Minnesota Utility Investors Annual Meeting

October 15, 2024

OTTERTAIL CORPORATION

Forward-Looking Statement

Except for historical information contained here, the statements in this release are forward-looking and made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. The words “anticipate,” “believe,” “can,” “could,” “estimate,” “expect,” “future,” “goal,” “intend,” “likely,” “may,” “outlook,” “plan,” “possible,” “potential,” “predict,” “probable,” “projected,” “should,” “target,” “will,” “would” and similar words and expressions are intended to identify forward-looking statements. Such statements are based upon the current beliefs and expectations of management. Forward-looking statements made herein, which may include statements regarding 2024 earnings and earnings per share, long-term earnings, earnings per share growth and earnings mix, anticipated levels of energy generation from renewable resources, anticipated reductions in carbon dioxide emissions, future investments and capital expenditures, rate base levels and rate base growth, future raw materials costs, future raw materials availability and supply constraints, future operating revenues and operating results, and expectations regarding regulatory proceedings, as well as other assumptions and statements, involve known and unknown risks and uncertainties that may cause our actual results in current or future periods to differ materially from the forecasted assumptions and expected results.

The Company’s risks and uncertainties include, among other things, uncertainty of future investments and capital expenditures, rate base levels and rate base growth, risks associated with energy markets, the availability and pricing of resource materials, inflationary cost pressures, attracting and maintaining a qualified and stable workforce, changing macroeconomic and industry conditions that impact the demand for our products, pricing and margin, long-term investment risk, seasonal weather patterns and extreme weather events, counterparty credit risk, future business volumes with key customers, reductions in our credit ratings, our ability to access capital markets on favorable terms, assumptions and costs relating to funding our employee benefit plans, our subsidiaries’ ability to make dividend payments, cybersecurity threats or data breaches, the impact of government legislation and regulation including foreign trade policy and environmental, health and safety laws and regulations, changes in tax laws and regulations, the impact of climate change including compliance with legislative and regulatory changes to address climate change, expectations regarding regulatory proceedings, including state utility commission approval of resource plans, assigned service areas, the siting and construction of major facilities, capital structure, and allowed customer rates, and operational and economic risks associated with our electric generating and manufacturing facilities. These and other risks are more fully described in our filings with the Securities and Exchange Commission, including our most recently filed Annual Report on Form 10-K, as updated in subsequently filed Quarterly Reports on Form 10-Q, as applicable. Forward-looking statements speak only as of the date they are made, and we expressly disclaim any obligation to update any forward-looking information.

Company Overview

OTTERTAIL CORPORATION

ELECTRIC PLATFORM

- OTTER TAIL POWER COMPANY

MANUFACTURING PLATFORM

MANUFACTURING SEGMENT

- BTD
- T.O. PLASTICS

PLASTICS SEGMENT

- northern pipe products
- VINYLTECH PVC • PIPE

PLATFORM HIGHLIGHTS

Electric Platform

- Attractive rate base growth
- Constructive regulatory environments
- Affordable customer rates

Manufacturing Platform

- Enhanced consolidated ROE
- Organic growth opportunities
- Diversified end markets

