



**UGI**  
CORPORATION

# Investor Presentation

March 2024



# About This Presentation



This presentation contains statements, estimates and projections that are forward-looking statements (as defined in Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended). Such statements use forward-looking words such as “believe,” “plan,” “anticipate,” “continue,” “estimate,” “expect,” “may,” or other similar words and terms of similar meaning, although not all forward-looking statements contain such words. These statements discuss plans, strategies, events or developments that we expect or anticipate will or may occur in the future. Management believes that these are reasonable as of today’s date only. Actual results may differ significantly because of risks and uncertainties that are difficult to predict and many of which are beyond management’s control; accordingly, there is no assurance that results will be realized. You should read UGI’s Annual Report on Form 10-K for a more extensive list of factors that could affect results. We undertake no obligation (and expressly disclaim any obligation) to update publicly any forward-looking statement, whether as a result of new information or future events, except as required by the federal securities laws. Among them are adverse weather conditions (including increasingly uncertain weather patterns due to climate change) resulting in reduced demand, the seasonal nature of our business, and disruptions in our operations and supply chain; cost volatility and availability of energy products, including propane and other LPG, natural gas, and electricity, as well as the availability of LPG cylinders, and the capacity to transport product to our customers; changes in domestic and foreign laws and regulations, including safety, health, tax, transportation, consumer protection, data privacy, accounting, and environmental matters, such as regulatory responses to climate change; the inability to timely recover costs through utility rate proceedings; increased customer conservation measures due to high energy prices and improvements in energy efficiency and technology resulting in reduced demand; adverse labor relations and our ability to address existing or potential workforce shortages; the impact of pending and future legal or regulatory proceedings, inquiries or investigations; competitive pressures from the same and alternative energy sources; failure to acquire new customers or retain current customers, thereby reducing or limiting any increase in revenues; liability for environmental claims; customer, counterparty, supplier, or vendor defaults; liability for uninsured claims and for claims in excess of insurance coverage, including those for personal injury and property damage arising from explosions, acts of war, terrorism, natural disasters, pandemics and other catastrophic events that may result from operating hazards and risks incidental to generating and distributing electricity and transporting, storing and distributing natural gas and LPG in all forms; transmission or distribution system service interruptions; political, regulatory and economic conditions in the United States, Europe and other foreign countries, including uncertainties related to the war between Russia and Ukraine, the conflict in the Middle East, the European energy crisis, and foreign currency exchange rate fluctuations (particularly the euro); credit and capital market conditions, including reduced access to capital markets and interest rate fluctuations; changes in commodity market prices resulting in significantly higher cash collateral requirements; impacts of our indebtedness and the restrictive covenants in our debt agreements; reduced distributions from subsidiaries impacting the ability to pay dividends or service debt; changes in Marcellus and Utica Shale gas production; the success of our strategic initiatives and investments intended to advance our business strategy; our ability to successfully integrate acquired businesses and achieve anticipated synergies; the interruption, disruption, failure, malfunction, or breach of our information technology systems, and those of our third-party vendors or service providers, including due to cyber-attack; the inability to complete pending or future energy infrastructure projects; our ability to attract, develop, retain and engage key employees; uncertainties related to global pandemics; the impact of a material impairment of our assets; the impact of proposed or future tax legislation; the impact of declines in the stock market or bond market, and a low interest rate environment, on our pension liability; our ability to protect our intellectual property; our ability to overcome supply chain issues that may result in delays or shortages in, as well as increased costs of, equipment, materials or other resources that are critical to our business operations; and our ability to control operating costs and realize cost savings.

# UGI Supplemental Footnotes



Management uses “adjusted net income attributable to UGI Corporation”, “adjusted diluted earnings per share (“EPS”)”, “UGI Corporation Adjusted Earnings before Interest, Taxes, Depreciation, and Amortization (“EBITDA”)”, and “UGI Energy Services Margin”, all of which are non-GAAP financial measures, when evaluating UGI's overall performance. Management believes that these non-GAAP measures provide meaningful information to investors about UGI's performance because they eliminate the impacts of (1) gains and losses on commodity and certain foreign currency derivative instruments not associated with current-period transactions and (2) other significant discrete items that can affect the comparison of period-over-period results. Volatility in net income attributable to UGI can occur as a result of gains and losses on commodity and certain foreign currency derivative instruments not associated with current-period transactions but included in earnings in accordance with U.S. generally accepted accounting principles (“GAAP”).

Non-GAAP financial measures are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not as a substitute for, the comparable GAAP measures.

The tables in the Appendix reconcile adjusted diluted earnings per share (EPS), adjusted net income attributable to UGI Corporation, UGI Corporation Adjusted EBITDA, and UGI Energy Services Margin to their nearest GAAP measures.

# A Diversified Energy Provider



*UGI Corporation is a distributor and marketer of energy products and services, including natural gas, LPG, electricity and renewable energy solutions*



**142**

years of providing energy

**140**

consecutive years of paying dividends

**2.6+ million**

customers<sup>1</sup>

**10,000+**

employees<sup>1</sup>

## Core Values

Safety

Respect

Integrity

Sustainability

Excellence

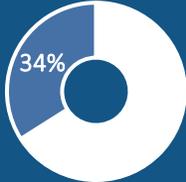
Reliability

## Our Mission

*UGI's mission is to be the preeminent energy distribution company in our targeted markets by providing a superior range of clean and sustainable energy solutions to our customers.*

<sup>1</sup>. As of September 30, 2023.

# Business Segments

Lines of Businesses	Natural Gas		Global LPG	
Segments	<p><i>Utilities</i></p>  	<p><i>Midstream &amp; Marketing</i></p> 	<p><i>UGI International</i></p> 	<p><i>AmeriGas Propane</i></p> 
FY23 Adjusted Diluted EPS Contribution <sup>1,3</sup>				
Overview	<ul style="list-style-type: none"> <li>• 2<sup>nd</sup> largest regulated gas utility in Pennsylvania<sup>2</sup></li> <li>• Largest regulated gas utility in West Virginia<sup>2</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Full suite of midstream services and gas marketing on 40 gas utility systems and 20 electric utility systems</li> </ul>	<ul style="list-style-type: none"> <li>• LPG distribution in 17 countries in Europe<sup>4</sup></li> </ul>	<ul style="list-style-type: none"> <li>• Largest retail LPG distributor in the US<sup>4</sup></li> </ul>

1. Does not include Corporate & Other. 2. Based on total customers. 3. Adjusted Diluted EPS is a non-GAAP measure. Please see Appendix for reconciliation. 4. Based on the volume of propane gallons distributed annually.

# Strong Track Record of Paying Dividends

**140 years**

Consecutively Paying  
Dividends

*Long history of returning cash to  
shareholders in the form of dividends*

**36 years**

Consecutively Increasing  
Dividends

## Dividend Per Share<sup>1</sup> (\$)

FY03 – 23 CAGR of 7.1%



1. Adjusted for stock splits. Dividend figures represent annualized dividends based on the last dividend issued in that fiscal year.

# The Journey Ahead

- Renewed focus on execution to better position UGI for the long-term
- Effectively operate the core businesses and provide operational clarity to create stability and improved financial performance
- Implement actions to drive sustainable operational efficiencies and achieve permanent cost reduction
- Execute prudent actions to strengthen the balance sheet, improve our credit metrics and create more financial flexibility
- Allocate capital to businesses with proven and attractive returns
- Drive a customer-focused, high-performing and integrated organizational culture



# Our Strategic and Financial Priorities

*Focused on effectively operating our business portfolio to deliver reliable earnings growth, achieve sustainable cost savings, and strengthen the balance sheet*

1	2	3	4
<b>Cost Reduction and Optimization Actions</b>	<b>Strengthen the Balance Sheet</b>	<b>Strategic Review of the LPG Businesses</b>	<b>Continued Growth of the Natural Gas businesses</b>
Initiated actions to achieve operational efficiencies and targeted cost savings	Revised capital allocation outlook and priorities to achieve and sustain optimal capital structure	Review of strategic alternatives, with a focus on AmeriGas Propane	Continue investing in our Utility infrastructure to promote safety and reliability while balancing customer affordability
Achieve ~\$70 - \$100M of cost savings by FY25	Execute on our strategy to enhance liquidity and reduce leverage at AmeriGas Propane and UGI Corporation	Exit the non-core European energy marketing business <ul style="list-style-type: none"><li>UK, Belgium and substantially all of France and the Netherlands</li><li>Remaining ~5,500 customer locations – France and the Netherlands<sup>1</sup></li></ul>	Leverage the strategic midstream assets to continue driving earnings and cash flow stability

