

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT  
Pursuant to Section 13 or 15(d)  
of The Securities Exchange Act of 1934  
Date of Report (Date of earliest event reported): November 16, 2023

UGI Corporation  
(Exact Name of Registrant as Specified in Charter)

Pennsylvania  
(State or Other Jurisdiction  
of Incorporation)

1-11071  
(Commission  
File Number)

23-2668356  
(I.R.S. Employer  
Identification No.)

500 North Gulph Road, King of Prussia, PA 19406  
(Address of Principal Executive Offices) (Zip Code)

Registrant's Telephone Number, Including Area Code: 610 337-1000

Not Applicable  
Former Name or Former Address, if Changed Since Last Report

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class:	Trading Symbol(s):	Name of each exchange on which registered:
Common Stock, without par value	UGI	New York Stock Exchange
Corporate Units	UGIC	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (\$230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (\$240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

**Item 2.02 Results of Operations and Financial Condition.**

On November 16, 2023, UGI Corporation (the “Company”) issued a press release announcing financial results for the Company for the fiscal quarter and year ended September 30, 2023. A copy of the press release is furnished as Exhibit 99.1 to this report and is incorporated herein by reference.

**Item 7.01 Regulation FD Disclosure.**

In its November 16, 2023 press release, the Company also announced earnings guidance for the fiscal year ending September 30, 2024. A copy of the press release is furnished as Exhibit 99.1 to this report and is incorporated herein by reference.

On November 17, 2023, the Company will hold a live Internet Audio Webcast of its conference call to discuss its financial results for the fiscal quarter and year ended September 30, 2023.

Presentation materials containing certain historical and forward-looking information relating to the Company (the “Presentation Materials”) have been made available on the Company’s website. A copy of the Presentation Materials is furnished as Exhibit 99.2 to this report and is incorporated herein by reference in this Item 7.01. All information in Exhibit 99.2 is presented as of the particular dates referenced therein, and the Company does not undertake any obligation to, and disclaims any duty to, update any of the information provided.

*In accordance with General Instruction B.2 of Form 8-K, the information in this report, including Exhibits 99.1 and 99.2, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, and will not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in that filing.*

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits. The following exhibits are being furnished herewith:

99.1	<a href="#">Press Release of UGI Corporation dated November 16, 2023.</a>
99.2	<a href="#">Presentation of UGI Corporation dated November 17, 2023.</a>
104	Cover Page Interactive Data File (formatted as inline XBRL)

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

UGI Corporation

November 17, 2023

By: /s/ Sean O'Brien  
Name: Sean O'Brien  
Title: Chief Financial Officer



# UGI Reports Fiscal 2023 Results

## Issues Fiscal 2024 Guidance

November 16, 2023

VALLEY FORGE, PA - UGI Corporation (NYSE: UGI) reported financial results for the fiscal year ended September 30, 2023 and provided guidance for fiscal year 2024.

### HEADLINES

- GAAP net loss of \$(1,502) million and adjusted net income of \$613 million compared to GAAP net income of \$1,073 million and adjusted net income of \$626 million in the prior year.
- GAAP diluted (loss) earnings per share ("EPS") of \$(7.16) and adjusted diluted EPS of \$2.84 compared to GAAP diluted EPS of \$4.97 and adjusted diluted EPS of \$2.90 in the prior year.
- Reportable segments earnings before interest expense and income tax<sup>1</sup> ("EBIT") of \$1,158 million compared to \$1,166 million in the prior year.
- Available liquidity of approximately \$1.6 billion.
- Issued fiscal 2024 adjusted diluted EPS guidance range of \$2.70 - \$3.00<sup>2</sup>.

### STRATEGIC ACCOMPLISHMENTS

- Record earnings at the Utilities and Midstream & Marketing segments, led by higher gas utility base rates, benefits from the weather normalization adjustment mechanism at the PA Gas Utility, and incremental earnings from the prior year acquisitions of UGI Moraine East and Pennant.
- Deployed a significant level of capital (\$563 million) and added ~13,000 residential and commercial heating customers at the Utilities.
- In conjunction with our strategy to improve earnings stability, we divested the energy marketing businesses in the UK and Belgium during the fiscal year. In October 2023, the Company also completed the sale of substantially all of the energy marketing portfolio in France.
- Committed over \$500 million to renewable energy projects to date, and completed construction of two previously announced RNG projects in upstate New York, Allen Farms and El-Vi, which have the capacity to produce 140 million cubic feet of RNG annually.
- Paid dividends for the 139<sup>th</sup> consecutive year, delivering a 10-year compound average growth rate of 7%.

Roger Perreault, President and Chief Executive Officer of UGI Corporation said, "While fiscal 2023 was a challenging year, we were pleased to deliver adjusted diluted EPS of \$2.84 which was largely attributable to record earnings in both our Utilities and Midstream & Marketing segments as well as benefits from actions taken to alleviate volume and cost-related pressures in the Global LPG businesses. I would like to recognize our employees for their dedication to safely serving our customers while navigating this dynamic environment.

With fiscal 2024 underway, we are intently focused on the previously announced strategic actions to improve earnings reliability and strengthen the balance sheet. These actions include the re-alignment of our capital allocation plan, measures to reduce and optimize our cost structure, and the strategic review of the LPG businesses. Our priorities for deploying cash are maintaining dividends, strengthening the balance sheet, and investing capital in our regulated utilities. In addition, we continue to assess opportunities for share repurchases and other growth investments in natural gas in the future. We remain confident that UGI has a robust portfolio, with high-quality assets, which supports sustainable long-term value creation for its shareholders."

### 2024 OUTLOOK

UGI provides an adjusted EPS guidance range of \$2.70 - \$3.00<sup>2</sup> per diluted share for the fiscal year ending September 30, 2024. This guidance range assumes normal weather and the current tax regime.

## EARNINGS CALL and WEBCAST

UGI Corporation will hold a live Internet Audio Webcast of its conference call to discuss fiscal 2023 earnings and other current activities at 9:00 AM ET on Friday, November 17, 2023. Interested parties may listen to the audio webcast both live and in replay on the Internet at <https://www.ugicorp.com/investors/financial-reports/presentations> or by visiting the company website <https://www.ugicorp.com> and clicking on Investors and then Presentations. A replay of the webcast will be available after the event through to 11:59 PM ET November 16, 2024.

