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WTRG





Investor Presentation May | 2024

Forward Looking Statement

This presentation contains in addition to historical information, forward looking statements based on assumptions made by management regarding future circumstances over which the company may have little or no control, that involve risks, uncertainties and other factors that may cause actual results to be materially different from any future results expressed or implied by such forward-looking statements. These factors include, among others, the following: general economic and business conditions; weather conditions affecting customers' usage or the company's cost of operations; costs arising from changes in regulations; regulatory treatment of rate increase requests; availability and cost of capital; the success of growth initiatives, including pending acquisitions; the ability to generate earnings from capital investment; and other factors discussed in our Form 10-K, which is on file with the SEC. We undertake no obligation to publicly update or revise any forward-looking statement.

Non-GAAP Reconciliation

For reconciliation of non-GAAP financial measures, see the Investor Relations section of the company's web site at www.essential.co



We Are a Purpose-led Organization Focused on Delivering for our Customers

EXECUTING AGAINST OUR STRATEGY



Uniquely integrated multi-utility company meeting the needs of customers today



Provides high quality and reliable service to our customers and communities



Invests to create resilience and a sustainable future

DELIVERING OUR MISSION

To sustain life and improve economic prosperity by safely and reliably delivering Earth's most essential resources to our customers and communities



Why Invest?

Customer First Approach

Delivering industry leading compliance and improvements in reliability and efficiency while ensuring customer affordability.

Strategically Positioned in Attractive States

Well-positioned in constructive regulatory environments with long-term visibility into rate base growth opportunities.

Multi-lever Value Creation Model

Generating consistent value through our robust investment plan, legislative and regulatory credibility, operational excellence, and economies of scale.

Sustainability at Our Core

Delivering on our environmental commitments through investments in replacing aging infrastructure, contaminant mitigation, and emission reductions, thus reducing operational risk.

Strong Financial Outlook

Focusing on rate base growth opportunities to drive long-term financial results and continued growth of the dividend.



Executing Our Strategy Drives Attractive Positioning



Over 98% of earnings from regulated operations



Over 30 consecutive years of dividend growth

Largest publicly traded water, wastewater, and natural gas provider in the U.S.



6% EPS CAGR 2021-2024¹



10% rate base CAGR 2021-2023





Our Competitive Advantages

Attractive Company Positioning



Positioned in constructive regulatory environments with six states in which Essential operates receiving favorable rankings¹



Industry leader in PFAS mitigation



Located in states with high population growth, including three states within the top ten and two within the top five² in the country



Fair Market Value enacted in all our states, facilitating municipal water and wastewater acquisitions



Gas utility strategically located near **plentiful gas sources** and in constructive regulatory jurisdictions



Attractive rate-based growth potential that drives EPS growth of 5 - 7% during 2024

Source: S&P Capital IQ Pro, Census Bureau.

(1) Ranking based in S&P Capital IQ Pro RRA Ranking and includes states with rankings of Average / 2 or

Ranked by numeric population growth from July 1, 2022 to July 1, 2023.



Leadership Team Comprised of Long-Time Industry Experts



Christopher Franklin Chairman & Chief Executive Officer With Essential since 1992







Daniel Schuller EVP, Chief Financial Officer With Essential since 2015









Christopher Luning EVP, General Counsel With Essential since 2003





Matthew Rhodes EVP, Strategy & Corporate Development With Essential since 2018







Colleen Arnold President, Aqua With Essential since 2013





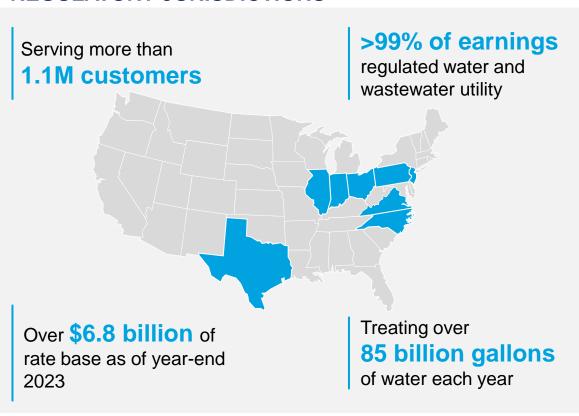
Michael Huwar President, Peoples With Essential since 2020

