



POWERING GROWTH
DELIVERING VALUE

PINNACLE WEST
CAPITAL CORPORATION

Investor Meetings | March 5-6 and 12-13, 2019





FORWARD LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

This presentation contains forward-looking statements based on current expectations, including statements regarding our earnings guidance and financial outlook and goals. These forward-looking statements are often identified by words such as "estimate," "predict," "may," "believe," "plan," "expect," "require," "intend," "assume," "project" and similar words. Because actual results may differ materially from expectations, we caution you not to place undue reliance on these statements. A number of factors could cause future results to differ materially from historical results, or from outcomes currently expected or sought by Pinnacle West or APS. These factors include, but are not limited to: our ability to manage capital expenditures and operations and maintenance costs while maintaining high reliability and customer service levels; variations in demand for electricity, including those due to weather seasonality, the general economy, customer and sales growth (or decline), and the effects of energy conservation measures and distributed generation; power plant and transmission system performance and outages; competition in retail and wholesale power markets; regulatory and judicial decisions, developments and proceedings; new legislation, ballot initiatives and regulation, including those relating to environmental requirements, regulatory policy, nuclear plant operations and potential deregulation of retail electric markets; fuel and water supply availability; our ability to achieve timely and adequate rate recovery of our costs, including returns on and of debt and equity capital investments; our ability to meet renewable energy and energy efficiency mandates and recover related costs; risks inherent in the operation of nuclear facilities, including spent fuel disposal uncertainty; current and future economic conditions in Arizona, including in real estate markets; the development of new technologies which may affect electric sales or delivery; the cost of debt and equity capital and the ability to access capital markets when required; environmental, economic and other concerns surrounding coal-fired generation, including regulation of greenhouse gas emissions; volatile fuel and purchased power costs; the investment performance of the assets of our nuclear decommissioning trust, pension, and other postretirement benefit plans and the resulting impact on future funding requirements; the liquidity of wholesale power markets and the use of derivative contracts in our business; potential shortfalls in insurance coverage; new accounting requirements or new interpretations of existing requirements; generation, transmission and distribution facility and system conditions and operating costs; the ability to meet the anticipated future need for additional generation and associated transmission facilities in our region; the willingness or ability of our counterparties, power plant participants and power plant land owners to meet contractual or other obligations or extend the rights for continued power plant operations; and restrictions on dividends or other provisions in our credit agreements and ACC orders. These and other factors are discussed in Risk Factors described in Part I, Item 1A of the Pinnacle West/APS Annual Report on Form 10-K for the fiscal year ended December 31, 2018, which you should review carefully before placing any reliance on our financial statements, disclosures or earnings outlook. Neither Pinnacle West nor APS assumes any obligation to update these statements, even if our internal estimates change, except as required by law.

In this presentation, references to earnings per share (EPS) refer to amounts attributable to common shareholders.

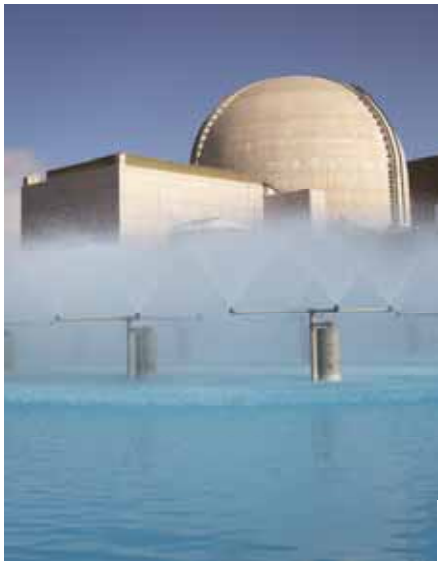
We present "adjusted income taxes" that shows the impact of tax reform. Adjusted income taxes is a "non-GAAP financial measure," as defined in accordance with SEC rules. The appendix contains a reconciliation to show the impact of tax reform. We believe the information provided in the reconciliation provides investors with useful indicators of our results that are comparable among periods because they exclude the effects of unusual items that may occur on an irregular basis, such as tax reform impacts.

PINNACLE WEST: OUR FUTURE

We are making clean energy and infrastructure investments to support Arizona's growth

Our future includes:

- More clean energy
- A healthier environment
- Palo Verde Generating Station, the largest clean energy producer in the country
- Infrastructure to power Arizona's growth





To get there we will:

- Continue Arizona's solar leadership
- Invest in battery storage and other clean technologies
- Invest in infrastructure to support electric vehicles
- Partner with customers to achieve their clean-energy goals

We expect 340,000 new customers and a 30% increase in our customer's energy needs by 2030.

PINNACLE WEST CAPITAL CORPORATION

CLEAN ENERGY INVESTMENTS

Plans to invest in 950 MW of new clean technology by 2025





2018 Battery Storage RFP

- 141 MW located on six APS solar plant sites
- Utility owned
- Anticipated in-service by mid-2020

2018 Peaking Capacity RFP

- 150 MW of battery storage
- 20 year PPA contracts beginning June 2021

Future Investments

- At least 660 MW of solar plus battery storage and stand-alone battery storage by mid-2025
- Utility owned
- First 260 MW to be procured in 2019
    - 60 MW on additional APS solar plant sites
    - 100 MW of solar plus 100 MW of battery storage

SUSTAINABILITY

APS's vision is to create a sustainable energy future for Arizona

Five critical areas of our sustainability efforts

Carbon Management

- **Commitment to exit coal** by 2038
- MSCI Environmental Sustainability and Governance **A rating**[1]

Energy Innovation

- **More than 1,400 MW** of installed solar capacity
- Plans to add at least **950 MW of clean technologies by 2025**

Safety & Security

- **Nearly 50% reduction** in physical security false alarms since 2016
- Ongoing **cyber threat awareness training** and drills to enhance preparedness

Water Resources

- **13% reduction** in groundwater use since 2014
- **20 billion gallons of water recycled** each year to cool Palo Verde

People

- Average **employee tenure of 12.5 years** due to strong talent strategy
- More than 20% of our employees are **veterans**

