# 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): January 14, 2019

#### CHESAPEAKE UTILITIES CORPORATION

(Exact name of registrant as specified in its charter)

**Delaware** (State or other jurisdiction of incorporation or organization) 001-11590 (Commission File Number) 51-0064146 (I.R.S. Employer Identification No.)

909 Silver Lake Boulevard, Dover, Delaware 19904 (Address of principal executive offices, including Zip Code)

(302) 734-6799 (Registrant's Telephone Number, including Area Code)

(Former name, former address and former fiscal year, 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 (see General Instruction A.2. below):

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))

 $Pre-commencement\ communications\ pursuant\ to\ Rule\ 13e-4(c)\ under\ the\ Exchange\ Act\ (17\ CFR\ 240.13e-4(c))$ 

#### Item 7.01. Regulation FD Disclosure.

On January 14-15, 2019, management from Chesapeake Utilities Corporation (the "Company") will be meeting investors, analysts and other members of the financial community during its Northeast road show in New York City, New York and Boston, Massachusetts. The Company's investor presentation includes certain forward-looking information. A copy of this investor presentation material is attached to this Current Report on Form 8-K (this "Report") as Exhibit 99.1. The investor presentation material is also available in the "Investor Relations" section of the Company's website (www.chpk.com).

The information contained in this Item 7.01 and in Exhibit 99.1 attached to this Report is being furnished and shall not be deemed filed for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of such section. Furthermore, such information shall not be deemed to be incorporated by reference into any registration statement or other document filed to the Securities Act of 1933, as amended.

#### Item 9.01. Financial Statements and Exhibits.

Exhibit

Number Description

99.1 Northeast Road Show Presentation

#### SIGNATURE

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.

CHESAPEAKE UTILITIES CORPORATION

/s/ Beth W. Cooper

Beth W. Cooper

Senior Vice President and Chief Financial Officer

Date: January 14, 2019

Exhibit 99.1

energized ...



Northeast Road Show January 14 and 15, 2019 New York, NY and Boston, MA



# Forward Looking Statements and Other Disclosures

<u>Safe Harbor Statement</u>: Some of the Statements in this document concerning future Company performance will be forward-looking within the meanings of the securities laws. Actual results may materially differ from those discussed in these forward-looking statements, and you should refer to the additional information contained in Chesapeake Utilities Corporation's 2017 Annual Report on Form 10-K filed with the SEC and our other SEC filings concerning factors that could cause those results to be different than contemplated in today's discussion.

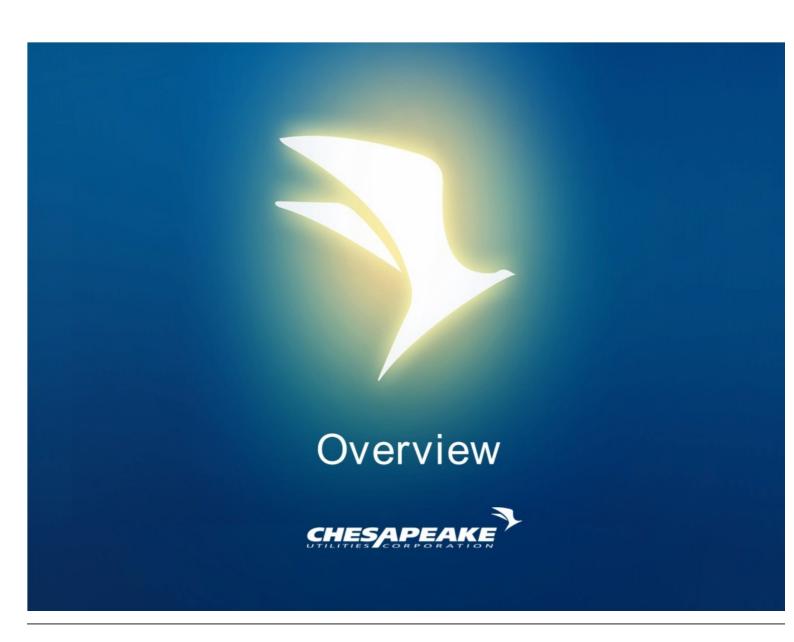
<u>REG G Disclosure</u>: Today's discussion includes certain non-GAAP financial measures as defined under SEC Regulation G. Although non-GAAP measures are not intended to replace the GAAP measures for evaluation of Chesapeake's performance, Chesapeake believes that the portions of the presentation, which include certain non-GAAP financial measures, provide a helpful comparison for an investor's evaluation purposes.

<u>Gross Margin (non-GAAP measure)</u>: Gross Margin is determined by deducting the cost of sales from operating revenue. Cost of sales includes the purchased fuel cost for natural gas, electric and propane distribution operations and the cost of labor spent on different revenue-producing activities and excludes depreciation, amortization and accretion. Other companies may calculate gross margin in a different manner.

<u>Adjusted EPS (non-GAAP measure)</u>: Diluted Earnings per share excluding the impact of certain significant new non-cash items, including, but not limited to, the following: the impact of realized mark-to-market gains (losses) and one-time charges, such as severance charges.