MSource



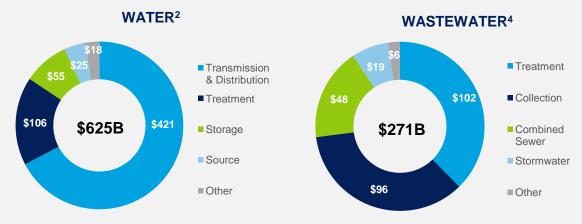
Targeting ~8% Rate Base CAGR¹

LOCATED IN CONSTRUCTIVE REGULATORY JURISDICTIONS



WITH CLEAR PATH TO GENERATE ADDITIONAL VALUE

EPA Estimate of U.S. Infrastructure Investment Needs



HIGHLY FRAGMENTED

Approximately 50,000 water³ and over 14,000 wastewater systems⁴

VALUE ADD OPPORTUNITY

U.S. water infrastructure graded "C-" and wastewater infrastructure a graded "D+"⁵

SIGNIFICANT RUNWAY

Over 50% of water utilities today are government owned³

⁽⁴⁾ EPA Clean Watersheds Needs Survey (CWNS) 2012.





Through 2028.

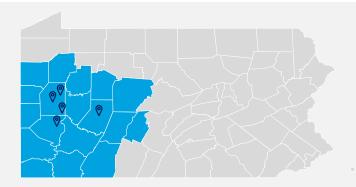
^{2) 2023} EPA Needs Survey based on data collected in calendar year 2021.

²⁰²³ Safe Drinking Water Information System.



Targeting ~10% Rate Base CAGR¹

LOCATED IN CONSTRUCTIVE REGULATORY JURISDICTIONS



Largest natural gas distribution company in PA with \$3.5 billion of rate base as of year-end 2023

Serving more than **743,000 customers**



>96% of earnings of earnings from regulated gas distribution

Operations located near plentiful, low-cost natural gas sources

WITH CLEAR PATH TO GENERATE ADDITIONAL VALUE

AFFORDABLE AND ABUNDANT

Gas is **3.3x more affordable than electricity** with more than 100 years of supply in the U.S.²

CONSISTENT INVESTMENT

America's natural gas utilities **invest \$33 billion each year** on enhancing the safety of distribution and transmission systems.²

DRIVING A SUSTAINABLE FUTURE

Emissions from natural gas distribution have declined 70% since 1990 and are expected to play a critical role in helping the U.S. reach net-zero emissions into the future.²

Multi-utility Portfolio Drives Scale, Stability and Synergy



Multi-utility Portfolio Delivering Measurable Results

INVESTING IN OUR SYSTEMS



CONSISTENT IMPROVEMENTS



DRIVING BEST IN CLASS COMPLIANCE & ENVIRONMENTAL BENEFITS



Since 2020. **Essential Utilities** has invested over

in infrastructure

WATER **IMPROVEMENTS** 3-Year rolling average of annual miles of water main replacement

>140



4.8x

Water compliance compared to U.S. average³



Over 80%

Reduction in outstanding gas leaks since 2019

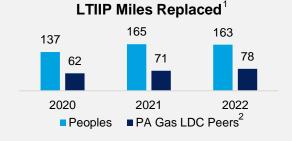


26% Reduction

Cumulative achievement of Scope 1 and 2 GHGs from 2019⁴

GAS **IMPROVEMENTS**

LEADING MILE REPLACEMENT PROGRAM IN PA







Delivering On Our Value Proposition Generates Consistent Financial Returns



Consistently Elevating the Customer Experience



Delivering Exceptional Service



99.9% of days in drinking Water compliance¹



98.3% of days in **Wastewater** compliance²



96.6% of Gas emergencies responded to within 60 minutes or less



Recognized Leadership



#1 in customer satisfaction within midsize water utilities in the Midwest region in 2023³



#1 in the overall quality of service in gas operations in 2022



Recipient of 2020 & 2022 AGA and EAPA Safety **Achievement Awards**

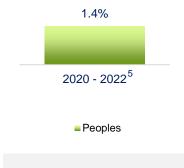


Keeping Customer Affordability Top of Mind

Percentage of monthly income spent on a monthly water bill and on a monthly gas bill for Essential PA customers



Supplemented by **Helping Hands**, an affordability program focused on assisting low-income customers



Average gas bill over 30% lower today than 15 years

Federal Reserve Bank of St. Louis, J.D. Power, PA PUC, American Gas Association (AGA).