1. On track to exit the remaining portions of the non-core European energy marketing business by the end of CY25.

# Q1 FY24 Results Recap

## Adjusted Diluted EPS<sup>1</sup>

\$1.14      \$1.20



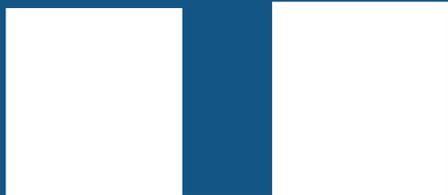
Q1 FY23      Q1 FY24

**Q1 FY24 GAAP diluted EPS of \$0.44 vs. (\$4.54) in Q1 FY23**

## Reportable Segments EBIT<sup>2,4</sup>

(\$ millions)

\$411      \$425



Q1 FY23      Q1 FY24

## Key Highlights

- Increased total margin at UGI International which partially offset the effect of lower volumes at AmeriGas Propane
- Continued strong performance from our natural gas businesses despite warmer weather
- Deployed \$133 million of capital, with \$82 million (62%) at the Utilities businesses
- Added 3,500+ residential and commercial heating customers at the Utilities
- Mountaineer Gas Company received regulatory approval for:
  - ~\$14 million increase in gas base effective January 1, 2024
  - 5-year pilot for weather normalization beginning on October 1, 2024
- Exited substantially all of the non-core European energy marketing business
  - Completed the sale of select portfolios in France and the Netherlands in Q1 FY24
- Available liquidity<sup>3</sup> of \$1.5 billion as of December 31, 2023

# FY24 Guidance

## FY23 Adjusted Diluted EPS<sup>1</sup> to FY24 Guidance<sup>2,3</sup>

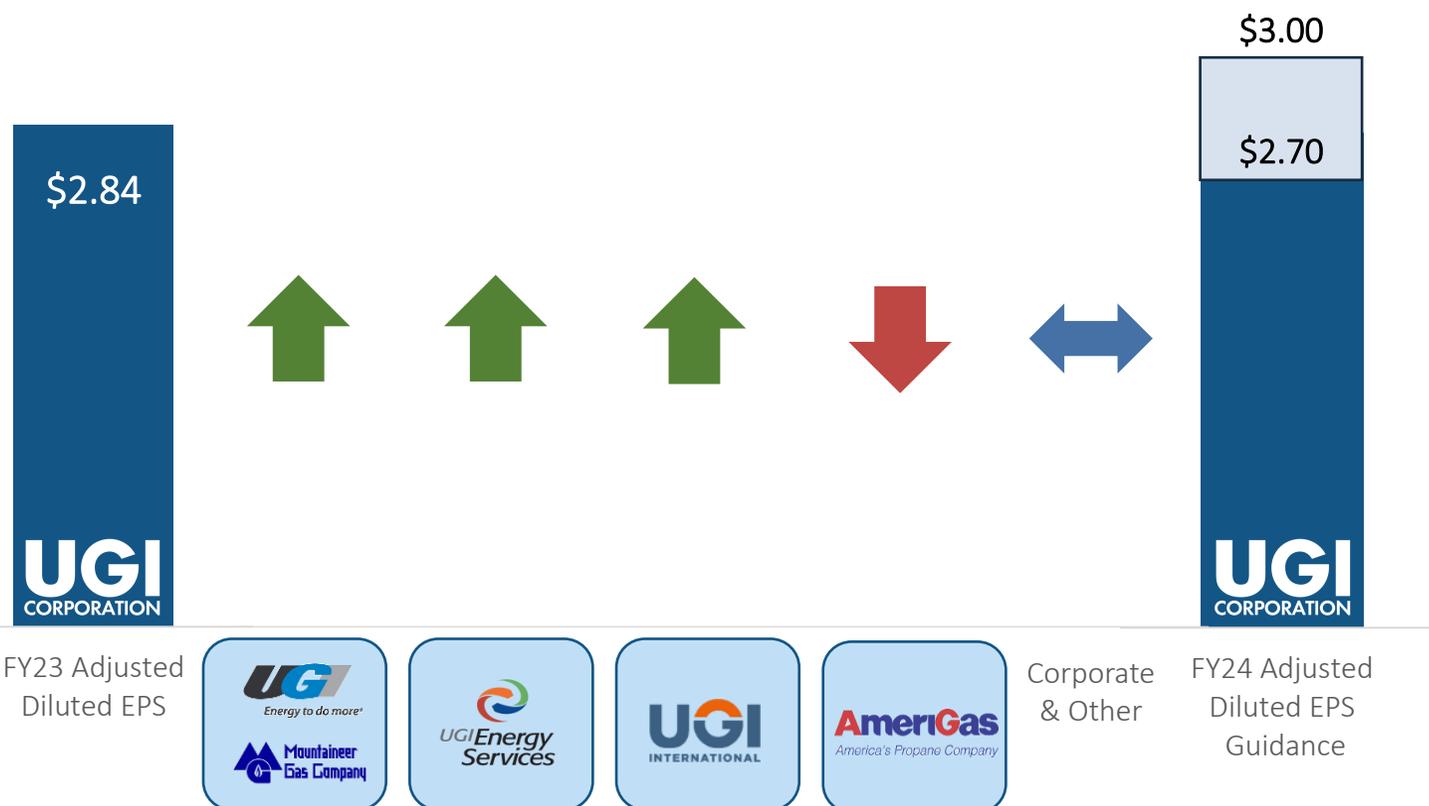
## Key Assumptions<sup>3</sup>

### Natural Gas businesses

- ▲ Normal weather
- ▲ Volume
- ▲ Customer growth
- ▲ Gas base rates
- ▲ Electric rates
- ▲ Operating expense
- ▲ Interest expense
- ↔ Current tax regime

### Global LPG businesses

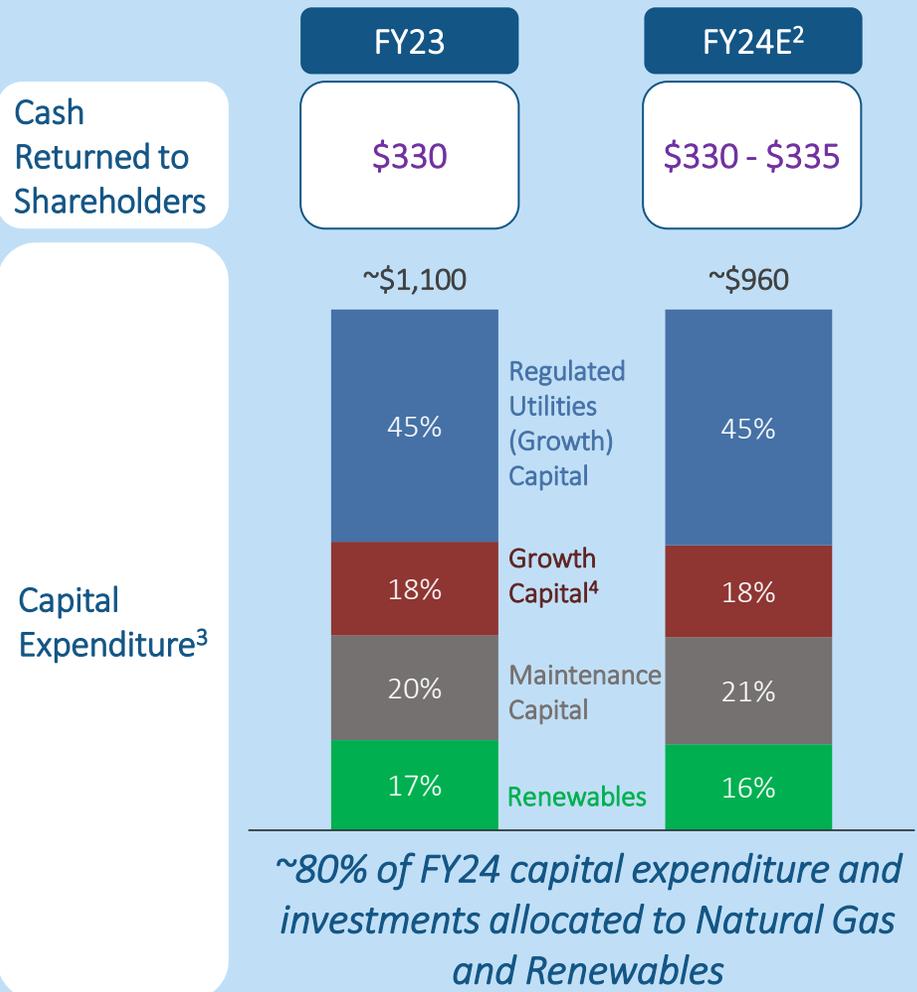
- ▲ Normal weather
- ▼ Volume
- ▼ Lower margins
- ▼ Operating expense
- ▼ Interest expense
- ↔ Current tax regime
- ▼ Benefits from foreign tax credit optimization



1. Adjusted Diluted EPS is a non-GAAP measure. See Appendix for FY23 reconciliation. 2. Because we are unable to predict certain potentially material items affecting diluted earnings per share on a GAAP basis, principally mark-to-market gains and losses on commodity and certain foreign currency derivative instruments we cannot reconcile FY24 adjusted diluted earnings per share, a non-GAAP measure, to diluted earnings per share, the most directly comparable GAAP measure, in reliance on the "unreasonable efforts" exception set forth in SEC rules. 3. The forward-looking information used on this slide is for illustrative purposes only. Actual results may differ substantially from the information presented.

