

# **Forward-Looking Statements**

## COMPANY INFORMATION

#### **Black Hills Corporation**

P.O. Box 1400 Rapid City, SD 57709-1400 NYSE Ticker: **BKH** www.blackhillscorp.com

#### **Company Contacts**

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Jerome E. Nichols Director of Investor Relations 605-721-1171 jerome.nichols@blackhillscorp.com This presentation includes "forward-looking statements" as defined by the Securities and Exchange Commission. We make these forward-looking statements in reliance on the safe harbor protections provided under the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical facts, included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. This includes, without limitations, our 2022 earnings guidance and long-term growth targets. These forward-looking statements are based on assumptions which we believe are reasonable based on current expectations and projections about future events and industry conditions and trends affecting our business. However, whether actual results and developments will conform to our expectations and predictions is subject to a number of risks and uncertainties that, among other things, could cause actual results to differ materially from those contained in the forward-looking statements, including without limitation, the risk factors described in Item 1A of Part I of our 2021 Annual Report on Form 10-K and other reports that we file with the SEC from time to time, and the following:

- The accuracy of our assumptions on which our growth targets are based;
- Our ability to obtain adequate cost recovery for our utility operations through regulatory proceedings and favorable rulings on periodic applications to recover costs for capital additions, plant retirements and decommissioning, fuel, transmission, purchased power and other operating costs, and the timing in which new rates would go into effect;
- Our ability to complete our capital program in a cost-effective and timely manner;
- Our ability to execute on our strategy;
- Our ability to successfully execute our financing plans;
- Our ability to achieve our greenhouse gas emissions intensity reduction goals;
- Board of Directors' approval of any future quarterly dividends;
- The impact of future governmental regulation;
- The effects of inflation and volatile energy prices; and
- Other factors discussed from time to time in our filings with the SEC.

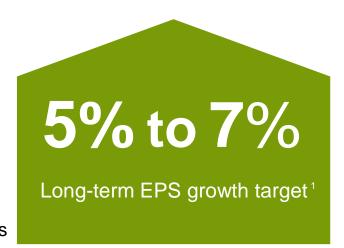
New factors that could cause actual results to differ materially from those described in forward-looking statements emerge from time-to-time, and it is not possible for us to predict all such factors, or the extent to which any such factor or combination of factors may cause actual results to differ from those contained in any forward-looking statement. We assume no obligation to update publicly any such forward-looking statements, whether as a result of new information, future events or otherwise.

# **Integrated Utility with Strong Growth Outlook**

\$3.2+billion

Capital Investment 2022-2026

- Incremental projects likely
- Additional growth opportunities



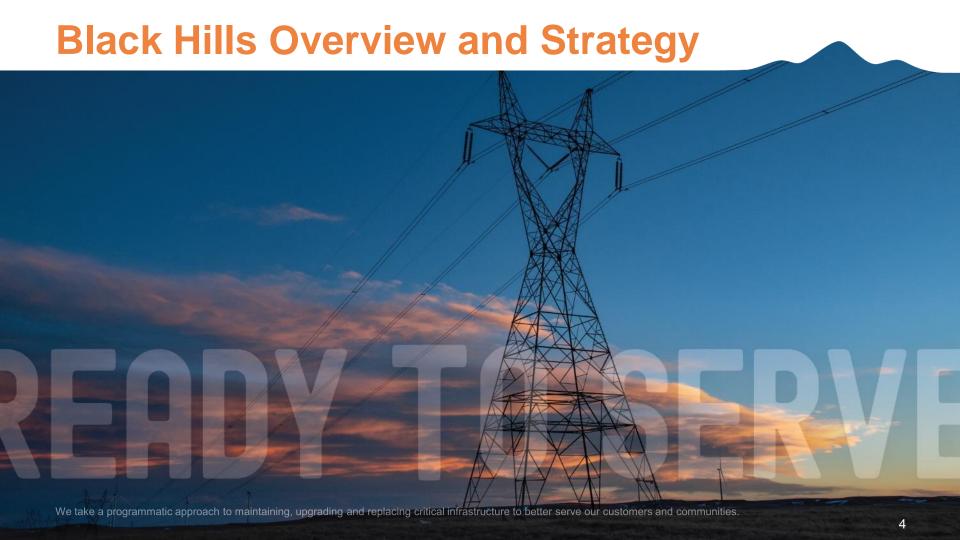
5%+

Annual dividend growth target<sup>2</sup> 50-60% payout target

- Integrated pure-play utility
- Diversified and complementary electric and gas mix
- Stable, growing and constructive service territories
- Strong financial position and liquidity
- Robust capital plan with timely recovery

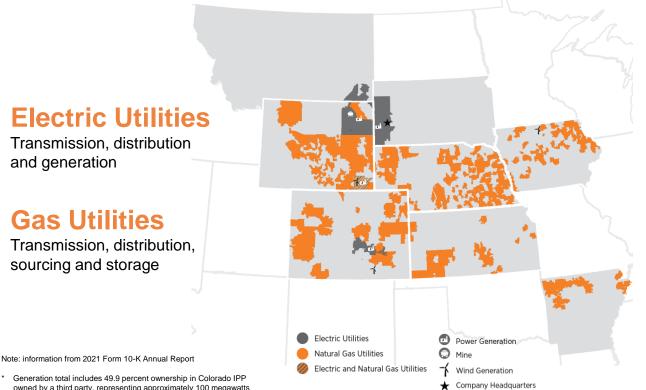
<sup>1 2023</sup> to 2026 compound annual growth rate, off 2022 base

<sup>&</sup>lt;sup>2</sup> Future dividends subject to board approval



# **Black Hills Corp. Overview**

Integrated Pure-Play Utility with Strategic Diversity



8 stable and growing states

**1.3 million** utility customers

1.5 gigawatts\* generation

8,900 miles electric lines

46,400 miles natural gas lines

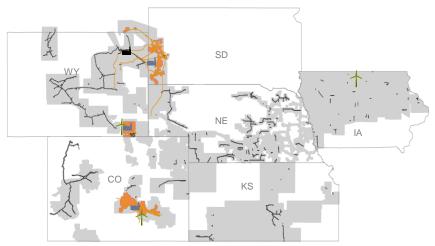
\$9.1 billion assets

\$4.8 billion rate base

Generation total includes 49.9 percent ownership in Colorado IPP owned by a third party, representing approximately 100 megawatts

# **Strategic Diversity**

# Large Systems Across Stable, Growing and Constructive Jurisdictions

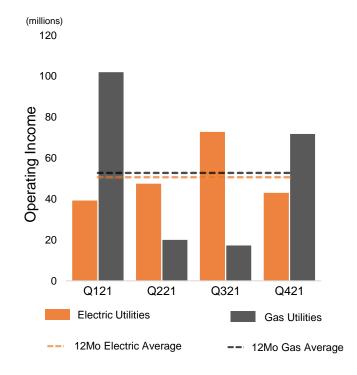


**1.5 gigawatts** of electric generation and **8,900-mile** electric transmission and distribution system

**46,400-mile** natural gas gathering, storage, transmission and distribution system

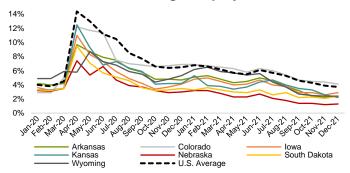


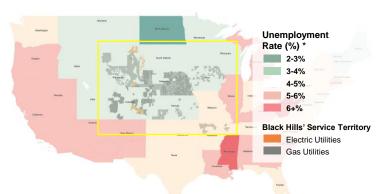
# **Complementary Seasonality of Electric and Gas Business Mix**



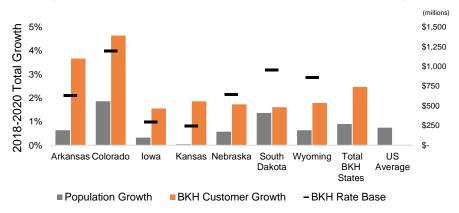
# **Stable and Growing Service Territories**







#### Strong Customer Growth Above State and National Averages \*\*







■U.S. Total ■ Total Black Hills' States (Combined)

- \* Unemployment information from U.S. Department of Labor; mapping from S&P Global Market Intelligence
- \*\* Total population growth from 2018 to 2020 and GDP based on data from Bureau of Economic Analysis (bea.gov)