50% CARBON-FREE

Today, we serve customers with an energy mix that is 50% clean

1 MILLION solar panels

Our 10 grid-scale solar plants are powered by more than 1 million solar panels

70%

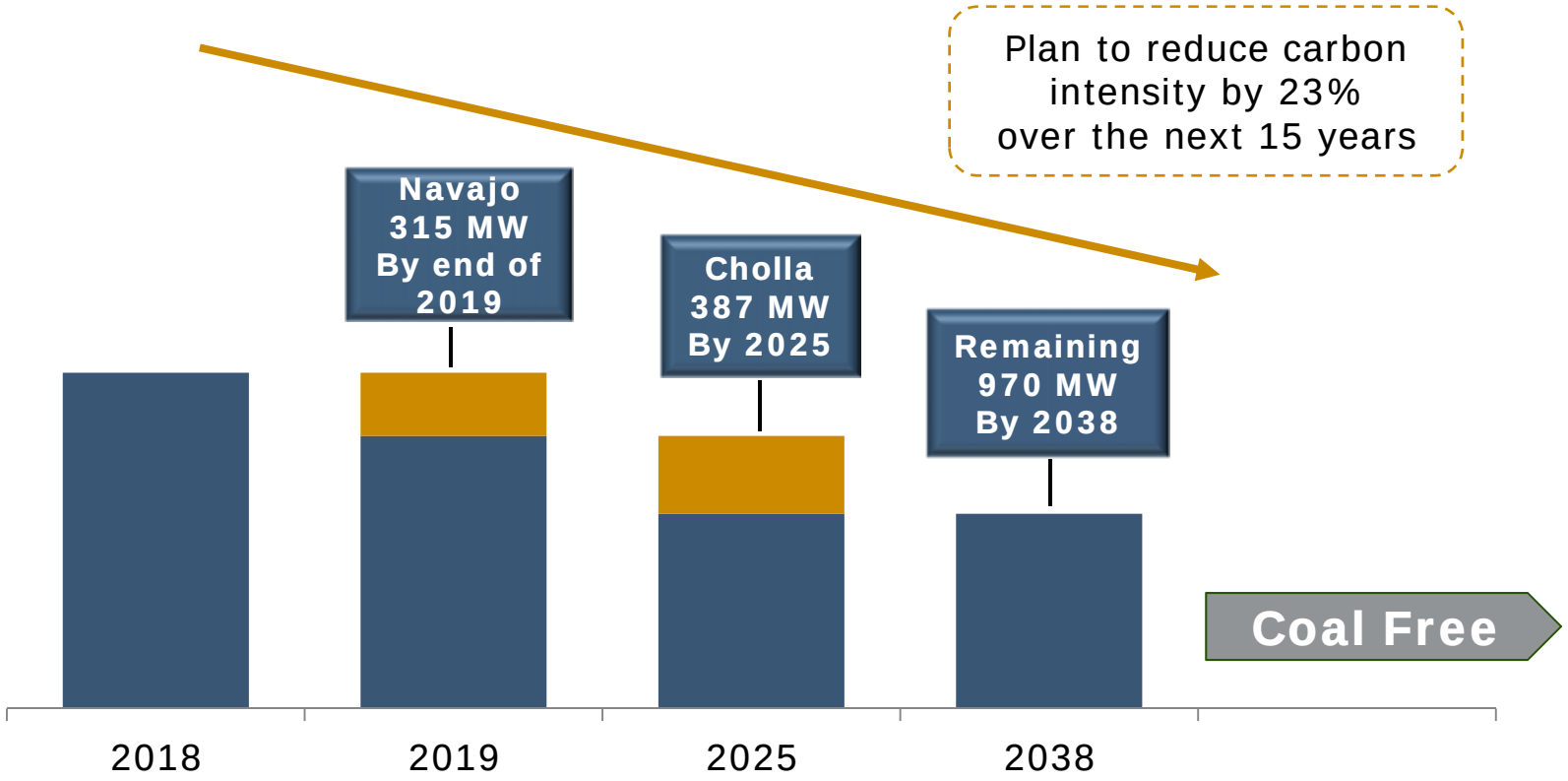
The Palo Verde Generating Station provides more than 70% of Arizona's carbon-free energy and uses recycled wastewater to cool the plant

[1] *As of November 6, 2018*

PINNACLE WEST CAPITAL CORPORATION

COAL EXIT STRATEGY

We have already retired 849 MWs of coal-fired generation



- Pinnacle West has a long history of transitioning to clean energy resources that reduce carbon emissions.
- Since 2005, baseline carbon emissions have been reduced by more than six million tons per year, which represents a 35% reduction.

PINNACLE WEST CAPITAL CORPORATION

CARBON AVOIDANCE AND EMISSION REDUCTIONS

APS surpassed the Paris Agreement greenhouse gas reduction goal 9 years early

Carbon Avoidance Metric

- Metric used to measure our overall carbon reduction, not just generation but Company wide

Carbon Avoidance Opportunities

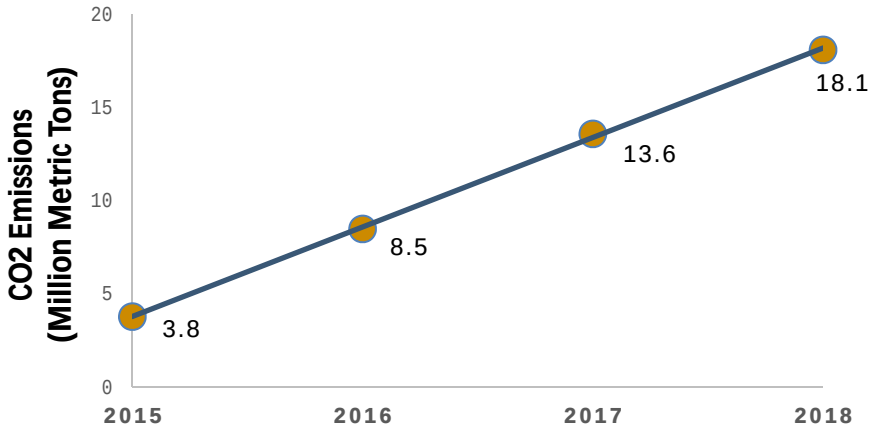
- Retiring coal plants
- Renewable energy generation
- Purchase power agreements
- Energy efficiency programs for customers
- Energy efficient buildings
- Fleet electrification

Since 2015 APS has avoided 18.1 million metric tons of carbon dioxide emissions that would have been emitted – equivalent of removing almost 4 million automobiles from the road