# Capital Allocation Outlook and Priorities

## Capital Allocation – By Category (\$ in million)



- 1 Dividend Payment and Shareholder Return**
  - 4% long-term dividend growth target
  - Maintain an attractive dividend payout ratio for our business mix
  - Consider share repurchase as leverage decreases
- 2 Balance Sheet Improvement**
  - Prioritize consolidated reduction in leverage ratio<sup>1</sup> to achieve range of 3.25x – 3.75x<sup>2</sup>
  - Further strengthen consolidated liquidity
- 3 Capital Investments at the Utilities**
  - Growth and regulatory capital investments in the regulated utilities businesses, which attract a strong return on equity
  - Anticipate investing \$2B+ between FY24 – FY27<sup>2</sup>
- 4 Investments in Strategic Growth Opportunities**
  - Support organic growth in the natural gas businesses through disciplined capital investment while maintaining a healthy balance sheet
  - Execute committed projects to develop renewable energy solutions that achieve return criteria

1. Total debt over Adjusted EBITDA. Adjusted EBITDA is a non-GAAP measure. 2. The forward-looking information used on this slide is for illustrative purposes only. Actual results may differ substantially from the information presented. 3. Includes acquisitions of business and assets, and other equity investments. 4. Includes growth capital expenditure related to our Midstream & Marketing, UGI International and AmeriGas Propane segments.

# Balance Sheet Update

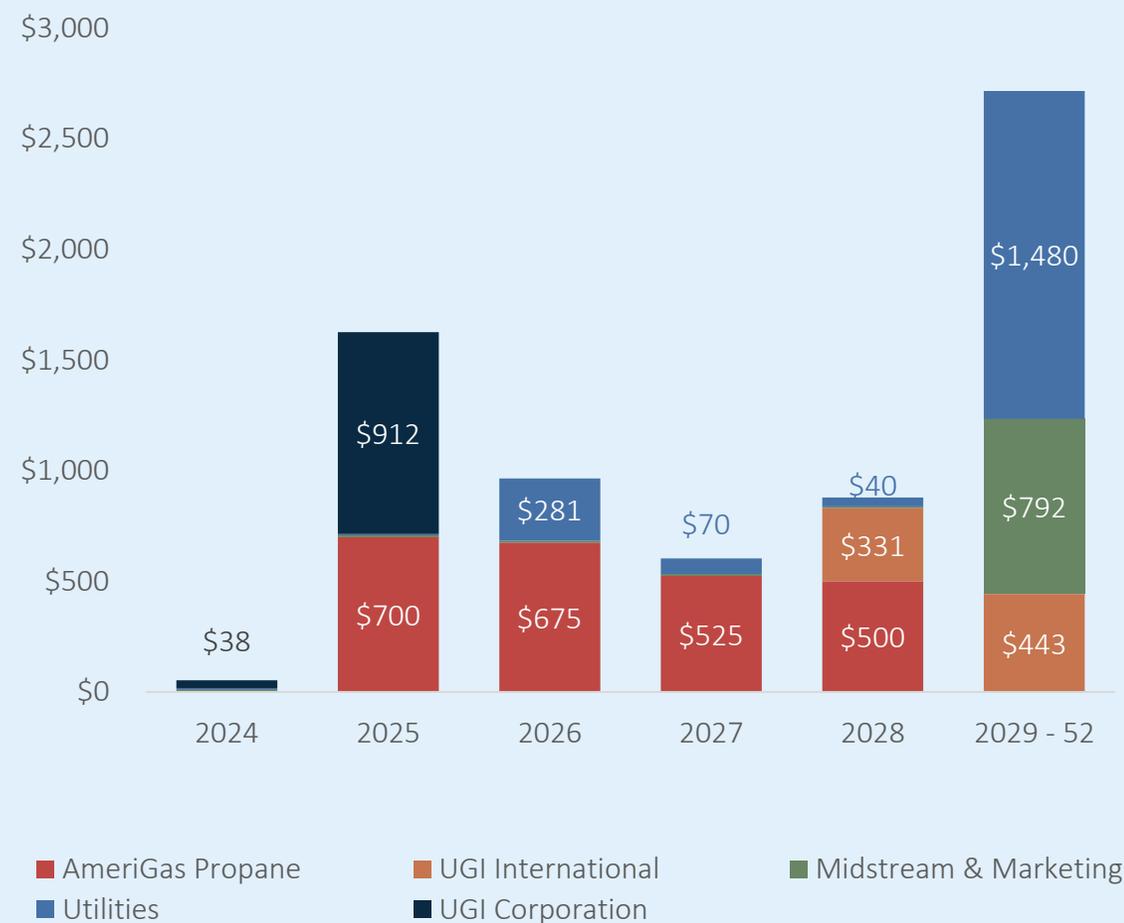


*UGI is focused on strengthening its balance sheet to provide greater financial flexibility and capacity*

## Leverage Update<sup>1</sup>

	Covenant Threshold	Internal Target	Actual as of Q1 FY24 <sup>2</sup>
UGI Utilities, Inc.	≤65%	50 – 53%	51%
UGI Energy Services	≤4.0x	2.0 – 3.0x	2.35x
UGI International	≤3.85x	2.0 – 2.5x	2.30x <sup>4</sup>
AmeriGas Propane	≤5.75x	4.0 – 4.5x	5.75x <sup>5</sup>
UGI Corporation	≤4.5x	3.25 – 3.75x	4.37x

UGI Corporation Long-Term Debt Maturities (\$ in million)<sup>1,3</sup>



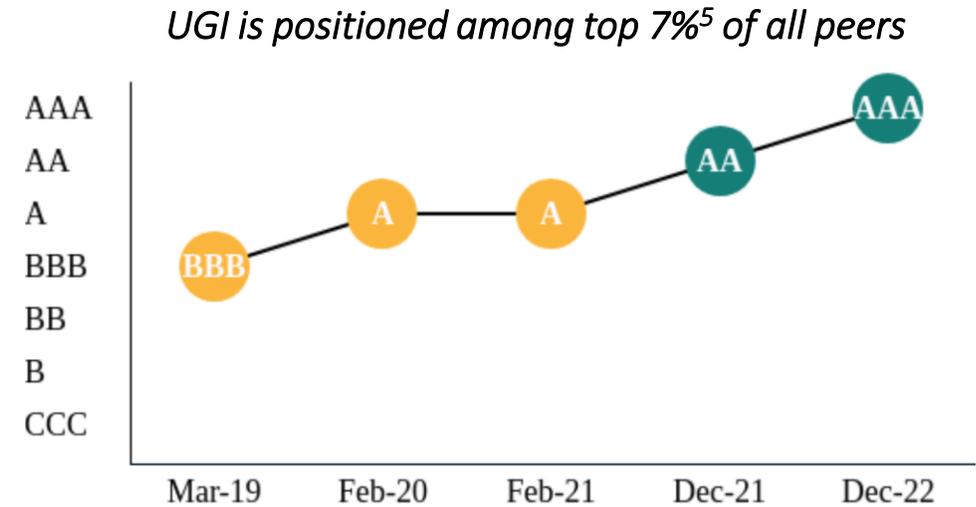
1. As of December 31, 2023. 2. Calculated in accordance with the relevant debt agreement. Metrics used per the debt agreements are Debt to Capital for UGI Utilities, Net Debt to Adjusted EBITDA for UGI Energy Services, UGI International and UGI Corporation, and Total Debt to Adjusted EBITDA for AmeriGas Propane. 3. Long-term debts with maturities of less than \$10 million in a particular year have not been represented. 4. Submitted semi-annually per the debt agreement. Reflects the leverage position as of Q4 FY23. 5. Includes the impact of equity cure from Q2 FY23.

