



**UGI**  
CORPORATION

## Third Quarter Fiscal 2024 Results

**Mario Longhi**

Interim President and CEO, UGI Corporation

**Sean O'Brien**

Chief Financial Officer, UGI Corporation

**Robert F. Beard**

Chief Operations Officer, UGI Corporation



# 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 International Free Cash Flow” and “UGI Corporation Adjusted Earnings before Interest, Taxes, Depreciation, and Amortization (“EBITDA”)”, 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 International Free Cash Flow and UGI Corporation Adjusted EBITDA to their nearest GAAP measures.

# Q3 FY24 Highlights

**\$0.06**

Q3 FY24 Adjusted  
Diluted EPS<sup>1</sup>

**\$38 million**

OPEX  
Reduction<sup>2</sup>

**\$1.9 billion**

Available  
Liquidity<sup>3</sup>

- Q3 FY24 GAAP Diluted EPS of (\$0.23) compared to (\$3.76) in Q3 FY23
- Solid Q3 results largely attributable to:
  - \$38 million reduction in operating and administrative expenses across all segments
  - \$35 million increase in EBIT from UGI International primarily due to higher LPG gross margins and reduced operating and administrative expenses
- Continued strides in portfolio optimization opportunities
  - In April 2024, completed the divestiture of the LPG business in Switzerland
  - In June 2024, entered into a stock purchase agreement to divest of our 169 MW natural gas-fired facility, Hunlock Creek
- \$1.9 billion in available liquidity<sup>3</sup> as of June 30, 2024
- Released the sixth annual ESG Report entitled, “The Journey: Managing Climate Risks and Opportunities”, outlining our progress on all aspects of the company’s ESG journey

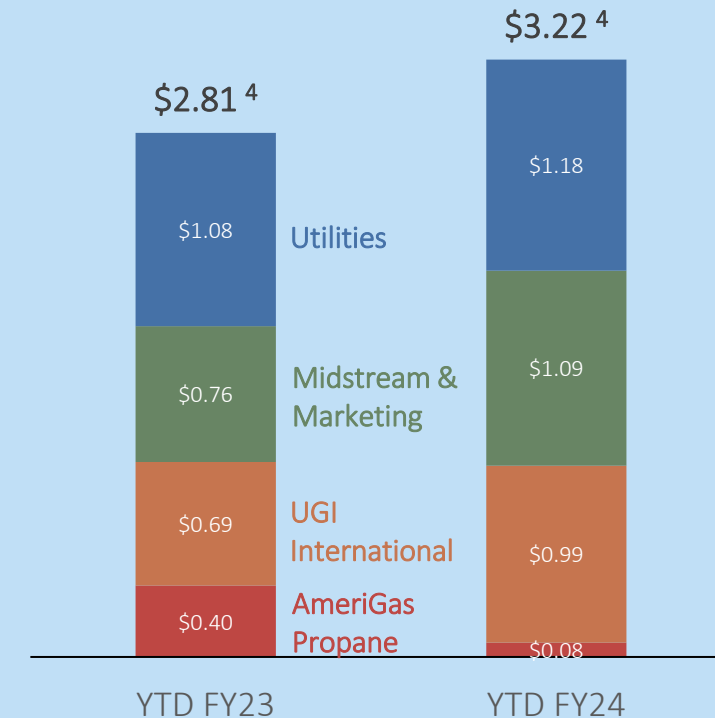


# YTD FY24 Highlights

YTD FY24 GAAP Diluted EPS<sup>1</sup> of \$2.52 compared to (\$7.78) in YTD FY23

- Record YTD earnings from our natural gas businesses
- 43% increase in adjusted EPS at UGI International; generated ~\$140 million in free cash flow<sup>2</sup>
- Warmer weather across our footprint
- Lower LPG volumes at AmeriGas Propane
- \$54M year-over-year reduction in operating and administrative expenses across all segments
- Deployed \$511 million of capital in YTD FY24; \$391 million (77%) invested in the natural gas businesses
- Added ~10,000 residential heating and commercial customers at the regulated utilities businesses
- Substantially exited the European energy marketing business
- \$300M of debt reduction
- On track to deliver on our FY24 adjusted EPS guidance range of \$2.70 to \$3.00<sup>3</sup>

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



1. YTD FY24 signifies nine months ended June 30, 2024. Adjusted diluted EPS is a non-GAAP measure. See Appendix for reconciliation. 2. Free Cash Flow is a non-GAAP measure. See Appendix for reconciliation. It is defined as net cash provided by operating activities less capital expenditure. 3. 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 fiscal year 2024 adjusted diluted EPS, 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. 4. Includes (\$0.12) of Corporate & Other.

