



# ANNUAL GENERAL MEETING

## CANADIAN UTILITIES LIMITED

May 3, 2017

# BRIAN BALE, SENIOR VICE PRESIDENT & CHIEF FINANCIAL OFFICER

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## CHALLENGES

- **RESOURCE INDUSTRIES STRAINED**
- **EXPORTERS DEPENDENT ON U.S. ECONOMY**
- **TECHNOLOGY DRIVEN DISRUPTION**
- **PUBLIC DEBT LEVELS RISING**

# CHANGING OF THE POLITICAL GUARD

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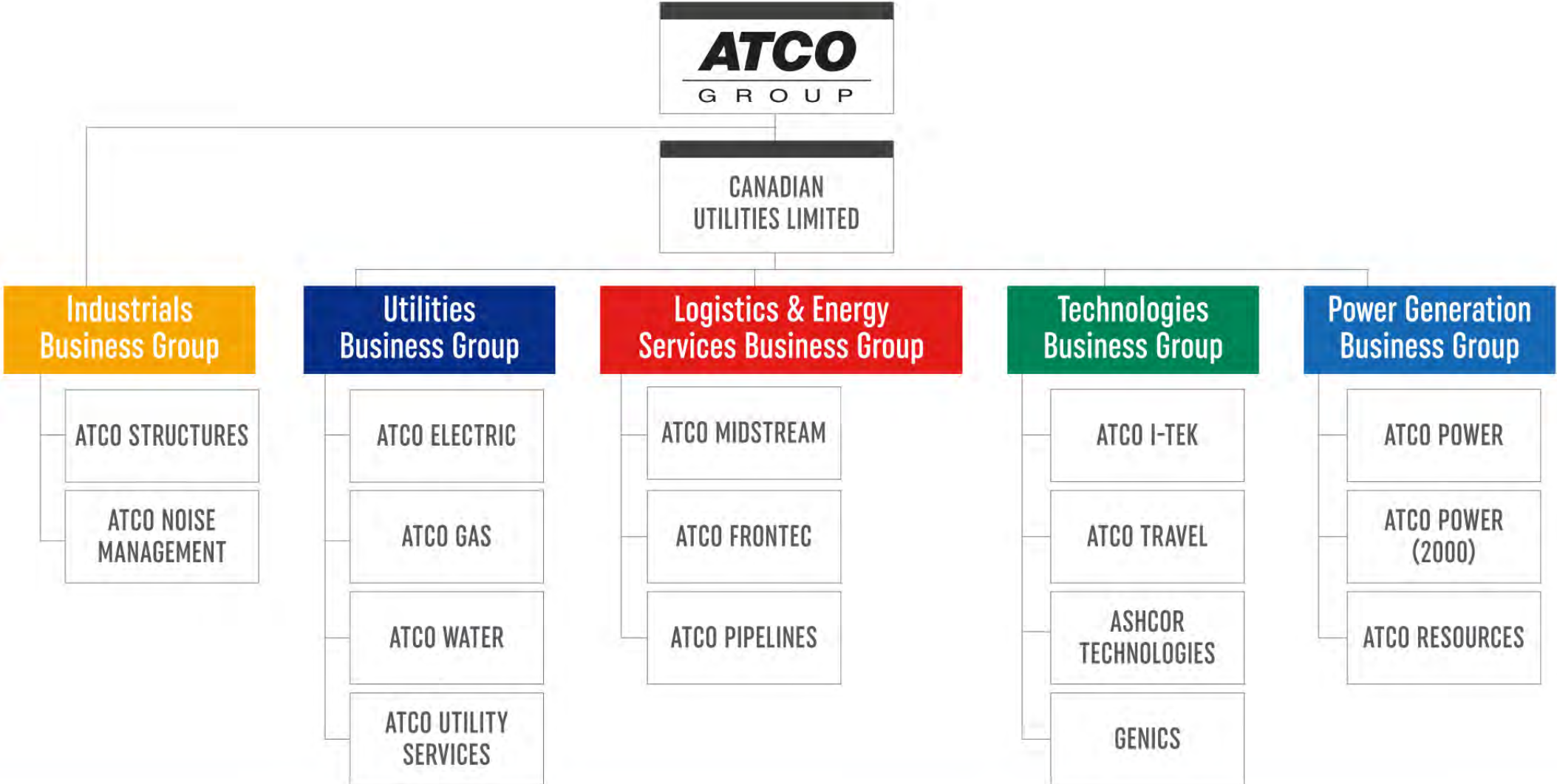
## OUR VISION

