

# Financial Advisor Presentation



November 19, 2024



# Safe Harbor for Forward-Looking Statements

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## Safe Harbor Statement

Some of the statements in this presentation are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 and other applicable law. Such forward-looking statements may be identified by the use of words, such as “project,” “believe,” “expect,” “anticipate,” “intend,” “plan,” “estimate,” “continue,” “potential,” “forecast” or other similar words, or future or conditional verbs such as “may,” “will,” “should,” “would” or “could.” These statements represent our intentions, plans, expectations, assumptions and beliefs about our future financial performance, business strategy, projected plans and objectives. These statements are subject to many risks and uncertainties and actual results may materially differ from those expressed in these forward-looking statements. Please refer to Chesapeake Utilities Annual Report on Form 10-K for the year ended December 31, 2023 filed with the SEC and other SEC filings concerning factors that could cause those results to be different than contemplated in this presentation.

## Non-GAAP Financial Information

This presentation includes non-GAAP financial measures including Adjusted Gross Margin, Adjusted Net Income and Adjusted Earnings Per Share (“EPS\*”). A "non-GAAP financial measure" is generally defined as a numerical measure of a company's historical or future performance that includes or excludes amounts, or that is subject to adjustments, so as to be different from the most directly comparable measure calculated or presented in accordance with GAAP. Our management believes certain non-GAAP financial measures, when considered together with GAAP financial measures, provide information that is useful to investors in understanding period-over-period operating results separate and apart from items that may, or could, have a disproportionately positive or negative impact on results in any particular period.

The Company calculates Adjusted Gross Margin by deducting the purchased cost of natural gas, propane and electricity and the cost of labor spent on direct revenue-producing activities from operating revenues. The costs included in Adjusted Gross Margin exclude depreciation and amortization and certain costs presented in operations and maintenance expenses in accordance with regulatory requirements. The Company calculates Adjusted Net Income and Adjusted EPS by deducting costs and expenses associated with significant acquisitions that may affect the comparison of period-over-period results. These 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 Company believes that these non-GAAP measures are useful and meaningful to investors as a basis for making investment decisions and provide investors with information that demonstrates the profitability achieved by the Company under allowed rates for regulated energy operations and under the Company's competitive pricing structures for unregulated energy operations. The Company's management uses these non-GAAP financial measures in assessing a business unit and Company performance. Other companies may calculate these non-GAAP financial measures in a different manner.

See Appendix for a reconciliation of Gross Margin, Net Income and EPS, all as defined under GAAP, to our non-GAAP measures of Adjusted Gross Margin, Adjusted Net Income, and Adjusted EPS for each of the periods presented.

\*Unless otherwise noted, EPS and Adjusted EPS are presented on a diluted basis.

# Today's Presenting Leadership

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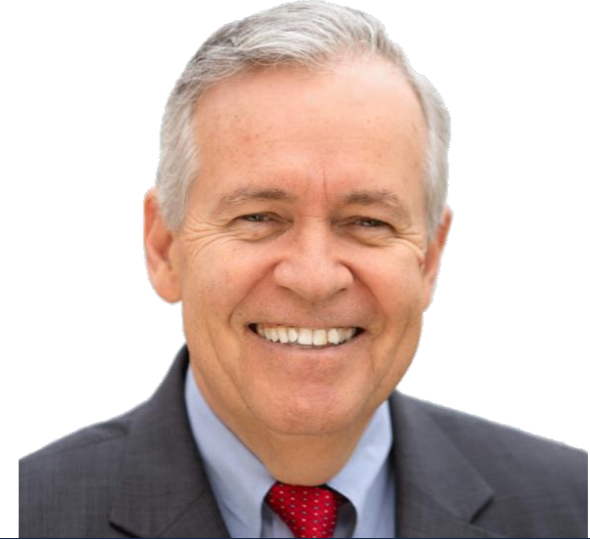
**Jeff Householder**

Chair of the Board,  
President &  
Chief Executive Officer



**Beth Cooper**

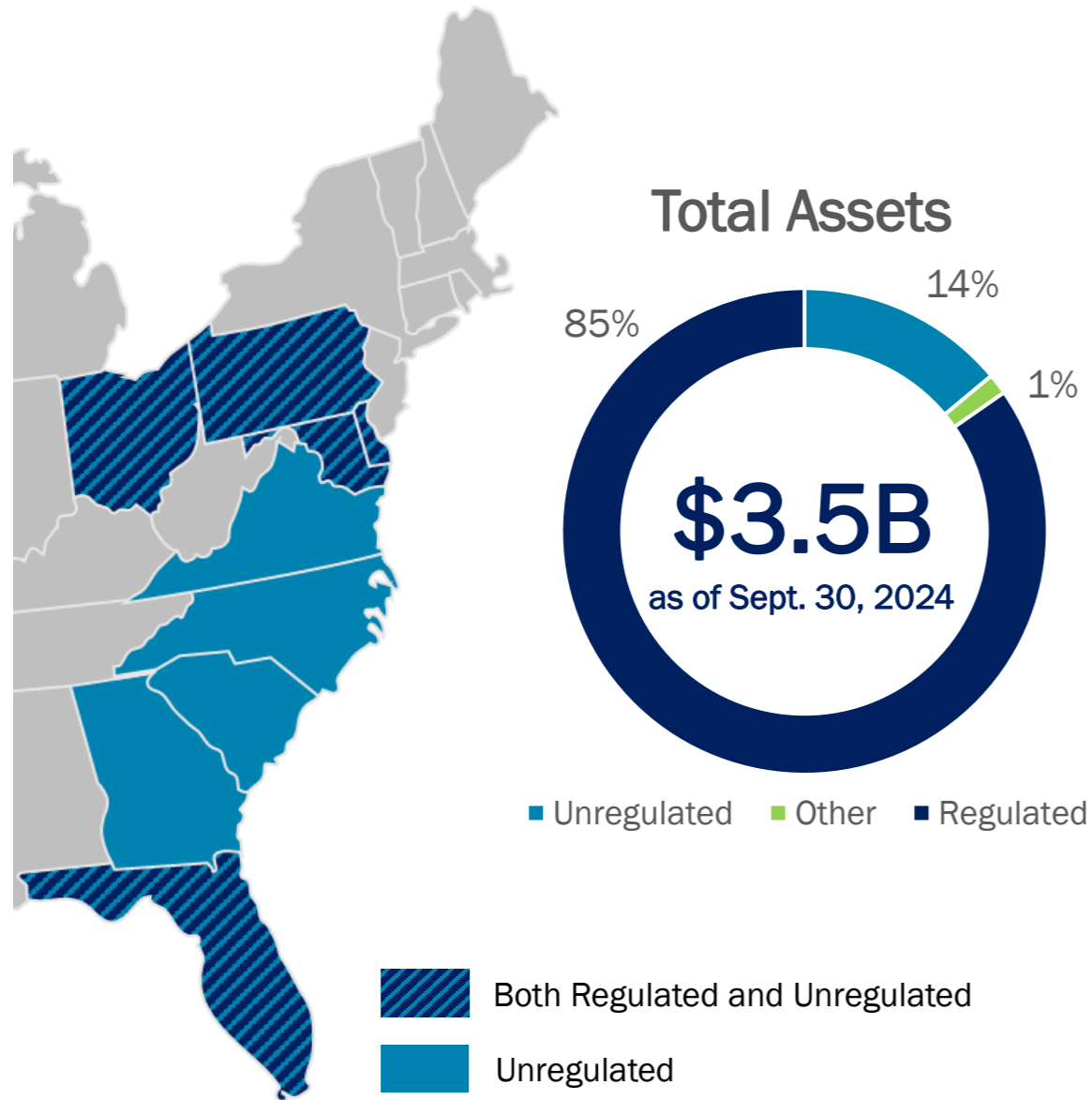
Executive Vice President,  
Chief Financial Officer,  
Treasurer & Asst.  
Corporate Secretary



**Jim Moriarty**

Executive Vice President,  
General Counsel, Corp.  
Secretary & Chief Policy  
and Risk Officer

# Growing, Diversified Portfolio of Energy Delivery Solutions



## Chesapeake Utilities Corporation Overview

NYSE: CPK

\$2.9B Market Cap company

160+ years providing energy

~1,250 current employees

~440,000 distribution customers

### Our Business Lines

### States We Serve

#### Regulated Energy Segment

Natural Gas Transmission

DE, FL, MD, PA, OH

Natural Gas Distribution

DE, MD, FL

Electric Distribution

FL

#### Unregulated Energy Segment

Propane Distribution

PA, DE, MD, VA, NC, SC, FL

Natural Gas Pipeline System

OH

CNG Services

Multiple - Including  
CNG Fueling Station in GA

CHP Generation

FL

RNG Opportunities

Projects in OH, MD, FL

# Aligning our Work with a Higher-Level Purpose

## Our Mission

We deliver energy that makes life better for the people and communities we serve.



## Our Vision

We will be a leader in delivering energy that contributes to a sustainable future.



## Our Values

Care

We put people first.