### Chesapeake Utilities Corporation

Looking Forward - Jeff Householder, President & CEO

- Chesapeake is well positioned and we see more opportunities than ever
- We will build on the strong foundation our team has created, by:
  - Continuing to focus on identifying and executing on growth opportunities
  - Being relentless in executing our strategy with financial discipline
  - Engaging our employees and sustaining a culture that furthers our success
  - Keeping safety and service paramount in how we run our Company
- We will be more focused in our pursuit of growth opportunities:
  - Targeting investments that leverage our core competencies and expertise in our current markets and contiguous areas
  - Focusing on what we know and do best all the while evolving as a Company to meet the challenges of the marketplace and industry





### Chesapeake Utilities Corporation

2018 Noteworthy Events

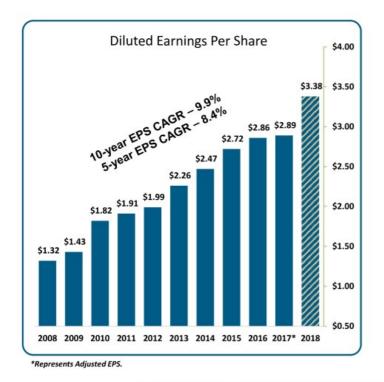
- Continue to generate superior growth in earnings per share
  - Affirm previous guidance of 17% plus growth in 2018 over adjusted 2017 EPS
  - 5-year compound annual growth in earnings per share would be 8.4%
- Provided superior dividend growth with retention for capital reinvestment and future growth upside
  - 13.8% increase in 2018 indicated annual dividend to \$1.48 per share
  - 5-year compound annual dividend growth of 7.6 %
  - Dividend payout remains below 45%
- Completed multiple Florida and Eastern Shore Natural Gas Pipeline projects expected to generate \$23.6 million in annual margin going forward
- Acquired the assets of Marlin CNG Services in Florida as well the propane assets of R.F. Ohl
  in Pennsylvania, adding \$5.7 million of incremental margin in 2019
- Consummated next steps of succession plan





### Superior Earnings per Share Growth

Eleven Years of Consistent Growth



Long-term EPS Growth Rates Through 2018 Estimated EPS of \$3.38

	Reported Earnings
5-year EPS CAGR	8.4%
10-year EPS CAGR	9.9%

- Affirm previous year end guidance for forecasted earnings per share growth of 17% plus in 2018 including tax reform and key projects (based upon 2017 Adjusted EPS of \$2.89)
- 11 years of strong growth track record

10-year EPS Growth of 9.9% is 2.5 X Peer Group Median





# Delivering Consistent and Higher Returns

### Return on Equity

#### **Historical ROE**

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 - Before Tax Reform & MTM	2017 - After Tax Reform & MTM	2018*
Regulated Energy	11.40%	10.17%	11.16%	10.73%	10.47%	10.48%	9.09%	10.62%	10.96%	9.66%	9.98%	10.76%
Unregulated Energy	7.61%	25.58%	18.81%	17.74%	24.07%	32.30%	30.50%	21.06%	10.86%	13.42%	26.11%	14.39%
Consolidated	11.03%	11.01%	11.82%	11.67%	11.57%	12.21%	12.24%	12.10%	11.32%	10.45%	12.56%	10.96%



We have delivered top quartile ROEs over the long-term.

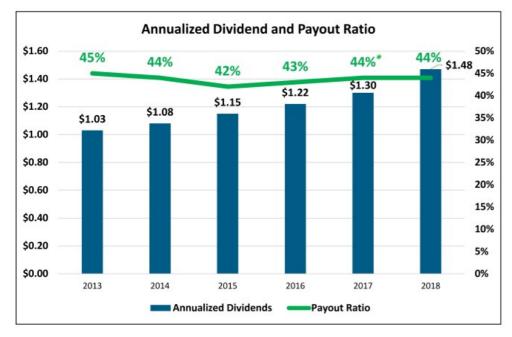
<sup>\*</sup>Based upon \$3.38 per share for 2018





### Above Average Dividend Growth Continues

Dividend Growth Driven by Earnings Growth



- 5-year annualized dividend growth rate is 7.6 percent – in line with our 5-year CAGR in earnings through 2017 of 7.7 percent.
- 5-year average dividend payout is 43 percent.
- Our goal remains to provide above average growth in dividends, supported by growth in earnings per share.

Payout Ratios based on Annualized Dividends compared to Basic Earnings per Share 2018 Payout Ratio based on Annualized Dividend compared to Adjusted 2017 EPS with 17% Growth in 2018

\* 2017 Payout Ratio based on GAAP EPS was 36%





### Chesapeake Utilities Corporation

Relentlessly Executing Our Strategy with Financial Discipline

- Seek new development projects to serve new customers, provide new services and expand into new service areas.
- Invest in pipeline systems that provide natural gas service to downstream customers such as LDCs, cooperatives, municipalities, industrial end-users and power plants.
- Pursue expansion projects that serve long-term commercial and industrial customers.
- Invest in propane opportunities to access new markets with significant growth potential.
- Provide new complementary services to meet customer demand.
- Maintain our engaged culture through which employees continue to identify new opportunities for sustainable growth.

We seek to identify and develop opportunities to drive our future earnings growth and increase shareholder value.