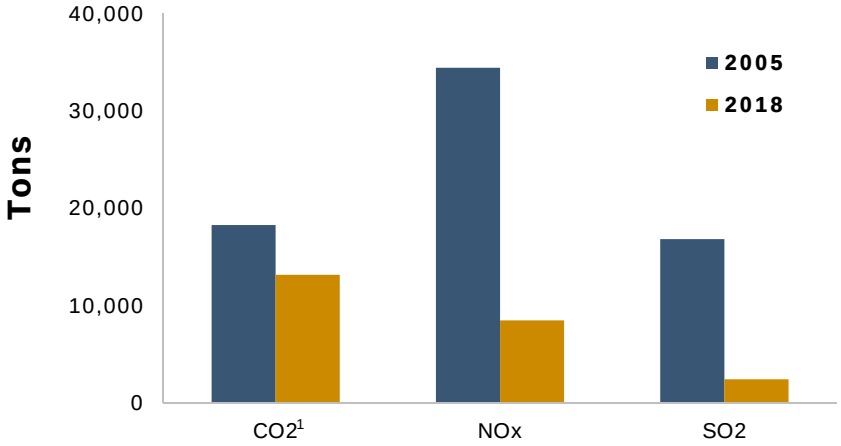
Clean Energy

- Since 2005 we have reduced
  - CO2 emissions by 28%
  - SO2 emissions by 86%
  - NOx emissions by 75%
- As a result of the recent emission controls added to our Four Corners Plant, NOx emission at the Four Corners Plant have been reduced by 88% compared to 2005

Cumulative Carbon Avoidance



Emission Reductions



[1]CO2 = '000 tons

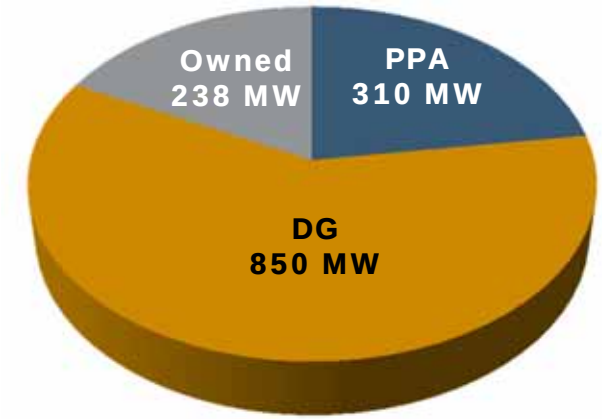
PINNACLE WEST CAPITAL CORPORATION

RENEWABLE RESOURCES

APS currently has 1,717 MW of renewable resources:

• Solar*	1,398 MW
• Wind	289 MW
• Biomass	14 MW
• Geothermal	10 MW
• Biogas	6 MW

APS Solar Portfolio*



Owned solar includes 170 MW AZ Sun Program, 24 MW of APS owned Distributed Generation (DG), 4 MW of other APS owned utility scale solar and 40 MW Red Rock Solar Plant;
PPA is primarily 250 MW Solana Concentrated Solar Facility



Yuma Foothills
Solar
35 MW



Aragonne Mesa
Wind
90 MW



Snowflake
Biomass
14 MW



Salton Sea
Geothermal
10 MW

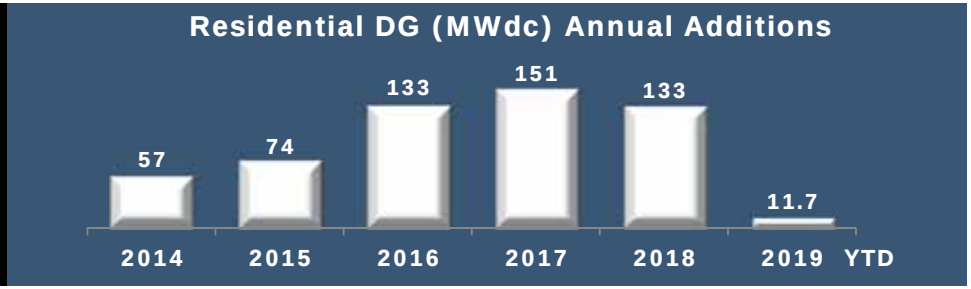


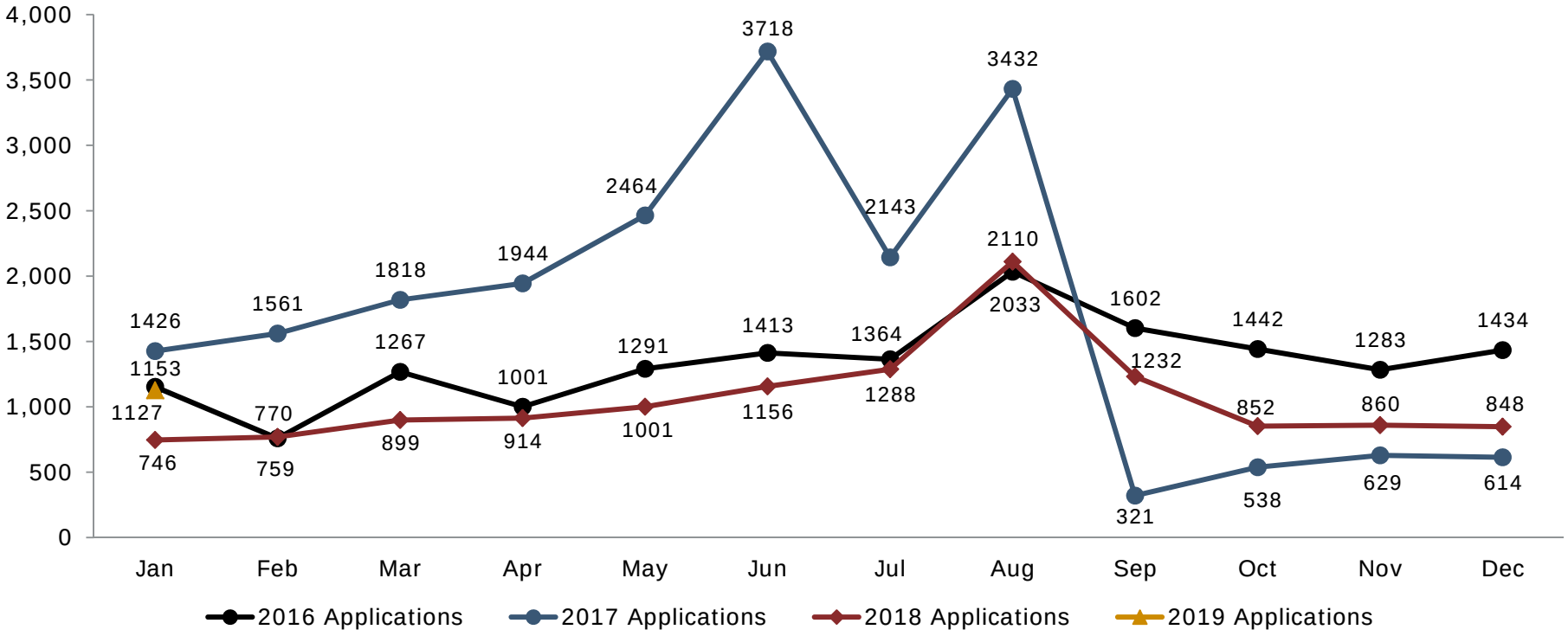
Glendale Landfill
Biogas
3 MW

* As of 12/31/18 as reported in the 2018 Form 10-K – with additional 89 MW under development

PINNACLE WEST
CAPITAL CORPORATION

RESIDENTIAL PV APPLICATIONS[1]





[1] Monthly data equals applications received minus cancelled applications. As of January 31, 2019, approximately 90,200 residential grid-tied solar photovoltaic (PV) systems have been installed in APS's service territory, totaling approximately 722 MWdc of installed capacity. Excludes APS Solar Partner Program residential PV systems.