OTTR Investment Targets

Total Shareholder Return

8-10%

Long-Term EPS Growth Rate

5-7%

Dividend Yield

~ 3%

Dividend Growth Rate

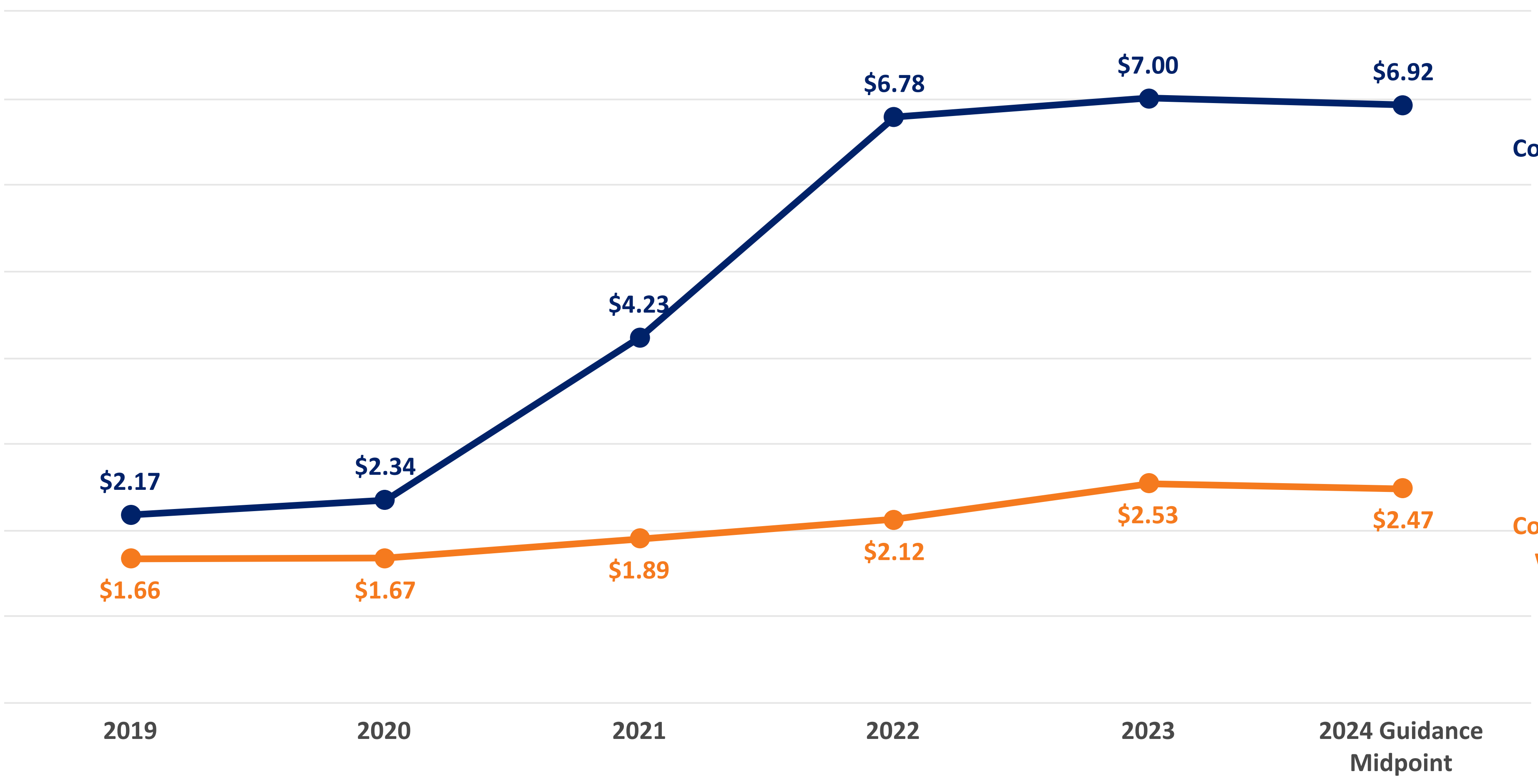
5-7%

(Targeted payout ratio 50-60%)

Balanced Growth and Income Strategy

- Attractive rate base growth at our electric utility with a proven track record of converting rate base growth into earnings growth
- Manufacturing and Plastics businesses provide opportunity for enhanced returns
- Above average returns on equity coupled with strong balance sheet, liquidity position and equity ratio

Earnings Per Share Growth



26.1%
Consolidated EPS
(5YR CAGR)

8.3%
Consolidated EPS w/o Plastics*
(5YR CAGR)

**Consolidated EPS w/o Plastics is a non-GAAP financial measure management uses to assess the financial results of the business exclusive of the impact of the earnings generated by our Plastics segment which have benefited from favorable industry conditions*

Electric Platform

OTTER TAIL POWER COMPANY

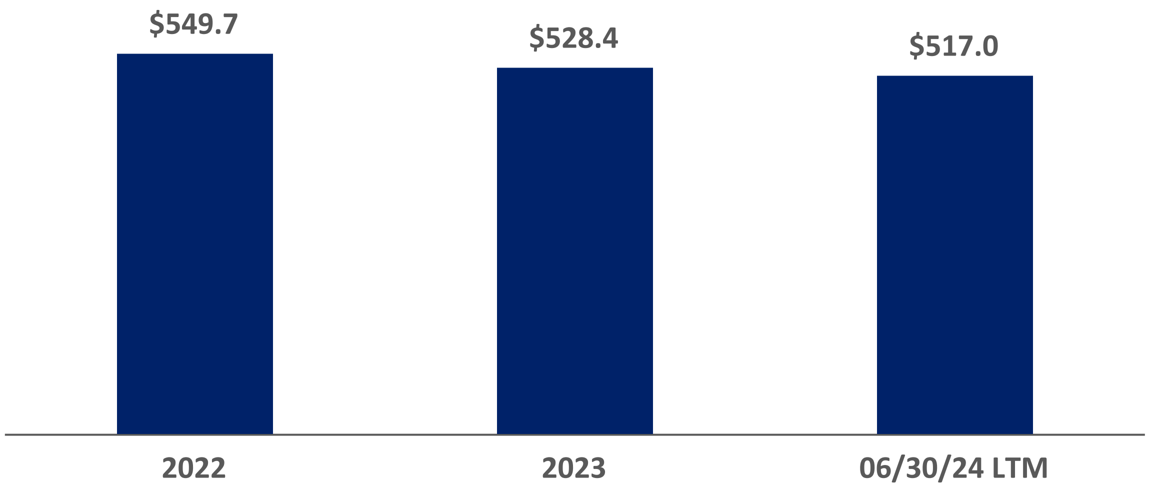
Electric Operations

- Vertically integrated, regulated utility with generation, transmission and distribution facilities
- Serve more than 133,000 residential, commercial and industrial customers
- Service area encompasses approximately 70,000 square miles of western Minnesota, eastern North Dakota and northeastern South Dakota

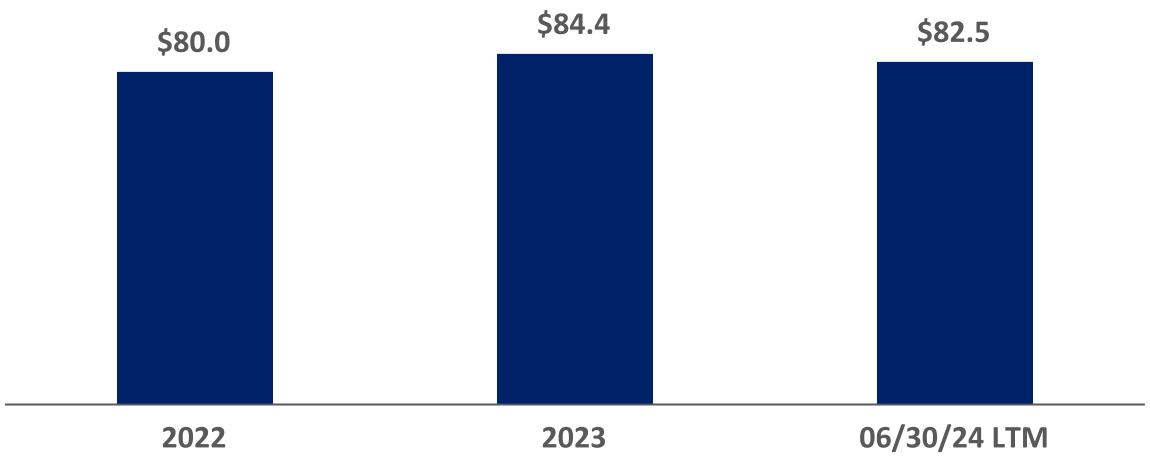
Highlights

- Significant rate base growth opportunities in the 5-year planning period and beyond, including:
  - Renewable generation and storage
    - Wind repowering
    - Up to 300 MW of solar generation, 200 MW of wind generation and 75 MW of battery storage
  - Transmission investment
    - MISO Long Range Transmission Planning (LRTP)
    - Joint Targeted Interconnection Queue (JTIQ)
  - Technology and infrastructure
    - Advanced metering infrastructure
- Opportunity for potential new large loads
- Constructive regulatory environments
- Electric rates significantly below national and regional averages

