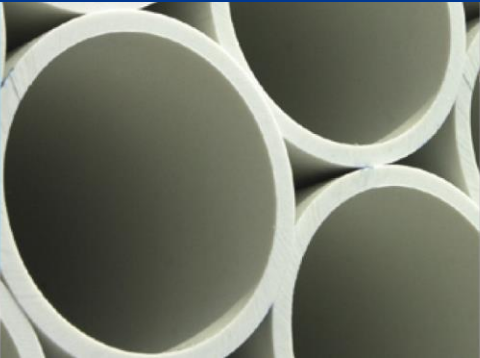
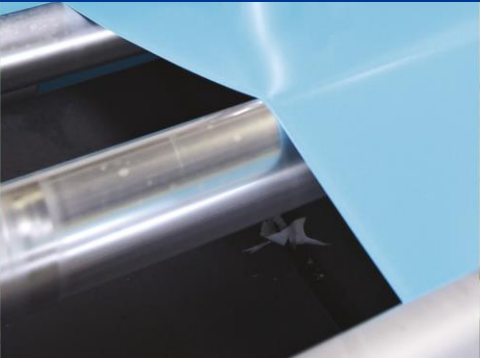




2019 ANNUAL SHAREHOLDER MEETING

Financial Report | Kevin Moug, SVP & CFO



- 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.

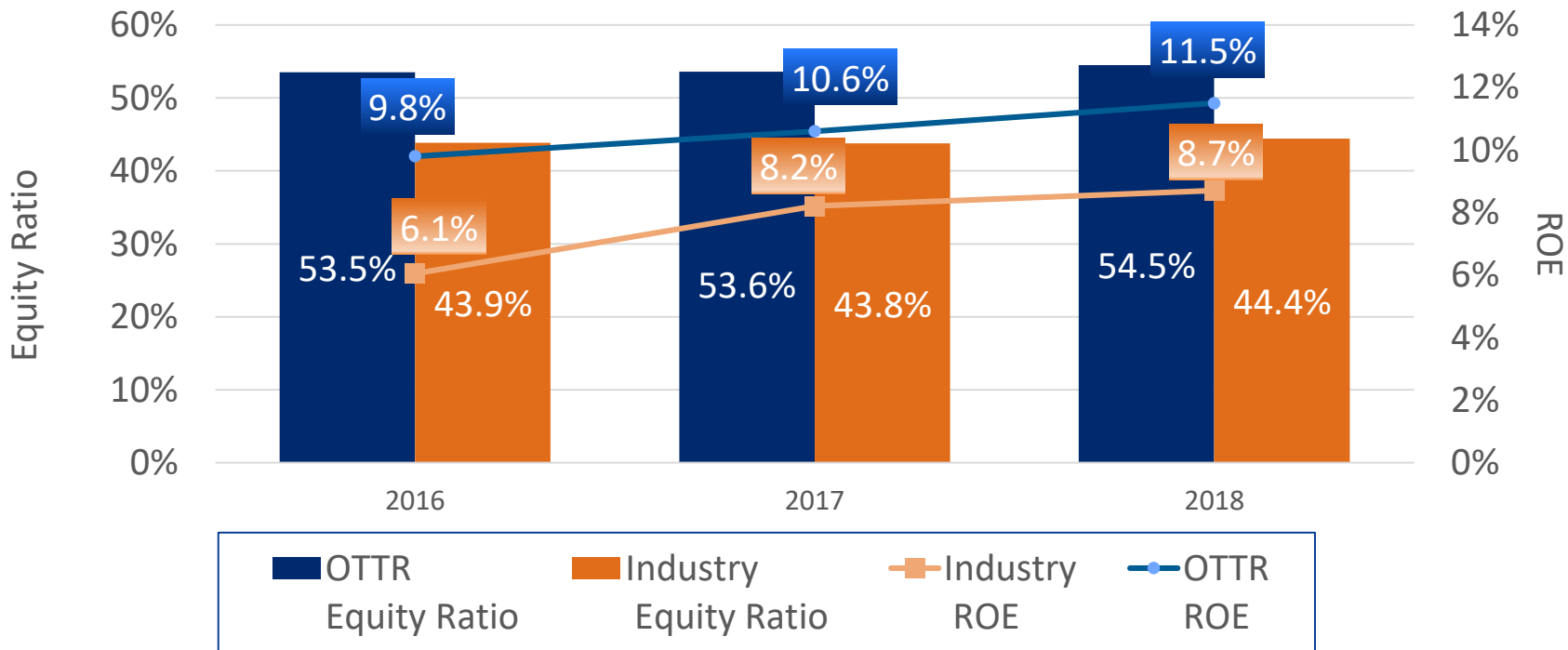
Financial Summary

	2018	2017
Operating Revenues (in millions)	\$916.4	\$849.3
Net Income (in millions)	\$82.3	\$72.4
Diluted EPS	\$2.06	\$1.82
Return on Equity	11.5%	10.6%
Total Shareholder Return	14.7%	12.1%