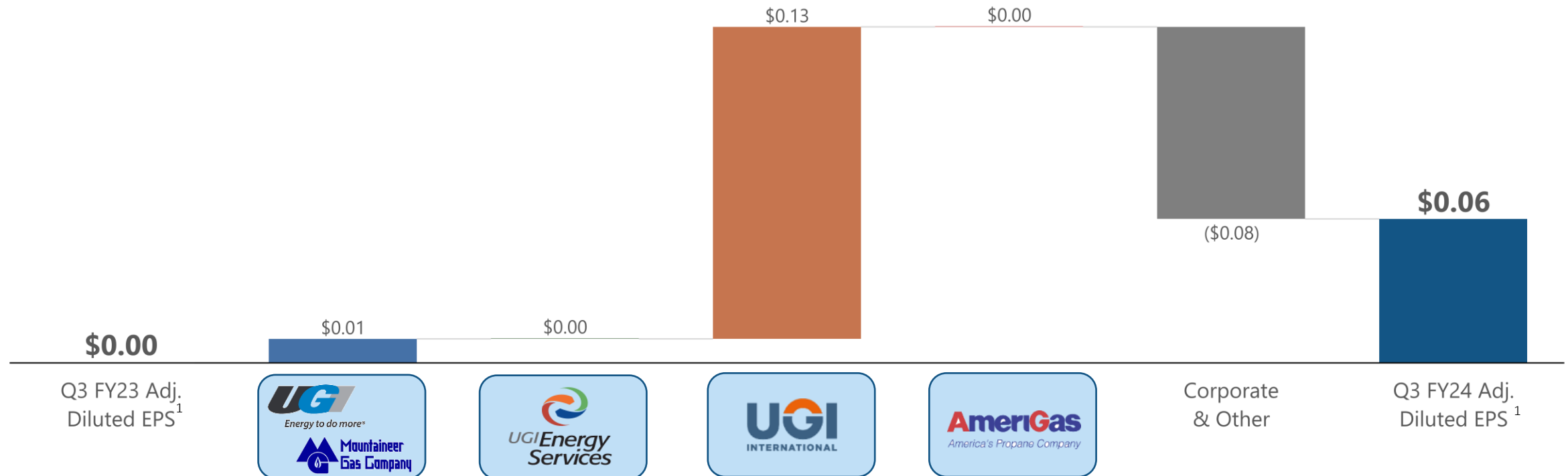


Q3 FY24 Financial  
Results

# Q3 FY24 Results Recap

Q3 FY24 GAAP Diluted EPS of (\$0.23) compared to (\$3.76) in Q3 FY23

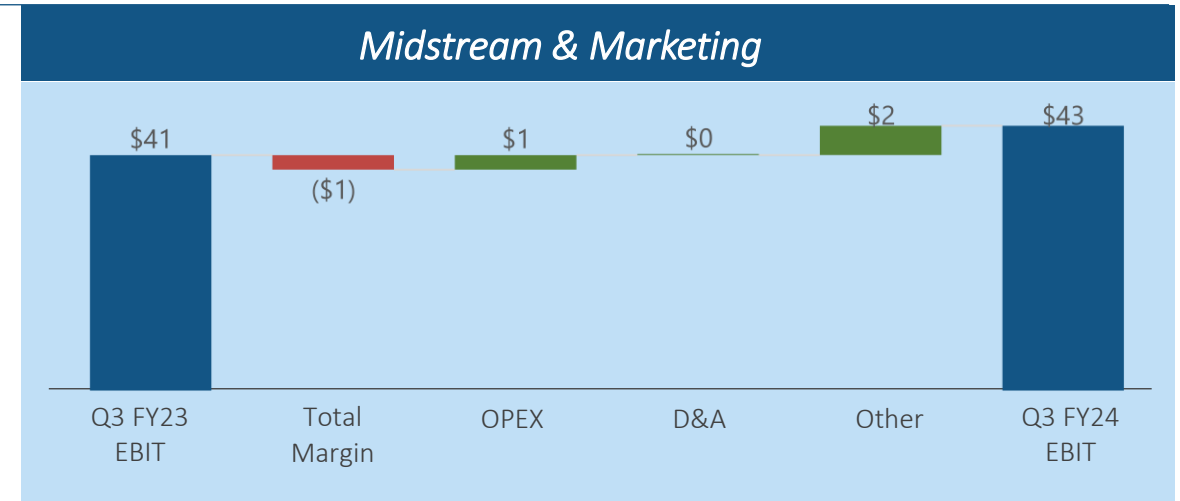
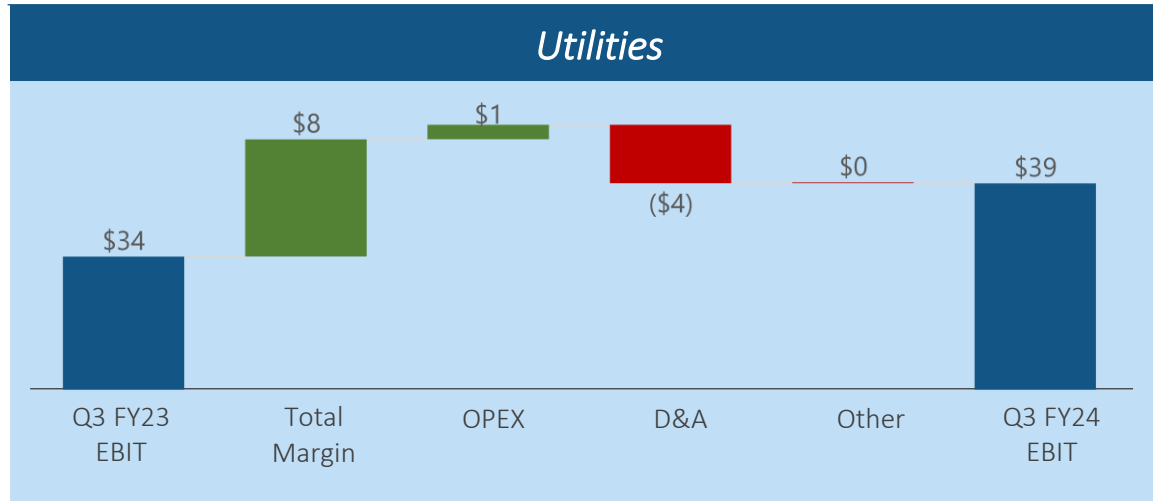
## Q3 FY24 Adjusted Diluted EPS<sup>1</sup> – Comparison with Q3 FY23



1. Adjusted diluted EPS is a non-GAAP measure. See Appendix for reconciliation.

# Q3 FY24 Segment Results Recap – Natural Gas

## Q3 FY24 EBIT - Comparison with Q3 FY23 (\$ in million)



### Key Drivers

- ▲ Total margin growth primarily due to increases in gas and electric base rates, increases in DSIC revenue, and the effect of growth in core market customers
- ▼ Higher depreciation expense reflects the effects of continued distribution system capital expenditure activity

**Weather**  
Vs. Normal  
🌡️ 26.1%

**Vs. PY**  
🌡️ 16.6%

### Key Drivers

- ▲ Slightly lower operating and administrative expenses and higher other operating income, were partially offset by slightly lower total margin