Integrity

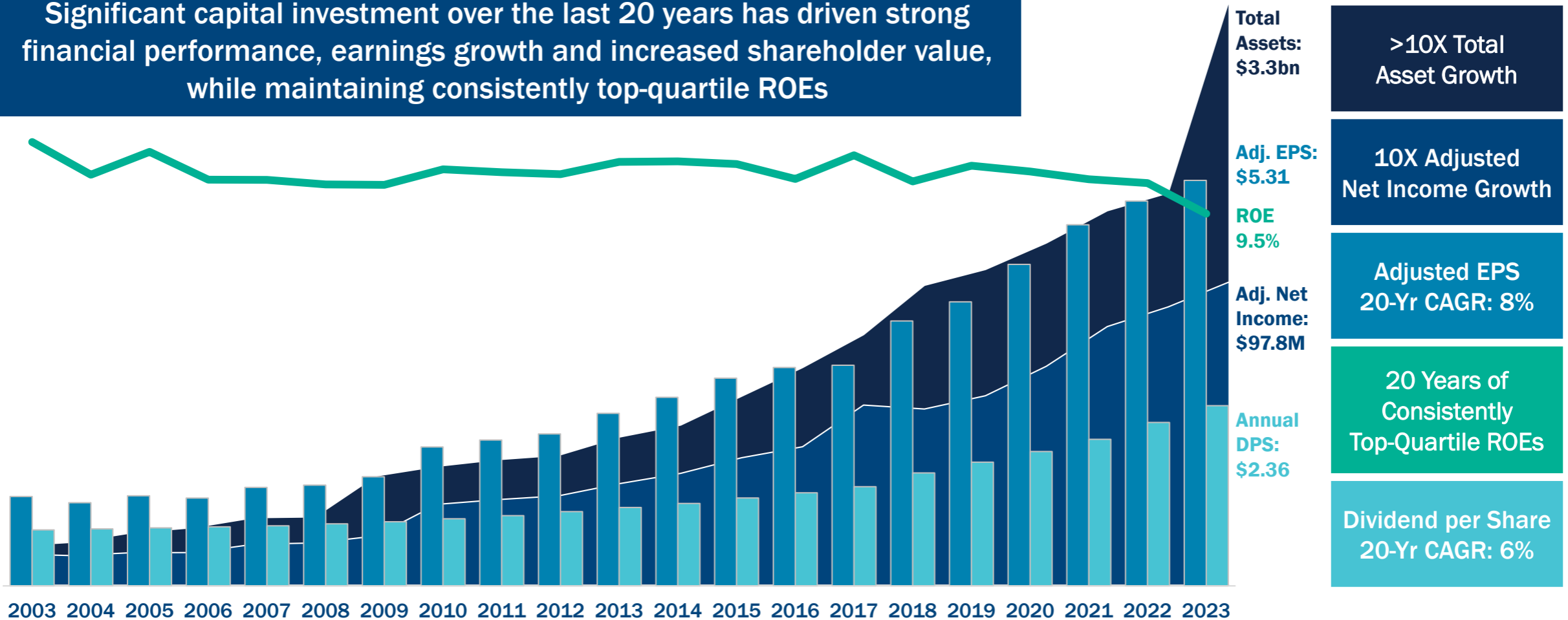
We tell the truth.

Excellence

We achieve great things together.

# Track Record of Investment Growth Driving Top-Quartile Performance

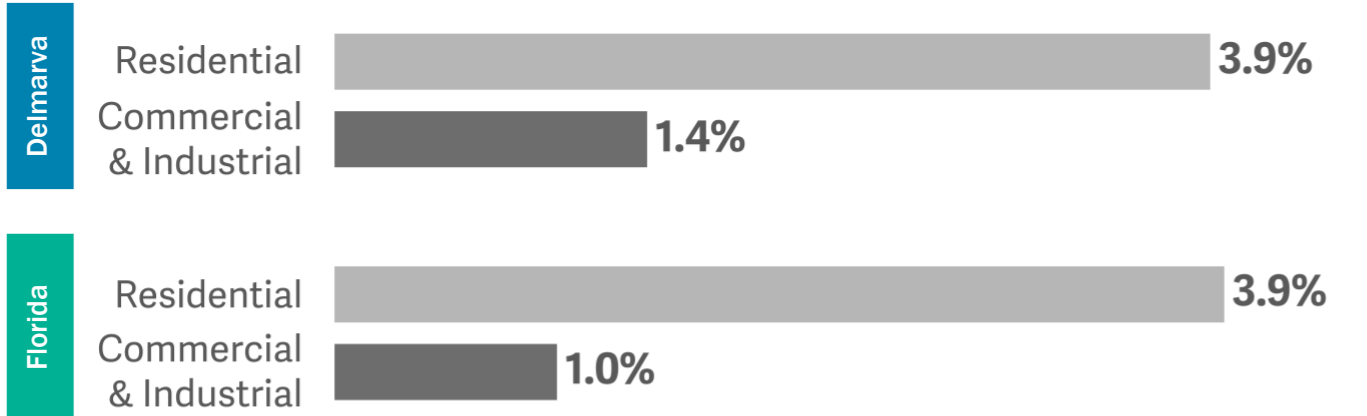
Significant capital investment over the last 20 years has driven strong financial performance, earnings growth and increased shareholder value, while maintaining consistently top-quartile ROEs



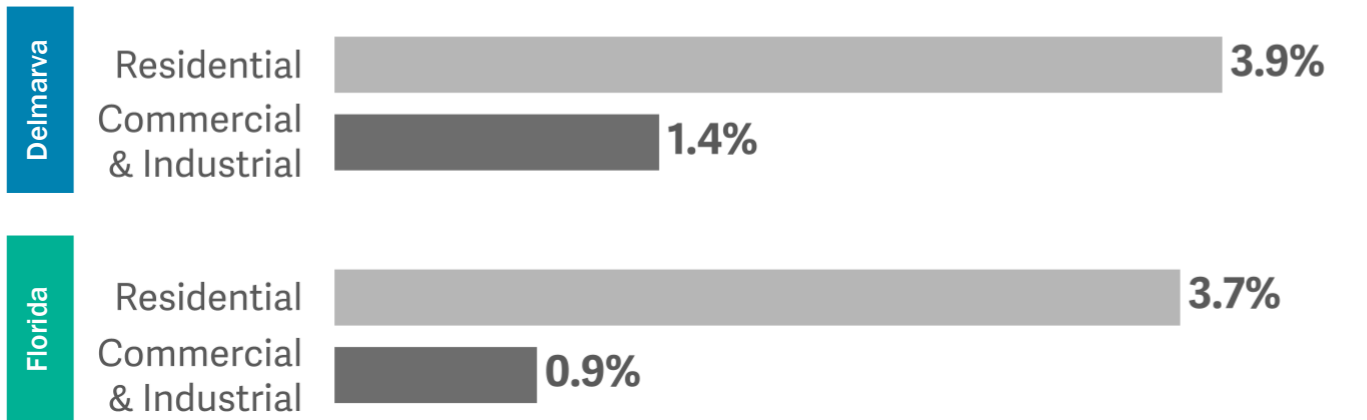
# High-Growth Service Areas Drive Investment Opportunities

## Strong Customer Growth

Q3 2024 vs Q3 2023



YTD 2024 vs YTD 2023



Strong growth expected to continue, with

**50+**

new housing developments expected to be built within our Delmarva and Florida service areas in each of the next 4 years

# Executing On Our Long-Term Growth Plan



Growth in earnings to support increased shareholder value



Prudently  
deploy  
investment  
capital



Proactively  
manage  
regulatory  
agenda



Continually  
execute on  
business  
transformation

Foundation of operational excellence across the organization

# Significant Capital Investment Drives Long-Term Growth

5-Year<sup>1</sup> CapEx Guidance: \$1.5 - \$1.8B

\$1.3B of Investment Already Identified

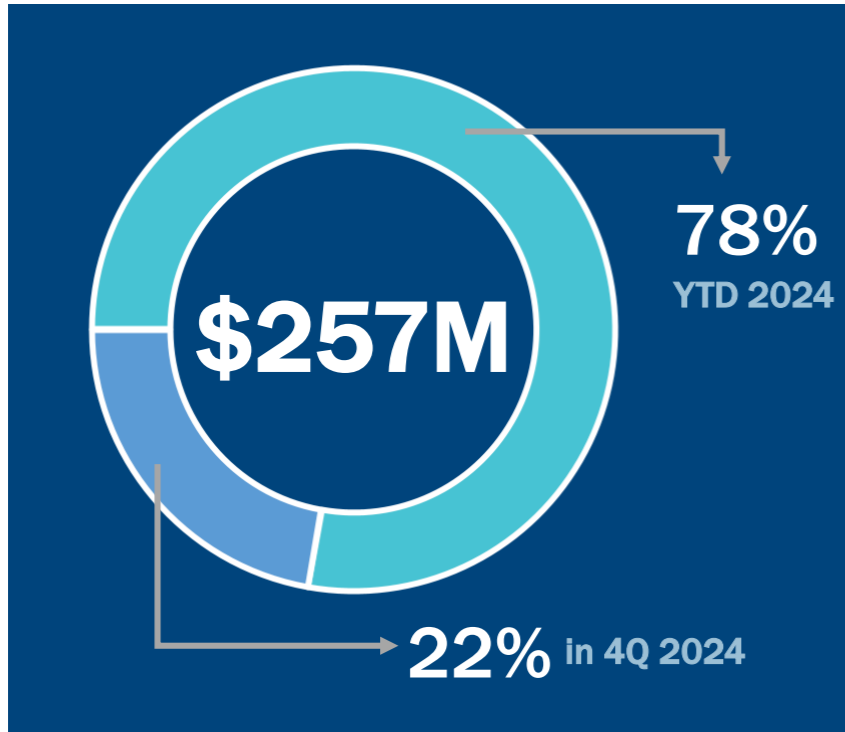
Segment	5-Year Guidance	
Regulated Distribution	\$600 - \$645M	<b>~95% Regulated Investment</b>
Regulated Transmission	\$435 - \$590M	
Regulated Infrastructure	\$325 - \$375M	
Technology	\$70 - \$90M	
Unregulated Businesses	\$100 - \$140M	
<b>Total</b>	<b>\$1.5 - \$1.8B</b>	