**To improve the lives of our customers  
by providing sustainable, innovative  
and comprehensive infrastructure  
solutions globally.**

2016 INITIATIVES

# RESTRUCTURE IMAGINATION COURAGE

# RESTRUCTURE





**ATCO**



**CU** CANADIAN  
UTILITIES LIMITED  
An **ATCO** Company

**GLOBAL BUSINESS UNITS**

**STRUCTURES & LOGISTICS**  
GLOBAL BUSINESS UNIT

**PIPELINES & LIQUIDS**  
GLOBAL BUSINESS UNIT

**ELECTRICITY**  
GLOBAL BUSINESS UNIT



# A HISTORY OF INNOVATION



**INDUSTRIAL HOUSING  
PROTOTYPE**

IMAGINATION

**FASTER DELIVERY  
LOWER COSTS  
BETTER QUALITY**

# IMAGINATION



**NEXT GENERATION  
SUBSTATION**

# IMAGINATION



MIT SOLVE COMPETITION  
UNITED NATIONS, NEW YORK



# COURAGE

An intentional action to achieve a morally and aspirationally worthy goal which must overcome risk, threats or obstacles.



# — A GIFT —

FROM OUR ATCO FAMILY TO YOURS

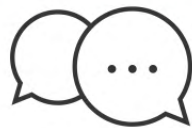
# FREE ENERGY

FOR YOUR HOME THIS JANUARY



**443%**

INCREASE IN  
CALL VOLUME



**5M+**

SOCIAL MEDIA  
IMPRESSIONS



**152%**

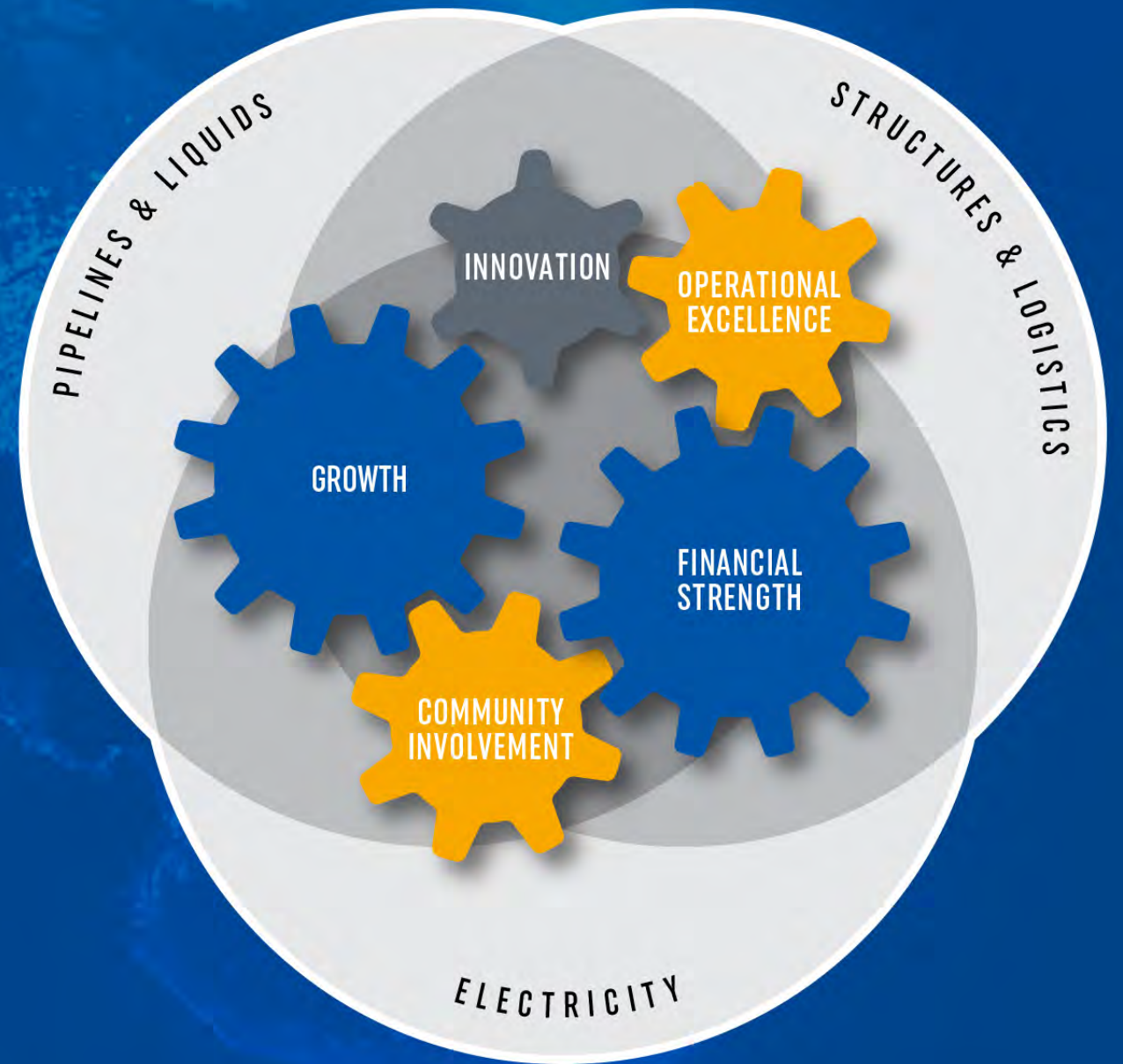
INCREASE IN  
WEB TRAFFIC



**76%**

INCREASE IN RESIDENTIAL  
CUSTOMERS

# STRATEGIC PRIORITIES



# STRATEGIC PRIORITIES






# CANADIAN UTILITIES RESPONDS: FORT MCMURRAY WILDFIRE



# OUR RESPONSE BY THE NUMBERS

**650+** CU EMPLOYEES ON THE GROUND 

 **65,000+** ELECTRICITY