Note: www.arizonagoessolar.org logs total residential application volume, including cancellations. Solar water heaters can also be found on the site, but are not included in the chart above.

PINNACLE WEST CAPITAL CORPORATION

ECONOMIC DEVELOPMENT

Arizona's focus on economic development continues to support growth in the state

Arizona is the 4th fastest-growing state in the U.S. according to new Census data.[1]

2018 – APS partnered with Greater Phoenix Economic Council and Arizona Commerce Authority to welcome 17 new companies to the state, adding an estimated:

- 43 MW
- 3,800 new jobs
- $1.3B in capital investment
- Notable corporations include Anderson Windows, Nikola Motors and Seattle Box Company

Arizona is now ranked No. 1 in construction growth and No. 2 in manufacturing.[2]

[1] U.S. Census Bureau, Population Division, Release date: December 2018.
[2] Bureau of Labor Statistics, Employment

PINNACLE WEST CAPITAL CORPORATION





APPENDIX

PINNACLE WEST
CAPITAL CORPORATION





SENIOR MANAGEMENT TEAM

Our management team has more than 100 combined years of creating shareholder value in the energy industry

Don Brandt
Chairman of the Board, President and Chief Executive Officer, Pinnacle West and Chairman and Chief Executive Officer, APS



- Joined Pinnacle West in 2002 from Ameren
- Elected to Pinnacle West Board and named Chairman, CEO in 2009
- Recognized industry leader with 30+ years in the nuclear and energy industries
- Vice Chairman of the Institute of Nuclear Power Operations and Chairman of the Nuclear Energy Institute

Jim Hatfield
Executive Vice President and Chief Financial Officer, Pinnacle West & APS



- Joined as SVP and CFO in 2008 from OGE Energy Corp.
- Responsible for corporate functions including finance, investor relations, and risk management
- 38+ years of financial experience in the utility and energy business

We maintain a robust pipeline of talent to serve our complex operations and facilitate effective succession planning in a highly competitive talent environment

Jeff Guldner
President, APS and Executive Vice President Public Policy, Pinnacle West



- Joined APS in 2004 from Snell & Wilmer
- Promoted to President in 2018
- Responsible for all areas of APS excluding nuclear
- Significant experience in public utility and energy law and regulation

Daniel Froetscher
Executive Vice President of Operations, APS



- Joined APS in 1980
- Appointed EVP of Operations, February 2018
- Responsible for overseeing T&D, fossil generation, resource management, sustainability, supply chain, security and customer service
- Significant leadership and industry experience

Bob Bement
Executive Vice President and Chief Nuclear Officer, APS



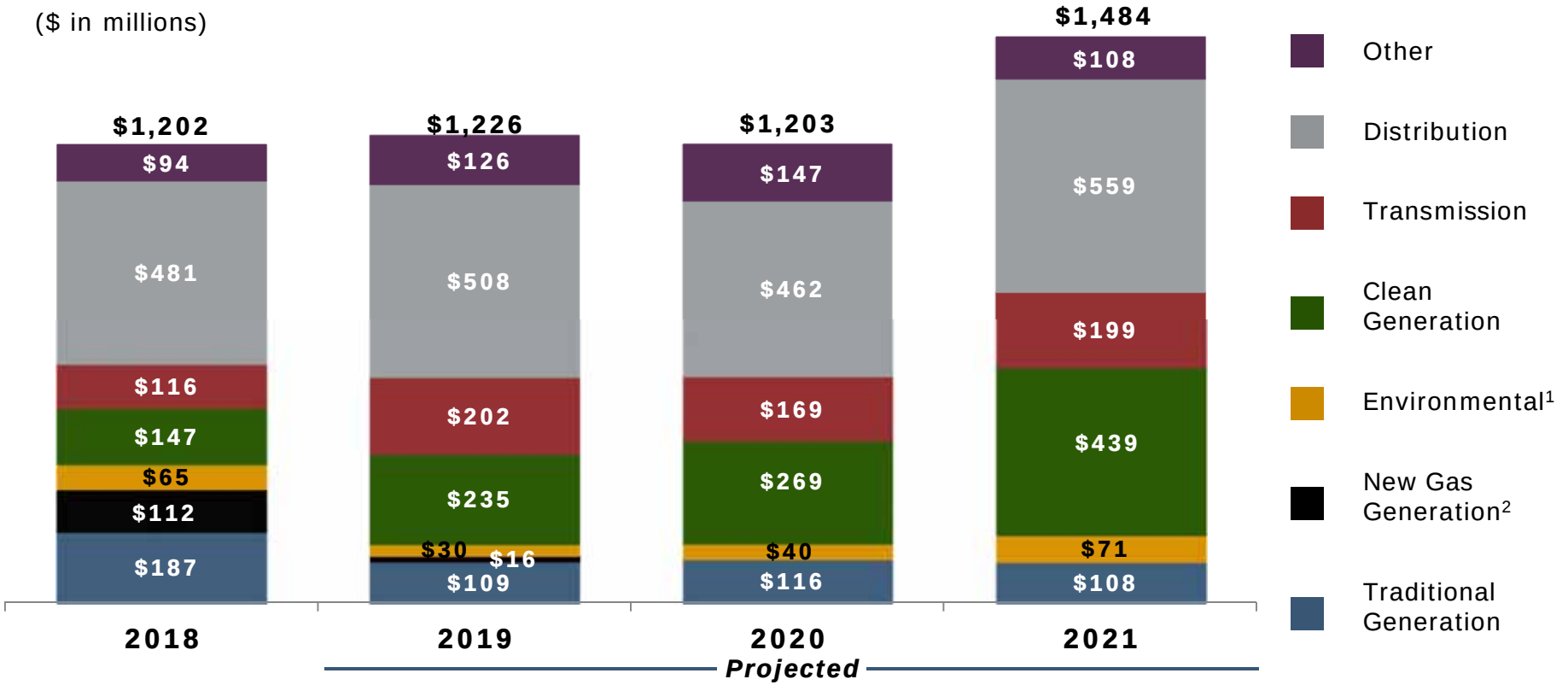
- Joined APS in 2007 from Arkansas Nuclear One
- Promoted from SVP of Site Operations to EVP and Chief Nuclear Officer in 2016
- Responsible for all nuclear-related activities associated with Palo Verde
- Seasoned nuclear industry expert serving on several industry committees

PINNACLE WEST CAPITAL CORPORATION

APS CAPITAL EXPENDITURES

Capital expenditures will support our growing customer base and a cleaner energy mix

($ in millions)



- The chart does not include capital expenditures related to 4CA's 7% interest in the Four Corners Power Plant Units 4 and 5 of $10 million in 2018.
- 2019 – 2021 as disclosed in the 2018 Form 10-K.