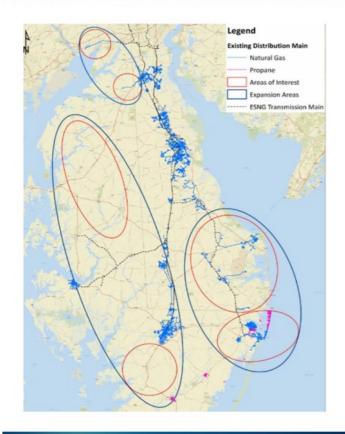






### Natural Gas Transmission and Distribution

Delmarva Natural Gas Distribution Growth and Expansion



#### Past

 Organic growth focused on Kent/New Castle Counties, DE

#### Present

- Growth into eastern Sussex County,
   DE and Cecil County, MD
- Conversion of existing propane customers in Worcester County, MD

#### **Future**

- Continued expansion in growth areas of our service territory
- Looking for expansion opportunities in other areas of the Peninsula





### Natural Gas Transmission Growth

### Current Eastern Shore Natural Gas Large Projects

2017 System Expansion Project Summary					
Est. Capital Investment	\$117MM (\$114MM to Date)				
Est. Capital Spend Years	2017-2019				
Annual Margin	\$15.8MM (1-5) & \$13.2MM (6-20)				

	Facilities
Miles of Pipeline/ Compression	~23 miles of pipeline looping in PA, MD and DE ~17 miles of new mainline extension and two pressure control stations in Sussex County, DE
Other Facilities	Upgrades to the TETCO interconnect 3,750 hp new compression-Daleville Station Two new pressure control stations
Total Capacity Increase (dt/d)	Total of 61,162 dt/d of additional firm natural gas transportation service with additional 52,500 dt/d of firm transportation service at certain ESNG receipt facilities

#### Status

 Primarily complete; remaining segments to be placed into service in the first half of 2019 Piped natural gas would be available in Somerset County for the first time in history

Del-Mar Energy Pathway Project Summary						
Est. Capital Investment \$37.1MM						
Est. Capital Spend Years 2018-2021						
Annual Margin - Sussex, DE Annual Margin - Somerset, MD Total Annual Margin	\$2.8 MM <u>\$2.3 MM</u> \$5.1 MM					

Facilities						
Miles of Pipeline/Compression	~6 miles of pipeline looping in DE ~13 miles of new mainline extension in Sussex County, DE and Somerset County, MD					
Other Facilities	New pressure control station and new delivery stations in Sussex County, DE and in Somerset County, MD					
Total Capacity Increase (dts/d)	Up to an aggregate of 14,300 dts/d					

#### Status

- Continue development of the project's facilities and successfully obtain all required permitting
- •FERC regulatory process; application submitted 09/14/18
- Participating in Maryland bidding process for Somerset County expansion;
   \$2.3 annual million margin amount dependent upon State of Maryland awarding the contract

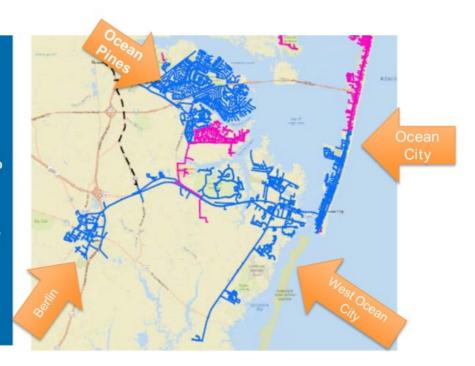




### Natural Gas Distribution Growth

Converting Sandpiper Customers from Propane to Natural Gas

- Approximately 6,800 customers have been converted (Berlin, West Ocean City, Ocean Pines, and Ocean City).
- A bay crossing from West Ocean City to Ocean City completed in 2017
- Conversions in Ocean City continue during the months of September - May
- Conversions in Ocean Pines happen year round



--- line = natural gas main

--- line = propane main







# Florida Growth and Expansion

Looking Back and Looking Forward





#### **Past**

- Growth focused on existing service territory for Natural Gas and Propane
- Focus on reliability projects for Electric
- Pipeline projects to serve affiliate distribution companies

#### **Present**

- Pipeline project to serve customers outside of the existing distribution area
- Expand into new Natural Gas territories
- Grow Propane wholesale and export opportunities
- Combined Heat and Power operations

#### **Future**

- Additional pipeline opportunities to serve high growth areas of the state
- Expand into the transportation of gas (Liquefied Natural Gas and Compressed Natural Gas)
- Expand output of existing Combined Heat and Power facility and develop additional units Expand into renewable energy sources



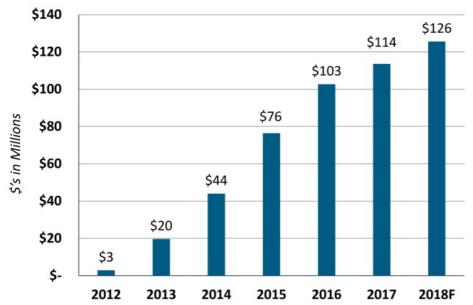


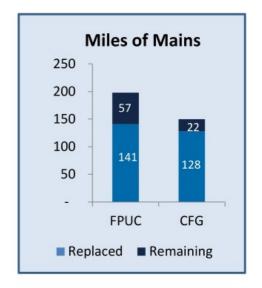


# Gas Reliability Infrastructure Program (GRIP)

Investment Spending and Timeline







We have been proactive in upgrading our Florida systems in support of our focus on safety and reliability. Less than 25% of the combined system is in the queue for replacement.