## CONTACT INVESTOR RELATIONS

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Tameka Morris, ext. 6297  
Arnab Mukherjee, ext. 7498  
Shelly Oates, ext. 3202

## ABOUT UGI

UGI Corporation (NYSE: UGI) is a distributor and marketer of energy products and services in the US and Europe. UGI offers safe, reliable, affordable, and sustainable energy solutions to customers through its subsidiaries, which provide natural gas transmission and distribution, electric generation and distribution, midstream services, propane distribution, renewable natural gas generation, distribution and marketing, and energy marketing services.

Comprehensive information about UGI Corporation is available on the Internet at <https://www.ugicorp.com>.

## USE OF NON-GAAP MEASURES

Management uses "adjusted net income attributable to UGI Corporation" and "adjusted diluted earnings per share," both 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.

Tables on the last page of this press release reconcile net income attributable to UGI Corporation, the most directly comparable GAAP measure, to adjusted net income attributable to UGI Corporation, and diluted earnings per share, the most comparable GAAP measure, to adjusted diluted earnings per share, to reflect the adjustments referred to above.

<sup>1</sup>Reportable segments' EBIT represents an aggregate of our reportable operating segment level EBIT as determined in accordance with GAAP.

<sup>2</sup>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 the fiscal year 2024 adjusted diluted earnings per share, a non-GAAP measure, to diluted earnings per share, the most directly comparable GAAP measure, in reliance on the "unreasonable efforts" exception set forth in SEC rules.

## USE OF FORWARD-LOOKING STATEMENTS

This press release 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 and Quarterly Reports on Form 10-Q 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.

SEGMENT RESULTS (\$ in millions, except where otherwise indicated)

Utilities

For the year ended September 30,	2023	2022	Increase (Decrease)	
Revenues	\$ 1,854	\$ 1,620	\$ 234	14 %
Total margin (a)	\$ 877	\$ 801	\$ 76	9 %
Operating and administrative expenses	\$ 368	\$ 332	\$ 36	11 %
Operating income	\$ 357	\$ 327	\$ 30	9 %
Earnings before interest expense and income taxes	\$ 365	\$ 336	\$ 29	9 %
Natural gas system throughput - billions of cubic feet				
Core market	96	100	(4)	(4)%
Total	375	363	12	3 %
Natural gas heating degree days - % warmer than normal	(11.7)%	(7.5)%		
Capital expenditures	\$ 563	\$ 562	\$ 1	— %

- Temperatures were 12% warmer than normal and 5% warmer than the prior-year period.
- Core market throughput decreased 4% due to warmer weather, partially offset by customer growth.
- Total margin increased \$76 million primarily due to the increase in our PA Gas Utility base rates that went into effect at the end of October 2022 and benefits from the weather normalization rider in our PA Gas Utility which largely offset the effects of warmer weather.
- Operating and administrative expenses increased \$36 million largely due to an increase in uncollectible accounts expense, contract labor costs and personnel-related expenses.
- Operating income increased \$30 million compared to the prior year, largely reflecting the higher total margin, partially offset by higher operating and administrative expenses and higher depreciation expense (\$8 million) which reflects the effects of continued distribution system capital expenditure activity.

(a) Total margin represents total revenue less total cost of sales. In the case of the Utilities, total margin is also reduced by certain revenue-related taxes.

Midstream & Marketing

For the year ended September 30,	2023	2022	Increase (Decrease)	
Revenues	\$ 1,847	\$ 2,326	\$ (479)	(21)%
Total margin (a)	\$ 487	\$ 450	\$ 37	8 %
Operating and administrative expenses	\$ 133	\$ 129	\$ 4	3 %
Operating income	\$ 285	\$ 246	\$ 39	16 %
Earnings before interest expense and income taxes	\$ 291	\$ 269	\$ 22	8 %
Heating degree days - % (warmer) than normal	(11.0)%	(8.1)%		
Capital expenditures	\$ 130	\$ 38	\$ 92	242 %

- Temperatures were 11% warmer than normal and 6% warmer than the prior-year period.
- Total margin increased \$37 million reflecting increased margins from natural gas gathering and processing activities (\$49 million), largely due to the prior year acquisitions of UGI Moraine East and Pennant. These increases were partially offset by lower margin from natural gas marketing activities (\$8 million), including the effects of peaking and capacity management activities, where the business benefited from the positive impact of settlement timing of certain multi-year commodity storage hedge contracts in the prior year.
- Operating income increased \$39 million compared to the prior year reflecting higher total margin and farm-out revenue, partially offset by higher depreciation and amortization expense (\$7 million) and higher operating and administrative expense (\$4 million).
- EBIT increased \$22 million due to an increase in operating income, partially offset by lower income from equity method investments following the acquisition of the remaining interest in Pennant in the fourth quarter of the prior year.

## UGI International

For the year ended September 30,

	2023	2022	Increase (Decrease)	
Revenues	\$ 2,965	\$ 3,686	\$ (721)	(20)%
Total margin (a)	\$ 920	\$ 935	\$ (15)	(2)%
Operating and administrative expenses	\$ 623	\$ 611	\$ 12	2 %
Operating income	\$ 215	\$ 237	\$ (22)	(9)%
Earnings before interest expense and income taxes	\$ 234	\$ 254	\$ (20)	(8)%
LPG retail gallons sold (millions)	729	799	(70)	(9)%
Heating degree days - % warmer than normal	(10.5)%	(2.6)%		
Capital expenditures	\$ 129	\$ 107	\$ 22	21 %

Base-currency results are translated into U.S. dollars based upon exchange rates experienced during the reporting periods. The functional currency of a significant portion of our UGI International results is the euro and, to a much lesser extent, the British pound sterling. During fiscal 2023 and fiscal 2022, the average unweighted euro-to-dollar translation rates were \$1.07 and \$1.08, respectively, and the average unweighted British pound sterling-to-dollar translation rate were \$1.23 and \$1.28, respectively.

- Temperatures were 11% warmer than normal and 8% warmer than the prior-year period.
- Retail volume decreased 9% primarily due to the effect of energy conservation efforts across Europe largely due to high global energy prices and the war between Russia and Ukraine, as well as warmer weather.
- Total margin decreased \$15 million reflecting lower retail volume and the translation effects of the weaker foreign currencies (\$27 million), partially offset by higher LPG unit margins and increased total margin from energy marketing operations (\$29 million).
- Operating and administrative expenses increased \$12 million reflecting the impact of the global inflationary cost environment, partially offset by lower distribution and personnel-related costs and the translation effects of the weaker foreign currencies (\$11 million).
- Operating income decreased \$22 million due to lower total margin, higher operating and administrative expenses, and lower gain from asset sales (\$11 million), partially offset by increased foreign currency transaction gains (\$12 million) and higher income from cylinder deposits (\$5 million).