Operating Revenue (in millions)*



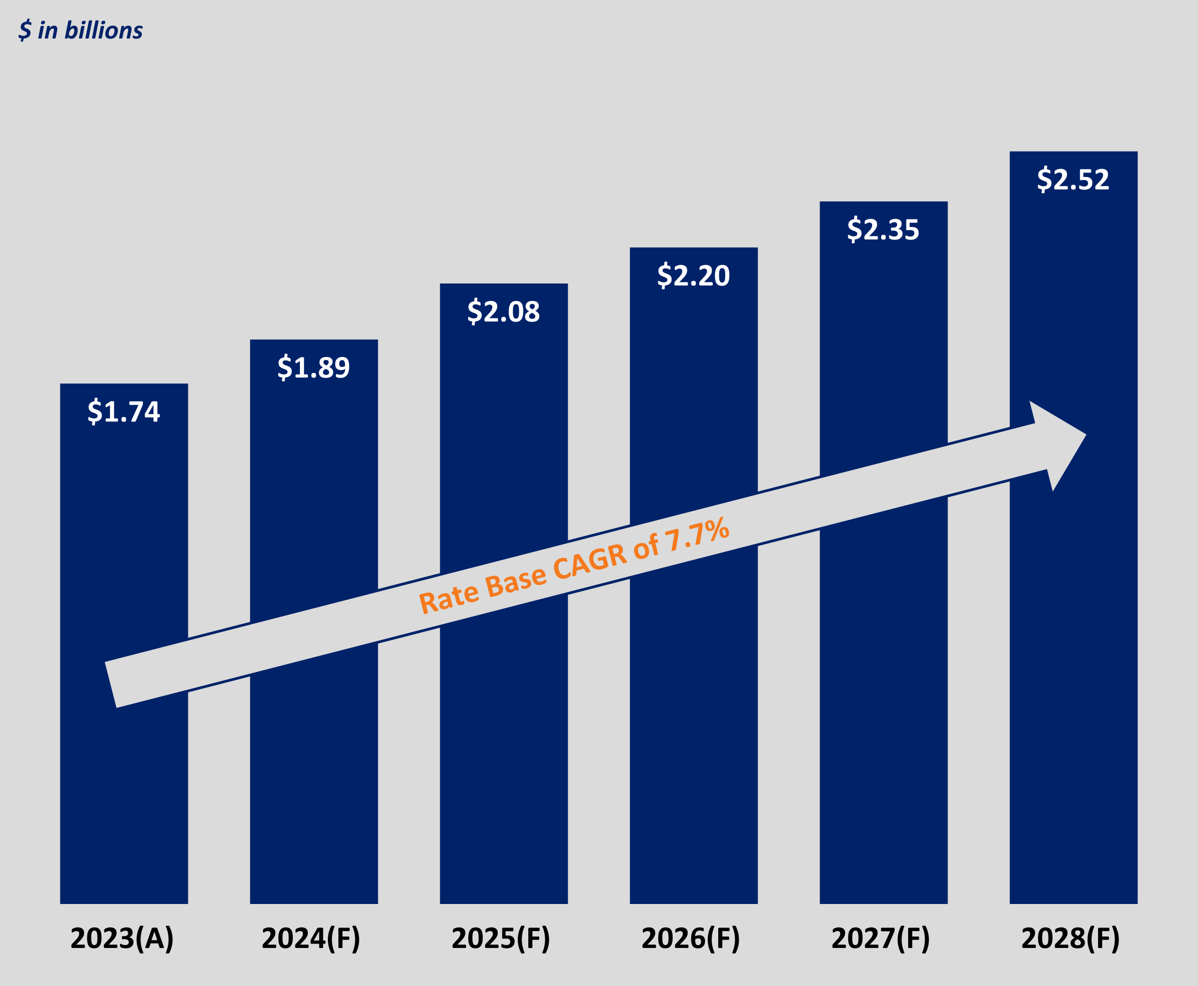
Net Income (in millions)*



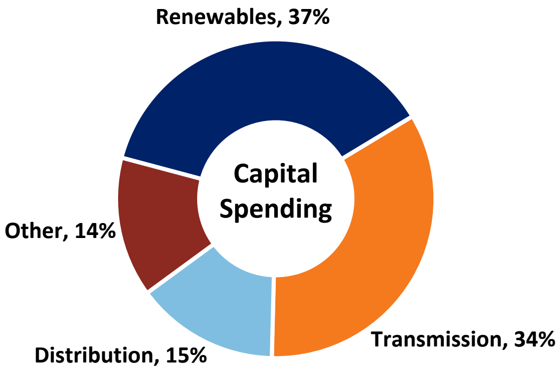
** Operating revenues have decreased due to the pass-through of lower energy costs and higher tax credits and net income has decreased due to impact of unfavorable weather*