### Florida Natural Gas Transmission and Distribution

### Three Significant Expansions

#### Northwest FL Expansion

- \$6.5MM annual margin
- \$44.3MM total capital invested
- In-service: May 2018
- PPC 12" transmission pipeline to expand distribution service to Escambia County, Florida
- Anchor loads City of Pensacola and Ascend Performance Materials
- Capacity-115,500 dts/day;
   Contracted-105,500 dts/day
- Opportunity to add additional customers

#### New Smyrna Beach Project

- \$1.4MM annual margin
- . \$9MM total capital invested
- Partially in service; fully in-service during the 1st quarter of 2019

#### Western Palm Beach County Expansion

- \$5.4MM annual margin
- \$1.2MM margin in 2019
- · \$30MM total capital invested
- Mid-2019 in service
- PPC 14-mile transmission pipeline project serves FPU.
- Increased pressure and volume for FPU growing distribution system.
- Resolves a pipeline capacity constraint.
- Four PPC projects to serve FPU's natural gas distribution systems expansions in Palm Beach County.
- Resolves a pipeline capacity constraint.







### **Unregulated Energy Growth**

Marlin CNG Services Acquisition

#### **Transaction Highlights**

- Expect purchase to be accretive in 2019
- \$4.3 million in margin expected in 2019
- Significant growth potential from existing equipment and investment in fleet expansion will accelerate future growth
- Marlin will operate as an unregulated subsidiary of Chesapeake Utilities





#### **Marlin CNG Capabilities**

- One of the largest fleets of tube trailers dedicated to transportation of compressed natural gas ("CNG")
- Nationwide service with primary focus on Gulf Coast
- Over 7 billion cubic feet of natural gas transported
- · Provides temporary and emergency natural gas services

Marlin provides a solution for gas pipeline and gas distribution systems while safety and integrity work is being performed. Spending on system integrity, reliability and safety has risen sharply and is expect to continue to rise given recent incidents and growing regulatory support for programs like "GRIP" in Florida.

The Marlin equipment and services are familiar to CPK. It is a business we understand.... targeted toward companies with which we have strong relationships.





### **Unregulated Energy Growth**

### Aspire Energy - Growth Initiatives

#### **Consumers Gas Cooperative**

- Focus on agricultural sector primarily in Western Ohio which is home to the largest corn production in the state. Areas also have large poultry facilities with year-round usage.
- Pursue commercial loads and other large volume industrial users.
- Target expansion in growth regions in the state.

#### **Transmission Opportunities**

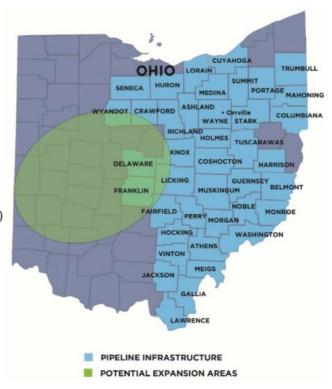
 Pursue intra/interstate pipeline opportunities preferably with associated downstream markets such as power plants, industrial consumers, and LDCs.

#### **Propane Services**

- Upgrading existing processing plants' Mechanical Refrigeration Units (MRU) to include depropanizers that will extract marketable propane onsite.
- Leveraging propane extracted by MRUs will position the company to initiate and grow wholesale/retail propane services.
- Positions the company to grow outside of existing footprint through Community Gas System (CGS) projects where natural gas infrastructure is readily available.

#### Acquisitions

 Opportunistic acquisitions to expand our footprint and to enhance our system capabilities.

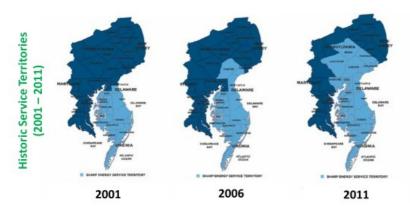




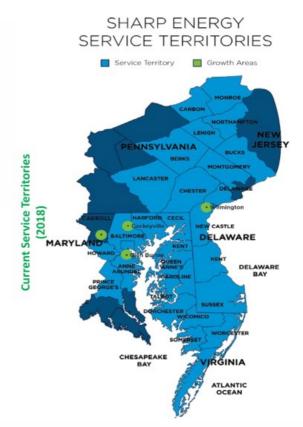


# **Sharp Energy**

### Growth Story and Geographic Focus



- Sharp continues to grow organically within existing territories as well as expand geographically, with a focus on markets on the western shore of MD (Anne Arundel County and Baltimore County) and Wilmington, DE (Autogas and commercial focus)
- Expanding into Carroll County to support autogas/builder opportunities in the surrounding counties
- Added significantly to our customer base in PA with the Ohl acquisition