Identified Regulated CapEx	5-Year Spend
Natural Gas LDC Organic Growth	\$625M
Worcester Resiliency	\$80M
Newberry, Wildlight Phase 2	\$28M
Boynton Beach, New Smyrna	\$36M
Lake Mattie, St. Cloud, Plant City	\$42M
Other Approved Pipeline Projects	\$49M
GUARD / SAFE Programs <sup>1</sup>	\$230M
Eastern Shore Capital Surcharge	\$75M
Florida Electric Storm Protection Plan	\$50M
Technology Transformation	\$80M
<b>Total Identified &amp; Ongoing Capital</b>	<b>~\$1.3B</b>

**\$1B+**  
of capital spend has existing regulatory approvals or recovery mechanisms

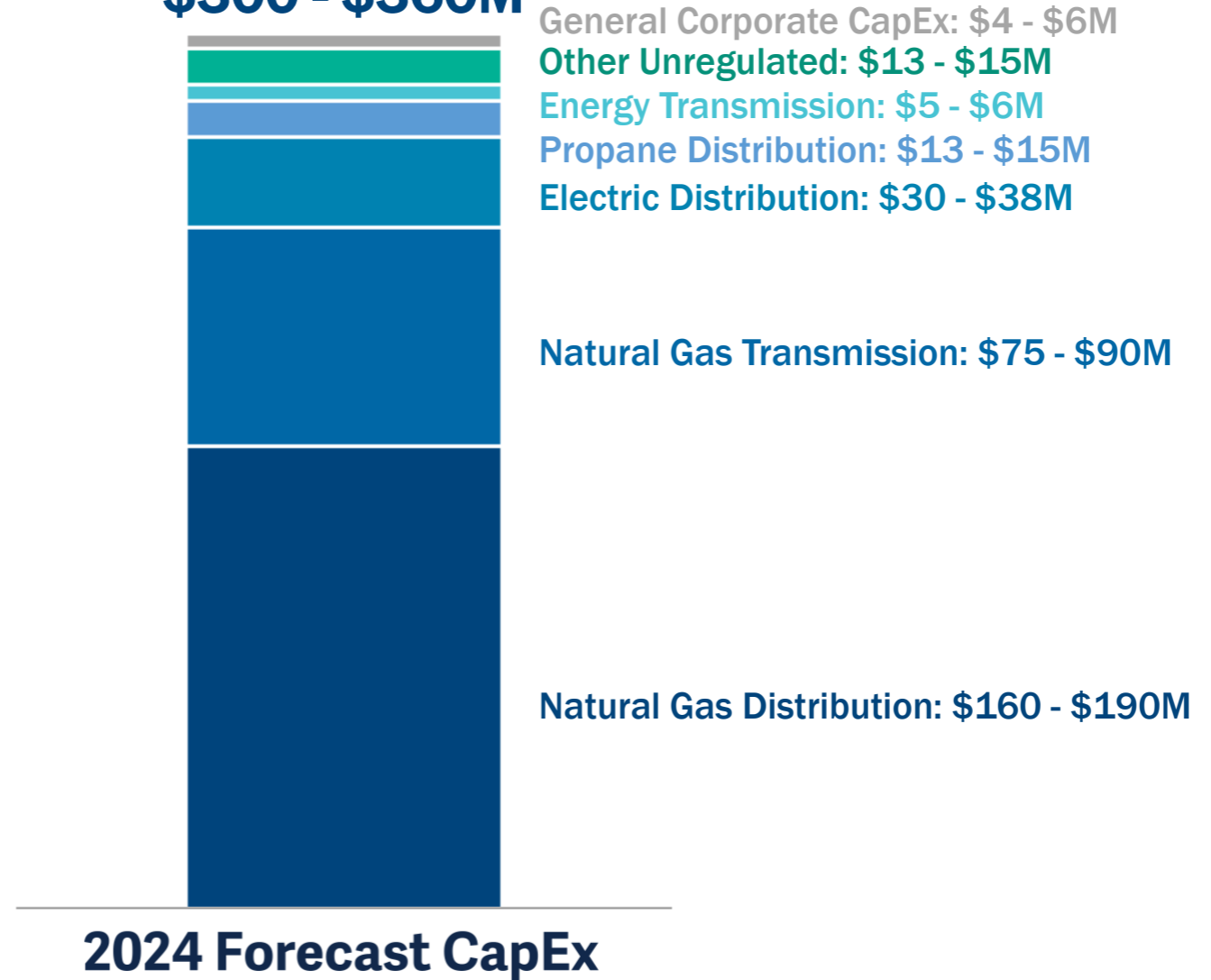
# 2024 Capital Investment On Track to Drive Margin Growth

## Capital Spend: Q1-Q3 2024

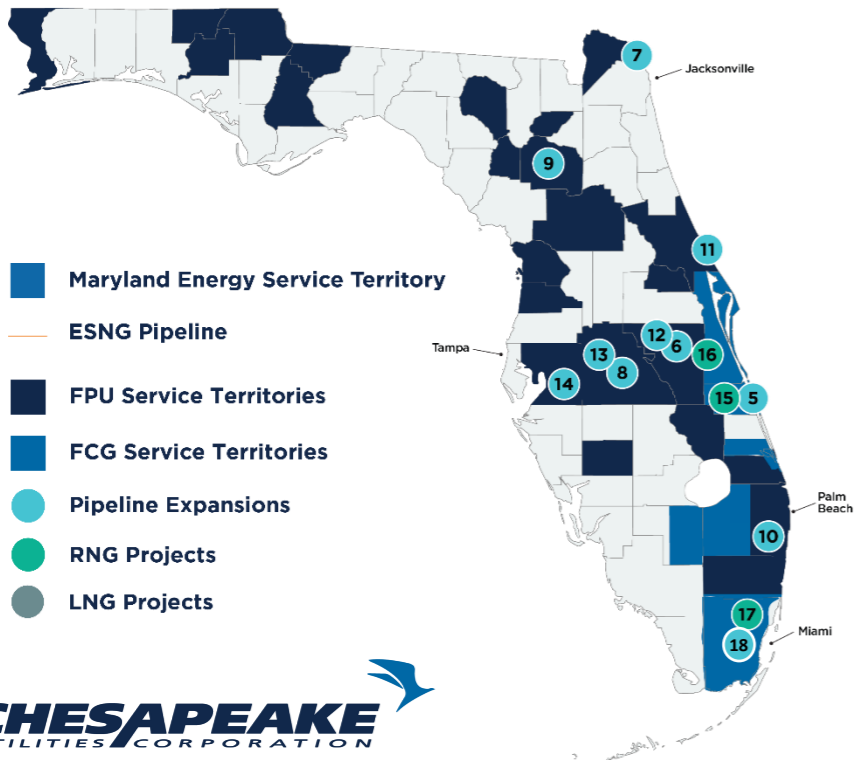
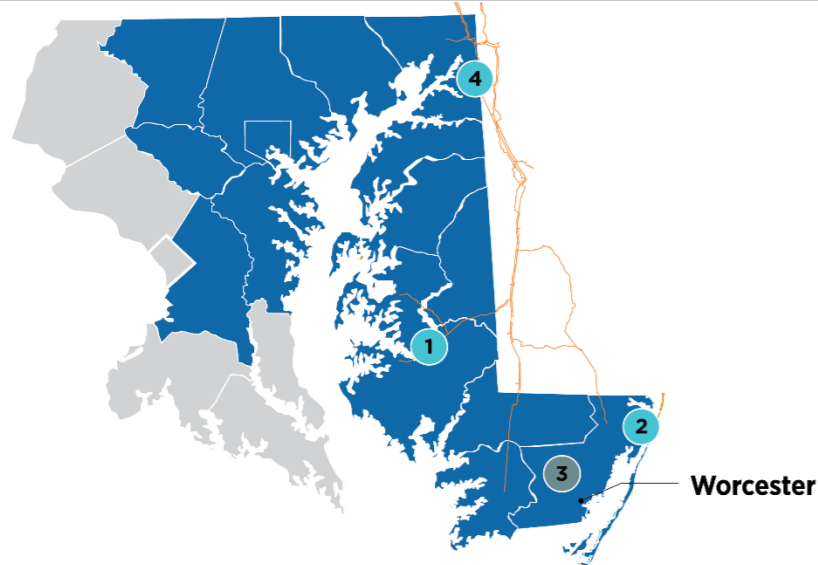


YTD 2024 Capital Expenditures on track, driven by growth projects, infrastructure investments and technology