AND/OR NATURAL GAS CUSTOMERS IMPACTED

 **1,200** BEDS RAPIDLY DEPLOYED

**560** ELECTRIC TRANSMISSION POLES REPAIRED 

**56,000+** MEALS SERVED IN 8 DAYS 

 **2,650 KM** MAIN LEAKS SURVEYED

 **10,000+** ONLINE SERVICE REQUESTS

**60,000+** WEBSITE VISITS TO UTILITY RESTORATION MAP 

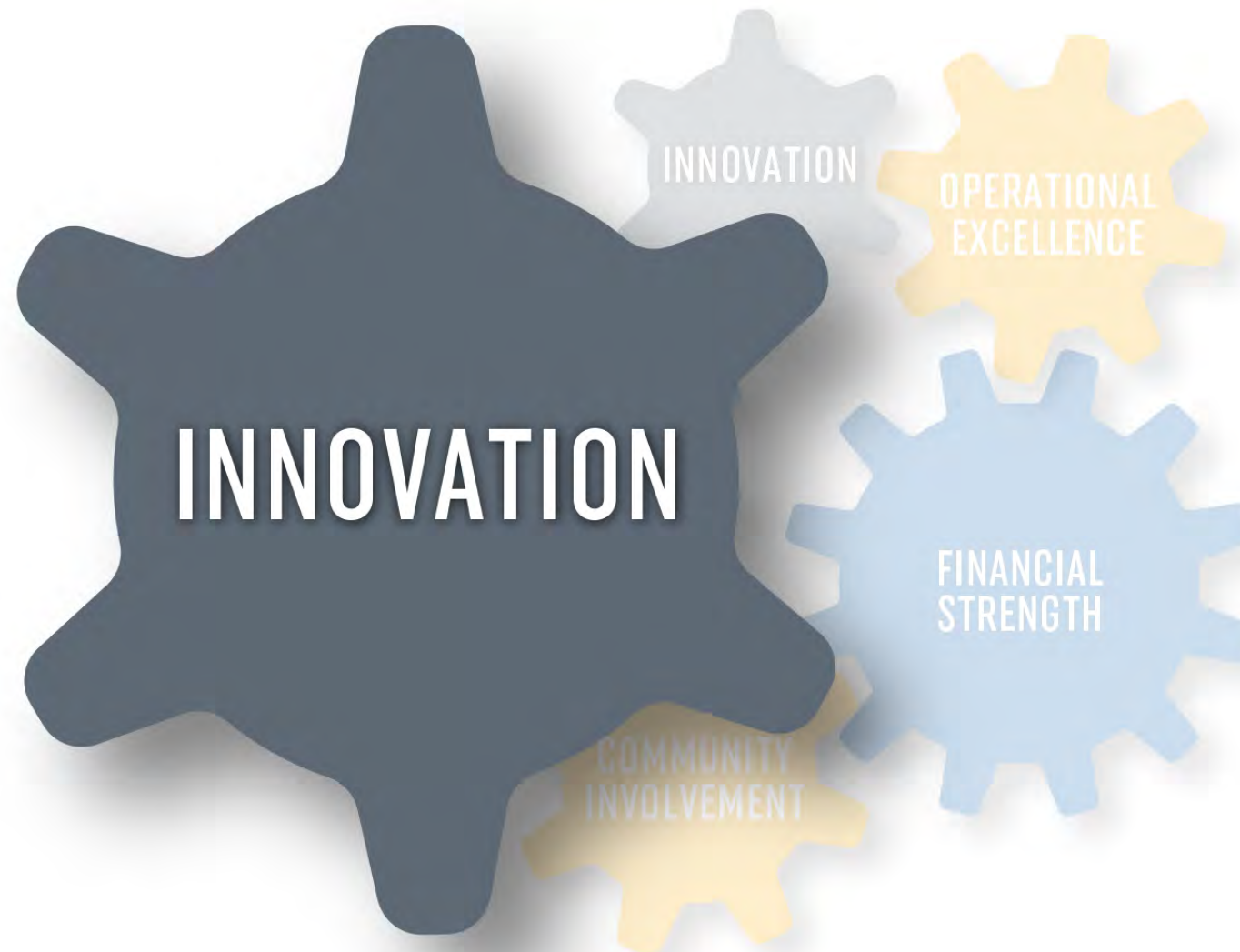
# CANADIAN UTILITIES RESPONDS: ALBERTA SNOWSTORM



 **7,536 KM** POWER LINES DAMAGED

 **6,078** CUSTOMERS IMPACTED

# STRATEGIC PRIORITIES



# GREENING ALBERTA'S GRID

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**BASSOLA**



**CITY OF BUSSELTON,  
WESTERN AUSTRALIA**

# HYBRID HOUSE



RED DEER, ALBERTA