# Disciplined Growth Plan with Upside



Capital Forecast

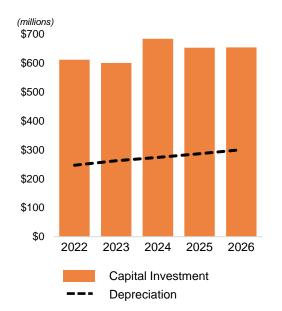


Incremental Projects



Other Earnings
Drivers

#### \$3.2+ billion 2022-2026



- Electric generation and transmission projects
- Large natural gas pipeline and storage projects
- Additional long-term investment programs
- Investments to comply with safety requirements

## **Pursuing Profitable Growth**

- Data center, blockchain and technology growth
- Population migration into our territories
- Innovative solutions, products and technologies, including renewables
- Cost discipline and focus on continuous improvement

# **Investing for Customer Needs Drives Growth**

\$3.2+ Billion Capital Investment Forecast (2022-2026)



Growth Capital – generates immediate revenue on customer connections Minimal Lag Capital - capital investment with regulatory lag of less than one year or incurred during expected regulatory test periods; includes nonregulated investment Rider Eligible Capital - capital investment recovered through state specific tariffs and meets Minimal Lag Capital definition Other Capital - capital investment recovered through standard rate review process; includes corporate

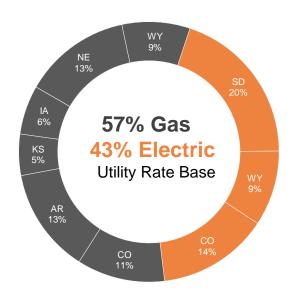
# **Low-risk Utility Investment**

Regulated and Integrated **Utility Businesses** 

**Diverse and Balanced Business Mix** 

Only 10% of Revenues Related to Coal







Note: Information as of Dec. 31, 2021

\*90% of total revenues derived from natural gas utilities, natural gas-fired generation, renewables and other non-coal related activities and services

# Responsibly Reducing GHG Emissions

Integrating Renewables and Delivering Cleaner Critical Generating Capacity

## **Electric Operations**

## Since 2005:

- ✓ 30% by 2020
- Retired 123.3 megawatts of coal generation
- ✓ Added 288.8 megawatts of owned renewable wind resources
- **III.** 40% by 2030
- Convert 90-megawatt coal plant to gas at end of engineered life (Neil Simpson II in 2025)
- Add renewable and battery resources
- **III.** 70% by 2040
- Convert or replace remaining coal plants at end of engineered lives (see footnote below)
- Add renewable and battery resources

#### **Natural Gas Utilities** Since 2005:

- ✓ 33% by 2020
- ✓ Replaced at-risk and aging pipeline materials

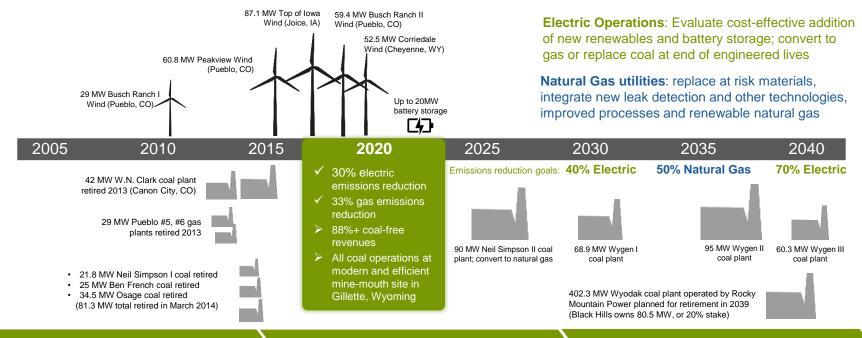


- **III.** 50% by 2035
- Replacing at-risk and aging pipeline materials
- Develop and integrate RNG opportunities, integrate leak detection and emissions reduction technologies and processes

Note: Goals are based on reduction in greenhouse gas emissions intensity since 2005. Achievement of these goals assumes coal plant operation through original engineered life with conversion to natural gas based on current costs and feasibility of other alternatives. Actual emission reductions and plant alternatives are subject to change with advancement of emissions reduction technologies.

# Responsibly Reducing GHG Emissions

Integrating Renewables and Delivering Cleaner Critical Generating Capacity



Responsibly integrate renewables and evaluate battery storage

Convert coal to natural gas or replace plants at end of engineered lives

Support emissions-reduction technology innovation (expand capacity optionality)

Note: Goals are based on reduction in greenhouse gas emissions intensity since 2005. Achievement of these goals assumes coal plant operation through original engineered life with conversion to natural gas based on current costs and feasibility of other alternatives. Actual emission reductions and plant alternatives are subject to change with advancement of emissions reduction technologies.

# **Strategic Execution Delivers Results**



Estimated in billions as of year end

<sup>&</sup>lt;sup>2</sup> Earnings and EPS, as adjusted from continuing operations are non-GAAP measures; reconciled to GAAP in Appendix; earnings, as adjusted in millions



# **Recent Highlights**

#### **Operational Excellence**

- Safety focus: 1.06 TCIR, 37% reduction in PMVI, OSHA Gold Star safety rating at CPGS
- Top-quartile reliability metrics for all three electric utilities (EEI 2020 SAIDI excluding major events)
- Excellent team response and system performance during extremes of Winter Storm Uri and summer heat
- New summer and winter electric system peaks in South Dakota and Wyoming
- \$680 million of capital investment in 2021
- Strong generation availability and energy sales

## **Sustainability Focus**

- New and enhanced ESG reporting; new SASB and NGSI disclosures and updated sustainability report
- Methane emissions reduction goals reinforced by joining ONE Future Coalition
- Emissions reduction research support emissions reduction technologies
- Six RNG interconnect projects in service

## **Finance and Regulatory Progress**

- Annual dividend increased 51 consecutive years
- Colorado, Iowa and Kansas gas rate reviews approved
- Arkansas Gas rate review filed
- Winter Storm Uri recovery underway in six states and settlement agreements filed for approval in Colorado
- Secured liquidity to carry Winter Storm Uri costs
- Disciplined cost control and cash conservation measures

## **Resource and Growth Planning**

- South Dakota and Wyoming Electric integrated resource plan submitted
- Estimated 260-mile, \$260 million electric transmission expansion project announced (Ready Wyoming)
- Exploring organized wholesale market in western interconnect
- Blockchain request for proposals; robust response
- Customer growth accelerated by population migration

# **Regulatory Progress**

	Rate Review Jurisdiction	Filing Date	Annual Revenue Increase	ROE	Debt / Equity	Comments / Status
	Arkansas Gas Docket 21-097-U	Dec. 10, 2021	\$21.6 million*	10.2%*	49.1% / 50.9%*	Seeking new rates in Q4 2022 and requests an enhanced system safety, integrity and reliability rider
<b>√</b>	Colorado Gas Proceeding 21AL-0236G	June 1, 2021	\$6.5 million	9.2%	49.74% / 50.26%	Settlement approved for new rates effective Jan. 1, 2022
<b>√</b>	Iowa Gas Docket RPU-2021-002	June 1, 2021	\$3.7 million	9.6%	50% / 50%	Settlement approved for new rates effective Jan. 1, 2022, replacing interim rates which were effective June 11, 2021
<b>√</b>	Kansas Gas Docket 21-BHCG-418-RTS	May 7, 2021	Globa	al Settlement		Settlement approved for renewal of 5-year investment rider; net neutral base rate impact for customers

	Winter Storm Uri Incremental Recovery Cost Recovery Jurisdiction Period		Comments / Status					
	Arkansas Gas	5 years *	Recovery plan filed; interim rates effective June 1, 2021					
186	Colorado Electric	2 years *	s * Settlement agreement filed for approval					
1000	Colorado Gas	3 years *	Settlement agreement filed for approval					
$\checkmark$	Iowa Gas	2 years	Approved; rates effective Jan. 1, 2022, replacing interim rates which were effective April 9, 2021					
$\checkmark$	Kansas Gas	5 years	Approved; rates effective Feb. 1, 2022					
<b>\</b>	Nebraska Gas	3 years	Approved; rates effective July 1, 2021					
$\checkmark$	South Dakota Electric	1 year	Approved; rates effective June 1, 2021					
$\checkmark$	Wyoming Electric	1 year	Recovery through normal energy cost adjustment					
	Wyoming Gas	3 years *	Recovery plan filed; interim rates effective Sept. 1, 2021					
	Expected cost recovery by year **		(in millions) 2021: \$37   2022: \$191   2023: \$143   2024: \$91   2025: \$52   2026: \$32					



