

**UGI ENERGY SERVICES, LLC
AND SUBSIDIARIES**

**CONDENSED CONSOLIDATED FINANCIAL STATEMENTS
and MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND
RESULTS OF OPERATIONS**

for the three and nine months ended June 30, 2021 and 2020

(Unaudited)

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES

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UGI ENERGY SERVICES, LLC AND SUBSIDIARIES
GLOSSARY OF TERMS AND ABBREVIATIONS

Terms and abbreviations used in this document are defined below:

UGI Energy Services and Related Entities

AmeriGas - AmeriGas Propane, L.P., an indirect wholly-owned subsidiary of UGI

Company - UGI Energy Services, LLC and its consolidated subsidiaries collectively

Energy Services - UGI Energy Services, LLC, a wholly-owned subsidiary of Enterprises

Enterprises - UGI Enterprises, LLC, a wholly-owned subsidiary of UGI

GHI - GHI Energy, LLC, which was acquired by Energy Services in Fiscal 2020

Pennant - Pennant Midstream, LLC, a Delaware limited liability company

PennEast - PennEast Pipeline Company, LLC

Pine Run - Pine Run Gathering, LLC

UGI - UGI Corporation

UGI PennEast, LLC - A wholly-owned subsidiary of Energy Services that holds a 20% membership interest in PennEast

UGI Utilities - UGI Utilities, Inc., a wholly-owned subsidiary of UGI

UGID - UGI Development Company, a wholly-owned subsidiary of Energy Services

UGI Pine Run, LLC - A wholly owned subsidiary of Energy Services that holds a 49% membership interest in Pine Run

Other Terms and Abbreviations

2020 Annual Report - Energy Services' Annual Report for the fiscal year ended September 30, 2020

2020 nine-month period - Nine months ended June 30, 2020

2020 three-month period - Nine months ended June 30, 2020

2021 nine-month period - Nine months ended June 30, 2021

2021 three-month period - Nine months ended June 30, 2021

AOCI - Accumulated Other Comprehensive Income (Loss)

ASC - Accounting Standards Codification

ASC 606 - ASC 606, "Revenue from Contracts with Customers"

ASU - Accounting Standards Update

CARES Act - Coronavirus Aid, Relief, and Economic Security Act

CDC - Centers for Disease Control and Prevention

CMG - Columbia Midstream Group, LLC

Conemaugh - Conemaugh generation station, a 1,711-megawatt, coal-fired electricity generation station located near Johnstown, Pennsylvania

COVID-19 - A novel strain of coronavirus disease discovered in 2019

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES

Energy Services Credit Agreement - Third Amended and Restated Credit Agreement entered into on by Energy Services, as borrower, providing for borrowings up to \$260 million, including a letter of credit subfacility of up to \$50 million, scheduled to expire in March 2025

FASB - Financial Accounting Standards Board

FERC - Federal Energy Regulatory Commission

Fiscal 2020 - The fiscal year ended September 30, 2020

Fiscal 2021 - The fiscal year ending September 30, 2021

Fiscal 2022 - The fiscal year ending September 30, 2022

GAAP - U.S. generally accepted accounting principles

ICE - Intercontinental Exchange

LNG - Liquefied natural gas

NPNS - Normal purchase and normal sale

NYMEX - New York Mercantile Exchange

PennEnergy - PennEnergy Resources, LLC

Receivables Facility - A receivables purchase facility of Energy Services with an issuer of receivables-backed commercial paper

SCAA - Storage Contract Administrative Agreements

Stonehenge - Stonehenge Energy Resources III, LLC, a portfolio company of Energy Spectrum Partners VIII, L.P.

USD - U.S. dollar

WHO - World Health Organization

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES
CONDENSED CONSOLIDATED BALANCE SHEETS
(Unaudited)
(Millions of dollars)

	June 30, 2021	September 30, 2020	June 30, 2020
ASSETS			
Current assets:			
Cash and cash equivalents	\$ 87	\$ 23	\$ 26
Restricted cash	31	9	23
Accounts receivable (less allowances for doubtful accounts of \$2, \$2 and \$2, respectively)	109	99	94
Inventories	22	25	20
Derivative instruments	53	18	10
Prepaid expenses and other current assets	71	40	25
Total current assets	<u>373</u>	<u>214</u>	<u>198</u>
Property, plant and equipment (less accumulated depreciation of \$304, \$256 and \$244, respectively)	1,692	1,704	1,686
Goodwill	337	336	336
Intangible assets, net	266	280	263
Derivative instruments	17	7	5
Investments in equity method investees	174	190	192
Other assets	39	35	35
Total assets	<u>\$ 2,898</u>	<u>\$ 2,766</u>	<u>\$ 2,715</u>
LIABILITIES AND MEMBER'S EQUITY			
Current liabilities:			
Current maturities of long-term debt	\$ 10	\$ 10	\$ 10
Short-term borrowings	—	19	40
Accounts payable	117	94	70
Derivative instruments	45	21	26
Other current liabilities	51	42	34
Total current liabilities	<u>223</u>	<u>186</u>	<u>180</u>
Long-term debt	707	711	712
Deferred income taxes	242	199	156
Derivative instruments	33	29	29
Other noncurrent liabilities	16	14	16
Total liabilities	<u>1,221</u>	<u>1,139</u>	<u>1,093</u>
Commitments and contingencies (Note 5)			
Member's equity	1,677	1,627	1,622
Total liabilities and member's equity	<u>\$ 2,898</u>	<u>\$ 2,766</u>	<u>\$ 2,715</u>

See accompanying notes to condensed consolidated financial statements.

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
(Unaudited)
(Millions of dollars)

	Three Months Ended June 30,		Nine Months Ended June 30,	
	2021	2020	2021	2020
Revenues	\$ 257	\$ 217	\$ 1,082	\$ 997
Costs and expenses:				
Cost of sales (excluding depreciation and amortization shown below)	153	134	760	689
Operating and administrative expenses	31	27	90	86
Impairment of assets held-for-sale	—	52	—	52
Depreciation and amortization	19	19	56	56
Other operating (income) expense, net	—	(1)	7	(1)
	<u>203</u>	<u>231</u>	<u>913</u>	<u>882</u>
Operating income (loss)	54	(14)	169	115
(Loss) income from equity method investees	(86)	8	(69)	22
Interest expense	(10)	(12)	(31)	(35)
(Loss) income before income taxes	(42)	(18)	69	102
Income tax benefit (expense)	16	14	(2)	—
Net (loss) income	<u>\$ (26)</u>	<u>\$ (4)</u>	<u>\$ 67</u>	<u>\$ 102</u>
Other comprehensive income (loss):				
Net (losses) gains on derivative instruments (net of tax of \$0, \$1, \$(1) and \$9, respectively)	\$ —	\$ (2)	\$ 3	\$ (22)
Reclassifications of net losses (gains) on derivative instruments (net of tax of \$(1), \$0, \$(2) and \$0, respectively)	1	(2)	5	—
Other comprehensive income (loss)	<u>1</u>	<u>(4)</u>	<u>8</u>	<u>(22)</u>
Comprehensive (loss) income	<u>\$ (25)</u>	<u>\$ (8)</u>	<u>\$ 75</u>	<u>\$ 80</u>

See accompanying notes to condensed consolidated financial statements.