## \$300 - \$360M



# Organic Growth Driving Delmarva & Florida Investments

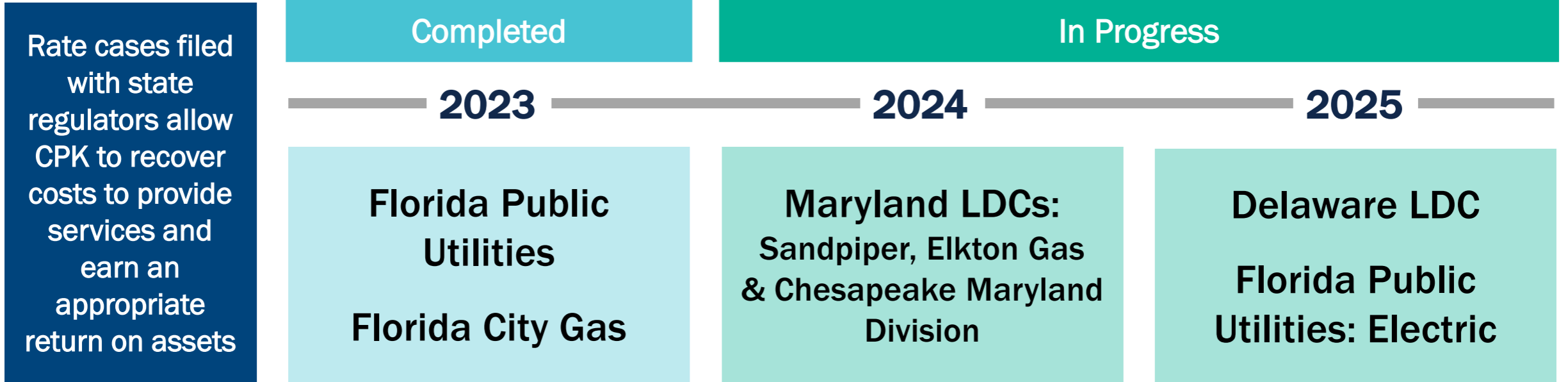


#	Project Name	Status	In-Service	Total CapEx	Adj. Gross Margin (\$M)		
					2024E	2025E	
1	Southern Expansion	In-Service	Q4 2023	~\$14M	\$2.3	\$2.3	
2	North Ocean City Connector	In-Service	Q2 2023 <sup>1</sup>	~\$6M	—	—	
3	Worcester Resiliency Upgrade (WRU)	Pending Approval	Q3 2025	~\$80M	—	—	
4	Warwick Extension	In-Progress	Q4 2024	~\$9M	\$0.3	\$1.9	
5	Beachside Expansion	In-Service	Q2 2023	~\$11M	\$2.5	\$2.4	
6	St. Cloud / Twin Lakes	In-Service	Q3 2023	~\$4M	\$0.6	\$0.6	
7	Wildlight Phase 1 & 2	In-Progress	2023-2025	~\$25M	\$1.4	\$3.0	
8	Lake Wales	In-Service	Q2 2023	~\$2M	\$0.5	\$0.5	
9	Newberry Expansion	In-Progress	Q2 2024	~\$15M	\$1.4	\$2.6	
10	Boynton Beach	In-Progress	Q1 2025	~\$21M	—	\$3.3	
11	New Smyrna Beach	In-Progress	Q2 2025	~\$15M	—	\$1.7	
12	St. Cloud Expansion	In-Progress	Q4 2025	~\$20M	—	\$2.2	
13	Lake Mattie	In-Progress	Q4 2025 <sup>2</sup>	~\$18M	—	\$0.8	
14	Plant City	In-Progress	Q4 2024	~\$4M	\$0.1	\$1.2	
15	Indian River RNG <sup>3</sup>	In-Progress	2025	~\$18M	—	\$5.5	
16	Brevard RNG <sup>3</sup>	In-Progress		~\$6M			
17	Medley RNG <sup>3</sup>	In-Progress		~\$22M			
18	Miami Inner Loop	Pending Approval	Q2-Q3 2025	~\$72M	—	—	
				<b>Totals:</b>	<b>\$362M</b>	<b>\$9.0</b>	<b>\$27.9</b>

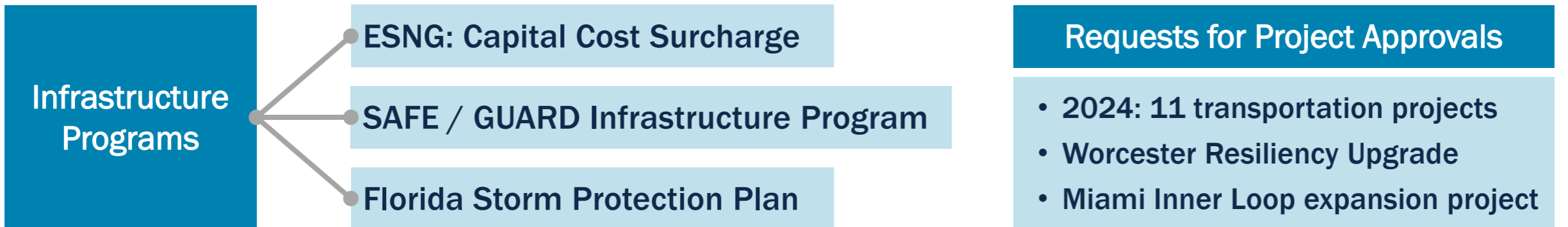
<sup>1</sup> Regulatory recovery through the Maryland General Rate Case so no margin impact in 2024. <sup>2</sup> Expected in-service in late December 2025 so no 2025 margin expected. <sup>3</sup> Approval received in July 2024 from the Florida PSC for these RNG transportation projects, which facilitate additional capacity from landfills through FCG's system.

# Proactive Regulatory Strategy





## Rate Cases



## Other Regulatory Initiatives



# Governmental Affairs Efforts Support Regulation and Growth

 <p>Understand Our Political Environments</p>	<ul style="list-style-type: none"><li>• Engage in <b>all election cycles</b> at all levels</li><li>• Monitor changes in state and federal legislation, political parties, and constituent sentiment</li></ul>
 <p>Build Relationships</p>	<ul style="list-style-type: none"><li>• Identify and <b>cultivate connections</b> with key decision makers at the local, state and federal level</li><li>• Leverage CPK leadership time and resources to strengthen relationships</li><li>• <b>Facilitate site visits and operational tours</b> for elected officials and community members</li></ul>
 <p>Start, Lead, &amp; Engage in Conversations</p>	<ul style="list-style-type: none"><li>• Ensure <b>a seat at every table</b> to engage in energy policy discussions</li><li>• Present at key community events, legislatures, and business development meetings</li><li>• Develop <b>educational materials</b> on industry topics, including LNG, RNG and Hydrogen</li></ul>
 <p>Focus on Strategic Natural Gas Advocacy</p>	<ul style="list-style-type: none"><li>• Promote the <b>benefits of natural gas</b> to meet the growing demand of our communities</li><li>• Introduce and support legislation to advance energy choice</li><li>• Produce <b>informational booklets and fact sheets</b> to advance education on CPK</li><li>• Participate in trade associations, within the natural gas industry as well as adjacent fields</li></ul>

# Worcester Resiliency Upgrade Project

ESNG LNG Storage project designed to meet critical energy service to customers during the peak winter heating season.

- \$80 million planned LNG storage facility in Bishopville, MD
- Project consists of five low-profile horizontal storage tanks allowing for up to 500K gallons of storage plus pipeline looping and additional upgrades
- Incremental storage capacity will help protect against weather-related disruptions and support affordable energy prices
- In September, members of the Operations Services Team traveled to South Korea to visit the manufacturing facility for the LNG tanks and were pleased with production progress, which remains on schedule
- Expecting FERC approval by year-end 2024 for construction start Q1 2025



CPK teammates assess LNG Tank Production in South Korea

# Renewable Natural Gas (RNG) Initiatives



- The company celebrated full operations at Full Circle Dairy (FCD) with a ribbon-cutting ceremony at the end of October 2024
- Since June 2024, nearly 21,000 dekatherms (Dth) of RNG have been captured and transported for use; FCD's full-year production is expected to average 100,000 Dth
- In November 2024, FCD received Qualified RIN Status (Q-RINS), allowing the site to generate highly-demanded D3 RINS
- RNG from FCD is injected into Chesapeake Utilities' system in Yulee, Florida by CPK subsidiary Marlin Gas Service, via its virtual pipeline capabilities, demonstrating CPK's ability to provide expertise across the energy delivery value chain

## Additional RNG Projects

**Planet Found**

Developing poultry litter energy technologies in Somerset, MD

**Noble Road**

33-mile pipeline transporting RNG from a third-party landfill in Shiloh, Ohio

**Radio Road**

First gate system in Florida to allow alternative fuels into the system

**RNG Transportation**

~27 miles of pipelines delivering RNG from three third-party landfills in Florida

# Making Strides with Business Transformation

We are continually evaluating and improving our people, processes, systems and structures in order to ensure long-term success and growth in an ever-changing environment.



## Achieving Operational Synergies

Consolidating processes and resources and incorporating operations into existing systems



## Optimizing Operations

"Best of Both" approach to identify and implement efficiencies and operations throughout Florida



## Accelerating Investment Opportunities

Moving forward on regulatory approvals and construction to support FCG service area growth



On August 26, 2024, CPK's new **SAP customer information system** went live, with a successful implementation thus far.

