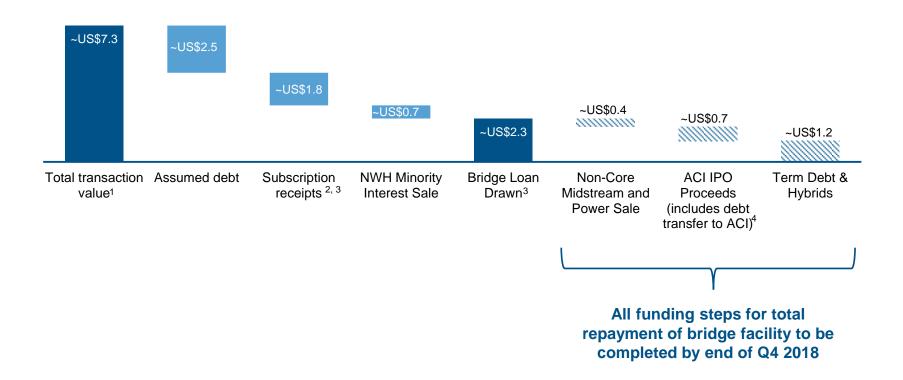
- Closed late October
- AltaGas to remain minority owner

## First Stage of Asset Monetization Plan Complete

	Close	Proceeds (\$MM)	Annual EBITDA Impact (\$MM)
35% interest in Northwest Hydro Facilities	Q2	\$922	Consolidated
Non-Core Midstream and Power Assets in Canada	Q4	\$165	~\$22
Non-Core San Joaquin Power Assets in California	Q4	US\$300	~US\$76
IPO of AltaGas Canada Inc.	Q4	\$874 <sup>1</sup>	\$104 million less equity pick up from ACI
Busch Ranch	Q4	US\$16.3	~US\$2
Total Asset Sales		~\$2.4 billion	

## Rapidly Repaying Bridge Facility

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



Unless otherwise stated dollar amounts in this presentation are in Canadian dollars



<sup>1</sup> Includes transactions related costs

<sup>2</sup> Net proceeds from subscription receipts (gross proceeds minus dividend equivalent payments and Underwriter fees)

<sup>3</sup> US\$ Converted at July 6, 2018 FX rate of \$1.3105 CAD / \$1.00 USD

<sup>4</sup> The \$635 million in debt includes a new term debt issuance, intercompany loans and the assumption of existing indebtedness. See "Forward-looking Information"

## **Q3 Operational Highlights**



Gas

Further traction in Northeast B.C. strategy

Agreements announced with **Kelt** and **Black Swan** 



**Utilities** 

Continued progress on key rate cases in Maryland and Virginia

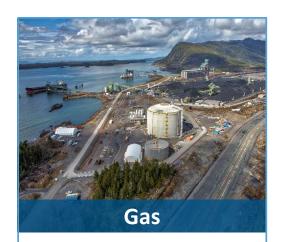


#### Power

Positioned to deliver on capital light strategy

Announced sale of San Joaquin assets and Busch Ranch

## **Gas Segment Drives Near Term Growth**



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.

#### **Optimizing full value chain of energy exports**

#### **RIPET**

\$450 - \$500 million

40,000 bbls/d of supply expected and 100% of off-take contracted by in-service date