### **Sharp Energy**

### Growth Initiatives beyond Organic Growth

#### **Community Gas Systems**

- Timely execution and communication have been our core attributes
- Maintain and develop builder relationships via dedicated staff to ensure seamless implementation
- Additional opportunities for temp heat and bulk residential gallon sales

#### **Autogas**

- Strategic partners have been key
- Autogas technical services team is very capable
- Created a multi-fleet fueling station network to support refueling efficiency for our customers
- Recognized Autogas offering throughout the industry

#### Start-ups

- Facilitates geographic expansion beyond existing service territories
- Accelerated gallon sales through builder relationships and Autogas opportunities

#### Poultry

- Producers are increasing capacity on the Delmarva Peninsula
- Poultry producers see the value of quality of service and guarantee of supply
- Sharp has superior infrastructure and strong grower relations

#### ...And Acquisitions

- Most recent acquisition....acquired the propane operating assets from R.F. Ohl Fuel Oil, Inc. a family run oil, propane and HVAC company in December
- Operations will be integrated into Sharp's Pennsylvania operations in Pocono and Allentown
- \$1.2 million margin generated in 2018

#### **Benefits of Ohl Acquisition**

- Added 2,200 customers to Sharp's 6,000 existing customers in PA
- Larger foundation from which to expand further
- Operational synergies, including supply
- Additional services and pricing programs can be offered to customers





# Major Projects and Initiatives

Expected to Produce \$37.9 Million in Incremental Margin (2017 vs. 2019)

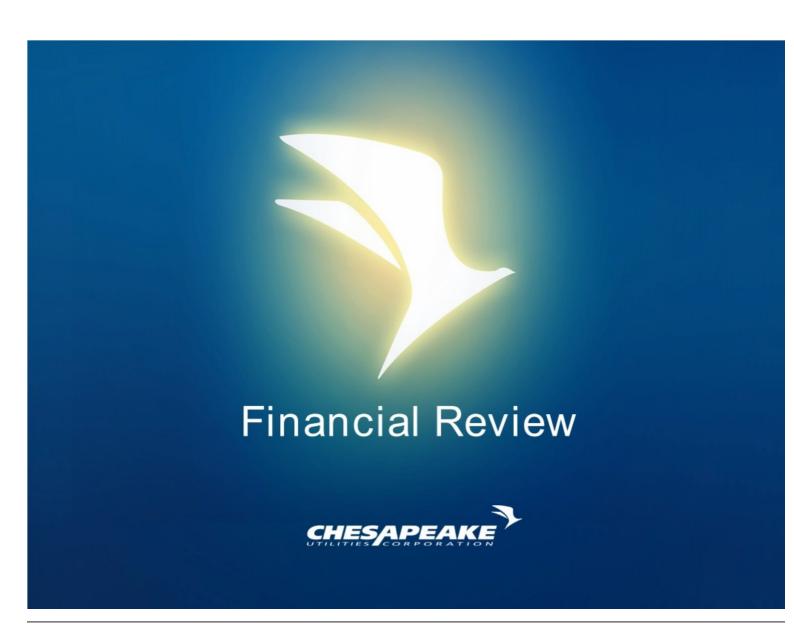
Growth Projects		Gross Margin for the Period				
(in thousands)	F	iscal 2017		scal 2018 Estimate		iscal 2019 Estimate
Florida GRIP	\$	13,454	\$	14,731	ç	16,276
Eastern Shore Rate Case (1)		3,693		9,800		9,800
Florida Electric Reliability / Modernization Program (1)		-		1,488		1,558
New Smyrna Beach, Florida Project (1)		235		1,409		1,409
2017 Eastern Shore System Expansion Project (1)		433		8,015		15,708
Northwest Florida Expansion Project (1)		-		3,484		5,227
Western Palm Beach County Expansion, Florida Project (1)		-		-		1,250
Marlin CNG Services	_	( <del>-</del> )		-		4,475
Total	\$	17,815	\$	38,927	\$	55,703
		<u></u>	,	l L	<del> </del>	
			, \$21,11	.2	\$16,	776

(1) Gross margin amounts included in this table have been adjusted to exclude the impact of TCJA.

The refunds and rate reductions implemented were or will be offset by lower Federal income taxes due to the TCJA.







### Year to Date 2018 Highlights

### Earnings for the First Nine Months of 2018 up 21% over 2017

#### **Key Drivers of Growth Year-to-Date:**

- Regulated Energy Net Income Up \$7.5MM, or approximately 29% year-to-date
  - Eastern Shore Rate Case and 2017 System Expansion Project
  - Northwest Pipeline Project and other Peninsula Pipeline Expansion Projects
  - Return to More "Normal" Weather
  - · Natural Gas Distribution Growth
  - Florida GRIP
  - Electric Reliability Program

	\$ Change		% Change
Operating Income	\$	3,926	<u>% Change</u> 7.41% 28.97%
Net Income	\$	7,539	28.97%

- Unregulated Energy Net Income Up approximately \$496,000, or 8.7% year-to-date
  - Propane Customer Growth, Autogas and Increased Service Revenues and Wholesale Margins
  - · Return to More "Normal" Weather
  - Aspire Energy Growth

	\$ 0	Change	% Change		
Operating Income	\$	(385)	-3.63%		
Net Income	\$	496	8.69%		

Affirm previous guidance for forecasted 2018 earnings per share growth of 17% plus based upon 2017 Adjusted EPS of \$2.89 (including the potential impact from Hurricane Michael).