Represents the number of days each year that a system meets all health-related drinking water standards.

Represents the number of days each year that a utility meets the effluent quality standards in effect for the facility.

J.D. Power 2023 U.S. Water Utility Residential Customer Satisfaction Study.

Calculated using 2020-2022 annual median household income for PA. Aqua's bill includes DSIC for 2020 and 2021 and represents

(5) Calculated using 2020-2022 annual median household income for PA. Peoples' bill includes commodity gas

Compares average gas bill from 2008, based on average between January, April, July, and October, and gas bill from 2023, based on average between January and October.



Realizing Our Full Potential Through Operational Excellence



Driving Operational Excellence through Targeted Initiatives

Continue to **enhance** customer and employee experiences

Manage operating expenses through **productivity** and **technology initiatives**

Sustainability expertise drives value in currently owned and acquired assets

Advancing key industry regulations



Delivering Measurable Results

Exceptional track record of **compliance**

Gas customer outages **reduced by 45%** from 2019 to 2023

Reduction by approximately 72% of water main breaks per 100 miles from 2019 to 2023



With Clear Plans to Continue Delivering Operational Excellence into the Future



Workforce Optimization

Planning and routing

- Improving response times to drive customer experience
- Reducing labor costs and increasing flexibility
- · Investing in our workforce
 - More than 18,000 annual training hours¹
 - Over 250 licensed water operators¹



SCADA

Enabling further automation of water and wastewater facilities

- Brings large scale operational efficiency and reliability to small distributed systems
- Increases efficiency by reducing energy costs and downtime
- Actionable, real-time information for facility operators



SmartCover Sewer Project

Leveraging technology to increase operational efficiency

- Drives proactive and directed sewer maintenance
 - Improves the timing of the deployment of O&M personnel for routine tasks
- Optimized to detect real-time issues within the system

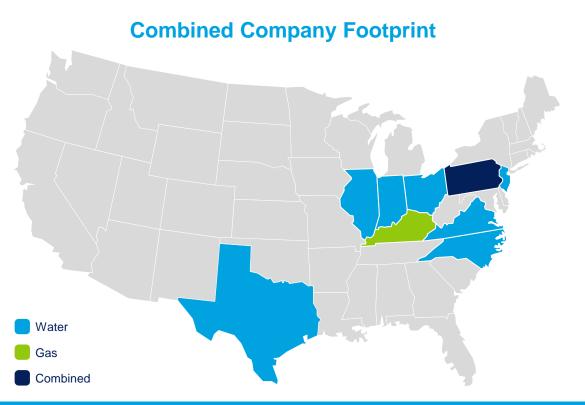






Robust Scale Delivering Significant Opportunity

Leveraging Size and Operational Excellence to Drive Efficiency and Economies of Scale



1.9M connections serving morethan 5.5M people across 9 states

One of the Largest Water Infrastructure Footprint



14,450+ miles of water main



200+
wastewater
treatment
plants



1,000+
water
storage
tanks



24 surface water filtration plants



~3,250 wells

Significant Gas Infrastructure Footprint



15,000+ miles of distribution pipe



50+ Compressor stations



~133 Bcf of gas delivered



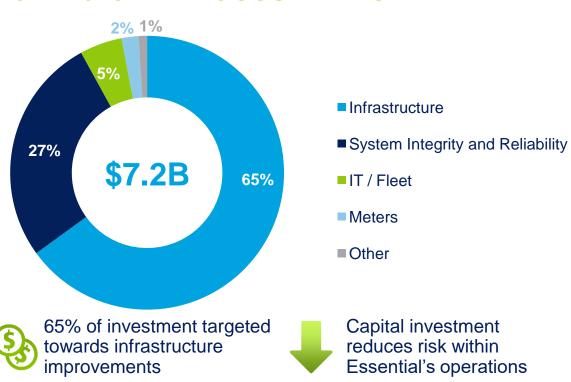
14 operations centers



5 Bcf working storage capacity

Effective Capital Investment Drives Long-term Growth

2024-2028 KEY FOCUS AREAS



Infrastructure Investment Plans Drive Rate Base

Average Annual Infrastructure Investment

(in billions)