This system supports our **one-company operating vision**:

- streamlining **field operations** across all regulated business units,
- consolidating our **customer service platforms** and
- moving us closer to our goal of providing **top-quartile service**.

*SAP will be implemented for FCG in Spring 2025*

*1CX team Members gather for team bonding at a volunteer event earlier this year*



# Working Together to Make Life Better for the Communities We Serve

## Safety Prioritization



Our hurricane preparation proved valuable, as only 8% of FPU Electric customers reported a power loss during Hurricane Debby



CPK's second Safety Town, located in DeBary, Florida, nearing completion

## Sustainability Leadership

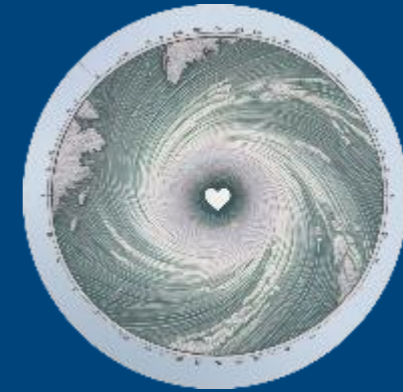


Micro-Sustainability Report on Safety and Reliability published in April 2024



Micro-Sustainability Report on Environmental Stewardship issued in September 2024

## Community Support



Following Hurricanes Helene and Milton, CPK donated \$50,000 to support affected communities

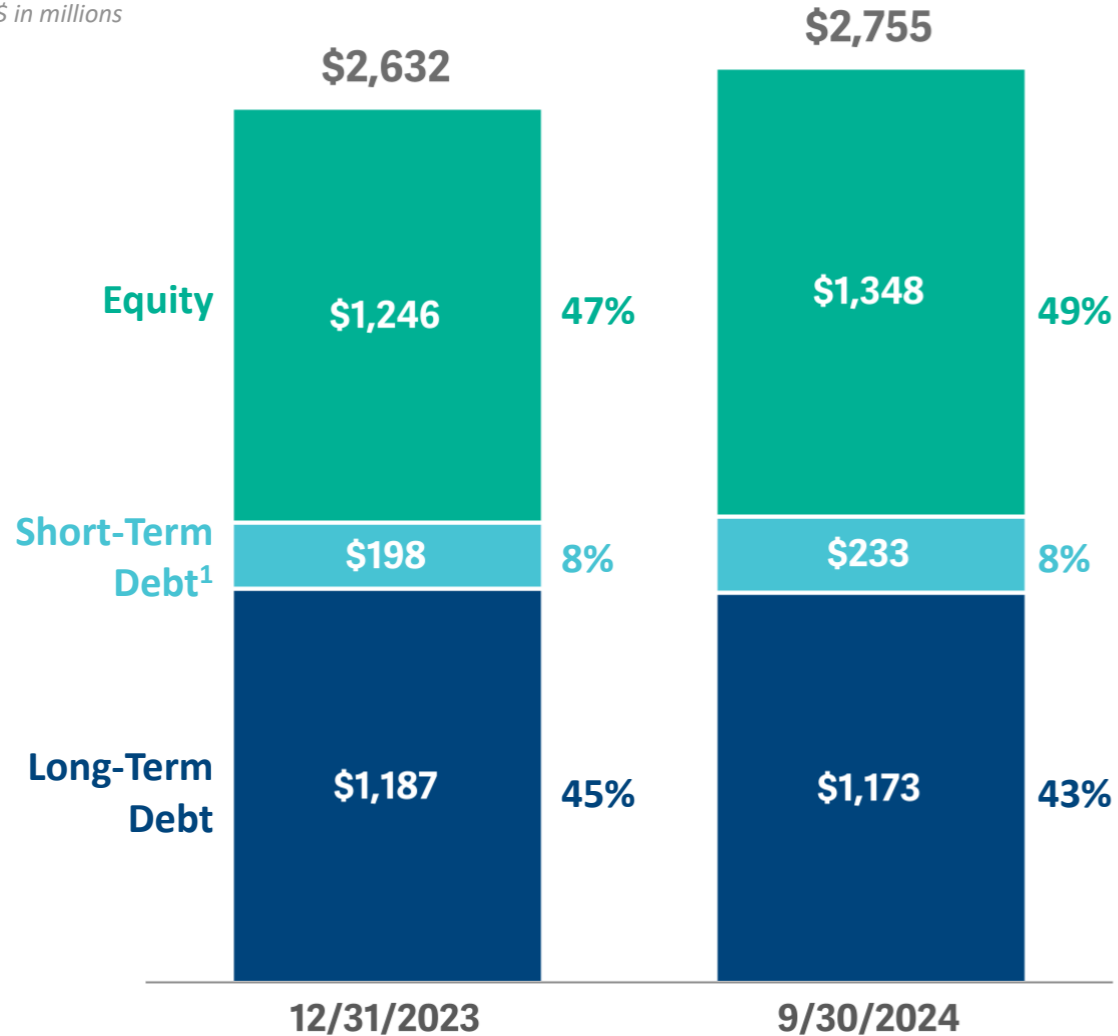


CPK turns recycled pipe into useful and beautiful benches for local communities, parks, and trails

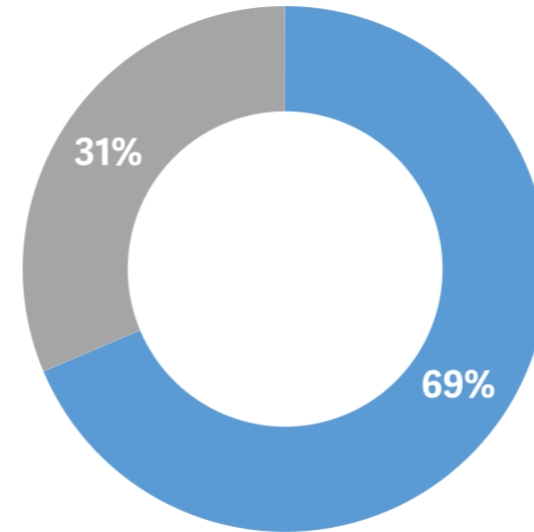
# Strong Balance Sheet Supports Growth Plan

## Total Capitalization

\$ in millions



## Total Liquidity<sup>2</sup>



Total available liquidity of  
**\$484M**  
 out of Total Capacity of \$705M

## 2024 Equity & Debt Issuances

- \$63.8M equity issued through various plans YTD Q3 2024, with 22.8M shares outstanding as of 4-Nov-24
- \$100M of 5-Yr 5.20% Senior Notes issued in Nov. 2024

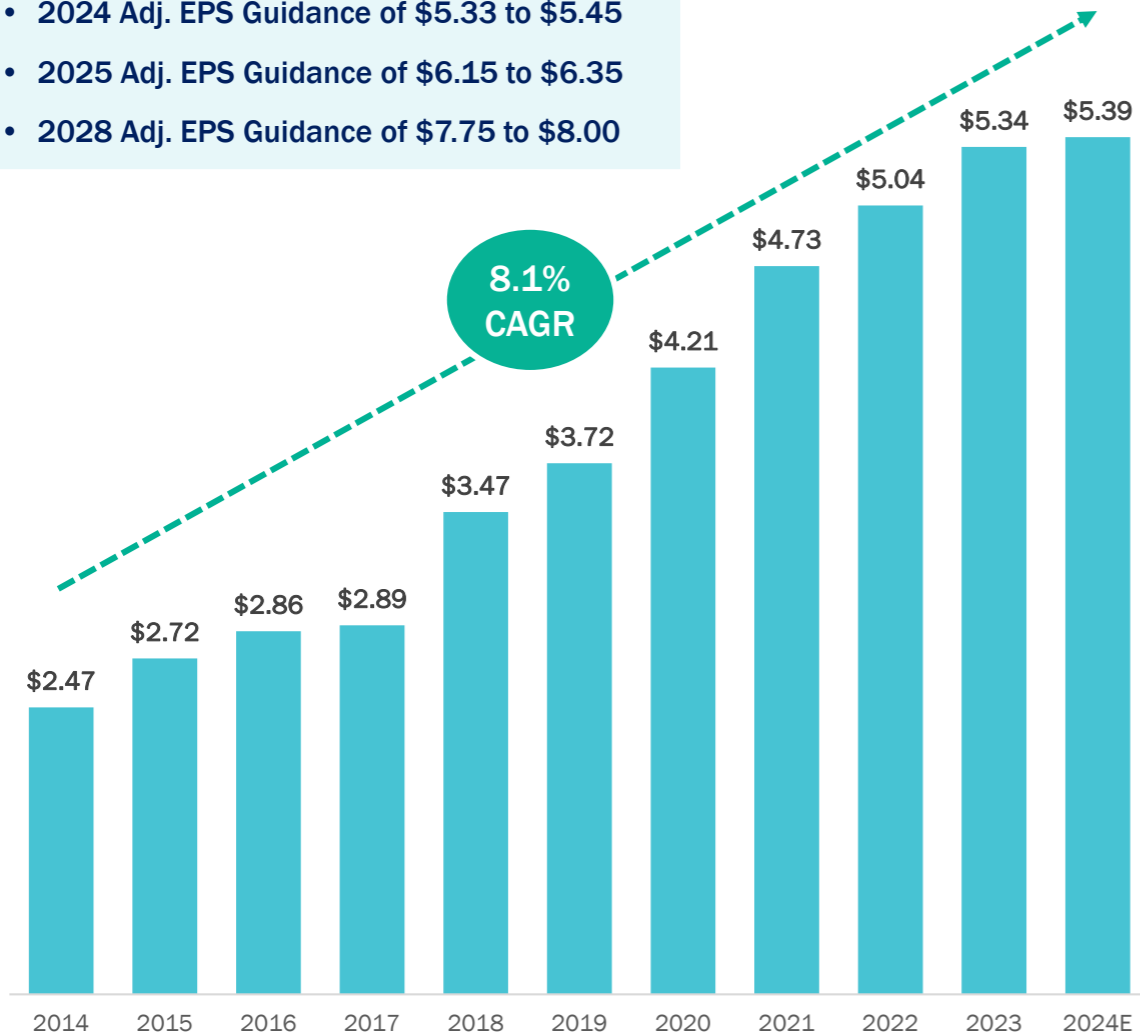
<sup>1</sup> Short-term debt for both periods includes short-term borrowing as well as the current portion of long-term debt.