**Weather**  
Vs. Normal  
🌡️ 23.5%

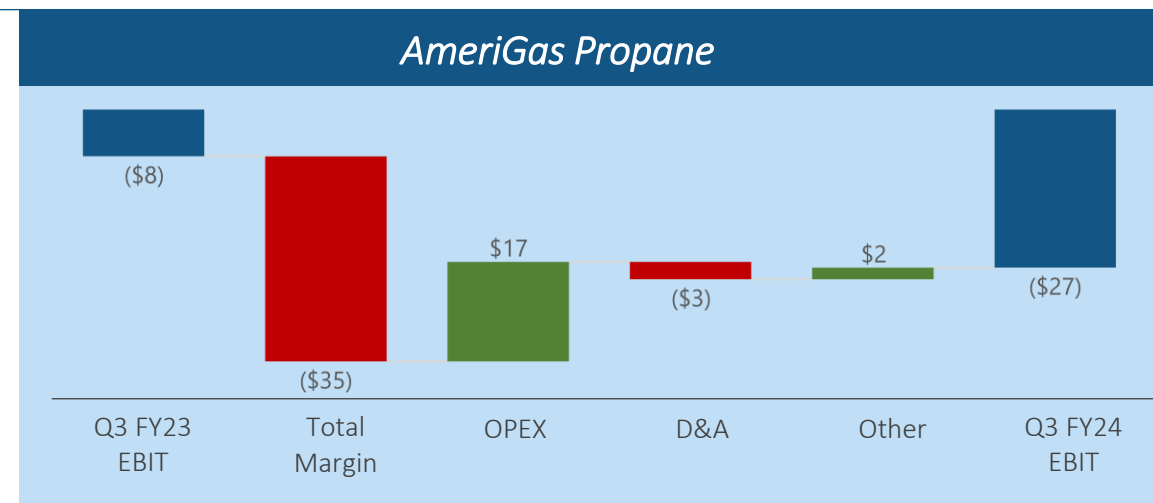
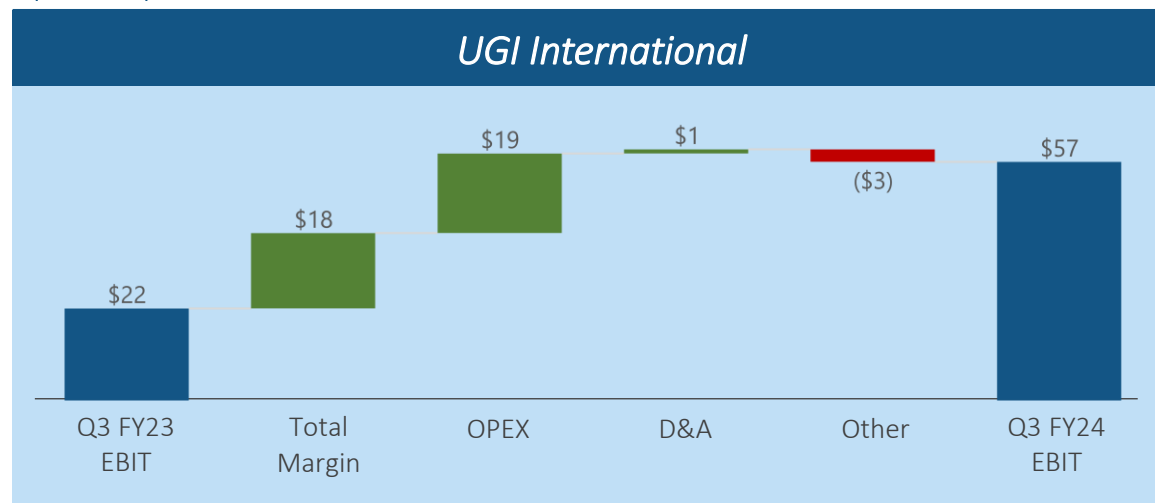
**Vs. PY**  
🌡️ 18.3%



# Q3 FY24 Segment Results Recap – Global LPG

## Q3 FY24 EBIT - Comparison with Q3 FY23

(\$ in million)



### Key Drivers

- ▼ Retail volume decreased 4% largely due to the effects of the warmer weather and lower growth in natural gas to LPG conversions
- ▲ Total margin increase primarily reflects higher LPG unit margins and, to a lesser extent, impact of the non-core energy marketing activities
- ▲ Lower OPEX primarily due to lower personnel and maintenance expenses

#### Weather

Vs. Normal

🌡️ 10.0%

Vs. PY

🌡️ 2.8%

■ Increase

■ Decrease

### Key Drivers

- ▼ Total retail gallons sold decreased 13% primarily due to continued customer attrition and warmer weather
- ▼ Total margin decreased largely due to the lower retail propane volumes sold (\$28 million) and lower average retail propane unit margins (\$5 million)
- ▲ Lower OPEX reflects, among other things, lower compensation expenses and advertising expenses

#### Weather

Vs. Normal

🌡️ 5.5%

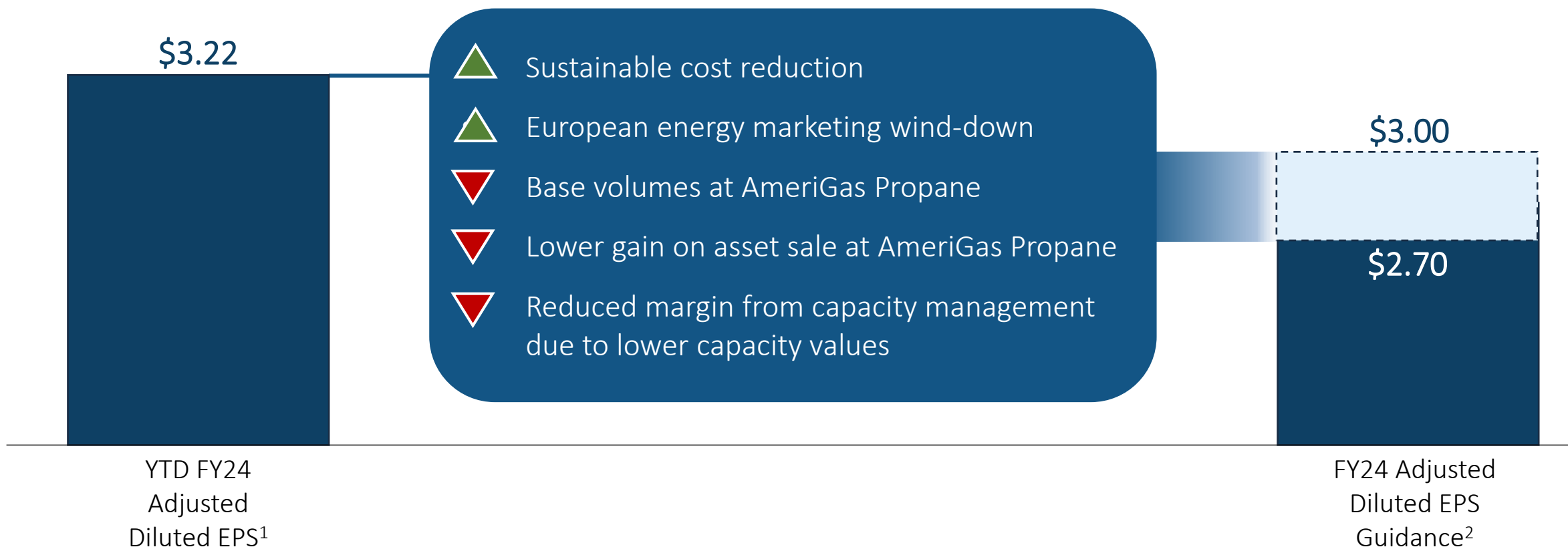
Vs. PY

🌡️ 8.7%

🌡️ Colder

🌡️ Warmer

## Q4 FY24 Assumptions



1. Adjusted diluted EPS is a non-GAAP measure. See Appendix for 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 fiscal year 2024 adjusted diluted EPS, 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.