Flawless Precision on Execution of Infrastructure Investment

Driving Value in Our Systems Through Targeted Investment in Infrastructure

Expertise Across Each Phase Required to Deliver on Complex Projects

Leveraging established playbook in Aqua to deliver value in execution of gas projects at Peoples

Invested approximately **\$1.2bn** and executed over

7,000 individual projects in 2023¹

Peoples' Over-pressure Protection Program

Increasing safety through improved detection and response times



Valley Forge National Park Pipeline
Replacement
Expansion project to deliver water to
670,000 people

Including ~220 projects with over \$1M of capital investment each

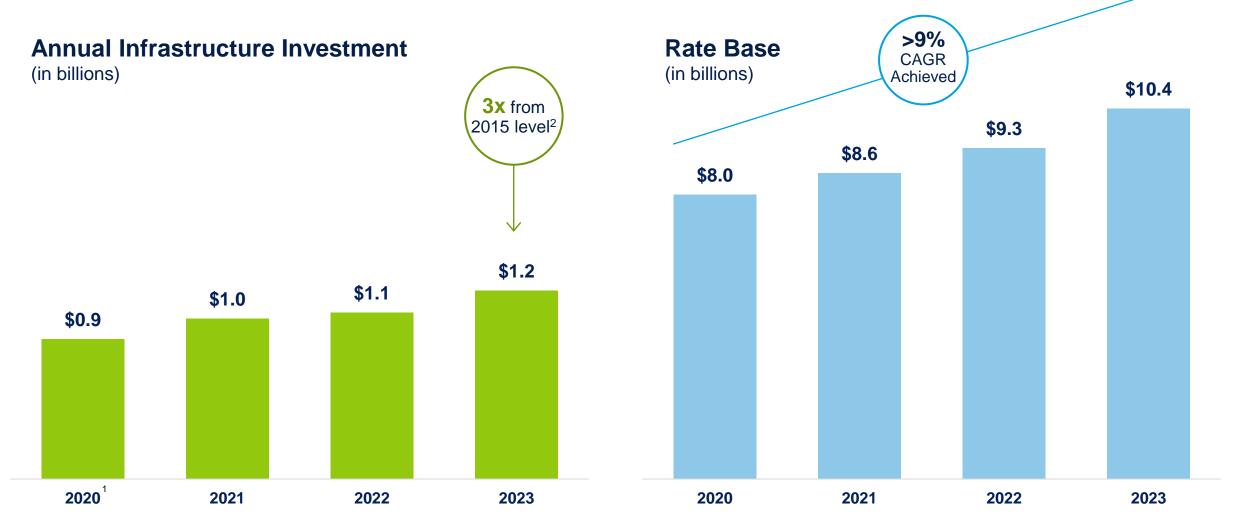


Hancock Wastewater Treatment
Plant Expansion
Capacity expansion from 0.5 MGD to
1.0 MGD, including new clarifier



Kankakee Water Treatment
Plant Ultraviolet Light Treatment
Installed three parallel UV reactor trains,
with capacity to expand to 36 MGD

Infrastructure Investments Drive Significant Rate Base Growth



Delivering on Environmental Commitments Today

Realistic Targets and Measurable Outcomes Safeguard Natural Resources and are a Core Competency





Emission Reduction

 Achieved estimated 26% cumulative reduction of Scope 1 and 2 GHGs from 2019 base¹



Gas Pipe Replacement

- 20-year Long Term Infrastructure Improvement Plan (LTIIP) addressing needed upgrades and investments
- Replaced ~160 miles in 2023 and over 500 miles since 2021



Water Quality

- Strong outperformance on water quality compared to the U.S. average
- In 2023, Aqua achieved 99.9% of days in drinking water compliance²



Renewable Electricity

• Nearly 100% renewable electricity procurement in PA, NJ, OH and IL



Biodiversity

 Biodiversity and conservation commitments added to Essential's Sustainability and Environmental Policy



Expanding Sustainability Initiatives into the Future

Strong Environmental Management Systems Driving Consistent Results



By 2035, Essential Utilities will **reduce** its annual Scope 1 and 2 emissions by **60%** from its 2019 baseline

Aggressive Emissions Reduction

(MT CO2e in 000s)



Baseline Scope 1+2 Emissions (metric tons of CO2e).