[1] Includes Selective Catalytic Reduction controls at Four Corners with in-service dates of Q2 2018 (Unit 4).
[2] Ocotillo Modernization Project: Units scheduled for completion by mid-2019.

PINNACLE WEST CAPITAL CORPORATION

DISTRIBUTION GRID INVESTMENTS

Grid Operations and Investment Projected to be more than $1.5 billion from 2019-2021

Customer Growth
Approximately 50% of distribution capex



Line Extensions for new residential and commercial customers
Average annual spend ~ $68M

- Extend, relocate, and upgrade APS facilities in response to customer request



New Distribution Substations & Upgrades
Average annual spend ~ $38M

Construction over the next 3 years:
- 21 New Substations
- 3 Upgrades

Grid Modernization
Approximately 9% of distribution capex



Cap Bank Controllers, Substation Regulators, Voltage Management Algorithms
Average annual spend ~ $11M

- Controls regulators and capacitor banks to manage power quality such as power factor and voltage



Reclosers – Supervisory Controlled Switches, Trip Savers
Average annual spend ~ $14M

- Leveraging AMI for distribution automation
- Strategically deploying Fiber for communications backhaul

Run and Maintain
Approximately 41% of distribution capex



Overhead Lines & Wood Pole Replacements
Average annual spend ~ $8M

- Replace equipment or components due to damage, degradation or failure
- Ensure the integrity of the structure and enhance system reliability



Underground Cable Replacements
Average annual spend ~ $22.5M

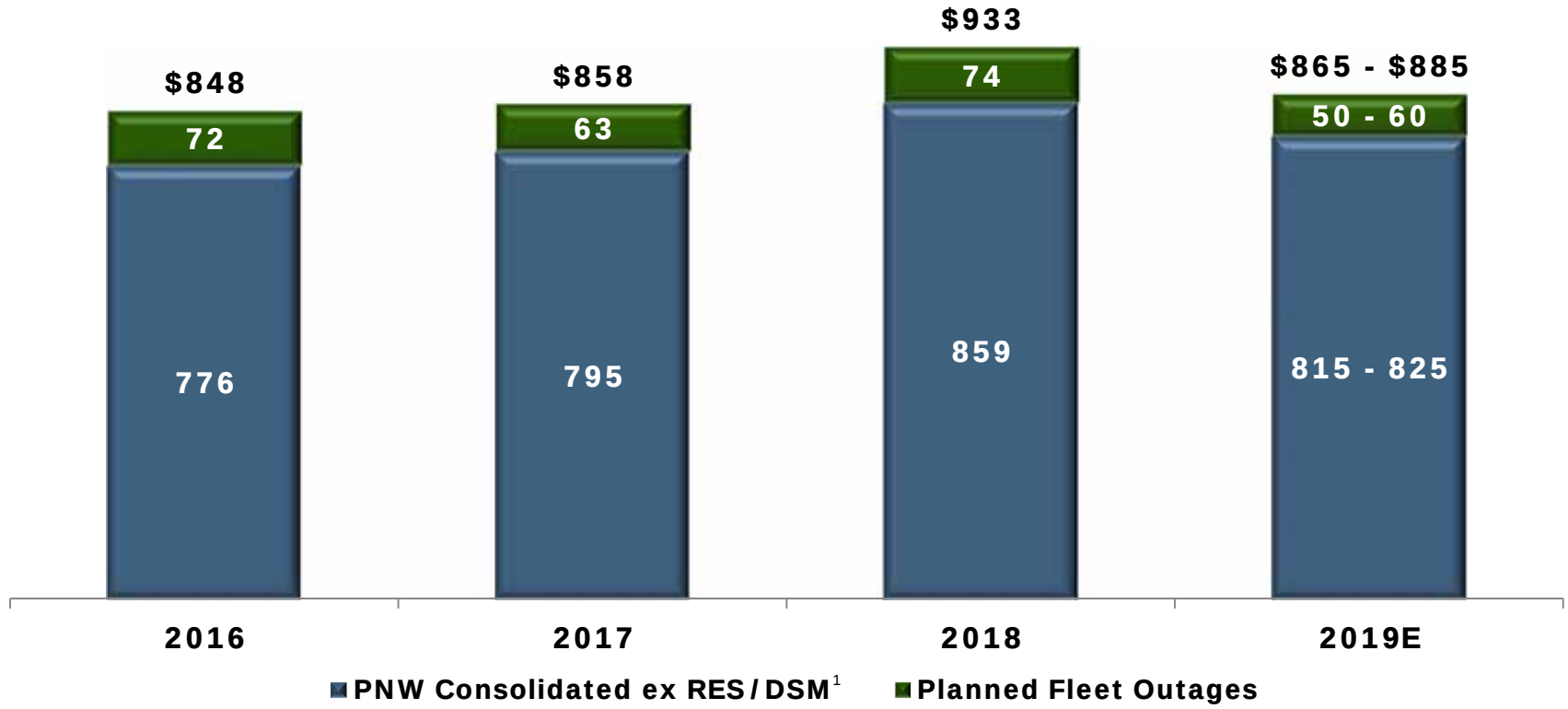
- Replace all remaining direct buried primary distribution cable
- Direct buried cable has become a major cause of power outages

PINNACLE WEST CAPITAL CORPORATION

OPERATIONS & MAINTENANCE

Goal is to keep O&M per kWh flat, adjusted for planned outages

($ in millions)



[1] Excludes RES/DSM of $83 million in 2016, $91 million in 2017, $104 million in 2018, and $80 million in 2019E.