Highlights

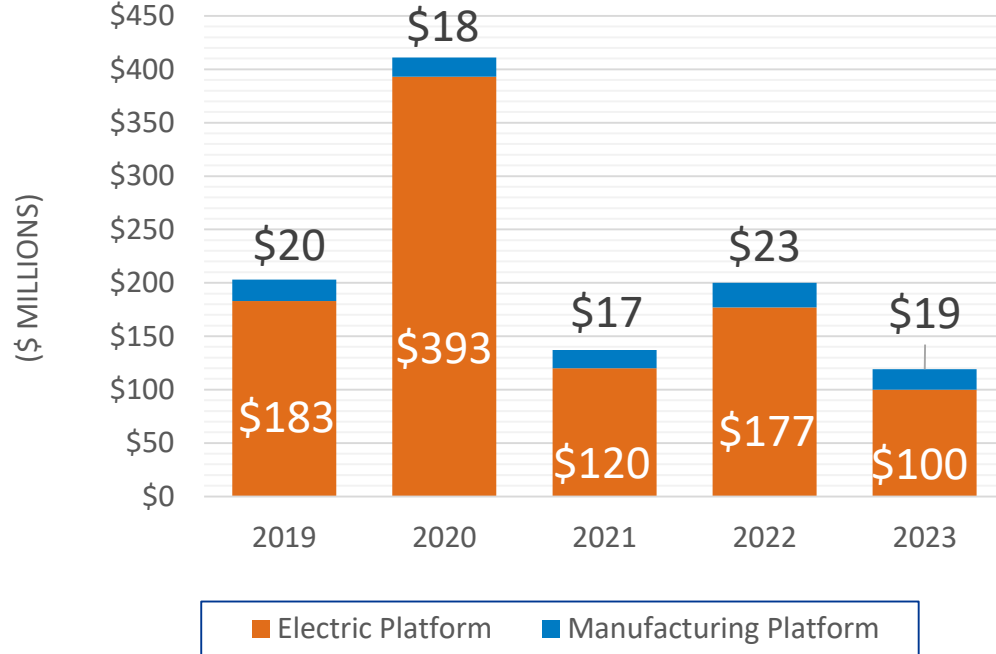
- Consolidated EPS of \$2.06, up \$.24 or 13.2% over 2017.
- Ranked #1 in total shareholder return over 3-year period ending 2018 compared to companies in Edison Electric Institute Index. Total shareholder return CAGR over the past 5 years is 15.3%.
- Improved financial performance at BTD Manufacturing and T.O. Plastics.
- Record financial performance from the Plastics Segment.

Equity & ROE



Capital Expenditure Investments

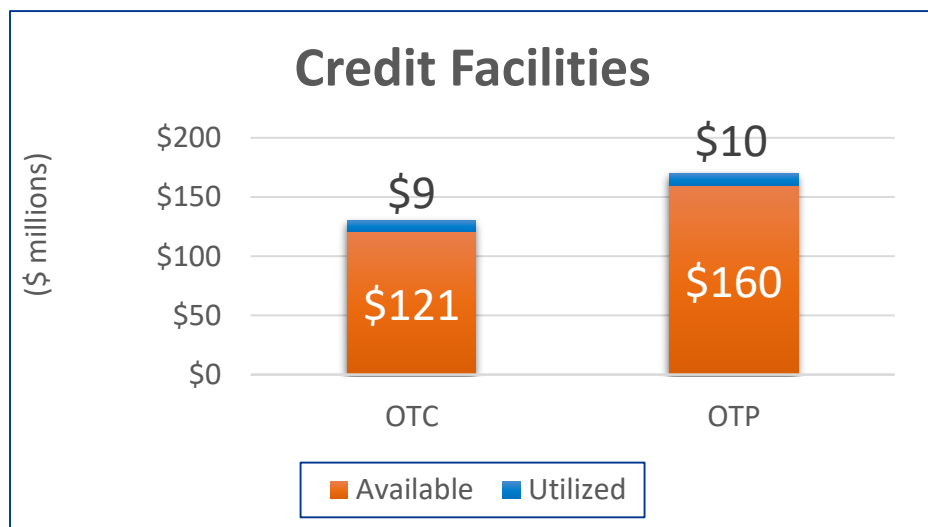
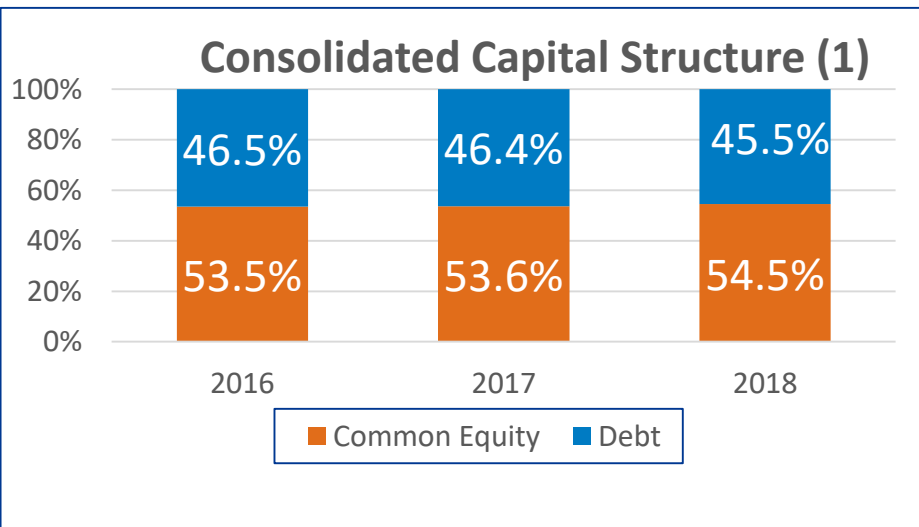
Expected Capital Expenditures