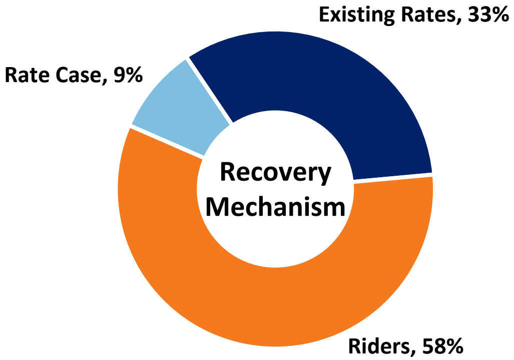
Rate Base Growth

Rate Base



$1.3B of Capital Spending from 2024 to 2028





2018 to 2023

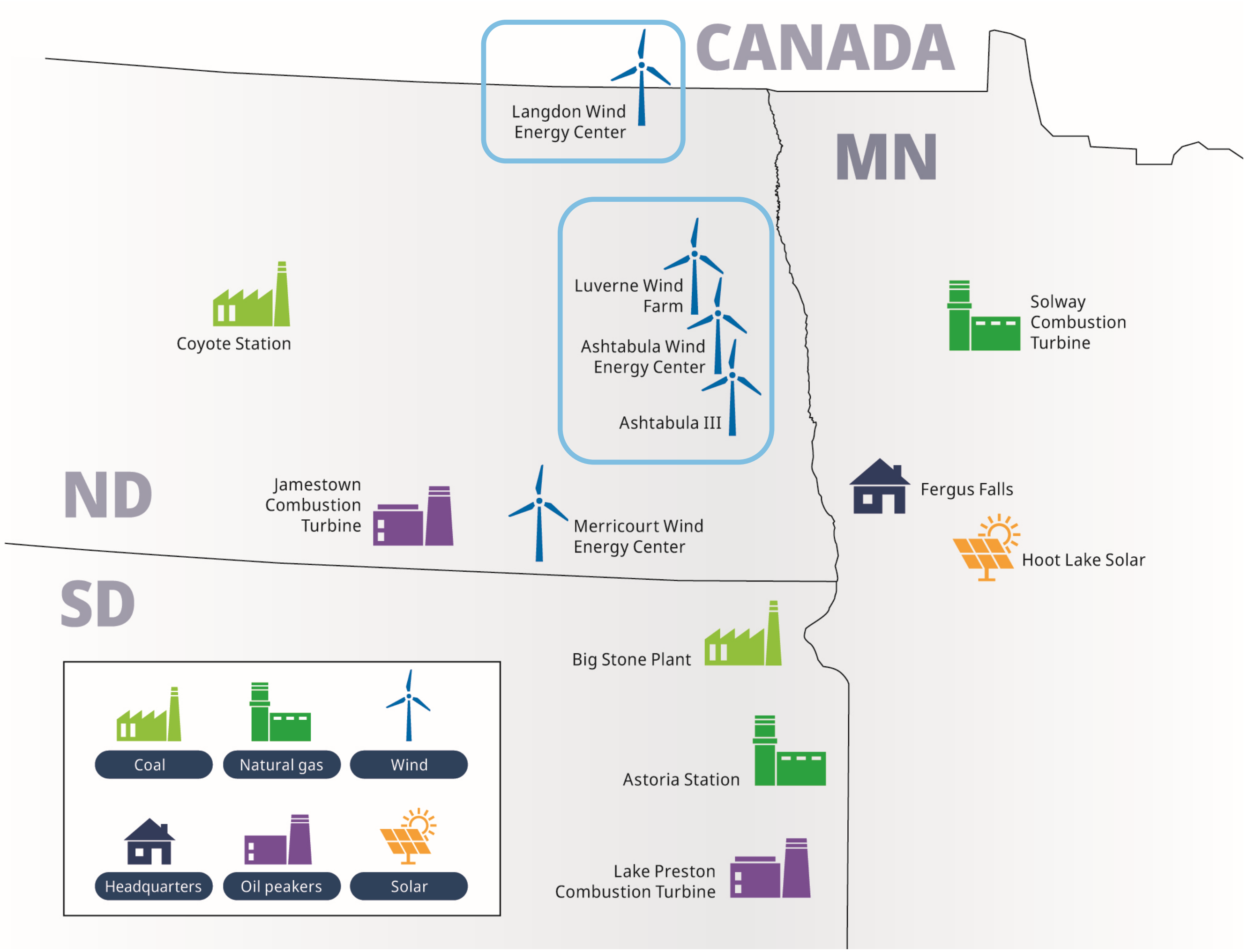
9%		9%
Rate Base Growth (CAGR)	*Translated To*	Earnings Growth (CAGR)

Wind Repowering

Project	Wind Repowering
Description	Equipment upgrades at wind facilities
Est. Completion Date	2024 and 2025
Otter Tail Power Investment	~ $230 million
Recovery Mechanism	Riders

Project Summary

- Develop and perform equipment upgrades at the Langdon, Ashtabula, Luverne and Ashtabula III wind energy facilities
- Expect completion of wind repowering at Langdon in 2024 and remaining sites in 2025
- Qualifies for IRA production tax credits
- Repowering is anticipated to lower customer bills through increased output and tax credits, demonstrating our continued focus and commitment to customer affordability