<sup>\*</sup> As requested in filing \*\* Excludes carrying costs

# **Customer-Focused Incremental Opportunities**

Ready to Serve as the Energy Partner of Choice - Growing Long-term Value for All Stakeholders

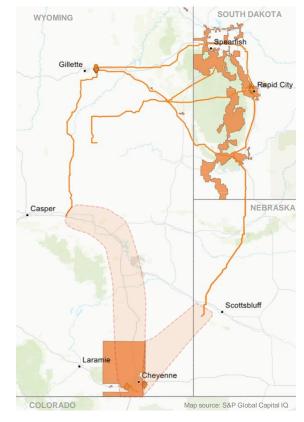


# Ready Wyoming

Estimated 260-mile, \$260 million electric transmission project to further interconnect and expand our Wyoming Electric system

#### Long-term benefits for our customers, communities and shareholders

- Customer cost provides long-term cost stability for customers
- Resiliency enhances system-wide ability to withstand stress events
- Optionality expands access to power markets and provides flexibility as power markets develop in Western states
- Growth attracts and enables customer solutions such as serving data centers, blockchain and economic growth in Wyoming
- Cleaner profile expands access to renewable resources and facilitates additional renewable development across wind- and sun-rich resource area with strong natural gas optionality to back up renewables
- On Feb. 15, filed for approval from Wyoming Public Service Commission
- As proposed, construction to commence in early 2023 in multiple phases, or segments, through 2026

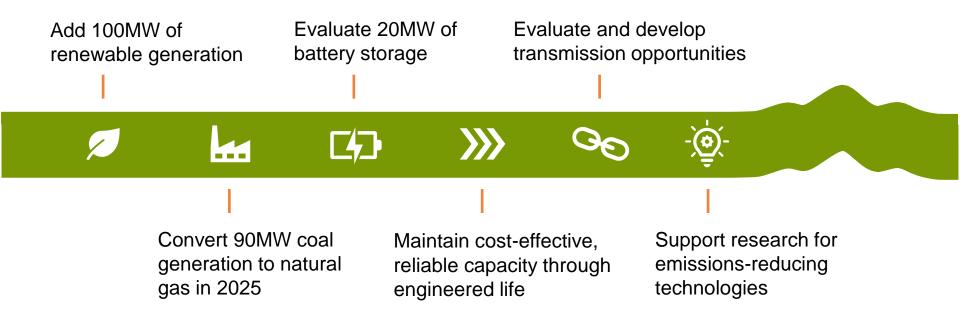




Black Hills' SD/WY and Chevenne electric system and service area Proposed transmission lines

# South Dakota and Wyoming Electric Integrated Resource Plan\*

Roadmap to Reliable, Cleaner and Cost-Effective Grid of the Future



<sup>\*</sup> Preferred plan as submitted to South Dakota Public Utilities Commission and Wyoming Public Service Commission

## **Renewable Natural Gas**

# Developing Innovative Solutions to Integrate Renewable Resources

- Established team dedicated to RNG development; engaged with industry and working with industry-proven consultant to evaluate potential programs to best serve our customers
- Six interconnect projects in service, delivering up to 3,300 MMBtu per day into our natural gas supply
- Evaluating more than 60 potential project opportunities across service territories rich with agriculture and livestock
- Considering voluntary RNG program and/or carbon offset program for customers

See more at www.blackhillsenergy.com/RNG





## **Solid Financial Position**

Committed to Strong Investment-Grade Credit Ratings

## **Credit Ratings**

S&P	Moody's	Fitch		
BBB+	Baa2	BBB+		
Stable outlook	Stable outlook	Stable outlook		
(Oct. 20, 2021)	(Dec. 20, 2021)	(Sept. 17, 2021)		

## Capital Structure\*



Note: information as of Dec. 31, 2021

# \$250 million accordion feature (with bank consent) \$750 \$500 \$250 \$250 \$250

\$0

Dec-20

Mar-21

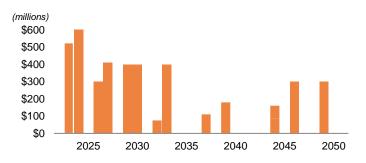
#### **Debt Maturities**

12-month average revolving credit facility balance

Jun-21

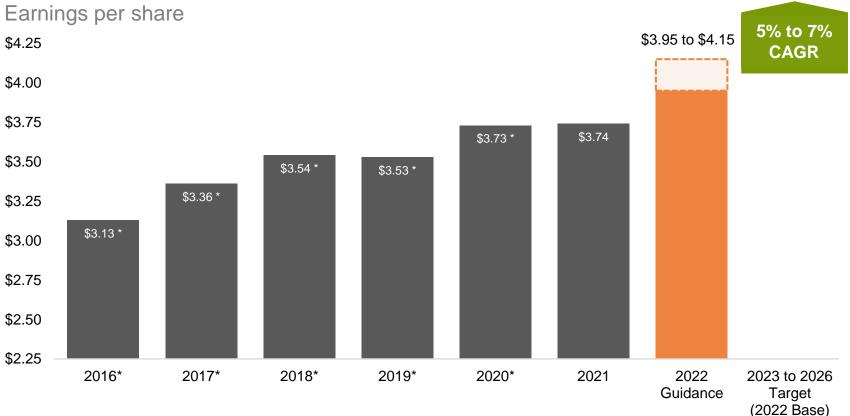
Sep-21

Dec-21



<sup>\*</sup> Excludes noncontrolling interest

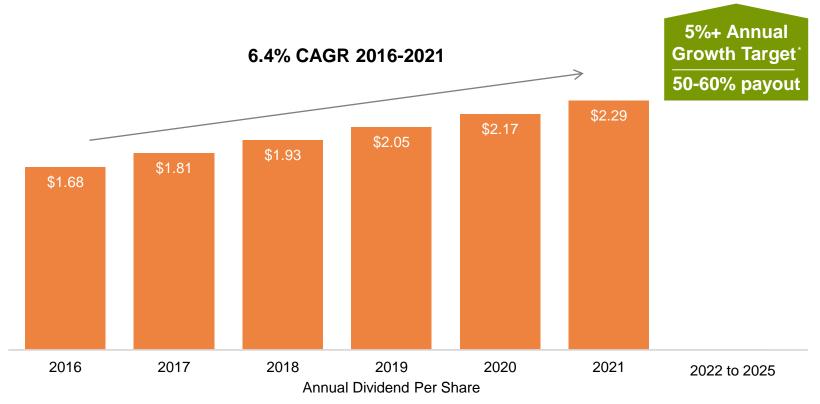
# **Earnings Outlook**



<sup>\*</sup> Earnings per share available for common stock, as adjusted, is a non-GAAP measure for 2016 through 2020; see Appendix for non-GAAP to GAAP reconciliation and guidance assumptions

# **Strong Dividend Track Record**

51 Consecutive Years of Annual Increases and 79 Consecutive Years Paid



<sup>\*</sup> Future dividends subject to board approval; on Oct. 26, the board approved an increase of 5.3% in the quarterly dividend

# **Investment Highlights by the Numbers**

## **Pure-Play Utility**

98% >>>

Assets owned or contracted to our regulated utilities

49% 1 51% Electric Natural Gas

Balanced operating income mix

with complementary seasonality

## **Strong Outlook**

5% to 7%

Long-term EPS growth target 2023-2026 CAGR off 2022 base



Annual dividend growth 1 3.4% yield as of Feb. 24, 2022 51 consecutive years of increase

## Sustainability

1.06 TCIR<sup>2</sup>▲

Safety culture with results better than industry average

70% III. 50% Electric Natural Gas

GHG emissions intensity reduction goals<sup>3</sup>

10 of 11 🚢



Independent directors and 4 diverse directors

Note: based on information as of Dec. 31, 2020; Electric businesses include Electric Utilities, Power Generation and Mining

Future dividends subject to board approval

<sup>&</sup>lt;sup>2</sup> Total case incident rate is defined as the average number of work-related injuries incurred per 200,000 hours worked during a one-year period (2020 utility industry average of 2.2)

<sup>&</sup>lt;sup>3</sup> Reduction goals of 70% by 2040 for electric operations and 50% by 2035 for gas utilities off a 2005 baseline

# **Appendix**

- **Business Overview**
- Regulatory
- Capital Investment
- Environment, Social and Governance
- Other Financial Information, Non-GAAP information and reconciliations
- **Earnings Guidance Assumptions**
- Strategic Objectives, Values & Mission

# **Operations Overview**

#### **Electric Utilities\***



- Three electric utilities which generate, transmit and distribute electricity to approximately 218,000 customers in CO, SD, WY and MT
- 1.5 gigawatts\*\* of generation
- 8,899 miles of transmission and distribution
- Efficient mine-mouth operations in Gillette, Wyoming fueled by low-sulfur Powder River Basin coal; mine production contracted to on site generation
- East-West interconnection in SD optimizes off-system sale of power and improves system reliability (1 of only 7 east-west interconnections in U.S.)