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(Unaudited)
(Millions of dollars)

Nine Months Ended
June 30,

2021 2020

CASH FLOWS FROM OPERATING ACTIVITIES:

Net income	\$	67		\$	102
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation and amortization		56			56
Deferred income taxes, net		39			(7)
Changes in unrealized gains and losses on derivative instruments		(12)			(27)
Impairment of assets held-for-sale		—			52
Loss (income) from equity method investees		69			(22)
Other, net		19			(8)
Net change in:					
Accounts receivable		(17)			(3)
Inventories		3			2
Accounts payable		34			(7)
Other current assets		(32)			2
Other current liabilities		9			13
Net cash provided by operating activities		<u>235</u>			<u>153</u>

CASH FLOWS FROM INVESTING ACTIVITIES:

Expenditures for property, plant and equipment		(44)		(64)
Investments in equity method investees		(61)		—
Other		5		6
Net cash used by investing activities		<u>(100)</u>		<u>(58)</u>

CASH FLOWS FROM FINANCING ACTIVITIES:

Distributions paid		(25)		(50)
Receivables Facility net repayments		(19)		(6)
Decrease in short-term borrowings		—		(45)
Repayments of long-term debt and finance leases		(5)		(5)
Net cash used by financing activities		<u>(49)</u>		<u>(106)</u>
Cash, cash equivalents and restricted cash increase (decrease)		<u>\$ 86</u>		<u>\$ (11)</u>

CASH, CASH EQUIVALENTS AND RESTRICTED CASH:

End of period	\$	118		\$	49
Beginning of period		<u>32</u>			<u>60</u>
Cash, cash equivalents and restricted cash increase (decrease)		<u>\$ 86</u>			<u>\$ (11)</u>

See accompanying notes to condensed consolidated financial statements.

UGI ENERGY SERVICES, LLC AND SUBSIDIARIES
CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN MEMBER'S EQUITY
(Unaudited)
(Millions of dollars)

	Member's Equity
Balance at September 30, 2020	\$ 1,627
Net income	67
Cash distributions	(25)
Changes in AOCI balance (Note 8)	8
Balance at June 30, 2021	<u>\$ 1,677</u>
	Member's Equity
Balance at September 30, 2019	\$ 1,592
Net income	102
Cash distributions	(50)
Changes in AOCI balance (Note 8)	(22)
Balance at June 30, 2020	<u>\$ 1,622</u>

See accompanying notes to condensed consolidated financial statements.

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

Note 1 — Nature of Operations

Energy Services is a Pennsylvania limited liability company and a wholly-owned subsidiary of Enterprises. Enterprises is a wholly-owned subsidiary of UGI. Energy Services is a sole member limited liability company with Enterprises owning 100% of the membership interest.

Energy Services conducts, directly and through subsidiaries and affiliates, energy marketing, including renewable natural gas, midstream transmission, LNG storage, natural gas gathering and processing, natural gas production, electricity generation and energy services businesses primarily in the eastern region of the U.S., eastern Ohio, the panhandle of West Virginia and California. UGI owns electricity generation facilities principally located in Pennsylvania. Energy Services and its subsidiaries' storage, LNG and portions of its midstream transmission operations are subject to regulation by the FERC.

Note 2 — Summary of Significant Accounting Policies

The accompanying condensed consolidated financial statements are unaudited and have been prepared in accordance with GAAP. They include all adjustments that we consider necessary for a fair statement of the results for the interim periods presented. Such adjustments consisted only of normal recurring items unless otherwise disclosed. The September 30, 2020, Condensed Consolidated Balance Sheet was derived from audited financial statements but does not include all footnote disclosures from the annual financial statements.

These financial statements should be read in conjunction with the financial statements and related notes included in the Company's 2020 Annual Report. Due to the seasonal nature of our businesses, the results of operations for interim periods are not necessarily indicative of the results to be expected for a full year.

Restricted Cash. Restricted cash principally represents those cash balances in our commodity futures brokerage accounts that are restricted from withdrawal. The following table provides a reconciliation of the total cash, cash equivalents and restricted cash reported on the Condensed Consolidated Balance Sheets to the corresponding amounts reported on the Condensed Consolidated Statements of Cash Flows.

	June 30, 2021	June 30, 2020	September 30, 2020	September 30, 2019
Cash and cash equivalents	\$ 87	\$ 26	\$ 23	\$ 26
Restricted cash	31	23	9	34
Cash, cash equivalents and restricted cash	<u>\$ 118</u>	<u>\$ 49</u>	<u>\$ 32</u>	<u>\$ 60</u>

Derivative Instruments. Derivative instruments are reported on the Condensed Consolidated Balance Sheets at their fair values, unless the NPNS exception is elected. The accounting for changes in fair value depends upon the purpose of the derivative instrument or if it qualifies and is designated as a hedge for accounting purposes.

Certain of our derivative instruments qualify and are designated as cash flow hedges. For cash flow hedges, changes in the fair values of the derivative instruments are recorded in AOCI, to the extent effective at offsetting changes in the hedged item, until earnings are affected by the hedged item. We discontinue cash flow hedge accounting if occurrence of the forecasted transaction is determined to be no longer probable. Hedge accounting is also discontinued for derivatives that cease to be highly effective. We do not designate our commodity derivative instruments as hedges under GAAP. Changes in the fair values of these derivative instruments are reflected in net income. Cash flows from derivative instruments are included in cash flows from operating activities on the Condensed Consolidated Statements of Cash Flows.

For a more detailed description of the derivative instruments we use, our accounting for derivatives, our objectives for using them and other information see Note 7.

Impairment of long-lived assets held-for-sale. In July 2020, Energy Services, through a wholly owned subsidiary, entered into an agreement to sell its approximate 5.97% ownership interest in Conemaugh. As a result, the Company adjusted the carrying amount of Conemaugh's net assets to their fair value and classified these assets as held-for-sale as of June 30, 2020. The Company determined the fair value of such assets fell within Level 2 of the fair value hierarchy and was based upon the agreed upon sales price. During the three and nine months ended June 30, 2020, we recognized a non-cash, pre-tax impairment charge

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

of \$52 which amount is reflected in “Impairment of assets held-for-sale” on the Condensed Consolidated Statements of Comprehensive Income.

Use of Estimates. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues, expenses and costs. These estimates are based on management’s knowledge of current events, historical experience and various other assumptions that are believed to be reasonable under the circumstances. Accordingly, actual results may be different from these estimates and assumptions.

Reclassifications. Certain prior-period amounts have been reclassified to conform to the current-period presentation.

Subsequent Events. Management has evaluated the impact of subsequent events through August 12, 2021, the date these condensed consolidated financial statements were issued, and the effects, if any, of such evaluation have been reflected in the condensed consolidated financial statements and related disclosures.