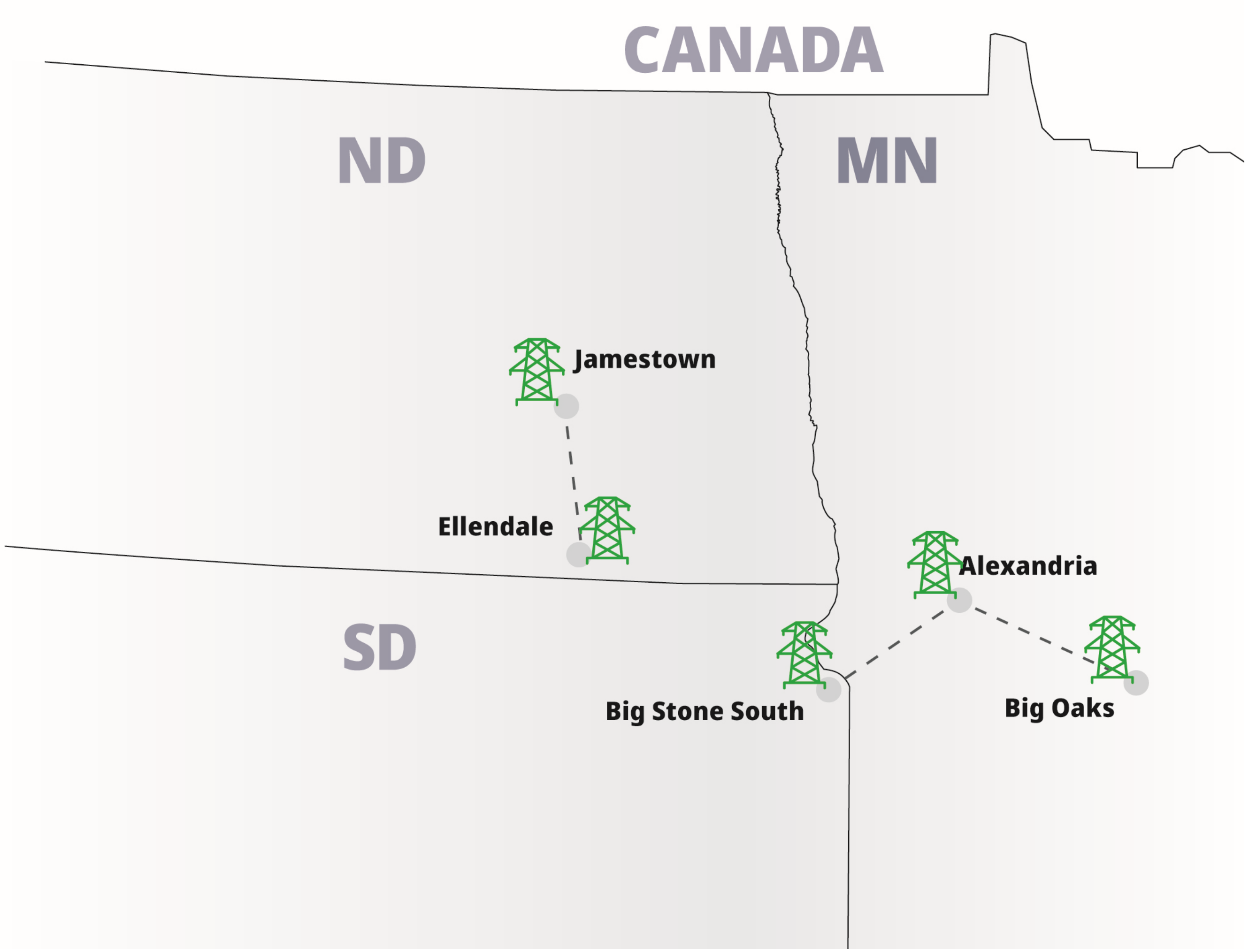
Note: The map only depicts our material generation assets

MISO Long Range Transmission Planning (LRTP)

Project	MISO LRTP
Description	LRTP Tranche 1 Transmission Projects
Est. Completion Date	2032
Otter Tail Power Investment	~ $420 million
Recovery Mechanism	MISO Tariff

Project Summary

- MISO's approved Long Range Transmission Plan includes two 345 kV projects in Otter Tail Power's service territory
  - Jamestown - Ellendale
  - Big Stone South - Alexandria - Big Oaks
- Currently in development phase of these projects, including permitting and right of way related efforts
- Approximately 70% of the total capital investment is expected to occur before 2029



Affordability

Otter Tail Power's 2023 rates:

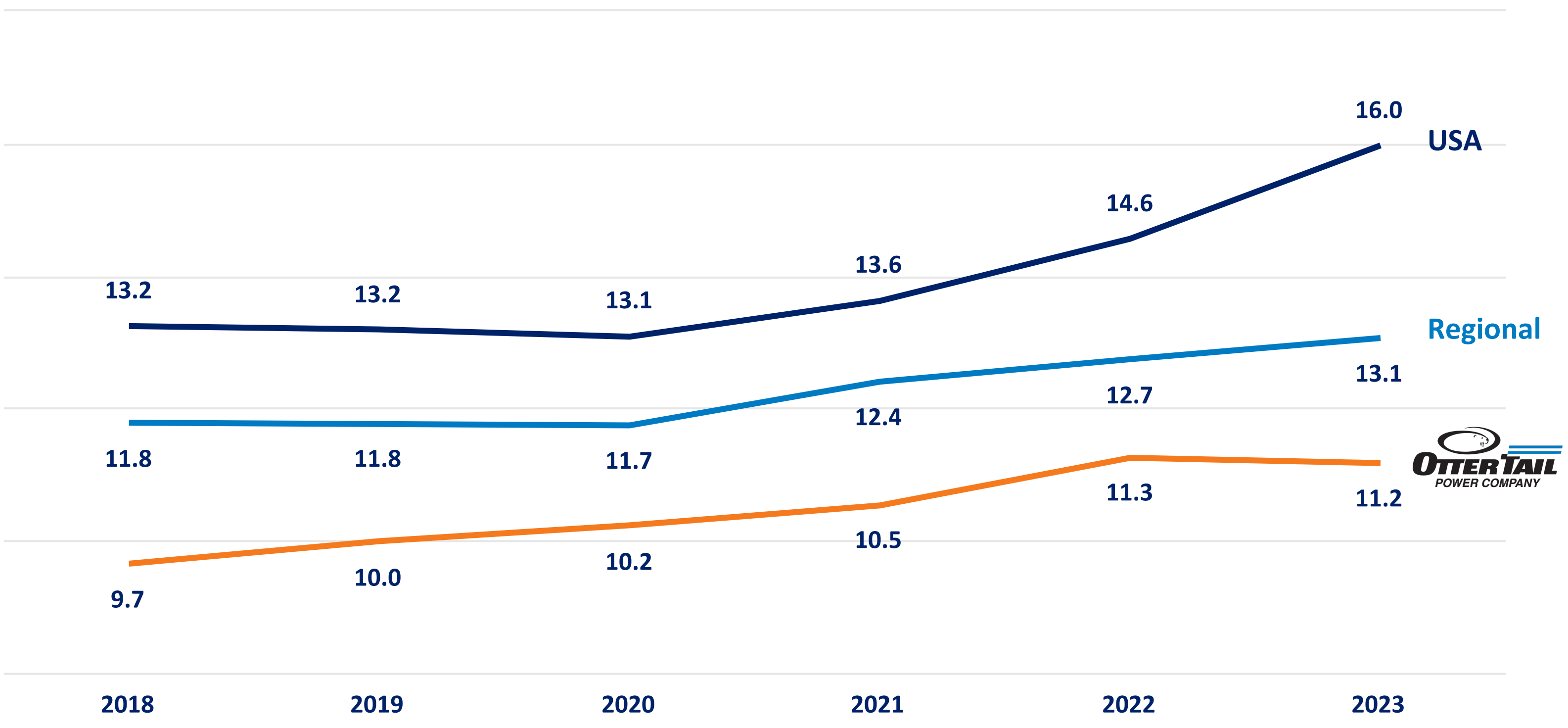
15% below regional average

30% below national average

We expect to continue to keep customer bills low through:

- Inflation Reduction Act tax credits
- MISO recovery of transmission investments
- Reducing energy costs with renewable generation additions
- Savings from technology enabled efficiencies

Average Summer Residential Rate in Cents per kWh



Source: Typical Bills and Average Rates Report, Edison Electric Institute
The report surveys typical electrical bills for investor-owned utility companies in the United States

Manufacturing Platform

BTD

T.O. PLASTICS

northern pipe products

VINYLTECH
VT
PVC • PIPE

Manufacturing Operations

BTD

- Contract metal fabrication – stamping, machining, tube bending, tool & die, laser cutting, welding, painting, assembly. A one stop shop for customer needs
- Growth opportunities with existing customer base and expansion with new customers
- Ability to pass through commodity exposure to customers

T.O. PLASTICS

- Manufacturer of plastic thermoformed horticultural containers, contract life science, industrial packaging and material handling components

Highlights

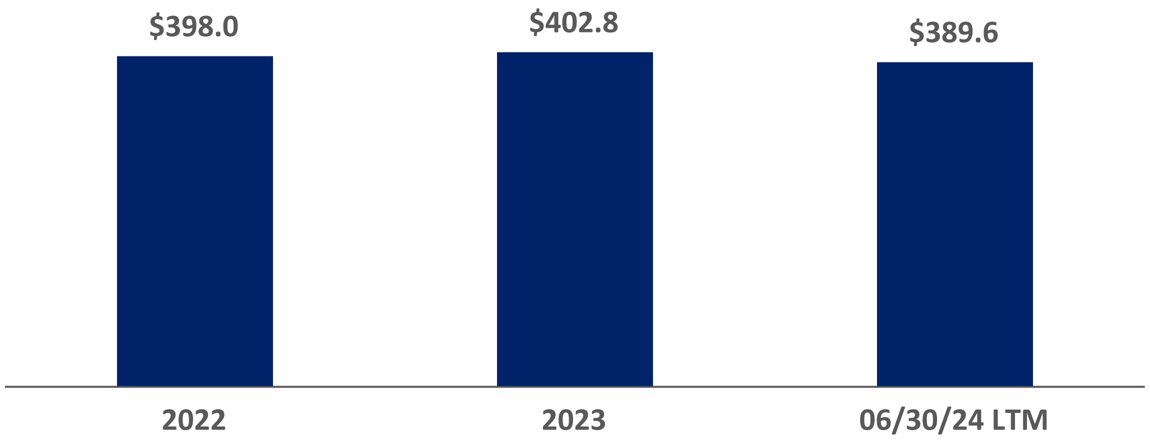
BTD

- Higher margins driven by positive impact from the timing of pass-through steel cost fluctuations, as well as favorable product mix compared to same time last year
- End market demand remains mixed and expect conditions to soften further in second half of 2024
- Georgia expansion project underway, and expect to complete the project in early 2025

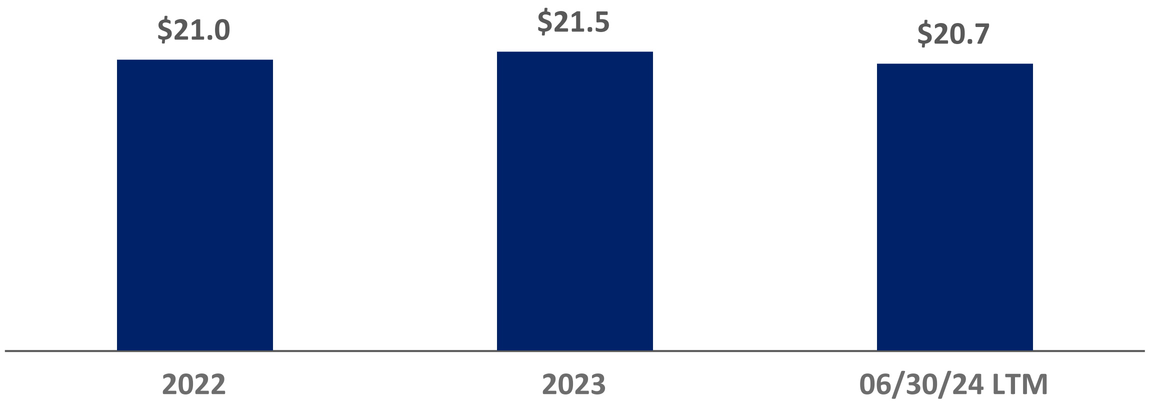
T.O. Plastics

- Decreased horticulture sales volumes as customers and distributors continue to reduce inventory levels