# Status of Tax Rate Reserves for Refunds to Rate payers

Regulatory Liabilities related to Excess ADIT

Customer Rate reduction related to 35% to 21% Rate Change

(in thousands except per share data)  TCJA Impact YTD  TCJA Impact		Pre-tax		Earnings per Share	
	(in thousands except	t ner share data)		Nine Months End September 30, 20	
	Florida (FPU / CFG)	\$42.1M, Natural Gas has filed; Electric reached agreement with Fi	PSC	Accrued \$3.6M, Na has filed; Elec reached agreement	ctric
	Maryland (DNG- Sandpiper)	\$7.9M, MPSC approv amortization and rat reduction May 2018	e	Refunded \$783K, Rates adjusted May 2018	
	Delaware (DE - DNG)	\$13.2M, DPSC is review Filing and Rates; Hearing Date 1/29/20		crued \$854K, DPSC Filing and Ra Hearing Date 1/2	tes;
	FERC (ESNG)	\$33.3M, FERC will addre in next rate case filing.	ss	Refunded \$9 Rates Adjusted A	



Income taxes - decreased effective tax rate

Refunds and reserves for future refunds to customers

**Net TCJA Impact** 



(7,530)

(7,530) \$

6,544 \$

(5,457) \$

1,087 \$



0.40

(0.33)

0.07

### Hurricane Michael Update

Florida Public Utilities Impact and Restoration

- Inflicted heavy damage throughout northwest Florida and adversely impacted our electric distribution system and knocked out power to 13,000 customers.
- More than 1,200 employees, contractors and volunteers worked to rebuild several miles of power lines and replace over 2,000 electric poles and hundreds of transformers to restore service to customers.
- We have restored power to all customers who can accept power, and are working with customers who are repairing or rebuilding their residences to restore service once they complete their repairs.
- Our current estimate is that repair and service restoration costs will exceed \$50 million

   initially financed with intermediate term loans through 2020.
- Costs for repairs and restoration have historically been recovered through rates.
- We reserve approximately \$122,000 every year in Florida for potential storm damage.

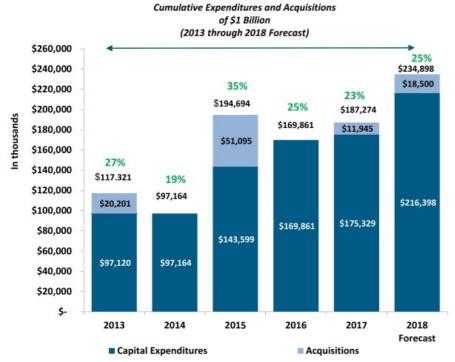




# Continuing to Build for the Future

### Capital Expenditures

#### Percentages Shown - CapEx/Capitalization



Capital Expenditures have averaged 25% of Total Capitalization over six years.

The investments we have made more than doubled our Total Capitalization over this period.

\$ thousands	2018 Forecasted Capital Expenditures
\$110,813	Natural Gas Transmission
74,524	Natural Gas and Electric Distribution
39,272	Unregulated Energy
10,289	Corporate / Other
<u>* \$234,898</u>	Total Forecasted Capital Expenditures

Capital expenditures for 2019 currently budgeted at \$167MM.

\*Excluding Hurricane Michael restoration cost which will be allocated between capital expenditures and storm reserve.

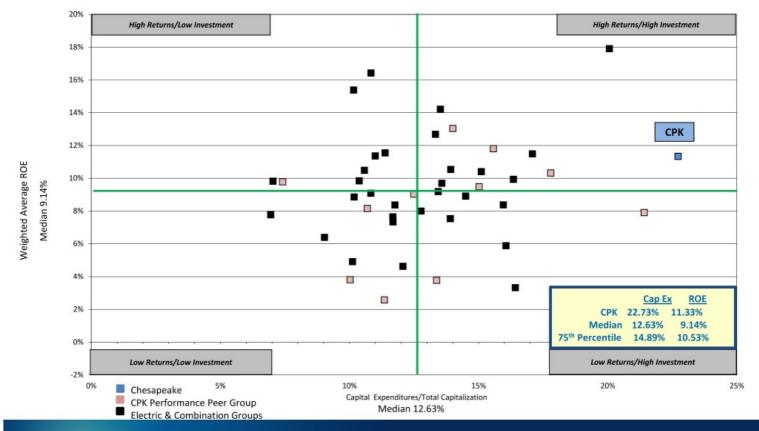






# Capital Discipline and Efficiency

Peer ROE vs. Capital Expenditures (October 2015 - September 2018)