PINNACLE WEST CAPITAL CORPORATION

2019 PLANNED OUTAGE SCHEDULE

Coal, Nuclear and Large Gas Planned Outages

Q1		
Plant	Unit	Estimated Duration in Days
Four Corners	4	21
Four Corners	5	21
Cholla*	1	30
Redhawk*	2	29

Q2		
Plant	Unit	Estimated Duration in Days
Palo Verde	1	30
Cholla*	1	16
Redhawk*	2	28

Q4		
Plant	Unit	Estimated Duration in Days
Palo Verde	3	44
West Phoenix	4	62

*Outage duration spans Q1-Q2. Number of days noted per quarter.

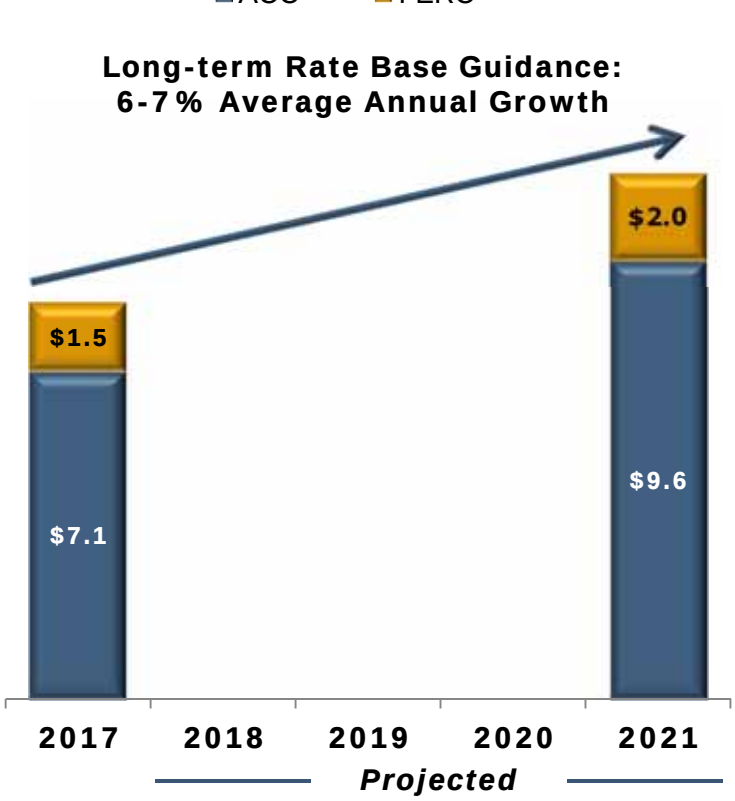
PINNACLE WEST CAPITAL CORPORATION

RATE BASE

APS's revenues come from a regulated retail rate base and meaningful transmission business

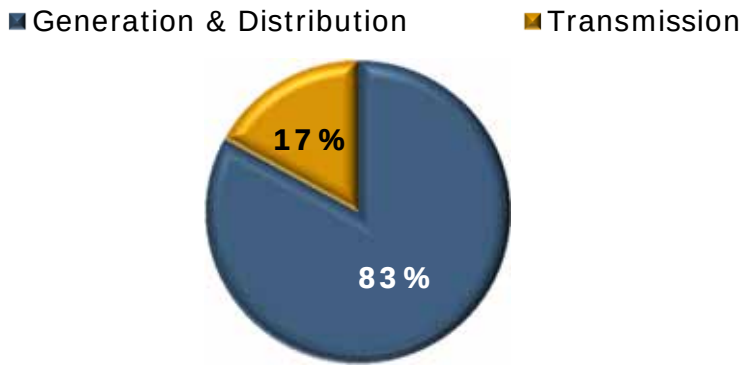
APS Rate Base Growth

Year-End



Rate base $ in billions, rounded

Total Approved Rate Base



	ACC	FERC
Rate Effective Date	8/19/2017	6/1/2018
Test Year Ended	12/31/2015[1]	12/31/2017
Rate Base	$6.8B	$1.5B
Equity Layer	55.8%	53.4%
Allowed ROE	10.0%	10.75%

[1] Adjusted to include post test-year plant in service through 12/31/2016

PINNACLE WEST CAPITAL CORPORATION

TAX REFORM

Tax Cuts and Jobs Act provides benefits to both our customers and shareholders

Customer Impacts

TEAM PHASE I: The ACC approved $119 million annual rate reduction reflecting the lower federal tax rate. Effective for the March 2018 billing cycle

TEAM PHASE II: Filed in August 2018, returns an additional $86.5 million in "excess" deferred taxes previously collected to ACC customers. Currently pending ACC approval

FERC FORMULA: In May 2018, APS received approval from FERC to provide for a $57 million annual rate reduction, beginning June 1, 2018 through its wholesale transmission rates

Net Regulatory Liability for Excess Deferred Taxes ($ in millions)	At Dec. 31, 2018
Total Net Regulatory Liability for Regulated Excess Deferred Taxes	$1,523
Net Regulatory Liability for Depreciation Related Excess Deferred Taxes (to be returned over the life of property)	$1,400
Net Regulatory Liability for Non-Depreciation Related Excess Deferred Taxes	$123

EPS Impacts

- The impact of the lower federal income tax rate is based on our quarterly pre-tax earnings
- The reduction to customers' rates through the TEAM is based on a per kWh sales credit

EPS Variances	2018
Gross Margin (Rate Refunds)	**($0.96)**
Lower Tax Expense Due to Reduced Federal Tax Rate	**$0.98**
Adjusted Income Taxes	$0.88
Add-back: Other Items Impacting the Effective Tax Rate	$0.10