# ESG Highlights

## Key ESG Focus Areas

Environmental	Social	Governance
<p><b>55%</b><sup>1</sup></p> <p>5-year Scope-1 GHG Emissions Reduction Target (using 2020 as the base year)</p>	<p><b>25%</b><sup>1</sup></p> <p>Targeted spend improvement with diverse Tier I and Tier II suppliers by 2025 (using 2020 as the base year)</p>	<p><b>50%</b><sup>2,4</sup></p> <p>Board Diversity</p>
<p><b>90%+</b></p> <p>Reduction in fugitive methane emission at UGI Utilities over the 20 years (using 1999 as the base year)</p>	<p>Executive compensation linked to safety and diversity &amp; inclusion</p>	<p><b>5</b><sup>4</sup></p> <p>Years Average Board Tenure</p>
<p><b>35%</b><sup>1</sup></p> <p>Targeted reduction in Total Recordable Injuries by 2025 (using 2017 as the base year)</p>	<p>Partnership with the Human Library Organization to help organizations with their diversity, equity, and inclusion efforts</p>	<p><b>87%</b><sup>3,4</sup></p> <p>Independent Directors and an Independent Presiding Director</p>

## UGI ESG Rating History - MSCI



*“Robust overall governance practices and environmental strategies to manage emissions.”*  
- MSCI

1. Achievement of these goals is in progress. For more information on UGI’s ESG initiatives, please see UGI’s sustainability reports and visit [www.ugiesg.com](http://www.ugiesg.com). 2. Diversity represents ethnicity and gender. 3. As defined under the rules of the New York Stock Exchange. 4. As of September 30, 2023. 5. Universe: MSCI ACWI Index constituents, Oil & Gas refining, Marketing, Transportation & Storage.

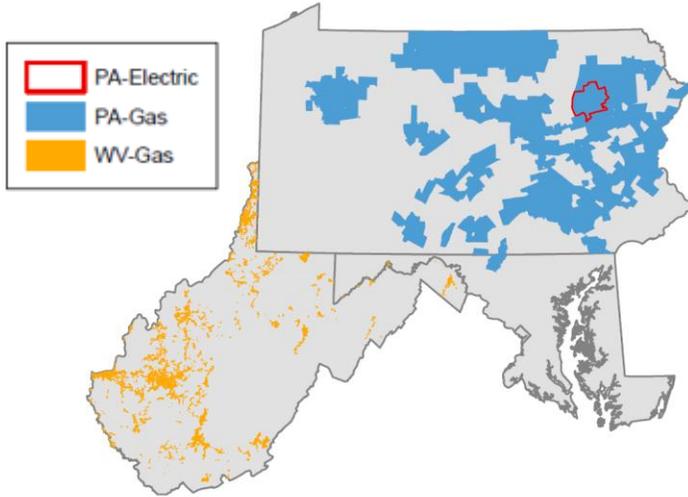


# Natural Gas

- Utilities
- Midstream & Marketing

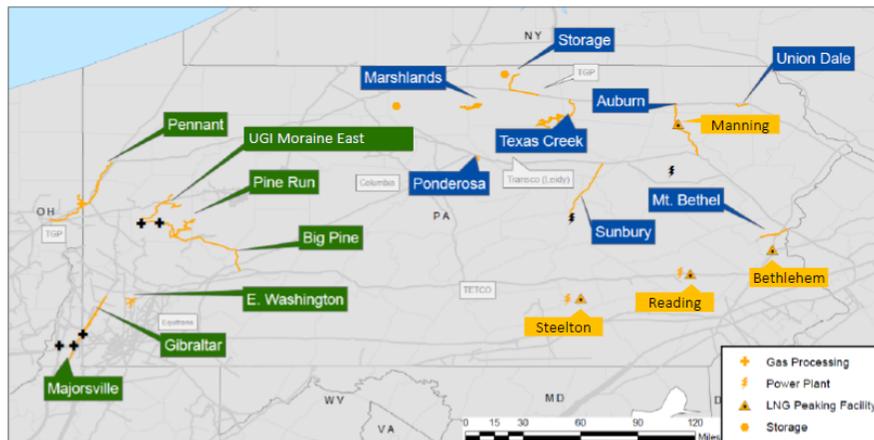
# Our Natural Gas Businesses

## Utilities Segment



- ~\$4 billion rate base<sup>1</sup>
- 2<sup>nd</sup> largest regulated gas utility in Pennsylvania (PA)<sup>2</sup> and largest regulated gas utility in West Virginia (WV)<sup>2</sup>
- Weather normalization at the PA Gas Utility; promotes earnings stability
- Authorized gas ROEs of 10.15% (DSIC) in PA and 9.75% (IREP) in WV
- First utility in Pennsylvania to receive approval from PUC to purchase RNG on behalf of customers
- Expected rate base growth of ~9% (FY23 – 27)<sup>3</sup>
- FY23 Volume: ~375 bcf

## Midstream & Marketing Segment



■ Legacy Assets    
 ■ Appalachia Assets    
 ■ LNG assets

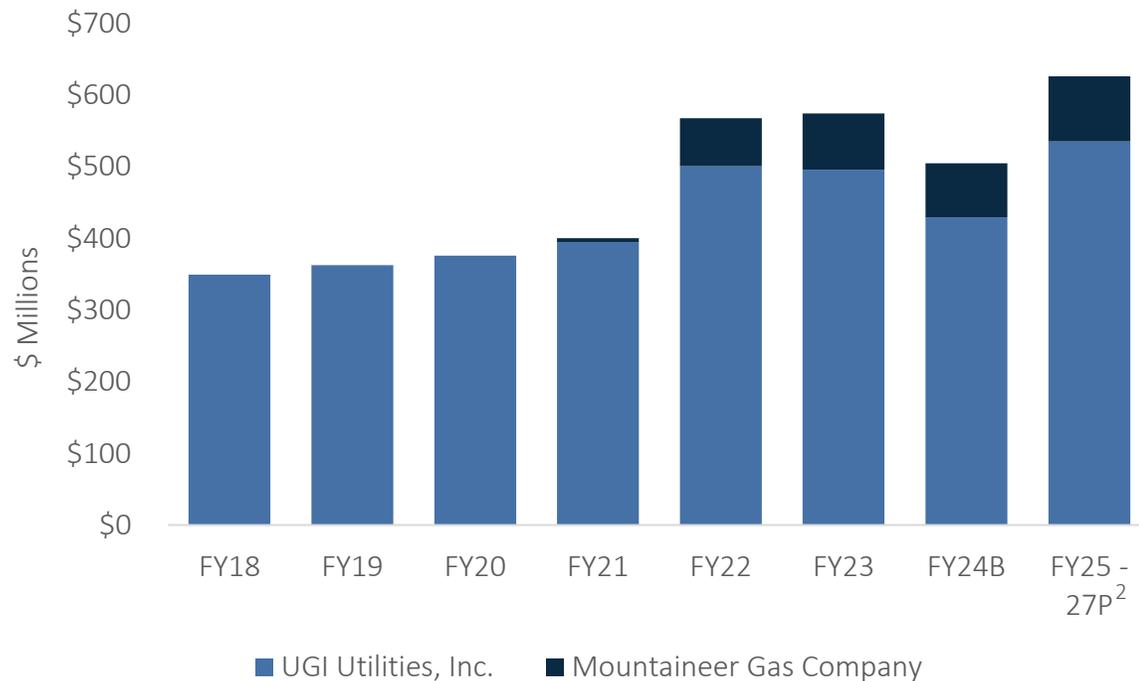
- Full suite of midstream services and gas marketing on 40 gas utility systems and 20 electric utility systems
  - LNG Peaking
  - Pipeline and Gathering Capacity (~4,600,000 Dth/day)<sup>1</sup>
  - Underground Natural Gas Storage (15,000,000 Dth)<sup>1</sup>
  - Gathering services
- Significant strategic assets in the Marcellus Shale / Utica production area
- 86% fee-based income, including minimum volume commitments and take or pay arrangements<sup>1</sup>
- FY23 Volume: ~295 bcf

DSIC stands for Distribution System Improvement Charge and IREP stands for Infrastructure Replacement and Expansion Program. 1. As of September 30, 2023. 2. Based on total customers. 3. The forward-looking information used on this slide is for illustrative purposes only. Actual results may differ substantially from the information presented.

