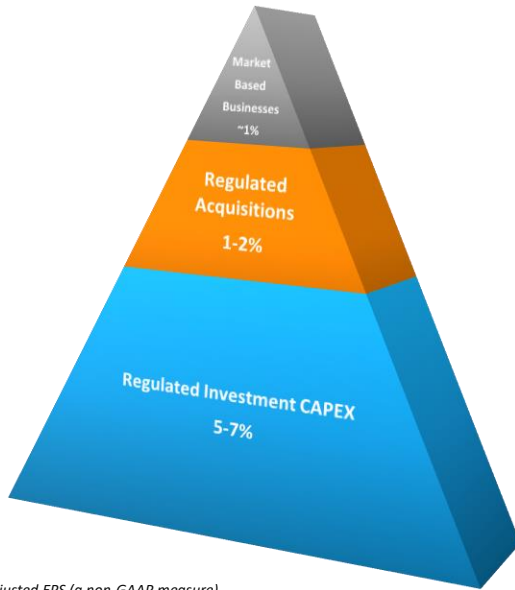




About American Water

With a history dating back to 1886, American Water is the largest and most geographically diverse U.S. publicly-traded water and wastewater utility company. The company employs more than 6,900 dedicated professionals who provide regulated and market-based drinking water, wastewater and other related services to an estimated 15 million people in 46 states, the District of Columbia and Ontario, Canada. More information can be found by visiting amwater.com.

LONG-TERM 7-10% EARNINGS GROWTH PLAN 2018-2022*



* Anchored off of 2016 Adjusted EPS (a non-GAAP measure)

** O&M Efficiency Ratio = Adjusted Regulated O&M Expenses (O&M Expenses is most comparable GAAP measure) / Adjusted Regulated Operating Revenues (Operating Revenues is most comparable GAAP measure). This calculation assumes purchased water revenues approximate purchased water expenses. No reconciliation to a most comparable forward-looking GAAP measure is available..

LONG TERM OUTLOOK

- Continued Industry leading **7-10%* Long Term EPS Growth**
- Invest **\$8.0 – \$8.6 Billion** with continued focus on customer affordability
- Achieve O&M Efficiency target of **32.0%**** by 2022 through technology, supply chain, and cost management
- Industry leading efforts in water quality, lead innovation, and environmental stewardship

CUSTOMER SATISFACTION

Top Quartile Water Industry



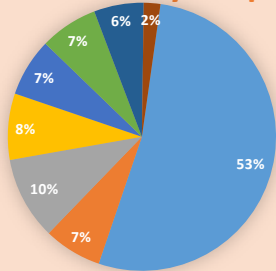
Based on survey results of 12 water utility companies (Including AW)

Market Statistics***

- ~**21.6 Billion** Total Enterprise Value
- ~**1 Million** Average Daily Trading Volume
- ~**\$14.1 Billion** Market Capitalization
- **\$3.4 Billion** in 2017 Revenues – 88% Regulated & 12% Market-Based
- **2.1%** Dividend Yield

***Market data as of March 2, 2018. Source: FactSet

2018-2022 Regulated System Investment by Purpose



- Asset Renewal
- Organic Growth
- Reliability/Quality of Service
- Operational Support
- Asset Renewal-Lead Service Lines
- Regulatory compliance
- Efficiency
- Other

Assets

- ~**15 Million** People Served
- ~**50,000** Miles of Pipeline
- **6,900** Employees
- **1,600** Communities Served
- **3.4 Million** Total Customer Connections

ENVIRONMENTAL STEWARDSHIP

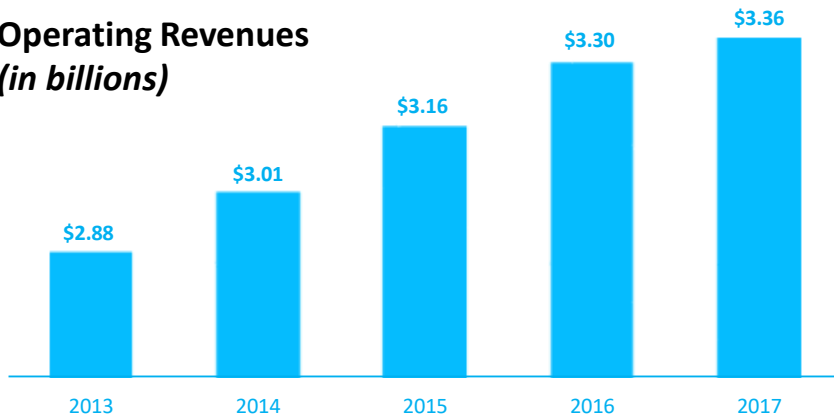
- Named one of the most 100 Sustainable Companies by Barron's Magazine.
- More than 90 projects partnering with local environmental groups in 11 states.
- Only water utility to be named by Newsweek in its 2016 list of "America's Top Green Companies".
- 150+ water quality awards from state and federal regulators, industry organizations, etc.