Cash Taxes

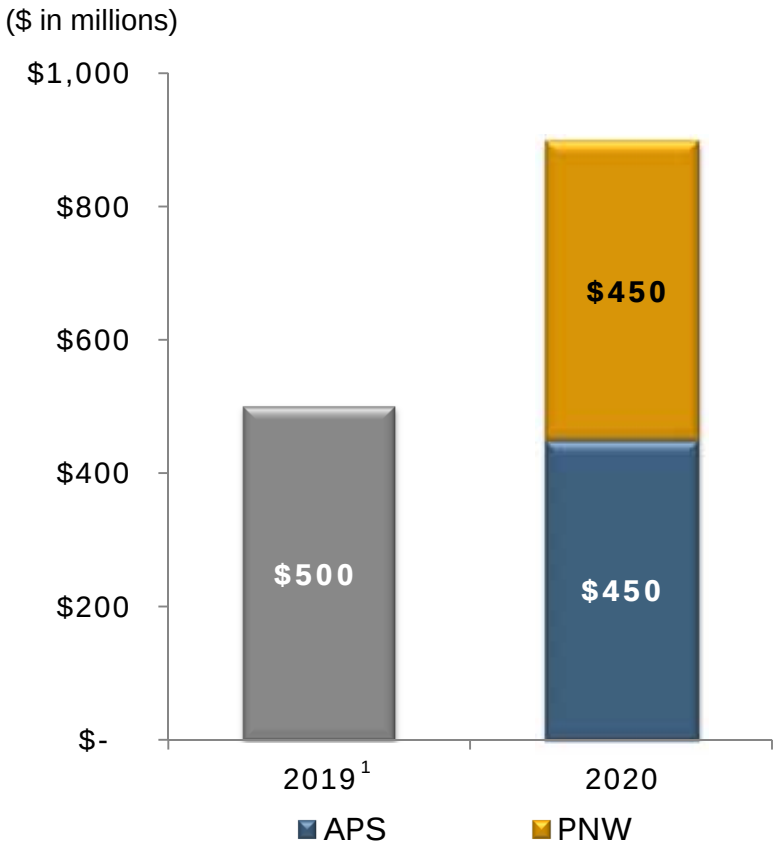
- Minimal cash tax payments in 2018 due to credit carryforwards
- Due to anticipated loss of bonus depreciation cash tax payments normalize in 2019

Rate Base Growth

- Higher incremental rate base of $170 million in 2018 and $170 million in 2019

BALANCE SHEET STRENGTH

Long-Term Debt Maturity Schedule



[1] *Debt matured on March 1, 2019*

Credit Ratings[2]

- **APS Senior Unsecured:** A- or equivalent ratings or better at S&P, Moody's and Fitch
- **PNW Senior Unsecured:** BBB+ or equivalent ratings or better at S&P, Moody's and Fitch

2019 Major Financing Activities

- $300 million 30-year 4.25% APS senior unsecured notes issued February 2019
- $200 million APS unsecured term loan due August 2020
- Expect up to $450 million of long-term debt issuance at APS for the remainder of 2019

[2] *We are disclosing credit ratings to enhance understanding of our sources of liquidity and the effects of our ratings on our costs of funds.*

PINNACLE WEST CAPITAL CORPORATION

CREDIT RATINGS AND METRICS

	APS	Pinnacle West
Corporate Credit Ratings[1]		
Moody's	A2	A3
S&P	A-	A-
Fitch	A-	A-
Senior Unsecured[1]		
Moody's	A2	A3
S&P	A-	BBB+
Fitch	A	A-

Note: Moody's, Fitch and S&P rate the outlooks for APS and Pinnacle West as Stable.

	2015	2016	2017
APS			
FFO / Debt	29.7%	26.5%	26.9%
FFO / Interest	5.8x	5.0x	5.2x
Debt / Capitalization	45.8%	47.7%	47.3%
Pinnacle West			
FFO / Debt	28.9%	25.1%	24.7%
FFO / Interest	5.6x	4.9x	4.8x
Debt / Capitalization	47.0%	49.0%	50.3%

Source: Standard & Poor's

[1]We are disclosing credit ratings to enhance understanding of our sources of liquidity and the effects of our ratings on our costs of funds.

PINNACLE WEST CAPITAL CORPORATION

OCOTILLO MODERNIZATION PROJECT AND FOUR CORNERS SCRs

- Included in the 2017 Rate Review Order[1], APS has been granted Accounting Deferral Orders for two large generation-related capital investments
  - Ocotillo Modernization Project: Retiring two aging, steam-based, natural gas units, and replacing with 5 new, fast-ramping, combustion turbine units
  - Four Corners Power Plant: Installed Selective Catalytic Reduction (SCR) equipment to comply with Federal environmental standards

	Ocotillo Modernization Project	Four Corners SCRs
In-Service Dates	Units 3 – 7 – Mid-2019	Unit 5 – Late 2017 Unit 4 – Spring 2018
Total Cost (APS)	$500 million	$400 million
Estimated Cost Deferral	$45 million (through 2019)	$30 million (through 2018)
Accounting Deferral	• Cost deferral from date of commercial operation to the effective date of rates in next rate case • Includes depreciation, O&M, property taxes, and capital carrying charge[2]	• Cost deferral from time of installation to incorporation of the SCR costs in rates using a step increase beginning in 2019 • Includes depreciation, O&M, property taxes, and capital carrying charge[2]

[1] The ACC's decision is subject to appeals.

[2] APS will calculate the capital carrying charge using the 5.13% embedded cost of debt established in the 2017 Rate Review Order.

FOUR CORNERS SCR STEP INCREASE

The Administrative Law Judge issued a Recommended Opinion and Order on November 27, 2018[1]

Key Components of APS's Filed Request

Financial	Cost of Capital	Bill Impact
• Consistent with prior disclosed estimates	• 7.85% Return on Rate Base[2] – Weighted Average Cost of Capital (WACC)	• Rate rider applied as a percentage of base rates for all applicable customers
• $390 million direct costs vs. $400 million[1] contemplated in APS's recent rate case	• 5.13% Return on Deferral[2] – Embedded Cost of Debt	• $67.5 million revenue requirement[2]
• $40 million in indirect costs (overhead, AFUDC)	• 5% Depreciation Rate – 20-year useful life (2038-depreciation study)	• ~2% bill impact
	• 5-year Deferral Amortization	

[1] Arizona Corporation Commission Staff recommended a $58.5 million revenue increase and the Administrative Law Judge issued a Recommended Opinion and Order consistent with Commission Staff's recommendation.
[2] Based on 2017 Rate Review Order.

ARIZONA CORPORATION COMMISSION

Terms to January 2023

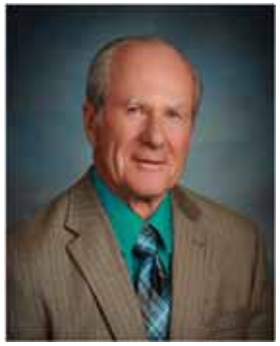


Sandra Kennedy (D)



Justin Olson (R)

Terms to January 2021



Bob Burns (R)*



Boyd Dunn (R)



Andy Tobin (R)

Other State Officials

ACC Executive Director – Matthew Neubert

RUCO Director – David Tenney

*Term limited - elected to four-year terms (limited to two consecutive)