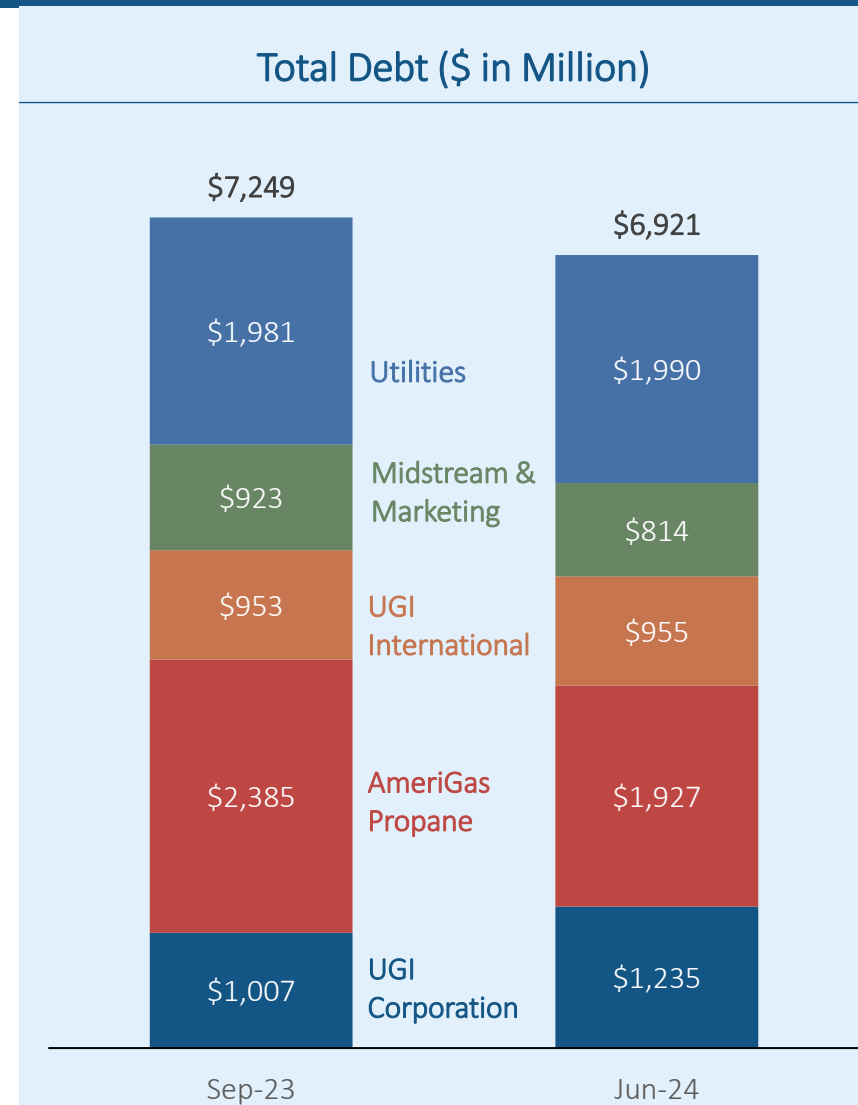
# Balance Sheet Update

➤ Executed several significant financing activities:

- Issued \$700 million of 5.00% Convertible Senior Notes due in 2028 at UGI Corporation
- Repurchased \$475 million of the 5.50% Senior Notes due May 2025 at AmeriGas Partners and AmeriGas Finance Corp using cash on hand, a \$315 million cash contribution from UGI Corporation and other sources of liquidity
- Refinanced \$788 million of UGI Energy Services Term Loans, achieving lower applicable margin on borrowings
- On August 2, 2024, replaced AmeriGas Propane’s Credit Agreement due in September 2026 with a new secured Asset-Based Lending Revolver due in 2029, resulting in more favorable financial covenants and **elimination of the debt to EBITDA covenant requirement**

➤ Made solid progress in strengthening our balance sheet and reducing our leverage:

	Leverage Ratios <sup>1</sup> as of	
	30 June 2024	30 September 2023
UGI Corporation	3.9x	4.4x
AmeriGas Propane	4.9x	5.2x



1. Calculated in accordance with the relevant debt agreement in place as at the end of the periods noted.

# Attractive and Sustainable Value Creation<sup>1</sup>



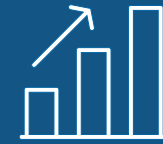
4 - 6%

Targeted EPS growth rate  
(FY24-27)



3.5 – 4.0x

Targeted leverage ratio<sup>2</sup>



9%+

Targeted rate base growth  
(FY24-27)



Preserving the dividends and  
maintaining an attractive payout  
ratio



Attractive free cash flow  
generation to support our capital  
allocation framework



Continuous efforts to maximize  
customer satisfaction



Q

&

A



# Appendix

# Our Businesses

## Natural Gas

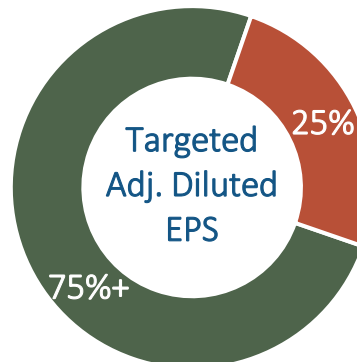
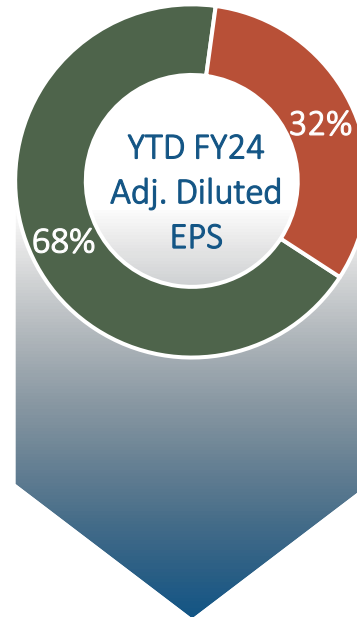
*Growth*

