

Essential Utilities, Inc. and Subsidiaries  
Reconciliation of GAAP to Non-GAAP financial measures  
(in thousands of dollars)  
(GAAP refers to accounting principles generally accepted in the United States)

	Quarter ended			Quarters ended				Years ended December 31,			
	3/31/2022	6/30/2022	9/30/2022	3/31/2021	6/30/2021	9/30/2021	12/31/2021	2021	2020	2019	2018
Operating revenues (GAAP financial measure)	\$ 699,275	\$ 448,756	\$ 434,618	\$ 583,565	\$ 397,032	\$ 361,860	\$ 535,687	\$ 1,878,144	\$ 1,462,698	\$ 889,692	\$ 838,091
Transaction-related rate credits issued to utility customers	-	-	-	-	-	-	-	-	23,004	-	-
Adjusted operating revenues (Non-GAAP financial measure)	<u>\$ 699,275</u>	<u>\$ 448,756</u>	<u>\$ 434,618</u>	<u>\$ 583,565</u>	<u>\$ 397,032</u>	<u>\$ 361,860</u>	<u>\$ 535,687</u>	<u>\$ 1,878,144</u>	<u>\$ 1,485,702</u>	<u>\$ 889,692</u>	<u>\$ 838,091</u>
Net income (GAAP financial measure)	\$ 199,376	\$ 82,291	\$ 68,638	\$ 183,689	\$ 80,914	\$ 50,503	\$ 116,506	\$ 431,612	\$ 284,849	\$ 224,543	\$ 191,988
Add:											
Interest expense, net	53,027	54,397	58,978	50,382	51,698	51,567	51,678	205,325	183,072	99,977	98,902
Allowance for funds used during construction	(5,839)	(6,151)	(5,812)	(2,934)	(4,906)	(6,082)	(6,870)	(20,792)	(12,687)	(16,172)	(13,023)
Provision for income taxes	(17,233)	8,100	4,797	4,766	3,786	1,765	(19,929)	(9,612)	(19,878)	(13,017)	(13,669)
Depreciation	77,878	77,425	80,471	71,637	72,764	72,606	75,184	292,191	251,443	158,179	146,032
Amortization	468	1,751	2,259	1,307	1,408	1,901	1,145	5,761	5,616	(1,703)	641
Earnings before interest, taxes, depreciation and amortization (Non-GAAP financial measure)	<u>\$ 307,677</u>	<u>\$ 217,813</u>	<u>\$ 209,331</u>	<u>\$ 308,847</u>	<u>\$ 205,664</u>	<u>\$ 172,260</u>	<u>\$ 217,714</u>	<u>\$ 904,485</u>	<u>\$ 692,415</u>	<u>\$ 451,807</u>	<u>\$ 410,871</u>
Transaction-related expenses for acquisition of Peoples	-	-	-	-	-	-	-	-	25,573	65,161	73,963
Transaction-related water rate credits issued to utility customers	-	-	-	-	-	-	-	-	23,004	-	-
Adjusted earnings before interest, taxes, depreciation and amortization (Non-GAAP financial measure)	<u>\$ 307,677</u>	<u>\$ 217,813</u>	<u>\$ 209,331</u>	<u>\$ 308,847</u>	<u>\$ 205,664</u>	<u>\$ 172,260</u>	<u>\$ 217,714</u>	<u>\$ 904,485</u>	<u>\$ 740,992</u>	<u>\$ 516,968</u>	<u>\$ 484,834</u>
Selected operating results as a percentage of adjusted operating revenues:											
Net income	28.5%	18.3%	15.8%	31.5%	20.4%	14.0%	21.8%	23.0%	19.2%	25.3%	22.9%
Add:											
Interest expense, net	7.6%	12.1%	13.6%	8.6%	13.0%	14.3%	9.6%	10.9%	12.3%	11.2%	11.8%
Allowance for funds used during construction	-0.8%	-1.4%	-1.3%	-0.5%	-1.2%	-1.7%	-1.3%	-1.1%	-0.9%	-1.8%	-1.6%
Provision for income taxes	-2.5%	1.8%	1.1%	0.8%	0.9%	0.4%	-3.7%	-0.5%	-1.3%	-1.5%	-1.6%
Depreciation	11.1%	17.3%	18.5%	12.3%	18.3%	20.1%	14.0%	15.6%	16.9%	17.8%	17.4%
Amortization	0.1%	0.4%	0.5%	0.2%	0.4%	0.5%	0.2%	0.3%	0.4%	-0.2%	0.1%
Other Non-GAAP adjustments	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.3%	7.3%	8.8%
Adjusted earnings before interest, taxes, depreciation and amortization	<u>44.0%</u>	<u>48.5%</u>	<u>48.2%</u>	<u>52.9%</u>	<u>51.8%</u>	<u>47.6%</u>	<u>40.6%</u>	<u>48.2%</u>	<u>49.9%</u>	<u>58.1%</u>	<u>57.8%</u>

Reconciliation of GAAP to Non-GAAP financial measures -

The Company is providing disclosure of the reconciliation of the non-GAAP financial measures to the most comparable GAAP financial measures. The Company believes that the non-GAAP financial measures provide investors the ability to measure the Company's financial operating performance by adjustment, which is more indicative of the Company's ongoing performance and is more comparable to measures reported by other companies. The Company further believes that the presentation of these non-GAAP financial measures is useful to investors as a more meaningful way to compare the Company's operating performance against its historical financial results.

Earnings before interest, taxes, depreciation and amortization (EBITDA) is not a measurement of financial performance under accounting principles generally accepted in the United States. This table presents EBITDA amounts for the quarters and years noted. We believe EBITDA is a relevant and useful indicator of operating performance, as we measure it for management purposes because it provides a better understanding of our results of operations by highlighting our operations and the underlying profitability of our core business. The amounts reported on this reconciliation include the operating results of Essential Utilities' EBITDA for all periods reported.

Adjusted EBITDA amounts for the years ended December 31, 2020, 2019, and 2018 have been adjusted to exclude the effects of the Company's transaction-related expenses and credits related to the acquisition of Peoples, which closed on March 16, 2020.

These financial measures are measures of the Company's operating performance that do not comply with U.S. generally accepted accounting principles (GAAP), and are thus considered to be "non-GAAP financial measures" under applicable Securities and Exchange Commission regulations. These non-GAAP financial measures are derived from our consolidated financial information, and should only be used as a supplement to our GAAP disclosures.