#### Natural Gas Utilities\*



- 7 natural gas utilities^ which distribute natural gas to approximately 1,094,000 customers in AR, CO, IA, KS, NE and WY
- 4,732 miles of intrastate gas transmission pipelines and 41,644 miles of gas distribution mains and service lines
- Six natural gas storage facilities in AR, CO and WY with 17.4 Bcf of underground gas storage working capacity
- 52,400 customers served through Choice Gas Program (unbundled natural gas supply)
- \* Information from 2021 Form 10-K Annual Report Filing as of Dec. 31, 2021
- \*\* Includes 49.9% third party ownership of Black Hills Colorado IPP reported as noncontrolling interest
- ^ Excludes minor entities and Shoshone pipeline

## **Operational Excellence**

## **Safety-Focused Team**

OSHA awarded coveted VPP Star Status, its highest worksite safety status, to Chevenne Prairie Generating Station



Cheyenne Prairie Generating Station team members proudly display the VPP (Voluntary Protection Program) Star Status banner. Achieving VPP Star Status requires a rigorous, multiyear audit and approval process to be recognized as exemplary leaders in safety. This includes demonstrating a clear focus on both prevention of hazards and continuous improvement of safety and health management systems.

## Positive Customer Experience

- Black Hills' natural gas utility in South Region achieved second overall JD Power ranking, top Safety and Billing & Payment rankings and highest increase in overall satisfaction year-over-year
- Net promoter score improvement: 65 in 2021 versus 42 in 2017

## >>> Industry-Leading Reliability

All three electric utilities achieved SAIDI outage results better than 55 minutes in 2020 (top-quartile)

#### EEI 2020 Overall System SAIDI (Excluding Major Events)\*



Source: 2020 EEI Reliability Survey based on rankings for SAIDI, or System Average Interruption Duration Index



## **Great Workplace**

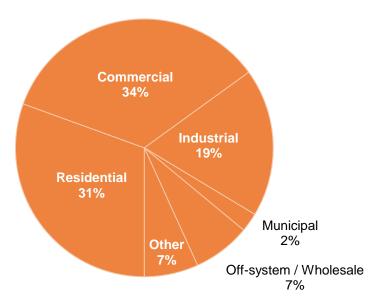


Achiever's 50 Most **Engaged Workplaces®** (second consecutive year) **Veteran-Friendly Employer of the Year** (2021 Wyoming Safety and Workforce Summit)

Strong employee engagement survey scores in 2021 particularly in safety, values and management effectiveness (Third-party anonymous survey as compared to peers)

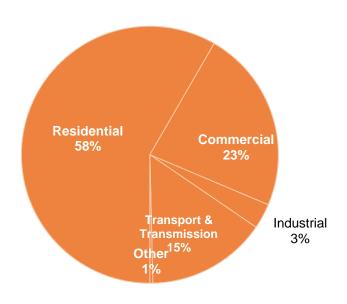
## **Diverse Mix of Customer Class**

#### Electric Utilities Mix of Residential, Commercial and Industrial



Electric Utilities Revenue\*

## Gas Utilities Primarily Residential and Commercial



Gas Utilities Revenue\*

<sup>\*</sup> Information from 2021 10-K filing for year ending Dec. 31, 2021

# **Integrated Electric Utility**

#### **Generation Resources**

1,482 MW of generation capacity across Colorado, Iowa, South Dakota and Wyoming

## **Transmission Network**

1.849 miles of electric transmission in SD. WY and CO

## **Distribution Systems**

7.050 miles of electric distribution in SD. WY and CO

#### **Gillette Energy Complex**

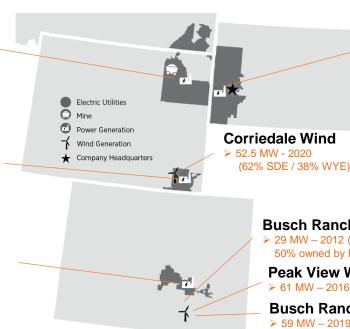
- > 717 megawatts of mine-mouth generation on site (partially owned by third parties)
- Efficient coal delivery under life of plant contracts
  - · Fixed price plus escalators serving 450 MW
  - Cost Plus Return serving 295 MW

### **Cheyenne Prairie Generating Station**

- Combined-Cycle Gas-Fired Plants
  - 100 MW 2014 (100% owned: 58% SDE / 42% WYE)
- Gas-fired Combustion Turbine
  - 40 MW 2014 (100% owned by WYE)

#### **Pueblo Airport Generation \***

- Combined- Cycle Gas-Fired Plants
  - Two 100 MW Plants 2012 (50.1%\* owned by Power Generation with 20-yr PPA to COE)
- Simple Cycle Gas-Fired Plants
  - Two 100 MW plants 2011 (100% owned by COE)
- **Gas-Fired Combustion Turbine** 
  - 40 MW 2016 (100% owned by COE)



#### Ben French/Lange

(Rapid City, SD - 100% owned by SDE) **Combustion Turbines** 

- ➤ 40 MW gas 2002
- > 100 MW gas/oil 1977-79
- ➤ 10 MW oil 1965

## **Top of Iowa Wind**

> 87 MW owned by Power Generation

#### **Busch Ranch I Wind**

> 29 MW - 2012 (50% owned and entire facility operated by COE, other 50% owned by Power Generation: all energy delivered to COE )

#### **Peak View Wind**

➤ 61 MW – 2016 (100% owned and operated by COE)

#### **Busch Ranch II Wind**

> 59 MW - 2019 (100% owned and operated by Power Generation with 25-year PPA to COE)

<sup>\* 49.9%</sup> third party ownership of Colorado generation subsidiary reported as noncontrolling interest Note: information from 2020 Form 10-K Annual Report Filing as of Dec. 31, 2021; totals approximated

# **Full Service Natural Gas Utility**

## **Gas Supply**

- Diverse procurement sources and hedging programs
- 515 miles of gathering lines

## **Storage and Transmission**

- 4,700 miles of intrastate transmission
- 50,000 horsepower of compression
- 6 natural gas storage sites in AR, CO and WY with 53 million Mcf total capacity
- 155 million Dth natural gas transported in 2021

#### **Distribution**

- 30,000-mile natural gas distribution system
- 1.1 million customers with 12,000 miles of service lines
- 95 million Dth natural gas distributed to customers in 2021

Third-party sources deliver natural gas into Black Hills' system

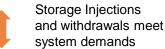


Variety of procurement sources and hedging programs provide reliable natural gas delivery and improve stability of price Compression stations support storage and transmission



Black Hills-owned compression, transmission and storage delivers value through operational flexibility and provides diverse opportunities for growth Extensive transmission network transports natural gas to distribution pipelines







6 underground storage sites in three states provide reliable natural gas delivery and more stable pricing during peak demand periods

Distribution pipelines deliver natural gas to residential and commercial customers