Note 3 — Accounting Changes

New Accounting Standard Adopted in Fiscal 2021

Credit Losses. Effective October 1, 2020, the Company adopted ASU 2016-13, “Measurement of Credit Losses on Financial Instruments,” including subsequent amendments, using the modified retrospective approach. This ASU, as subsequently amended, requires entities to estimate lifetime expected credit losses for financial instruments not measured at fair value through net income, including trade and other receivables, net investments in leases, financial receivables, debt securities, and other financial instruments, which may result in earlier recognition of credit losses. Further, the new current expected credit loss model may affect how entities estimate their allowance for losses related to receivables that are current with respect to their payment terms. The adoption of the new guidance did not have a material impact on our consolidated financial statements.

Accounting Standard Not Yet Adopted

Income Taxes. In December 2019, the FASB issued ASU 2019-12, “Income Taxes (Topic 740): Simplifying the Accounting for Income Taxes.” This ASU simplifies the accounting for income taxes by eliminating certain exceptions within the existing guidance for recognizing deferred taxes for equity method investments, performing intraperiod allocations and calculating income taxes in interim periods. Further, this ASU clarifies existing guidance related to, among other things, recognizing deferred taxes for goodwill and allocated taxes to members of a consolidated group. This new guidance is effective for the Company for interim and annual periods beginning October 1, 2021 (Fiscal 2022). Early adoption is permitted; however, the Company will adopt the new guidance effective October 1, 2021. The Company is in the process of assessing the impact on its financial statements from the adoption of the new guidance.

Note 4 — Revenue from Contracts with Customers

Energy Services recognizes revenue when control of promised goods or services is transferred to customers in an amount that reflects the consideration to which we expect to be entitled in exchange for those goods or services. See Note 4 in the Company’s 2020 Annual Report for additional information on our revenues from contracts with customers.

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

Revenue Disaggregation

The following table presents our disaggregated revenues:

	Three Months Ended June 30,		Nine Months Ended June 30,	
	2021	2020	2021	2020
Revenues from contracts with customers:				
Energy Marketing	\$ 206	\$ 158	\$ 824	\$ 720
Midstream:				
Pipeline	45	40	138	128
Peaking	6	3	106	102
Other	2	3	6	6
Electricity Generation	1	6	8	23
Total revenues from contracts with customers	260	210	1,082	979
Other revenues (a)	(3)	7	—	18
Total revenues	\$ 257	\$ 217	\$ 1,082	\$ 997

(a) Represents revenues from certain gathering assets and gains and losses on commodity derivative instruments not associated with current-period transactions that are not within the scope of ASC 606 and are accounted for in accordance with other GAAP.

Contract Balances

The timing of revenue recognition may differ from the timing of invoicing to customers or cash receipts. Contract assets represent our right to consideration after the performance obligations have been satisfied when such right is conditioned on something other than the passage of time. There were no contract assets for all periods presented. Substantially all of our receivables are unconditional rights to consideration and are included in “Accounts receivable.” Amounts billed are generally due within the following month.

Contract liabilities arise when payment from a customer is received before the performance obligations have been satisfied and represent the Company’s obligations to transfer goods or services to a customer for which we have received consideration. The balances of contract liabilities were \$7, \$2 and \$3 at June 30, 2021, September 30, 2020 and June 30, 2020, respectively, and are included in “Other current liabilities” on the Condensed Consolidated Balance Sheets.

Note 5 — Commitments and Contingencies

There are currently no pending claims or legal actions that could have a material adverse effect on our financial position or results of operations.

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

Note 6 — Fair Value Measurements

Derivative Instruments

The following table presents on a gross basis, our financial assets and liabilities, including both current and noncurrent portions, that are measured at fair value on a recurring basis within the fair value hierarchy:

	Asset (Liability)			
	Level 1	Level 2	Level 3	Total
June 30, 2021:				
Derivative instruments:				
Assets:				
Commodity contracts	\$ 125	\$ 10	\$ —	\$ 135
Liabilities:				
Commodity contracts	\$ (114)	\$ (9)	\$ —	\$ (123)
Interest rate contracts	\$ —	\$ (20)	\$ —	\$ (20)
September 30, 2020:				
Derivative instruments:				
Assets:				
Commodity contracts	\$ 54	\$ 7	\$ —	\$ 61
Liabilities:				
Commodity contracts	\$ (47)	\$ (7)	\$ —	\$ (54)
Interest rate contracts	\$ —	\$ (32)	\$ —	\$ (32)
June 30, 2020:				
Derivative instruments:				
Assets:				
Commodity contracts	\$ 25	\$ 11	\$ —	\$ 36
Liabilities:				
Commodity contracts	\$ (40)	\$ (3)	\$ —	\$ (43)
Interest rate contracts	\$ —	\$ (33)	\$ —	\$ (33)

The fair values of our Level 1 exchange-traded commodity futures and non-exchange-traded commodity futures and forward contracts are based upon actively quoted market prices for identical assets and liabilities. The remainder of our derivative instruments are designated as Level 2. The fair values of certain non-exchange traded commodity derivatives designated as Level 2 are based upon indicative price quotations available through brokers, industry price publications or recent market transactions and related market indicators. The fair values of our Level 2 interest rate contracts are based upon third-party quotes or indicative values based on recent market transactions.

Note 7 — Derivative Instruments and Hedging Activities

We are exposed to certain market risks related to our ongoing business operations. Management uses derivative financial and commodity instruments, among other things, to manage: (1) commodity price risk; and (2) interest rate risk. Although we use derivative financial and commodity instruments to reduce market risk associated with forecasted transactions, we do not use derivative financial and commodity instruments for speculative or trading purposes. The use of derivative instruments is controlled by our risk management and credit policies, which govern, among other things, the derivative instruments we can use, counterparty credit limits and contract authorization limits. Although our commodity derivative instruments extend over a number of years, a significant portion of our commodity derivative instruments economically hedge commodity price risk during the next twelve months. For information on the accounting for our derivative instruments, see Note 2.

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

The following summarizes the types of derivative instruments used by the Company to manage certain market risks:

Commodity Price Risk

In order to manage market price risk relating to fixed-price sales contracts for natural gas and electricity, the Company enters into NYMEX and over-the-counter natural gas futures and options contracts, ICE natural gas basis swap contracts, and electricity futures and forward physical contracts. The Company also uses NYMEX and over the counter electricity futures contracts to economically hedge the price of a portion of its anticipated future sales of electricity from its electric generation facilities. Also, Energy Services, from time to time, uses NYMEX futures contracts to economically hedge the gross margin associated with the purchase and anticipated later near-term sale of propane. For all periods presented, volumes associated with these propane contracts were not material.

Interest Rate Risk

Energy Services has a variable-rate term loan that is indexed to a short-term market interest rate. In order to fix the underlying short-term market interest rate, Energy Services has entered into a pay-fixed, receive-variable interest rate swap to effectively fix the underlying variable rate on a significant portion of the loan's tenor through July 2024. We have designated this interest rate swap as a cash flow hedge.