### Regulated Utilities

- Leading regulated utilities in constructive regulatory environments
- Strong rate base growth and attractive return on equity
- Weather normalization riders to promote earnings reliability
- Attractive capital investment runway with minimal regulatory lag

### Midstream & Marketing

- Full suite of midstream services
- Scalable infrastructure to meet increasing demand
- Significant fee-based income promotes earnings stability



## Global LPG

*Cash Generation*

### UGI International

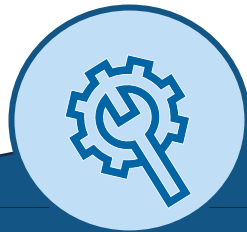
- Leading market positions
- Strategically located supply assets
- Strong track record of margin stability and free cash flow generation

### AmeriGas Propane

- Largest retail LPG distributor in the US<sup>1</sup> with broad geographic footprint serving all 50 states
- Significant supply and transportation network across the nation
- Consistent free cash flow generation

1. Based on the volume of propane gallons distributed annually.

# Our Strategy to Maximize Shareholder Value



Operate a high-performing, customer-centric and results-driven organization



Capitalize on our market leading positions and optimize our strategic assets



Sustainably grow earnings through strong execution and disciplined capital allocation



Maximize value for our shareholders

Safety

Respect

Integrity

Sustainability

Excellence

Reliability

# Actions to Drive Long-Term Shareholder Value



Pursue portfolio optimization and growth

Pursue opportunities to optimize our portfolio and drive reliable earnings growth in the base business



Stabilize and optimize the domestic propane business

Execute on an operational turnaround plan at AmeriGas Propane



Create efficiencies and an optimal cost structure

Continuous focus on operational efficiencies to improve cost agility and deliver sustainable cost savings



Drive balance sheet improvement

Enhance our capital structure and credit metrics to provide greater financial flexibility

# Shareholder Value Proposition



International energy distributor with an attractive business mix and leading position in key markets



Building a culture of continuous improvement to drive cost competitiveness and sustainable cost savings



Focused on prudent capital allocation while investing in growth and maintaining a strong balance sheet and financial flexibility



Committed to returning cash to shareholders through dividends



Relentless focus on the customers' experience

**75%+**

Targeted  
Earnings from  
the Natural Gas  
Businesses<sup>1</sup>

**9%+**

Targeted Rate  
Base Growth<sup>1</sup>

**4 - 6%**

Targeted Long-  
Term EPS  
Growth Rate<sup>1</sup>

# FY24 - 27 Financial Targets<sup>1</sup>

4 – 6%

*EPS Growth Rate*

\$3.7 - \$4.1B

*Capital Expenditure*

9%+

*Rate Base Growth Rate*

3.5 – 4.0x

*Leverage Ratio<sup>2</sup>*

*Executing on our strategy to deliver sustainable shareholder value*

# Capital Allocation Framework

## 1 Shareholder Return

- Maintain commitment to the dividends
- Strong dividend payout ratio between 45% - 55%

## 2 Balance Sheet Improvement

- Maintain attractive liquidity to navigate market dynamics
- Target net debt to adjusted EBITDA (leverage ratio)<sup>1</sup> between 3.5 – 4.0x<sup>2</sup>

## 3 High-Return Organic Growth Opportunities

- Prioritize investments in the regulated utilities businesses, which attract a strong return on equity
- Support organic growth in the natural gas businesses through disciplined capital investment

## 4 Portfolio Optimization

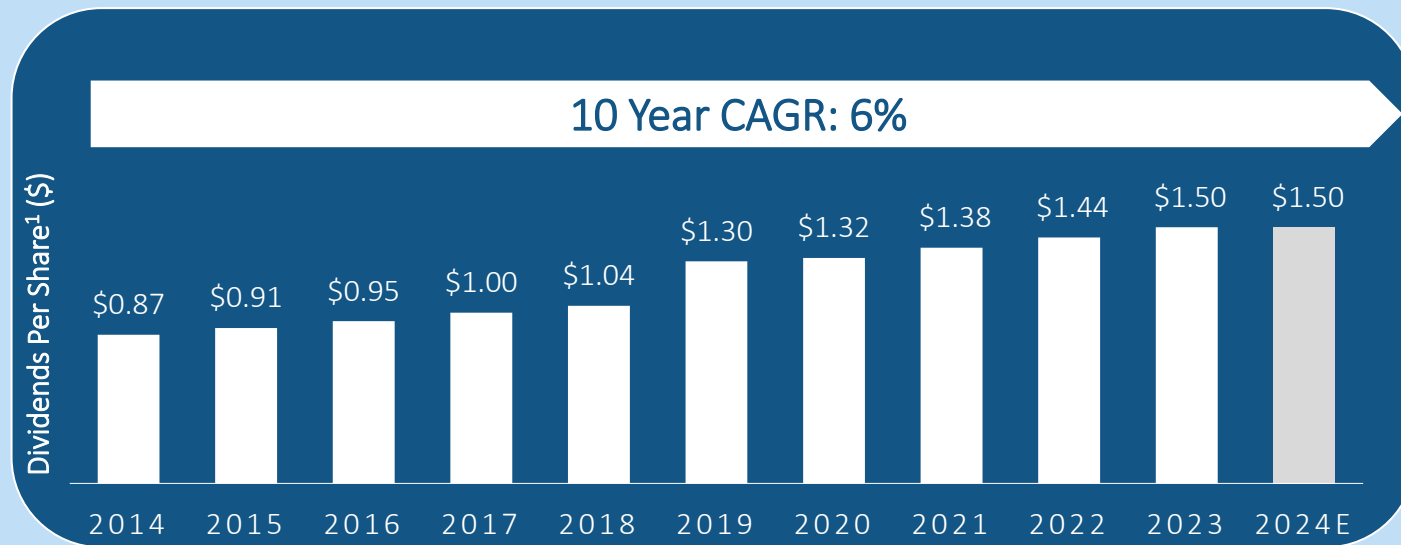
- Actively assess our portfolio to further maximize shareholder value
- Deploy capital for high-return, margin accretive transactions that provide a strategic fit, while maintaining a healthy balance sheet

1. 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.