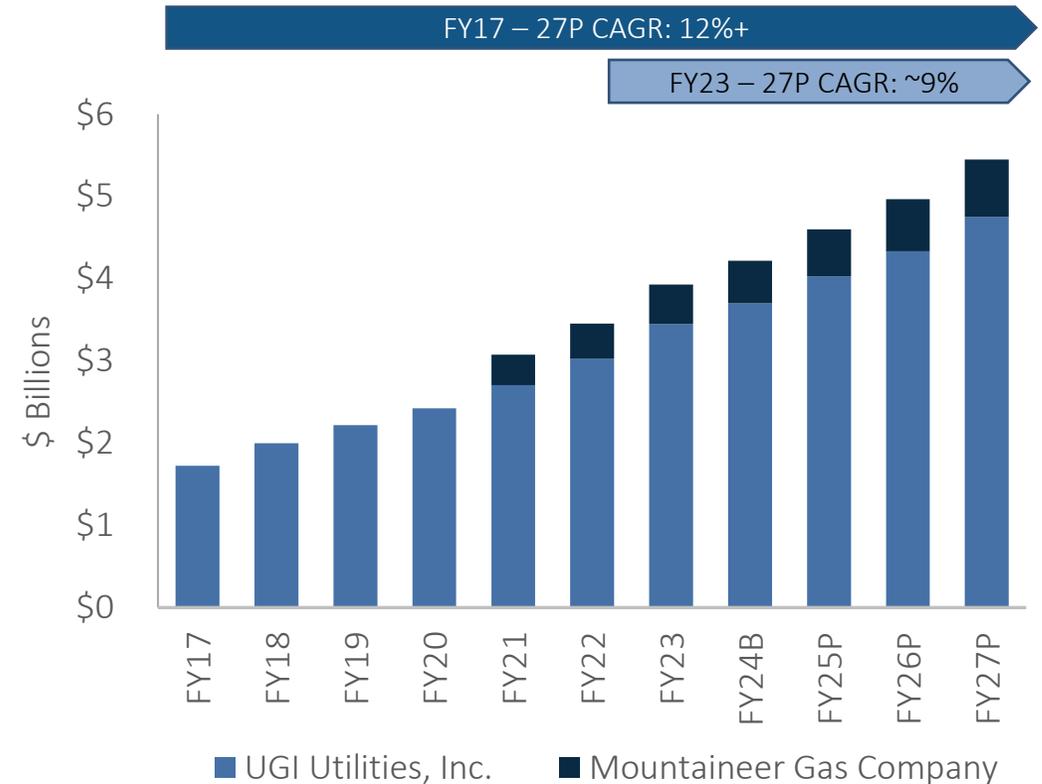
# Capital Investment Drives Rate Base Growth at the Utilities businesses

- Record capital spend, to retire aged infrastructure and expand our systems, drives reliable earnings growth and rebalancing of our portfolio
- Minimal regulatory lag with ~90% of capital recoverable within 12 months

Capital Investment<sup>1</sup> (\$2B+ between FY24 – 27)



Rate Base Growth<sup>1</sup>



1. Includes capital expenditures associated with maintenance, growth, M&A and regulatory requirements. The forward-looking information used on this slide is for illustrative purposes only. Actual numbers may differ substantially from the figures presented. 2. Multi-year average across FY25 - 27.

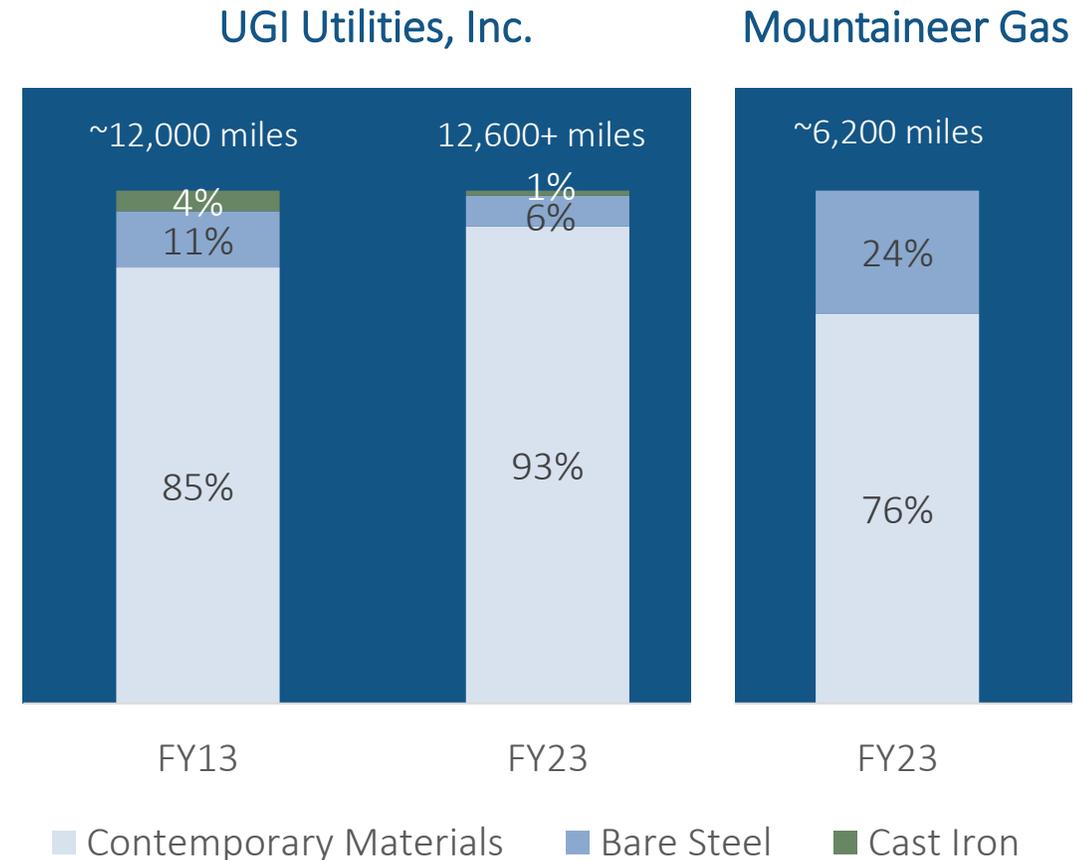
# Pipeline Replacement & Betterment Opportunity<sup>1</sup>

- Commitment to replace all cast iron pipes by 2027 and all bare steel pipes by 2041 at PA Utilities with ~1,000 miles remaining
- Constructive regulatory environment:
  - *PA Gas Local Distribution Company (LDC)*: Distribution System Improvement Charge (DSIC) provides quarterly adjustments to recover the cost of infrastructure upgrades
  - *WV Gas LDC*: Infrastructure Replacement and Expansion Program (IREP) is similar to DSIC; also includes provisions for recovery of growth capital

## Our Priorities

- Pipeline Safety and Reliability
- Reduce Emissions
- Expand our Systems to Drive Growth
- Focus on Operational Efficiency

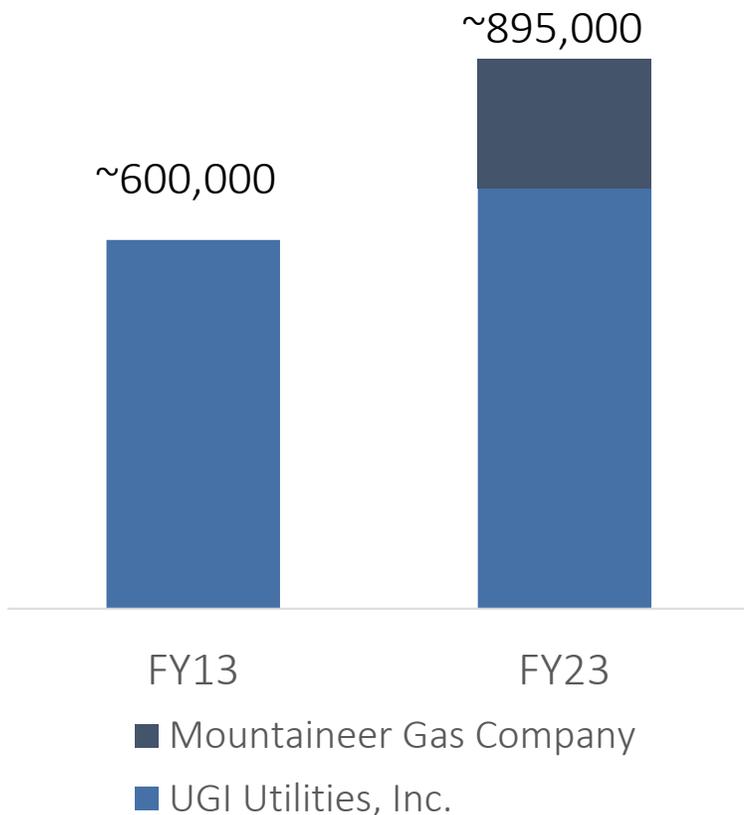
## Pipeline Replacement & Betterment Opportunity