Quantitative Disclosures Related to Derivative Instruments

The following table summarizes by derivative type the gross notional amounts related to open derivative contracts at June 30, 2021, September 30, 2020, and June 30, 2020, and the final settlement dates of the Company's open derivative contracts as of June 30, 2021, excluding those derivatives that qualified for the NPNS exception:

Type	Units	Settlements Extending Through	Notional Amounts (in millions)		
			June 30, 2021	September 30, 2020	June 30, 2020
Commodity Price Risk:					
Natural gas futures, forward, basis swap, options and pipeline contracts	Dekatherms	July 2026	303	303	309
Electricity forward and futures contracts	Kilowatt hours	December 2024	1,149	1,270	678
Interest Rate Risk:					
Interest rate swaps	USD	July 2024	\$ 651	\$ 691	\$ 693

Derivative Instrument Credit Risk

We are exposed to risk of loss in the event of nonperformance by our derivative instrument counterparties. Our derivative instrument counterparties principally comprise large energy companies and major U.S. and international financial institutions. We maintain credit policies with regard to our counterparties that we believe reduce overall credit risk. These policies include evaluating and monitoring our counterparties' financial condition, including their credit ratings, and entering into agreements with counterparties that govern credit limits or entering into netting agreements that allow for offsetting counterparty receivable and payable balances for certain financial transactions, as deemed appropriate. Certain of these agreements call for the posting of collateral by the counterparty or by the Company in the forms of letters of credit, parental guarantees or cash. Additionally, our commodity exchange-traded futures contracts generally require cash deposits in margin accounts. Restricted cash in brokerage accounts is reported in "Restricted cash" on the Condensed Consolidated Balance Sheets. Although we have concentrations of credit risk associated with derivative instruments, the maximum amount of loss we would incur if these counterparties failed to perform according to the terms of their contracts, based upon the gross fair values of the derivative instruments, was not material at June 30, 2021. We generally do not have credit-risk-related contingent features in our derivative contracts.

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

Offsetting Derivative Assets and Liabilities

Derivative assets and liabilities are presented net by counterparty on the Condensed Consolidated Balance Sheets if the right of offset exists. We offset amounts recognized for the right to reclaim cash collateral or the obligation to return cash collateral against amounts recognized for derivative instruments executed with the same counterparty. Our derivative instruments include both those that are executed on an exchange through brokers and centrally cleared and over-the-counter transactions. Exchange contracts utilize a financial intermediary, exchange, or clearinghouse to enter, execute, or clear the transactions. Over-the-counter contracts are bilateral contracts that are transacted directly with a third party. Certain over-the-counter and exchange contracts contain contractual rights of offset through master netting arrangements, derivative clearing agreements, and contract default provisions. In addition, the contracts are subject to conditional rights of offset through counterparty nonperformance, insolvency or other conditions.

In general, most of our over-the-counter transactions and all exchange contracts are subject to collateral requirements. Types of collateral generally include cash or letters of credit. Cash collateral paid by us to our over-the-counter derivative counterparties, if any, is reflected in the table below to offset derivative liabilities. Cash collateral received by us from our over-the-counter derivative counterparties, if any, is reflected in the table below to offset derivative assets. Certain other accounts receivable and accounts payable balances recognized on the Condensed Consolidated Balance Sheets with our derivative counterparties are not included in the table below but could reduce our net exposure to such counterparties because such balances are subject to master netting or similar arrangements.

Fair Value of Derivative Instruments

The following table presents the Company's derivative assets and liabilities by type, as well as the effects of offsetting:

	June 30, 2021	September 30, 2020	June 30, 2020
Derivative assets:			
Derivatives not designated as hedging instruments:			
Commodity contracts	\$ 135	\$ 61	\$ 36
Total derivative assets - gross	135	61	36
Gross amounts offset in balance sheet	(65)	(36)	(21)
Total derivative assets - net	<u>\$ 70</u>	<u>\$ 25</u>	<u>\$ 15</u>
Derivative liabilities:			
Derivatives designated as hedging instruments:			
Interest rate contracts	\$ (20)	\$ (32)	\$ (33)
Derivatives not designated as hedging instruments:			
Commodity contracts	(123)	(54)	(43)
Total derivative liabilities - gross	(143)	(86)	(76)
Gross amounts offset in balance sheet	65	36	21
Total derivative liabilities - net	<u>\$ (78)</u>	<u>\$ (50)</u>	<u>\$ (55)</u>

UGI Energy Services, LLC and Subsidiaries
Notes to Condensed Consolidated Financial Statements
(Unaudited)
(Millions of dollars, except where indicated otherwise)

Effects of Derivative Instruments

The following tables provide information on the effects of derivative instruments on the Condensed Consolidated Statements of Comprehensive Income:

Three Months Ended June 30,	Gain (Loss) Recognized in AOCI		Gain (Loss) Reclassified from AOCI into Income		Location of Gain (Loss) Reclassified from AOCI into Income
	2021	2020	2021	2020	
Cash Flow Hedges:					
Interest rate contracts	\$ —	\$ (3)	\$ (2)	\$ 2	Interest expense
			Gain (Loss) Recognized in Income		Location of Gain (Loss) Recognized in Income
			2021	2020	
Derivatives Not Designated As Hedging Instruments:					
Commodity contracts		\$ (5)	\$ 5		Revenues
Commodity contracts			42	6	Cost of sales
Total			<u>\$ 37</u>	<u>\$ 11</u>	
			Loss Reclassified from AOCI into Income		Location of Loss Reclassified from AOCI into Income
			2021	2020	
Nine Months Ended June 30,					
			Gain (Loss) Recognized in AOCI		Location of Gain (Loss) Recognized in Income
			2021	2020	
Cash Flow Hedges:					
Interest rate contracts	\$ 4	\$ (31)	\$ (7)	\$ —	Interest expense
			Gain (Loss) Recognized in Income		Location of Gain (Loss) Recognized in Income
			2021	2020	
Derivatives Not Designated As Hedging Instruments:					
Commodity contracts		\$ (4)	\$ 14		Revenues
Commodity contracts			(14)	(44)	Cost of sales
Total			<u>\$ (18)</u>	<u>\$ (30)</u>	

We are also a party to a number of other contracts that have elements of a derivative instrument. However, these contracts qualify for NPNS exception accounting under GAAP because they provide for the delivery of products or services in quantities that are expected to be used in the normal course of operating our business and the price in the contract is based on an underlying that is directly associated with the price of the product or service being purchased or sold. These contracts include, among others, binding purchase orders, contracts that provide for the purchase and delivery, or sale, of energy products, and service contracts that require the counterparty to provide commodity storage, transportation or capacity service to meet our normal sales commitments.