# Our Dividend Commitment

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

**140 years**  
Consecutively Paying Dividends



*Committed to returning value to shareholders through dividend payments*

**FY24 - 26<sup>2</sup>**

With our focus on strengthening the balance sheet, we expect to keep dividends flat in the near-term

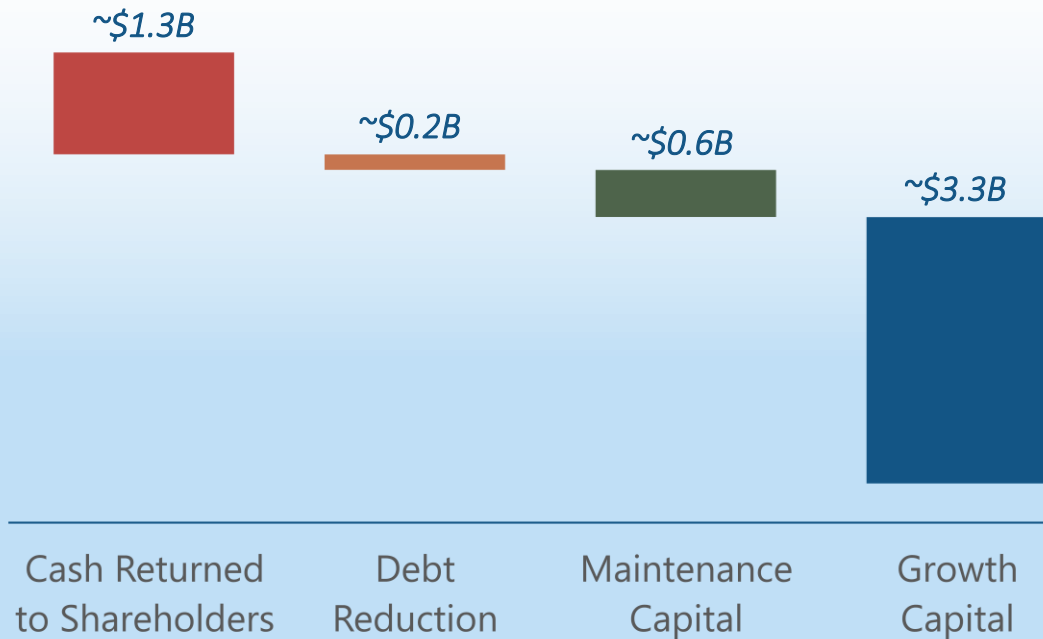
**FY27 and Beyond<sup>2</sup>**

Anticipate returning to a targeted 4% long-term dividend growth rate

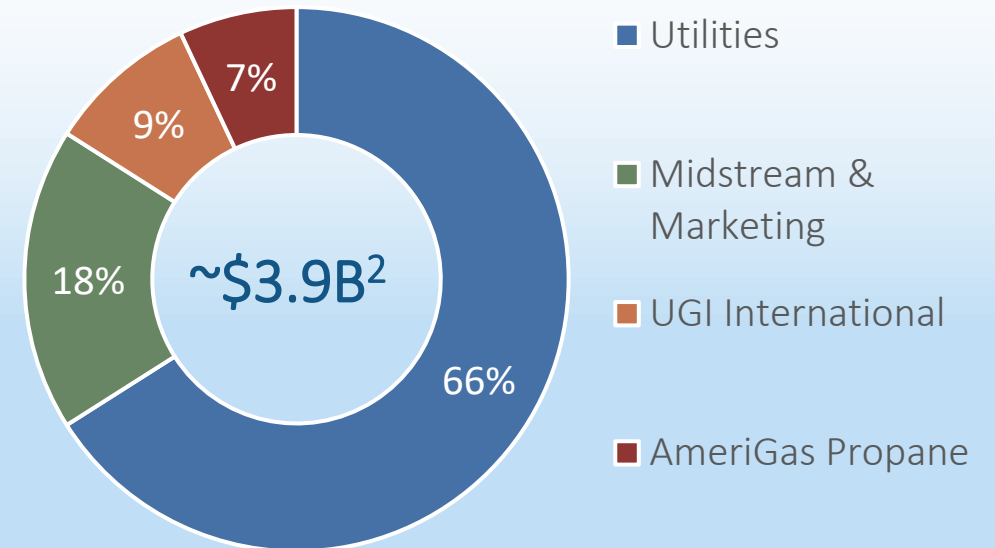
1. Adjusted for stock splits. Dividend figures represent annualized dividends based on the last dividend issued in that fiscal year. 2. The forward-looking information used on this slide is as of May 2, 2024, and is for illustrative purposes only. Actual numbers may differ substantially from the figures presented.

# FY24-27 Capital Deployment Plan <sup>1</sup>

## Uses of Cash



## Growth and Maintenance Capital by Segment



- Capital plan funded by cash flow from operations
- Disciplined investments to achieve an optimal portfolio mix

- ~85% of total capital invested in natural gas businesses
- 75%+ of growth capital being deployed in the regulated utilities businesses

1. The forward-looking information used on this slide is as of May 2, 2024, and is for illustrative purposes only. Actual numbers may differ substantially from the figures presented. 2. \$3.9 billion is the mid-point of the \$3.7 - \$4.1 billion expected range of capital expenditure over FY24-27.

# Stabilizing and Optimizing AmeriGas Propane

## Key Actions

- **Adjust the operating model** to enhance customer focus, support operational excellence and create efficiencies
  - **Drive operational improvement** within our operations and customer service centers to improve service reliability and customer satisfaction
  - Focus on **operational efficiencies**, leverage strengths across the UGI family of companies, and perform **effective cost control**
- **Refocus and optimize our portfolio**
  - Pursue opportunities to divest select assets
  - Maintain capital deployment discipline and limit growth related capital
- Execute strategy to **adjust the capital structure and reduce covenant pressures**
- Maintain an **enhanced focus on safety**



# Renewables Investment Highlights

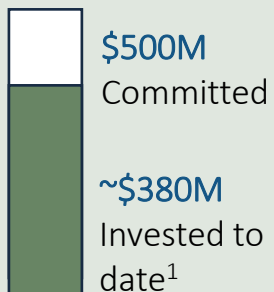


UGI continues to develop a portfolio of renewables through investment in committed projects