# MICRO COMBINED HEAT & POWER



**CU'S NORTHPORT GATE STATION  
EDMONTON, ALBERTA**



# SADDLE HILLS TELECOMMUNICATIONS SITE



NORTHWEST OF  
GRANDE PRAIRIE, ALBERTA

# ALTERNATIVE POWER SOLUTION







**RED DEER COLLEGE  
RED DEER, ALBERTA**

# STRATEGIC PRIORITIES







# CANADIAN UTILITIES IN ALBERTA'S INDUSTRIAL HEARTLAND

## INDUSTRIAL WATER

-  RIVER WATER INTAKE AND PUMP STATION
-  STURGEON PIPELINE
-  HEARTLAND PIPELINE
-  SCOTFORD PIPELINE

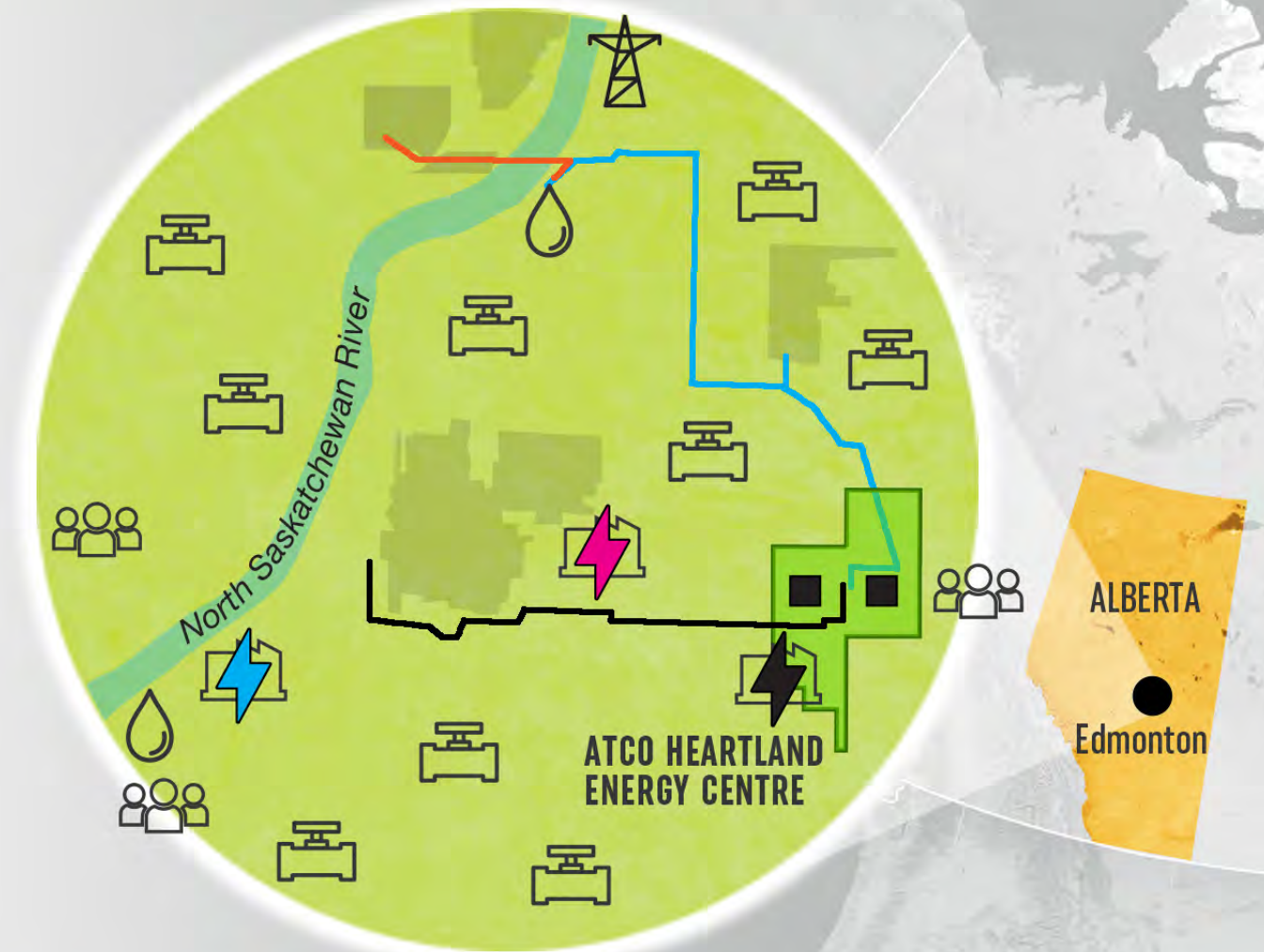
## ELECTRIC GENERATION & TRANSMISSION

-  EASTERN ALBERTA TRANSMISSION LINE (EATL)
-  SCOTFORD COGENERATION PLANT
-  ATCO HEARTLAND GENERATING STATION (PROPOSED)
-  STRATHCONA COGENERATION PLANT (PROPOSED)