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

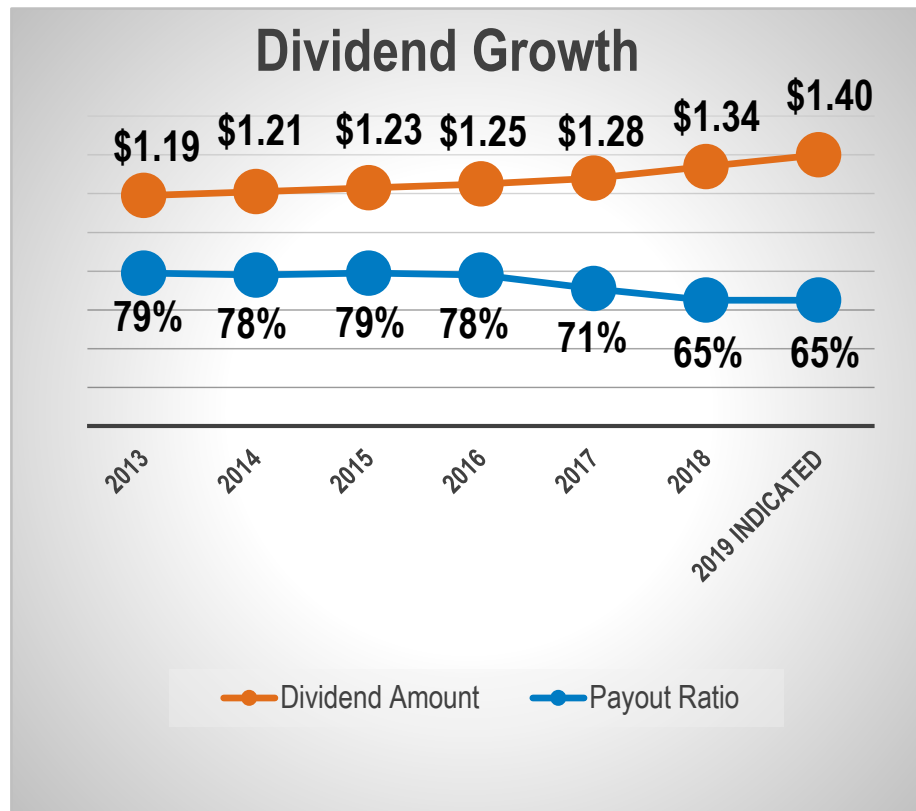
Otter Tail Corporation	Moody's	Fitch	S&P
Corporate Credit/Long-term Issuer Default Rating	Baa2	BBB-	BBB
Senior Unsecured Debt	N.A.	BBB-	N.A.
Outlook	Stable	Stable	Positive

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



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

- Consecutive annual dividends without interruption paid since 1938
- Indicated increase of \$.06/share (4.5%)
- Strong balance sheet, liquidity, cash generation profile and our commitment to enhancing shareholder returns



Total Shareholder Return	8%-10%*
EPS growth rate	5-7%
Dividend payout ratio	60-70%
Dividend growth rate	Align with earnings

Rate Base growth (8% CAGR) with supportive regulatory environment

Two platform strategy supports earnings growth rates

Attractive & growing dividend

Strong balance sheet and credit ratings

*Defined as EPS growth rate plus dividend yield.

A decorative graphic on the left side of the slide consists of a dark blue triangle pointing right, which is partially overlaid by a light blue rectangular area. A dark blue horizontal bar extends from the right side of the triangle across the top half of the slide.

THANK YOU