1. As of September 30, 2023.

# Customer Growth & Affordability

## Total Number of Gas Utility Customers



**200,000+**  
conversion prospects  
within 150 feet of PA  
Gas Utility mains<sup>1</sup>

**\$2,300+**  
average annual savings  
for oil to gas  
conversions<sup>1</sup>

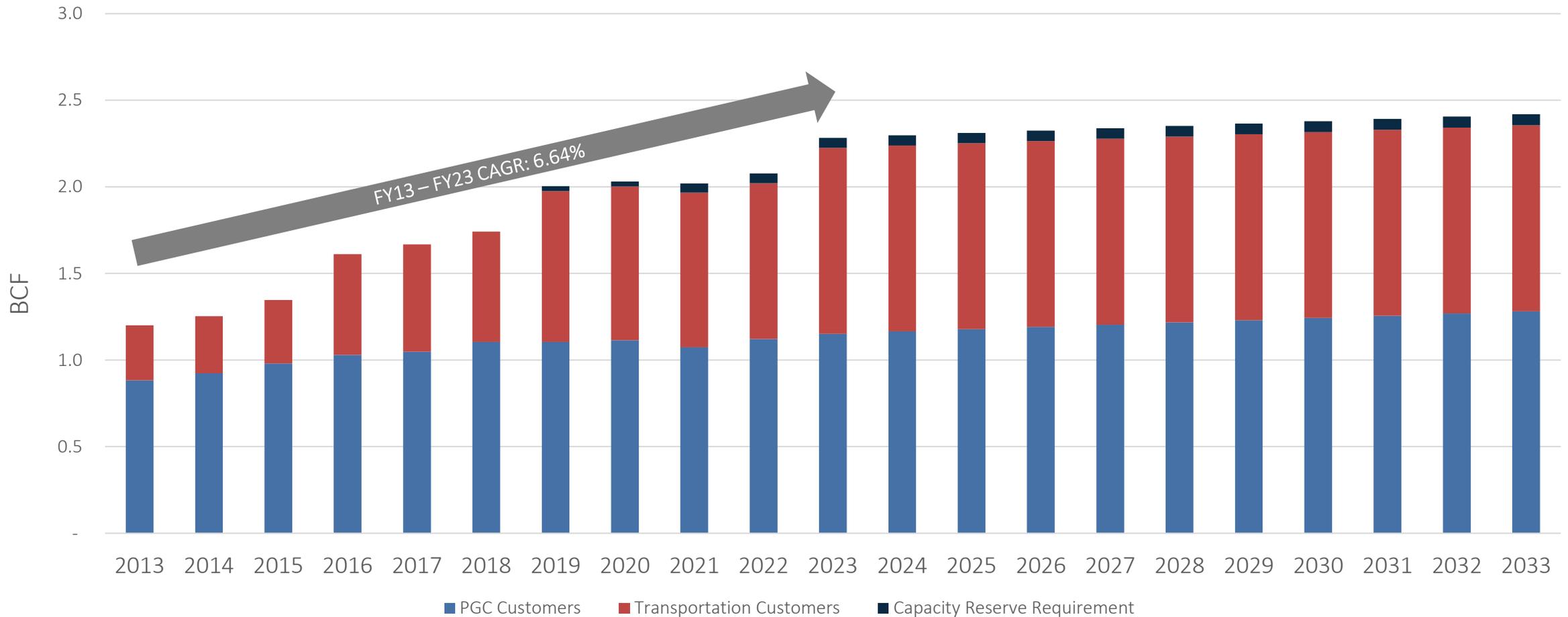
## Sustained Growth

- Strong customer growth at our PA gas LDC adding an average of **12,000+ heating customers annually** over the last 5 years
- Regulatory programs drive growth:
  - Technology and Economic Development Rider
  - Growth Extension Tariff
  - Energy Efficiency & Conservation
  - Main Extension Tariff
  - Distribution System Improvement Charge (DSIC)
  - Infrastructure Replacement and Expansion Program (IREP)

1. As of November 2023.

# UGI Utilities Peak Day Growth<sup>1</sup>

Peak day demand growth driven by above average customer growth, power generation and large commercial & industrial customers



1. The forward-looking information used on this slide is for illustrative purposes only. Actual amounts may differ substantially from the figures presented.

# Top-Tier Midstream & Marketing Segment<sup>1</sup>

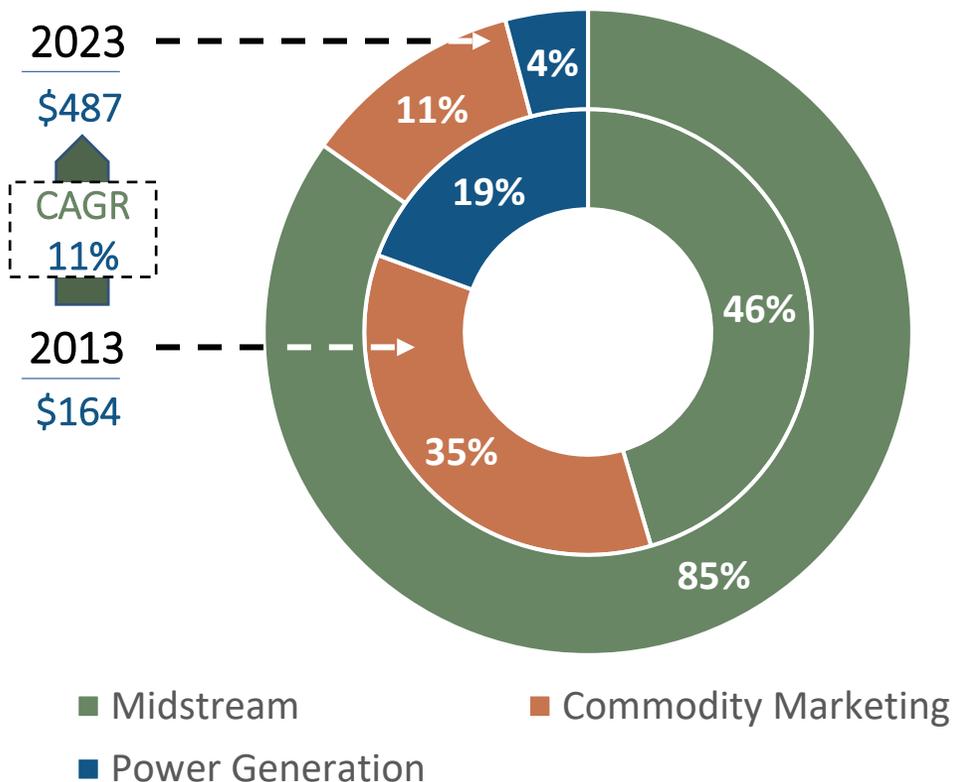
	Midstream	Commodity Marketing	Generation
FY23 Margin Contribution (\$mm)			
Key Assets / Description	<ul style="list-style-type: none"> <li>• 14 natural gas pipelines and gathering systems across NE and SW Pennsylvania</li> <li>• ~560 miles of pipeline</li> <li>• ~15 MMDth of natural gas storage and ~240,000 Dth/d processing capacity</li> <li>• Cash flows backed by fee-based contracts</li> <li>• Long-term contracts</li> <li>• Includes margin from renewable energy marketing activities</li> </ul>	<ul style="list-style-type: none"> <li>• Markets and sells natural gas, liquid fuels and electricity along the East Coast</li> <li>• Strong synergies with Midstream segment</li> <li>• Fixed-price contracts &amp; back-to-back hedges executed at inception of contract</li> <li>• Track record of consistent margin (no speculative trading)</li> <li>• Cost advantage with Marcellus and Utica supply</li> </ul>	<ul style="list-style-type: none"> <li>• ~200 MW of generation capacity including:                             <ul style="list-style-type: none"> <li>• Hunlock Creek: 169 MW of gas-fired facilities</li> <li>• Distributed solar: 21 facilities totaling 13.5 MW</li> </ul> </li> <li>• Fixed capacity payments and renewable energy credits</li> </ul>
Customer Profile	<ul style="list-style-type: none"> <li>• Top-tier E&amp;P operators</li> <li>• Natural gas-powered electricity generation stations</li> <li>• UGI Utilities and other high grade customers</li> </ul>	<ul style="list-style-type: none"> <li>• ~41,000 customer locations</li> <li>• Small-to-medium commercial and industrial customers with significant customer retention rate</li> </ul>	<ul style="list-style-type: none"> <li>• Operates within PJM Interconnection market</li> </ul>

1. As of September 30, 2023.

# Fee-Based Income Provides Earnings Stability

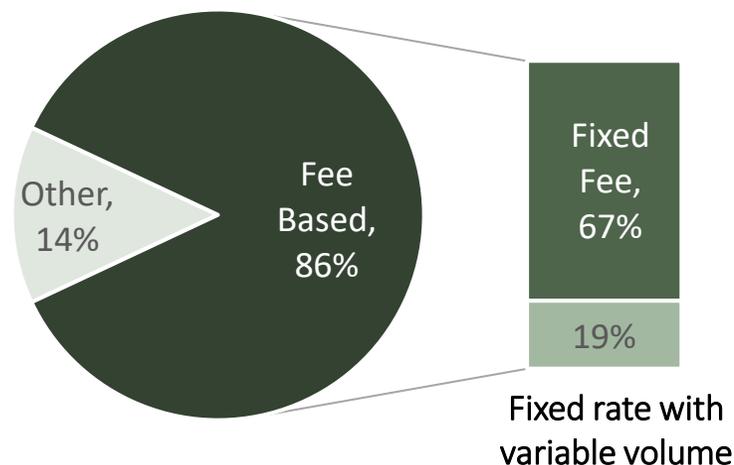
*Midstream & Marketing offers services in the Appalachian basin and the eastern US with significant fee-based income.*

## Total Margin (\$ in millions)<sup>1</sup>



## Midstream & Marketing Fee-Based Margins (2023)

- Our Midstream & Marketing business provides stable earnings, mostly underpinned by fee-based margin
- Fee-based margin includes minimum volume commitments (or take or pay) and other fee-based income
  - Includes fixed fee peaking, storage and gathering, and fixed rate, variable volume gathering and marketing transactions



<sup>1</sup> Total Margin is a non-GAAP measure. See Appendix for reconciliation.