Targeted Scope 1+2 Emissions (metric tons of CO2e).

Keeping Our Promisewith PFAS Mitigation

Industry Leading Standard

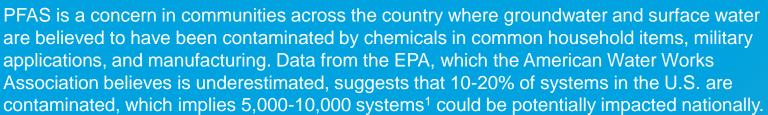
Across our footprint, Aqua is committed to a standard of 13 parts per trillion, in combined concentration or individually, for three PFAS substances (PFOA, PFOS and PFNA)

Commitment to Comply with Current and Future Regulations

EPA is expected to set the first federal maximum contaminant level limit and establish a timeline for compliance

Aqua has proactively built expertise and investment in mitigation with plans to invest at least \$450M

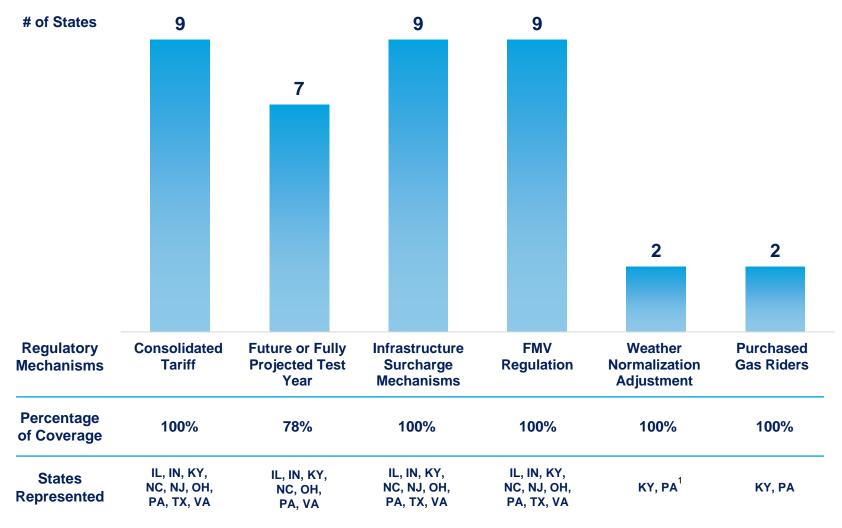
Major effort and capital needed to bring PFAS mitigation across our systems





Operating in States with Constructive Regulatory Mechanisms

Using these regulatory mechanisms, Essential is able to reduce regulatory lag and facilitate growth through acquisitions







Q1 Financial Highlights

As of March 31, 2024

(\$ in millions, except per share data)	Q1 2023	Q1 2024
Operating Revenues	\$726.5	\$612.1
Purchased Gas	\$256.3	\$129.7
Operations and Maintenance Expense	\$138.0	\$136.9
Operating Income	\$225.5	\$230.7
Net Income	\$191.4	\$265.8
Net Income per Share	\$0.72	\$0.97

Revenues

 Lower purchased gas costs and other items were the main drivers of the revenue decrease for the quarter; offset by additional revenues from regulatory recoveries, customer growth from the regulated water segment, and higher regulated natural gas segment and water segment volumes.

O&M

 Decreases in the gas customer rider and other items were the main drivers for the quarter; offset by higher water production costs, employee-related costs, and expenses related to added acquisitions.

Driving EPS Growth





Consistently delivering EPS growth in line with guidance expectations

Effective Capital Allocation Strategy



- Driving rate base growth in the near-term
- Weighted towards regulated water segment

- (02) RETURN CASH TO SHAREHOLDERS
- Consistent record of dividend increases
 33 times in the last 32 years



- Fueling long-term rate base growth
- Long-term opportunities to invest capital and spread fixed costs

Well-positioned to deliver value across the short and long-term horizon



Water and Wastewater Acquisitions Further Supplement Long-term Growth





Actively Pursuing Water and Wastewater Acquisition Opportunities in Our States Totaling Over 400,000 Customers