<sup>2</sup> Total liquidity includes the upsized \$450M Revolver and \$255M of Private Placement Shelves.

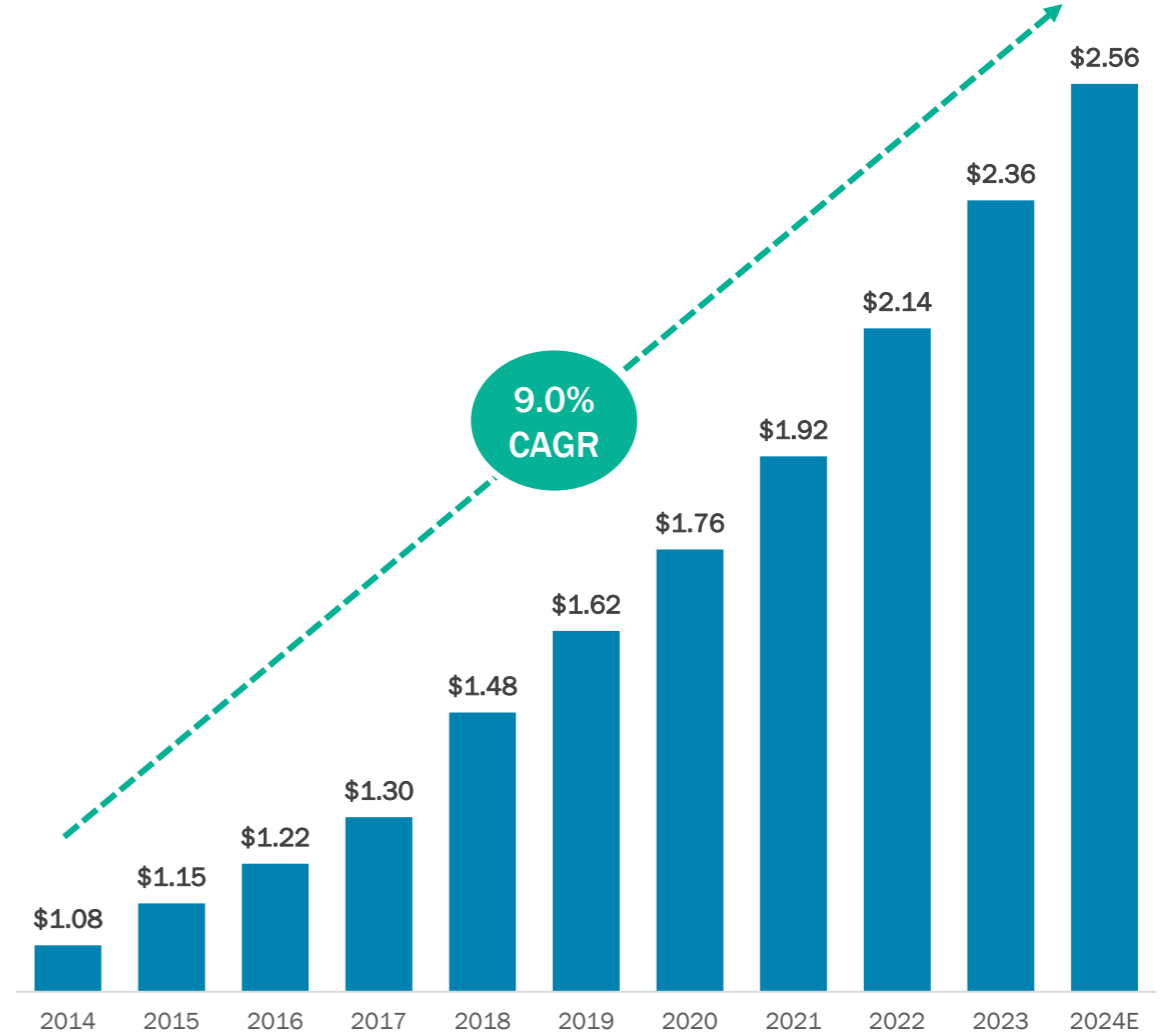
# Significant Earnings and Dividend Growth Driving Returns

## Earnings Growth Driven by Capital Investment...

- 2024 Adj. EPS Guidance of \$5.33 to \$5.45
- 2025 Adj. EPS Guidance of \$6.15 to \$6.35
- 2028 Adj. EPS Guidance of \$7.75 to \$8.00



## ... Coupled with Consistent Dividend Growth...

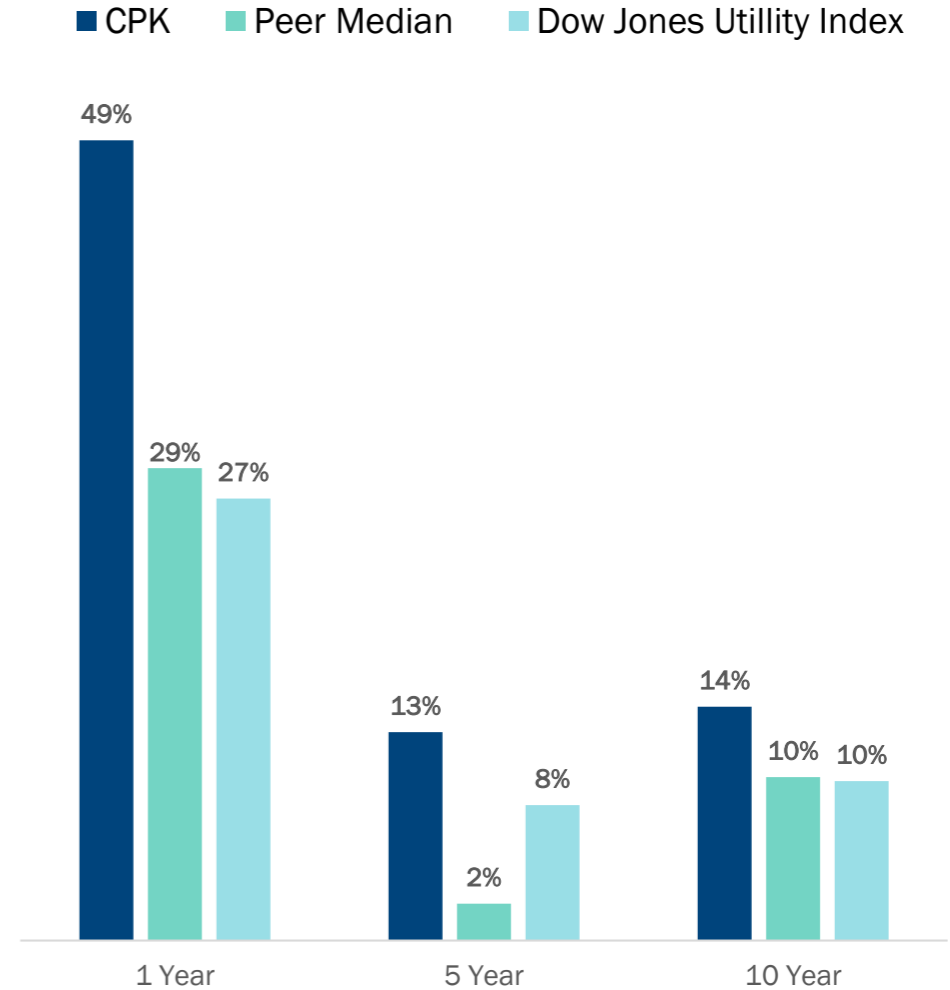
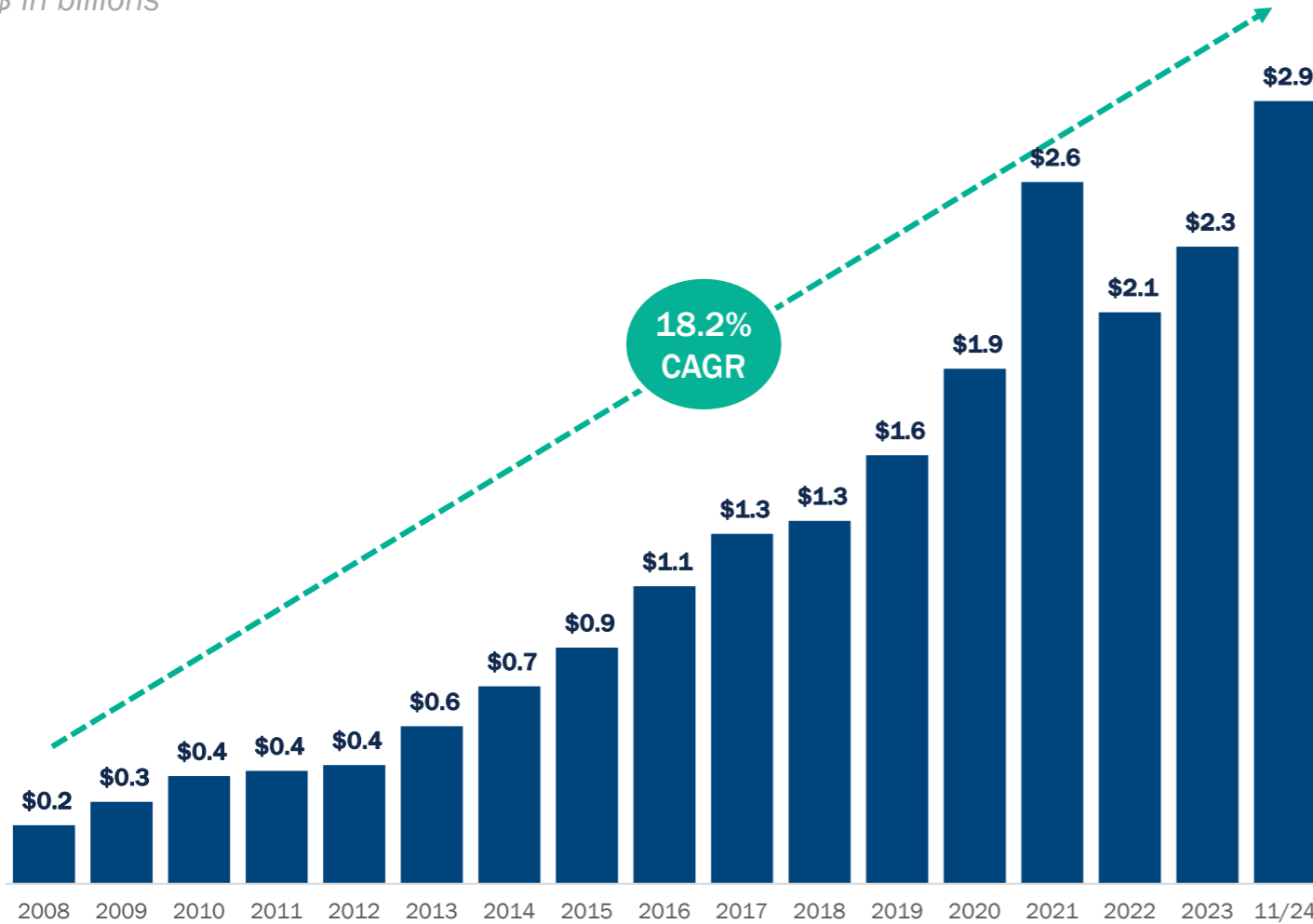