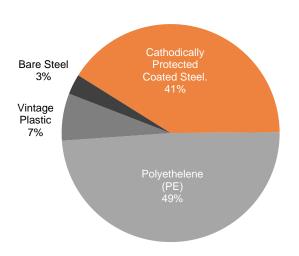


Diversity of customer location and type reduces business risk

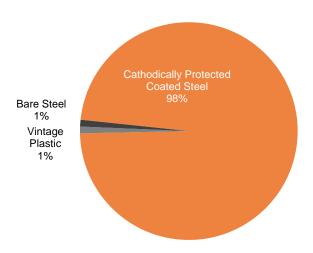
## Natural Gas Infrastructure

Risk-Assessed Replacement of At-risk Materials

30,000-mile Distribution System **Material Type** 



## 4,700-mile Transmission System **Material Type**



System miles from 2020 Form 10-K Annual Report Filing as of Dec. 31, 2020 Material type information as of Dec. 31, 2019, from 2020 filing with Pipeline Hazardous Materials Safety Administration

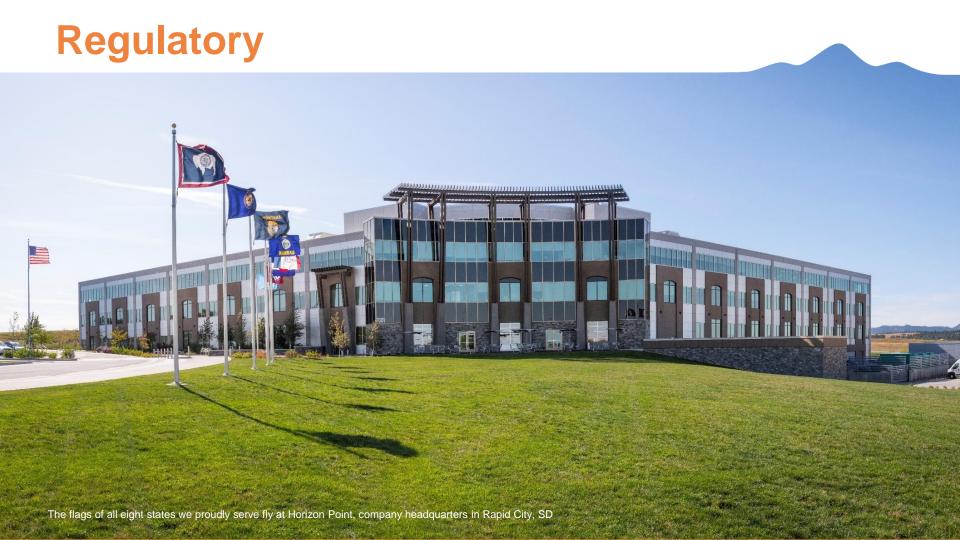
## **Electric Generation Contracts**

Capacity Primarily Serves Black Hills' Regulated Electric Utilities

Plant	Owned Capacity	Contracted	Contracted as % Total Owned	Counter- Party	Expiration	Comments	
Pueblo Airport Generating Station*	200 MW	200 MW	47.2%	Colorado Electric	Dec. 31, 2031	Excess power and capacity for benefit of Colorado Electric	
			14.2%		Dec. 31, 2021	Prior contract	
Wygen I	68.9 MW	60 MW		Wyoming Electric	Dec. 31, 2032	New contract effective Jan. 1, 2022	
Busch Ranch I	14.5 MW	14.5 MW	3.4%	Colorado Electric	Oct. 16, 2037		
Busch Ranch II	59.4 MW	60 MW	14.2%	Colorado Electric	Nov. 26, 2044		
Top of Iowa	87.1 MW						
Total	429.9 MW	334.5 MW	79.0%				

<sup>\*</sup> Information from 2020 Form 10-K Annual Report Filing as of Dec. 31, 2020; percentages in chart based on full-year 2020 revenue

<sup>\*\*</sup> A third party owns a 49.9% non-operating ownership of Colorado IPP (PAGS) which is reported as noncontrolling interest



# **Optimizing Regulatory Recovery**

Electric Utilities	Environmental Cost	DSM/ Energy Efficiency	Transmission Expense	Fuel Cost	Transmission Cap-Ex	Purchased Power	Renewable Energy Standard Adjustment
Colorado Electric		$\checkmark$	$\checkmark$	V	$\checkmark$	$\checkmark$	$\checkmark$
South Dakota Electric (SD)	✓ 1		$\checkmark$	$\checkmark$	✓ 1	$\checkmark$	
South Dakota Electric (WY)		$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	
South Dakota Electric (FERC)					$\checkmark$		
Wyoming Electric		$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$	

Gas Utilities	DSM/ Energy Efficiency	Integrity Additions	Bad Debt	Weather Normal	Pension Recovery	Gas Cost	Revenue Decoupling	Fixed Cost Recovery <sup>2</sup>
Arkansas Gas		$\checkmark$		$\checkmark$			$\checkmark$	39%
Colorado Gas	$\checkmark$	$\checkmark$				$\checkmark$		52%
Rocky Mountain Natural Gas 3		$\checkmark$						
Iowa Gas	$\checkmark$	$\checkmark$				$\checkmark$		67%
Kansas Gas		$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$		62%
Nebraska Gas		$\checkmark$	$\checkmark$			$\checkmark$		70%
Wyoming Gas	$\checkmark$	$\checkmark$				$\checkmark$		53%

#### ☑ Commission approved cost adjustment

- 1 South Dakota cost adjustments for environmental and transmission capex included in rate moratorium; applies only to non-FERC jurisdictional assets
- 2 Fixed cost recovery listed for residential customers is as of last rate base review
- 3 RMNG, an intrastate transmission pipeline, provides natural gas transmission and wholesale services, has an SSIR recovery mechanism; other cost recovery mechanisms are not applicable to RMNG

# **Estimated Rate Base by State and Segment**

	2016	2017	2018	2019	2020	2021
Colorado						\$667
South Dakota (all jurisdictions)						957
Wyoming						453
<b>Total Electric Utilities</b>	\$1,570	\$1,650	\$1,706	\$1,747	\$1,954	\$2,077
Arkansas						632
Colorado						530
Iowa						295
Kansas						248
Nebraska						646
Wyoming						409
Total Gas Utilities	\$1,620	\$1,700	\$1,851	\$2,180	\$2,464	\$2,760
Total Utilities	\$3,190	\$3,350	\$3,557	\$3,927	\$4,418	\$4,837

Note: estimated rate base at year-end calculated using state specific requirements and includes value of rate base recovered through riders

### Last Approved Utility Rate Review Results by Jurisdiction

Jurisdiction	Utility	Effective Date	Return on Equity	Capital Structure	Authorized Rate Base (in millions)
Arkansas	Arkansas Gas	Oct. 2018	9.61%	50.9% debt / 49.1% equity	\$451.5
Colorado	Colorado Electric	Jan. 2017	9.37%	47.61% debt / 52.39% equity	\$597.5
Colorado	Colorado Gas	Jan. 2022	9.20%	49.74% debt / 50.26% equity	\$303.0
Colorado	RMNG	June 2018	9.90%	53.4% debt / 46.6% equity	\$118.7
Iowa	Iowa Gas	Jan. 2022	9.60%	50.0% debt / 50.0% equity	\$300.9
Kansas	Kansas Gas	Jan. 2022	Global Settlement	Global Settlement	Global Settlement
Nebraska	Nebraska Gas	March 2021	9.50%	50% debt / 50% equity	\$504.2 *
South Dakota	South Dakota Electric	Oct. 2014	Global Settlement	Global Settlement	\$543.9
Wyoming	South Dakota Electric	Oct. 2014	9.90%	46.68% debt / 53.32% equity	\$46.8
Wyoming	Wyoming Electric	Oct. 2014	9.90%	46% debt / 54% equity	\$376.8
Wyoming	Wyoming Gas	March 2020	9.40%	49.77% debt / 50.23% equity	\$354.4

Note: Information from last approved rate review in each jurisdiction

<sup>\*</sup> Includes amounts to serve non-jurisdictional and agriculture customers



# Long-term Approach to Capital Investment

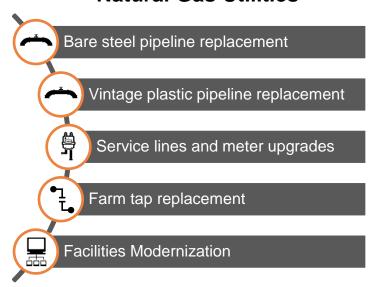
Risk-prioritized Programs Focused on Safety and System Integrity