Continued Water and Wastewater Acquisition Success

Cumulative Additions of Customers Through Acquisitions Since 2015

140,000 Nearly **129,000**¹ water and wastewater 120,000 customers and over \$500 Million 100.000 in rate base acquired 80,000 through M&A Since 2015 60,000 40.000 20,000 2017 2018 2019 2020 2021 2022 2023

Pending Municipal Transactions



DELCORA

- Wastewater
- 198,000 customers1
- \$276.5M purchase price



WESTFIELD HOA

- Wastewater
- 225 customers
- \$0.05M purchase price



BEAVER FALLS

- Wastewater
- 7.600 customers1
- \$41.3M purchase price



GREENVILLE

- Wastewater
- 2.300 customers
- \$18.0M purchase price



GREENVILLE

- Water
- 3,000 customers
- \$18.0M purchase price



NORTH VERSAILLES

- Wastewater
- 4,400 customers
- \$30.0M purchase price²

Over 215,000¹

Total Customers

~\$385.0M

Total Purchase Price

2024 Priorities

Operational Excellence



- Provide tangible improvement in the service we provide our customers
- Build on leadership position related to PFAS treatment and lead mitigation
- Continue to optimize operating expenses using technology and expertise
- Maximize progress on sustainability commitments
- Continue to enhance employee experience

Growth



- Execute our capital program of between \$1.3 to \$1.4 billion for over 5,000 planned projects
- Close and integrate signed pending acquisitions
- Announce additional municipal water and wastewater acquisitions

Regulatory



- Complete the first base rate case under our ownership for our largest regulated natural gas subsidiary
- File the base rate case for our largest regulated water subsidiary
- Continue progression on Fair Market Value activity
- Advance key industry legislation

Guidance Outlook

Growth Targets



FY 2024 net income per diluted common share target of \$1.96 - \$2.00⁽¹⁾

Regulated utility rate base CAGR of 8% through 2028

\$1.3 to \$1.4B infrastructure investment for 2024

Infrastructure investments of ~\$7.2B, weighted towards regulated water through 2028

Aqua Targets



Segment rate base

CAGR of approximately 8%

through 2028

Segment customer base annual growth rate of between 2 and 3% over the long-term

Peoples Targets



Segment rate base
CAGR of approximately 10%
through 2028

Segment customer base expected to be stable through 2024



A Compelling Investment Thesis

Customer First Approach

Delivering industry leading compliance and improvements in reliability and efficiency while ensuring customer affordability.

Strategically Positioned in Attractive States

Well-positioned in constructive regulatory environments with long-term visibility into rate base growth opportunities.

Multi-lever Value Creation Model

Generating consistent value through our robust investment plan, legislative and regulatory credibility, operational excellence, and economies of scale.

Sustainability at Our Core

Delivering on our environmental commitments through investments in replacing aging infrastructure, contaminant mitigation, and emission reductions, thus reducing operational risk.

Strong Financial Outlook

Focus on rate base growth opportunities to drive long-term financial results and continued growth of the dividend.



For More Information Contact:





State by State Comparison of Services

		Aqua		
State	Rate Base (\$000s)	Water Customers	Wastewater Customers	Total Customers
PA	\$4,401,939	456,018	62,161	518,179
IL	\$529,015	69,722	24,408	94,130
ОН	\$520,738	152,788	11,306	164,094
TX	\$558,134	74,082	23,454	97,536
NC	\$363,285	86,504	22,869	109,373
NJ	\$259,339	55,775	6,779	62,554
IN	\$130,699	1,448	30,749	32,197
VA	\$115,891	27,253	8,393	35,646
TOTAL	\$6,879,040	923,590	190,119	1,113,709
Peoples				
State		Rate Base (\$000s)	Gas C	ustomers
PA		\$3,337,4	468	703,257
KY		\$192,327 40,489		40,489
TOTAL		\$3,529,	795	743,746



