



2018 Annual Shareholder Meeting Financial Report

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- During the course of this presentation, there will be forward looking statements within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements often address our expected future business and financial performance, and often contain words such as “expects,” “anticipates,” “intends,” “plans,” “believes,” “seeks,” or “will.”
- The information in this presentation is based on our current expectations as of the date hereof unless otherwise noted. Our actual future business and financial performance may differ materially and adversely from our expectations expressed in any forward-looking statements. We undertake no obligation to revise or publicly update our forward-looking statements or this presentation for any reason. Although our expectations and beliefs are based on reasonable assumptions, actual results may differ materially. The factors that may affect our results are listed in certain of our press releases and disclosed in the Company’s most recent Form 10-K and 10-Q along with other public filings with the SEC.

\$2 billion Total Assets

10.6% Return on Equity

12.1% Total Shareholder Return

\$849 million of Revenues

5.7%



\$72 million of Net Earnings - Cont. Ops

16.2%

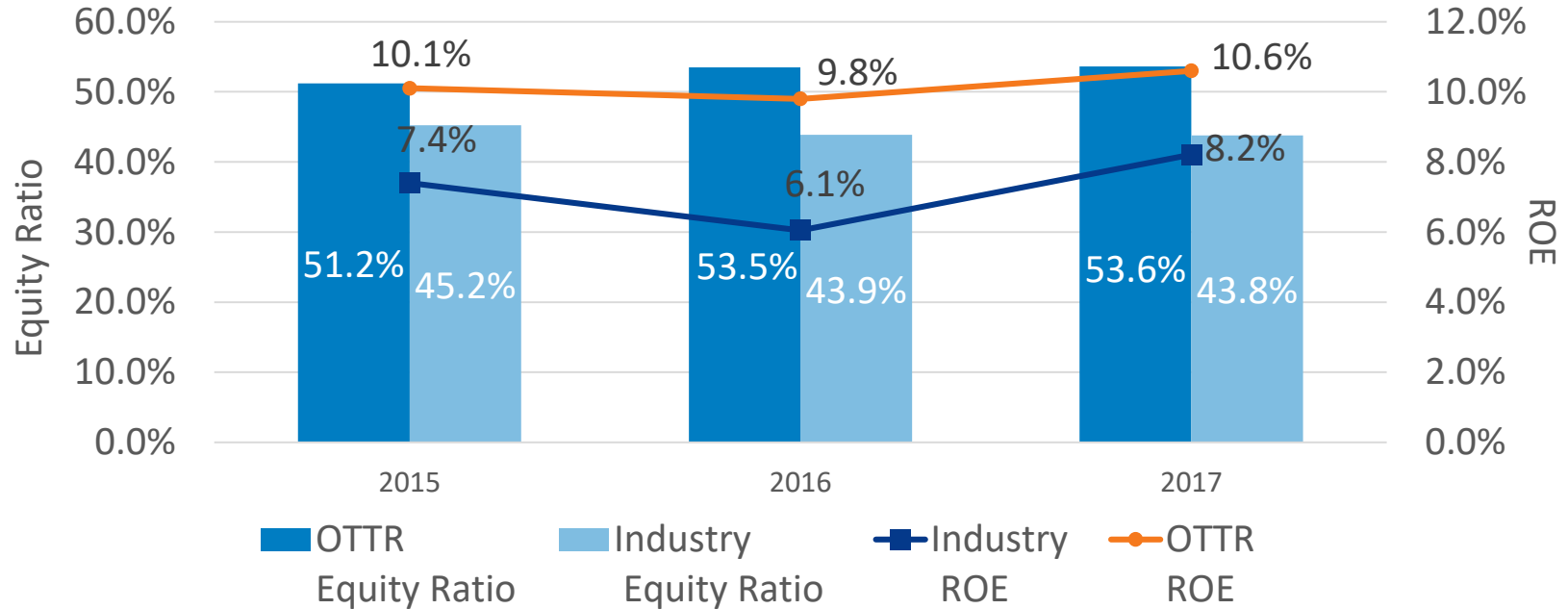


\$1.81 EPS - Cont. Ops

13.1%

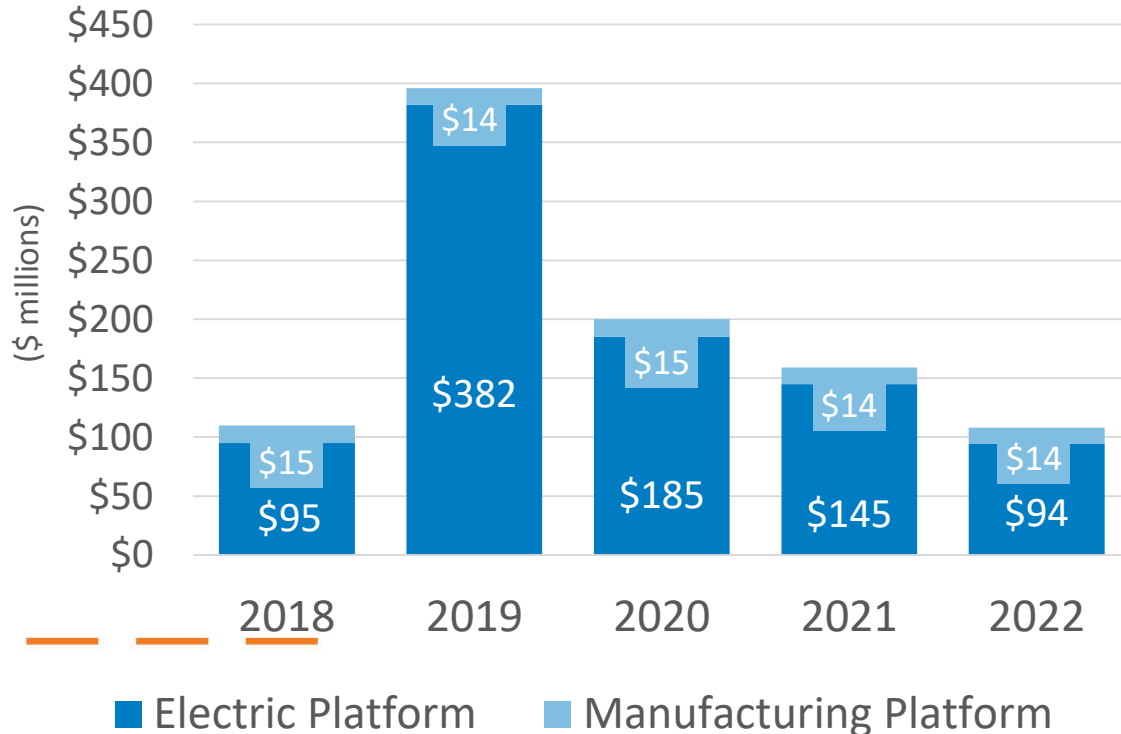


Equity & ROE



Capital Expenditure Investments Enable Organic Growth and Profitability

Expected Capital Expenditures



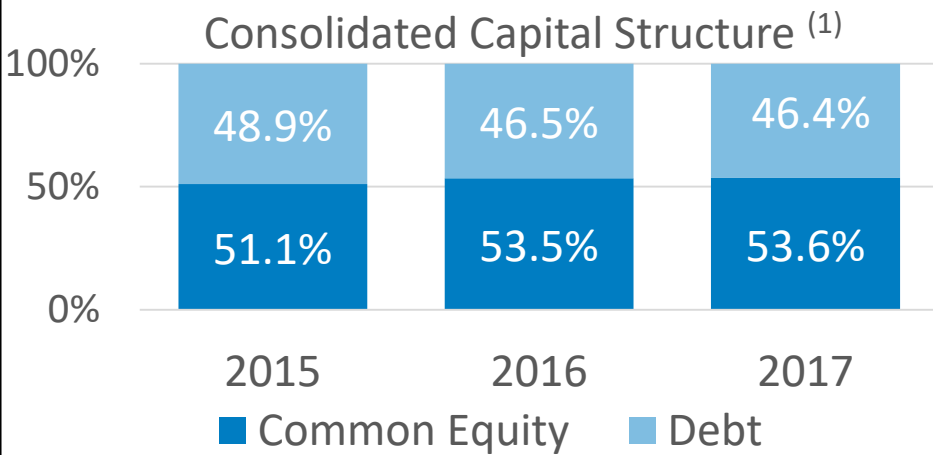
Aligned with portfolio prioritization process

- Electric Platform rate base growth with investments in transmission, wind and natural gas.
- Manufacturing Platform capital consists of maintenance capital as already well positioned for growth with existing capacity.