#### **Electric Utilities**



Replacing aging infrastructure to harden and modernize systems

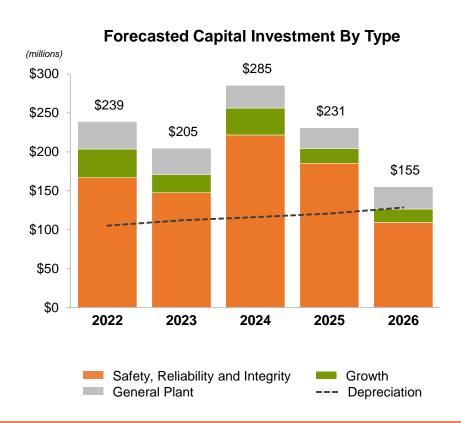
#### **Natural Gas Utilities**

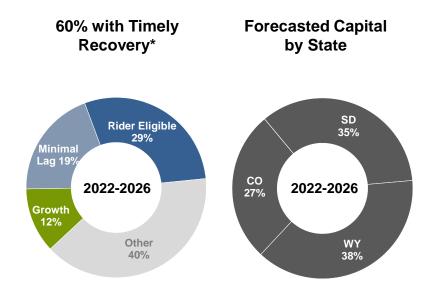


Replacing at-risk materials and modernizing to maintain and enhance system integrity

### **Electric Utilities Capital Investment**

Five-year Forecast of \$1.1+ Billion Focused on Safety, System Integrity and Growth



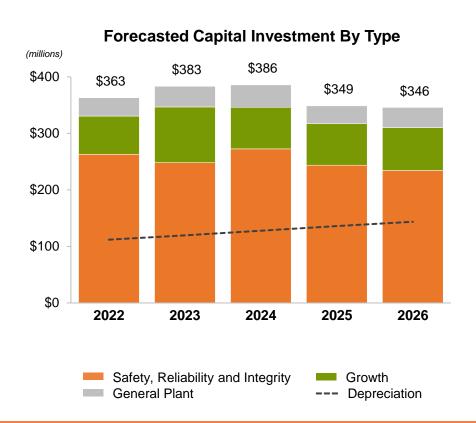


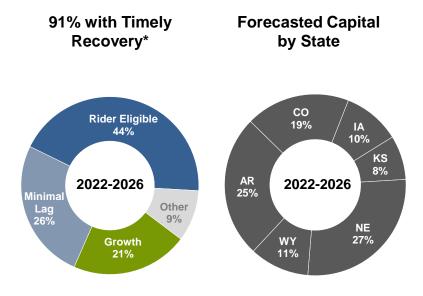
<sup>\*</sup> Growth Capital - generates immediate revenue upon customer connections Minimal Lag Capital - capital expenditures with regulatory lag of less than one year or incurred during expected regulatory test periods Rider Eligible Capital - capital expenditures recovered through state specific tariffs or

FERC formula rates and meets Minimal Lag Capital definition

# **Natural Gas Utilities Capital Investment**

Five-year Forecast of \$1.8+ Billion Focused on Safety, System Integrity and Growth





<sup>\*</sup> Growth Capital - generates immediate revenue upon customer connections Minimal Lag Capital - capital expenditures with regulatory lag of less than one year or incurred during expected regulatory test periods Rider Eligible Capital - capital expenditures recovered through state specific tariffs and meets Minimal Lag Capital definition

# Capital Investment by Segment and Recovery

(in millions)	2022F	2023F	2024F	2025F	2026F	2022-2026F
Minimal Lag Capital - Electric Utilities <sup>1</sup>	\$30	\$34	\$30	\$92	\$32	\$218
Rider Eligible Capital - Electric Utilities <sup>2</sup>	70	52	121	63	19	324
Growth Capital - Electric Utilities <sup>3</sup>	37	23	34	19	17	131
Other	102	95	100	57	87	442
Electric Utilities	\$239	\$205	\$285	\$231	\$155	\$1,115
Minimal Lag Capital - Gas Utilities <sup>1</sup>	79	95	113	94	88	469
Rider Eligible Capital - Gas Utilities <sup>2</sup>	181	166	156	149	146	798
Growth Capital - Gas Utilities <sup>3</sup>	68	99	74	73	76	389
Other	35	24	43	33	36	171
Gas Utilities	\$363	\$383	\$386	\$349	\$346	\$1,827
Total Utilities	\$602	\$588	\$671	\$580	\$501	\$2,942
Corporate	9	12	13	13	13	59
^ Incremental Projects	0	0	0	~60	~140	~200
Total Black Hills Forecast	\$611	\$600	\$684	\$653	\$654	\$3,202

Incremental projects being evaluated for timing, cost and other factors

Note: Some totals may differ due to rounding

<sup>1</sup> Minimal Lag Capital - investment with regulatory lag of less than one year or incurred during expected regulatory test periods

<sup>2</sup> Rider Eligible Capital - capital expenditures recovered through state specific tariffs or FERC formula rates and meets minimal lag capital definition

<sup>&</sup>lt;sup>3</sup> Growth Capital - generates immediate revenue on customer connections

# Regulated Utility Capital Investment by Type

(in millions)

	2022F	2023F	2024F	2025F	2026F	2022-2026F
Safety, Reliability and Integrity <sup>1</sup>	\$167	\$148	\$222	\$185	\$109	\$831
Growth <sup>2</sup>	37	23	34	19	17	131
General Plant	35	34	29	27	29	153
Electric Utilities	\$239	\$205	\$285	\$231	\$155	\$1,115
Safety, Reliability and Integrity <sup>1</sup>	263	248	273	244	234	1,262
Growth <sup>2</sup>	68	99	74	73	76	389
General Plant	33	36	40	32	36	176
Gas Utilities	363	383	386	349	346	\$1,827
Total Utilities	\$602	\$588	\$671	\$580	\$501	\$2,942

Incremental projects being evaluated for timing, cost and other factors

Note: Some totals may differ due to rounding

<sup>&</sup>lt;sup>1</sup> Safety, Reliability and Integrity Capital - capital expenditures related to improving or maintaining system integrity

<sup>&</sup>lt;sup>2</sup> Growth Capital - generates immediate revenue on customer connections





With the completion of the Corriedale Wind Energy Project, shown here, Black Hills Corp. now owns and operates 281 megawatts of renewable wind generation.

### Sustainable ESG Profile

#### **Environmental**



- 90% coal-free total revenue\*
- Reducing GHG emissions intensity 40% by 2030 and 70% by 2040 for electric utilities, 50% by 2035 for gas utilities (2005 base)
  - Adding renewables resources
  - Replacing aging, at-risk materials
  - Supporting emissions reduction technology research
  - Reducing methane emissions beyond requirements
- Analyzing risks and opportunities of climate and other factors with engagement of third-party consultant

#### Social



- Safety culture
- Supporting community development
- Donations and volunteerism
- Diversity and inclusion programs, including commitment to multiple EEI diversity goals
- Highly engaged team
- Continuous improvement

### Governance

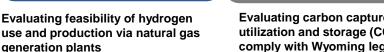


- Independent, diverse and experienced directors
- Stock ownership requirement and compensation philosophy
- Well-established succession planning process with Board engagement
- ESG board oversight

<sup>\*</sup> Revenue as a percent of total company revenue as of Dec. 31, 2020

# **Supporting Emissions-Reduction Technologies**





- Blue hydrogen: natural gas generator with carbon capture
- Green hydrogen: natural gas generator fed with renewable energy and water
- Study engineering modifications required for a General Electric LM6000 combustion turbine generator to accommodate a blended fuel mix of hydrogen and pipeline natural gas.
- · Partnering with GE, Black and Veatch, and Tallgrass Energy; Wyoming Energy Authority awarded the project to Black Hills' natural gas generation
- Study to take place Q4 2021 Q3 2022



Carbon Capture Research

#### Evaluating carbon capture, utilization and storage (CCUS) to comply with Wyoming legislation

- · Filing annual reports with Wyoming PSC in 2022 through 2024 to demonstrate how we will comply with HB200, which requires evaluation of CCUS options
- Engaging third party (Black and Veatch) to study CCUS in coal plants located in Gillette, Wyoming
- · CCUS project to be installed on coal-fired power plant at Black Hills' Gillette Energy Complex



#### Clean Energy Ventures Investment

#### **New Venture Capital Fund to** support ESG efforts in natural gas utilities

- Fund will concentrate on sustainability, reliability, and resilience imperatives for natural gas utility sector
- · Focus on early-stage ESG investments in decarbonization. renewable natural gas, hydrogen and other clean energy solutions.