## AmeriGas Propane

For the year ended September 30,

	2023	2022	Increase (Decrease)	
Revenues	\$ 2,581	\$ 2,943	\$ (362)	(12)%
Total margin (a)	\$ 1,331	\$ 1,330	\$ 1	— %
Operating and administrative expenses	\$ 950	\$ 889	\$ 61	7 %
Operating income / earnings before interest expense and income taxes	\$ 268	\$ 307	\$ (39)	(13)%
Retail gallons sold (millions)	823	888	(65)	(7)%
Heating degree days - % colder (warmer) than normal	0.5 %	(0.8)%		
Capital expenditures	\$ 134	\$ 128	\$ 6	5 %

- Retail gallons sold decreased 7% largely due to continued shortage of drivers, which also limited growth, as well as the continuation of customer attrition, and structural conservation.
- Total margin increased \$1 million reflecting higher average propane margins including effective margin management efforts, largely offset by lower retail volumes sold.
- Operating and administrative expenses increased \$61 million reflecting, among other things, vehicle expenses, staffing, overtime and employee-related costs associated with distribution activity, and advertising expenses.
- Operating income and EBIT decreased \$39 million reflecting higher operating and administrative expenses, partially offset by an increase in other income (\$21 million) largely related to gains on asset sales.



# REPORT OF EARNINGS - UGI CORPORATION

(Millions of dollars, except per share)  
Unaudited

	Three Months Ended September 30,		Twelve Months Ended September 30,	
	2023	2022	2023	2022
Revenues:				
Utilities	\$ 210	\$ 220	\$ 1,854	\$ 1,620
Midstream & Marketing	261	595	1,847	2,326
UGI International	529	675	2,965	3,686
AmeriGas Propane	434	520	2,581	2,943
Corporate & Other (a)	(30)	(76)	(319)	(469)
Total revenues	<u>\$ 1,404</u>	<u>\$ 1,934</u>	<u>\$ 8,928</u>	<u>\$ 10,106</u>
Earnings (loss) before interest expense and income taxes:				
Utilities	\$ (2)	\$ 4	\$ 365	\$ 336
Midstream & Marketing	38	53	291	269
UGI International	18	26	234	254
AmeriGas Propane	28	4	268	307
Total reportable segments	82	87	1,158	1,166
Corporate & Other (a)	173	268	(2,616)	550
Total earnings (loss) before interest expense and income taxes	<u>255</u>	<u>355</u>	<u>(1,458)</u>	<u>1,716</u>
Interest expense:				
Utilities	(20)	(18)	(82)	(65)
Midstream & Marketing	(12)	(10)	(45)	(41)
UGI International	(11)	(6)	(37)	(28)
AmeriGas Propane	(41)	(40)	(163)	(160)
Corporate & Other, net (a)	(14)	(10)	(52)	(35)
Total interest expense	<u>(98)</u>	<u>(84)</u>	<u>(379)</u>	<u>(329)</u>
Income (loss) before income taxes	157	271	(1,837)	1,387
Income tax (expense ) benefit (b)	(26)	(28)	335	(313)
Net income (loss) including noncontrolling interests	<u>131</u>	<u>243</u>	<u>(1,502)</u>	<u>1,074</u>
Add net loss (deduct net income) attributable to noncontrolling interests	—	1	—	(1)
Net income (loss) attributable to UGI Corporation	<u>\$ 131</u>	<u>\$ 244</u>	<u>\$ (1,502)</u>	<u>\$ 1,073</u>
Earnings (loss) per share attributable to UGI Corporation shareholders:				
Basic	\$ 0.62	\$ 1.16	\$ (7.16)	\$ 5.11
Diluted	<u>\$ 0.61</u>	<u>\$ 1.13</u>	<u>\$ (7.16)</u>	<u>\$ 4.97</u>
Weighted Average common shares outstanding (thousands):				
Basic	<u>209,767</u>	<u>209,765</u>	<u>209,806</u>	<u>209,940</u>
Diluted	<u>215,625</u>	<u>215,371</u>	<u>209,806</u>	<u>215,821</u>
Supplemental information:				
Net income (loss) attributable to UGI Corporation:				
Utilities	(15)	(10)	219	206
Midstream & Marketing	28	31	193	163
UGI International	22	14	172	175
AmeriGas Propane	\$ (16)	\$ (23)	\$ 71	\$ 112
Corporate & Other (a)	112	232	(2,157)	417
Total net income (loss) attributable to UGI Corporation	<u>\$ 131</u>	<u>\$ 244</u>	<u>\$ (1,502)</u>	<u>\$ 1,073</u>

- (a) Corporate & Other includes specific items attributable to our reportable segments that are not included in profit measures used by our chief operating decision maker in assessing our reportable segments' performance or allocating resources. These specific items are shown in the section titled "Non-GAAP Financial Measures - Adjusted Net Income Attributable to UGI and Adjusted Diluted Earnings Per Share" below. Corporate & Other also includes the elimination of certain intercompany transactions.
- (b) Income tax expense for the twelve months ended September 30, 2022 includes \$20 million of income tax benefit from adjustments as a result of the changes in the Pennsylvania corporate income tax rates for future years, signed into law in July 2022.

**Non-GAAP Financial Measures - Adjusted Net Income Attributable to UGI and Adjusted Diluted Earnings Per Share**  
(unaudited)

The following tables reconcile net income attributable to UGI Corporation, the most directly comparable GAAP measure, to adjusted net income attributable to UGI Corporation, and reconcile diluted earnings per share, the most comparable GAAP measure, to adjusted diluted earnings per share, to reflect the adjustments referred to previously:

<i>Fiscal Year Ended September 30,</i>	<b>2023</b>	<b>2022</b>
<b>Adjusted net (loss) income attributable to UGI Corporation (millions):</b>		
Net (loss) income attributable to UGI Corporation	\$ (1,502)	\$ 1,073
Net losses (gains) on commodity derivative instruments not associated with current-period transactions (net of tax of \$(419) and \$140, respectively)	1,225	(458)
Unrealized losses (gains) on foreign currency derivative instruments (net of tax of \$(11) and \$14, respectively)	27	(36)
Loss associated with impairment of AmeriGas Propane goodwill (net of tax of \$4 and \$0, respectively)	660	—
Business transformation expenses (net of tax of \$(3) and \$(2), respectively)	7	7
Acquisition and integration expenses associated with the Mountaineer Acquisition (net of tax of \$0 and \$(1), respectively)	—	1
Impairments of certain equity method investments (net of tax of \$0 and \$(13), respectively)	—	22
Impact of change in tax law	—	(19)
Loss on extinguishment of debt (net of tax of \$(2) and \$(3), respectively)	7	8
Restructuring costs (net of tax of \$0 and \$(8), respectively)	—	21
AmeriGas operations enhancement for growth project (net of tax of \$(6) and \$(2), respectively)	18	3
Costs associated with exit of the UGI International energy marketing business (net of tax of \$(67) and \$(1), respectively)	181	4
Net gain on sale of UGI headquarters building (net of tax of \$4 and \$0, respectively)	(10)	—
Total adjustments (1) (2)	2,115	(447)
Adjusted net income attributable to UGI Corporation	<u>\$ 613</u>	<u>\$ 626</u>
<b>Adjusted diluted earnings per share:</b>		
UGI Corporation (loss) earnings per share - diluted (3)	\$ (7.16)	\$ 4.97
Net losses (gains) on commodity derivative instruments not associated with current-period transactions	5.77	(2.11)
Unrealized losses (gains) on foreign currency derivative instruments	0.13	(0.17)
Business transformation expenses	0.03	0.03
Loss associated with impairment of AmeriGas Propane goodwill	3.14	—
Impairments of certain equity method investments	—	0.10
Impact of change in tax law	—	(0.09)
Loss on extinguishment of debt	0.03	0.03
Restructuring costs	—	0.10
AmeriGas operations enhancement for growth project	0.09	0.02
Cost associated with exit of the UGI International energy marketing business	0.86	0.02
Net gain on sale of UGI headquarters building	(0.05)	—
Total adjustments (1)	10.00	(2.07)
Adjusted diluted earnings per share (3)	<u>\$ 2.84</u>	<u>\$ 2.90</u>

- (1) 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.
- (2) Income taxes associated with pre-tax adjustments determined using statutory business unit tax rates.
- (3) The loss per share for Fiscal 2023, was determined excluding the effect of 6.13 million dilutive shares as the impact of such shares would have been antidilutive due to the net loss for the period, while the adjusted earnings per share for Fiscal 2023, was determined based upon fully diluted shares of 215.94 million.



## Fiscal 2023 Results & Business Update

**Roger Perreault**  
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 and Quarterly Reports on Form 10-Q 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.

Management uses “adjusted net income attributable to UGI Corporation”, “adjusted diluted earnings per share (“EPS”)”, “UGI Corporation Adjusted Earnings before Interest, Taxes, Depreciation, and Amortization (“EBITDA”)”, “AmeriGas Propane Adjusted EBITDA”, “UGI International Adjusted EBITDA”, “AmeriGas Propane Free Cash Flow” and “UGI International Free Cash Flow”, 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 slides 23 and 24 reconcile adjusted diluted earnings per share (EPS) and adjusted net income attributable to UGI Corporation, respectively, to their most directly comparable GAAP measures. Slides 25, 26 and 27 reconcile UGI Corporation Adjusted EBITDA, AmeriGas Propane Adjusted EBITDA, AmeriGas Propane Free Cash Flow, UGI International Adjusted EBITDA and UGI International Free Cash Flow to their nearest GAAP measures.



1

FY23 Year in Review

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# FY23 Financial Highlights



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

\$2.90      \$2.84



FY22

FY23

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

(\$ in Million)

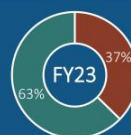
\$1,166      \$1,158



FY22

FY23

## Earnings Contribution – Adjusted Diluted EPS<sup>1</sup>



■ Natural Gas  
■ Global LPG

- FY23 GAAP diluted EPS of (\$7.16) vs. \$4.97 in FY22
- Record performance at the Utilities largely due to higher gas base rates and the weather normalization adjustment implemented at our PA Gas Utility in Q1 FY23
- Record performance in Midstream & Marketing due to increased margins from natural gas gathering and processing activities, primarily from the prior year acquisitions of UGI Moraine East and Pennant
- Increased unit margins in the Global LPG businesses which was partially offset by lower volumes, inflationary pressures and continued investment at AmeriGas

6%

10-Year Adjusted EPS  
CAGR (FY13-23)

7%

10-Year Dividend  
Growth (FY13-23)

8%

Natural Gas EBIT Growth  
(FY22-23)

\$511M

FY23 Free Cash Flow<sup>3</sup>  
(Global LPG)

11%

Rate Base  
CAGR (FY13-23)

\$1.6B

Available Liquidity<sup>4</sup>

<sup>1</sup> Adjusted Diluted EPS is a non-GAAP measure. See slide 23 for reconciliation. <sup>2</sup> Reportable Segments EBIT stands for UGI Corporation's Earnings before interest expense and income taxes excluding EBIT related to Corporate & Other. <sup>3</sup> Free Cash Flow is a non-GAAP measure. See slides 26 and 27 for reconciliation. <sup>4</sup> Defined as cash and cash equivalents and available borrowing capacity on our revolving credit facilities.

# FY23 Key Accomplishments



- Deployed \$956 million of capital, with \$563 million (59%) largely focused on pipeline replacement and betterment at the Utilities
  - 142 miles of pipeline replaced
- Added ~13,000<sup>1</sup> residential and commercial customers at the Utilities
- Filed a joint stipulation and agreement for settlement of a base rate case at Mountaineer on October 6, 2023
  - Includes a **net revenue increase** of ~\$14 million and new rates expected to take effect January 1, 2024
- Midstream & Marketing margins underpinned by 86% from **fee-based contracts**, including take-or-pay arrangements and minimum volume commitments



- Completed the Allen Farm and EL-VI RNG projects, with an expected production capacity of ~140 Mmcf
- Continued to execute on our commitment to **exit the European energy marketing business**
  - Divested the energy marketing business located in the UK and Belgium in FY23
  - Divested substantially all of our energy marketing business located in France in October 2023
  - Entered into agreements to divest and exit a substantial portion of the portfolio in the Netherlands (closing and exits targeted for Q2 FY24)
- Received upgraded ESG Rating Assessment of “AAA” from MSCI
- 40,000+ volunteer hours to serve our local communities in programs such as United Way, Big Brothers Big Sisters, Reading Is Fundamental, among others