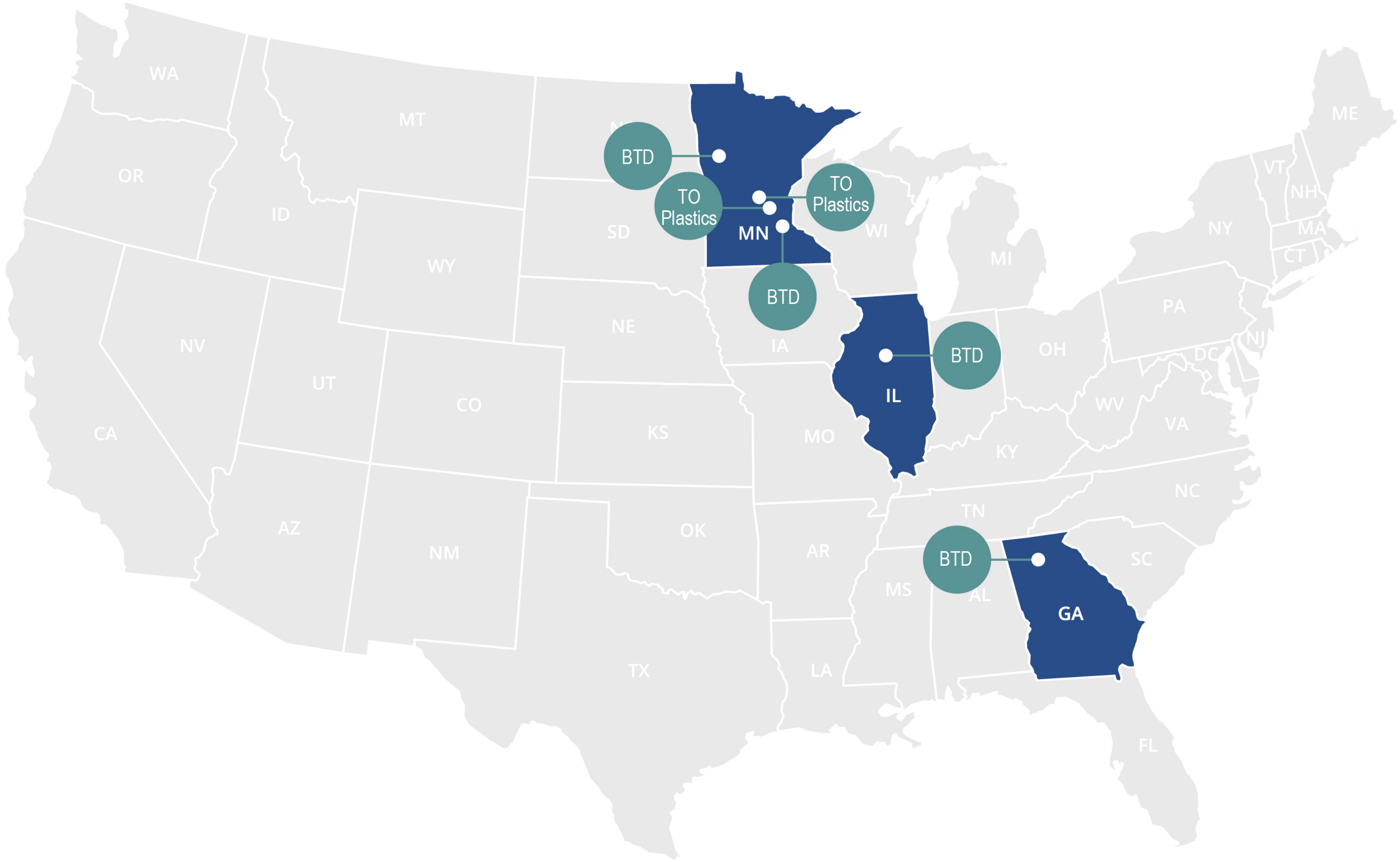
Operating Revenue (in millions)



Net Income (in millions)



Manufacturing Locations



Plastics Operations

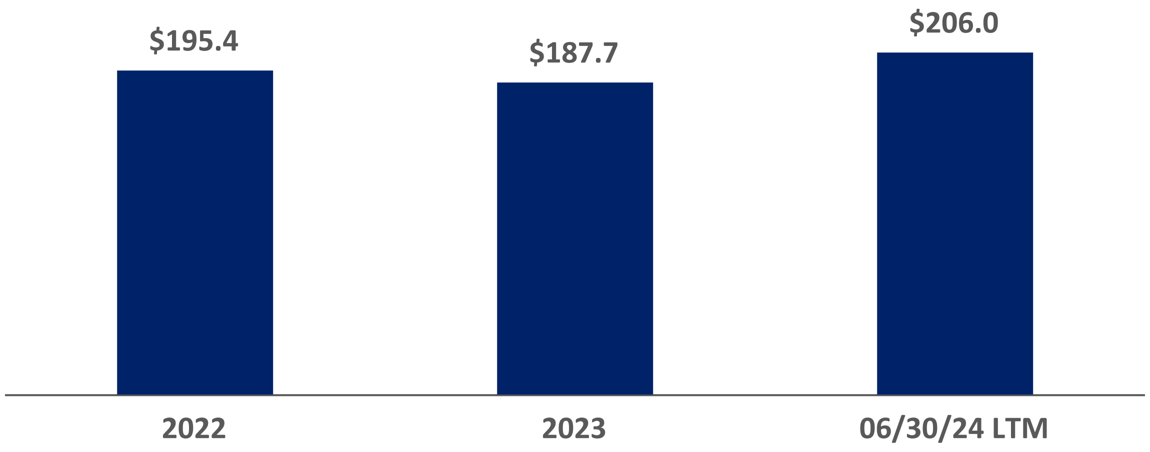
- Manufactures and sells polyvinyl chloride (PVC) pipe to distributors. Pipe is used in municipal water, rural water, wastewater and storm drainage systems
- Plants located in Fargo, ND & Phoenix, AZ
- Approximate production capacity of 350 mm lbs. of PVC