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(Unaudited)
(Millions of dollars, except where indicated otherwise)

Note 8 — Accumulated Other Comprehensive Income (Loss)

The tables below present changes in AOCI, net of tax:

Three Months Ended June 30, 2021	Derivative Instruments
AOCI — March 31, 2021	\$ (15)
Amounts reclassified from AOCI	1
AOCI — June 30, 2021	<u>\$ (14)</u>

Three Months Ended June 30, 2020	Derivative Instruments
AOCI — March 31, 2020	\$ (20)
Other comprehensive loss before reclassification adjustments	(2)
Amounts reclassified from AOCI	(2)
AOCI — June 30, 2020	<u>\$ (24)</u>

Nine Months Ended June 30, 2021	Derivative Instruments
AOCI — September 30, 2020	\$ (22)
Other comprehensive income before reclassification adjustments	3
Amounts reclassified from AOCI	5
AOCI — June 30, 2021	<u>\$ (14)</u>

Nine Months Ended June 30, 2020	Derivative Instruments
AOCI — September 30, 2019	\$ (2)
Other comprehensive loss before reclassification adjustments	(22)
AOCI — June 30, 2020	<u>\$ (24)</u>

Note 9 — Related Party Transactions

SCAA Activities. From time to time, Energy Services is a party to SCAAs with UGI Utilities which have terms of up to three years. Under the SCAAs, UGI Utilities has, among other things, released certain natural gas storage and transportation contracts (subject to recall for operational purposes) to Energy Services for the terms of the SCAAs. UGI Utilities also transferred certain associated natural gas storage inventories upon the commencement of the SCAAs, receives a transfer of storage inventories at the end of the SCAAs, and makes payments associated with refilling storage inventories during the term of the SCAAs. Energy Services receives payments from UGI Utilities for storage inventories and pipeline transportation and storage capacity charges associated with SCAAs. Energy Services, in turn, provides a firm delivery service and makes certain payments to UGI Utilities for its various obligations under the SCAAs. In conjunction with the SCAAs, Energy Services pays UGI Utilities security deposits.

Gas Supply and Delivery Services. UGI Utilities purchases natural gas and pipeline capacity from Energy Services. Additionally, UGI Utilities has gas supply and delivery service agreements with Energy Services pursuant to which Energy Services provides certain gas supply and related delivery service to UGI Utilities.

From time to time, Energy Services purchases natural gas or pipeline capacity from UGI Utilities. Also from time to time, Energy Services sells natural gas and pipeline capacity to UGI Utilities (in addition to those transactions already described above).

UGI Energy Services, LLC and Subsidiaries
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Administrative Services. UGI provides certain financial and administrative services to the Company. UGI bills the Company monthly for all direct expenses and for an allocated share of indirect corporate expenses incurred or paid on behalf of the Company. The allocation of indirect UGI corporate expenses to the Company utilizes a weighted, three-component formula comprising revenues, operating expenses and net assets employed and considers the Company's relative percentage of such items to the total of such items for all UGI operating subsidiaries for which general and administrative services were provided. Management believes that this allocation method is reasonable and equitable to the Company.

Propane Sales. From time to time, Energy Services sells propane to AmeriGas on an as needed basis. The sales price is generally based on market prices at the time of sale. There were no sales of propane by Energy Services to AmeriGas during the nine months ended June 30, 2021 and 2020.

The following related party balances are included in our condensed consolidated financial statements:

	Three Months Ended		Nine Months Ended		Classification on Condensed Consolidated Statements of Comprehensive Income
	June 30,		June 30,		
	2021	2020	2021	2020	
SCAA Activities:					
SCAA revenues	\$ 6	\$ 5	\$ 9	\$ 7	Revenues
Costs of SCAA and firm delivery service	\$ 1	\$ 1	\$ 2	\$ 2	Cost of sales
Gas Supply and Delivery Service:					
Gas supply and delivery service revenues	\$ 22	\$ 16	\$ 174	\$ 154	Revenues
Costs of natural gas and pipeline capacity purchases	\$ 11	\$ 7	\$ 49	\$ 37	Cost of sales
Administrative Services:					
Administrative services provided by UGI	\$ 4	\$ 3	\$ 12	\$ 11	Operating and administrative expenses
	June 30, 2021	September 30, 2020	June 30, 2020		Classification on Condensed Consolidated Balance Sheets
SCAA security deposits	\$ 7	\$ 8	\$ 8		Prepaid expenses and other current assets

Note 10 — Equity Method Investments

We account for privately held equity securities of entities without readily determinable fair values in which we do not have control, but have significant influence over operating and financial policies, under the equity method. Our equity method investments are primarily comprised of PennEast, Pennant and Pine Run.

Fiscal 2021 Developments

Pine Run. In February 2021, Pine Run, a company jointly owned by Stonehenge and UGI Pine Run, LLC, a wholly-owned subsidiary of Energy Services, completed the acquisition of Pine Run Midstream, LLC from an affiliate of PennEnergy and minority partners for a preliminary purchase price of \$205. Pine Run Midstream, LLC operates 43 miles of dry gas gathering pipeline and compression assets in Butler and Armstrong counties in western Pennsylvania. UGI Pine Run, LLC's 49% membership interest in Pine Run totaled \$59, as of June 30, 2021 and is accounted for as an equity method investment as we have the ability to exercise significant influence, but not control, over the entity.

PennEast. UGI PennEast, LLC and four other members comprising wholly owned subsidiaries of Southern Company, New Jersey Resources, South Jersey Industries, and Enbridge, Inc., each hold a 20% membership interest in PennEast. In September 2019, a panel of the U.S. Court of Appeals for the Third Circuit ruled that New Jersey's Eleventh Amendment immunity barred PennEast from bringing an eminent domain lawsuit in federal court, under the Natural Gas Act, against New Jersey or its agencies. On February 3, 2021, the U.S. Supreme Court issued an order granting PennEast's petition for a writ of certiorari and the case was argued on April 28, 2021. On June 29, 2021, the U.S. Supreme Court ruled in favor of PennEast, overturning the

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Third Circuit's decision that blocked PennEast from exercising federal eminent domain authority over lands in which a state has property rights interests.

Following the favorable Supreme Court decision, the partners of the PennEast project re-assessed the remaining legal and regulatory contingencies which must be resolved before construction can commence. Based on the significant remaining legal challenges and the expected further delays in obtaining the necessary regulatory approvals, which are preventing the commencement of construction and commercial operation of the project, the Company concluded that its investment in PennEast was impaired at June 30, 2021, and that such impairment was other-than-temporary. The estimated fair value of the Company's investment in PennEast was measured using probability-weighted cash flows under an expected present value technique based on management's estimates and assumptions regarding the likelihood of certain outcomes (and the related timing) that would be used by market participants. These assumptions included the estimated fair value of the equipment acquired by the PennEast project (principally pipes, compressors and land) as well as the required regulatory approvals, satisfactory resolution of pending legal matters, the magnitude of construction costs, in-service dates, forecasted revenues and discount rates, as well as the probability weighting of the various scenarios associated with the PennEast project. The ultimate outcome of the PennEast construction project cannot be determined at this time.

Based upon this analysis, the Company recognized an other-than-temporary pretax impairment charge of \$93 in June 2021, which is recorded in "(Loss) income from equity investees" in the Condensed Consolidated Statements of Comprehensive Income. The Company has established a full valuation allowance on the deferred tax asset recognized for the impairment, as it is not more likely than not at June 30, 2021 that such deferred tax asset will be realized. The estimated fair value of the Company's investment in PennEast as of June 30, 2021 represents a nonrecurring, level 3 measurement within the fair value hierarchy as the significant unobservable inputs principally reflect the probability weightings assigned to the potential outcomes discussed above.