1. Customer addition includes upgrades.

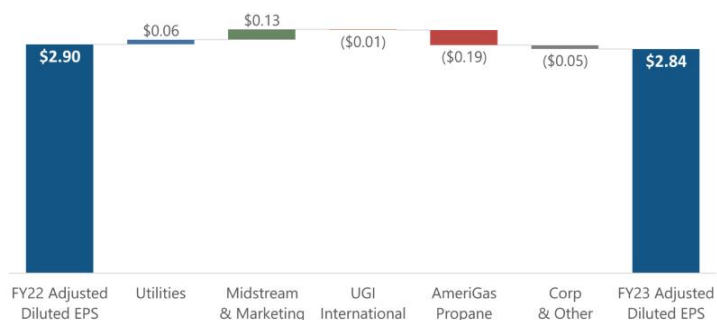


# FY23 Results Recap



**FY23 GAAP diluted EPS of (\$7.16) compared to \$4.97 in FY22**

## FY23 Adjusted Diluted EPS<sup>1</sup> – Comparison with FY22



1. Adjusted Diluted EPS is a non-GAAP measure. See Slide 23 for reconciliation.

## Key Drivers

### Natural Gas businesses

- ▼ Warmer than prior year weather
- ▲ Higher total margin
- ▲ Higher operating expenses
- ▲ Weather normalization at the PA Gas Utility

### Global LPG businesses

- ▼ Warmer than prior year weather
- ▼ Lower LPG margins
- ▲ Higher margins from non-core energy marketing activities
- ▲ Higher operating expenses
- ▲ Gain from asset sales
- ▲ Benefits from foreign tax credit optimization

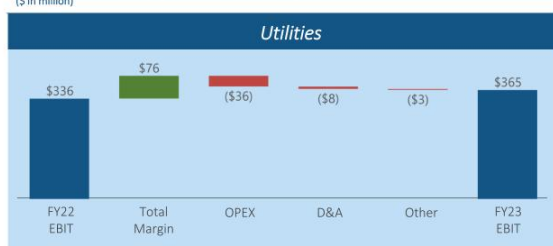
### Corporate & Other

- ▲ Interest expense

# FY23 Segment Results Recap – Natural Gas

## FY23 EBIT - Comparison with FY22

(\$ in million)

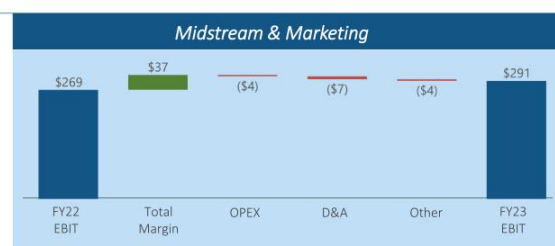


### Key Drivers

- ▲ Higher PA Gas Utility base rates and benefits from the weather normalization adjustment implemented in Q1 FY23 which offset the effect of warmer weather
- ▼ Increased OPEX reflects, among other things, higher uncollectible accounts expenses, contract labor costs, and personnel-related expenses
- ▼ Higher depreciation expense reflects the effects of continued distribution system capital expenditure activity

Weather	
Vs. Normal	11.7%
Vs. PY	4.8%

■ Increase ■ Decrease



### Key Drivers

- ▲ Improved margins primarily reflecting incremental natural gas gathering and processing activities (\$49 million), primarily from the prior year acquisitions of UGI Moraine East and Pennant, partially offset by lower margins from natural gas marketing activities (\$8 million), including the effects of peaking and capacity management activities
- ▼ Higher D&A due to additional assets in service, mainly Pennant
- ▼ Lower other income from equity investees

Weather	
Vs. Normal	11.0%
Vs. PY	6.0%

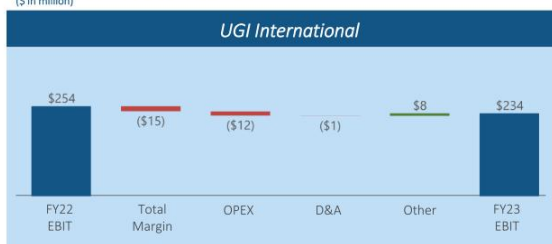
❄️ Colder 🔥 Warmer

EBIT is defined as Earnings before interest expense and income taxes. Total margin represents total revenue less total cost of sales. In the case of Utilities, the total margin is also reduced by certain revenue-related taxes. OPEX stands for Operating & Administrative Expenses, and D&A stands for Depreciation and Amortization.

# FY23 Segment Results Recap – Global LPG

## FY23 EBIT - Comparison with FY22

(\$ in million)



### Key Drivers

- ▼ Total retail gallons decreased 9% due to warmer weather and energy conservation measures
- ▲ Higher LPG unit margin and increased margins from the non-core energy marketing business (\$29 million), partially offset by the translation effects of the weaker foreign currencies (\$27 million)
- ▼ Higher OPEX primarily reflects the effects of inflationary increases, partially offset by lower distribution and personnel-related costs and the translation effects of the weaker foreign currencies (\$11 million)

### Weather

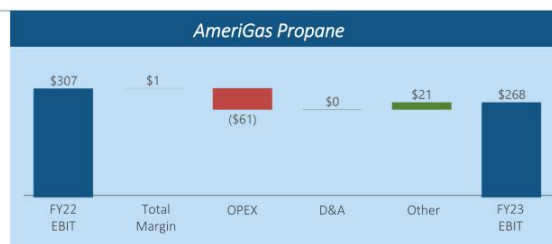
Vs. Normal

10.5%

Vs. PY

8.4%

■ Increase ■ Decrease



### Key Drivers

- ▼ Total retail propane gallons sold decreased 7% due to the effects of driver staffing shortages (which also limited growth), continuing customer attrition and structural conservation
- ▲ Higher LPG unit margin
- ▼ Higher OPEX largely due to increased overtime and employee-related costs, vehicle fuel, advertising and uncollectible account expenses
- ▲ Largely related to gains on sales of fixed assets