**Battery Research** Collaboration

#### Planning to join NSF IUCRC Center for Solid-State Energy Storage consortium

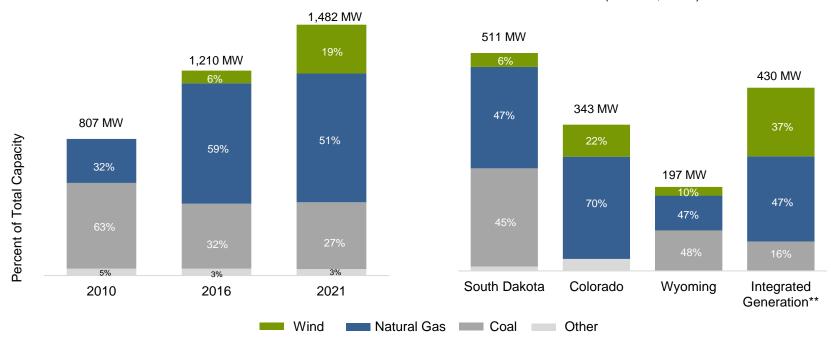
 Collaboration between several universities, National Science Foundation and industry to develop solid-state battery technologies

### Responsibly Integrating Renewable Energy

#### **Owned Electric Generation Capacity \***

#### Capacity Mix by Location \*

(Dec. 31, 2021)



<sup>\*</sup> Ownership includes 49.9 percent ownership in a Colorado subsidiary by a third party representing approximately 100 megawatts; excludes power purchase agreements from third parties

<sup>\*\*</sup> Integrated generation includes generation assets in Gillette, Wyoming (68.9 MW), Pueblo, Colorado (274 MW) and Joice, Iowa (87.1 megawatts)

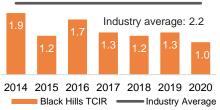
# **Social Responsibility**

#### Safety Focus

#### Dedicated "Ready" Safety Culture

- TCIR better than industry average and 44% improved since 2014
- 37% reduction in preventable motor vehicle accidents in 2021 versus 2020
- OSHA VPP Star Status at Chevenne Prairie Generating Station and Pueblo Airport Generating Station
- Strong safety culture including trainings and stop work authority
- Crisis response full-scale mock drills and response plans

#### **Total Case Incident Rate\***



#### **Great Workplace**

#### Engaged and Inclusive

- Achievers 50 Most Engaged Workplaces (2019 and 2020)
- InHersight's 20 Best Utility Companies to Work For (2019)
- Diversity and inclusion programs
  - Aspire employee resource group for women
  - Veteran's engagement team (VET)
  - Multicultural Team for racially/ethnically diverse employees
  - New Connections resource group for new employees
- Support of the Guard and Reserve (ESGR) supporting civilian employment of national guard members
- Department of Labor's Gold Medallion Award for veteran employment (2020)

#### **Community Support**

Developing Thriving Local Economies

- \$1.38 billion direct economic impact\*\*
- Local economic development, community sponsorships
- Culture of encouraging volunteerism
- Black Hills Cares energy assistance
- **Employee United Way contributions**
- Donations to local nonprofits responding to COVID-19 needs
- Tree giveaway programs



In 2020, charitable support for our communities totaled \$5.6 million. including \$628,000 by employees to 50 United Way organizations across our states

<sup>\*</sup> TCIR is defined as the average number of work-related injuries incurred per 200,000 hours worked during a one-year period (represents approximately 100 workers)

<sup>\*\* 2020</sup> estimated direct economic impact includes franchise fees, wages and benefits, property and other taxes, payments to suppliers, and other community impact

# **Pipeline Safety Leadership**

Focused on the Safety of Our Co-workers, Customers and Communities

#### Black Hills' comprehensive, systematic effort at forefront of industry-wide goal of zero incidents

- Implementing Pipeline Safety Management System framework
- Sharing knowledge through industry leadership roles
- Enhancing emergency response and training
- Investing in technologies such as digital mapping and data collection, artificial intelligence and analytics, and emissions reduction







### Governance

### Diverse, Experienced Oversight and Alignment of Stakeholder Interests

#### **Board Composition**

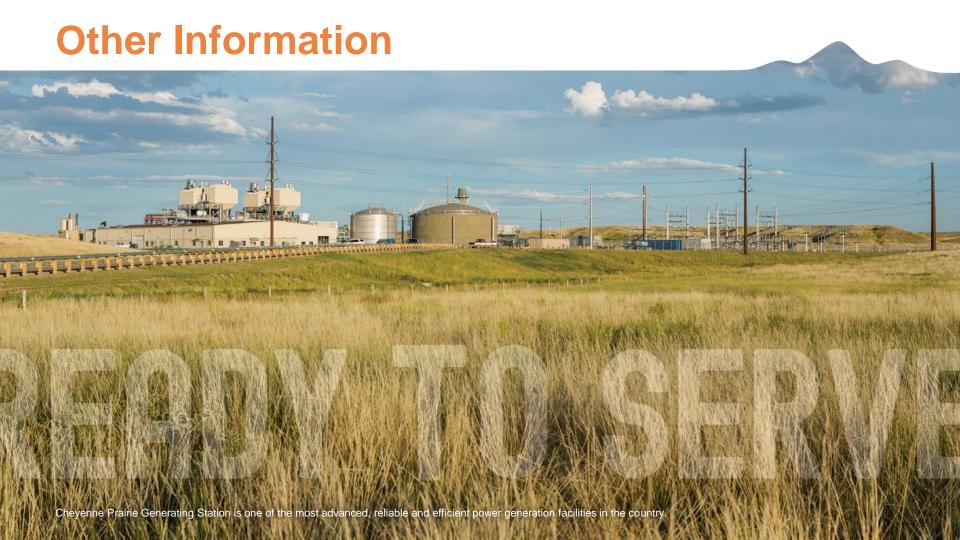
- 36% of board members are gender or ethnically diverse
- Average Board tenure of 6.5 years
- 10 of 11 directors are independent
- Independent board chair
- Diverse experience across multiple industries and sectors

#### **Corporate Governance**

- Plurality plus voting policy
- Annual board and committee evaluations
- All board committees have authority to retain independent advisors paid for by company
- Code of Business Conduct applies to all employees and Board of Directors
- Code of Ethics for financial officers
- Hedging and pledging company stock prohibited
- Mandatory retirement age for directors
- Board engagement in succession planning process

#### **Compensation Policies**

- Maintain robust stock ownership guidelines for directors and executives
- Annual advisory vote on executive compensation
- Board authority to claw back incentive compensation
- Compensation philosophy aligns compensation practices with stakeholder interests



### **Income Statement**

(in millions, except cornings per chara)	Full Year						
(in millions, except earnings per share)		2020		2021			
Revenue	\$	1,696.9	\$	1,949.1			
Fuel, purchased power and cost of natural gas sold		(492.4)		(741.9)			
Operations and maintenance expense		(551.8)		(561.8)			
Depreciation, depletion and amortization		(224.5)		(236.0)			
Operating income		428.3		409.4			
Interest expense, net		(143.5)		(152.4)			
Impairment of investment		(6.9)		-			
Other income (expense), net		(2.3)		1.4			
Income before taxes		275.6		258.4			
Income tax (expense)		(32.9)		(7.2)			
Net income before non-controlling interest	\$	242.8	\$	251.3			
Net income attributable to non-controlling interest		(15.2)		(14.5)			
Net income available to common stock	\$	227.6	\$	236.7			
Non-GAAP adjustments		5.3		-			
Net income available to common stock, as adjusted *	\$	232.9	\$	236.7			

Full Vacu

EPS - Net income available for common stock	Þ	3.65	Þ	3.74
EPS - Net income available for common stock, as adjusted *	\$	3.73	\$	3.74

Diluted shares outstanding 62.4 63.3 **EBITDA**, as adjusted\* \$ 650.5 \$ 646.8

Not become exallable for example of cal-

<sup>\*</sup> Non-GAAP measure; defined and/or reconciled to GAAP on slides 55 through 57

