2017 NGA Sales & Marketing Conference

Business Development Initiatives

March 16-17, 2017
Algonquin Power & Utilities Corp.

- Over 30 electric, gas & water utility systems
- Over 782,000 customers
- Operates in 10 states
- Approximately 2,200 employees

A $10 billion diversified generation, transmission and distribution utility

- 40 owned/operated renewable and clean energy facilities
- Operates in 7 states and 6 provinces
- Over 2500 MW of installed capacity
- Approximately 170 employees
- Traded on the NYSE
Electric distribution company serving 21 communities including Hanover and Lebanon

43,000 customers in New Hampshire including 21,000 in the Upper Valley

30,000 sq ft Operations and Customer Service facility located in Lebanon

Approximately 30 full-time employees serving the Upper Valley

Largest gas utility in New Hampshire, serving over 93,000 customers

Serving 31 communities with natural gas

Keene Division serves 1250 customers “off-pipeline” with propane/air

Propane and LNG facilities located in Nashua, Manchester, Concord and Tilton

24/7 Emergency, Dispatch and Control Center located in Londonderry
Innovative Natural Gas Project (iNATGAS)
- Compressed Natural Gas (CNG) terminal
- Special contract approved by NH PUC

Windham/Pelham Expansion
- New franchise towns approved by NH PUC
- Phase 1 expansion metrics

Managed Expansion Program (MEP)
- New rate classifications to facilitate expansion
- New rates approved by NH PUC

Keene Division Conversion
- Existing satellite location not connected to interstate natural gas pipeline
- Convert existing distribution system from propane/air to CNG and LNG

Hanover/Lebanon Expansion Filing
- New franchise filing with NH PUC
- Satellite location (off pipeline) with baseload LNG/CNG
INATGAS

Revenue
- Monthly rent payments
- Use of gas at gate station

Benefits
- Fill Liberty CNG vehicles
- Public access to fill CNG vehicles
- Distribution revenues

Cost
- $4.7 million over 2 years (2015-16)

Status
- Site completed in December
Windham/Pelham Expansion
Windham/Pelham Expansion

- 2017 Main Extension: Hudson to Windham
- 2017 Main Build Out: Pelham
- NH/MA Border

Map showing the expansion areas in Windham and Pelham.
Town of Windham
Town of Pelham

PART ONE
Gate Station

- Metering
- Transmission Line
- Kinder Morgan to Liberty Utilities customer transfer
- Liberty Utilities Odorant and Regulator Buildings
Town of Pelham
Windham/Pelham Expansion

Revenue/Customers
- Phase 1 annual distribution revenues of ~$750,000
- Phase 1 customer additions of ~400

Benefits
- Builds pipeline for conversion opportunities into the future
- Revenue justified rate-base expansion holds rates in check

Cost
- $4.7 million for Phase 1 (2017)
- Includes cost of new gate station

Status
- NH PUC Order approving new franchises February 2017
- Interconnect Agreement with TGP approved
- Construction to commence summer of 2017
MEP Current Growth…Future Opportunity

Opportunities
• Less than 10,000 potential customers within 100 feet of gas main
• Over 80,000 potential customers more than 100 feet

Challenges
• Geology – The Granite State
• Geography - Load Pockets
• Costs – Traditional Pipeline
• Identification – Who/Where are the customers
Managed Expansion Program (MEP)

**Revenue/Customers**
- Expect an incremental 300-500 customers annually
- Additional $500,000 annually to distribution revenues

**Benefits**
- Builds pipeline for conversion opportunities into the future
- Revenue justified rate-base expansion holds rates in check
- Free gas service for any use if installed at time of main construction

**Cost**
- $3 Million incremental budget annually

**Status**
- NH PUC Order approving MEP structure in August 2016
- First projects sold in Fall of 2016
- Marketing currently underway for 2017 construction season
What Will You Use Natural Gas For?

Natural gas can be used in a variety of ways.

**INSIDE**
- Heating
- Cooling
- Cooking
- Clothes Drying
- Indoor Fireplaces

**OUTSIDE**
- Pool Heaters
- Grills
- Backup Generators
- Outdoor Fireplaces

Did You Know...?
Over half of the homes in the United States use natural gas for heating, cooling, and cooking.
Liberty Utilities is the largest regulated natural gas distribution company in NH. With a local approach to management and support, we deliver dependable services to meet the needs of our customers. We provide a superior customer experience to our 89,000 residential and business customers through walk-in customer centers, energy efficiency initiatives, and programs for businesses and residential customers.

**Here For You. Here For Your Business.**

Recognizing that no two businesses are alike, we provide commercial and industrial customers with an experienced account manager to help meet the distinct needs of each company. From switching over to natural gas to maximizing its efficiency, your account manager is there to help.

**Other Services Offered**

- On site construction meetings
- Personalized fuel consumption analysis
- Competitive price options

**Why Natural Gas?**

- Cost Effective
- Convenient
- Economical Input
- Versatile
- Environmentally Friendly

Contact us today to find out how natural gas can improve your bottom line!

1-800-833-4200 (OPT 5)
nhsalesmarketing@libertyutilities.com
www.libertyutilities.com
Keene Division

- Liberty acquired NH Gas Corp. in Jan 2015.
- Keene Division of EnergyNorth
- Serves 1250 customers
- 30 miles of distribution pipe
- Customers served from a single supply and storage plant located in Keene
- Phase 1 Conversion will utilize CNG
- Phase 2 conversion will utilize LNG & CNG
Keene Conversion

Revenue/Customers
- Potential of 3000-5000 customers
- Potential to increase revenues by 4X

Benefits
- New, state of the art facility
- More stable fuel pricing for customers
- Reduction in Energy Bills
- Proves satellite concept

Cost
- Scalable facility with initial CAPEX of ~$3M

Status
- Finalizing site design/layout/equipment
- City and NH DES permitting 2017
- First CNG conversions in summer of 2017
WORKING TO BRING NATURAL GAS TO HANOVER AND LEBANON

Liberty Utilities is pleased to announce we have filed a request with the New Hampshire Public Utilities Commission seeking permission to provide the Town of Hanover and the City of Lebanon with natural gas.

Our goal is to provide safe, reliable and cost effective energy services to meet the current and future needs of your communities.
Hanover/Lebanon Expansion

Revenue/Customers
- Potential of 5000-7000 customers
- Potential distribution revenues of $4M

Benefits
- More stable fuel pricing for customers
- Reduction in Energy Bills

Cost
- Scalable facility with initial CAPEX of ~$10 Million

Status
- Applied with NH PUC for franchises
- Pre-Hearing conference March 2017
- Construction beginning 2018, if approved