

“In 2017, all our businesses performed very well, and we are optimistic about the momentum we have going in 2018 as we continue building a strong America.”

*Dave Goodin*  
 President and CEO  
 MDU Resources Group, Inc.

## Construction Services



- Earnings of \$53.3 million, including a \$4.3 million benefit resulting from tax reform, compared to \$33.9 million in 2016
- Record revenues of \$1.37 billion
- Higher workloads and margins in inside and outside specialty contracting work
- Year-end backlog of \$708 million
- 2018 revenue guidance of \$1.45 billion to \$1.60 billion

## Construction Materials



- Earnings of \$123.4 million, including a benefit of \$41.9 million resulting from tax reform, compared to \$102.7 million in 2016
- Revenues of \$1.81 billion
- Year-end backlog of \$486 million
- 2018 revenue guidance of \$1.8 billion to \$1.9 billion

## Electric and Natural Gas Utilities



- Earnings of \$81.6 million, including a \$6.4 million charge resulting from tax reform, compared to \$69.3 million in 2016
- 2 percent increase in customers in 2017
- Expected rate base growth of 6% annually over the next 5 years on a compound basis

## Pipeline and Midstream



- Earnings of \$20.5 million, compared to \$23.4 million in 2016, reflecting the January 2017 sale of the Pronghorn assets
- Record transportation volumes, up approximately 10% from 2016
- Working on additional growth projects to increase transportation capacity

Paid dividends

**80**  
consecutive years

Increased dividends

**27**  
consecutive years

Strong balance sheet:  
Equity at

**59%**  
of total capital

Earnings from continuing operations: **\$284.2** million compared to \$232.4 million in 2016.

EPS from continuing operations: **\$1.45** compared to \$1.19 in 2016.

**\$39.5** million or \$0.20 per share benefit as a result of the Tax Cuts and Jobs Act.

2018 EPS guidance as of February 6, 2018 in the range of \$1.25 - \$1.45.