Note 11 — Impact of Global Pandemic

In March 2020, the WHO declared a global pandemic attributable to the outbreak and continued spread of COVID-19 that has had a significant impact throughout the global economy. In connection with the mitigation and containment procedures recommended by the WHO, the CDC, and as imposed by federal, state, and local governmental authorities, including shelter-in-place orders, quarantines and similar restrictions, the Company implemented a variety of procedures to protect its employees, third-party business partners, and customers worldwide. The Company continues to provide essential products and services to its customers in a safe and reliable manner, and will continue to do so in compliance with mandated restrictions presented by each of the markets it serves. The Company continues to evaluate and react to the potential effects of a prolonged disruption and the continued impact on its results of operations. These items may include, but are not limited to: the financial condition of its customers; decreased availability and demand for its products and services; realization of accounts receivable; impairment considerations related to certain current assets, long-lived assets and goodwill; delays related to current and future projects; and the effects of government stimulus efforts including tax legislation in response to COVID-19. While its operations and financial performance continue to be impacted by COVID-19, the Company cannot predict the duration or magnitude of the outbreak and the total effects on its business, financial position, results of operations, liquidity or cash flows at this time.

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Management's Discussion and Analysis of Financial Condition and Results of Operations (Unaudited)

Recent Developments

In March 2020, the WHO declared a global pandemic attributable to the outbreak and continued spread of COVID-19 that has had a significant impact throughout the global economy. In connection with the mitigation and containment procedures recommended by the WHO, the CDC, and as imposed by federal, state, and local governmental authorities, including shelter-in-place orders, quarantines and similar restrictions, we implemented a variety of procedures to protect our employees, third-party business partners, and customers. Although our results continue to be impacted by COVID-19 in Fiscal 2021, we continue to provide essential products and services to our global customers in a safe and reliable manner and will continue to do so in compliance with mandated restrictions presented by each of the markets we serve. We continue to evaluate and react to the potential effects of a prolonged disruption and the continued impact on our results of operations. These items may include, but are not limited to: the financial condition of our customers; decreased availability and demand for our products and services; realization of accounts receivable; impairment considerations related to certain current assets, long-lived assets and goodwill; delays related to current and future projects; and the effects of government stimulus efforts including tax legislation (see "Interest Expense and Income Taxes" below) in response to COVID-19.

We cannot predict the duration or total magnitude of the pandemic and the total effects on our business, financial position, results of operations, liquidity or cash flows at this time, but we remain focused on managing our financial condition and liquidity throughout this global crisis.

Executive Overview

Three months ended June 30, 2021 and 2020

Energy Services' net loss was \$26 million in the 2021 three-month period compared to \$4 million in the prior-year period. These results reflect gains on commodity derivative instruments not associated with current-period transactions of \$28 million and \$18 million, respectively, in the 2021 and 2020 three-month periods. The 2021 three-month period includes a \$93 million impairment charge related to our investment in PennEast, and the 2020 three-month period includes a \$37 million impairment charge related to held-for-sale assets that were disposed of in September 2020. Although these items are reflected in our GAAP results, we have excluded these items from our non-GAAP measures. See "Non-GAAP Financial Measures" below.

Excluding the impacts of commodity derivative instruments not associated with current-period transactions and the respective impairments charges, adjusted net income for the 2021 three-month period was \$39 million compared to \$15 million in the prior-year period. This increase principally reflects a higher tax benefit under the CARES Act and higher adjusted total margin compared to the 2020 three-month period. These positive impacts were partially offset by higher operating and administrative expenses attributable to increased employee and benefits-related costs compared to the prior-year period and the impact of acquisitions and new assets placed into service.

Nine months ended June 30, 2021 and 2020

Energy Services' net income was \$67 million in the 2021 nine-month period compared to \$102 million in the prior-year period. These results reflect gains on commodity derivative instruments not associated with current-period transactions of \$9 million and \$19 million, respectively, as well as the impairment charges discussed above in the 2021 and 2020 nine-month periods. These results also reflect acquisition and integration expenses associated with CMG of \$1 million in the 2020 nine-month period. Although these items are reflected in our GAAP results, we have excluded these items from our non-GAAP measures. See "Non-GAAP Financial Measures" below.

Excluding the impacts of commodity derivative instruments not associated with current-period transactions, the respective impairments charges, and acquisition and integration expenses associated with CMG, adjusted net income increased \$30 million in the 2021 nine-month period largely driven by a higher tax benefit under the CARES Act, higher adjusted total margin, and lower interest expense compared to the prior-year period. These positive factors were partially offset by an adjustment to the contingent consideration related to the GHI acquisition and higher operating and administrative expenses attributable to higher employee and benefits-related costs and increases related to new assets placed into service.

Non-GAAP Financial Measures

We present the non-GAAP measures adjusted total margin, adjusted operating income, adjusted income before income taxes and adjusted net income, in order to assist in the evaluation of our overall performance. We believe that these non-GAAP

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measures provide meaningful information to investors about our performance because they eliminate the impact of (1) gains and losses on commodity derivative instruments not associated with current-period transactions, principally comprising unrealized gains and losses on such derivative instruments, and (2) other significant discrete items that can affect the comparisons of period-over-period results. These 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 following table includes reconciliations of adjusted total margin, adjusted operating income, adjusted income before income taxes and adjusted net income to the most directly comparable financial measures calculated and presented in accordance with GAAP for the periods presented.

(Millions of dollars)	Three Months Ended June 30,		Nine Months Ended June 30,	
	2021	2020	2021	2020
Adjusted total margin:				
Total revenues	\$ 257	\$ 217	\$ 1,082	\$ 997
Cost of sales	(153)	(134)	(760)	(689)
Total margin	104	83	322	308
Net gains on commodity derivative instruments not associated with current-period transactions	(39)	(25)	(12)	(27)
Adjusted total margin	\$ 65	\$ 58	\$ 310	\$ 281
Adjusted operating income:				
Operating income (loss)	\$ 54	\$ (14)	\$ 169	\$ 115
Net gains on commodity derivative instruments not associated with current-period transactions	(39)	(25)	(12)	(27)
Impairment of assets held-for-sale	—	52	—	52
CMG acquisition and integration expenses	—	—	—	2
Adjusted operating income	\$ 15	\$ 13	\$ 157	\$ 142
Adjusted income before income taxes:				
(Loss) income before income taxes	\$ (42)	\$ (18)	\$ 69	\$ 102
Net gains on commodity derivative instruments not associated with current-period transactions	(39)	(25)	(12)	(27)
Impairment of assets held-for-sale	—	52	—	52
CMG acquisition and integration expenses	—	—	—	2
Impairment of investment in PennEast	93	—	93	—
Adjusted income before income taxes	\$ 12	\$ 9	\$ 150	\$ 129
Adjusted net income:				
Net (loss) income	\$ (26)	\$ (4)	\$ 67	\$ 102
Net gains on commodity derivative instruments not associated with current-period transactions	(28)	(18)	(9)	(19)
Impairment of assets held-for-sale	—	37	—	37
CMG acquisition and integration expenses	—	—	—	1
Impairment of investment in PennEast	93	—	93	—
Adjusted net income	\$ 39	\$ 15	\$ 151	\$ 121

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Analysis of Results of Operations