# Renewables Investment Highlights



UGI continues to develop a portfolio of renewables through investment in committed projects

11

High-quality RNG projects in multiple states

## Total Commitment



10%+

Targeted Unlevered IRR



## Renewable Natural Gas Projects Committed to Date<sup>1</sup>

	Feedstock	Production <sup>2</sup> (~Mmcf)	FY22	FY23	FY24	FY25
New Energy One – Joint Venture (<25%)	Dairy	250	✓			
Cayuga - Spruce Haven	Dairy	50	✓			
Cayuga - Allen Farms	Dairy	85		✓		
Cayuga - El-Vi	Dairy	55		✓		
MBL Bioenergy – Moody	Dairy	300			Expected completion date	
Hamilton – Synthica St. Bernard	Food	250				Expected completion date
Cayuga – Bergen Farms	Dairy	150			Expected completion date	
Cayuga – New Hope View Farms	Dairy	35			Expected completion date	
MBL Bioenergy – Brookings & Lakeside	Dairy	525				Expected completion date
Aurum Renewables – Joint Venture (40%)	Landfill	1,800			Expected completion date	
Ag-Grid (33% ownership)			✓			

Status:



Facility completed and in service



Expected completion date

Feedstock:



Dairy



Food



Landfill

1. As of February 2024. 2. 100% of the anticipated production capacity from the RNG projects



# Global LPG

- UGI International
- AmeriGas Propane

# Our Global LPG Businesses

UGI  
International  
Segment

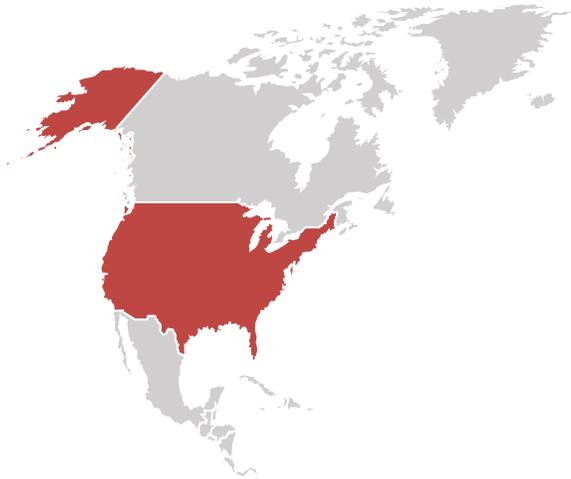


- LPG distribution in 17 countries in Europe through 6 well-known brands
  - Largest LPG distributor<sup>1</sup> in France, Austria, Belgium, Denmark and Luxembourg; among leading distributors<sup>1</sup> in Norway, Poland, the Czech Republic, Slovakia, the Netherlands, Sweden and Switzerland
- Strategically located supply assets; ownership interests in 10 primary storage facilities and 80+ secondary storage facilities
- Exiting non-core energy marketing business
- FY23 Volume: ~900 million gallons

AmeriGas  
Propane  
Segment



AmeriGas  
America's Propane Company

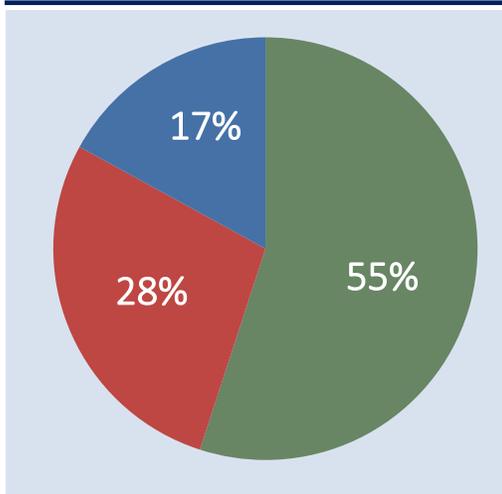


- Largest retail LPG distributor in the US<sup>1</sup> with broad geographic footprint serving all 50 states
- Serving ~1.2 million customers through ~1,380 retail distribution locations
- Significant supply and transportation network across the nation
- Strong track record of attractive unit margins despite fluctuating commodity price environments
- FY23 Volume: ~940 million gallons

# Effective Contract Structures to Support Margin Management at UGI International

Over the long-term, UGI International has consistently maintained unit margins to provide reliable earnings growth through varying economic cycles.

## FY23 Contract Types by Volume



### Formula-Based / Contract Floating

- Prices calculated based on the applicable index which moves with the LPG spot market; primary indices are CIF ARA (Northern and Western Europe), Daf Brest (Eastern Europe), Sonatrach

### Stated Price / Market

- Price updated at the companies' discretion based on commodity market changes
- In certain European locations, current regulation dictates that customers are provided with up to 30-days notice of price increases which may create short-term lags in recovery

### Fixed Price / Contract Fixed

- Prices contractually established with customers; volume commitments included in customer contracts
- Disciplined and risk mitigating commodity hedging strategy

## Unit Margins at UGI International<sup>1</sup>



1. Margins pertain to the West unit of the business.

# Renewed Focus on Execution at AmeriGas



Optimize the operating model and refine our business processes

Operating Model

Realign the cost structure and improve cost competitiveness

Cost Optimization



Customer Service

Improve the customer experience



Balance Sheet

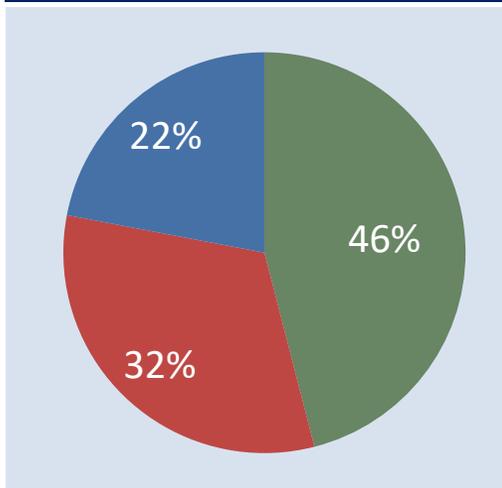
Reduce debt and improve credit metrics



# Effective Contract Structures to Support Margin Management at AmeriGas Propane

*Over the long-term, AmeriGas Propane has consistently maintained unit margins by realizing economies of scale utilizing its large customer network.*

## FY23 Contract Types by Volume



### Formula-Based / Contract Floating

- Prices calculated based on the applicable index which moves with the LPG spot market; primary indices are Mont Belvieu and Conway

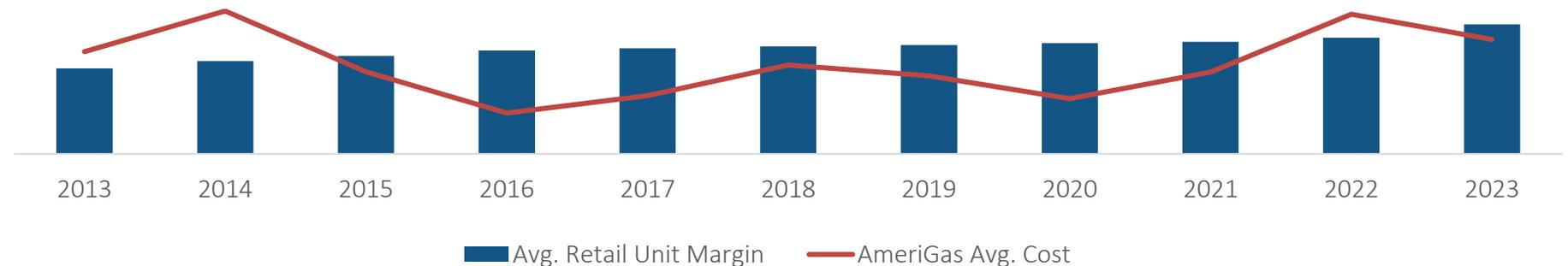
### Stated Price / Market

- Price updated at the companies' discretion based on commodity market changes

### Fixed Price / Contract Fixed

- Prices contractually established with customers; volume commitments included in customer contracts
- Disciplined and risk mitigating commodity hedging strategy

## Unit Margins at AmeriGas Propane





*Focused on strong  
execution to better  
position the  
company for the  
long-term*