11

High-quality RNG projects in multiple states

Total Commitment



10%+

Targeted Unlevered IRR



## Renewable Natural Gas Projects Committed to Date<sup>1,2</sup>

	Feedstock	Production <sup>3</sup> (~Mmcf)	FY22	FY23	FY24	FY25
New Energy One– Joint Venture (<25%)		250	✓			
Cayuga - Spruce Haven		50	✓			
Cayuga - Allen Farms		85		✓		
Cayuga - EL-VI		55		✓		
MBL Bioenergy – Moody		300			✓	
Hamilton – Synthica St. Bernard		250				
Cayuga – Bergen Farms		150				
Cayuga – New Hope View Farms		35				
MBL Bioenergy – Brookings & Lakeside		525				
Aurum Renewables – Joint Venture (40%)		1,800				
Ag-Grid (33% ownership)			✓			

Status:



Facility completed and in service



Expected completion date

Feedstock:



Dairy



Food



Landfill

1. As of June 30, 2024. 2. The forward-looking information used on this slide is for illustrative purposes only. Actual numbers may differ substantially from the figures presented. 3. 100% of the anticipated production capacity from the RNG projects

# Strong Strides in Environmental, Social and Governance (“ESG”)

## Our ESG Ratings



## Environmental Commitments and Progress<sup>2</sup>

### Scope 1 Emissions Reduction Commitment

55% Reduction by 2025



### Methane Emissions Reduction Commitment

92% Reduction by 2030  
95% Reduction by 2040



### Pipeline Replacement and Betterment Commitments

- Replace all cast iron by 2027
- Replace all bare steel by 2041



## Social Commitments and Progress

### Supplier Diversity Goal

Improve spend with diverse Tier I and Tier II suppliers by 25% by 2025



## Safety Commitments and Progress

### Total Recordable Injuries (TRI)

35% Reduction in TRI by 2025<sup>3</sup>  
(Per 200,000 hours)



### Accountable Vehicle Incidents (AVI)

50% Reduction in AVI by 2025<sup>3</sup>  
(Per 1,000,000 miles)



1. As of August 5, 2023. 2. Information published in UGI's 2023 ESG Report. For more information on UGI's ESG initiatives, please see UGI's sustainability reports and visit [www.ugiesg.com](http://www.ugiesg.com). 3. Please see Appendix.

# Q3 and YTD FY24 Adjusted Diluted Earnings per Share



	Q3 FY24	Q3 FY23	YTD FY24	YTD FY23
Utilities	\$0.06	\$0.05	\$1.18	\$1.08
Midstream & Marketing	0.10	0.10	1.09	0.76
UGI International	0.19	0.06	0.99	0.69
AmeriGas Propane	(0.17)	(0.17)	0.08	0.40
Corporate & Other (a)	(0.41)	(3.80)	(0.82)	(10.71)
<b>Diluted earnings (loss) per share (b)</b>	<b>(0.23)</b>	<b>(3.76)</b>	<b>2.52</b>	<b>(7.78)</b>
Net (gains) losses on commodity derivative instruments not associated with current-period transactions (b)	(0.14)	0.55	(0.31)	6.34
Unrealized losses on foreign currency derivative instruments	—	0.01	0.06	0.18
Loss associated with impairment of AmeriGas Propane goodwill	—	3.14	—	3.14
Loss on extinguishments of debt	0.02	0.03	0.02	0.03
Business transformation expenses	—	0.01	—	0.02
AmeriGas operations enhancement for growth project	0.04	0.02	0.09	0.07
Restructuring costs	0.03	—	0.17	—
Costs associated with exit of UGI International energy marketing business	0.01	—	0.32	0.81
Impairment of assets held-for-sale	0.21	—	0.21	—
Impairment of assets	—	—	0.02	—
Impairment associated with equity method investments	0.12	—	0.12	—
<b>Total adjustments (a)</b>	<b>0.29</b>	<b>3.76</b>	<b>0.70</b>	<b>10.59</b>
<b>Adjusted diluted earnings per share (b)</b>	<b>\$0.06</b>	<b>\$0.00</b>	<b>\$3.22</b>	<b>\$2.81</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 the three months ended June 30, 2024 and nine months ended June 30, 2023, was determined excluding the effect of 3.82 million and 6.22 million dilutive shares, respectively, as the impact of such shares would have been antidilutive due to the net loss for the periods. The adjusted earnings per share for the three months ended June 30, 2024 and nine months ended June 30, 2023, was determined based upon fully diluted shares of 214.50 million and 216.03 million, respectively.

# Q3 and YTD FY24 Adjusted Net Income



(\$ in Million)	Q3 FY24	Q3 FY23	YTD FY24	YTD FY23
Utilities	\$13	\$10	\$254	\$234
Midstream & Marketing	22	22	234	165
UGI International	39	13	213	150
AmeriGas Propane	(36)	(35)	17	87
Corporate & Other (a)	(86)	(799)	(176)	(2,269)
<b>Net (loss) income attributable to UGI Corporation</b>	<b>(48)</b>	<b>(789)</b>	<b>542</b>	<b>(1,633)</b>
Net (gains) losses on commodity derivative instruments not associated with current-period transactions (net of tax of \$15, \$(36), \$16 and \$(465), respectively)	(33)	115	(66)	1,349
Unrealized losses on foreign currency derivative instruments (net of tax of \$1, \$(1), \$(5) and \$(15), respectively)	—	1	13	37
Loss associated with impairment of AmeriGas Propane goodwill (net of tax of \$0, \$4, \$0 and \$4 respectively)	—	660	—	660
Loss on extinguishments of debt (net of tax of \$(2), \$(2), \$(2) and \$(2), respectively)	5	7	5	7
Business transformation expenses (net of tax of \$0, \$(1), \$0 and \$(2), respectively)	—	1	—	4
AmeriGas operations enhancement for growth project (net of tax of \$(3), \$(2), \$(6) and \$(5) respectively)	9	4	19	14
Restructuring costs (net of tax of \$(2), \$0, \$(12) and \$0, respectively)	7	—	37	—
Costs associated with exit of UGI International energy marketing business (net of tax of \$0, \$0, \$(14) and \$(64), respectively)	2	—	68	170
Impairment of assets held-for-sale (net of tax of \$(17), \$0, \$(17), and \$0, respectively)	45	—	45	—
Impairment of assets (net of tax of \$0, \$0, \$(2) and \$0, respectively)	—	—	5	—
Impairment associated with equity method investments (net of tax of \$0, \$0, \$0, and \$0, respectively)	25	—	25	—
<b>Total adjustments (a) (b)</b>	<b>60</b>	<b>788</b>	<b>151</b>	<b>2,241</b>
<b>Adjusted net income (loss) attributable to UGI Corporation</b>	<b>\$12</b>	<b>\$(1)</b>	<b>\$693</b>	<b>\$608</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 DecisionMaker in assessing segment performance and allocating resources.