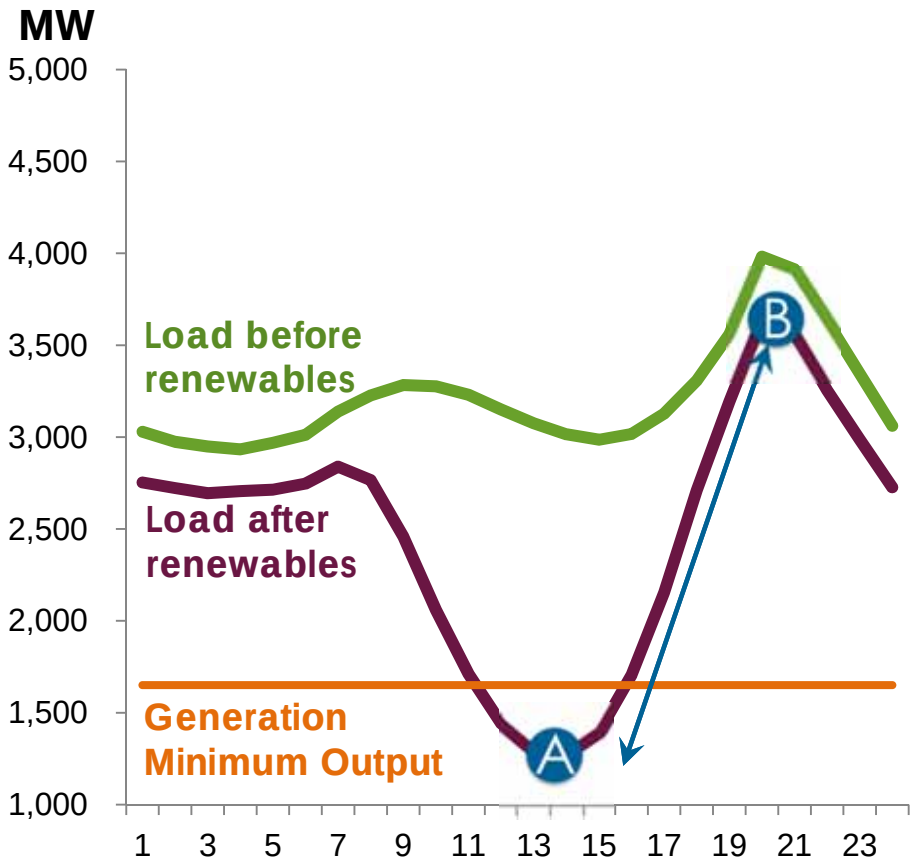
PINNACLE WEST CAPITAL CORPORATION

2019 KEY DATES

ACC Key Dates / Docket #	Q1	Q2	Q3	Q4
Power Supply Adjustor (PSA) **E-01345A-16-0036**	Implemented: Feb 1			
Lost Fixed Cost Recovery **E-01345A-16-0036**	2018 LFCR approved 2019 LFCR Filed: Feb 15			
Transmission Cost Adjustor **E-01345A-16-0036**		To be Filed: May 15 Implementation: Jun 1		
2020 DSM/EE Implementation Plan **New Docket to be Assigned**		2020 To be Filed: Jun 1		
2020 RES Implementation Plan **New Docket to be Assigned**			To be Filed: Jul 1	
Four Corners SCR Step Increase **E-01345A-16-0036**	No scheduled events			
Resource Planning and Procurement **E-00000V-19-0034**		Workshop proposed Apr		
Tax Expense Adjustor (TEAM) **E-01345A-18-0003**				
Resource Comparison Proxy (RCP) **New Docket to be Assigned**		Year 3 To be Filed: May 1	Year 3 Implementation Expected: Sept 1	
QF/PURPA Contracts (EPR-2) **E-01345A-16-0272**	Procedural Conference Feb 25		APS testimony due Jul 26	Hearing begins Nov 13
Possible Modification to Commission's Energy Rules **RU-00000A-18-0284**	Workshops Feb 25, Mar 14, Mar 26			
Modification to Retail Competition Rules **RE-00000A-18-0405**			Workshop proposed Jul	
Customer Complaint – Stacey Champion **E-01345A-18-0002**	No scheduled events			
APS Rate Review **E-01345A-19-0003**	Rate Review Began	Rate Review Expected Completion: May		

THE "DUCK CURVE"

Non-Curtailable Rooftop Solar is Changing the Load Shape of the Grid



A The mid-day dip in load due to growth of non-curtailable rooftop solar resources on the system

B Evening peak

Meeting Evening Peak



- The mid-day dip in load disappears once the sun sets
- This causes a steep ramp in demand heading into the evening peak
  - Requires fast-starting, flexible resources to respond

PINNACLE WEST CAPITAL CORPORATION

NON-GAAP MEASURE RECONCILIATION

$ in millions pretax, except per share amounts	Twelve Months Ended December 31, 2018[1]	RES / DSM	Four Corners Deferral[2]	Tax Benefit of Lower Pre-Tax Income	2018 Adjusted	2017[1,3]	RES / DSM	2017 Adjusted	EPS Impact
Operating revenues	$3,691	$ (108)	$ -	$ -	$ 3,583	$3,565	$ (99)	$ 3,466	
Fuel and purchased power expenses	(1,076)	-	-	-	(1,076)	(981)	-	(981)	
Gross margin	**2,615**	**(108)**	**-**	**-**	**2,507**	**2,584**	**(99)**	**2,485**	**$ 0.15**
Operations and maintenance	**1,037**	**(104)**	**-**	**-**	**933**	**949**	**(91)**	**858**	**$(0.50)**
Allowance for equity funds used during construction	(52)	-	-	-	(52)	(47)	-	(47)	
Interest charges	243	-	(16)	-	227	220	-	220	
Allowance for borrowed funds used during construction	(25)	-	-	-	(25)	(22)	-	(22)	
Interest expense, net of AFUDC	**166**	**-**	**(16)**	**-**	**150**	**151**	**-**	**151**	**$ 0.01**
Income taxes	**134**	**-**	**-**	**25**	**159**	**258**	**-**	**258**	**$ 0.88**

[1] Line items from Consolidated Statements of Income.
[2] See Note 3, Regulatory Matters, in Form 10-K for the period ended December 31, 2018, for total Four Corners deferral impacts.
[3] No impact to 2017 Consolidated Statements of Income related to Four Corners deferral.

Numbers may not foot due to rounding.

PINNACLE WEST CAPITAL CORPORATION

INVESTOR RELATIONS CONTACTS

Stefanie Layton
Director, Investor Relations
(602) 250-4541
stefanie.layton@pinnaclewest.com

Michelle Clemente
(602) 250-3752
michelle.clemente@pinnaclewest.com

Pinnacle West Capital Corporation
P.O. Box 53999, Mail Station 9998
Phoenix, Arizona 85072-3999

Visit us online at: www.pinnaclewest.com