2021 three-month period compared with the 2020 three-month period

For the three months ended June 30,	2021	2020	Increase (Decrease)	
(Dollars in millions)				
Revenues	\$ 257	\$ 217	\$ 40	18 %
Total margin (a)	\$ 104	\$ 83	\$ 21	25 %
Operating and administrative expenses	\$ 31	\$ 27	\$ 4	15 %
Operating income (loss)	\$ 54	\$ (14)	\$ 68	486 %
Loss before income taxes	\$ (42)	\$ (18)	\$ (24)	133 %
Non-GAAP financial measures (b):				
Adjusted total margin	\$ 65	\$ 58	\$ 7	12 %
Adjusted operating income	\$ 15	\$ 13	\$ 2	15 %
Adjusted income before income taxes	\$ 12	\$ 9	\$ 3	33 %

- (a) Total margin represents total revenues less total cost of sales and includes the impact of net unrealized gains of \$39 million and \$25 million, respectively, on commodity derivative instruments not associated with current-period transactions in the 2021 and 2020 three-month periods.
- (b) These financial measures are non-GAAP financial measures and are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not a substitute for, the comparable GAAP measures. See “Non-GAAP Financial Measures” above.

Average temperatures across Energy Services' energy marketing territory during the 2021 three-month period were 1.5% warmer than normal and 18.6% warmer than the prior-year period. Beginning in Fiscal 2021, deviation from average heating degree days is determined on a rolling 10-year period utilizing volume-weighted weather data. Prior-period amounts have been restated to conform to the current-period presentation. Prior year results include contributions from Energy Services' ownership interest in Conemaugh, which was sold in September 2020.

Revenues in the 2021 three-month period were \$40 million higher than the prior-year period. Excluding the effects of commodity derivative instruments not associated with current-period transactions, revenues increased \$48 million principally reflecting increased revenues from natural gas marketing and gathering activities (\$37 million), renewable energy marketing activities (\$5 million), and capacity management activities (\$4 million). These revenue increases were partially offset by the absence of revenues attributable to the former ownership interest in Conemaugh (\$4 million). Cost of sales were \$153 million in the 2021 three-month period compared to \$134 million in the prior-year period. Cost of sales in the 2021 and 2020 three-month periods includes net unrealized gains on commodity derivative instruments not associated with current-period transactions of \$44 million and \$22 million, respectively. Excluding the effects on cost of sales of these commodity derivative instruments, total cost of sales increased \$41 million principally reflecting increased cost of sales attributable to natural gas (\$34 million) and renewable energy (\$4 million) marketing activities, partially offset by the absence of costs attributable to Conemaugh (\$2 million). The significant increases in both natural gas revenues and cost of sales during the 2021 three-month period are largely attributable to higher average natural gas prices compared to the prior-year period partially offset by lower volumes.

Total margin increased \$21 million in the 2021 three-month period. Adjusted total margin increased \$7 million in the 2021 three-month period reflecting improved margin from capacity management, gas gathering, and renewable energy marketing activities compared to the prior-year period. These positive factors, which include the impact of acquisitions and new assets placed into service since June 30, 2020, were partially offset by the absence of margins attributable to Conemaugh in the 2021 three-month period.

Operating income (loss) improved \$68 million in the 2021 three-month period, and the loss before income taxes increased \$24 million compared to the prior-year period. Adjusted operating income and adjusted income before income taxes increased \$2 million and \$3 million, respectively. The increase in adjusted operating income principally reflects the increase in adjusted total margin partially offset by higher operating and administrative expenses compared to the prior-year period. The increase in operating and administrative expenses was largely attributable to increased employee and benefits-related costs compared to the

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prior-year period and higher expenses attributable to acquisitions and new assets placed into service, partially offset by the absence of expenses related to Conemaugh. The increase in adjusted income before income taxes reflects the increase in adjusted operating income and incremental equity income related to the 2021 investment in Pine Run.

Interest Expense and Income Taxes

Interest expense decreased \$2 million in the 2021 three-month period primarily reflecting lower average short-term borrowings outstanding compared to the prior-year period.

The decrease in the effective income tax rate for the 2021 three-month period is largely attributable to a higher benefit under the CARES Act, including the effect of such benefits on lower pre-tax income during the 2021 three-month period.

The Company continues to evaluate the elections available under current regulations and recent government stimulus efforts. Accordingly, the impacts on the Company's income tax provisions and taxes payable or refundable related to these items are subject to change.

2021 nine-month period compared with the 2020 nine-month period

For the nine months ended June 30,	2021	2020	Increase (Decrease)	
<i>(Dollars in millions)</i>				
Revenues	\$ 1,082	\$ 997	\$ 85	9 %
Total margin (a)	\$ 322	\$ 308	\$ 14	5 %
Operating and administrative expenses (b)	\$ 90	\$ 86	\$ 4	5 %
Operating income	\$ 169	\$ 115	\$ 54	47 %
Income before income taxes	\$ 69	\$ 102	\$ (33)	(32)%
Non-GAAP financial measures (c):				
Adjusted total margin	\$ 310	\$ 281	\$ 29	10 %
Adjusted operating income	\$ 157	\$ 142	\$ 15	11 %
Adjusted income before income taxes	\$ 150	\$ 129	\$ 21	16 %

- (a) Total margin represents total revenues less total cost of sales and includes the impact of net unrealized gains of \$12 million and \$27 million, respectively, on commodity derivative instruments not associated with current-period transactions for the 2021 and 2020 nine-month periods.
- (b) The 2020 nine-month period includes \$2 million of acquisition and integration expenses associated with CMG.
- (c) These financial measures are non-GAAP financial measures and are not in accordance with, or an alternative to, GAAP and should be considered in addition to, and not a substitute for, the comparable GAAP measures. See "Non-GAAP Financial Measures" above.

Average temperatures across Energy Services' energy marketing territory during the 2021 nine-month period were 6.4% warmer than normal and 1.8% warmer than the prior-year period. Beginning in Fiscal 2021, deviation from average heating degree days is determined on a rolling 10-year period utilizing volume-weighted weather data. Prior-period amounts have been restated to conform to the current-period presentation. Energy Services' prior year results include contributions from its ownership interest in Conemaugh, which was sold in September 2020.

Revenues in the 2021 nine-month period were \$85 million higher than the prior-year period. Excluding the effects of commodity derivative instruments not associated with current-period transactions, revenues increased \$97 million principally reflecting increased revenues from natural gas (\$53 million) and renewable energy (\$27 million) marketing activities, higher capacity management revenues (\$18 million), and higher natural gas gathering revenues (\$10 million). These revenue increases were partially offset by the absence of revenues attributable to the former ownership interest in Conemaugh (\$15 million). Cost of sales were \$760 million in the 2021 nine-month period compared to \$689 million in the prior-year period. Cost of sales in the 2021 and 2020 nine-month periods include net unrealized gains on commodity derivative instruments not associated with current-period transactions of \$16 million and \$19 million, respectively. Excluding the effects on cost of sales of these commodity derivative instruments, total cost of sales increased \$68 million principally reflecting higher cost of sales related to natural gas (\$48 million) and renewable energy marketing activities (\$21 million), partially offset by the absence of costs attributable to Conemaugh (\$8 million). The increases in both natural gas revenues and cost of sales during the 2021 nine-

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month period are largely attributable to higher average natural gas prices compared to the prior-year period partially offset by lower volumes attributable to weather that was warmer than the prior-year period.