Financial Information

ANALYST COVERAGE

Operating Revenues (in billions)



Company	Analyst
Argus	John Staszak
Atwater Thornton	Rich Verdi
Baird Equity Research	Ben Kallo
Boenning & Scattergood	Ryan Connors
BofA Merrill Lynch	Julien Dumoulin-Smith
Gabelli & Co., Inc.	Timothy Winter
Goldman Sachs	Michael Lapidis
Guggenheim Securities	Shar Pourreza
Hilliard & Lyons	Spencer Joyce
HSBC Global Research	Verity Mitchell
Janney	Michael Gaugler
Macquarie Research	Angie Storozynski
Northcoast Research	Andy Cohen
Wells Fargo	Jonathan Reeder
Wolfe Securities	Steve Fleishman

LEARN MORE ONLINE

ir.amwater.com



For more information visit our website or download the AWK IR App to get the latest stock quotes, news releases, performance data as

announced, corporate governance policies, SEC filings and information about the water utility industry.

CORPORATE HEADQUARTERS

American Water
1025 Laurel Oak Road
Voorhees, NJ 08043

INVESTOR RELATIONS CONTACTS

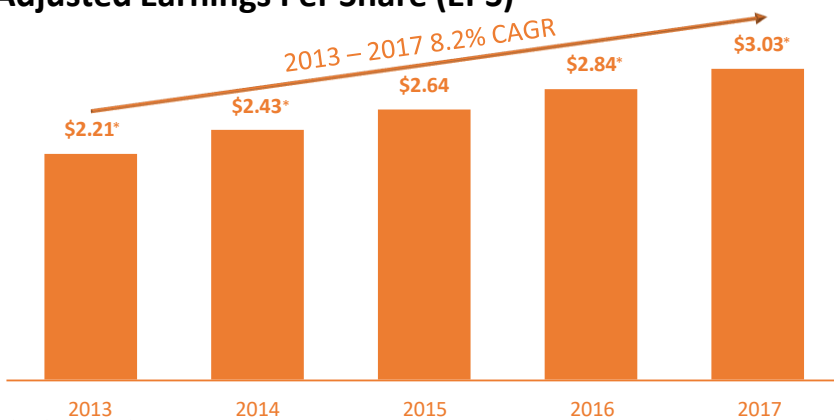
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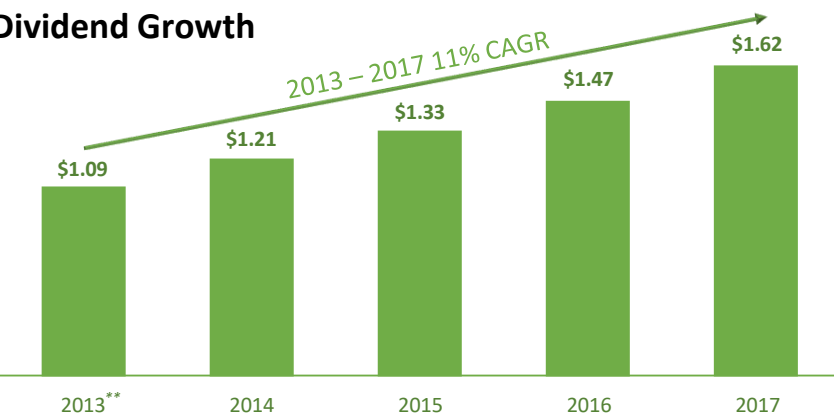
(877) 310-7174

Adjusted Earnings Per Share (EPS)



*Adjusted Earnings Per Share is a non-GAAP measure
2017: \$2.38 (GAAP EPS) + \$0.70 (Tax Reform) + (\$0.03 (Early Debt Extinguishment) - \$0.12 (Freedom Industries Settlement Activities) + \$0.04 (Tax Impact)) = \$3.03
2016: \$2.62 (GAAP EPS) + \$0.36 (Freedom Industries Binding Agreement in Principle) - \$0.14 (Tax Impact) = \$2.84 (Adjusted EPS)
2014: \$2.39 (GAAP EPS) + \$0.06 (Freedom Industries Chemical Spill in West Virginia) - \$0.02 (Tax Impact) = \$2.43 (Adjusted EPS)
2013: \$2.07 (GAAP EPS) + \$0.23 (Debt Tender Offer) - \$0.09 (Tax Impact) = \$2.21 (Adjusted EPS)

Dividend Growth



**The dividend normally paid in 1Q 2013 was accelerated and paid in late December 2012, to allow shareholders to take advantage of 2012 dividend tax rates.

Cautionary Statement Concerning Forward-Looking Statements

Certain statements in the Fact Sheet are forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements are predictions based on American Water's current expectations and assumptions regarding future performance. However, since these statements deal with future events, they are subject to numerous risks, uncertainties and other factors that may cause the actual performance of American Water to be materially different from the performance indicated or implied by such statements. For further information regarding these uncertainties and risks associated with American Water's business, please refer to American Water's annual, quarterly and other filings with the Securities and Exchange Commission. Except as required by the federal securities laws, the company undertakes no duty to update any forward-looking statement.