### Weather

Vs. Normal

0.5%

Vs. PY

1.9%

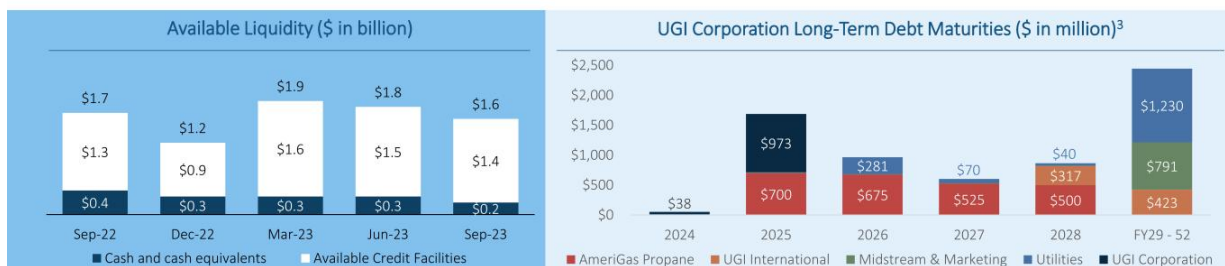
❄️ Colder 🔥 Warmer

EBIT is defined as Earnings before interest expense and income taxes. Total margin represents total revenue less total cost of sales. OPEX stands for Operating & Administrative Expenses, and D&A stands for Depreciation and Amortization.

# Liquidity and Balance Sheet Update



- \$1.6 billion in available liquidity<sup>1</sup> as of September 30, 2023
- In FY23, completed over \$2.6+ billion of long-term debt financing to support our ongoing operations and improve liquidity
- As of September 30, 2023, UGI and its subsidiaries were in compliance with all debt covenant requirements
- Subsequent to the year-end, we continued with activities that improved financial flexibility:
  - Amended the AmeriGas credit agreement to right-size the revolver from \$600 million to \$400 million and decrease the minimum interest coverage ratio<sup>2</sup> from 2.75x to 2.5x
  - Refinanced existing credit agreement at UGI Utilities providing for borrowings up to \$375 million



1. Defined as cash and cash equivalents and available borrowing capacity on our revolving credit facilities. 2. AmeriGas interest coverage ratio is calculated as Consolidated EBITDA / Consolidated Interest Expense, as defined in the credit agreement. 3. As of September 30, 2023. Long-term debt with maturities of less than \$10 million in a particular year have not been represented in the chart.



## 2

### FY24 Strategic Priorities & Financial Outlook

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# Our Strategic and Financial Priorities

*Focused on effectively operating our business portfolio to deliver reliable earnings growth, achieve sustainable cost savings, and strengthen the balance sheet while pursuing a strategic review focused on the LPG business*

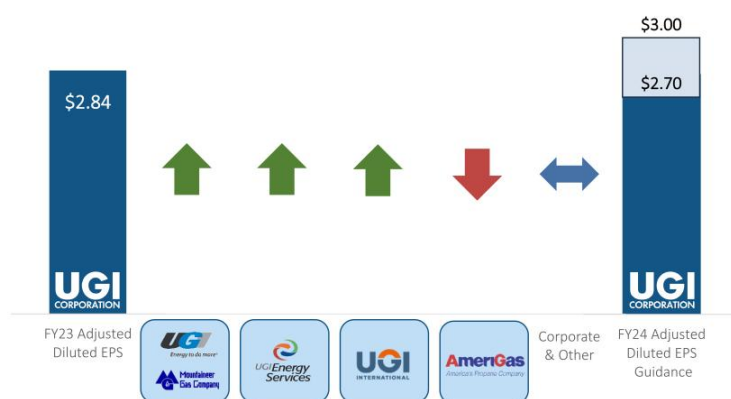
1	2	3	4
Cost Reduction and Optimization Actions	Strengthen the Balance Sheet	Strategic Review of the LPG Businesses	Continued Growth of the Natural Gas businesses
 Initiated actions to achieve operational efficiencies and targeted cost savings	 Revised capital allocation outlook and priorities to achieve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

1. Entered into definitive agreements to divest and exit a substantial portion of our portfolio in the Netherlands which is expected to occur in Q2 FY24.

 Completed
  Underway

# FY24 Guidance

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



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

### Natural Gas businesses

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

### Global LPG businesses

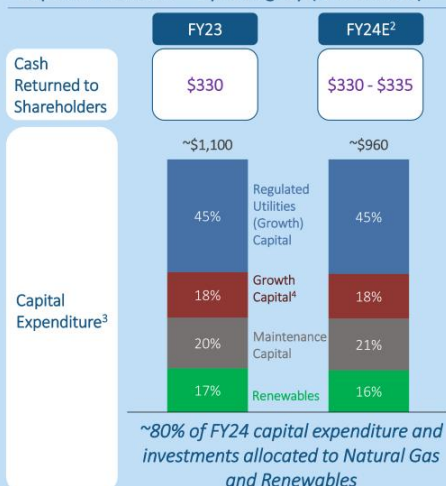
- ▲ Normal weather
- ▼ Volume
- ▼ Lower margins
- ▼ Operating expense
- ▼ Interest expense
- ↔ Current tax regime
- ▼ Benefits from foreign tax credit optimization

1. Adjusted Diluted EPS is a non-GAAP measure. See Slide 23 for FY23 reconciliation. 2. Because we are unable to predict certain potentially material items affecting diluted earnings per share on a GAAP basis, principally mark-to-market gains and losses on commodity and certain foreign currency derivative instruments we cannot reconcile FY24 adjusted diluted earnings per share, a non-GAAP measure, to diluted earnings per share, the most directly comparable GAAP measure, in reliance on the "unreasonable efforts" exception set forth in SEC rules. 3. The forward-looking information used on this slide is for illustrative purposes only. Actual results may differ substantially from the information presented.



# Capital Allocation Outlook and Priorities

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



### 1 Dividend Payment and Shareholder Return

- 4% long-term dividend growth target
- Maintain an attractive dividend payout ratio for our business mix
- Consider share repurchase as leverage decreases

### 2 Balance Sheet Improvement

- Prioritize consolidated reduction in leverage ratio<sup>1</sup> to achieve range of 3.25x – 3.75x<sup>2</sup>
- Further strengthen consolidated liquidity

### 3 Capital Investments at the Utilities

- Growth and regulatory capital investments in the regulated utilities businesses, which attract a strong return on equity
- Anticipate investing \$2B+ between FY24 – FY27<sup>2</sup>

### 4 Investments in Strategic Growth Opportunities

- Support organic growth in the natural gas businesses through disciplined capital investment while maintaining a healthy balance sheet
- Execute committed projects to develop renewable energy solutions that achieve return criteria

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



# Driving Operational Improvements at AmeriGas Propane to Enhance Shareholder Value

#1 propane distributor in the US<sup>1</sup>



Flexible and reliable supply chain coverage



Strategically centralized and scalable procurement operations



Robust fleet management focused on efficient routing and logistics



Continued focus on solid cash generation



Free Cash Flow<sup>2</sup> at  
AmeriGas Propane

\$1.5 billion generated  
since 2020

## AmeriGas Propane in FY24



Sustained focus on operational improvement to enhance the customer experience



Operational efficiencies, cost reduction and optimizing actions



Improved demand forecasting and logistics management



Disciplined capital deployment and cash flow management

1. Based on the volume of propane gallons distributed annually. 2. Free Cash Flow is a non-GAAP measure. See Slide 26 for reconciliation.