Total margin increased \$14 million in the 2021 nine-month period. Adjusted total margin increased \$29 million in the 2021 nine-month period reflecting improved capacity management margin (\$18 million), higher margin from renewable energy (\$6 million) and natural gas (\$5 million) marketing activities, and higher margin from natural gas gathering activities (\$5 million). These margin improvements include the impact of acquisitions and new assets placed into service since June 30, 2020, and were partially offset by the absence of margins attributable to Conemaugh (\$7 million).

Operating income increased \$54 million during the 2021 nine-month period, while income before income taxes decreased \$33 million compared to the prior-year period. Adjusted operating income and adjusted income before income taxes increased \$15 million and \$21 million, respectively. The improvement in adjusted operating income reflects the increase in adjusted total margin partially offset by an adjustment to the contingent consideration related to the GHI acquisition (\$8 million) and higher operating and administrative expenses compared to the prior-year period attributable to an increase in employee and benefits-related costs and increases related to new assets placed into service. The increase in adjusted income before income taxes reflects the improvement in adjusted operating income, lower interest expense compared to the prior-year period, and incremental equity income related to the 2021 investment in Pine Run.

Interest Expense and Income Taxes

Interest expense decreased \$4 million in the 2021 nine-month period primarily reflecting lower average short-term borrowings outstanding compared to the prior-year period.

The effective income tax rates for the 2021 and 2020 nine-month periods both reflect the impact of significant benefits under the CARES Act, including the effect of such benefits on lower pre-tax income during the 2021 nine-month period.

The Company continues to evaluate the elections available under current regulations and recent government stimulus efforts. Accordingly, the impacts on the Company's income tax provisions and taxes payable or refundable related to these items are subject to change.

Financial Condition and Liquidity

The Company expects to have sufficient liquidity including cash on hand and available borrowing capacity to continue to support long-term commitments and ongoing operations despite uncertainties associated with the outbreak and continued spread of COVID-19. The Company does not have any near-term term loan maturities. While the Company's operational and financial performance has been impacted by COVID-19 in the 2021 three- and nine-month periods, it is a rapidly evolving situation and the Company cannot predict the ultimate impact that COVID-19 will have on its liquidity, debt covenants, financial condition or the timing of capital expenditures. Energy Services was in compliance with all debt covenants as of June 30, 2021.

We depend on both internal and external sources of liquidity to provide funds for working capital and to fund capital requirements. Our short-term cash requirements not met by cash from operations are generally satisfied with borrowings under our Receivables Facility and the Energy Services Credit Agreement. Long-term cash requirements are generally met through the issuance of long-term debt and capital contributions. We believe that we have sufficient liquidity in the forms of cash and cash equivalents on hand; cash expected to be generated from operations; credit facility and Receivables Facility borrowing capacity; and the ability to obtain long-term financing to meet anticipated contractual and projected cash commitments. Issuances of debt securities in the capital markets and additional credit facilities may not, however, be available to us on acceptable terms.

Our cash and cash equivalents totaled \$87 million at June 30, 2021 compared to \$23 million at September 30, 2020. Our restricted cash balances was \$31 million at June 30, 2021 and \$9 million at September 30, 2020, principally comprising cash in brokerage accounts that are restricted from withdrawal. Our debt outstanding at June 30, 2021, totaled \$717 million (including current maturities of long-term debt of \$10 million). Our debt outstanding at September 30, 2020, totaled \$740 million (including current maturities of long-term debt of \$10 million and short-term borrowings of \$19 million). Total long-term debt outstanding at June 30, 2021, including current maturities, comprises \$686 million of term loan borrowings and \$42 million of other long-term debt comprising a finance lease liability, and is net of \$11 million of unamortized debt issuance costs.

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Credit Facilities

At June 30, 2021, there were no borrowings outstanding under the Energy Services Credit Agreement and the available borrowing capacity was \$260 million. The average daily and peak short-term borrowings outstanding under the Energy Services Credit Agreement during the 2021 nine-month period were \$5 million and \$32 million, respectively. The average daily and peak short-term borrowings outstanding under the Energy Services Credit Agreement during the 2020 nine-month period were \$20 million and \$77 million, respectively.

Energy Services also has a Receivables Facility with an issuer of receivables-backed commercial paper currently scheduled to expire on October 22, 2021. At June 30, 2021, the outstanding balance of trade receivables was \$48 million, none of which was sold to the bank. At June 30, 2020, the outstanding balance of trade receivables was \$86 million of which \$43 million was sold to the bank. Amounts sold to the bank are reflected as “Short-term borrowings” on the Condensed Consolidated Balance Sheets. During the nine months ended June 30, 2021 and 2020, peak sales of receivables were \$87 million and \$97 million, respectively, and average daily amounts sold were \$27 million and \$55 million, respectively.

Cash Flows

Due to the seasonal nature of the Company’s businesses, cash flows from operating activities are generally strongest during the first and second fiscal quarters when customers pay for natural gas, electricity and other energy products consumed during the peak heating season months. In addition, cash flows from operating activities can be significantly affected by year-to-year variations in changes in operating working capital reflecting changes in energy commodity prices, principally changes in prices for natural gas. Cash flow from investing activities is principally affected by cash expenditures for property, plant and equipment, cash paid for acquisitions of businesses and assets and investments in equity method investees. Changes in cash flow from financing activities are primarily due to issuances and repayments of long-term debt, short-term borrowings and capital contributions from, and cash distributions to Enterprises.

Operating Activities: Cash flow provided by operating activities was \$235 million in the 2021 nine-month period compared to \$153 million in 2020 nine-month period. Cash flow provided by operating activities before changes in operating working capital was \$238 million in the 2021 nine-month period compared to \$146 million in the 2020 nine-month period. Cash used to fund changes in operating working capital totaled \$3 million in the 2021 nine-month period compared to cash provided by changes in operating working capital of \$7 million in the prior-year period. Changes in operating working capital during the 2021 nine-month period primarily reflects an increase in cash required to fund changes in accounts receivable, other current assets and other current liabilities. These increases were partially offset by changes in accounts payable.

Investing Activities: Cash flow used by investing activities was \$100 million in the 2021 nine-month period compared to \$58 million in the 2020 nine-month period. Cash expenditures for property, plant and equipment were \$44 million in the 2021 nine-month period compared to \$64 million in the 2020 nine-month period. Cash used for investments in equity method investees in the 2021 nine-month period includes contributions to Pine Run of \$56 million to fund the acquisition of Pine Run Midstream, LLC.

Financing Activities: Cash flow used to fund financing activities was \$49 million in the 2021 nine-month period compared to \$106 million in the 2020 nine-month period. The cash used to fund financing activities in the 2021 nine-month period primarily reflects lower distributions paid and net repayments under the Receivables Facility and other short-term borrowings compared to prior-year period.