Highlights

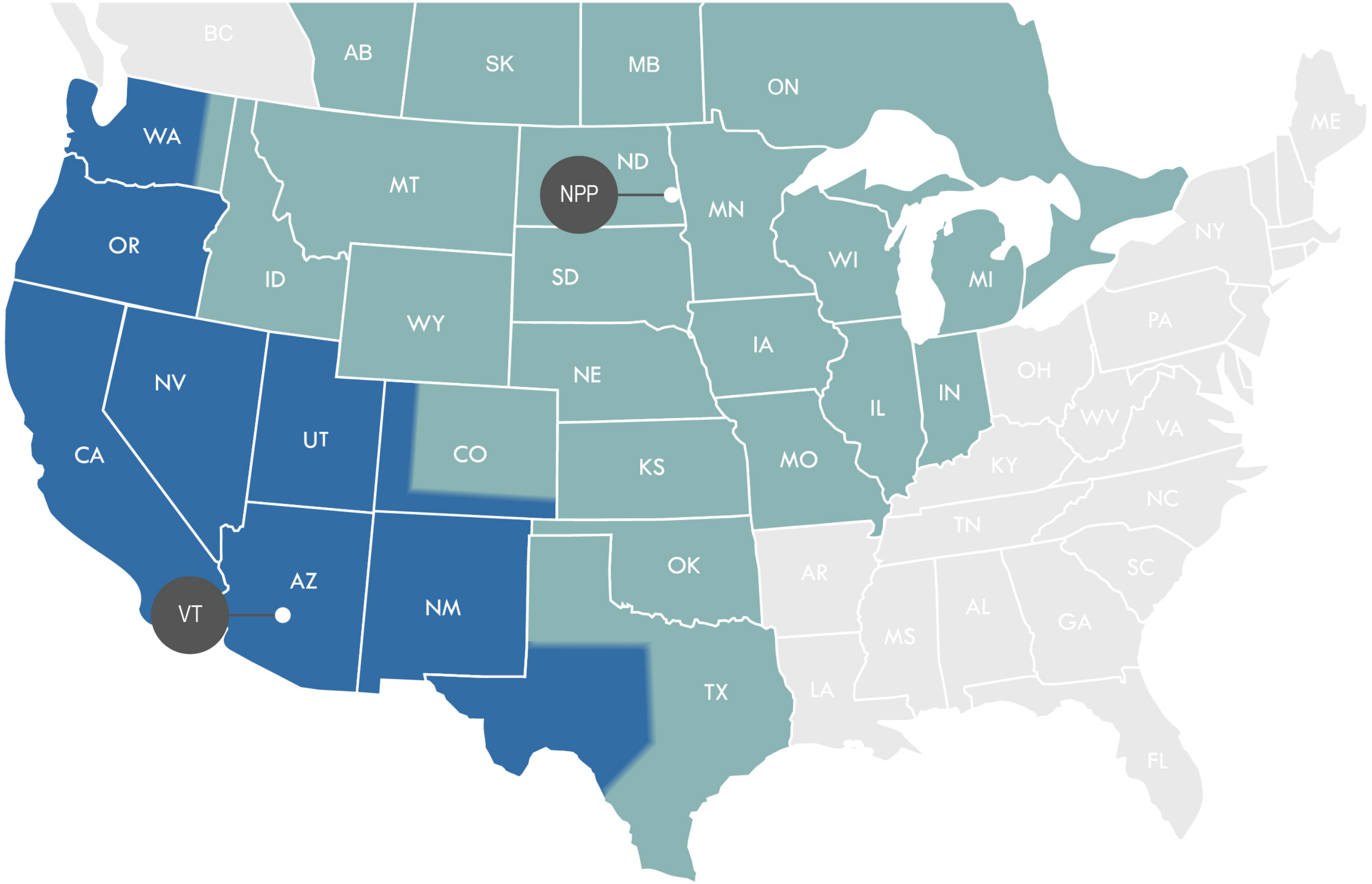
- Higher sales volumes driven by customers sales volume growth and distributor and end market demand following distributor destocking efforts last year, partially offset by lower sales prices
- Sales prices continue to decline but at a slower rate than originally anticipated
- Vinyltech plant upgrades and expansion projects underway
    - Expect to add 26 million pounds of large diameter capacity in late 2024
    - In early 2026, expect to bring another line online and add another 26 million pounds of capacity

Operating Revenue (in millions)

Net Income (in millions)



Plastics Locations



Northern Pipe Products (NPP)

Located in Fargo, North Dakota

- 18 US states served, including: Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Montana, Nebraska, North Dakota, Oklahoma, South Dakota, Texas, Washington, Wisconsin and Wyoming
- 4 Canadian provinces served, including: Alberta, Manitoba, Ontario and Saskatchewan

Vinyltech (VT)

Located in Phoenix, Arizona

- 9 US states served, including: Arizona, California, Colorado, Nevada, New Mexico, Oregon, Texas, Utah and Washington

OTTERTAIL CORPORATION

www.ottertail.com