## ■ HYDROCARBON STORAGE

-  GAS DISTRIBUTION COMMUNITIES SERVED

-  GAS TRANSMISSION



# INTEGRATED MULTI-USER WATER SYSTEM



ALBERTA'S INDUSTRIAL  
HEARTLAND

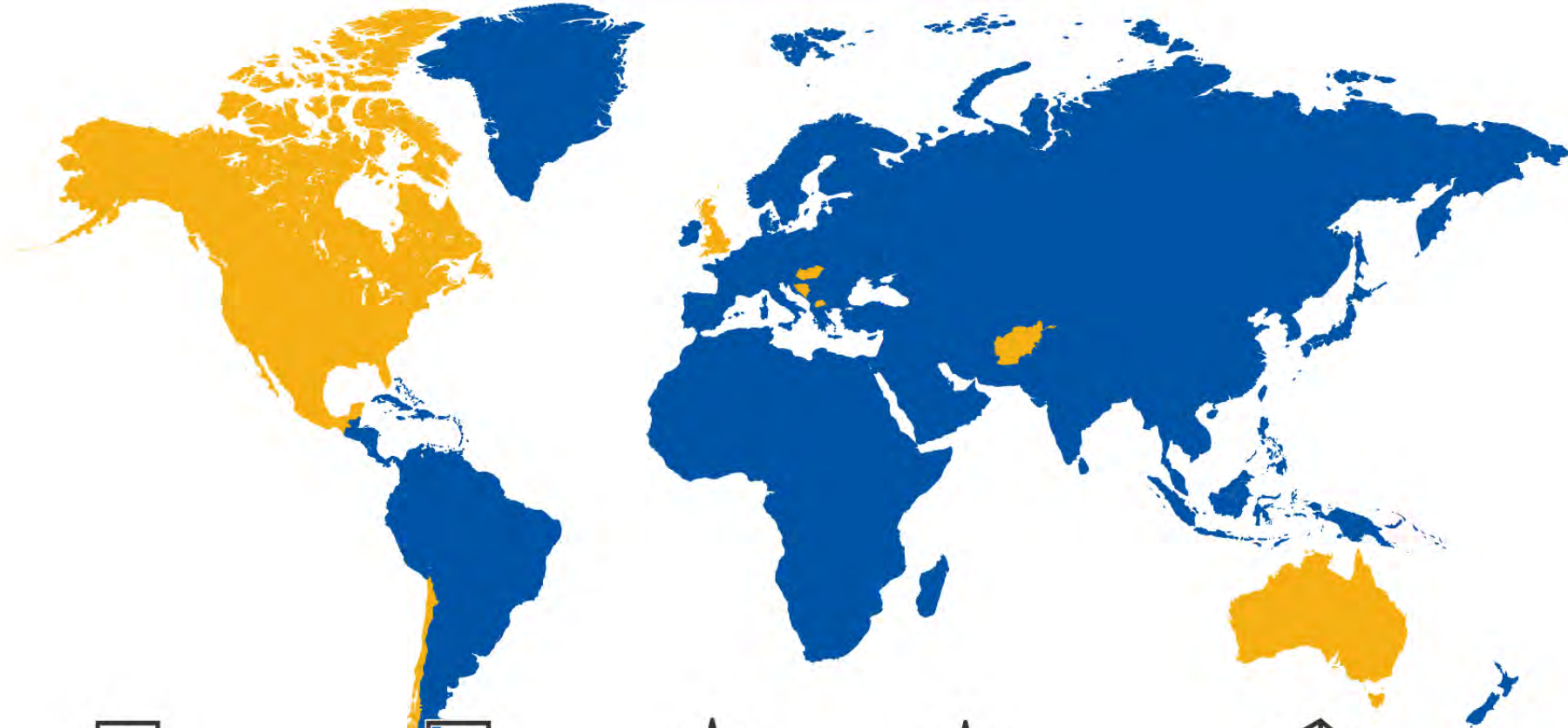
# ALBERTA POWERLINE

## Fort McMurray West 500 kV Transmission Project

 Approved Route



# CURRENT OPERATIONS



**2M+**  
GLOBAL  
CUSTOMERS



**52PJ**  
NATURAL GAS  
STORAGE CAPACITY