# Key Takeaways



Executing a strategic review focused on the LPG business to unlock and maximize shareholder value



Maintaining our strong track record of paying dividends



Optimizing our cost structure to create an agile organization



Improving the balance sheet and achieving an optimal leverage ratio is a high priority



Prioritizing investments in the regulated utilities businesses which provide attractive rates of return



Continuous efforts to maximize employee and customer satisfaction



Appendix

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# A Diversified Energy Provider



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



**141** years

**18** countries

**2.6+ million** customers<sup>1</sup>

**10,000+** employees<sup>1</sup>

**4** diversified businesses

**ONE UGI**



*Reliable Earnings Growth*



*Rebalance*











*Renewables*

1. As of September 30, 2023.

# Our Business Portfolio



Lines of Businesses	Natural Gas		Global LPG	
Segments	<div> <div>Utilities</div> <div>   </div> </div> <div> <div>Midstream &amp; Marketing</div> <div>  </div> </div>		<div>UGI International</div> <div>  </div>	<div>AmeriGas Propane</div> <div>  </div>
FY23 Adjusted Diluted EPS Contribution <sup>1,2</sup>				
FY23 Volume	~375 bcf		~900 million gallons	~940 million gallons
Key Highlights <sup>3</sup>	<ul style="list-style-type: none"> <li>2<sup>nd</sup> largest regulated gas utility in Pennsylvania (PA)<sup>4</sup> and largest regulated gas utility in West Virginia (WV)<sup>4</sup></li> <li>Weather normalization at the PA gas utility</li> <li>Authorized gas ROEs of 10.15% (DSIC)<sup>5</sup> in PA and 9.75% (IREP)<sup>5</sup> in WV</li> <li>~90% of capital recoverable within 12 months</li> <li>Expected rate base growth of 9%+ (FY23 – 27)<sup>6</sup></li> </ul>		<ul style="list-style-type: none"> <li>LPG distribution in 17 countries in Europe</li> <li>Largest LPG distributor in France, Austria, Belgium, Denmark and Luxembourg<sup>7</sup></li> <li>\$1.1 billion of Free Cash Flow Generation<sup>8</sup> since 2020</li> <li>Strategically located supply assets</li> <li>Exiting non-core energy marketing business</li> </ul>	<ul style="list-style-type: none"> <li>Largest retail LPG distributor in the US<sup>7</sup></li> <li>Broad geographic footprint serving all 50 states</li> <li>Strong track record of attractive unit margins despite fluctuating commodity price environments</li> <li>\$1.5 billion of Free Cash Flow Generation<sup>8</sup> since 2020</li> </ul>

<sup>1</sup> Does not include Corporate & Other. <sup>2</sup> Adjusted Diluted EPS is a non-GAAP measure. Please see slide 23 for reconciliation. <sup>3</sup> The information is as of September 30, 2023. <sup>4</sup> Based on total customers. <sup>5</sup> DSIC stands for Distribution System Improvement Charge and IREP stands for Infrastructure Replacement and Expansion Program. <sup>6</sup> The forward-looking information used on this slide is for illustrative purposes only. Actual results may differ substantially from the information presented. <sup>7</sup> Based on the volume of propane gallons distributed annually. <sup>8</sup> Free Cash Flow is a non-GAAP measure. See Slides 26 and 27 for reconciliation.

# Our Strategy

## Core Values

Safety

Respect

Integrity

Sustainability

Excellence

Reliability



### Reliable Earnings Growth

- Ongoing investments to grow predictable regulated utility, fee-based and weather resilient volume to enable strong stable returns
- Continuous improvements and focused growth across the business
- Reduce weather sensitivity



### Rebalance

- Prioritize investments in the natural gas line of business
- Optimize benefits from operational and geographic diversification



### Renewables

- Disciplined capital allocation to committed renewable projects that align with delivering reliable earnings growth
- Leverage existing infrastructure and expertise

# 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**



\$500M Committed  
~\$250M Invested to date

**10%+**

Targeted Unlevered IRR



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

	Feedstock	Production <sup>2</sup> (~Mmcf)	FY22	FY23	FY24	FY25
New Energy One – Joint Venture (<25%)		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 September 30, 2023. 2. 100% of the anticipated production capacity from the RNG projects