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

# UGI International Free Cash Flow (non-GAAP)



(\$ in Million)	YTD FY24	YTD FY23
Net cash provided by operating activities	\$193	\$5
Less: Capital Expenditure	(55)	(84)
<b>UGI International Free Cash Flow</b>	<b>\$138</b>	<b>(\$79)</b>

# Q3 FY24 Segment Reconciliation (GAAP) (\$ in Million)



	Total	Utilities	Midstream & Marketing	UGI International	AmeriGas Propane	Corp & Other
Revenues	\$1,380	\$257	\$253	\$455	\$445	\$(30)
Cost of sales	(639)	(89)	(167)	(244)	(217)	78
<b>Total margin</b>	<b>\$741</b>	<b>\$168</b> <sup>1</sup>	<b>\$86</b>	<b>\$211</b>	<b>\$228</b>	<b>\$48</b>
Operating and administrative expenses	(501)	(90) <sub>1</sub>	(30)	(138)	(219)	(24)
Depreciation and amortization	(139)	(42)	(22)	(29)	(46)	—
Impairment of assets held-for-sale	(62)	—	(62)	—	—	—
Loss on disposal of UGI International energy marketing business	(1)	—	—	—	—	(1)
Other operating income (expense), net	29	1	69	13	10	(64)
<b>Operating income (loss)</b>	<b>67</b>	<b>37</b>	<b>41</b>	<b>57</b>	<b>(27)</b>	<b>(41)</b>
(Loss) income from equity investees	(24)	—	2	(1)	—	(25)
Loss on extinguishments of debt	(7)	—	—	—	—	(7)
Other non-operating income, net	5	2	—	1	—	2
Earnings (loss) before income taxes and interest expense	41	39	43	57	(27)	(71)
Interest expense	(96)	(22)	(9)	(11)	(41)	(13)
(Loss) income before income taxes	(55)	17	34	46	(68)	(84)
Income tax benefit (expense)	7	(4)	(12)	(7)	32	(2)
<b>Net (loss) income attributable to UGI Corporation</b>	<b>\$(48)</b>	<b>\$13</b>	<b>\$22</b>	<b>\$39</b>	<b>\$(36)</b>	<b>\$(86)</b>

All non-GAAP adjustments are recorded at Corporate and Other. As a result, GAAP and non-GAAP earnings from each reportable segment – Utilities, Midstream & Marketing, UGI International and AmeriGas Propane – are the same.

1. For US GAAP purposes, certain revenue-related taxes within our Utilities segment are included in "Operating and administrative expenses" above. Such costs reduce margin for Management's Results of Operations reported in our periodic filings.

# UGI Corporation Q3 and YTD FY24 Adjusted EBITDA (non-GAAP)



	Year Ended September 30,					Nine Months Ended June 30,		
	2021	2022	2023	LTM Jun'23	LTM Jun'24	2022	2023	2024
Net income (loss) including noncontrolling interests	\$1,467	\$1,073	(\$1,502)	(\$1,391)	\$673	\$831	(\$1,633)	\$542
Income taxes	522	313	(335)	(333)	178	285	(361)	152
Interest expense	310	329	379	365	394	245	281	296
Depreciation and amortization	502	518	532	528	549	387	397	414
<b>EBITDA</b>	<b>2,801</b>	<b>2,233</b>	<b>(926)</b>	<b>(831)</b>	<b>1,794</b>	<b>1,748</b>	<b>(1,316)</b>	<b>1,404</b>
Unrealized (gains) losses on commodity derivative instruments	(1,390)	(598)	1,644	1,569	(252)	(353)	1,814	(82)
Unrealized (gains) losses on foreign currency derivative instruments	(8)	(50)	38	21	4	(19)	52	18
Loss on extinguishments of debt	—	11	9	9	7	11	9	7
AmeriGas Merger expenses	—	—	—	—	—	—	—	—
Acquisition and integration expenses associated with the CMG Acquisition	1	—	—	—	—	—	—	—
Acquisition and integration expenses associated with the Mountaineer Acquisition	14	2	—	1	—	1	—	—
Business transformation expenses	101	9	10	9	4	6	6	—
Impairments associated with equity method investments	93	35	—	(15)	25	50	—	25
Impairment of customer relationship intangible	20	—	—	—	—	—	—	—
Loss on disposals of Conemaugh and HVAC	—	—	—	—	—	—	—	—
Restructuring costs	—	29	—	6	49	23	—	49
Loss associated with impairment of AmeriGas Propane goodwill	—	—	656	656	—	—	656	—
Costs associated with exit of the UGI International energy marketing business	—	5	248	239	96	—	234	82
Net gain on sale of UGI headquarters building	—	—	(14)	—	(14)	—	—	—
AmeriGas operations enhancement for growth project	—	5	24	24	30	—	19	25
Impairment of assets held-for-sale	—	—	—	—	62	—	—	62
Impairment of assets	—	—	—	—	7	—	—	7
<b>Adjusted EBITDA</b>	<b>\$1,632</b>	<b>\$1,681</b>	<b>\$1,689</b>	<b>\$1,688</b>	<b>\$1,812</b>	<b>\$1,467</b>	<b>\$1,474</b>	<b>\$1,597</b>

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

---

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

---

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.

## 50% Reduction in Accountable Vehicle Incidents (AVI) by 2025

---

1. UGI Utilities and UGI Energy Services use the American Gas Association definition for AVI, which defines an AVI as a reportable motor vehicle incident in which the driver failed to do everything that reasonably could have been done to avoid the incident.
2. UGI International reports rates in accordance with the Industrial Management System guidelines. At UGI an AVI represents an incident that caused or contributed to, in whole or in part, by actions of the company driver or contractor driver, or an incident that could have been avoided by the company driver, using reasonable defensive driving measures, which resulted in injury or damage, either to the vehicle, or to the object struck, regardless of value.
3. AmeriGas Propane defines an AVI as any incident that could have been preventable by the company driver.