Operating Revenues

Q1 2024 vs. Q1 2023

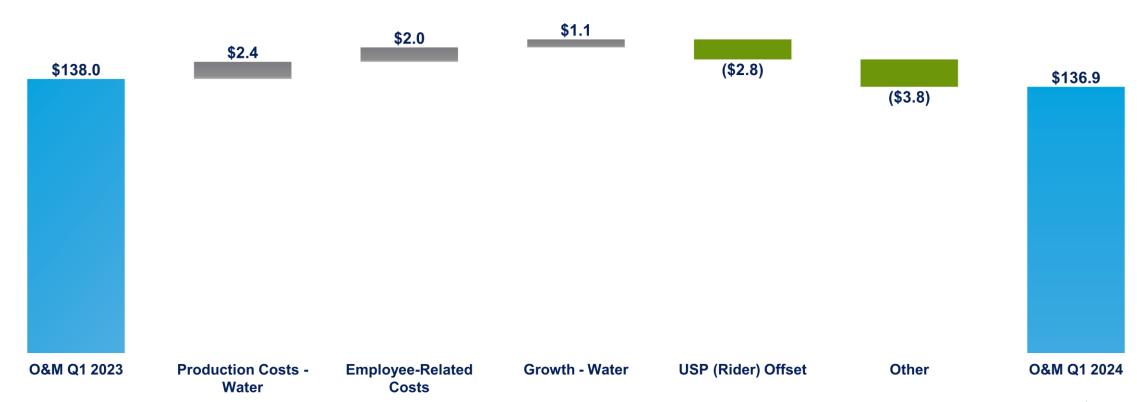
Change in Operating Revenues (millions)



Operations & Maintenance Expenses

Q1 2024 vs. Q1 2023

Change in Operations & Maintenance Expense (millions)



Earnings per Common Share

Q1 2024 vs. Q1 2023

Change in Earnings Per Share



Full Year 2023 Financial Highlights

As of December 31, 2023

(\$ in millions, except per share data)	FY 2022	FY 2023	Percent Change
Operating Revenues	\$2,288.0	\$2,053.8	(10.2%)
Purchased Gas	\$602.0	\$352.3	(41.5%)
Operations and Maintenance Expense	\$613.6	\$575.5	(6.2%)
Operating Income	\$661.2	\$692.1	4.7%
Net Income	\$465.2	\$498.2	7.1%
Net Income per Share	\$1.77	\$1.86	5.1%

Healthy Balance Sheet Supports Equity Requirements

STABLE CREDIT RATINGS



Baa2

Baa2

Issuer

Issuance

S&P Global Ratings

Α-

BBB+

Issuer

Issuance

SELECT CREDIT TARGETS

DEBT-TO-CAPITAL RATIO 50-55%

DIVIDEND PAYOUT RATIO 60-65%

FFO/NET DEBT RATIO 12-14%

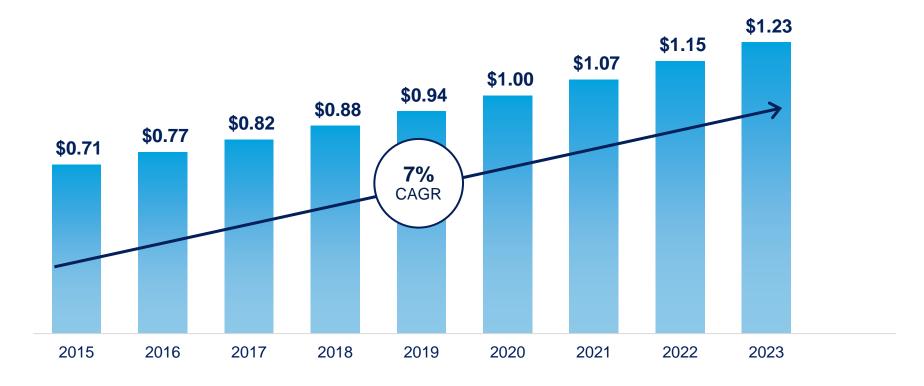
RAISING EQUITY TO SUPPORT LONG-TERM GOALS