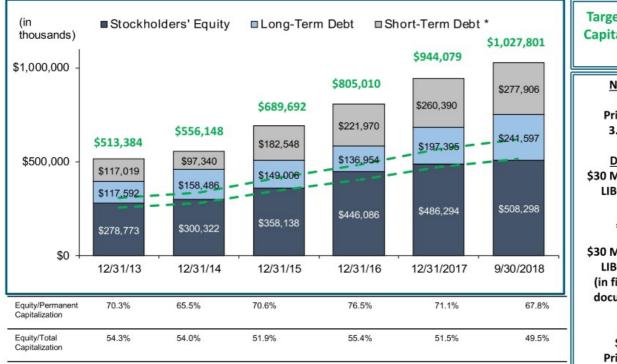






### Strong Balance Sheet to Support Future Growth

Total Capitalization has Nearly Doubled in Five Years



\* Short-Term Debt includes Current Portion of Long-Term Debt

Target Equity to Total Capitalization Ratio of 50% - 60%

> \$50 MM LTD Private Placement 3.58% - 20 Years

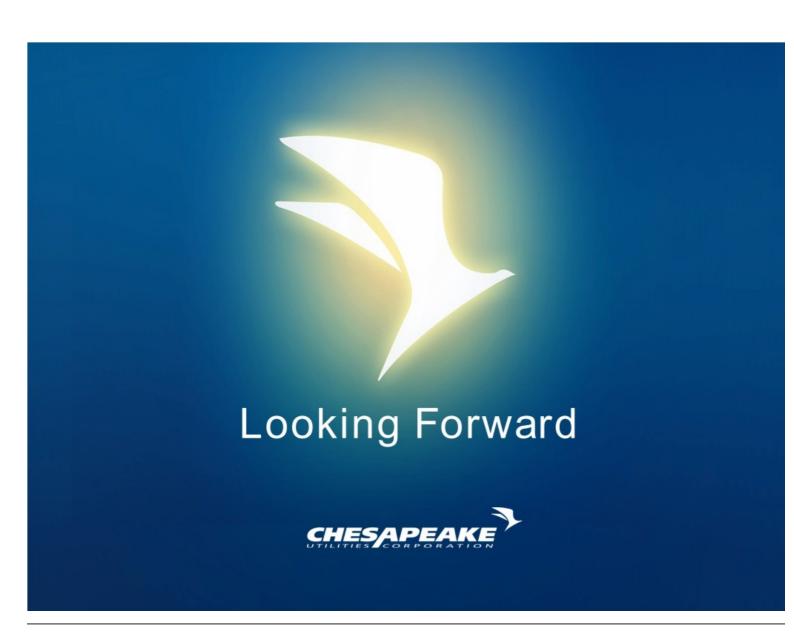
December 2018 \$30 MM LTD (term loan) LIBOR – 13 Months

January 2019
Additional
\$30 MM LTD (term loan)
LIBOR – 13 Months
(in final negotiations/
documentation stage)

August 2019 \$100 MM LTD Private Placement 3.98% - 20 Years

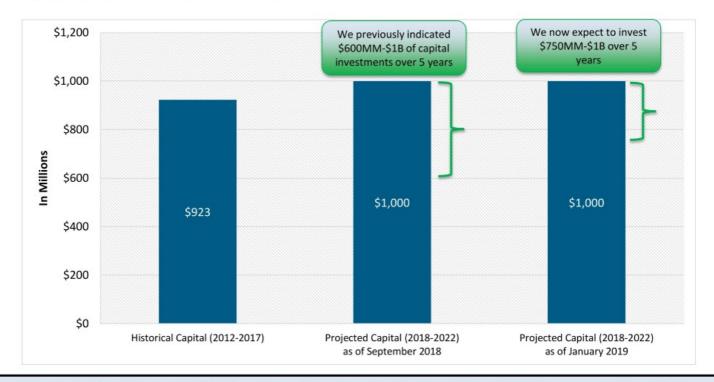






# Capital Spending Forecast

Five year projection of up to \$1B



New projection has same \$1B top range, however due to recent investments we are raising the low range from \$600MM to \$750MM

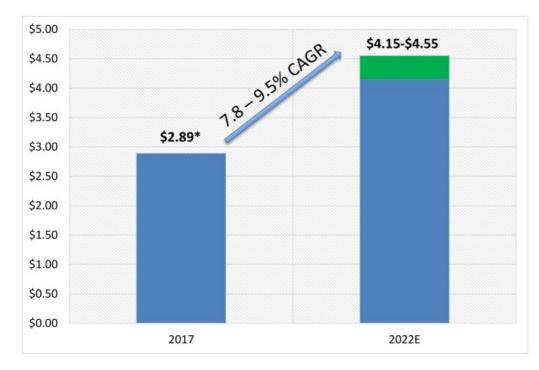






### Chesapeake Utilities Corporation

Earnings Outlook: Expect Growth Well Above Industry



#### **Key Assumptions:**

- Capital Expenditures total target approximately \$750MM-\$1B
- Normal weather conditions
- Maintain target equity to total capitalization ratio of 50% to 60%
- Dividend Payout Ratio approximates 45%
- Dividend per share growth supported by earnings per share growth