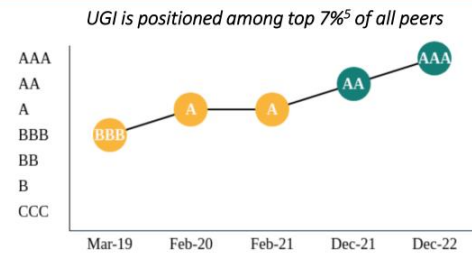


# ESG Highlights

## Key ESG Focus Areas

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

## UGI ESG Rating History - MSCI



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

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



# FY23 Adjusted Diluted Earnings per Share



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

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

# FY23 Adjusted Net Income



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

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

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

# Non-GAAP Reconciliation: UGI Corporation

## Adjusted EBITDA and Leverage (\$ in millions)



	Year Ended September 30,			
	2020	2021	2022	2023
<b>Net income including noncontrolling interests</b>	\$532	\$1,467	\$1,073	(1,502)
Income taxes	135	522	313	(335)
Interest expense	322	310	329	379
Depreciation and amortization	484	502	518	532
<b>EBITDA</b>	1,473	2,801	2,233	(926)
Unrealized losses (gains) on commodity derivative instruments	(117)	(1,390)	(598)	1,644
Unrealized (gains) losses on foreign currency derivative instruments	36	(8)	(50)	38
Loss on extinguishments of debt	-	-	11	9
AmeriGas Merger expenses	-	-	-	-
Acquisition and integration expenses associated with the CMG Acquisition	2	1	-	-
Acquisition and integration expenses associated with the Mountaineer Acquisition	-	14	2	-
Business transformation expenses	62	101	9	10
Impairments of certain equity method investments and assets	-	93	35	-
Impairment of customer relationship intangible	-	20	-	-
Loss on disposals of Conemaugh and HVAC	54	-	-	-
Restructuring costs	-	-	29	-
Loss associated with impairment of AmeriGas Propane goodwill	-	-	-	656
Costs associated with exit of the UGI International energy marketing business	-	-	5	248
Net gain on sale of UGI headquarters building	-	-	-	(14)
AmeriGas operations enhancement for growth project	-	-	5	24
<b>Adjusted EBITDA</b>	<b>\$1,510</b>	<b>\$1,632</b>	<b>\$1,681</b>	<b>\$1,689</b>
<b>Total Debt</b>	<b>\$6,381</b>	<b>\$6,816</b>	<b>\$7,000</b>	<b>\$7,249</b>
<b>Leverage</b>	<b>4.2x</b>	<b>4.2x</b>	<b>4.2x</b>	<b>4.3x</b>

# Non-GAAP Reconciliation: AmeriGas Propane Adjusted EBITDA and Free Cash Flow



(\$ in millions)

## Adjusted EBITDA Reconciliation:

	Year Ended September 30,			
	2020	2021	2022	2023
Net income (loss) attributable to AmeriGas Partners, L.P.	\$236	\$337	(\$38)	(\$616)
Income tax	2	2	2	-
Interest expense	164	159	160	163
Depreciation & Amortization	178	173	177	177
<b>EBITDA</b>	<b>\$580</b>	<b>\$671</b>	<b>\$301</b>	<b>(\$276)</b>
Net (gains) losses on commodity derivative instruments not associated with current-period transactions	(72)	(167)	185	16
Business transformation expenses	44	54	-	-
Restructuring Costs	-	-	16	-
Impairment of goodwill	-	-	-	650
Loss on extinguishments of debt	-	-	-	9
AmeriGas performance enhancement	-	-	5	24
<b>Adjusted EBITDA</b>	<b>\$552</b>	<b>\$558</b>	<b>\$507</b>	<b>\$423</b>

## Free Cash Flow Reconciliation:

	Year Ended September 30,			
	2020	2021	2022	2023
Adjusted EBITDA	\$552	\$558	\$507	\$423
Less: Capital Expenditures	(135)	(130)	(128)	(134)
<b>Free Cash Flow</b>	<b>\$417</b>	<b>\$428</b>	<b>\$379</b>	<b>\$289</b>

# Non-GAAP Reconciliation: UGI International Adjusted EBITDA and Free Cash Flow



(\$ in millions)

## Adjusted EBITDA Reconciliation:

	Year Ended September 30,			
	2020	2021	2022	2023
<b>Net income (loss) attributable to UGI International, LLC</b>	<b>\$137</b>	<b>\$979</b>	<b>\$808</b>	<b>(\$1,076)</b>
Net income attributable to noncontrolling interests	-	-	1	-
Income tax	37	331	250	(406)
Interest expense	31	27	28	37
Depreciation & Amortization	125	134	117	116
<b>EBITDA</b>	<b>\$330</b>	<b>\$1,471</b>	<b>\$1,204</b>	<b>(\$1,329)</b>
Net (gains) losses on commodity derivative instruments not associated with current-period transactions	-	(1,065)	(808)	1,399
Unrealized losses (gains) on foreign currency derivative instruments	36	(8)	(50)	38
Loss on extinguishments of debt	-	-	11	-
Business transformation expenses	18	33	-	-
Impairment of customer relationship intangible	-	20	-	-
Restructuring Costs	-	-	9	-
Loss associated with disposal of energy marketing business	-	-	5	243
<b>Adjusted EBITDA</b>	<b>\$384</b>	<b>\$451</b>	<b>\$371</b>	<b>\$351</b>

## Free Cash Flow Reconciliation:

	Year Ended September 30,			
	2020	2021	2022	2023
Adjusted EBITDA	\$384	\$451	\$371	\$351
Less: Capital Expenditures	(89)	(107)	(107)	(129)
<b>Free Cash Flow</b>	<b>\$295</b>	<b>\$344</b>	<b>\$264</b>	<b>\$222</b>

# FY23 Segment Reconciliation (GAAP) (\$ in Million)



	Total	Utilities	Midstream & Marketing	UGI International	AmeriGas Propane	Corp & Other
Revenues	\$8,928	\$1,854	\$1,847	\$2,965	\$2,581	(\$319)
Cost of sales	(6,937)	(953)	(1,360)	(2,045)	(1,250)	(1,329)
<b>Total margin</b>	<b>1,991</b>	<b>901<sup>1</sup></b>	<b>487</b>	<b>920</b>	<b>1,331</b>	<b>(1,648)</b>
Operating and administrative expenses	(2,158)	(392) <sup>1</sup>	(133)	(623)	(950)	(60)
Depreciation and amortization	(532)	(152)	(86)	(116)	(177)	(1)
Impairment of goodwill	(656)	-	-	-	-	(656)
Loss on disposal of UGI International energy marketing business	(221)	-	-	-	-	(221)
Other non-operating (expense) income, net	132	-	17	34	64	17
<b>Operating (loss) income</b>	<b>(1,444)</b>	<b>357</b>	<b>285</b>	<b>215</b>	<b>268</b>	<b>(2,569)</b>
Income (loss) from equity investees	2	-	6	(4)	-	-
Loss on extinguishments of debt	(9)	-	-	-	-	(9)
Other non-operating income, net	(7)	8	-	23	-	(38)
(Loss) earnings before income taxes and interest expense	(1,458)	365	291	234	268	(2,616)
Interest expense	(379)	(82)	(45)	(37)	(163)	(52)
<b>(Loss) income before income taxes</b>	<b>(1,837)</b>	<b>283</b>	<b>246</b>	<b>197</b>	<b>105</b>	<b>(2,668)</b>
Income tax benefit (expense)	335	(64)	(53)	(25)	(34)	511
<b>Net (loss) income attributable to UGI Corporation</b>	<b>\$(1,502)</b>	<b>\$219</b>	<b>\$193</b>	<b>\$172</b>	<b>\$71</b>	<b>\$(2,157)</b>

<sup>1</sup> 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.

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## 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.

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## 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.

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