# Consistent Market Capitalization Growth and Strong Returns

... Leading to Significant Market Capitalization Growth...

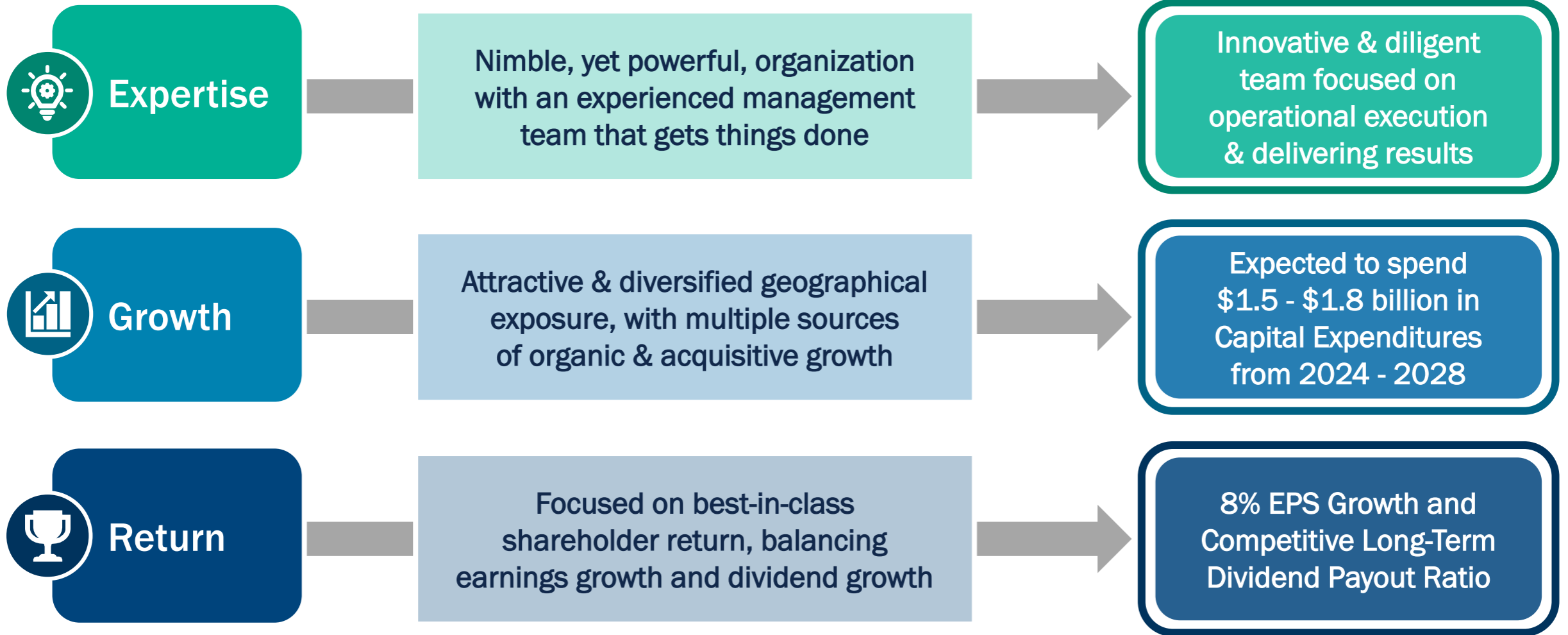
... and Strong Total Shareholder Return

\$ in billions



# Why Chesapeake Utilities?

CPK's unique combination of operational expertise, growth potential, and consistent delivery of long-term shareholder return connects our strong historical track record with the future success we'll achieve



# Let's Stay in Touch!

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## Lucia Dempsey

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# Appendix



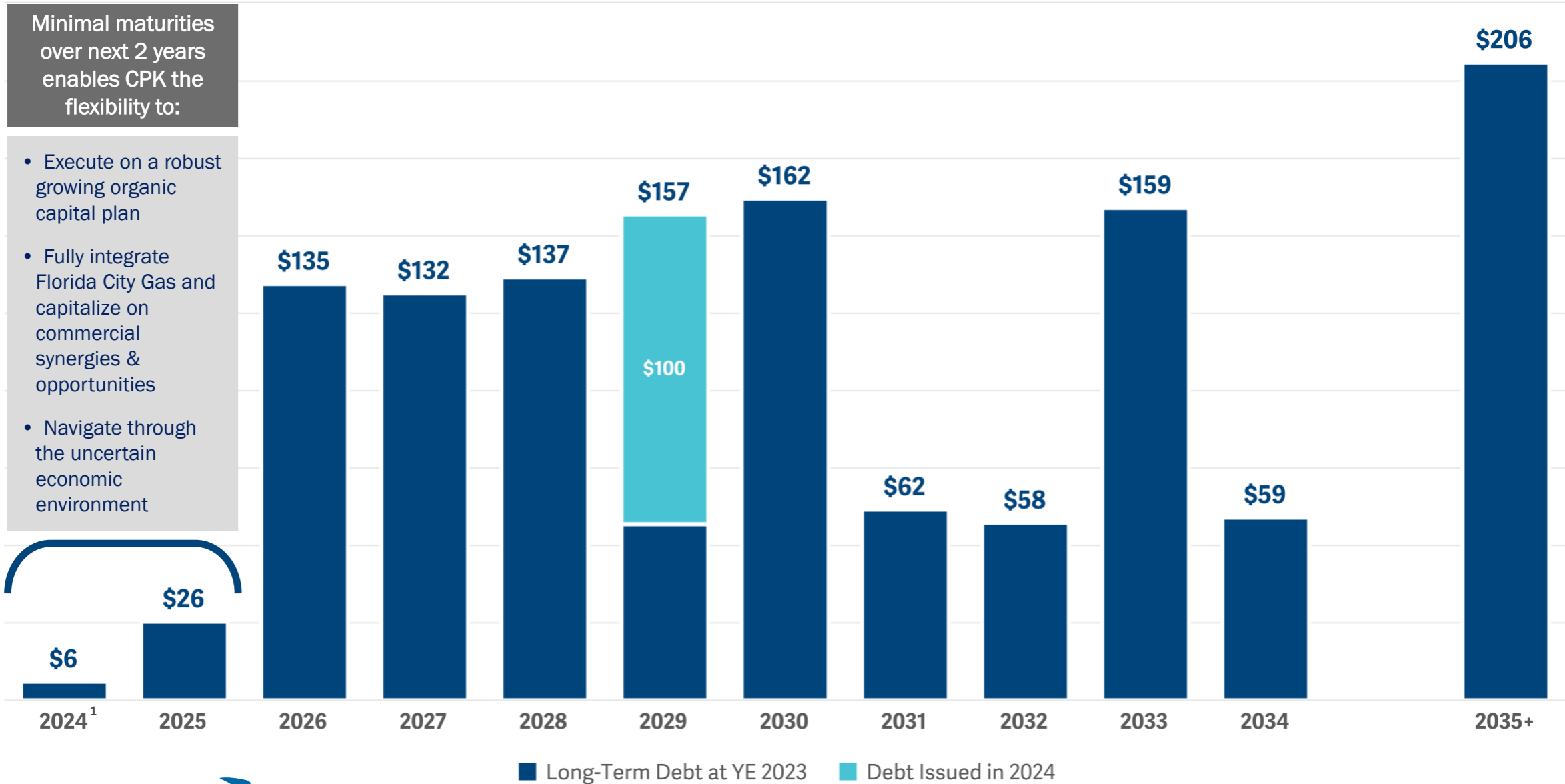
# Overview of CPK's State Regulatory Environments