<sup>\*</sup>Based on 2017 Adjusted Earnings per Share

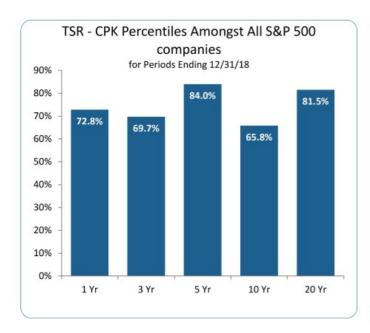


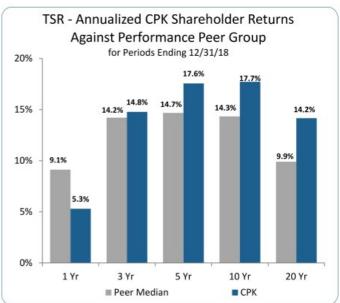


### Total Shareholder Return (TSR)

Comparison to Broader Market - S&P 500 Companies and Peer Group

Chesapeake's compound annual return has exceeded 14% for the past 3, 5, 10 and 20 years (through December 31, 2018)





Source: Bloomberg







### Chesapeake Utilities Corporation

**Investment Proposition** 

Strong Foundation

- \$1.4 billion in assets (also market capitalization): 84% regulated and 16% in unregulated complementary businesses
- Strong balance sheet and high retention rate for reinvestment

Superior Earnings Growth

- CAGR in EPS of 8.4% (5 years) and 9.9% (10 years)
- Opportunity for continued growth at this level going forward
- Total return of just under 18% for 5 years and 10 years
- 5 Year dividend growth of 7.6% (13.8% increase in 2018)

Energized Engaged Employees

- Focused on customer service, safety and reliability
- Proven ability to identify profitable growth opportunities

Fositioned for Continued Growth

- \$235MM in capital spending (current estimate for 2018)
- \$167MM in capital spending budgeted for 2019
- \$750MM to \$1 billion in targeted spending (2018-2022)



energized



### Chesapeake Utilities Corporation

Committed to Superior Performance

Chesapeake is a \$1.4B market capitalization energy delivery company committed to:

- Providing superior care and service to customers
- Generating superior earnings and dividend growth
- Finding, cultivating and developing excellent opportunities for future profitable growth while maintaining our financial discipline
- Extending our track record of generating attractive returns on high levels of investment while effectively managing risk
- Maintaining a strong balance sheet and appropriate dividend payout level to support capital investment opportunities







Jeff Householder President & CEO jhouseholder@chpk.com 302.734.6799



Thank You



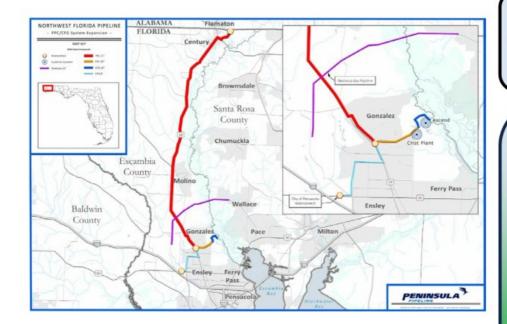
Beth Cooper Senior Vice President & CFO bcooper@chpk.com 302.734.6022





# Peninsula Pipeline and Central Florida Gas

Northwest FL Expansion



- \$6.5MM annual margin
- \$44.3MM total capital invested
  - In-service: May 2018
- PPC 12" transmission pipeline to expand distribution service to Escambia County, Florida
- Anchor loads:
  - City of Pensacola
  - Ascend Performance Materials
- Capacity-115,500 dts/day
- Contracted-105,500 dts/day
- Opportunity to add additional customers

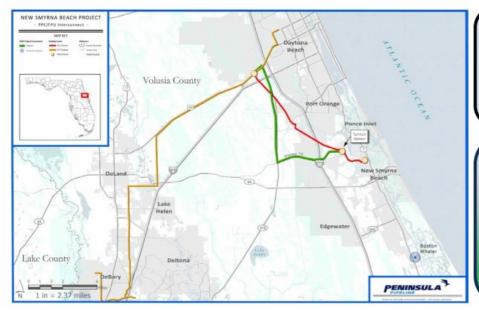






# Peninsula Pipeline

New Smyrna Beach Pipeline Expansion



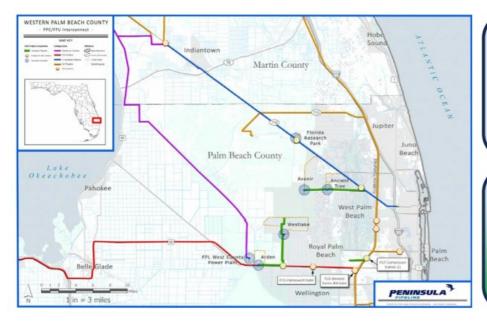
- \$1.4MM annual margin
- \$9 MM total capital invested
- Partially in service; fully in-service during the 1st quarter of 2019
- PPC 14-mile transmission pipeline project serves FPU.
- Increased pressure and volume for FPU growing distribution system.
- Resolves a pipeline capacity constraint.





# Peninsula Pipeline

### Western Palm Beach County Pipeline Expansion



- \$5.4MM annual margin;
- \$1.2MM margin in 2019
- \$30MM total capital invested
- Mid-2019 in service.
- Four PPC projects to serve FPU's natural gas distribution systems expansions in Palm Beach County.
- Resolves a pipeline capacity constraint.





# Unregulated Energy Growth Sharp Energy - Ohl Propane Acquisition Folds In Nicely