#### **Central Penn**

US\$450 million

In service Oct, 2018

Mountain Valley Pipeline

US\$350 million

**Townsend Expansion** 

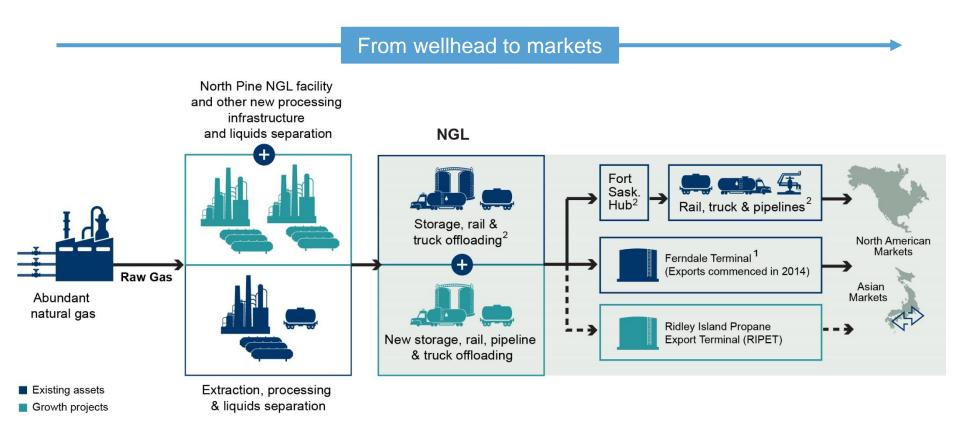
\$180 million

Aitken Creek
Acquisition and
Development

\$230 million

~\$1.5 billion in near term gas opportunities

# Integrated Value Chain Optimizes Returns and Connects Producers to New Markets



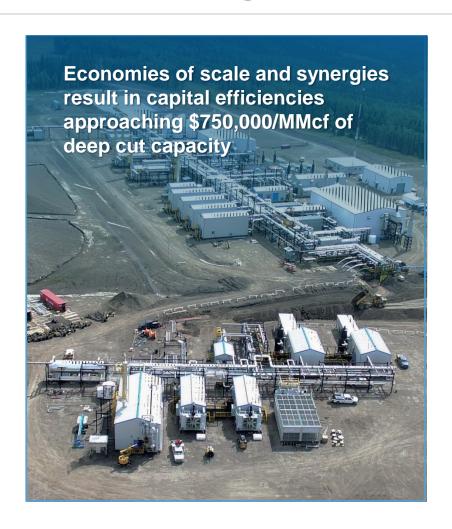
Fully-integrated, customer-focused value chain provides increased value to producers

### **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
- Estimated project cost of \$180 million
- Expected on-stream in Q4 2019



# Black Swan Agreement 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
  - Provides new organic propane supply for RIPET

Combined commitments with Black Swan and Kelt trigger an expansion of North Pine C3+ fractionation capacity to 20,000 bbl/d

#### **Benefits:**

- Showcases AltaGas' competitive gas processing and substantially improved returns through downstream integration including liquids pipelines, field fractionation, rail loading & logistics, and RIPET
- New operating gas processing infrastructure with immediate cash flow
- Opportunities for ongoing organic growth capital investment
- Integrated value chain provides improved netbacks to producers



# **Expected to be Canada's First West Coast Propane Export Terminal**

## 40,000 bbls/d Ridley Island Propane Export Terminal expected to be in service in Q1 2019

#### **Supply**

 Kelt and Black Swan agreements in addition to other initiatives provide increased supply and AltaGas expects to achieve the initial 40,000 bbls/d supply target

#### Offtake

- Astomos Energy Corporation to purchase 50% of the propane shipped from the facility
- Commercial agreements to secure the remaining off-take commitments are currently under negotiation and are expected to be completed by the end of 2018

Success with the initial **40,000 bbls/d** leads AltaGas to accelerate efforts to increase capacity beyond initial targets, increase expected to be achieved with minimal capital investment





## Wealth of Opportunities Across U.S. Utilities



**U.S.** Utilities

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

2019 focus on refining business model for optimal capital deployment

#### **High Quality U.S. Utility Growth**

New customer additions, general system improvement, and accelerated replacement programs

Over \$4.5 billion in medium-term utility growth

## 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>

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

Utility	Location and Rate Base (\$CAD)	Customers <sup>1</sup>	Allowed ROE and Equity Thickness	Regulatory Update
SEMCOENERGY  GAS GOMPANY	Michigan	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>
ENSTAR Natural Ges Company	Alaska	~ <b>\$1.1 BN</b> ¹ 144,000	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 STORAGE	Alaska	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' A WGL Company	t <b>on</b> 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\$96MM 2019 SAVE capex</li> </ul>
Washingt Gas AWGL Company	on Maryland	~ <b>\$3.3 BN¹</b> 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 Company	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 October 2019 to September 2024</li> </ul>



# **AltaGas**