**65,000 KM**  
NATURAL GAS  
PIPELINES



**18**  
POWER  
PLANTS



**88,000 KM**  
ELECTRIC POWER  
LINES

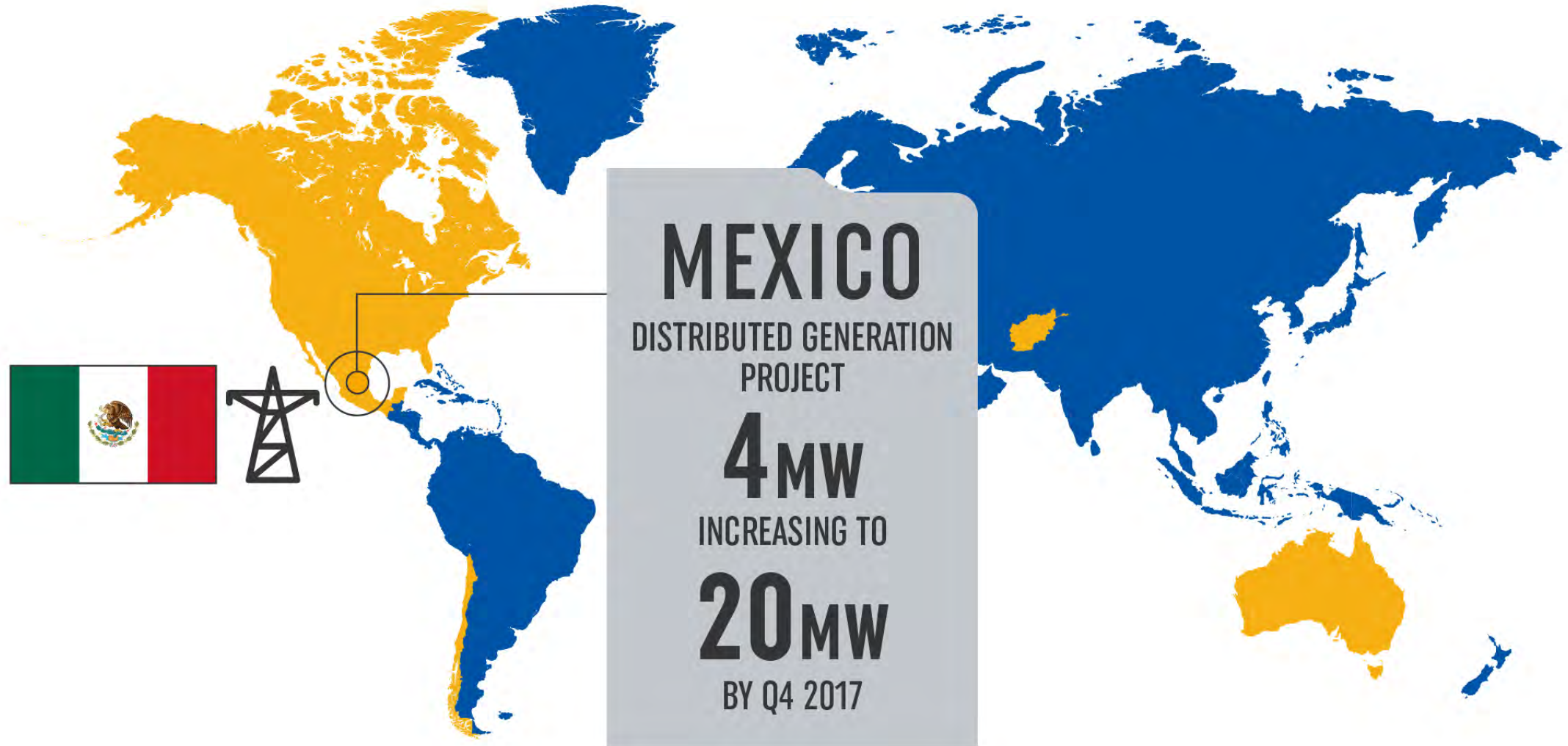


**7**  
MODULAR BUILDING  
MANUFACTURING FACILITIES



**85,200M<sup>3</sup>/D**  
WATER INFRASTRUCTURE  
CAPACITY

# GLOBAL EXPANSION



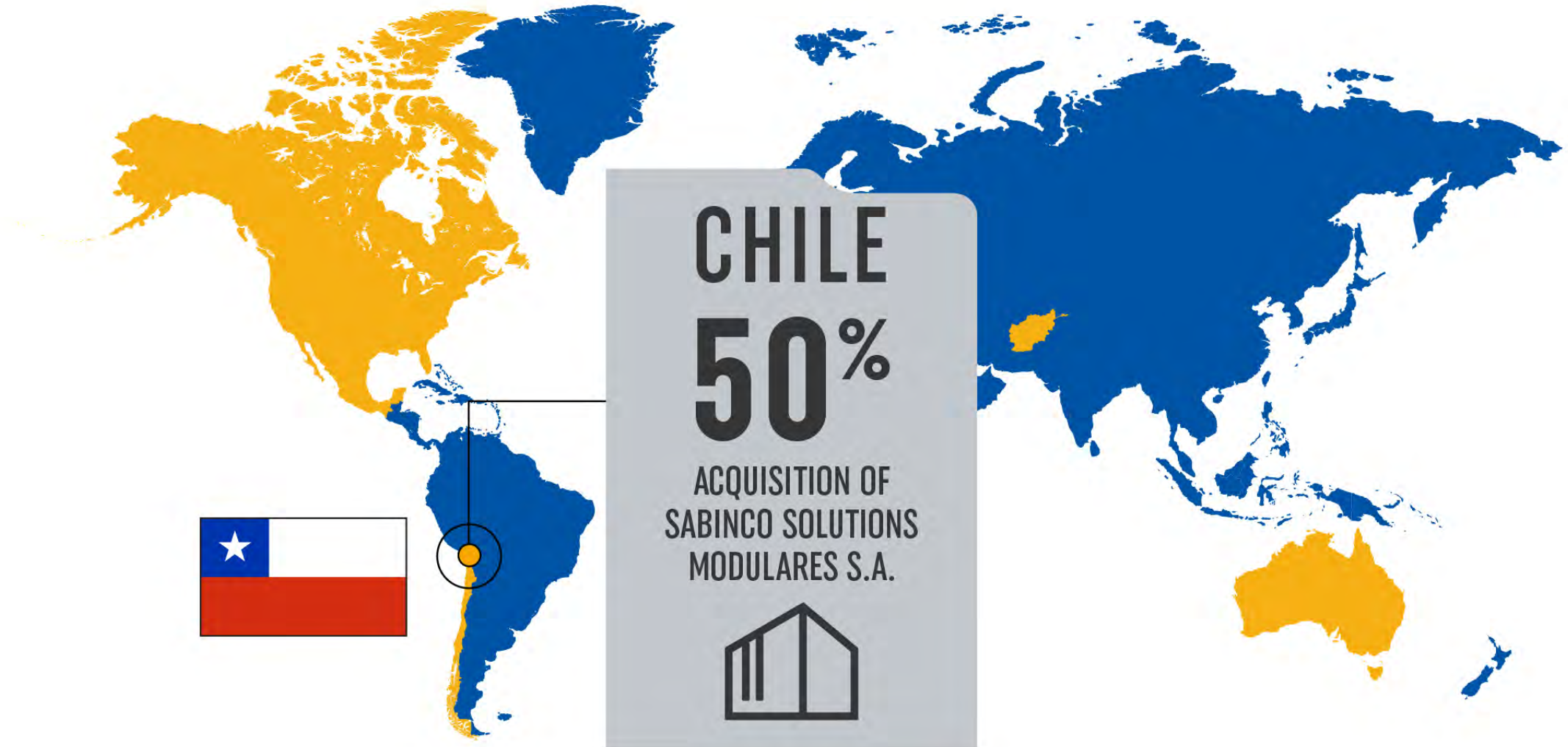


# GLOBAL EXPANSION



SAN LUIS POTOSÍ,  
MEXICO

# GLOBAL EXPANSION



# STRATEGIC PRIORITIES



# CANADIAN UTILITIES IN THE COMMUNITY



# INDIGENOUS PARTNERSHIPS



**40**  
PARTNERSHIPS  
WITH INDIGENOUS  
COMMUNITIES  
ACROSS CANADA

# CANADIAN UTILITIES IN THE COMMUNITY



**\$3.3M**  
PLEGGED

**12,000**  
EMPLOYEE VOLUNTEER HOURS

**500**  
CHARITIES

# CELEBRATING OUR 70-YEAR HISTORY





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