To support long-term targets, Essential expects to raise

\$250M

through an ATM program in 2024

Consistent Dividend Growth





Consistent dividend growth with 33 dividend increases in the last 32 years

2023 Regulatory Activity Completed

State	Docket Number	Segment	Туре	Annualized Revenue Increase (\$thousands)
Ohio		Water	Rate Case	\$1,569
	22-1094-WW-AIR	Water	Rate Case	\$4,498
	22-1096-ST-AIR	Wastewater	Rate Case	\$352
Indiana		Wastewater	Rate Case	\$134
Illinois		Water	Surcharge	\$1,352
IIIIIIIII		Wastewater	Surcharge	\$567
Virginia	PUR-2022-00113	Wastewater	Surcharge	\$15
North Carolina	W-218, Sub 573	Water	Rate Case – Year 1	\$9,706
	W-218, Sub 573	Wastewater	Rate Case – Year 1	\$4,294
	W-218, Sub 573	Water	Rate Case – Year 21	\$2,632
	W-218, Sub 573	Wastewater	Rate Case – Year 21	\$1,111
	W-218, Sub 573	Water	Rate Case – Year 3 ²	\$2,820
	W-218, Sub 573	Wastewater	Rate Case – Year 3 ²	\$1,310
		Gas	Surcharge	\$20,887
	M-2023-3041386	Water	Surcharge	\$867
Pennsylvania 	M-2023-3041418	Wastewater	Surcharge	\$63
	M-2023-30343171	Water	Surcharge	\$5,477
	M-2023-3043200	Wastewater	Surcharge	(\$73)
New Jersey	WR22050360	Water	Surcharge	\$2,173
Kentucky	2022-00341	Gas	Surcharge	\$385
Toyoo	53428	Water	Surcharge	\$6,010
Texas	53428	Wastewater	Surcharge	\$2,378
			Total	\$68,527



Requested

Rates effective 1/1/2024.

Rates effective 1/1/2025.

2024 Regulatory Activity Completed

As of May 1, 2024

State	Docket Number	Segment	Туре	Requested Annualized Revenue Increase (\$thousands)
Ohio		Water	Rate Case	\$1,627
North Carolina	W-218, Sub 573	Water	Rate Case – Year 2	\$2,632
	W-218, Sub 573	Wastewater	Rate Case – Year 2	\$1,111
Pennsylvania		Gas	Surcharge	\$(256)
	M-2023-3045036	Water	Surcharge	\$5,626
	M-2023-3045037	Wastewater	Surcharge	\$142
Illinois		Water	Surcharge	\$1,823
		Wastewater	Surcharge	\$693
Kentucky	2023-00343	Gas	Surcharge	\$1,220
			Total	\$14,618

Regulatory Activity Pending

As of May 1, 2024

State	Docket Number	Segment	Туре	Requested Annualized Revenue Increase (\$thousands)
Illinois	22-0044	Water	Rate Case	\$10,741
	22-0044	Wastewater	Rate Case	\$8,455
Virginia	PUR-2023-00073	Water	Rate Case	\$5,215
	PUR-2023-00073	Wastewater	Rate Case	\$1,696
New Jersey		Water	Rate Case	\$8,328
Pennsylvania	R-2023-3044549	Gas	Rate Case	\$156,024
Texas		Water	Surcharge	\$4,688
		Wastewater	Surcharge	\$4,111
			Total	\$199,258



Peoples Natural Gas

Overview of Pennsylvania Rate Case Filing

Case Details				
Revenue: \$671.5M	Equity: 54.67%			

Rates Expected: Increase: ROE: 0ctober 2024 \$156.0M, or 18.7%

Rate Base through the FPFTY as of 9/30/2025:

\$4.2B up from \$2.1B in last case

Significant Benefits Delivered Since Last Rate Case

✓ Meaningful emissions reduction

Filed: 12/29/2023

- ✓ Over 1,000 miles of pipe replaced
- ✓ Five-year rate case hiatus

Regulatory Mechanisms

- Weather Normalization
- ✓ Tax Repair

Exploring Energy Innovation



In partnership with





Multi-phased pilot exploring the use of hydrogen as a future energy source



Early investor in WATT, currently exploring partnerships to deploy their residential fuel cell in our customer's homes to generate electricity



Collaborating on opportunities to innovate on energy and greenhouse gas emissions reductions

Leading
Appalachian
Natural Gas
Producer

H2 will be produced and injected into Peoples' distribution system in trace amounts

Leveraging Partnerships to Elevate What's Possible for the Future of Clean Energy

Third Party Sustainability Ratings



ote: As of 2/29/2024. Essential's proxy peer group includes Alliant Energy, American States Water, American Water, Atmos Energy, Avista, Black Hills, California Water, Evergy, New Jersey Resources, NiSource, Northwestern, OGE Energy, One Gas, Portland General Electric, Southwest Gas, and Spire.

Most peers not scored by MSCI.

⁽²⁾ Most peers receive F due to non-submission and several others do not have public score disclosure.