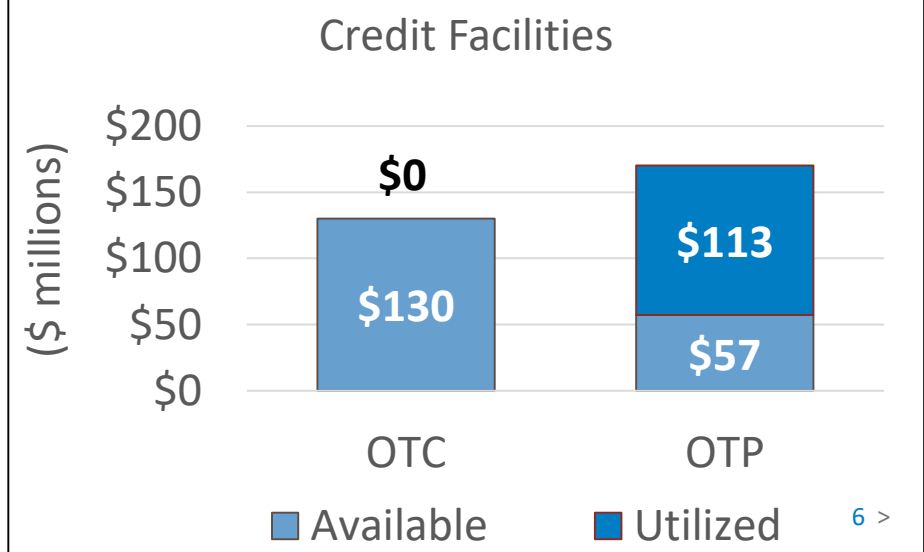


Strong Liquidity and Balance Sheet

Otter Tail Corporation	Moody's	Fitch	S&P	Otter Tail Power Company	Moody's	Fitch	S&P
Corporate Credit/Long-term Issuer Default Rating	Baa2	BBB-	BBB	Corporate Credit/Long-term Issuer Default Rating	A3	BBB	BBB
Senior Unsecured Debt	N.A.	BBB-	N.A.	Senior Unsecured Debt	N.A.	BBB+	BBB
Outlook	Stable	Stable	Positive	Outlook	Stable	Stable	Positive

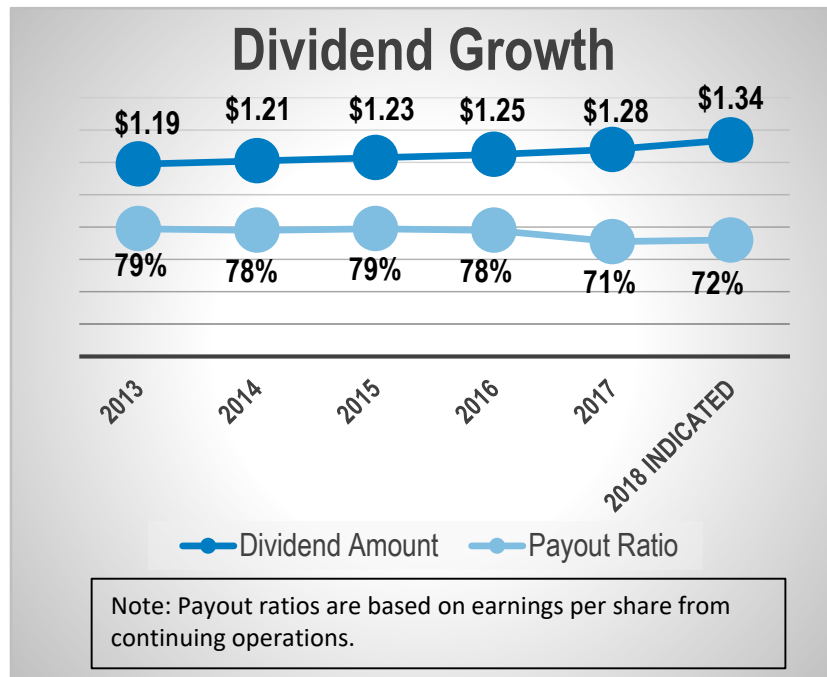


(1) Debt includes long-term and short-term obligations net of cash.



History of Dividend Growth

- > Consecutive annual dividends without interruption paid since 1938
- > Indicated increase of .06/share (4.7%)
- > Increase is higher than our historical dividend growth rate.
- > Due to the positive impact to earnings from the “Tax Cuts & Jobs Act”
- > Strong balance sheet, liquidity, cash generation profile and our commitment to enhancing shareholder returns.



Investment Highlights

Strong and stable regulated electric operations provide cash flow to support dividends

Manufacturing businesses provide above average earnings growth potential

Strong dividend yield

Paid dividends for 315 consecutive quarters

Strong returns on equity

Balanced Growth and Income Strategy

Stable and Growing Utility Base

Competitive, low cost integrated electric operations

Regulated rate base capex over the next 5 years will drive growth

- Investment opportunity in generation, transmission and renewables

Platform of companies enhances OTTR's earnings growth

Organic growth opportunities exist

Utilization of existing capacity

Operational excellence

Successful Manufacturing Businesses

Investment Grade Credit Quality

Investment grade senior unsecured credit ratings

Company is committed to maintaining investment grade credit ratings and will manage its operations in a way that reflects this commitment