

Essential Utilities, Inc. and Subsidiaries  
Reconciliation of GAAP to Non-GAAP Financial Measures  
(In thousands, except per share amounts)  
(Unaudited)

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 "adjusted operating revenues" "adjusted income" and "adjusted income per common share" 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.

This reconciliation includes a presentation of the non-GAAP financial measures "adjusted income" and "adjusted income per common share" and have been adjusted for the following items:

- (1) Transaction-related expenses for the Company's Peoples acquisition that closed on March 16, 2020, which consists of costs recorded as operations and maintenance expenses for the three months ended March 31, 2020 of \$25,397, primarily representing expenses associated with investment banking fees, obtaining regulatory approvals, legal expenses, and integration planning;
- (2) Transaction-related water rate credits, for the Company's Peoples acquisition, issued to Pennsylvania utility customers in September 2020; and
- (3) The income tax impact of the non-GAAP adjustments described above.

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 is provided to supplement the Company's GAAP measures, and should not be considered as a substitute for measures of financial performance prepared in accordance with GAAP.

The following reconciles our GAAP results to the non-GAAP information we disclose :

	Quarter Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020 (A)
Operating revenues (GAAP financial measure)	\$ 361,860	\$ 348,647	\$ 1,342,457	\$ 988,700
(2) Transaction-related water rate credits issued to utility customers	-	4,080	-	4,080
Adjusted operating revenues (Non-GAAP financial measure)	\$ 361,860	\$ 352,727	\$ 1,342,457	\$ 992,780
	Quarter Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020 (A)
Net income (GAAP financial measure)	\$ 50,503	\$ 55,732	\$ 315,106	\$ 182,142
Adjustments:				
(1) Transaction-related expenses for the Peoples transaction closed March 16, 2020	-	-	-	25,573
(2) Transaction-related water rate credits issued to utility customers	-	4,080	-	4,080
(3) Income tax effect of non-GAAP adjustments	-	(1,179)	-	(5,827)
Adjusted income (Non-GAAP financial measure)	\$ 50,503	\$ 58,633	\$ 315,106	\$ 205,968
Net income per common share (GAAP financial measure):				
Basic	\$ 0.20	\$ 0.22	\$ 1.23	\$ 0.73
Diluted	\$ 0.19	\$ 0.22	\$ 1.23	\$ 0.71
Adjusted income per common share (Non-GAAP financial measure):				
Basic	\$ 0.20	\$ 0.23	\$ 1.23	\$ 0.83
Diluted	\$ 0.19	\$ 0.23	\$ 1.23	\$ 0.81
Average common shares outstanding:				
Basic	258,773	254,280	256,051	248,212
Diluted	259,437	255,162	256,763	255,139

(A) Includes People's operating results as of the closing date of the Peoples acquisition, March 16, 2020.