Appendix

# FY23 Adjusted Net Income



(Dollars in Millions)	FY23	FY22
Utilities	\$219	\$206
Midstream & Marketing	193	163
UGI International	172	175
AmeriGas Propane	71	112
Corporate & Other (a)	(2,157)	417
<b>Net (loss) income attributable to UGI Corporation</b>	<b>(1,502)</b>	<b>1,073</b>
Net losses (gains) on commodity derivative instruments not associated with current-period transactions (net of tax of \$(419) and \$140, respectively)	1,225	(458)
Unrealized losses (gains) on foreign currency derivative instruments (net of tax of \$(11) and \$14, respectively)	27	(36)
Loss associated with impairment of AmeriGas Propane goodwill (net of tax of \$4 and \$0, respectively)	660	—
Loss on extinguishments of debt (net of tax of \$(2) and \$(3), respectively)	7	8
Acquisition and integration expenses associated with the Mountaineer Acquisition (net of tax of \$0 and \$(1), respectively)	—	1
Business transformation expenses (net of tax of \$(3) and \$(2), respectively)	7	7
AmeriGas operations enhancement for growth project (net of tax of \$(6) and \$(2), respectively)	18	3
Impairments of certain equity method investments (net of tax of \$0 and \$(13), respectively)	—	22
Restructuring costs (net of tax of \$0 and \$(8), respectively)	—	21
Costs associated with exit of the UGI International energy marketing business (net of tax of \$(67) and \$(1), respectively)	181	4
Net gain on sale of UGI headquarters building (net of tax of \$4 and \$0, respectively)	(10)	—
Impact of change in tax law	—	(19)
<b>Total adjustments (a) (b)</b>	<b>2,115</b>	<b>(447)</b>
<b>Adjusted net income attributable to UGI Corporation</b>	<b>\$613</b>	<b>\$626</b>

(a) Corporate & Other includes certain adjustments made to our reporting segments in arriving at net income attributable to UGI Corporation. These adjustments have been excluded from the segment results to align with the measure used by our Chief Operating Decision Maker in assessing segment performance and allocating resources.

(b) Income taxes associated with pre-tax adjustments determined using statutory business unit tax rates.

# FY23 Adjusted Diluted Earnings per Share



	FY23	FY22
Utilities	\$1.01	\$0.95
Midstream & Marketing	0.89	0.76
UGI International	0.80	0.81
AmeriGas Propane	0.33	0.52
Corporate & Other (a)	(10.19)	1.93
<b>(Loss) earnings per share – diluted</b>	<b>(7.16)</b>	<b>4.97</b>
Net losses (gains) on commodity derivative instruments not associated with current-period transactions	5.77	(2.11)
Unrealized losses (gains) on foreign currency derivative instruments	0.13	(0.17)
Loss associated with impairment of AmeriGas Propane goodwill	3.14	—
Loss on extinguishments of debt	0.03	0.03
Business transformation expenses	0.03	0.03
AmeriGas operations enhancement for growth project	0.09	0.02
Impairments of certain equity method investments	—	0.10
Restructuring costs	—	0.10
Costs associated with exit of the UGI International energy marketing business	0.86	0.02
Net gain on sale of UGI headquarters building	(0.05)	—
Impact of change in tax law	—	(0.09)
<b>Total adjustments (a)</b>	<b>10.00</b>	<b>(2.07)</b>
<b>Adjusted earnings per share – diluted</b>	<b>\$2.84</b>	<b>\$2.90</b>

(a) Corporate & Other includes certain adjustments made to our reporting segments in arriving at net income attributable to UGI Corporation. These adjustments have been excluded from the segment results to align with the measure used by our Chief Operating Decision Maker in assessing segment performance and allocating resources.

# Q1 FY24 Adjusted Diluted Earnings per Share



	Q1 FY24	Q1 FY23
Utilities	\$0.40	\$0.38
Midstream & Marketing	0.43	0.35
UGI International	0.39	0.21
AmeriGas Propane	0.07	0.23
Corporate & Other (a)	(0.85)	(5.71)
<b>Earnings (loss) per share – diluted (b)</b>	<b>0.44</b>	<b>(4.54)</b>
Net losses on commodity derivative instruments not associated with current-period transactions	0.37	4.73
Unrealized losses on foreign currency derivative instruments	0.06	0.14
AmeriGas operations enhancement for growth project	0.02	0.02
Restructuring costs	0.01	-
Costs associated with exit of UGI International energy marketing business	0.30	0.79
<b>Total adjustments (a)</b>	<b>0.76</b>	<b>5.68</b>
<b>Adjusted earnings per share – diluted (b)</b>	<b>\$1.20</b>	<b>\$1.14</b>

(a) Corporate & Other includes certain adjustments made to our reporting segments in arriving at net income attributable to UGI Corporation. These adjustments have been excluded from the segment results to align with the measure used by our Chief Operating Decision Maker in assessing segment performance and allocating resources. (b) The loss per share for Q1 FY23 and Q1 FY22 was determined excluding the dilutive share of 6.43 million and 6.49 million, respectively, as the impact of such shares would have been antidilutive. Adjusted earnings per share was determined based upon fully dilutive shares of 216.37 million and 216.16 million, respectively.

# Non-GAAP Reconciliation: UGI Corporation

## Adjusted EBITDA (\$ in millions)



	Year Ended September 30,					LTM Dec'22		Quarter Ended December 31,		
	2019	2020	2021	2022	2023	LTM Dec'22	LTM Dec'23	2021	2022	2023
<b>Net income (loss) including noncontrolling interests</b>	\$256	\$532	\$1,467	\$1,074	(\$1,502)	\$216	(\$454)	(\$96)	(\$954)	\$94
Income taxes	93	135	522	313	(335)	(10)	60	(46)	(369)	26
Interest expense	258	322	310	329	379	340	387	81	92	100
Depreciation and amortization	448	484	502	518	532	520	538	129	131	137
<b>EBITDA</b>	1,055	1,473	2,801	2,234	(926)	1,066	531	68	(1,100)	357
Unrealized losses (gains) on commodity derivative instruments	208	(117)	(1,390)	(598)	1,644	361	377	403	1,362	95
Unrealized (gains) losses on foreign currency derivative instruments	(32)	36	(8)	(50)	38	(4)	18	(6)	40	20
Loss on extinguishments of debt	6	-	-	11	9	-	9	11	-	-
Acquisition and integration expenses associated with the CMG Acquisition	16	2	1	-	-	-	-	-	-	-
Acquisition and integration expenses associated with the Mountaineer Acquisition	-	-	14	2	-	1	-	1	-	-
Business transformation expenses	21	62	101	9	10	9	8	2	2	-
Impairments of certain equity method investments	-	-	93	35	-	35	-	-	-	-
Impairment of customer relationship intangible	-	-	20	-	-	-	-	-	-	-
Restructuring costs	-	-	-	29	-	29	4	-	-	4
Loss associated with impairment of AmeriGas Propane goodwill	-	-	-	-	656	-	656	-	-	-
Costs associated with exit of the UGI International energy marketing business	-	-	-	5	248	239	92	-	234	78
Net gain on sale of UGI headquarters building	-	-	-	-	(14)	-	(14)	-	-	-
AmeriGas operations enhancement for growth project	-	-	-	5	24	12	24	-	7	7
<b>Adjusted EBITDA</b>	\$1,275	\$1,510	\$1,632	\$1,682	\$1,689	\$1,748	\$1,705	\$479	\$545	\$561

# Non-GAAP Reconciliation: UGI Energy Services Margin



(\$ in millions)

Total Revenues

Total Cost of Sales

Margin - Midstream & Marketing

Less: HVAC

**UGI Energy Services Margin**

	Year Ended September 30,	
	2013	2023
Total Revenues	\$1,123	\$1,847
Total Cost of Sales	(\$927)	(1,360)
Margin - Midstream & Marketing	\$196	\$487
Less: HVAC	(\$32)	-
<b>UGI Energy Services Margin</b>	<b>\$164</b>	<b>\$487</b>

## Committed to reducing Scope I emissions by 55% by 2025 using 2020 as the base year

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1. Scope 1 emissions reduction target did not include emissions from the Mountaineer acquisition, which closed in September 2021. The target also excluded the Moraine East acquisition and only accounted for our ownership interest in the Pennant system at the time we set the target. UGI now owns 100% of Pennant. The emissions from our ownership interest in the Pine Run acquisition, announced in February 2021, were included in the baseline 2020 number. The 2020 baseline number also takes a 5-year emissions average from the Hunlock power generation facility to account for year-over-year differences in run time.

## 35% Reduction in Total Recordable Injuries by 2025

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1. All domestic UGI companies use the Occupational Safety and Health Administration (“OSHA”) definition for TRIs. TRIs represents the number of work-related recordable injuries or illnesses requiring medical treatment beyond first aid, per 200,000 hours.
2. UGI International reports rates in accordance with the Industrial Management System guidelines. A TRI represents a work-related recordable injury to an employee or hired staff that requires medical treatment beyond first aid, as well as those that cause death, or days away from work.

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