# **Capital Structure**

(\$ in millions)

	Dec-20 Mar-2		Mar-21	Jun-21			Sep-21	Dec-21		
Capitalization										
Short-term Debt	\$	243	\$	823	\$	837	\$	333	\$	420
Long-term Debt		3,528		3,529		3,530		4,126		4,127
Total Debt		3,771		4,352		4,367		4,458		4,547
Equity*		2,561		2,625		2,659		2,698		2,787
Total Capitalization	\$	6,332	\$	6,977	\$	7,026	\$	7,156	\$	7,334
Net Debt to Net Capitalization										
Debt	\$	3,771	\$	4,352	\$	4,367	\$	4,458	\$	4,547
Cash and Cash Equivalents		(6)		(13)		(1)		(10)		(9)
Net Debt		3,764		4,339		4,366		4,448		4,538
Net Capitalization	\$	6,326	\$	6,963	\$	7,025	\$	7,145	\$	7,325
Debt to Capitalization		59.5%		62.4%		62.2%		62.3%		62.0%
Net Debt to Capitalization (Net of Cash)		59.5%		62.3%		62.1%		62.2%		62.0%
Long-term Debt to Total Debt		93.6%		81.1%		80.8%		92.5%		90.8%

<sup>\*</sup> Excludes noncontrolling interest

# 2022 Earnings Guidance Assumptions

Black Hills reaffirmed its guidance for 2022 EPS available for common stock, to be in the range of \$3.95 to \$4.15, based on the following updated assumptions:

- Normal weather conditions within our utility service territories including temperatures, precipitation levels and wind conditions
- Normal operations and weather conditions for planned construction, maintenance and/or capital investment projects
- Constructive and timely outcomes of utility regulatory dockets
- No significant unplanned outages at any of our generating facilities
- Adjusted contract price for Wygen I power purchase agreement beginning Jan. 1, 2022
- Production tax credits of \$20 million associated with wind generation assets
- Capital investment of \$611 million
- Equity issuance of \$100 million to \$120 million through the at-the-market equity offering program
- No material net impact from COVID-19

### **Non-GAAP Financial Measures**

#### Net Income Available for Common Stock and EPS, as adjusted

We have provided non-GAAP earnings data reflecting adjustments for special items as specified in the GAAP to non-GAAP adjustment reconciliation table in this presentation. Operating Income (loss), as adjusted, Income (loss) from continuing operations, as adjusted, and Net income (loss), as adjusted, are defined as Segment Revenue, Operating Income (loss), Income (loss) from continuing operations and Net income (loss), adjusted for expenses, gains and losses that the company believes do not reflect the company's core operating performance. The company believes that non-GAAP financial measures are useful to investors because the items excluded are not indicative of the company's continuing operating results. The company's management uses these non-GAAP financial measures as an indicator for evaluating current periods and planning and forecasting future periods.

#### Earnings per share, as adjusted and earnings from continuing operations, per share, as adjusted

Earnings per share from continuing operations available for common stock, as adjusted, and earnings from continuing operations, per share, as adjusted, are Non-GAAP financial measures. Earnings per share, as adjusted, and earnings from continuing operations available for common stock, per share, as adjusted, are defined as GAAP Earnings per share and GAAP earnings from continuing operations, adjusted for expenses, gains and losses that the Company believes do not reflect the Company's core operating performance. Examples of these types of adjustments may include unique one-time non-budgeted events, impairment of assets, acquisition and disposition costs, and other adjustments noted in the earnings reconciliation tables in this presentation. The Company is not able to provide a forward-looking quantitative GAAP to Non-GAAP reconciliation for this financial measure because we do not know the unplanned or unique events that may occur later during the year.

#### Limitations on the Use of Non-GAAP Measures

Non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. Our presentation of these non-GAAP financial measures should not be construed as an inference that our future results will not be affected by unusual, non-routine, or non-recurring items.

Non-GAAP measures should be used in addition to and in conjunction with results presented in accordance with GAAP. Non-GAAP measures should not be considered as an alternative to net income, operating income or any other operating performance measure prescribed by GAAP, nor should these measures be relied upon to the exclusion of GAAP financial measures. Our non-GAAP measures reflect an additional way of viewing our operations that we believe, when viewed with our GAAP results and the reconciliation to the corresponding GAAP financial measures, provide a more complete understanding of factors and trends affecting our business than could be obtained absent this disclosure. Management strongly encourages investors to review our financial information in its entirety and not rely on a single financial measure.

### **Non-GAAP Financial Measures**

	Earni	ngs, as	adjuste	d (in mil	lions)	Earni	ngs Per	Share,	as adju	sted
	2017	2018	2019	2020	2021	2017	2018	2019	2020	2021
Net income (loss) available for common stock (GAAP)	\$ 177.0	\$ 258.4	\$ 199.3	\$ 227.6	\$ 236.7	\$ 3.21	\$ 4.66	\$ 3.28	\$ 3.65	\$ 3.74
Loss from discontinued operations (GAAP)	17.1	6.9	-	-	-	0.31	0.12	-	-	-
Net income from continuing operations available for common stock (GAAP)	194.1	265.3	199.3	227.6	236.7	3.52	4.78	3.28	3.65	3.74
Adjustments, after tax										
Acquisition / integration costs	2.8	-	-	-	-	0.05	-	-	-	-
Tax reform and other tax items	(11.7)	4.0	-	-	-	(0.21)	0.07	-	-	-
Legal restructuring - income tax benefit	-	(72.8)	-	-	-	-	(1.31)	-	-	-
Impairment of investment	-	-	15.2	5.3	-	-	-	0.25	0.08	-
Rounding	0.1	-	-	-	-		-	-	-	
Total Non-GAAP adjustments	(8.8)	(68.8)	15.2	5.3	-	(0.16)	(1.24)	0.25	0.08	-
Net income from continuing operations available for common stock, as adjusted (Non-GAAP)	\$ 185.3	\$ 196.5	\$ 214.5	\$ 232.9	\$ 236.7	\$ 3.36	\$ 3.54	\$ 3.53	\$ 3.73	\$ 3.74

### **Non-GAAP Financial Measures**

### **EBITDA**

	12 Months Ended Dec. 31						
(in thousands)		2020	2021				
Net income	\$	242,763	\$	251,260			
Depreciation, depletion and amortization		224,457		235,953			
Interest expense, net		143,470		152,404			
Income tax expense (benefit)		32,918		7,169			
EBITDA	\$	643,608	\$	646,786			
Adjustments for unique items: Impairment of investment		6,859		_			
EBITDA, as adjusted	\$	650,467	\$	646,786			

# **Strategic Objectives**



Profitable Growth

Achieve consistent growth that creates value

- Meet growing demand through innovative solutions and customer-focused, cost effective, rate-based utility assets
- Enhance reliability and satisfaction
- Acquire small utility systems within or near existing service territories

READY.

Valued Service

Deliver reliable and highly valued products and services

- Invest in infrastructure to maintain safety and reliability of electric and gas systems
- Cost effectively integrate additional renewable resources



# Better Every Day

Continuously improve to achieve industry-leading results

- Achieve top-tier performance in a culture of continuous improvement
- Improve efficiencies through continued deployment of technology



Promote a workplace that inspires individual growth and pride in what we do

- Be the safest company in our industry
- Be one of the best places to work
- Improve the wellness of employees
- Be a workplace of choice for women and minorities

# Vision Be the energy partner of choice. Mission Improving life with energy.

### **Company Values**



#### Agility

We embrace change and challenge ourselves to adapt quickly to opportunities.



#### **Customer Service**

We are committed to providing a superior customer experience every day.



#### Partnership

Our partnerships with shareholders, communities, regulators, customers and each other make us all stronger.



#### Communication

Consistent, open and timely communication keeps us focused on our strategy and goals.



#### Integrity

We hold ourselves to the highest standards based on a foundation of unquestionable ethics.



#### Respect

We respect each other. Our unique talents and diversity anchor a culture of success.



#### Creating Value

We are committed to creating exceptional value for our shareholders, employees, customers and the communities we serve ... always.



#### Leadership

Leadership is an attitude. Everyone must demonstrate the care and initiative to do things right.



#### Safety

We commit to live and work safely every day.