State	Delaware	Maryland	Florida
Regulatory Agency	Delaware Public Service Commission	Maryland Public Service Commission	Florida Public Service Commission
Commissioners	5, appointed by Governor	5, appointed by Governor	5, appointed by Governor
Term	5-Year, Part-Time	5-Year, Full-Time	4-Year, Full-Time
RRA Rating <sup>1</sup>	Average / 2	Below Average / 3	Above Average / 2

Company Type	Natural Gas Distribution				Electric		
CPK Business Units	CU Delaware	CU Maryland	Sandpiper	Elkton Gas	FCG Gas	FPU Gas	FPU Electric
Last Rate Case Order	January 2017	December 2007	December 2019	February 2019	March 2023	June 2023	October 2020
Current Rate Case	Filed Aug. 2024	Filed January 2024 with request to consolidate			N/A	N/A	Filed Aug. 2024
Allowed ROE	9.75%	10.75%	not stated	9.8%	9.5%	10.25%	10.25%
Regulated Equity %	not stated	53%	not stated	50%	53%	45%	55%
Infrastructure Mechanism	✓		✓	✓ STRIDE	✓ SAFE	✓ GUARD	✓ SPP
Revenue Normalization		✓	✓	✓			

# Long-Term Debt Profile – Positioned to Execute Growth Plan

\$ in millions



<sup>1</sup> Reflects maturities remaining through the end of 2024.

# GAAP to Non-GAAP Reconciliation – Consolidated Results

\$ in millions

Consolidated Reconciliation	Third Quarter Results				Year-to-Date Results			
	Q3 2024	Q3 2023	\$	%	YTD 2024	YTD 2023	\$	%
GAAP Operating Revenues	\$ 160.1	\$ 131.5	\$ 28.6	22%	\$ 572.2	\$ 485.3	\$ 86.9	18%
Cost of Sales								
Nat Gas, Propane, & Electric	(38.2)	(37.1)	(1.1)	3%	(159.1)	(161.5)	2.4	(1)%
Operating Expense <sup>1</sup>	(18.8)	(12.7)	(6.0)	47%	(60.1)	(47.3)	(12.8)	27%
D&A	(16.9)	(17.6)	0.8	(4)%	(51.7)	(52.1)	0.4	(1)%
GAAP Gross Margin	\$ 86.3	\$ 64.1	\$ 22.2	35%	\$ 301.3	\$ 224.4	\$ 76.8	34%
Add Back: Operating Expense <sup>1</sup>	18.8	12.7	6.0	47%	60.1	47.3	12.8	27%
Add Back: D&A	16.9	17.6	(0.8)	(4)%	51.7	52.1	(0.4)	(1)%
Adjusted Gross Margin	\$ 121.9	\$ 94.5	\$ 27.5	29%	\$ 413.1	\$ 323.8	\$ 89.3	28%

# GAAP to Non-GAAP Reconciliation – Segment Results

\$ in millions

Regulated Segment	Third Quarter Results				Year-to-Date Results			
	Q3 2024	Q3 2023	\$	%	YTD 2024	YTD 2023	\$	%
<b>GAAP Operating Revenues</b>	\$ 130.6	\$ 102.4	\$ 28.2	28%	\$ 429.7	\$ 345.8	\$ 83.9	24%
Cost of Sales								
Nat Gas, Propane, & Electric	(28.4)	(26.5)	(1.8)	7%	(105.7)	(105.7)	—	—%
Operating Expense <sup>1</sup>	(10.7)	(4.8)	(5.9)	122%	(35.7)	(23.3)	(12.4)	53%
D&A	(12.3)	(13.2)	0.9	(7)%	(39.5)	(39.2)	(0.3)	1%
<b>GAAP Gross Margin</b>	\$ 79.2	\$ 57.9	\$ 21.4	37%	\$ 248.8	\$ 177.6	\$ 71.2	40%
Add Back: Operating Expense <sup>1</sup>	10.7	4.8	5.9	122%	35.7	23.3	12.4	53%
Add Back: D&A	12.3	13.2	(0.9)	(7)%	39.5	39.2	0.3	1%
<b>Adjusted Gross Margin</b>	\$ 102.3	\$ 75.9	\$ 26.4	35%	\$ 324.0	\$ 240.1	\$ 83.9	35%
<b>Unregulated Segment</b>	<b>Q3 2024</b>	<b>Q3 2023</b>	<b>\$</b>	<b>%</b>	<b>YTD 2024</b>	<b>YTD 2023</b>	<b>\$</b>	<b>%</b>
<b>GAAP Operating Revenues</b>	\$ 35.6	\$ 35.0	\$ 0.6	2%	\$ 160.1	\$ 158.9	\$ 1.2	1%
Cost of Sales								
Nat Gas, Propane, & Electric	(15.9)	(16.4)	0.5	(3)%	(70.9)	(75.1)	4.1	(6)%
Operating Expense <sup>1</sup>	(8.1)	(7.5)	(0.5)	7%	(24.4)	(23.5)	(0.8)	4%
D&A	(4.6)	(4.4)	(0.1)	3%	(12.3)	(12.9)	0.7	(5)%
<b>GAAP Gross Margin</b>	\$ 7.1	\$ 6.6	\$ 0.5	7%	\$ 52.5	\$ 47.4	\$ 5.2	11%
Add Back: Operating Expense <sup>1</sup>	8.1	7.5	0.5	7%	24.4	23.5	0.8	4%
Add Back: D&A	4.6	4.4	0.1	3%	12.3	12.9	(0.7)	(5)%
<b>Adjusted Gross Margin</b>	\$ 19.7	\$ 18.6	\$ 1.1	6%	\$ 89.2	\$ 83.8	\$ 5.3	6%

<sup>1</sup> Operations & maintenance expenses within the Consolidated Statements of Income are presented in accordance with regulatory requirements and to provide comparability within the industry. Operations & maintenance expenses which are deemed to be directly attributable to revenue producing activities have been separately presented above in order to calculate Gross Margin as defined under US GAAP. See Chesapeake Utilities' Annual Report on Form 10-K for the year ended December 31, 2023 for additional details.

# GAAP to Non-GAAP Reconciliation – Adjusted Net Income and EPS

\$ in millions except per-share amounts

shares in thousands

Non-GAAP Reconciliation: NI /EPS	Third Quarter Results				Year-to-Date Results			
	Q3 2024	Q3 2023	\$	%	YTD 2024	YTD 2023	\$	%
<b>GAAP Net Income</b>	\$ 17.5	\$ 9.4	\$ 8.1	86%	\$ 81.9	\$ 61.9	\$ 20.1	32%
FCG Transaction+Transition Expenses <sup>1</sup>	\$ 0.6	\$ 2.8	\$ (2.2)	(79)%	\$ 2.3	\$ 2.9	\$ (0.6)	(21)%
<b>Adjusted Net Income</b>	<b>\$ 18.1</b>	<b>\$ 12.2</b>	<b>\$ 5.9</b>	<b>48%</b>	<b>\$ 84.2</b>	<b>\$ 64.8</b>	<b>\$ 19.4</b>	<b>30%</b>
<i>Diluted Weighted Avg. Common Shares Outstanding<sup>2</sup></i>	<i>22,564</i>	<i>17,858</i>			<i>22,402</i>	<i>17,847</i>		
<b>GAAP Diluted EPS</b>	<b>\$0.78</b>	<b>\$0.53</b>	<b>\$ 0.25</b>	<b>47%</b>	<b>\$3.66</b>	<b>\$3.47</b>	<b>\$ 0.19</b>	<b>5%</b>
FCG Transaction+Transition Expenses <sup>1</sup>	0.02	0.16	(0.14)	(87)%	0.10	0.16	(0.06)	(36)%
<b>Diluted Adjusted EPS</b>	<b>\$0.80</b>	<b>\$0.69</b>	<b>\$ 0.11</b>	<b>16%</b>	<b>\$3.76</b>	<b>\$3.63</b>	<b>\$ 0.13</b>	<b>4%</b>